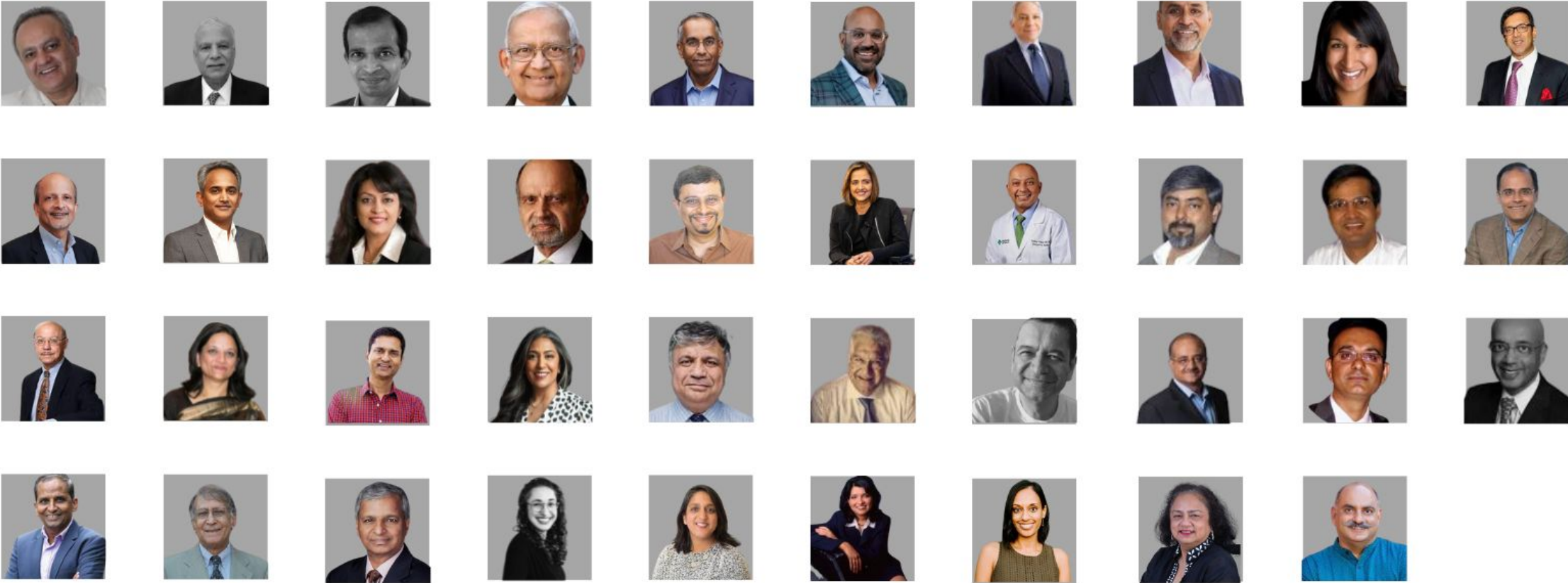


pathways to unlock **transformative giving** by Indian diaspora in the United States

Bridgespan and Give interviewed and surveyed **~40 Indian diaspora givers** with a cumulative wealth of **over \$15 billion** for this exercise



This is a unique opportunity for the **Indian Diaspora in the US** to join forces and **create a significant impact** for India's most vulnerable

poverty

~3% of the population lives on less than \$2/day

climate action

Rank 7 in the Global Climate Risk Index 2021
6.9% of global emissions

gender equity

6% disparity in sex-ratio at birth,
30%+ women reporting domestic violence

food security

24% of the world's malnourished children,
30% of the world's stunted children

education

~18% teachers lack necessary training,
34% children with special needs are out of school

