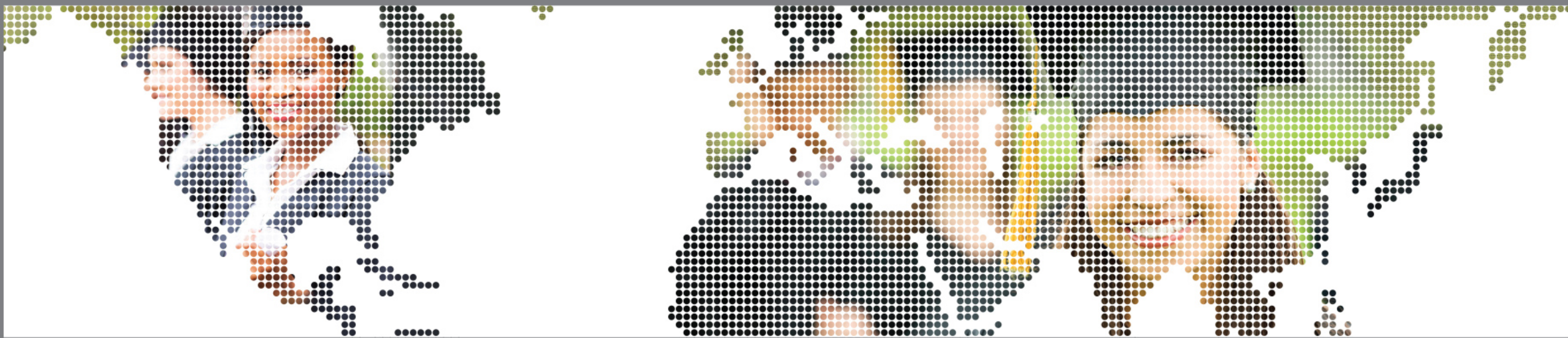


*Coutts*



# *The Million Dollar Donors Report 2014*

IN ASSOCIATION WITH THE INDIANA UNIVERSITY LILLY FAMILY SCHOOL OF PHILANTHROPY



LILLY FAMILY  
SCHOOL OF PHILANTHROPY

INDIANA UNIVERSITY  
IUPUI



# CELEBRATING AND INSPIRING PHILANTHROPY AROUND THE WORLD

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The 2014 Coutts *Million Dollar Donors Report* illustrates that major philanthropy is thriving. Tracking donations worth a total of \$26.3bn across seven regions, our findings make for encouraging reading and suggest that major philanthropy is becoming more prevalent, more visible and more organised.

Since 2008, Coutts has produced the *Million Pound Donors Report* to provide insight into major UK philanthropy. In 2013, we decided to cast our net wider to capture also the scale and nature of donations of \$1m or more in the USA, Russia, Middle East (GCC\*), China and Hong Kong. This year, we have added Singapore. The result is a report that is a leading authority on major philanthropy internationally.

Our report is about more than just data. The inspiring interviews with major donors demonstrate that philanthropy is driven by people's values, passions, interests and visions for a better future. We are grateful for the frankness and honesty of the donors who kindly shared their personal experiences of philanthropy with us.

The social, economic and political contexts for the seven regions we looked at vary enormously. Data on high-net-worth giving may be easily accessible in the likes of the UK and the USA, but in other regions it is not as readily available. Whether this is due to the relative youth of the philanthropic sector, or because of cultural factors that encourage major donors to stay out of the public eye, the result is that the true scale of giving in some areas is likely to be considerably larger than we report. We would also like to acknowledge the vast number of donations below the \$1m threshold, which are not tracked in this report.

Such considerations mean that it would be misleading to make direct comparisons between the jurisdictions covered. This report nonetheless gives a strong sense of how philanthropy is growing and changing in each region, and which causes and communities attract the most attention. Overall, there is little doubt that major philanthropy is on the rise.

\*The Gulf Cooperation Council consists of Bahrain, Kuwait, Oman, Qatar, the Kingdom of Saudi Arabia and the United Arab Emirates.

