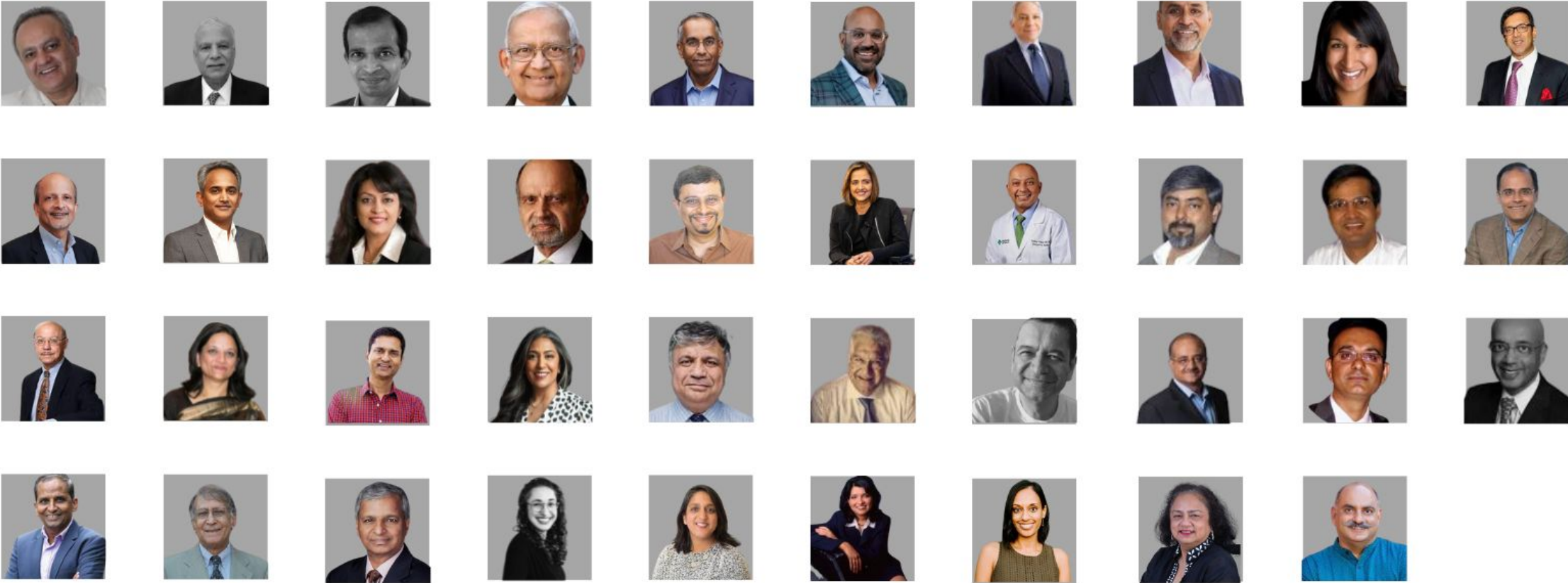


pathways to unlock **transformative giving** by  
Indian diaspora in the United States

*Developed in collaboration with The Bridgespan Group*

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 significant impact** for **India's most vulnerable**

## poverty

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**~3%** of the population lives on less than \$2/day<sup>1</sup>

## climate action

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**Rank 7** in the **Global Climate Risk Index 2021**  
**6.9%** of global emissions<sup>2</sup>

## gender equity

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**6%** disparity in **sex-ratio** at birth,  
**30%+** women reporting **domestic violence**<sup>3</sup>

## food security

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**24%** of the world's **malnourished children**,  
**30%** of the world's **stunted children**<sup>4</sup>

## education

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**~18%** teachers lack **necessary training**<sup>5</sup>,  
**34%** children with special needs are **out of school**<sup>6</sup>

## economic growth

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**6-7%** **unemployment rate** with higher rates in youth and women<sup>7</sup>

