SVP INDIA OUTCOME STUDY

January 2026

Study objective and methodology

Bridgespan partnered with SVP to assess its value-add for Lead Partners (LPs) and alumni NGOs, and to better understand their experience of engaging with each other

Our aim through this engagement was to…



Define the outcomes and **added value of SVP's support** on alumni NGOs' growth and impact trajectory



Better understand the **experience of alumni NGOs and LPs** in working with each other

To achieve this, we adopted a mixed-methods approach and engaged with a diverse range of stakeholders across the SVP ecosystem...



125 survey respondents

Surveyed **79 Lead Partners (LPs)** and **46 alumni NGOs** to capture their experiences and the impact of SVP's support



64 interviews

Held in-depth conversations with **26 LPs** and **38 alumni NGOs** to understand what has worked well, what hasn't, and potential opportunities



Discussions with SVP leadership

Engaged with **chapter CEOs** and **key leadership team members** to gain insights into the SVP model

The insights from this study will help **SVP refine its value proposition, contextualize its support to NGOs for greater impact, and enhance the overall engagement experience of NGOs and LPs**

SVP’s impact and value-add

SVP India has created a network of **~1,200 Partners** (796 current Partners) over the last 12 years, across 8 chapters

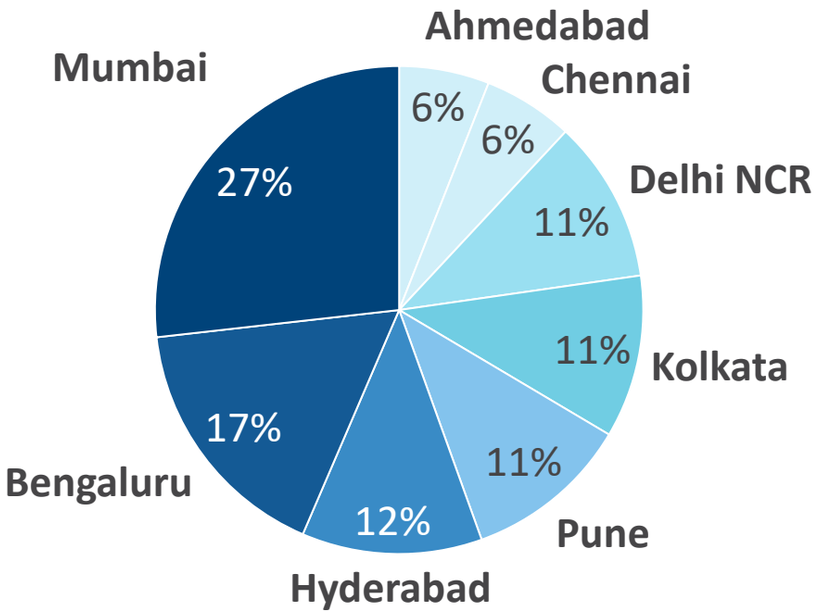
INR 38 crores

Disbursed to non-profits from Partner donations through SVP

INR 67 crores

Additional funding enabled by SVP

Split of Partner Units by chapter



25%

Partner Units have **engaged with SVP for more than 5 years**

6 hours

Average time spent by Lead Partners per month*

Note: (*) Based on the survey of Lead Partners, with responses from 79 LPs

LPs have gained **deeper sectoral understanding** and **found personal meaning** through their engagement with SVP and NGOs



of LPs believe that engagement with SVP has been valuable* to them



70% believe that SVP helped **expand their understanding of the social sector**

"To see the single-minded focus and resourcefulness of these founders was very enriching… you realize how different the sector is from the corporate world." — Lead Partner

"It gave me a much better perspective of the sector — the kind of deprivation I experienced was shocking." — Lead Partner



38% believe that they **tangibly helped the NGO**

"Being able to reach that stage with a founder where they can just call and vent — that's a huge win for me. It showed trust." — Lead Partner



~37% said that SVP helped them **leverage their expertise and time for social impact#**

"It's been an enriching experience. Through SVP I get to apply my professional skills to causes I care about." — Lead Partner

A few LPs mentioned they began personal family foundations and/or increased giving

Note: (*) Indicates LPs that ranked their personal value from engaging with SVP at a rating of 4 or 5. (#) Refers to two options in Q10 of the LP survey, on "I am able to leverage my expertise for social impact" and "I am able to contribute my time for social impact"

A strong LP-NGO relationship – built on **trust, collaboration, empathy and shared learning** – is at the heart of the SVP model

Satisfaction on both sides highlight the strength of LP-NGO partnerships

83% **Alumni NGOs** found the LP engagement to be valuable

>80% said LPs were **approachable and responsive**, invested the **right amount of time**, and **provided useful, actionable guidance**

89% **LPs** found the engagement with alumni NGOs to be valuable

>80% said NGOs were open to guidance, and **>70%** felt NGOs could **clearly articulate challenges** and **act on advice**

Conversations with alumni NGOs and LPs highlighted the key drivers of a good relationship

Collaborative thought partnership, with LPs acting as sounding boards rather than prescribing solutions

"They acted as an overall sounding board, and that was the beauty of it. There was a comfort level, and I was able to take all my thoughts to them — it was a very human interaction, not a mandated relationship." — NGO Leader

Mutual trust and respect, enabled by transparency, humility, and open dialogue

"It has to be an equal relationship with open and transparent dialogue. Unless you have that, you can't challenge each other." — NGO Leader

Understanding NGO context, with LPs taking time to learn on-ground realities and constraints

"I came in without empathy or understanding, with a more corporate mindset. The first six to nine months were tough both ways because there was a power dynamic. After year one, we'd established that we're all on the same side — it was smooth sailing." — Lead Partner

Sustained engagement and shared reflection beyond the formal engagement deepened trust and learning for both sides

"The LP made multiple visits, multiple conversations, etc. – this helped us also reflect and be articulate in our conversations." — NGO Leader

Alumni NGOs see SVP as a **true partner in their growth journey**, due to the value addition by LPs, differentiating it from other funders

Alumni NGOs saw greater value in the non-financial support and mentorship that LPs/ SVP provided…

*"We learned that the engagement from the LPs is more important than funding… the **value of the non-financial support was more than 10x the financial support**."* — NGO Leader

Thought partnership from LPs acted as a **key driver of NGO growth and innovation**

"SVP pushed us to believe that we could expand into a new space — the guidance mattered much more than the cheque." — NGO Leader

"They helped us in so many ways — in being systematic, thinking from a business point of view, and marketing our products." — NGO Leader

Hands-on mentoring also helped **strengthen NGO leadership, systems, and clarity** — with effects lasting well beyond the grant period

