

FIA Conference 2024

Where **passion**
meets **purpose**

Brisbane
28 Feb – 1 Mar

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Unlocking Asia's Cross-Border Giving Potential

EMERGING ISSUES & GLOBAL TRENDS TRACK

ANITA TOY

GIVE2ASIA AUSTRALIA

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Emerging Issues & Global
Trends Track
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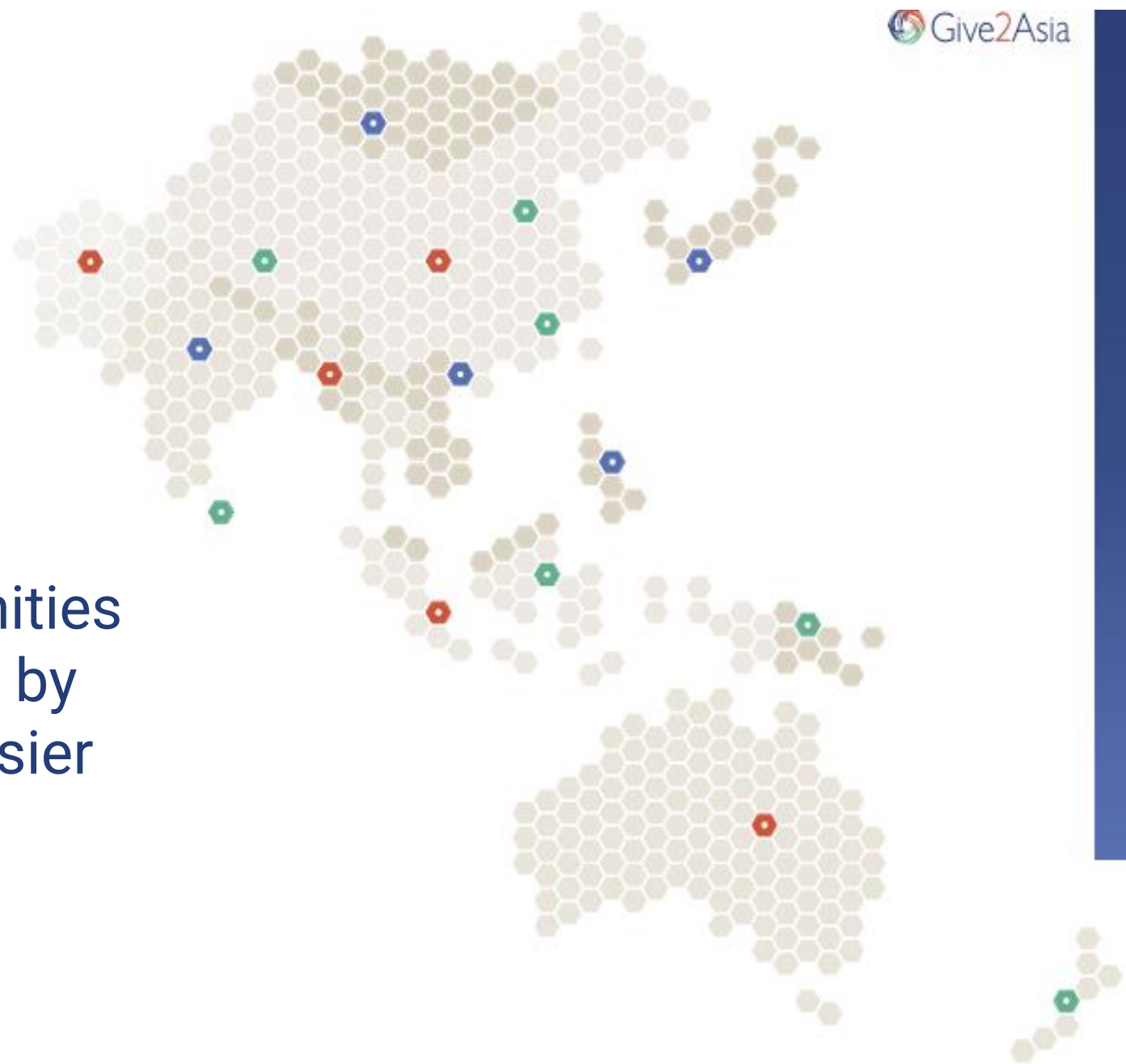
About Give2Asia

Exist to connect donors to trusted local charities across Asia

Mission: to strengthen communities across the Asia Pacific region by making cross-border giving easier and more effective