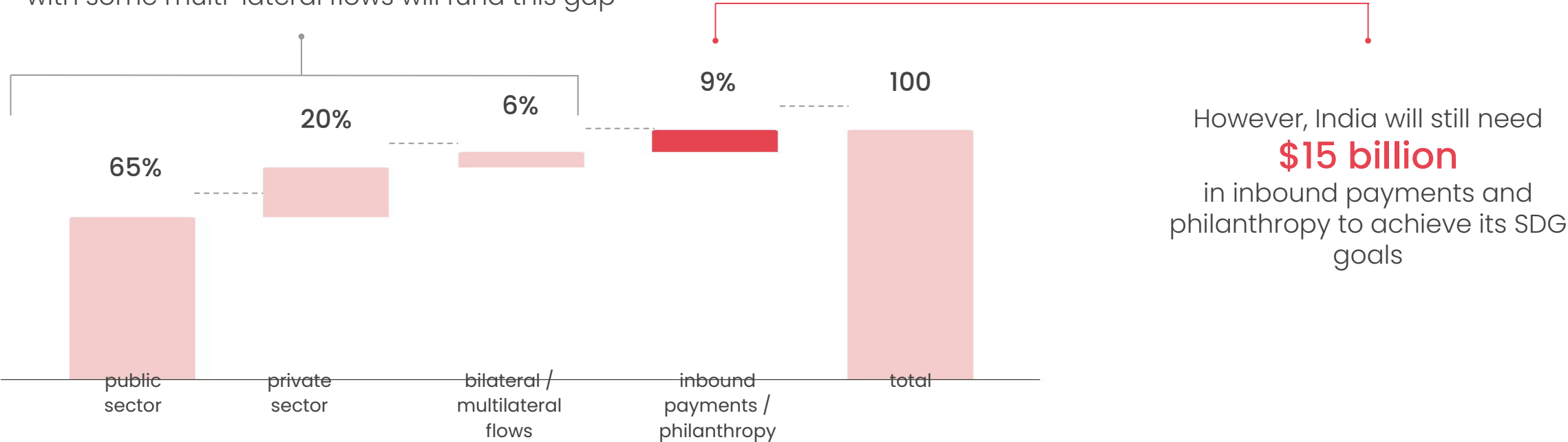
*Note: Based on secondary research*

*Sources: 1. Virmani Bhalla and Bhasin, National Accounts 2. UNADAP, 2021 3. NFHS 2019-21 4. Business Standard 2018 5. Financial express 2018, DISE data 6. UNESCO and UNICEF Report 2015 7. Periodic Labor Force Survey 2018-19*

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

India needs **\$170 billion per year**<sup>1</sup> 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<sup>2</sup>

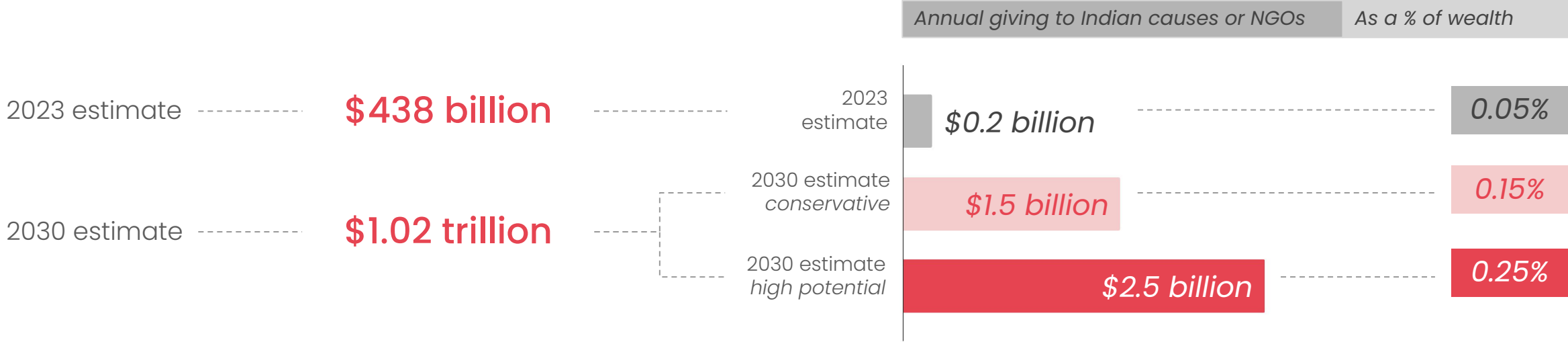


Note: Based on Bridgespan analysis  
Sources: 1. As per an estimation carried out by Nationally Determined Contributions, a body set up after Paris Agreement, 2015, to monitor the efforts of signatory countries towards reducing national emissions and adapting to climate change 2. Bridging the 2.5T SDG 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