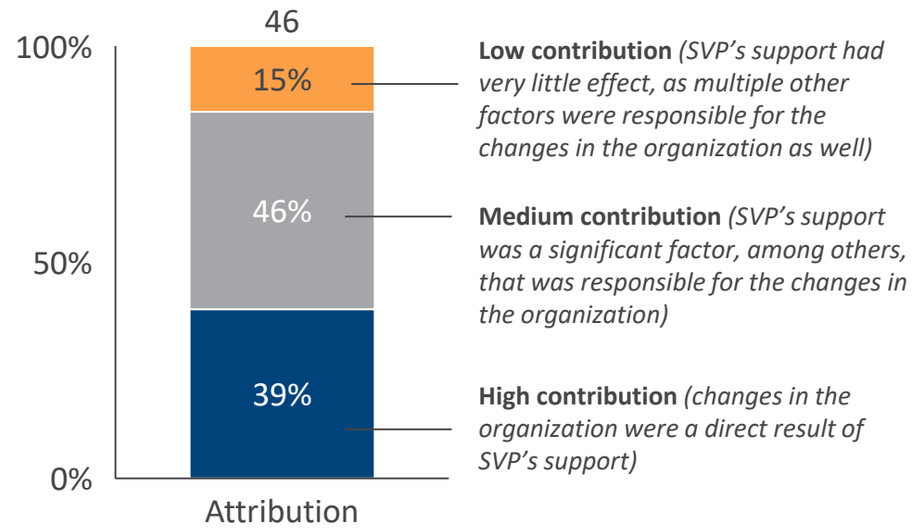
"They helped us build systems — HR, finance, and communication — and think like leaders, not just implementers." — NGO Leader

"LPs see their role as thought partners and friends — listeners who bring their experience, not hierarchy." — Chapter CEO

… and contribute key changes in their organization to SVP's support

Contribution of SVP's support to changes in NGO

n=46



"You can also please convey our deep appreciation and gratitude for the support they had provided during that phase. It actually helped us take off our flagship program." — NGO Leader

"The SVP partnership has defined what [NGO name omitted] is today." — NGO Leader

Note: (*) Indicates NGOs that ranked the support they received from SVP compared to other funders at a rating of 4 or 5.

78% of alumni NGOs find SVP's support more valuable than other funders*, due to its wide spectrum of personalized and collaborative support

SVP's model enables NGOs to access a **range of financial and non-financial supports** through a single engagement

"From funding, to opening their network, to capacity building, to providing opportunity for exhibitions, learning from peers, creating an ecosystem of likeminded passionate organizations - it has been a great ride with SVP." — NGO Leader

LPs offer **greater flexibility and personalized approach**, tailored to the NGO's needs

"What sets SVP apart is the personalization. They understand that not every NGOs needs and requirements will be the same. Most others don't allow for the type of customization that is needed." — NGO Leader

NGOs also value the **strong, collaborative relationship** built with LPs, marked by mutual respect and personal connection

"They are respectful and sensitive. And quite relational, and not top-down – they sit at the same table as you." — NGO Leader

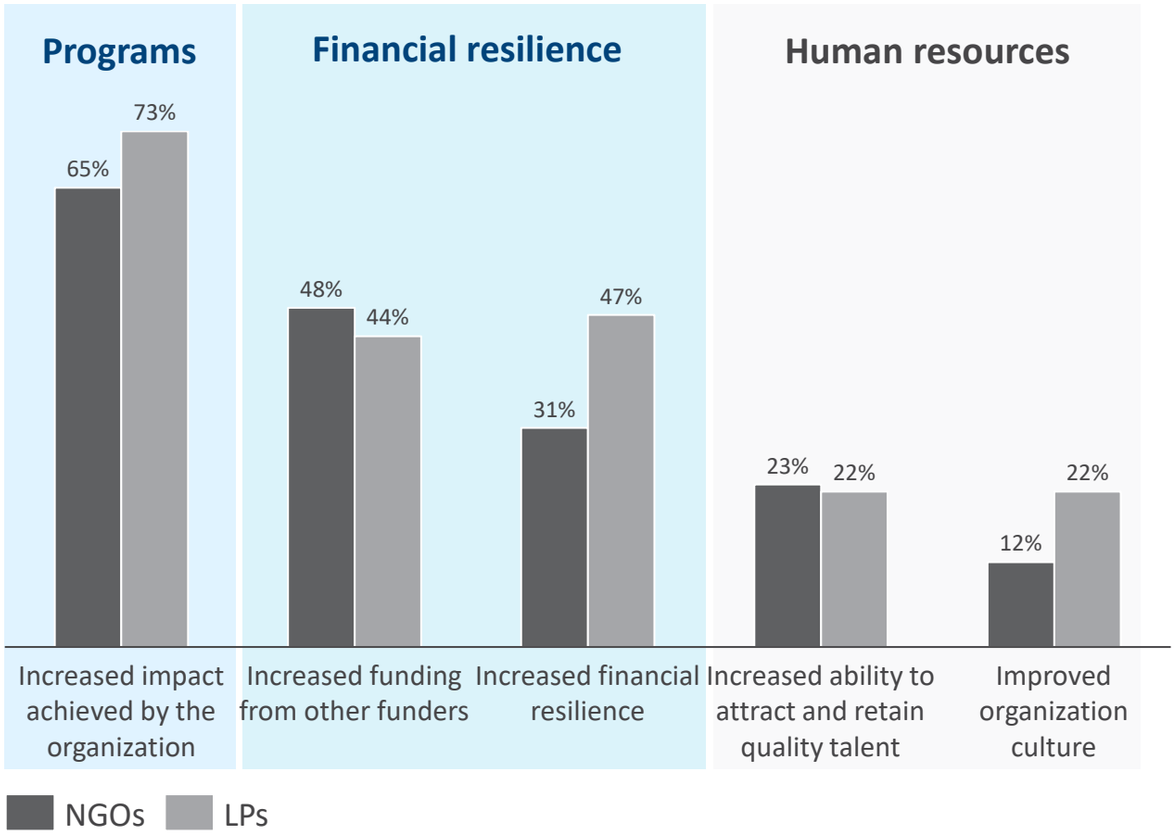
SVP enables NGOs to **experiment and innovate** with new programs, approaches and ways of working

"SVP agreed to fund a pilot that most CSR funders rejected. That changed our trajectory." — NGO Leader

Note: (*) Indicates NGOs and LPs that ranked the support they received from SVP at a rating of 4 or 5. (#) One LP with unidentified chapter not indicated.

Alumni NGOs and LPs agree that SVP's support **enabled program expansion and financial resilience** through innovation funding, guidance, and improved credibility

Changes observed due to SVP's engagement*
n=46 for NGOs and n=79 for LPs



SVP often supported alumni NGOs in **testing new ideas or entering new thematic areas**, helping them experiment and scale with confidence

"SVP's funding gave us the confidence to try something new and prove the model." — NGO Leader

Alumni NGOs and LPs emphasized that the association with SVP **enhanced their credibility, helping boost access** to other donors and corporates

"Our LPs opened doors to funders, experts, and markets we could never have accessed on our own." — NGO Leader

