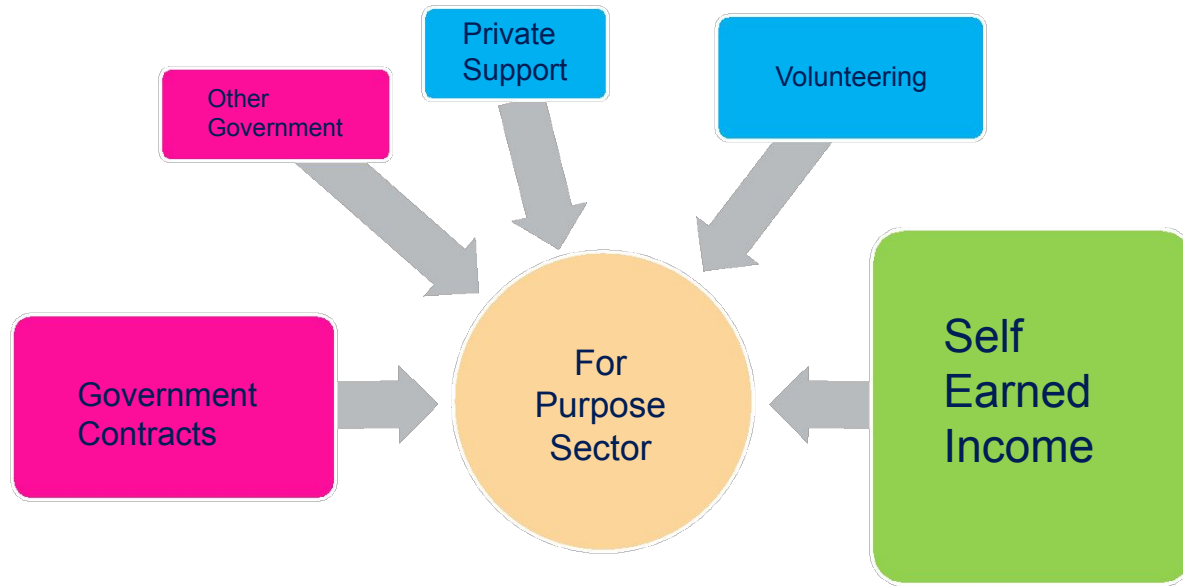
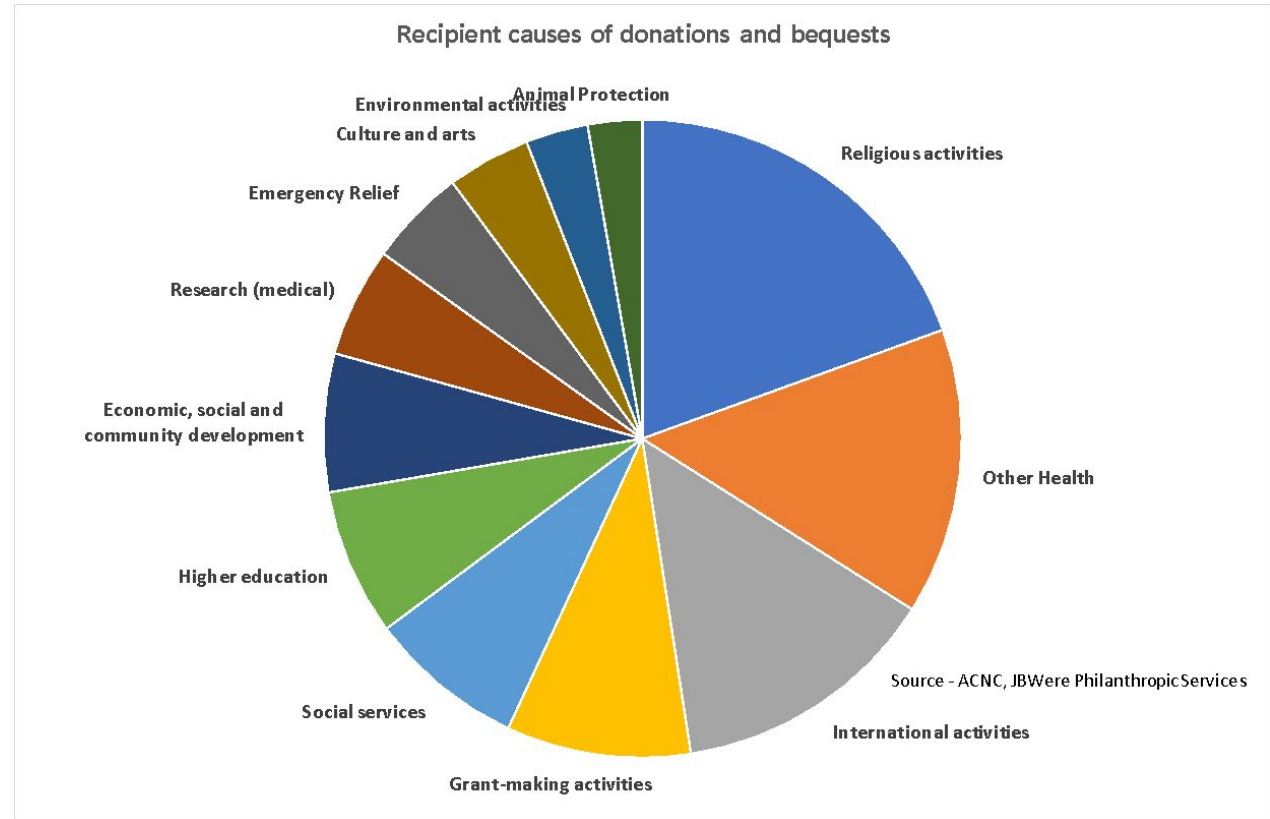