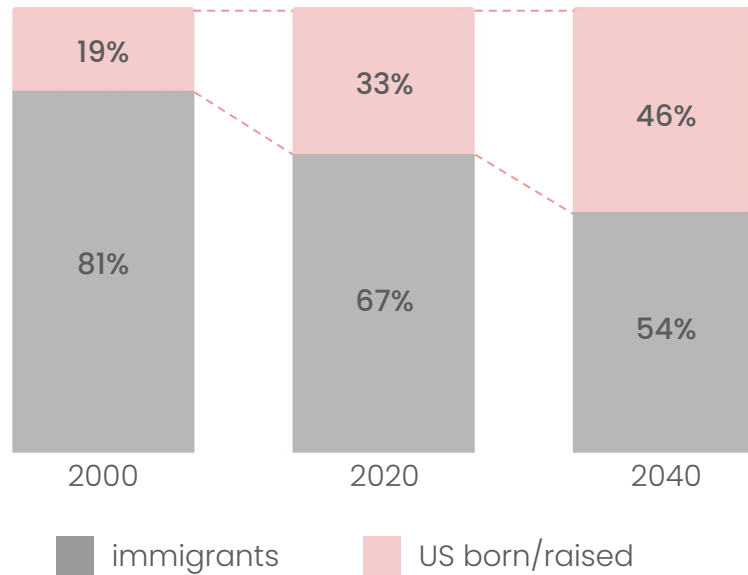
Their giving to India has the potential to grow to \$2.5B by 2030



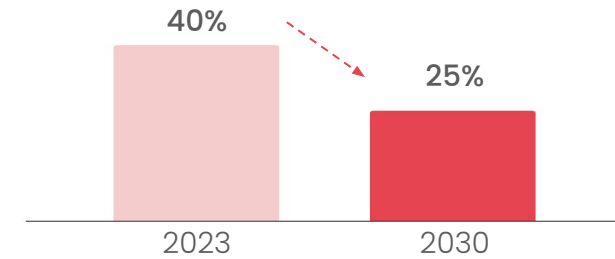
Note: Based on Bridgespan analysis. The wealth and giving potential are estimated based on 4 main levers: (1) Number of Indian Diaspora UHNWIs in the US based on [World meter website](#), [Knight Frank Wealth Sizing Model 2021](#), [Indian Immigrants in the United States](#) and [Capgemini Wealth Report](#) (2) Average wealth held by each UHNWI based on [World Inflation Rate 1981-2023](#) (3) Amount of giving to philanthropic causes, as a percentage of the total wealth held by each individual based on [Bain India Philanthropy Report 2022](#) (4) Percentage share of giving that is given to Indian NGOs and Indian social causes based on [Power of 1%](#), India Development Review, 2018

# By 2040, giving will largely shift into the hands of a 'US-born' cohort of givers: Intentional actions are needed to stem a potential decline in giving to India

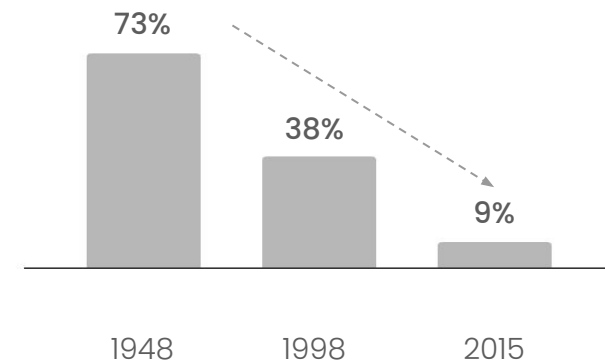
We anticipate that the % of US-born Indian diaspora will nearly equal 1<sup>st</sup> generation immigrants by 2040<sup>1</sup>



In our interviews, most givers pointed to a potential decline in giving patterns by upcoming US-born generation<sup>1</sup>



This trend has also been witnessed in other diaspora giving patterns e.g., Jewish diaspora<sup>2</sup>