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A network of cross-border philanthropic institutions that connects donors with trusted local charities across Asia



Give2Asia Australia



Give2Asia USA (HQ)



Give2Asia China Representative Office



Give2Asia Hong-Kong SAR PRC

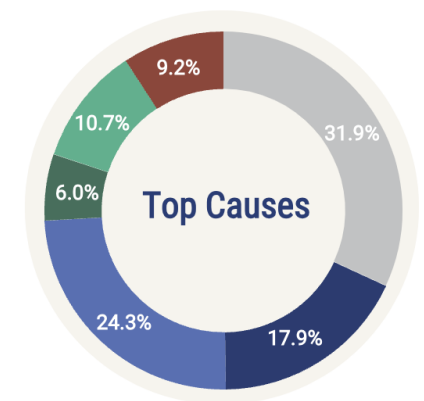
Our Impact: How Give2Asia Is Making A Difference

\$ 535 Million Granted (USD)

2125 Organizations Funded

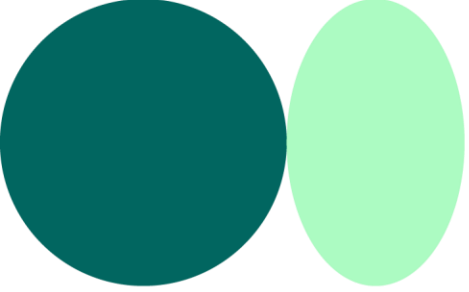
41958 Donors Contributed

- ✓ **Overall Impact:**
Give2Asia has delivered US\$535 million in grants to over 2,100 local charities across 30+ countries
- ✓ **COVID-19 Response:**
Our COVID response grants delivered US\$27 million in 2020-2021, helping an estimated 21 million people



■ Education ■ Health ■ Social Services
■ Livelihood ■ Environment ■ Other





Wealth in Asia one of the fastest growing in the world

951 Number of billionaires who live in Asia, more than in United States or Europe¹

MONEY

Crazy rich Asia: Home to the fastest-growing pool of wealth in the world

Published Thu, Sep 6 2018-2:15 AM EDT • Updated Sun, Sep 9 2018-8:47 PM EDT

Asia

April 24, 2023

Asia's rising prosperity creates boom market for wealth management

By Yuri Bender

The rise of Asia's wealth will boost its resilience

1 September 2022
HSBC.com

Source: BridgespanGroup

BILL & MELINDA
GATES foundation

King Baudouin
Foundation
Working together for a better society

ASIA
PHILANTHROPY
CIRCLE

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UNLOCKING CROSS-BORDER PHILANTHROPY IN ASIA

AN ASSESSMENT OF DONOR INTEREST & INFRASTRUCTURE READINESS



Approach Scope

We analysed 15 geographical markets on the practicalities of cross-border giving

- Australia
- China - mainland
- China - Hong Kong
- China - Taiwan
- India
- Indonesia
- Japan
- Malaysia
- Nepal
- New Zealand
- Philippines
- Singapore
- South Korea
- Thailand
- Vietnam

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Source: *Unlocking Cross-border Philanthropy in Asia* (give2asia.org/asia-giving)

Approach

Subject Matter Experts

We interviewed donors and surveyed leaders from the social sector to understand the local landscape

150 donor and expert interviews

 **ATLASSIAN** Foundation



Julius Bär

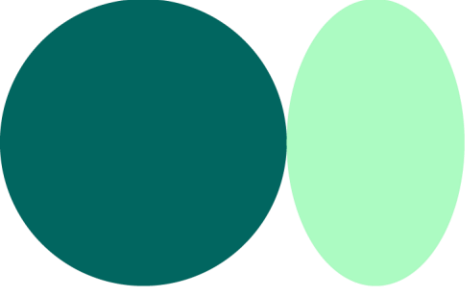
135 surveys of non-profits



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Approach Framework



- Giving volume
- Domestic
- International

Market Size



- Cross-border regulations
- Ease of legal implementation
- Tax incentives & eligible mechanisms