Support for the sector comes from a variety of sources



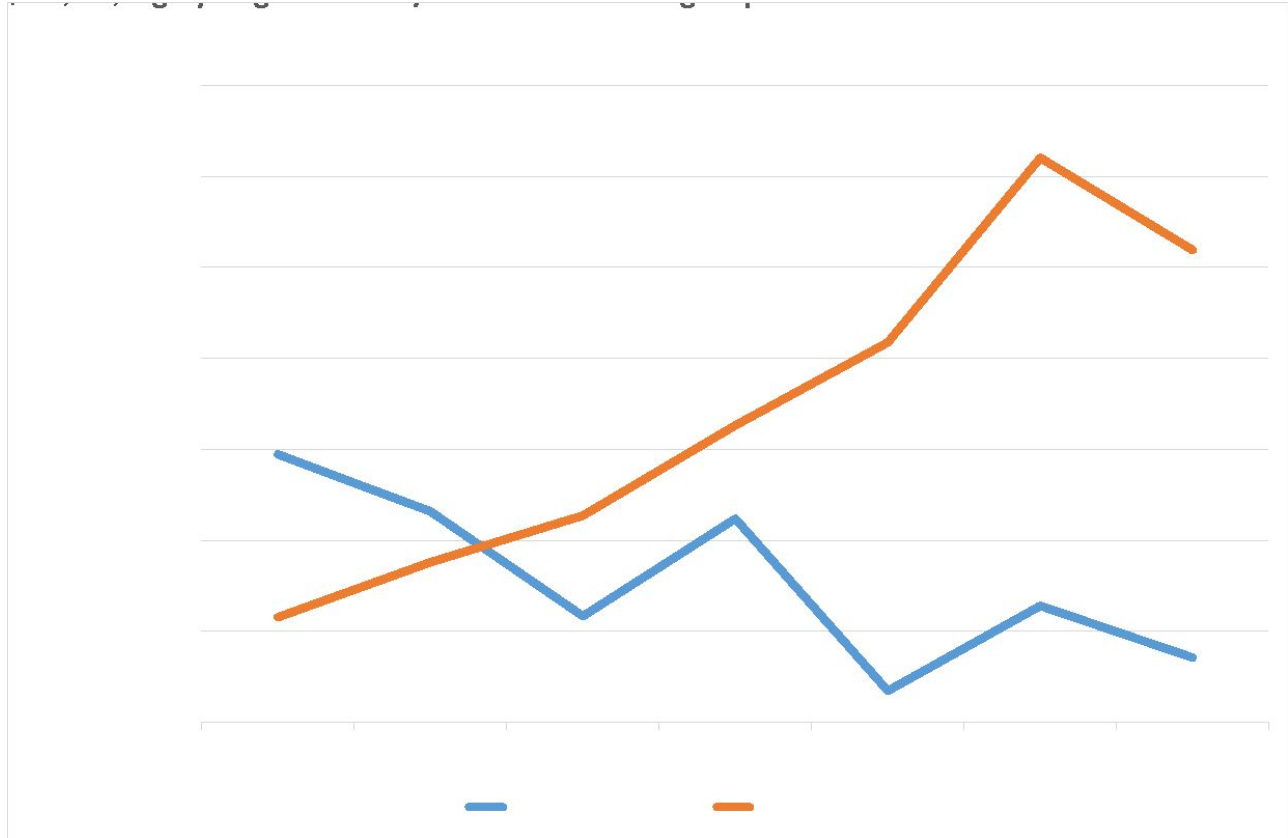
**Philanthropy provides around 7% of sector income but is different to the other dollars. Volunteering is also a vital part of the total charity sector operating model.**