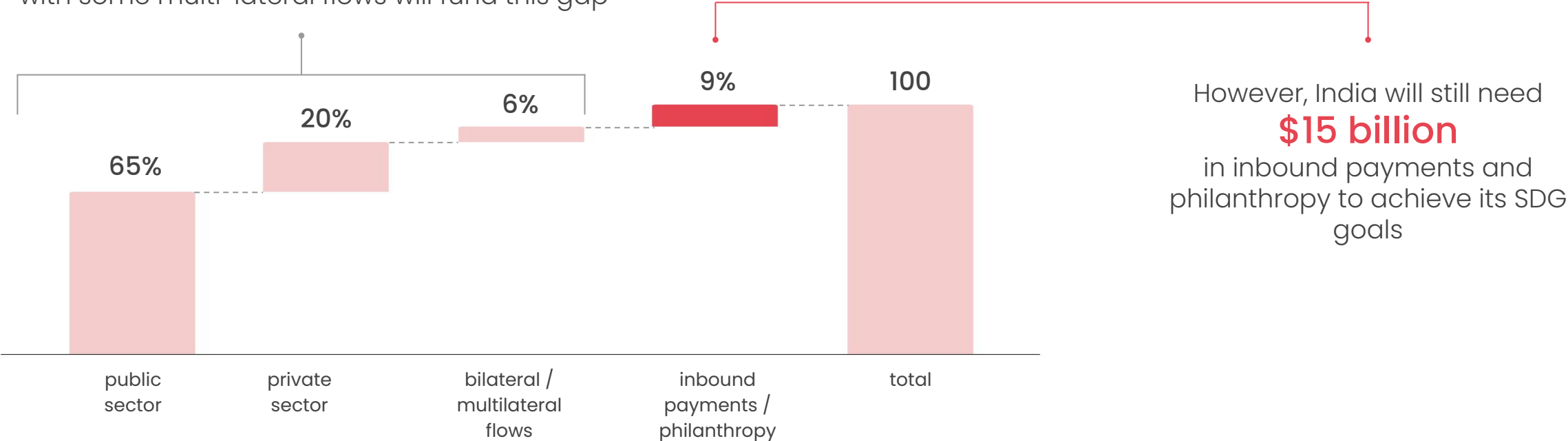
economic growth

6-7% unemployment rate with higher rates in youth and women

The **gap** between **needs** and **available capital** has **widened** in India's most urgent challenges

India needs **\$170 billion per year*** to achieve its SDG goals by the year 2030

For the most part, public and private sectors along with some multi-lateral flows will fund this gap**

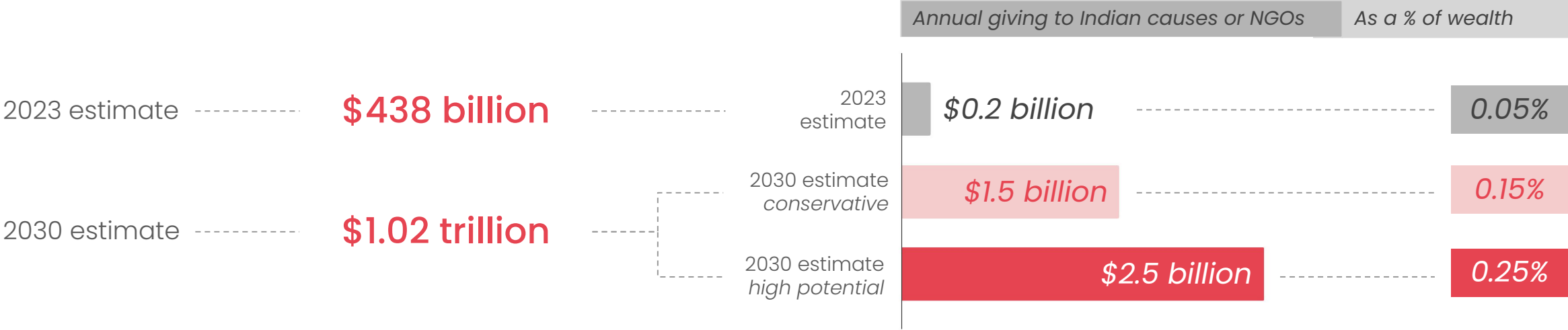


*as per an estimation carried out by Nationally Determined Contributions, a body set up after Paris Agreement, 2015, to monitor the efforts of signatory countries towards reducing national emissions and adapting to climate change **Bridging the 2.5T SDG financing gap: Estimating the financing gap for India using OECD, IDAS Institutes estimates for funding the global SDG gap

The Indian diaspora community in the US possesses immense philanthropic potential, making the next 7 years crucial for elevating giving to India