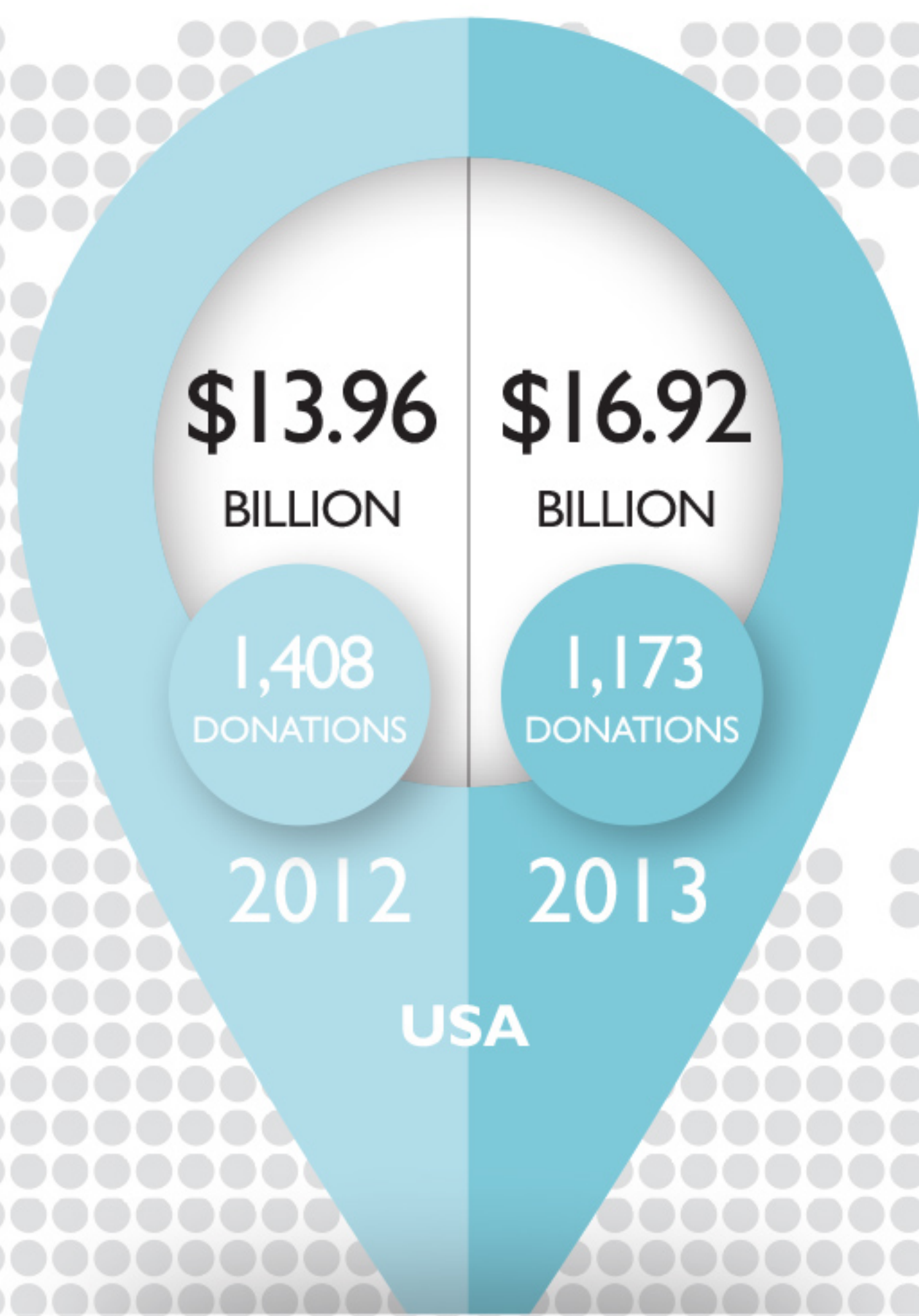
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## *See the full story online*