Regulatory environment

- Transparency & Accountability
- Policy Advocacy
- Ecosystem support

Philanthropic infrastructure

Key trends

FIG 03 KEY FACTORS INFLUENCING DONORS' GIVING

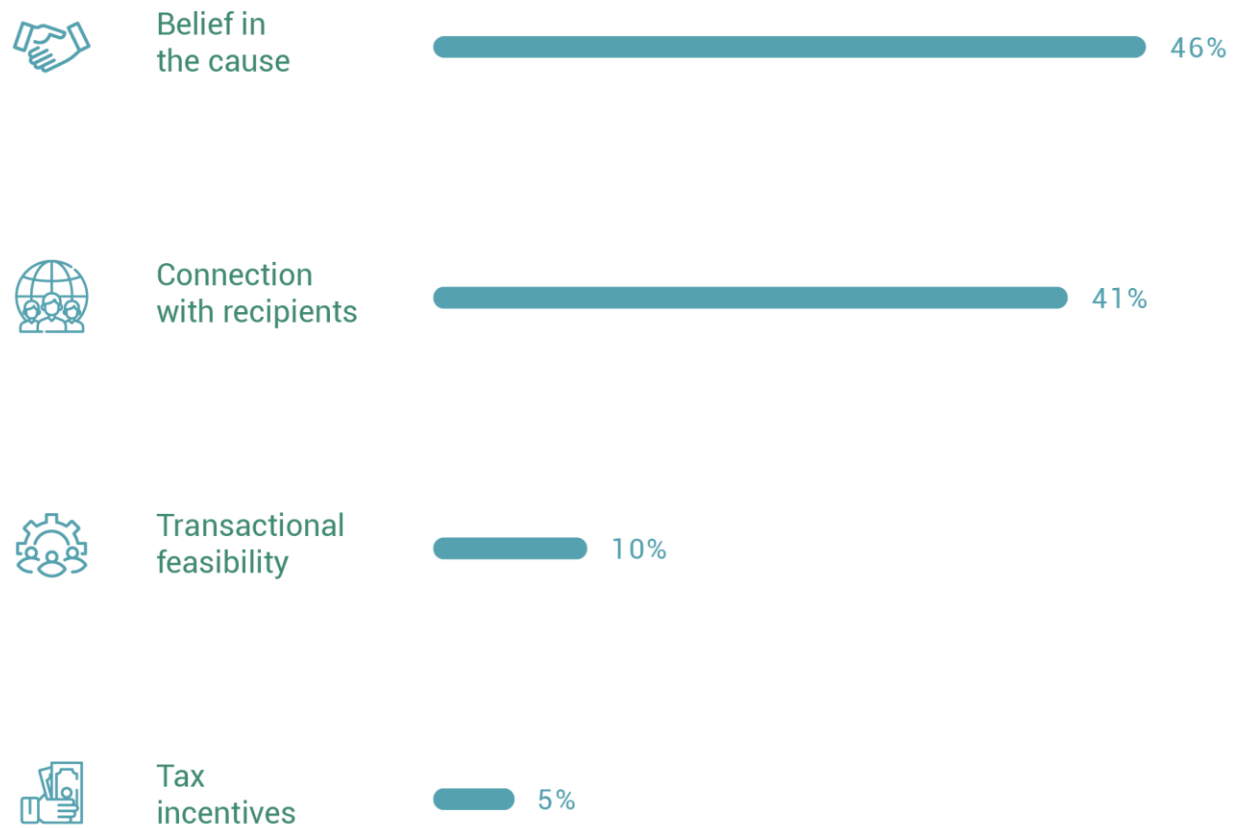
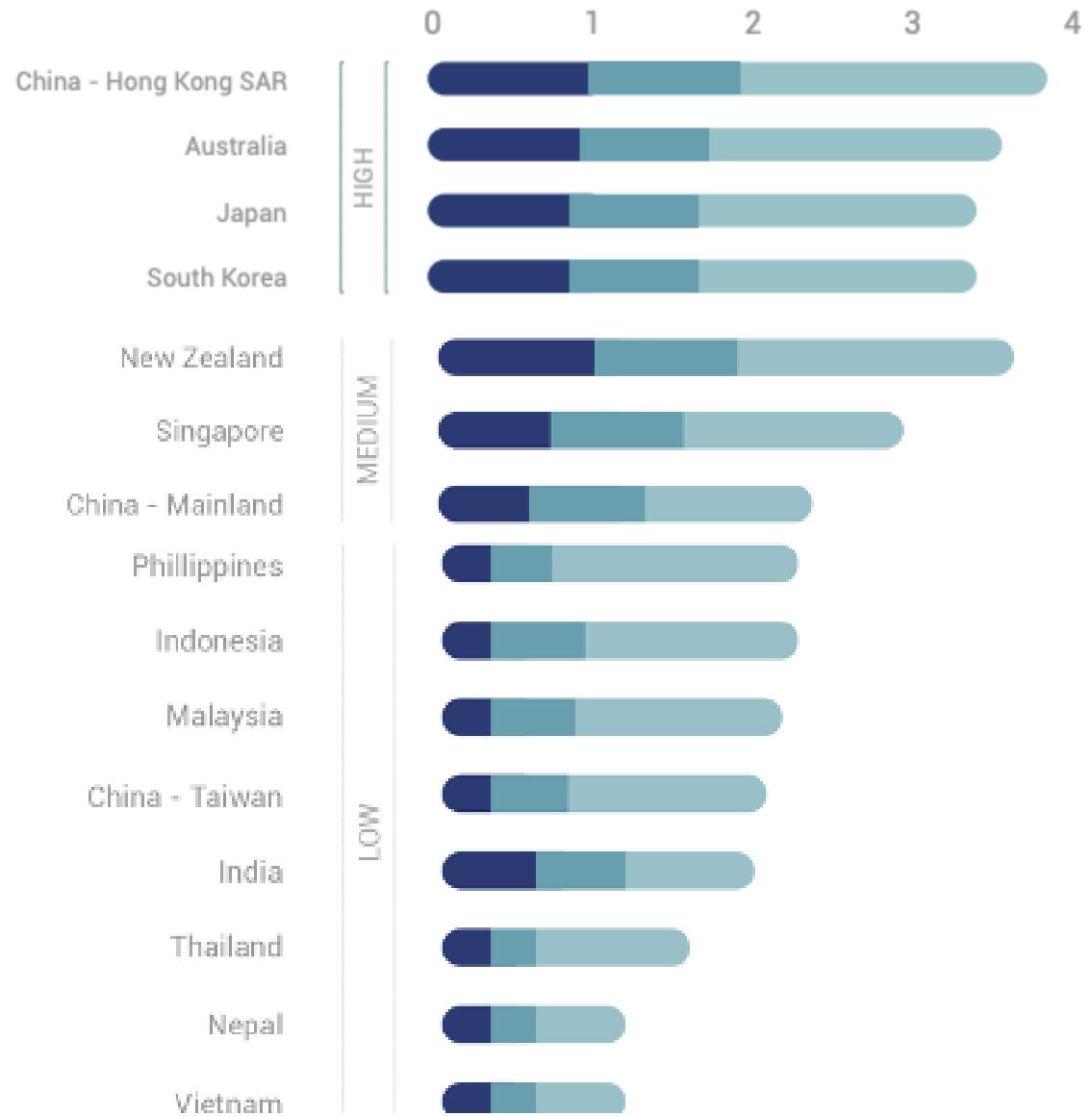


