

GLOBAL
PHILANTHROPIC™

HONG KONG FOUNDATION & ASIA SERVICES

Connecting with your Alumni,
Stakeholders & Donors in Asia



globalphilanthropic.com



Donations from the top 100 philanthropists in mainland China more than tripled between 2010 and 2016, from USD1.3 billion to USD4.6 billion.*

An accelerating philanthropic culture

Asia's phenomenal economic growth in recent decades means it now outranks every geographical region for Ultra-High Net-Worth Individuals (UHNWI), while China boasts more billionaires than any other country in the world.

An evolution in philanthropy has accompanied this growth: increasing economic prosperity, combined with the deeply-rooted traditional Chinese values of charity and generosity, and the Chinese government's recent initiatives to nurture the growth and professionalisation of philanthropy, has led to **an unprecedented upsurge in Asian giving**.

And it is not only the preserve of the wealthy: philanthropy in China is viewed by many as an activity in which almost everyone can, and should, engage.

If your organisation or institution has a high number of Asian alumni and/or stakeholders, you should consider this an optimal time to take a more strategic approach to your engagement activities.

* Values and Vision: Perspectives on Philanthropy in 21st Century China, Paula D Johnson & Tony Saich, Harvard Kennedy School (2017)



Our Asia Services

Established in Hong Kong in 2002, Global Philanthropic has a significant track record in providing strategic fundraising and philanthropy advisory services in the Asia Pacific region and beyond.

Our network of Asia-based specialists have in-depth knowledge and expertise in the philanthropic sector, locally, regionally and globally.

We provide you with research-informed advice to underpin your fundraising strategies, and guide your decision-making process, in areas including:

- » Leadership
- » Organisational Planning & Development
- » Market Positioning
- » Donor Relationship Management

This guide briefly summarises the scope of our services in the region that will support you to engage more directly and meaningfully with your Asian alumni, stakeholders and donors.



Hong Kong Foundations

Hong Kong charitable foundations are a powerful means to catalyse giving. In addition to providing tax advantages for both donor and recipient, a Foundation sends a clear signal to your Asian donors, alumni and supporters that your organisation/institution is committed to the region for the long-term—and that you apply appropriate structures for accountability, transparency and governance in your philanthropic activity.

Section 88 of the Hong Kong tax code, Charitable Trusts and Institutions of a Public Character, allows a foreign organisation/institution to raise funds, accept grants, donations, bequests and gifts of all kinds from any person, corporation, foundation or institution.

Benefits of maintaining a Hong Kong Foundation include:

- Ability to receive donations from throughout Asia
- Tax deductibility for Hong Kong-based donors
- Increased giving from stakeholders in mainland China
- Enhanced engagement with key prospects and donors
- Demonstrating commitment to the region
- Straightforward access to monies (there are no restrictions on movement of currency from Hong Kong to other countries)
- No taxation (subject to filing requirements)



Our Hong Kong Foundation Services

Global Philanthropic provides comprehensive services for both the establishment and management of Hong Kong foundations, including:

- A registered office street address
- All government requirements
- Management of Companies Registry and Audit requirements
- A mutually agreed policy and procedure framework
- Processing of all donations and receipts
- Comprehensive donor reporting
- Use of boardroom (15 days pa) and hot desk (20 days pa)
- Local advice for visiting representatives
- Assistance with identification and engagement of volunteers
- Serving as a crucial public interface and local point of contact for your donors, companies and institutions, on your behalf, in Hong Kong

Optional Extras:

- A dedicated telephone line
- Employee payroll management for organisational/ institutional staff based in Hong Kong



Our In-Country Representation Services

Our In-Country Representation Services are complementary to the Hong Kong Foundation Services, but designed to be more of an intensive partnership. Our staff effectively become your on-the-ground representatives, working with you closely to achieve your philanthropic objectives.

This encompasses both day-to-day administration and strategic planning and development, including the following activities:

- Representation at donor/sector events and with the media
- Comprehensive prospect and donor engagement, including prospect research, due diligence, risk analysis and stewardship—effectively managing the “donor journey” with your foundation
- Developing relationships with potential funding and recruitment partners
- Administration and office support, including event and tour co-ordination for visiting representatives



Why choose Global Philanthropic?

The services we provide in Asia are uniquely comprehensive and competitively priced, ensuring both the most extensive level of support for your organisation/institution and the highest return on investment:

- The only full service global strategic fundraising and philanthropy firm with an office in Hong Kong
- On-the-ground expertise and knowledge, complemented by our global network
- A multi-lingual team who are fluent in English and local dialects
- Flat fixed-fee structure with no commission
- Proven track record with prestigious clients worldwide

“Global Philanthropic has been there holding our hands, making sure we do the right things in the right order. To bring in that capacity, at a critical moment in our development, has been really important, and it's given us a great confidence to step into the future.

Linda Tuttiet, Chief Executive Officer, Hadrian's Wall Trust



LET US HELP YOU TRANSFORM YOUR PHILANTHROPY IN ASIA

For more information

To find out more about our Hong Kong Foundation and Asia Services, please contact our Global Philanthropic Asia Pacific offices.

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