The wealth held by US-based UHNWI Indians is growing rapidly

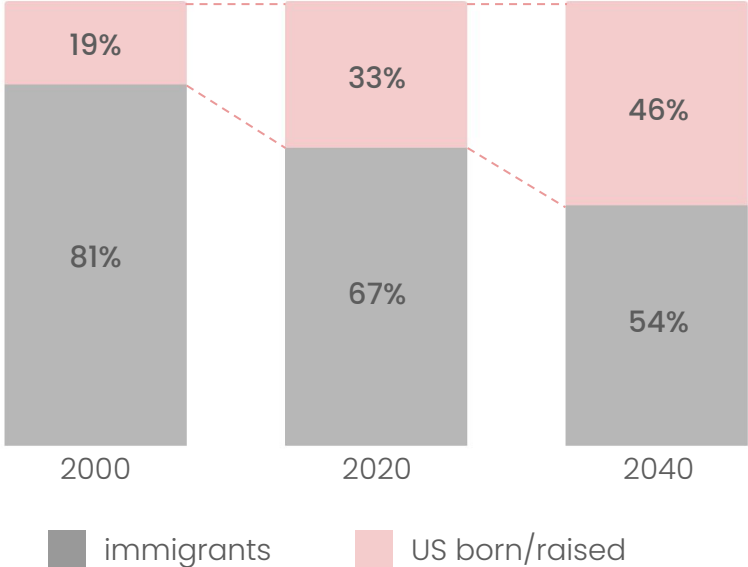
Their giving to India has the potential to grow to \$2.5B by 2030



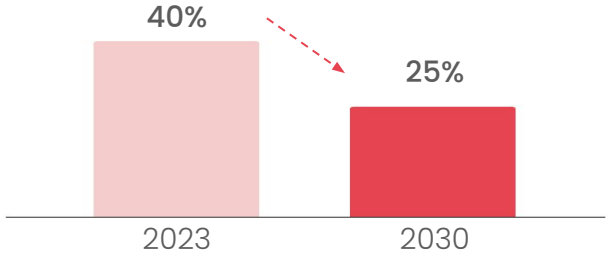
Note: The wealth and giving potential are estimated based on 4 main levers: (1) Number of Indian Diaspora UHNWIs in the US (2) Average wealth held by each UHNWI (3) Amount of giving to philanthropic causes, as a percentage of the total wealth held by each individual (4) Percentage share of giving that is given to Indian NGOs and Indian social causes

By 2040, giving will largely shift in the hands of a 'us born' cohort of givers: intentional actions are needed to stem a potential decline in giving to india

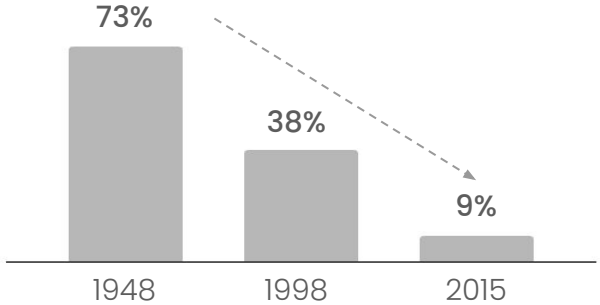
We anticipate that the % of US born will nearly equal those with deep past connects with India by 2040



In our interviews, most givers suggested a decline in giving patterns by the upcoming US-born generation



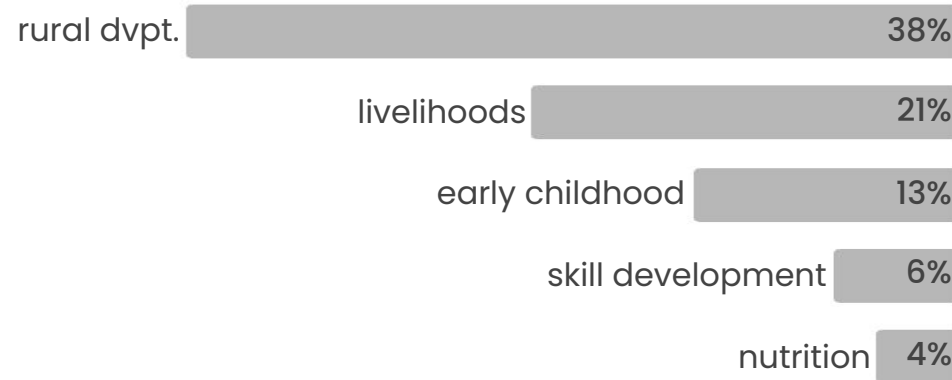
This trend has also been witnessed in other diaspora giving patterns e.g., Jewish diaspora