FIG 04 TOP GIVING CAUSES AMONG DONOR PARTICIPANTS



Readiness Level for Cross-Border Giving

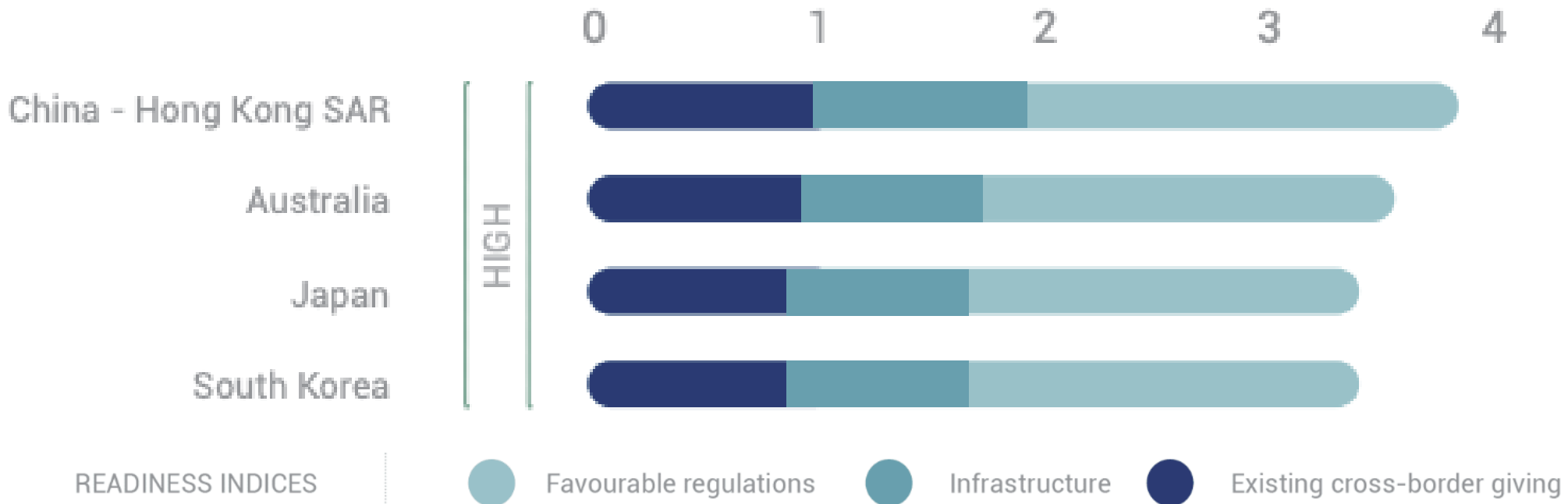


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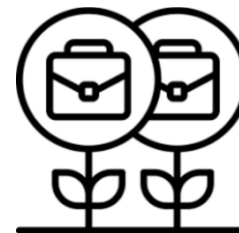
READINESS INDICES

Favourable regulations
 Infrastructure
 Existing cross-border giving

Readiness Level for Cross-Border Giving - HIGH



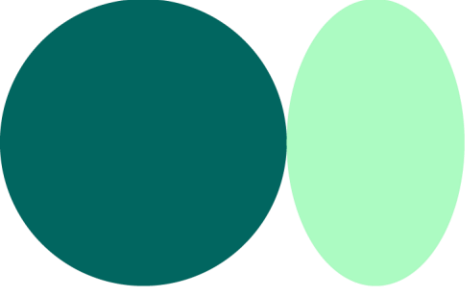
Asian donors lacks information