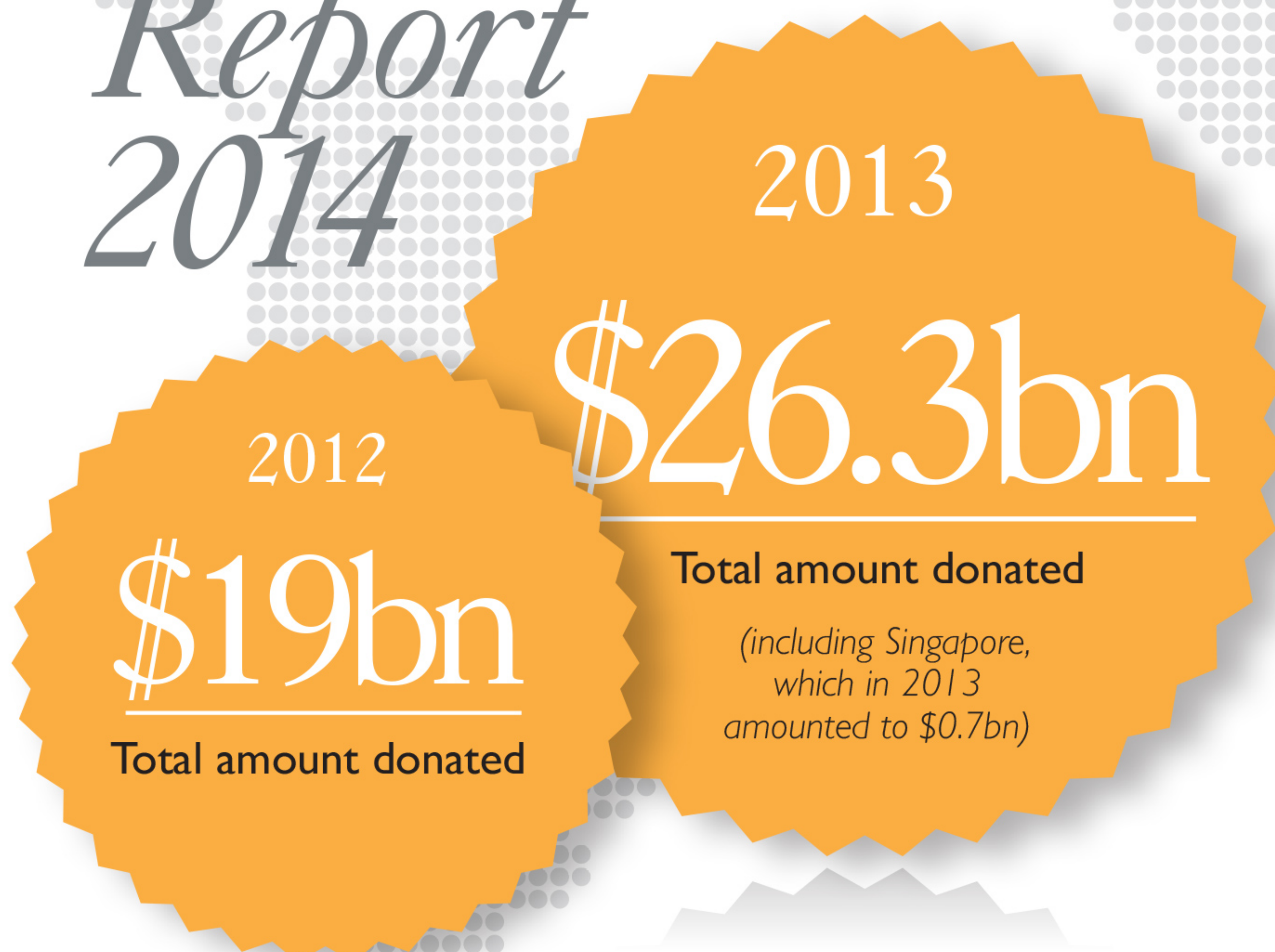
This document gives a snapshot of the full *Million Dollar Donors Report*, which can be found at [coutts.com/donorsreport](http://coutts.com/donorsreport). The website presents the detailed findings for each region and the results are brought to life through in-depth analysis and interviews with major donors. Feel free to comment on the findings and follow the response to the report on social media using [#MillionDollarDonors](https://twitter.com/MillionDollarDonors).