As generations shift, **contemporary realities** will drive association towards related causes and equity

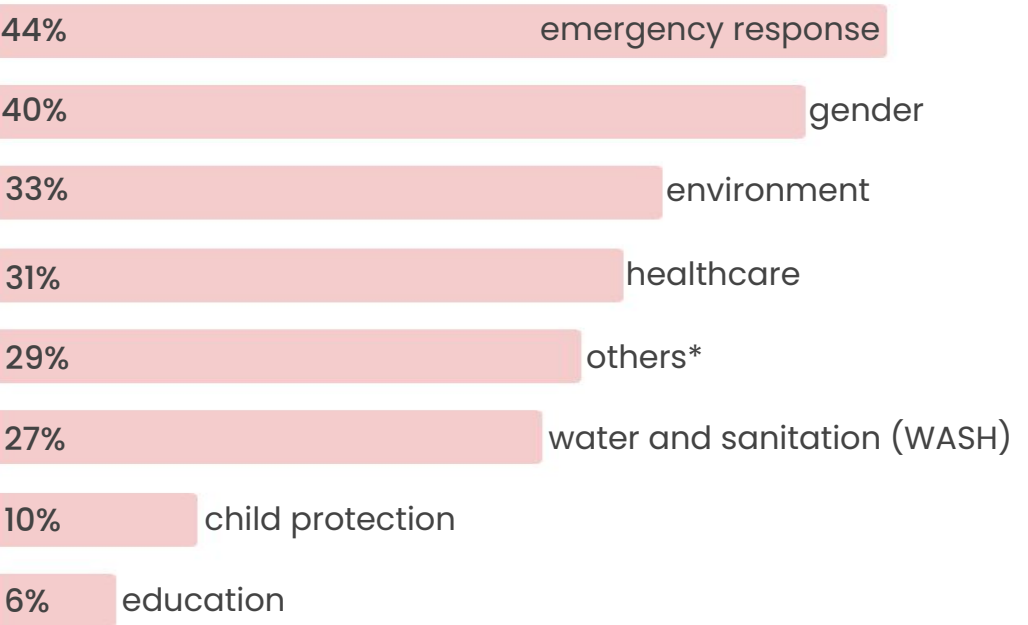
>60 age group resonate with causes that they were exposed to

Relative preferences of respondents over the age of 60



<60 age group prefer causes that reflect contemporary realities

Relative preferences of respondents under the age of 60

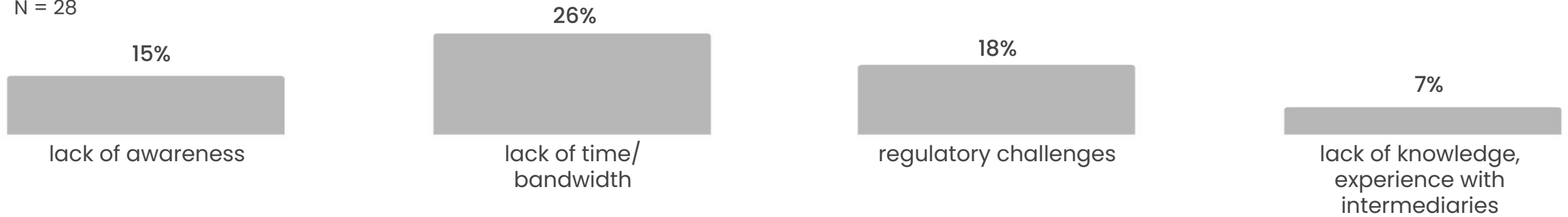


*Other causes include human rights, mental health, world peace, and more

Based on relative preferences of respondents in the Give-Indiaspora Survey 2023

A **supportive ecosystem** addressing givers' needs can be instrumental for **unlocking potential for giving** to India

N = 28



The remaining ~34% of the respondents said that they either had limited funds or faced no challenges with respect to giving

early years

"Kids of Indian-origin born in the US are keen to get to know India. For that they need a platform to learn the numerous challenges the kids in India face in schools and at home."



