Pragmatic Philanthropy: Asian Charity Explained considers how Asian philanthropists and charitable organizations break with Western philanthropic traditions and examines key traits and trends that make social investment in Asia unique. Based on 30 case studies of excellent non-profits and social enterprises in eleven Asian economies as well as interviews with numerous ultra-high net-worth individuals, this book shows how one of the key features of the charitable sector in Asia is the importance of relationships. Relationships with business partners, with the government and with fellow philanthropists play an essential role in how the social sector operates in Asia.

Pragmatic Philanthropy provides examples of how relationships matter to both the givers and recipients of private social investment in Asia. Starting with the historical roots of charity, it shows how the social sector has adapted today. It showcases examples of leveraging networks for impact and scale and the utility of relationships in lieu of institutional due diligence mechanisms. With the rise in wealth, governments throughout Asia are reacting to the demand and supply of private social investment. Within this dynamic setting, historical relationships between civic actors and the government are in a state of flux. The implications of Asia based models and strategies for the continued evolution of civil society will be discussed.

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