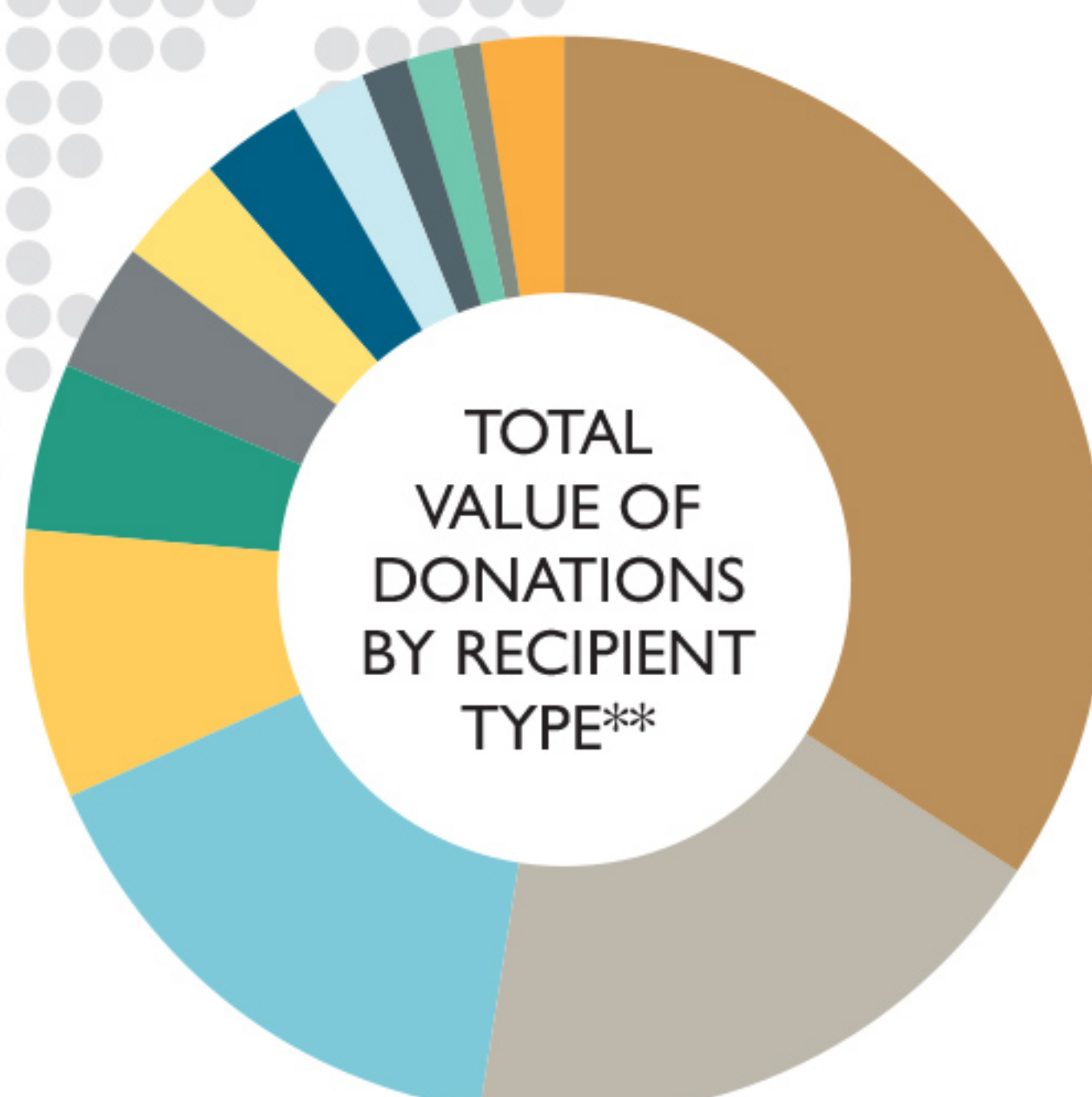
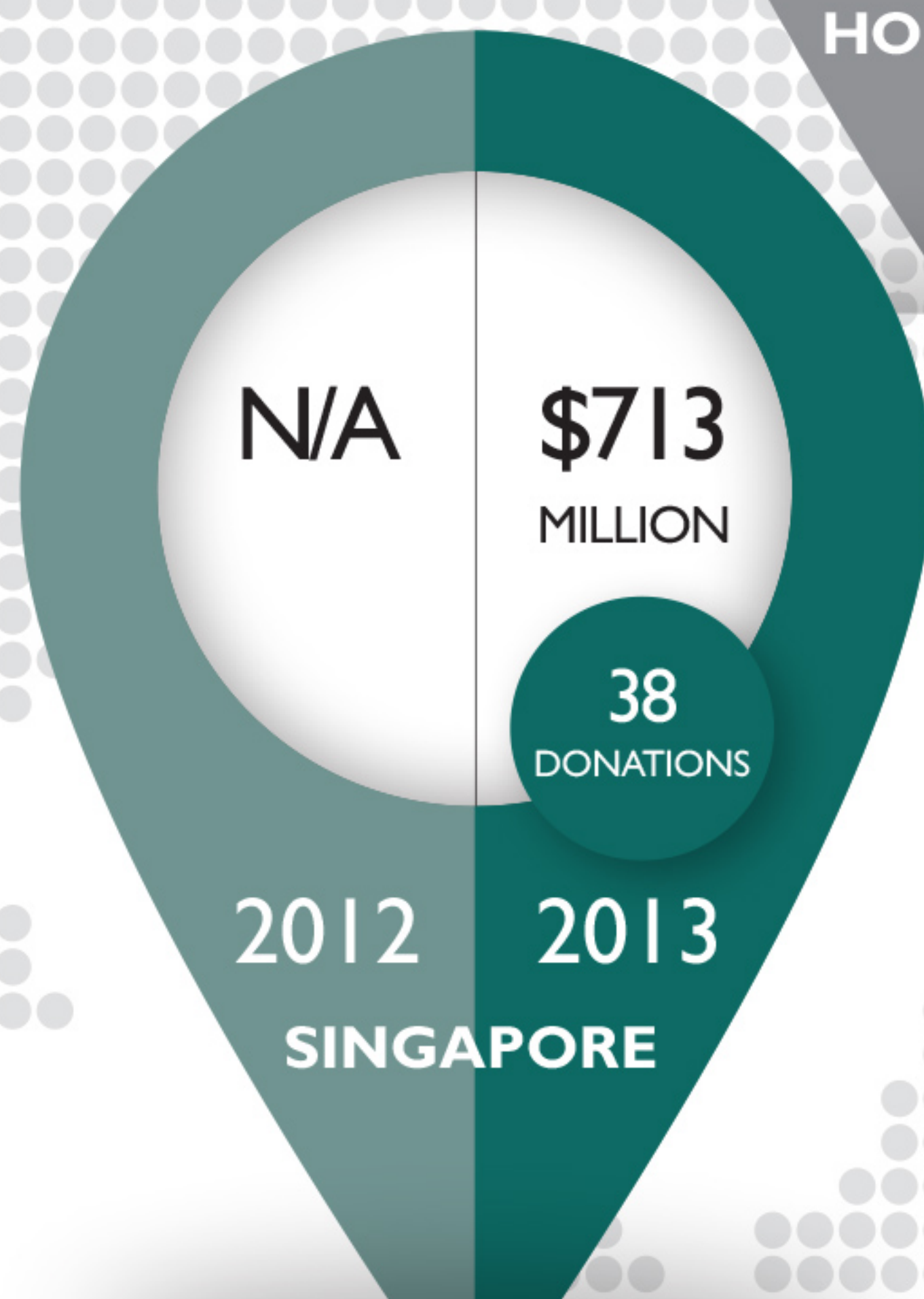