Diaspora donors, younger donors, and corporations with a regional footprint

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Readiness Level for Cross-Border Giving - MEDIUM



READINESS INDICES



Favourable regulations



Infrastructure



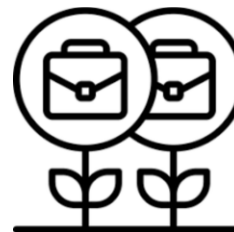
Existing cross-border giving



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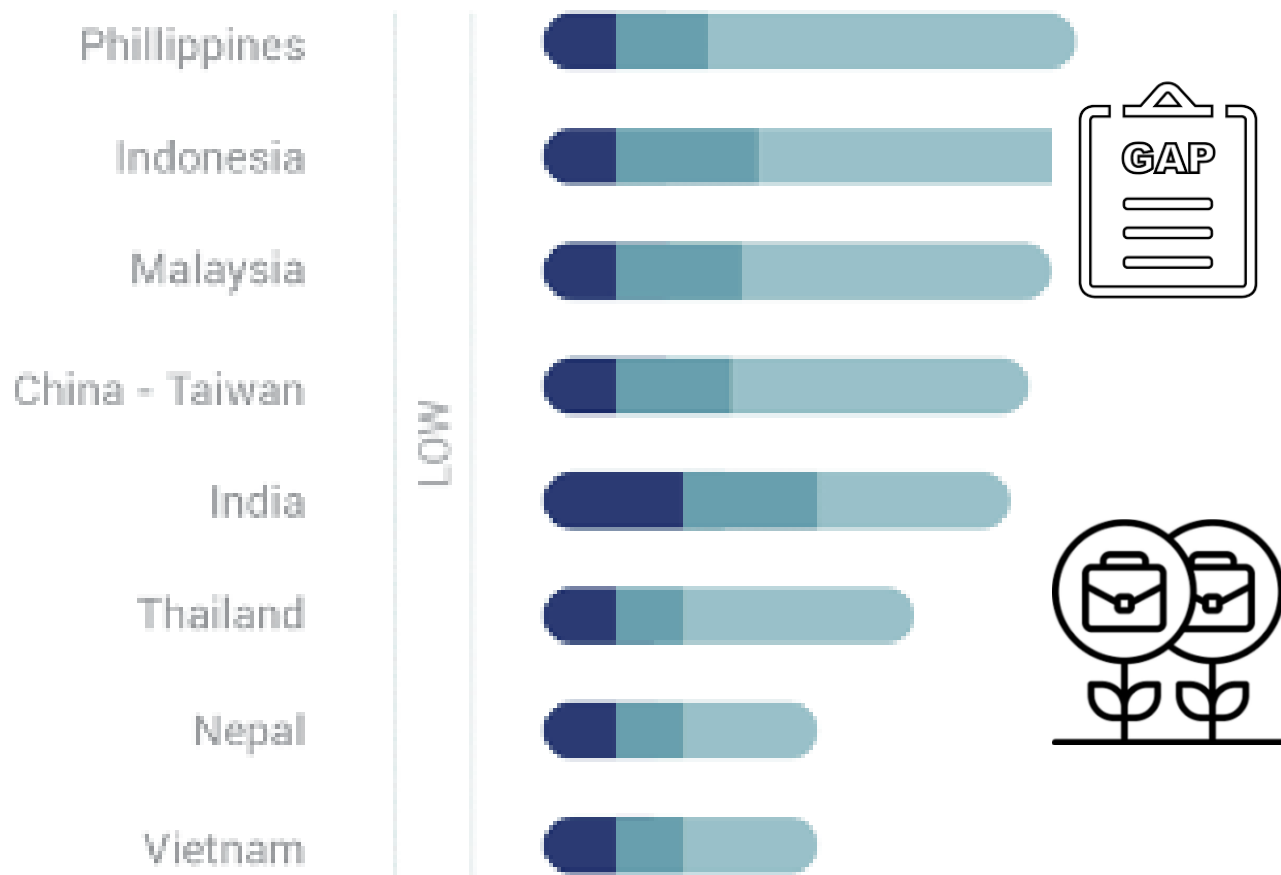