- **For the recipients of support, similar to many countries, religion is the largest.**
- **We have higher shares for international aid but lower for Universities.**
- **The fastest growing has been grant making**

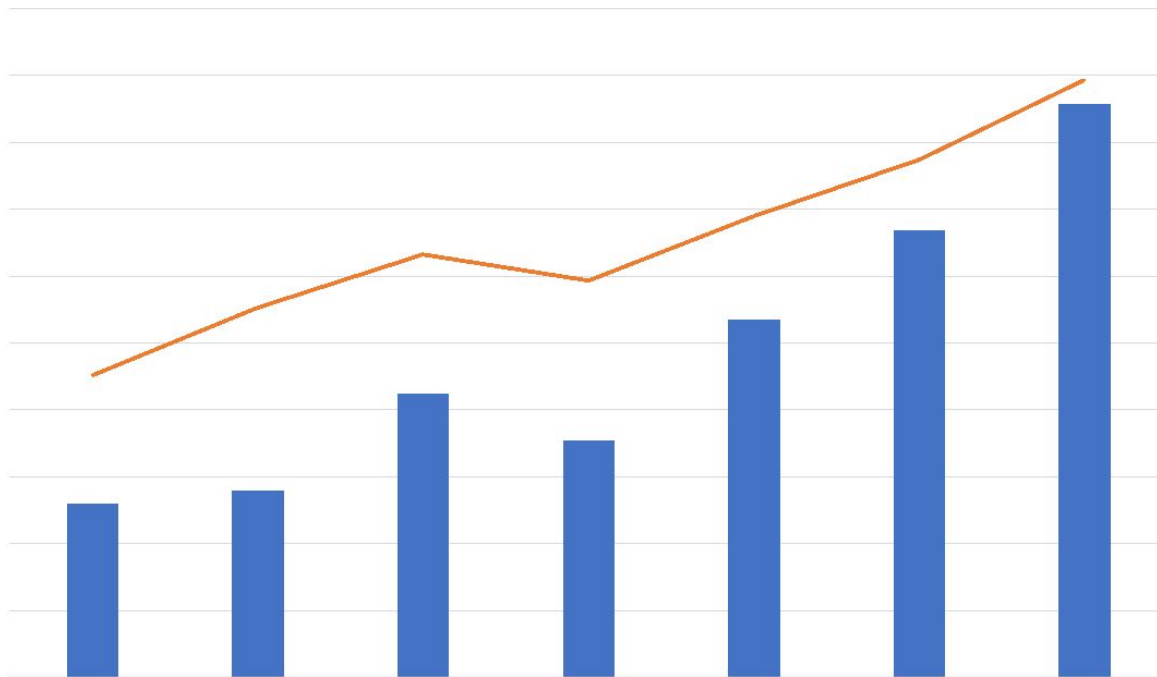


## Medical research and cancer fundraising is changing

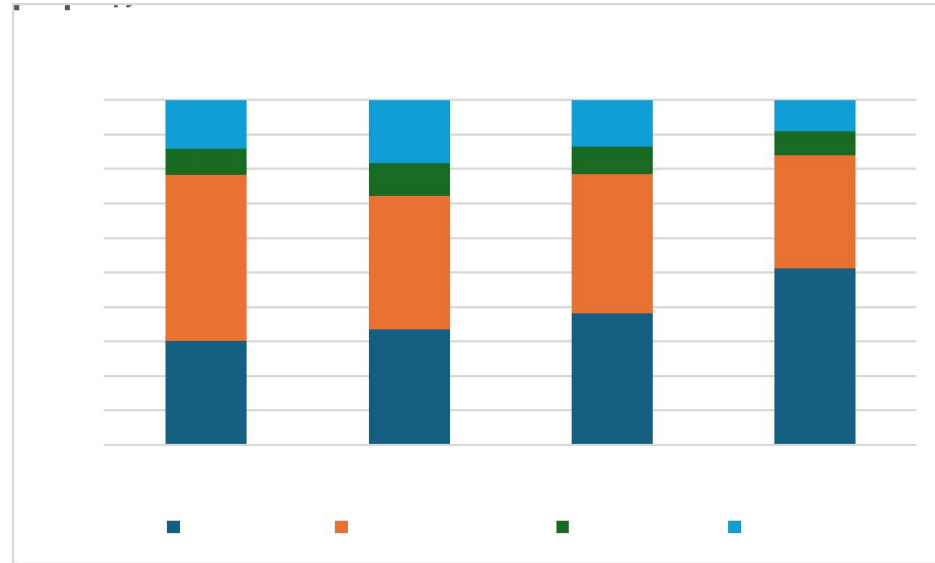
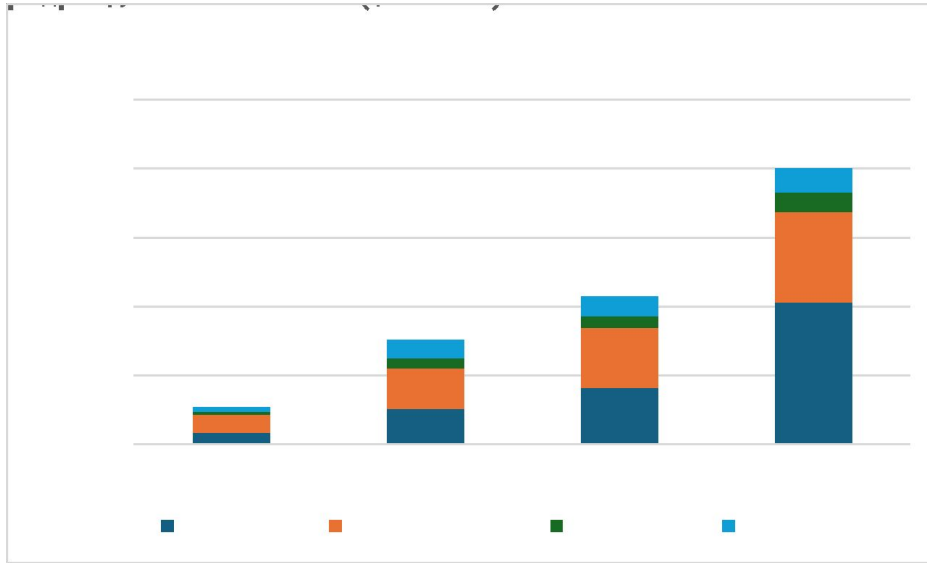
- **Where donors to health are going is changing**
- **While Cancer Councils are still vital, the gains are being made elsewhere**



- **Recent strong gains have seen donations reach \$170m representing 9% of income but still less than 1.5% of philanthropy**
- **It is however still very concentrated in under 20 organisations out of over 600**