# *Million Dollar Donors Report 2014*

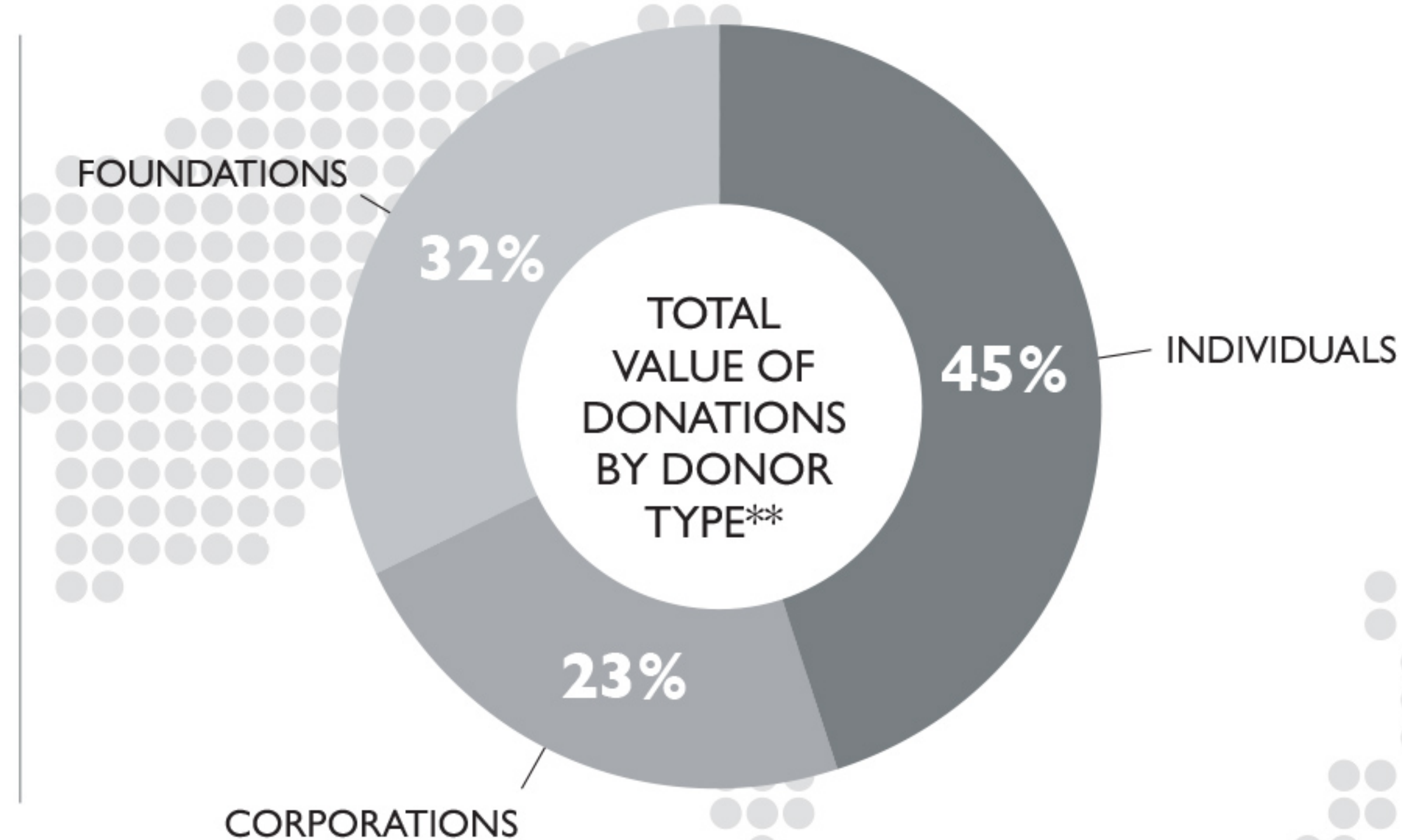




EXCLUDING  
CORPORATE  
DONATIONS



- 34.4% HIGHER EDUCATION
- 18.2% FOUNDATIONS
- 15.9% OVERSEAS
- 8.0% PUBLIC & SOCIETAL BENEFIT
- 5.0% HEALTH
- 3.8% GOVERNMENT
- 3.4% HUMAN SERVICES
- 3.0% ARTS, CULTURE & HUMANITIES
- 2.4% EDUCATION (EXCLUDING UNIVERSITIES)
- 1.4% RELIGION
- 1.4% INTERNATIONAL
- 0.7% ENVIRONMENT
- 2.4% VARIOUS/UNKNOWN