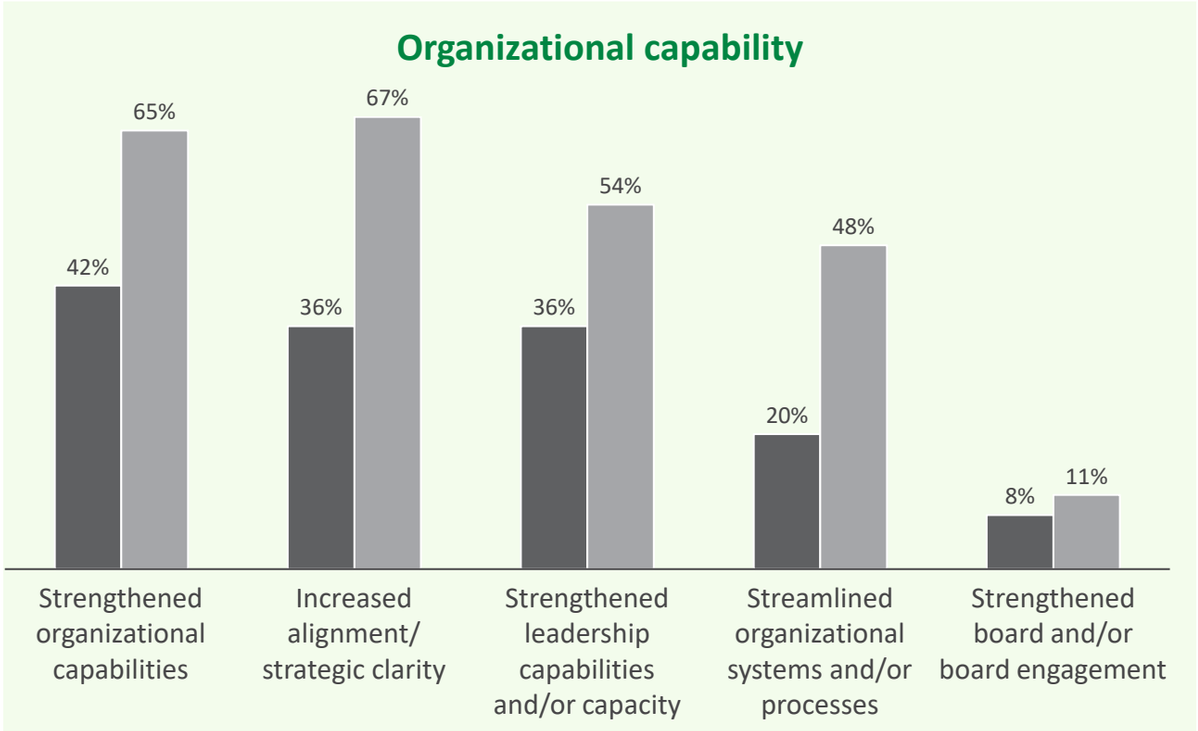
The **combination of hands-on support and regular mentorship** helped alumni NGOs strengthen fundraising and financial management capacities

"We helped with finance, making budgets, how to present a nonprofit budget to corporates, how to ask them for their budget." — Lead Partner

Notes: (*) This includes both the financial and non-financial support received.

LPs emphasized SVP's role in **strengthening NGOs' organizational systems and strategy**, contributing to its long-term growth and sustainability

Changes observed due to SVP's engagement*
n=46 for NGOs and n=79 for LPs



LPs view **organizational strengthening as the foundation** for long-term scale and sustainability, and a key impact of SVP's support

- Key areas of support included setting up **systems and processes**, strengthening **leadership**, and creating **strategic alignment** across the organization

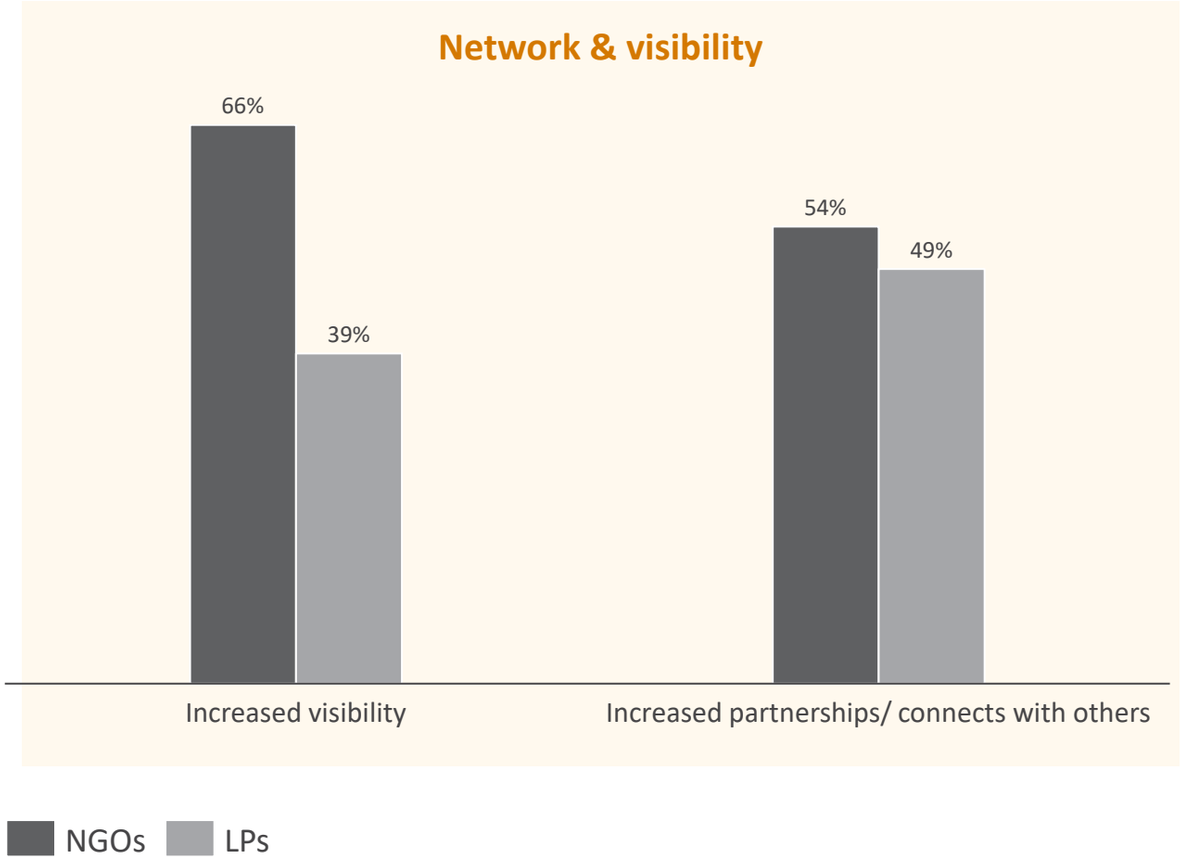
"We help NGOs think at a higher level — not just firefighting for tomorrow but imagining where they can go." — Lead Partner

"We've seen NGOs strengthen their HR and finance systems and improve their leadership capacity over time." — Lead Partner

Notes: (*) This includes both the financial and the non-financial support received.