## Changes in for-purpose sector funding

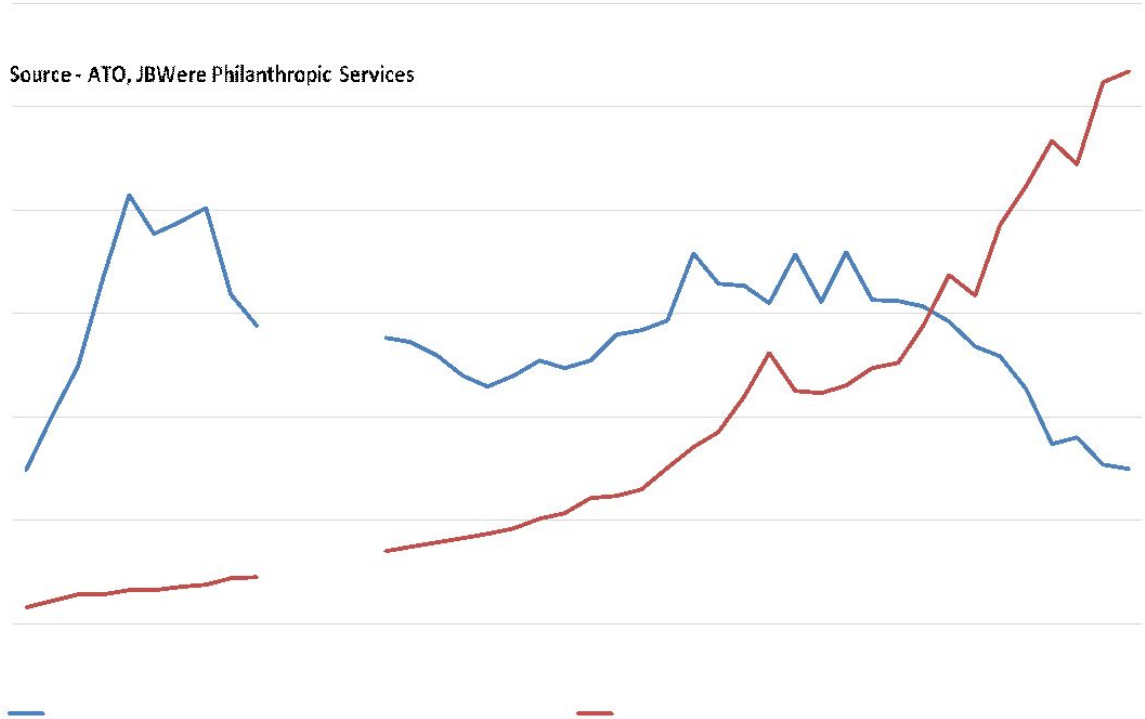


- Overall sector funding has risen 8%pa since 1996
- Government's share has risen from 30% to 50%

## Fewer but more generous donors

- The long term trend is of a falling proportion of taxpayers claiming a deduction for donations.
- However, the average claimed has risen fast.
- Volunteering has strong parallels