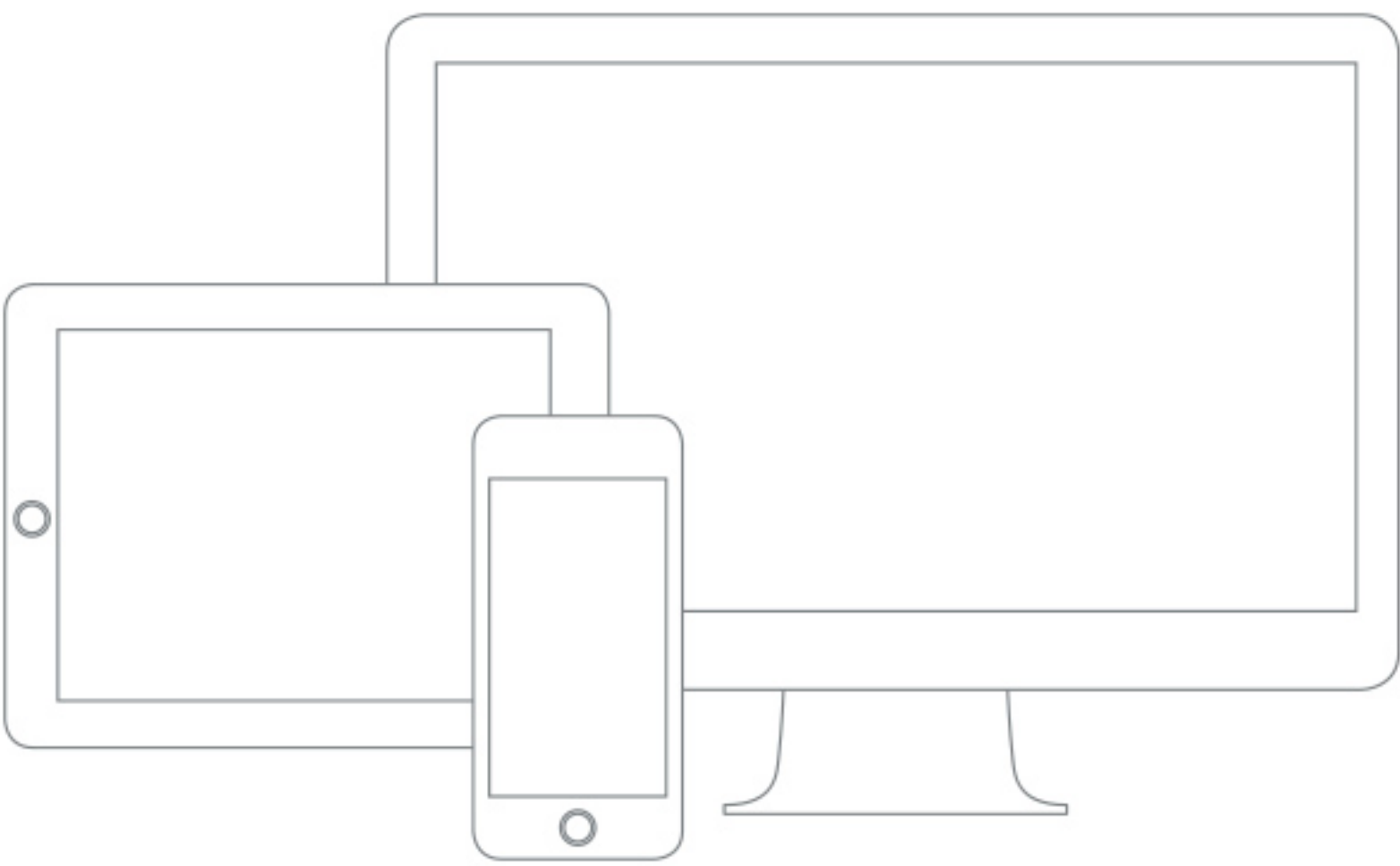
\* Exchange rate as at 1 September 2014 £1.00 = \$1.65

\*\*Please see the methodology at [coutts.com/donorsreport](http://coutts.com/donorsreport) for a full description of each donor and recipient category



# A SNAPSHOT OF OUR FINDINGS

*The highlights presented here provide an insight into the findings of the full 2014 Million Dollar Donors Report, which you can find at [coutts.com/donorsreport](http://coutts.com/donorsreport).*



**ONLINE**  
[coutts.com/donorsreport](http://coutts.com/donorsreport)

## USA

**Key findings:** Donors gave larger amounts compared to 2012, with more than a fifth of the million dollar donations recorded in 2013 worth \$10m or more.

**Main donors<sup>†</sup>:** Individuals gave the highest proportion of the total value of donations worth \$1m or more, but foundations gave a higher number of donations.

**Most popular causes<sup>††</sup>:** Higher education. There was also a significant increase in the value of donations going overseas compared to previous years, due primarily to a single donation of \$1.8bn.



**292**

**THE NUMBER OF UK DONATIONS OF £1M OR MORE IN 2013 (VS 197 IN 2012)**

## UK

**Key findings:** The number of donations of £1m or more increased by almost 50% in 2013 compared to 2012. The number of first-time million pound donors also rose.

**Main donors<sup>†</sup>:** Foundations gave the greatest number of £1m+ donations, and also contributed the highest proportion of the total value.

**Most popular causes/ recipients<sup>††</sup>:** Higher education and foundations (that is, donations that are 'banked' for future distribution).