On the other hand, greater number of alumni NGOs valued the **credibility and networks** provided by SVP

Changes observed due to SVP's engagement*
n=46 for NGOs and n=79 for LPs



Alumni NGOs find **visibility and networks** as SVP's most valuable contributions, in terms of enhancing their credibility, and access to new funders

- **Events/forums** helped showcase their work and learn from peers
- **Storytelling, communications and outreach support** built confidence and strengthened fundraising

"We got inputs on marketing and visibility… They helped us upgrade our collaterals… We were introduced to GiveIndia and crowdfunding methods." — NGO Leader

"We were able to connect with other NGOs and learn best practices through SVP workshops." — NGO Leader

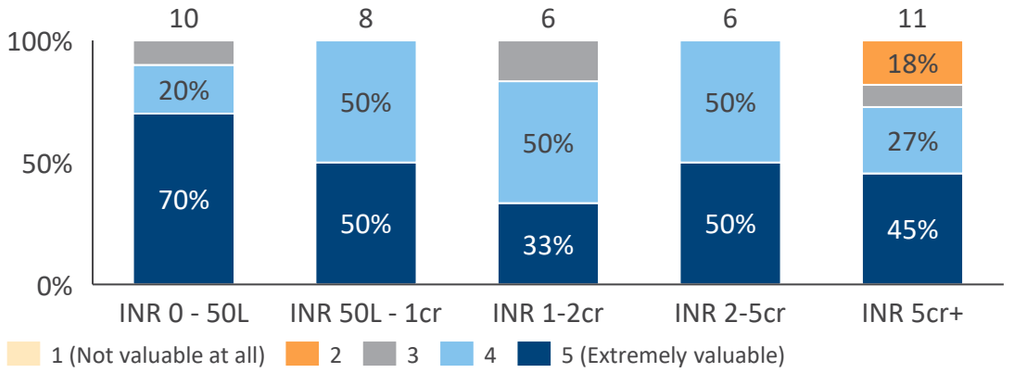
Notes: (*) This includes both the financial and the non-financial support received.

SVP's capacity-building and mentoring approach **resonates most with small and mid-sized NGOs**

Large NGOs had a greater share of neutral or non-positive responses*, relative to smaller and mid-sized NGOs

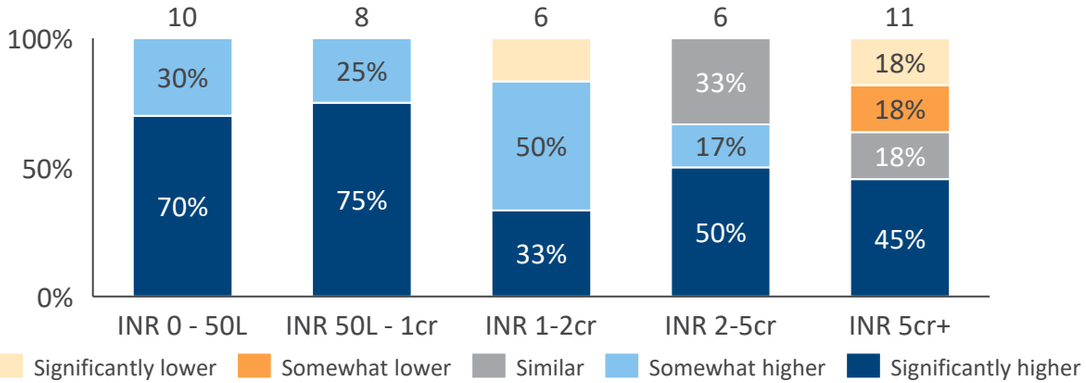
Value of SVP's Support by Expenditure

n=41, excluding NGOs that did not share expenditure data



Overall Value from SVP Engagement Relative to Other Donors by Expenditure

n=41, excluding NGOs that did not share expenditure data



*Non-positive or neutral responses are associated with a rating of 1, 2, or 3.

- Smaller NGOs valued guidance on **organizational structures, systems, and strategy** — areas they rarely get support for elsewhere
  - *"SVP was the first structured capacity-building initiative for us; the monthly exchanges helped us sharpen our impact and visibility."* — NGO Leader
  - *"They bring immense value for smaller NGOs that need structure and networks"* — NGO Leader
- Smaller NGOs appreciated the **trust-based mentoring** that helped them strengthen and grow
  - *"The validation and mentoring we received from SVP gave us the confidence to grow and scale."* — NGO Leader
- Smaller NGOs found SVP's **openness to support pilots/ new ideas** refreshing compared to traditional funders
  - *"They let us take risks and try new things — that's very different from most funders."* — NGO Leader
- As organizations grow, value of **SVP's support and engagements** tend to reduce
  - *"Earlier, SVP was very hands-on, but as we grew, the engagement became less relevant for our needs."* – NGO Leader

As a result, alumni NGOs have recorded* strong **growth within their organization and scaled their impact**

Organizational growth

21% median growth (CAGR) in annual expenditure[1] *with the total annual budget of surveyed NGOs increasing from ~INR 115cr to ~INR 218cr*

30% increase in the **average number of full-time employees** *with the total number of people employed across the surveyed NGOs rising from ~1,500 to ~2,400[3]*

"SVP helped us to think … if you want to do a model which can be scaled up, then how do you do it?" — NGO Leader

"I realized how organizational development and programs have to go hand in hand." — NGO Leader

Improved financial strength

>4x increase in median **financial reserves**[2] *with 3 surveyed NGOs building financial reserves for the first time*

60% increase in the median **number of funders** per surveyed NGO[2]

"SVP gave us visibility and credibility — because of that, we were able to attract new CSR partners and funding" — NGO Leader

"They helped us prepare for and pitch to new funders. The culmination of this was the Tata funding we received." — NGO Leader

Expanded scale of work

2.1M beneficiaries reached across surveyed NGOs, *up from 1.45M[3]*

43% of surveyed NGOs expanded their **geographic footprint[3]**

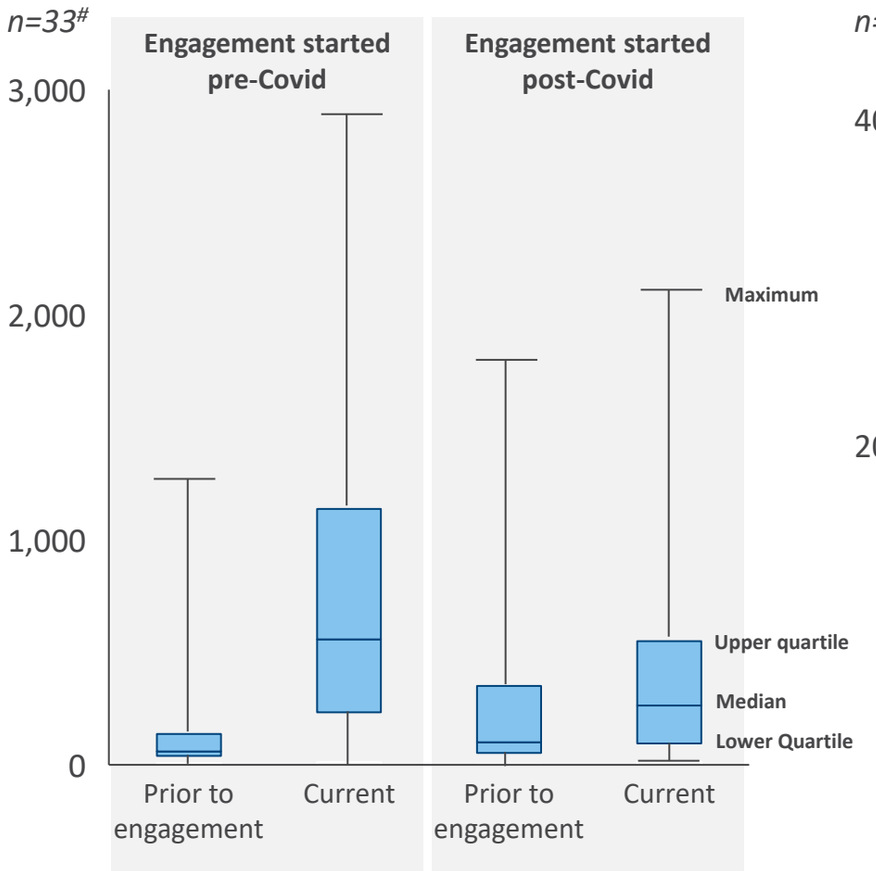
"SVP pushed us into believing that we could expand into new spaces." — NGO Leader