Source - ATO, JBWere Philanthropic Services



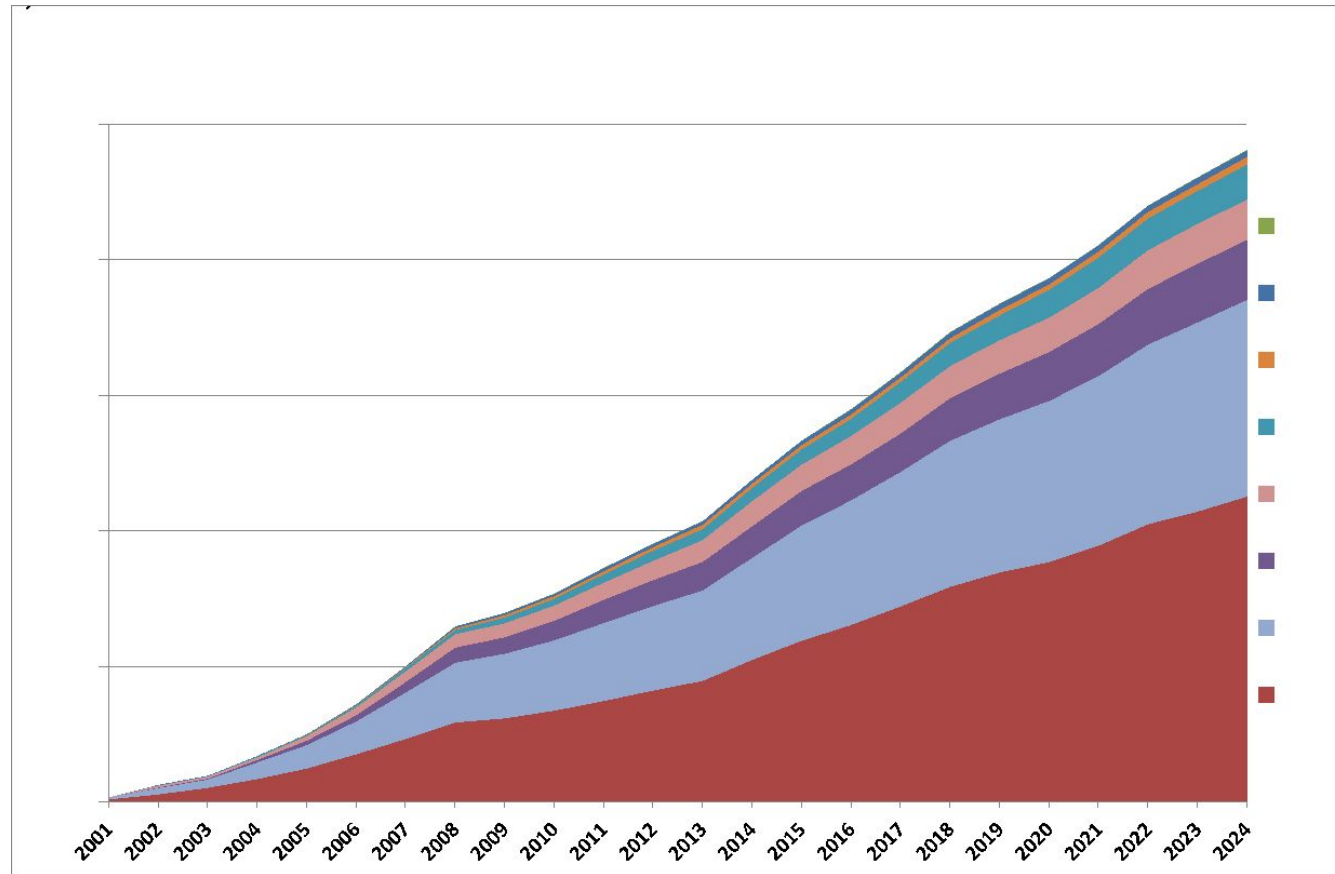


JBWere

## Timeline in the growth and evolution of corporate community investment



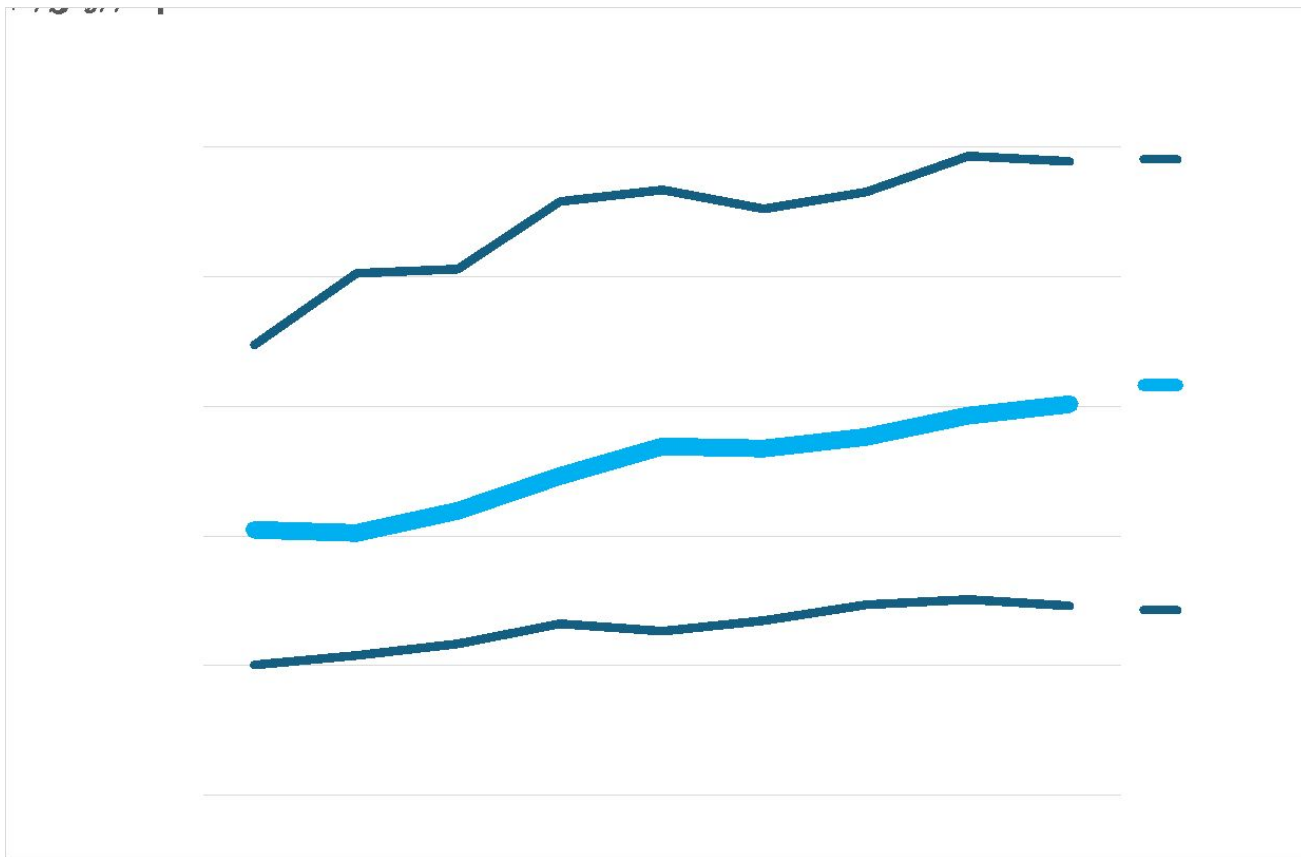
- It's now over 20 years since PAFs commenced in 2001.
- There are currently around 2,300 distributing over \$800m pa.
- There should be 50,000. It is still early days. We need to promote them even more.