**\$1.75bn**

**THE AMOUNT GIVEN TO OVERSEAS CAUSES BY MAJOR DONORS IN THE MIDDLE EAST**

## MIDDLE EAST (GCC)

**Key findings:** Most million dollar donations went to causes and organisations outside the GCC countries.

**Main donors<sup>†</sup>:** Gifts by foundations were the most numerous, but the total value of donations by corporations was considerably higher thanks to a single donation in excess of \$1bn.

**Most popular causes<sup>††</sup>:** Overseas - disaster relief and humanitarian causes.



# A SNAPSHOT OF OUR FINDINGS



\$317m

THE AMOUNT  
GIVEN TO  
FOUNDATIONS  
BY RUSSIA'S MAJOR  
DONORS IN 2013

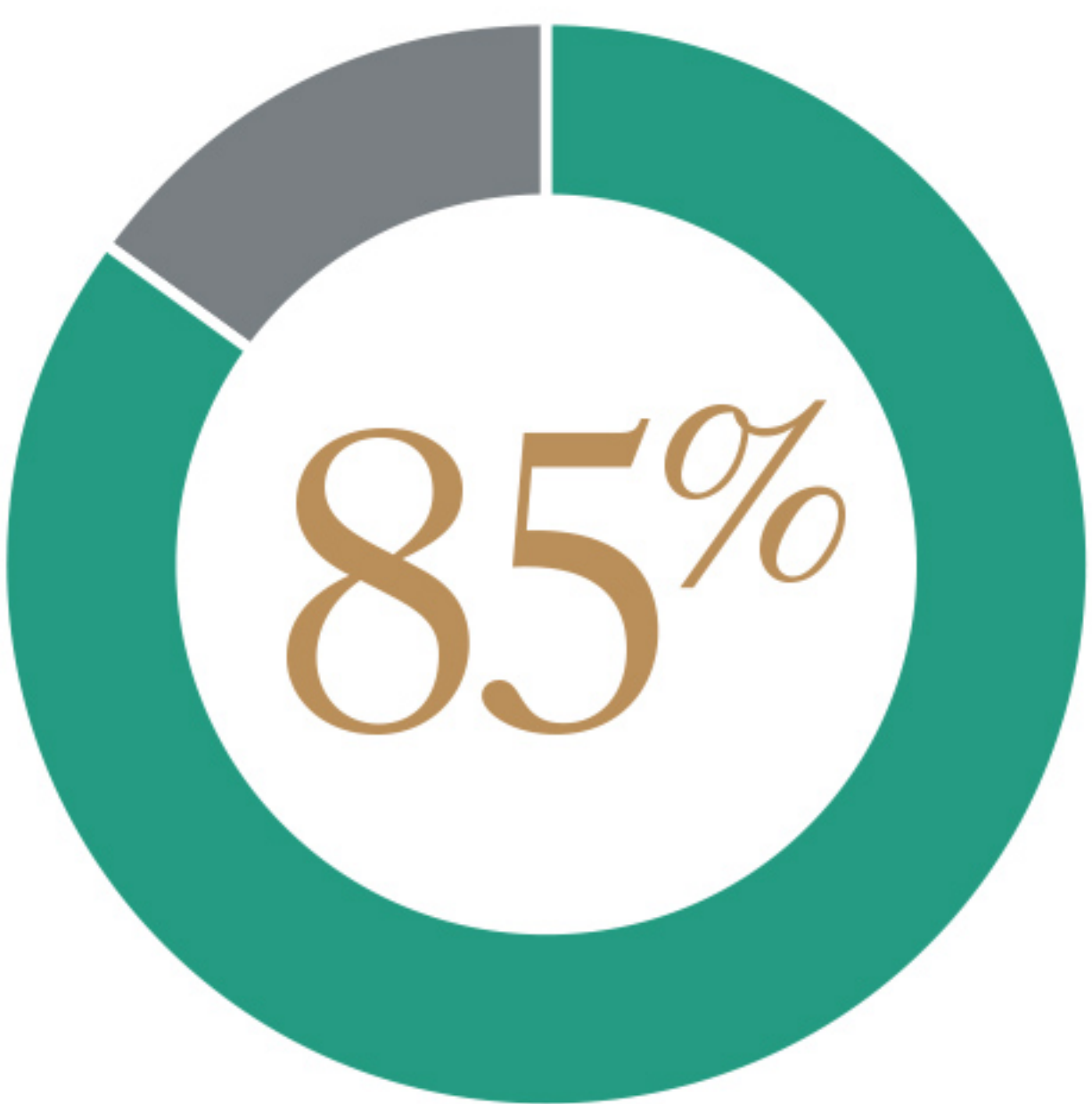
## RUSSIA

**Key findings:** The number and value of donations in 2013 outstripped 2012's figures<sup>††</sup>.

**Main donors<sup>†</sup>:** Donations from corporations were the most numerous, although individuals gave a larger proportion of the total value.

**Most popular causes/recipients<sup>††</sup>:** Foundations, government and human services. The growth in million dollar giving to foundations suggests that donors are thinking longer term.