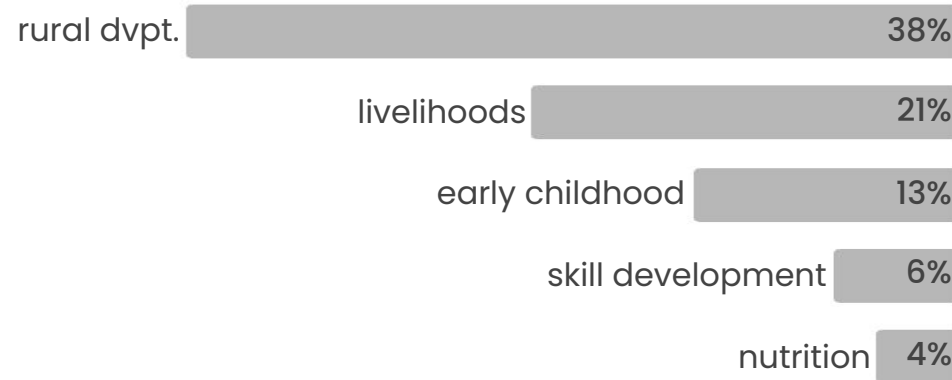
Note: Based on Bridgespan analysis

Sources: 1. Based on interviews and Bridgespan analysis 2. Based on *American Jews Still Give Big for Israel, But Donors Are Charting New Paths*, Data for percentage sent to Israel - *American Jewish Contributions to Israel*, *Diaspora philanthropy isn't what it used to be*, *Globes*, *Giving Jewish How Big Funders Have Transformed American Jewish Philanthropy*, *CHAI*, *American Jews and charitable giving: An enduring tradition*, *The Conversation*, *Why Jewish giving to Israel has been on the decline since 2009*

# As generations shift, **contemporary realities** will drive association towards relevant causes and equity considerations

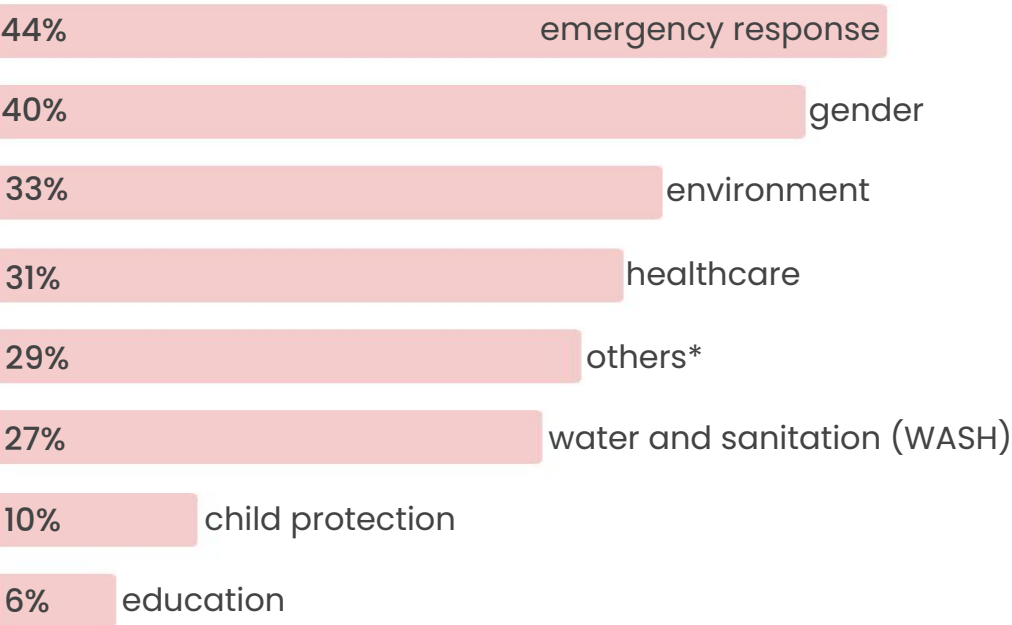
>60 age group resonate with causes that they were exposed to