"We started with one center and expanded to two centers within two years — that growth wouldn't have happened without SVP." — NGO Leader

Notes: (*) SVP has supported 220+ NGOs over the last 12 years, out of which 46 alumni NGOs were surveyed. The data presented is based on the survey of these 46 alumni NGOs. (1) n=26. This includes organizations that had a positive CAGR in their annual expenditure since the start of their engagement with SVP. (2) n=33. Figures only consider those respondents who answered the Question 3 and Question 4 (on organization metrics before and after the SVP engagement) of the NGO survey correctly, sharing different data for prior and current financials. (3) n= 44.

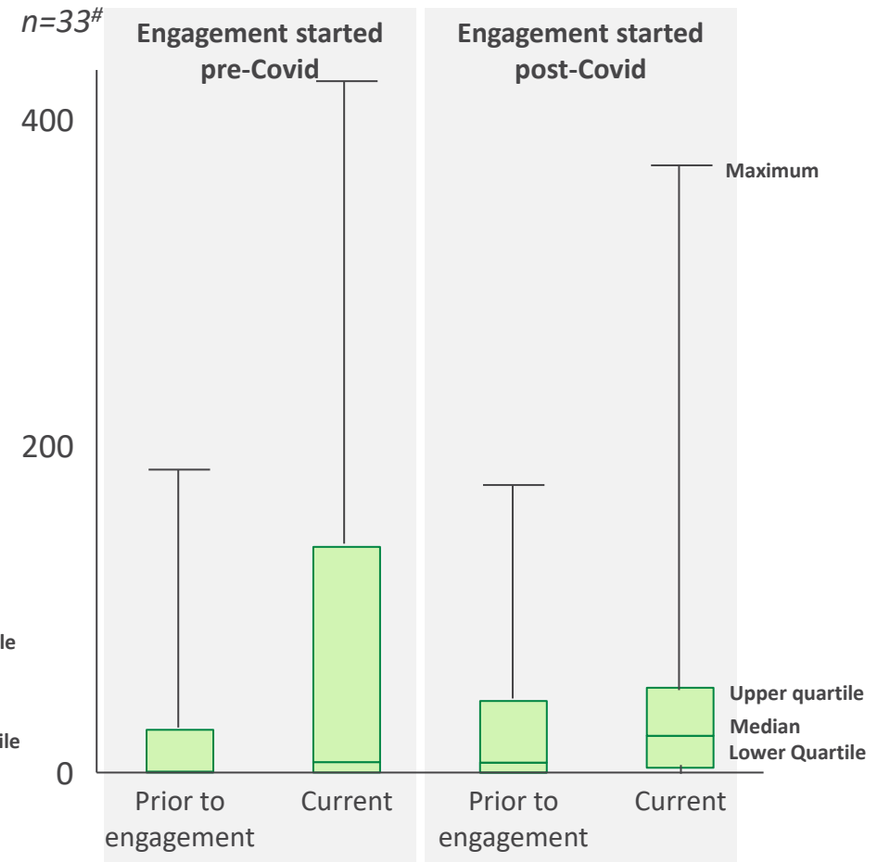
SVP-supported NGOs show significant **increase in expenditure and financial resilience**, particularly among smaller NGOs and post-COVID cohorts

Distribution of annual expenditure* (in INR lakhs)



The **median annual expenditure increased** from INR 85L to INR 3.6cr

Distribution of financial reserves* (in INR lakhs)



The **median financial reserves increased** from INR 3L to INR 22L

26 NGOs reported **growth in annual expenditure** since the start of their SVP engagement, with a **median CAGR of 21%**

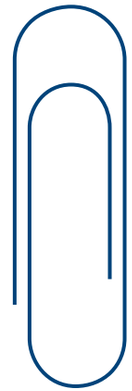
In contrast, 7 NGOs saw a decline in annual expenditure

Growth was observed across NGO sizes, though **smaller NGOs** (with annual budgets < INR 1 crore) **demonstrated the most significant increase** (possibly due to a smaller base) — with a CAGR of over 28%

Median reserves of newer NGOs is 4 times that of the NGOs supported pre-Covid, potentially reflecting a stronger emphasis on financial resilience

Notes: (*) These plots illustrate how the values are distributed. The box represents the middle 50% of the data, with the line inside indicating the median. The lines extending above and below the box depict the full range of responses—from the lowest to the highest reported values (excluding outliers). (#) Figures only consider those respondents who answered the Question 3 and Question 4 (on organization metrics before and after the SVP engagement) of the NGO survey correctly, sharing different data for prior and current financials. Outliers have also been removed when considering minimum, median and maximum.

List of interviewees



List of interviewees: Lead Partners

S. No.	Lead Partner Name	SVP Chapter
1	Samir Shah	Ahmedabad
2	Pavan Bakeri	Ahmedabad
3	Anjana Kaul	Bengaluru
4	Sashi Rajamani	Bengaluru
5	Madhavi Hegde	Bengaluru
6	Mohan Alexander	Bengaluru
7	Arati Hegde	Bengaluru
8	Jogin Desai	Bengaluru
9	Adil Ahmad	Delhi NCR
10	Anil Yamani	Hyderabad
11	Sunita Cheruku	Hyderabad
12	Sunil Bhandari	Kolkata
13	Raj Chhajer	Kolkata

S. No.	Lead Partner Name	SVP Chapter
14	Mukund R	Mumbai
15	Suresh Babu	Mumbai
16	Rakesh Damani	Mumbai
17	Sandeep Aggarwal	Mumbai
18	Suvarna Apte	Mumbai
19	Rohan Iyer	Mumbai
20	Jagdish Acharya	Mumbai
21	V Jayaraman (Murli)	Pune
22	Padmaja Wardadkar	Pune
23	Priti Kibe	Pune
24	Katyayani Hegde	Pune
25	Rohinton Commissariat (alumni)	Pune
26	Ruby Jhunjhunwala	Pune

List of interviewees: Alumni NGO partners (1/2)