The Russia report is available online in Russian and English.  
Отчет по России доступен на русском и английском языках.



THE PROPORTION  
OF TOTAL VALUE  
OF DONATIONS  
CONTRIBUTED  
BY CORPORATIONS  
AND CORPORATE  
FOUNDATIONS IN  
CHINA

## CHINA

**Key findings:** The total value of million dollar donations more than doubled compared to 2012, due mainly to one exceptionally large donation.

**Main donors<sup>†</sup>:** Corporations and corporate foundations.

**Most popular causes/recipients<sup>††</sup>:** Foundations, higher education and government. The earthquake-hit province of Sichuan also attracted a large number of donations.



\$280m

THE AMOUNT  
GIVEN TO HIGHER  
EDUCATION  
BY HONG KONG'S MAJOR  
DONORS

## HONG KONG

**Key findings:** Both the number and the value of million dollar donations increased in 2013, and there were more gifts to mainland China than in 2012.

**Main donors<sup>†</sup>:** Donations by corporations were the most numerous, but private foundations gave a larger proportion of the total amount.

**Most popular causes<sup>††</sup>:** Higher education and religion received the largest share of the total value. The Chinese government also featured heavily as a recipient.



77%

THE PROPORTION  
OF TOTAL VALUE OF  
DONATIONS CONTRIBUTED  
BY CORPORATIONS AND  
CORPORATE FOUNDATIONS IN  
SINGAPORE

## SINGAPORE

**Key findings:** Singapore shows a well-established culture of major giving, with the average size of donations of \$1m or more at \$18.8m.

**Main donors<sup>†</sup>:** Corporations and corporate foundations.

**Most popular causes<sup>††</sup>:** Higher education and public & societal benefit. Notably, all recipients were Singapore-based.

† Donors in the report are categorised as one of the following three types:

- Foundations (such as private and family foundations, including those set up by living donors)
- Corporations (including corporate foundations)
- Individuals

†† The 'most popular' causes and recipients are defined as those which received the highest proportion of donations by value.

††† Russia's total giving figure for 2013 was boosted by the inclusion of donations by corporations and corporate foundations for the first time. That said, giving by individuals and foundations in 2013 also increased significantly on the previous year.



# INSPIRING INTERVIEWS WITH PHILANTHROPISTS

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*Individuals and organisations from across the seven regions shared their personal experiences of philanthropy with us. We are grateful for their candidness, which no doubt will be an inspiration to many.*

*These quotes represent some of the many interviews we conducted, all of which are available in full at [coutts.com/donorsreport](https://coutts.com/donorsreport)*

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“

*It was always assumed that my father would give his money away. What we didn't foresee was that he would trust us to give some of his money away.*

Peter and Jennifer Buffett, USA

“

*I feel very privileged to be able to support this field [design]. Cultural institutions play such an important part in our lives – not just in functional terms, but in a spiritual way as well.*

Sir John Hegarty, UK

“

*We like to support causes and charities that are being overlooked – those that I call the 'silent sufferers'.*

Teng Ngiek Lian, Singapore

“

*It has always been of key importance to us to provide assistance to those who really need it – especially children.*

Anatoly and Irina Sedykh, Russia

“

*It is a selfless act to give away money, but that doesn't mean you don't have the right to ask how it will be used.*

Badr Jafar, Middle East

“

*My father believed that the future of China lies in education, and this became the founding value of the foundation.*

Sam Tin, Hong Kong

“

*To be a philanthropist you should have magnanimity and be prepared to give your time and your experience. Teach others that charity is a noble thing to do.*

Cao Dewang, China



ABOUT US

Coutts is a private bank and wealth manager with three centuries of experience servicing the needs of its clients. Philanthropy is in our DNA: Angela Burdett-Coutts, granddaughter of Thomas Coutts, was one of the most progressive nineteenth-century philanthropists. To this day, many of our clients are creators of change through their own philanthropy.

coutts.com

COUTTS INSTITUTE

We understand that wealth means more than money. The Coutts Institute focuses on the governance of wealth – helping family businesses succeed, helping families pass on their wealth successfully and, through our award-winning philanthropy activities, helping our clients and their families make a real difference to the causes and communities they care about.

To find out more and view the profiles of our specialist advisers, see [coutts.com/couttsinstitute](http://coutts.com/couttsinstitute)

ABOUT THE MILLION DOLLAR DONORS REPORT

This report has been produced by Coutts in association with institutions in each of the regions covered:

- China: Institute of Family Business, Zhejiang University
- Hong Kong: Tanoto Center for Asian Family Business & Entrepreneurship Studies, Hong Kong University of Science & Technology
- Middle East: The Emirates Foundation
- Russia: The Charities Aid Foundation
- Singapore: The National Volunteer & Philanthropy Centre
- UK: Centre for Philanthropy, University of Kent
- USA: The Indiana University Lilly Family School of Philanthropy



We are particularly grateful to the donors who agreed to be interviewed for the report. A full list of contributors and acknowledgements can be found at [coutts.com/donorsreport](http://coutts.com/donorsreport)

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