*Relative preferences of respondents over the age of 60*



<60 age group prefer causes that reflect contemporary realities

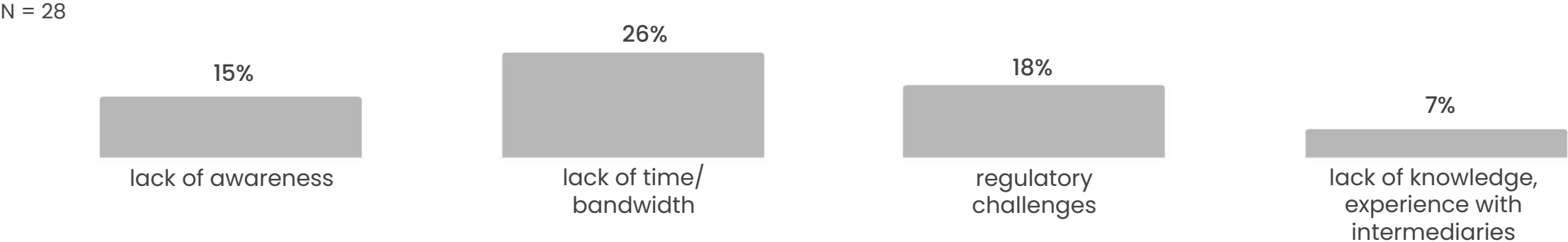
*Relative preferences of respondents under the age of 60*



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

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


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



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


early years later 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."*

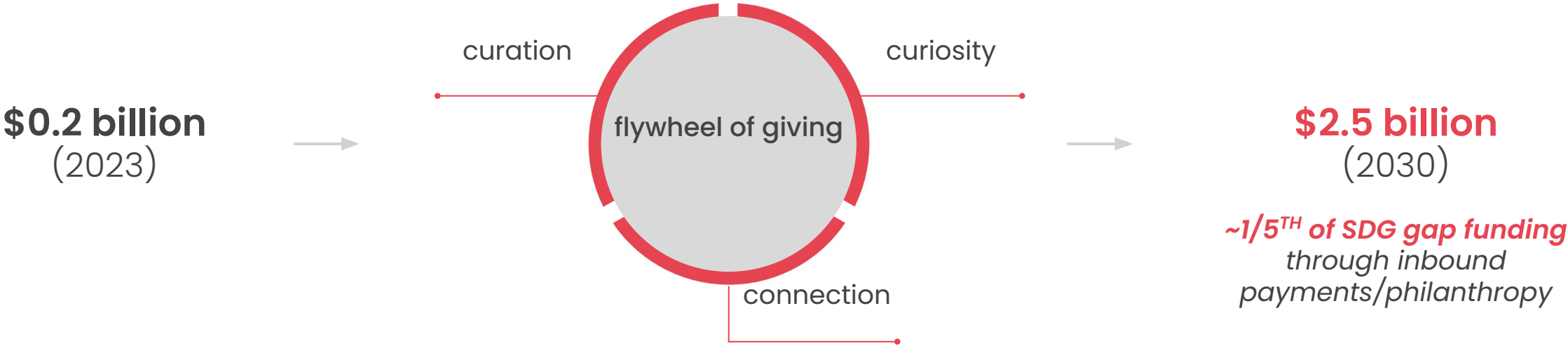


**Mohnish Pabrai**

Note: Based on Give-Indiaspora survey 2023, interviews with givers and Bridgespan analysis. The graph only includes responses of those who have given over \$100K per annum in the past 5 years. The question seeks to understand the challenges/bottlenecks that givers face in giving more/sooner

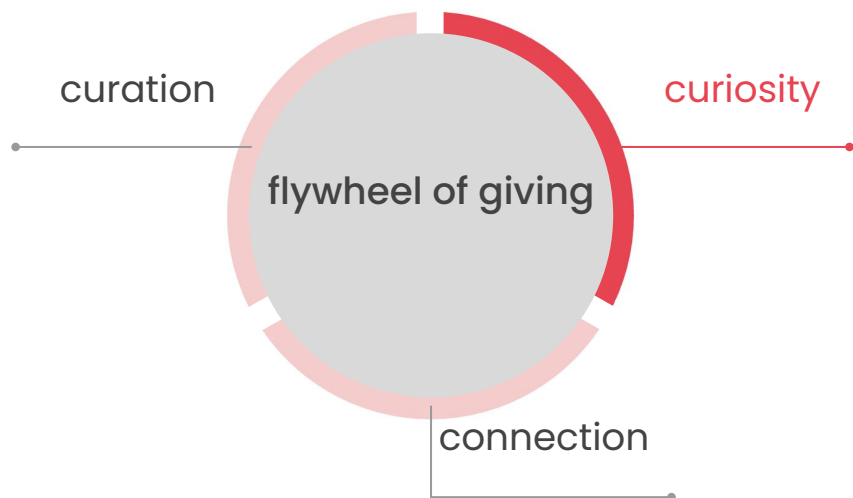


# We believe that concerted efforts around the **3C flywheel of giving** could unlock a **12x potential jump in giving** by 2030