S. No.	NGO Name	SVP Chapter	Interviewee Name	Interviewee Designation*
1	Kaarigar Clinic / Banyan Tree Foundation	Ahmedabad	Nilesh Priyadarshi	Founder
2	Prabhat Education Foundation	Ahmedabad	Keshav Chatterjee	Founder
3	Neeva Foundation	Bengaluru	Vandana Suri	Founder
4	Stonesoup Foundation - Transhonomics (Anonymous Indian Charitable Trust)	Bengaluru	Malini Parmar	Founder
5	Vrutti	Bengaluru	Raghini B	CEO
6	Mitti Social Initiative Foundation - Enable India	Bengaluru/Kolkata	Alina Alam	Founder
7	Vihaan	Bengaluru/Kolkata	Samir Baptist	Founder
8	Saajha	Delhi NCR	Saransh Vaswani	Founder
9	Udayan Care	Delhi NCR	Kiran Modi	Founder
10	Literacy India	Delhi NCR/Kolkata	Indraani Singh	Founder
11	Digital Equity (Coding for All)	Hyderabad	Omkarnath Mummadisetty	Founder
12	Mahila Abhivruddhi Society - APMAS	Hyderabad	Srinivasa Reddy Gunturu	Founder
13	Swasti	Hyderabad	G.Kallana Gowda	Implementation Lead - VaxNow
14	Youth 4 Jobs (Y4J)	Hyderabad	Meera Shenoy	Founder
15	Anahat Change Foundation	Kolkata	Purvi Tanwani	Founder
16	Future Hope India	Kolkata	Sujata Sen	CEO
17	Kadam	Kolkata	Payal Nath	Founder
18	Adhyayan Quality Education Foundation (AQEF)	Mumbai	Tiasha Banerjee	Deputy CEO
19	Aftertaste Foundation	Mumbai	Shalini Datta	Founder

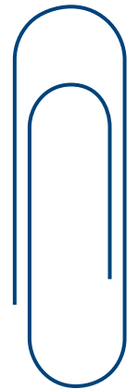
Note: (*) Founders can hold multiple designations within NGOs

List of interviewees: Alumni NGO partners (2/2)

S. No.	NGO Name	SVP Chapter	Interviewee Name	Interviewee Designation*
20	Antarang Foundation	Mumbai	Priya Agrawal	Founder
21	Apnishala	Mumbai	Rohit Kumar	CEO
22	Green Communities Foundation (GCF)	Mumbai	Kedar Sohoni	Founder
23	Katalyst (Human Capital for Third Sector)	Mumbai	Poorvi Shah	CEO
24	Kshamata	Mumbai	Bharathy Tahiliani	Founder
25	MANN-Centre for Individuals with Special needs	Mumbai	Beverly Louis	Founder
26	New Resolution India - Bright Futures	Mumbai	Kishor Palve	Founder
27	Raah Foundation	Mumbai	Sarika Kulkarni	CEO
28	Sols Arc.	Mumbai	Sonali Saini	Founder
29	Training and Educational Centre for Hearing Impaired (TEACH)	Mumbai	Aman Sharma	Founder
30	Srujna Charitable Trust	Mumbai/Delhi NCR	Jyotika Sehra	Founder
31	Anubhuti Social Empowement & Educational Foundation	Pune	Harsha Joshi	Founder
32	Centre for Youth Development and Activities (CYDA)	Pune	Mathew Mattam	Founder
33	Foundation For Initiatives in Development and Education for All (IDEA)	Pune	Usha Pillai	Founder
34	iTeach Schools	Pune	Soumya Jain	Founder
35	Know How Foundation (KHF) - Inora - eCharkha	Pune	Amita Deshpande	Founder
36	Maya Care Foundation	Pune	Manjiri Gokhale Joshi and Team	Founder/Team
37	Prayatna, For People with Special Needs	Pune	Radiya Gohil	Founder
38	Under the Mango Tree (UTMT) Society	Pune	Sujana Krishnamoorthy	Director