China and Singapore both face highly restrictive regulations toward cross-border giving.



Concentration of wealth and increasing number of HNWIs in all three locations.

Readiness Level for Cross-Border Giving - LOW



Limited donor activity giving overseas. Lack of enabling environment for cross-border giving.

Growing wealth in these markets and among diaspora communities from other parts of the region.

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READINESS INDICES



Favourable regulations



Infrastructure



Existing cross-border giving

Key findings

Knowledge gaps in cross-border giving

Trust is a significant factor

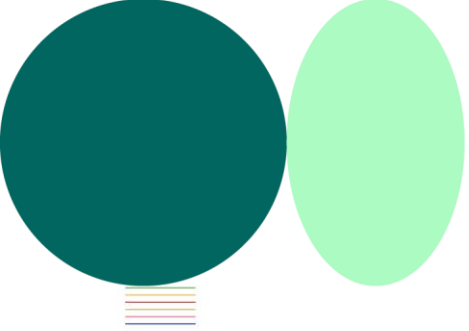
The regulatory landscape in Asia is **complex!**

Limited regional infrastructure

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Asia Pacific Giving Network

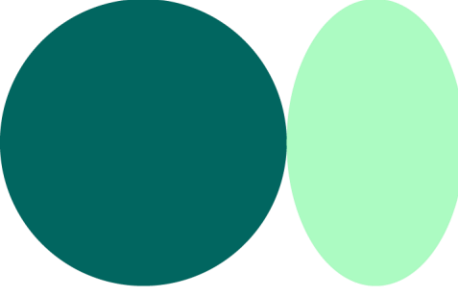


A community focused on building cross-border philanthropy within and for the Asia Pacific region.



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OUTBOUND PHILANTHROPY FACILITATION



Network

Facilitate donor introductions to the network



Donations for campaigns

Receive local donations for regional pooled campaigns



Grants for specific donors

Facilitate one-off grants on behalf of specific donors



Long-term relationships

Facilitate long-term relationships with local cross-border funders

INBOUND PHILANTHROPY FACILITATION

Network relationships

Facilitate network relationships with local charities seeking to fundraise overseas

Pooled funds for programmes

Facilitate receipt of overseas pooled funds going to local programmes

Charitable projects

Facilitate identification and vetting of local charitable projects

Long-term relationships

Facilitate long-term grantee relationships and donor-specific projects

Source: *Unlocking Cross-border Philanthropy in Asia* (give2asia.org/asia-giving)



Tips for you



Personal connections & relationships



Partner with corporations who have a regional footprint

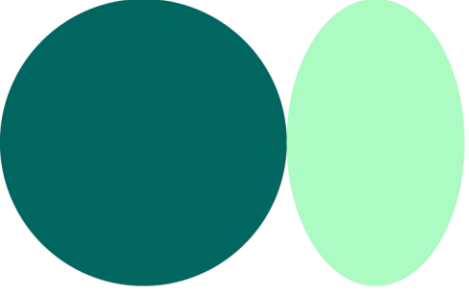


Generational Priorities.

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Connect with me

Email: atoy@give2asia.org

Website:

<https://give2asia.org/australia/>



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Thank you



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