*Note: Based on Bridgespan analysis, interviews with givers and projected SDG gaps*  
*Sources: 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 and Bridging the 2.5T SDG financing gap: Estimating the financing gap for India using OECD, IDAS Institutes estimates for funding the global SDG gap*

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



Note: Based on Bridgespan analysis and interviews with givers

“ *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* ”



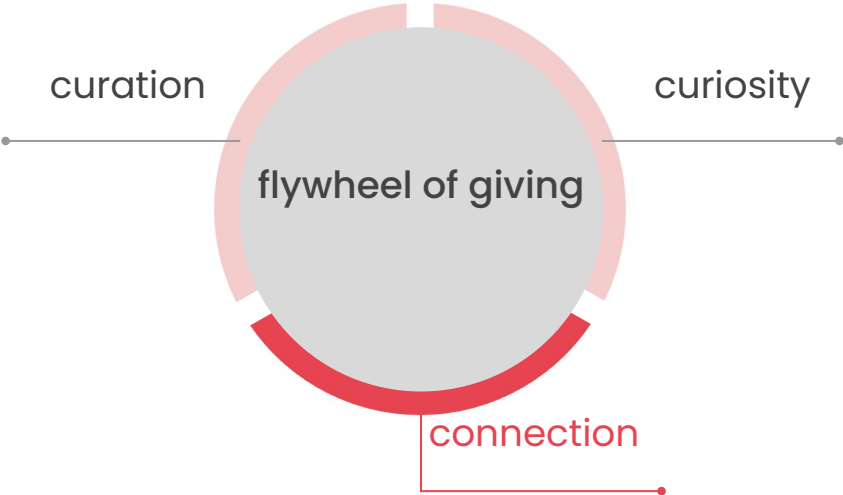
Suri Sehgal

“ *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!* ”



Sapphira Goradia

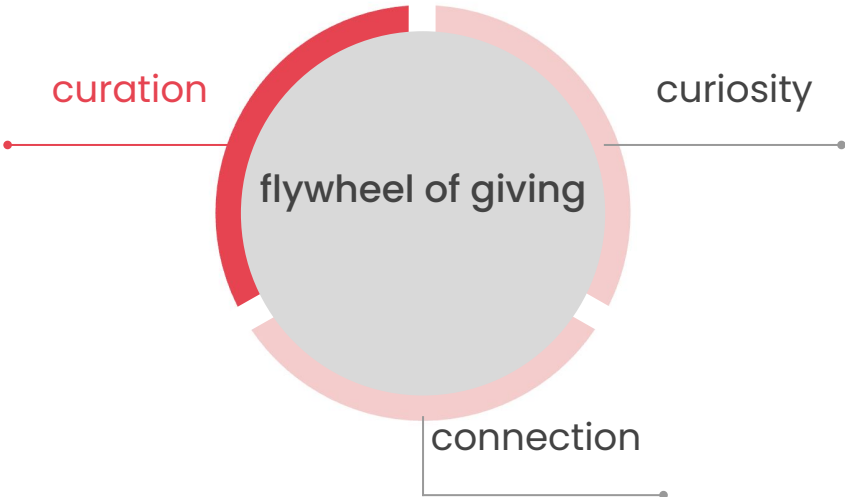
“...have been lucky to have some *great mentors in my philanthropic journey* ”



Raju Reddy

Note: Based on Bridgespan analysis and interviews with givers

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



Note: Based on Bridgespan analysis and interviews with givers

“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

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India social sector immersions to build curiosity and ignite giving

## Connection

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Giving pledge supported by mentorship, peer learning and community

## Curation

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

India-focused collaborative fund for bold change opportunities

Connections to global big bet platforms with an India localization focus

*Note: Based on Bridgespan analysis*

**give** | grants