*Founders can hold multiple designations within NGOs

Results from LP survey

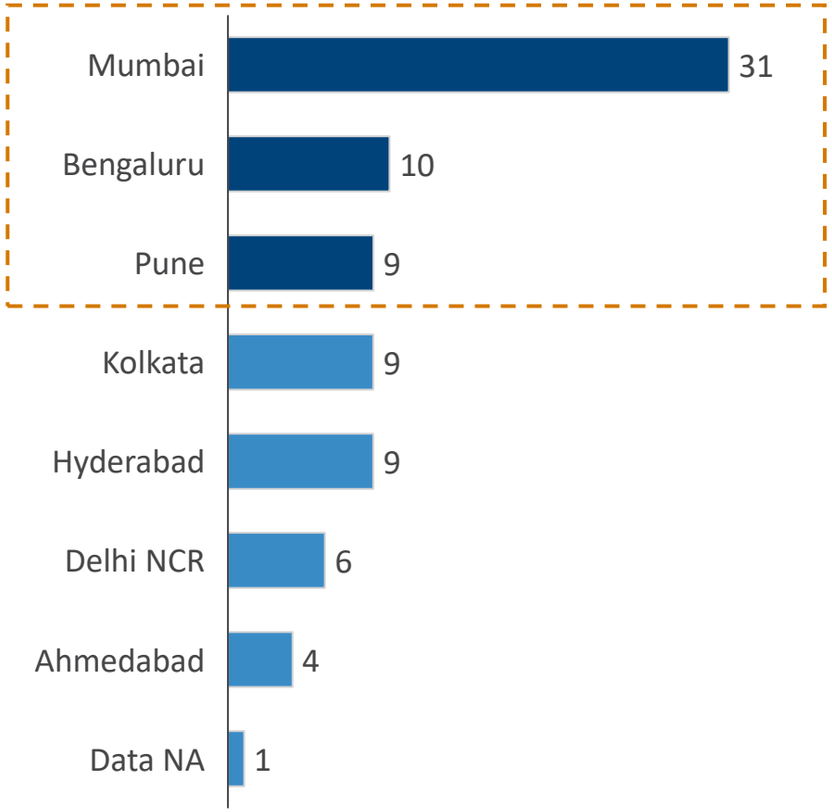


Overview of respondents

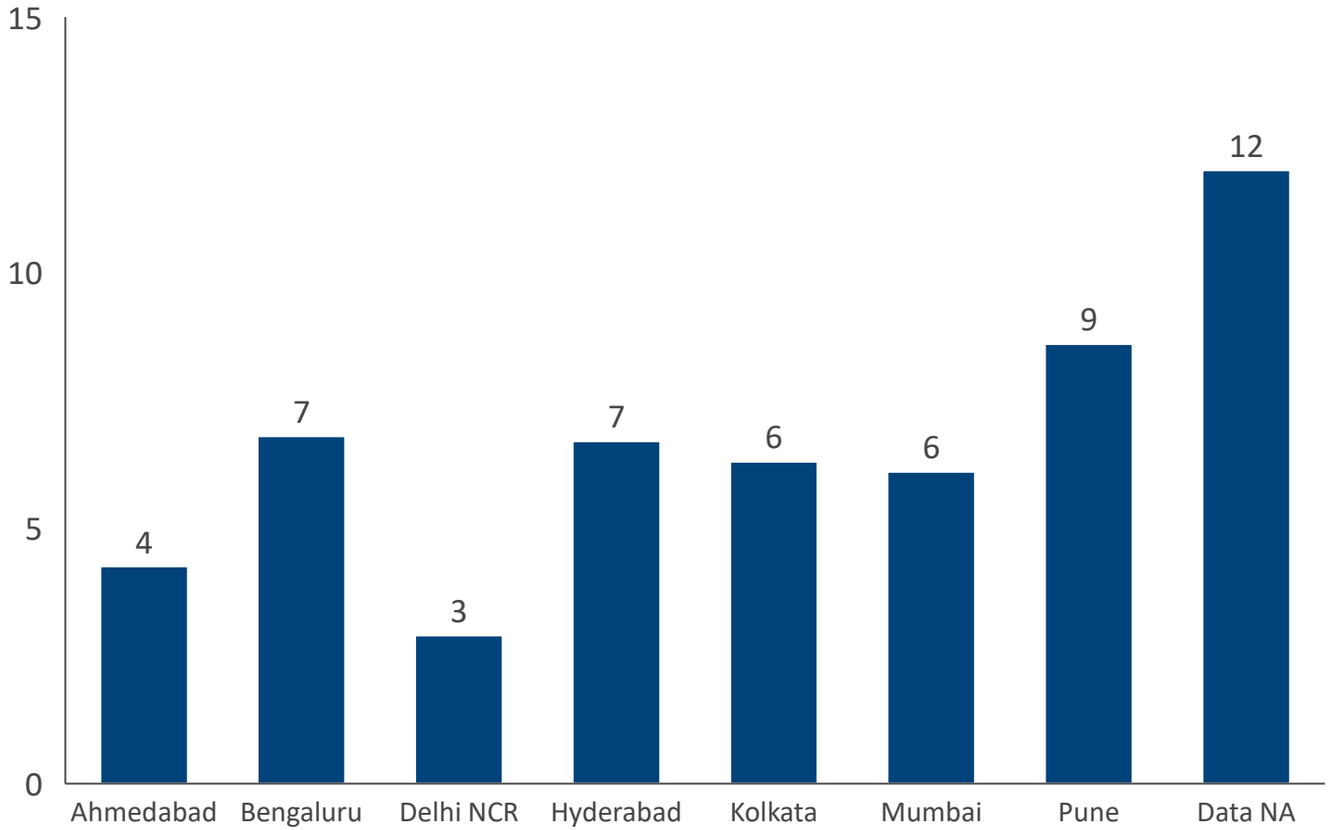
Survey was launched on October 26th and received **79 responses** until November 20th, with a **response rate of ~66%**

Chapters Engaged
n=79

*These chapters account for **64% of the LPs***



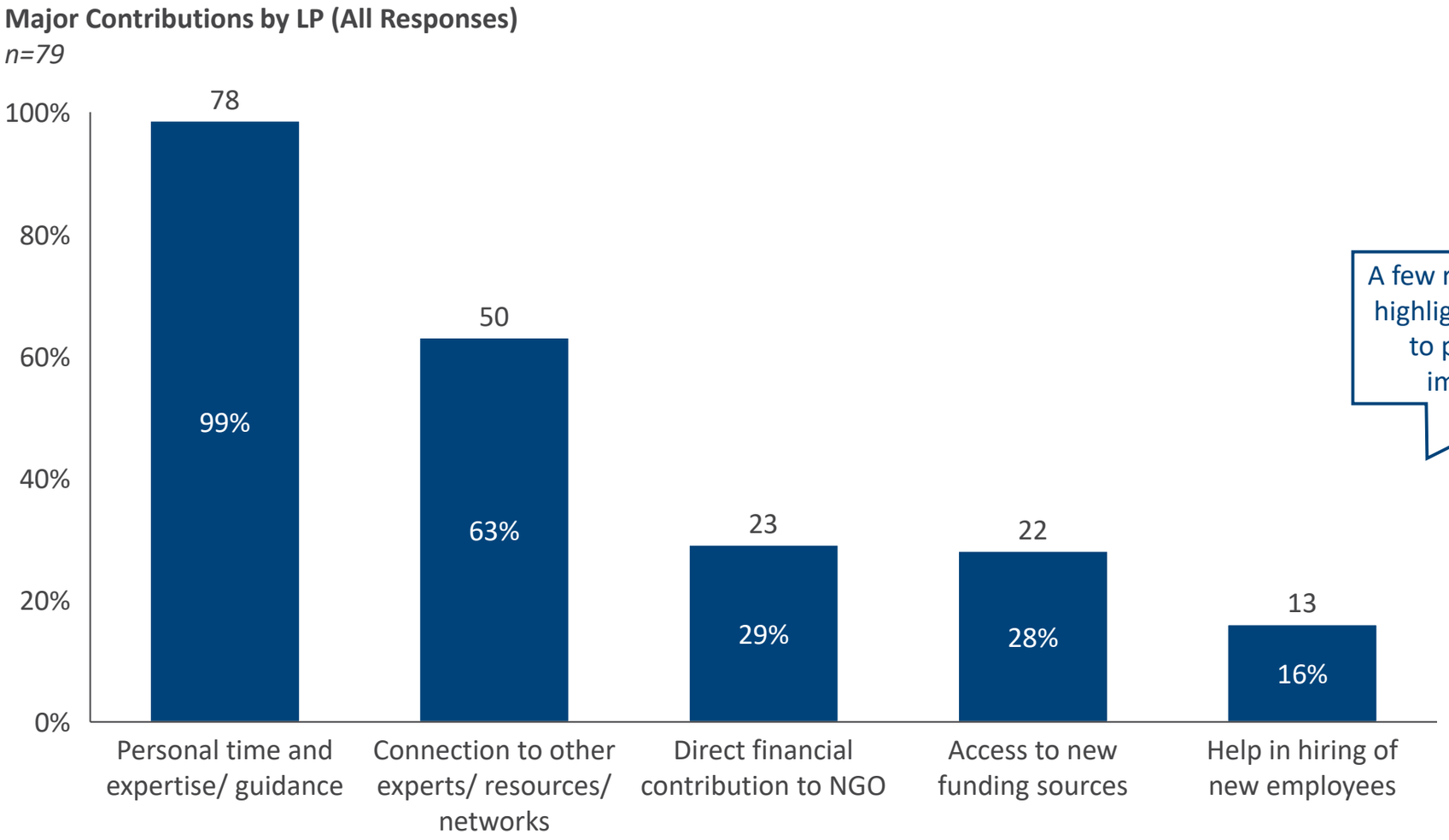
Average Time Spent on SVP Engagement by Chapter (in Hours)
n=79



Median time spent on SVP engagement across chapters is 5 hours.

89% of LPs spend 1–10 hours a month engaging with their assigned NGOs, indicating a moderate but consistent time investment, while a few demonstrate significantly higher involvement of up to 30 hours a month.

Q3. As a Lead Partner (LP), what was your **major contribution(s)** to the NGO during the course of the formal engagement?