Suri Sehgal

"When I was in a full-time job, it was difficult to make time for active philanthropy."



Dinyar Devitre

"Currently many legitimate Indian NGOs are receiving 6-month extensions to their FCRA applications, making it difficult for such organizations to plan for long term programs in India."

"There is a huge need for discovery and marketing of the right products and organizations that givers can invest in."



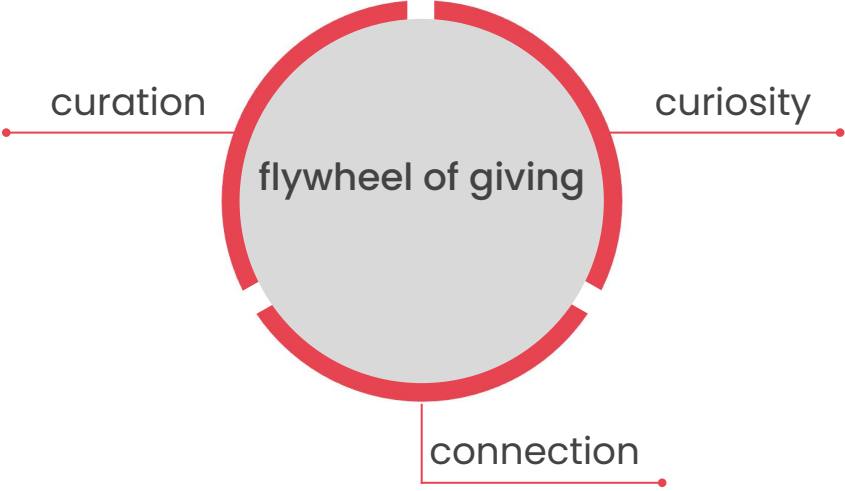
Mohnish Pabrai

late years

Note: The graph only includes responses of those who have give over \$100K per annum in the past 5 years. The question seeks to understand the challenges/bottlenecks that givers face in giving more/sooner, *Quote pending approval. Source: Give-Indiaspora survey, interviews with givers and Bridgespan analysis

We believe that concerted efforts around the **3c flywheel** could unlock a **12x potential jump in giving** by 2030

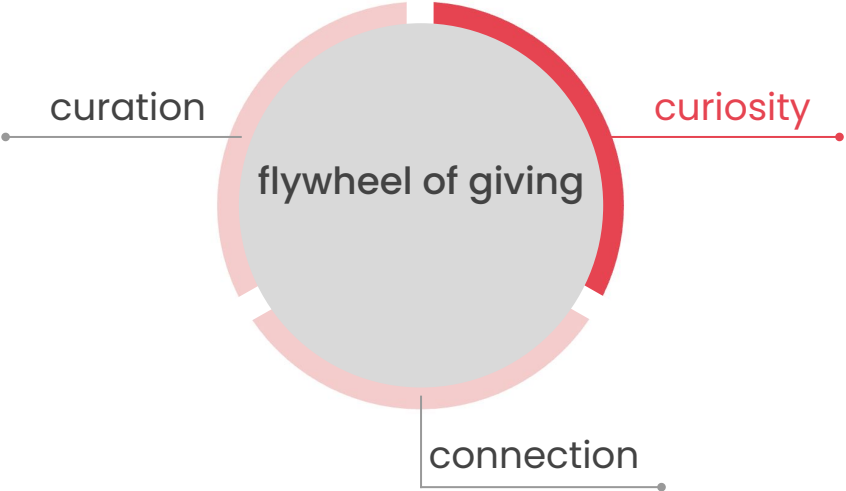
\$0.2 billion
(2023)



\$2.5 billion
(2030)

*~1/5TH of SDG gap funding
through inbound
payments/philanthropy*

In conversations, we see that exposure to **early life experiences** and **family values** build curiosity and **ignite giving**



“ *Impetus came out of gratitude, was fortunate in life and wanted to help others who were not so fortunate* ”



Sunil Wadhvani

“ ..inspired by Gandhi, Nehru.. wealth should be *given back to the society* ”