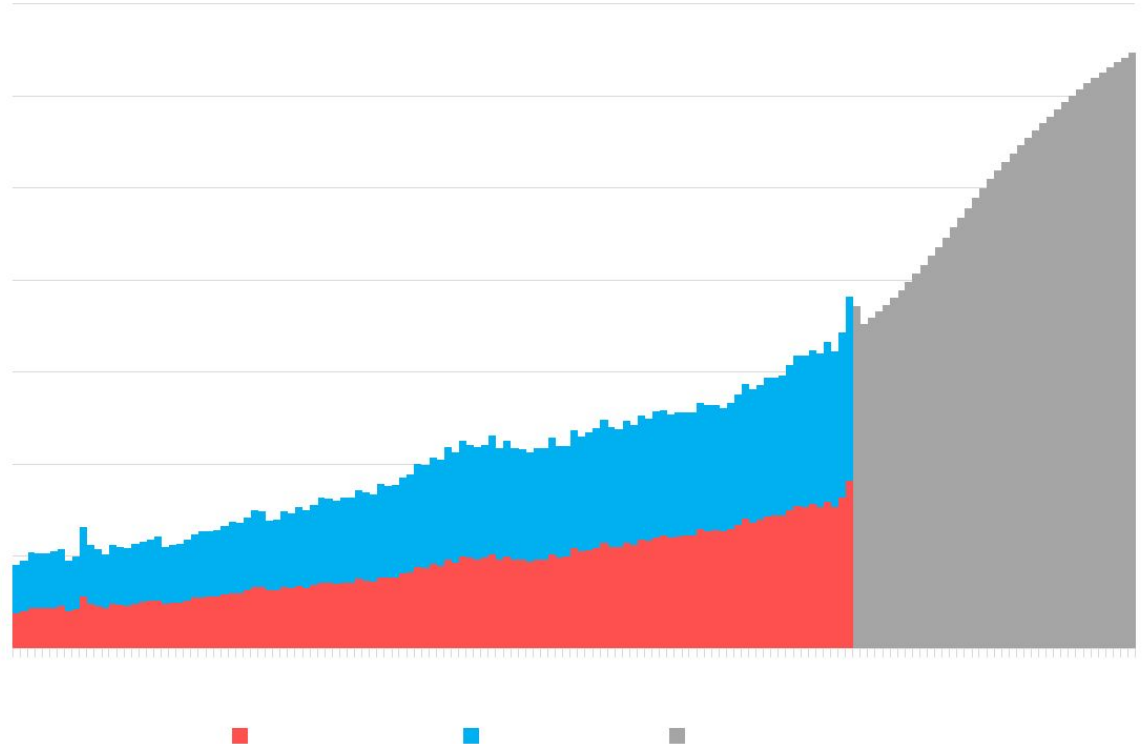
## The largest private givers in Australia has grown fast

- The inequality gap is as true in philanthropy as in broader life
- Closing this gap will be critical over the next decade



## Annual deaths are rising

- The number of annual deaths has doubled over the last 60 years
- It will double again in another 50 years
- Numbers then plateau by 2090



## The value of inheritances is expected to rise fast

- The rising value of inheritances is compounded by increasing death numbers and growing asset values
- An estimated \$150 B will transfer in 2024 rising to over \$1 T by 2062
- A total of \$5.4 Trillion is expected to transfer over the next 20 years



## What is the role of private philanthropy

**Government money has certain boundaries and a lower risk tolerance and income from goods and services is tied.**

**Without these constraints what options are available for private philanthropy?**

- Complementary – fill the gaps
- Substitution – take on areas that Government is retreating from
- Redistribution – higher to lower incomes
- Innovation – exploring & promoting new ways of solving long term problems
- The opportunity is to do what others can't
- **What does that mean recipients need to think about in their offerings?**