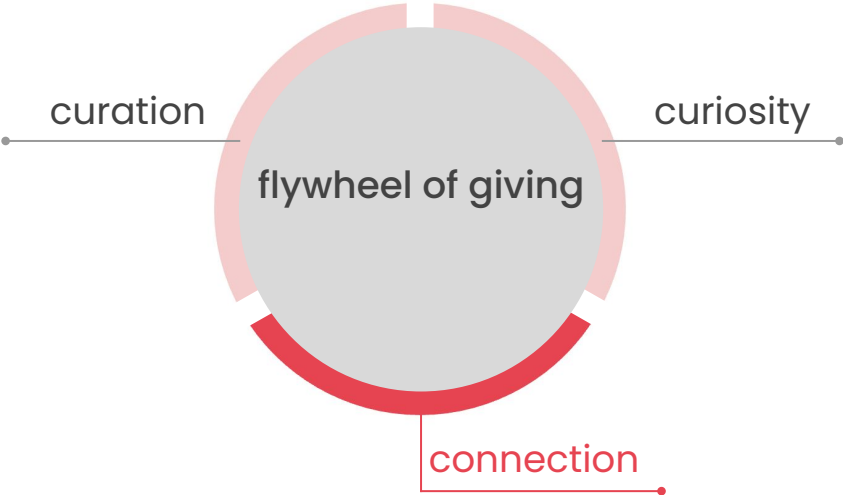
Suri Sehgal

“ *With so much poverty all around, we were taught that it was important to **be a part of service from a young age*** ”



Deepak Chopra

Connection with **mentors** and **role models** can **inspire and influence** the **inflection** towards **greater giving**



“ Was *inspired by a role model*, and joined Pratham; today, I give 40% to both India & US causes and 15-20% to friends family causes ”



Dinyar Devitre

“ It was very beneficial for me to *work 1-1 with a mentor* who could guide me on content, market, legal structure. Through *smart mapping of mentors, mentorship can be very helpful!* ”



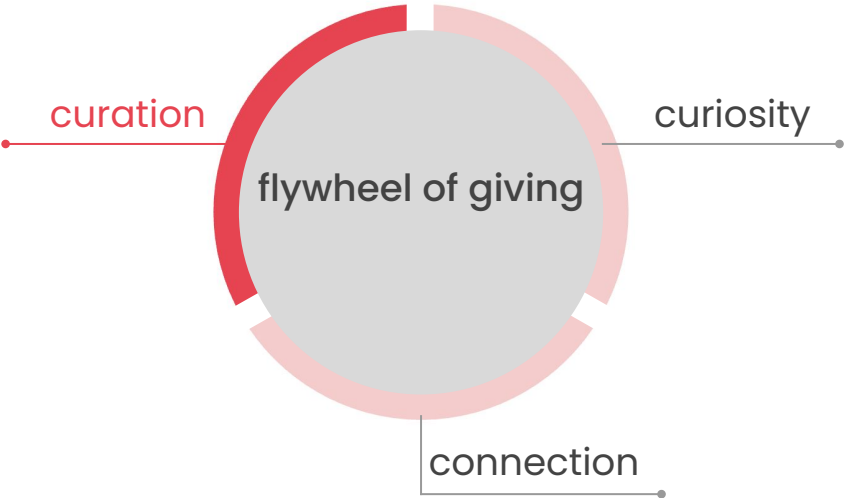
Saphira Goradia

“...have been lucky to have some *great mentors in my philanthropic journey* ”



Raju Reddy

And **discovery and curation** of bold change opportunities **enable catalytic giving** to support greater, equitable and lasting impact



“Based on knowledge and time, there is a need to show people the spectrum of what’s out there and help them identify their priorities. This can also help **match people to the right organizations and foundations – like a menu card of options.**”



Megha Desai

“Broader resilience of the social sector will come from smaller organizations being supported. There is a huge need that is currently unmet.”



Riah Forbes

“There is a huge need for **discovery and marketing of the right products and organizations** that givers can invest in.”



Mohnish Pabrai

To activate the flywheel, we see the potential for **5 pathways** within the 3Cs that can address givers' needs and **unlock transformative giving**

Curiosity

India social sector **immersions** to build curiosity and ignite giving

Connection

Giving pledge supported by mentorship, peer learning and community

Curation

India focused **NGO discovery** and **research platform** with a trust seal

India focused **collaborative fund** for bold change opportunities

Connects to **global big bet platforms** with an **India localization focus**



give | grants