A few respondents (3 in total) also highlighted that they contributed to program co-creation and implementation support

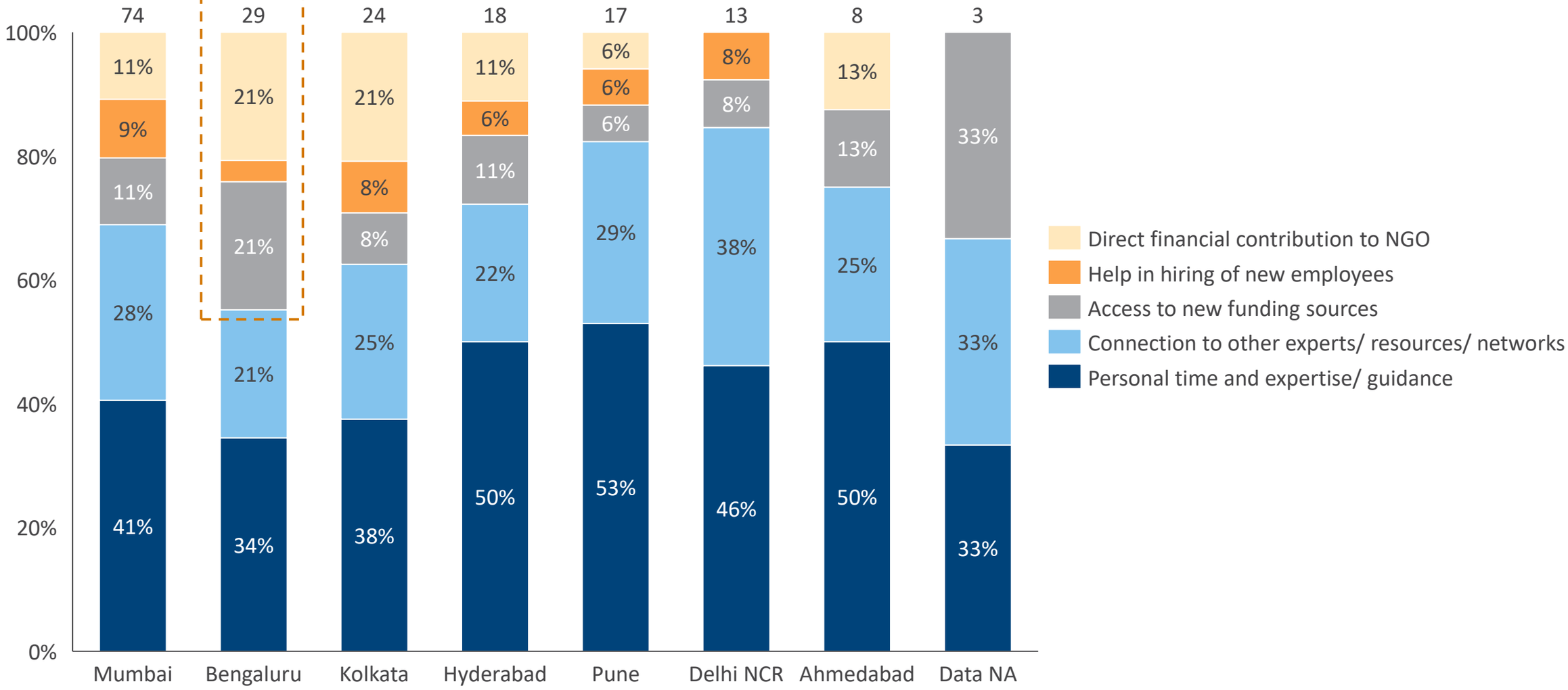
Note: Bar totals indicate total number of responses per answer choice.

Q3. As a Lead Partner (LP), what was your **major contribution(s)** to the NGO during the course of the formal engagement?

42% of LPs in Bengaluru have also provided either a direct financial contribution or access to new funding sources, higher than other chapters

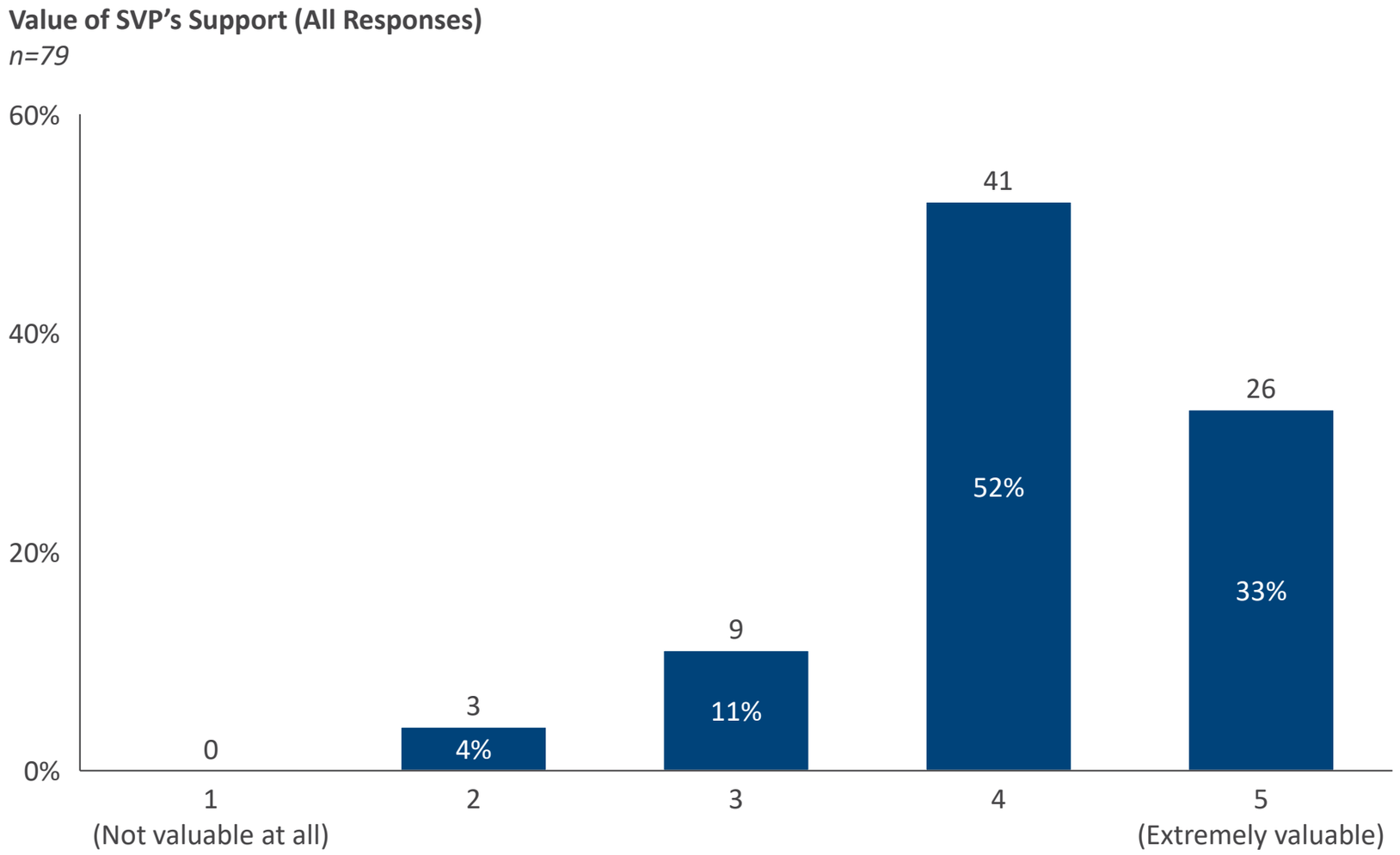
Major Contributions by LP by Chapter

n=79

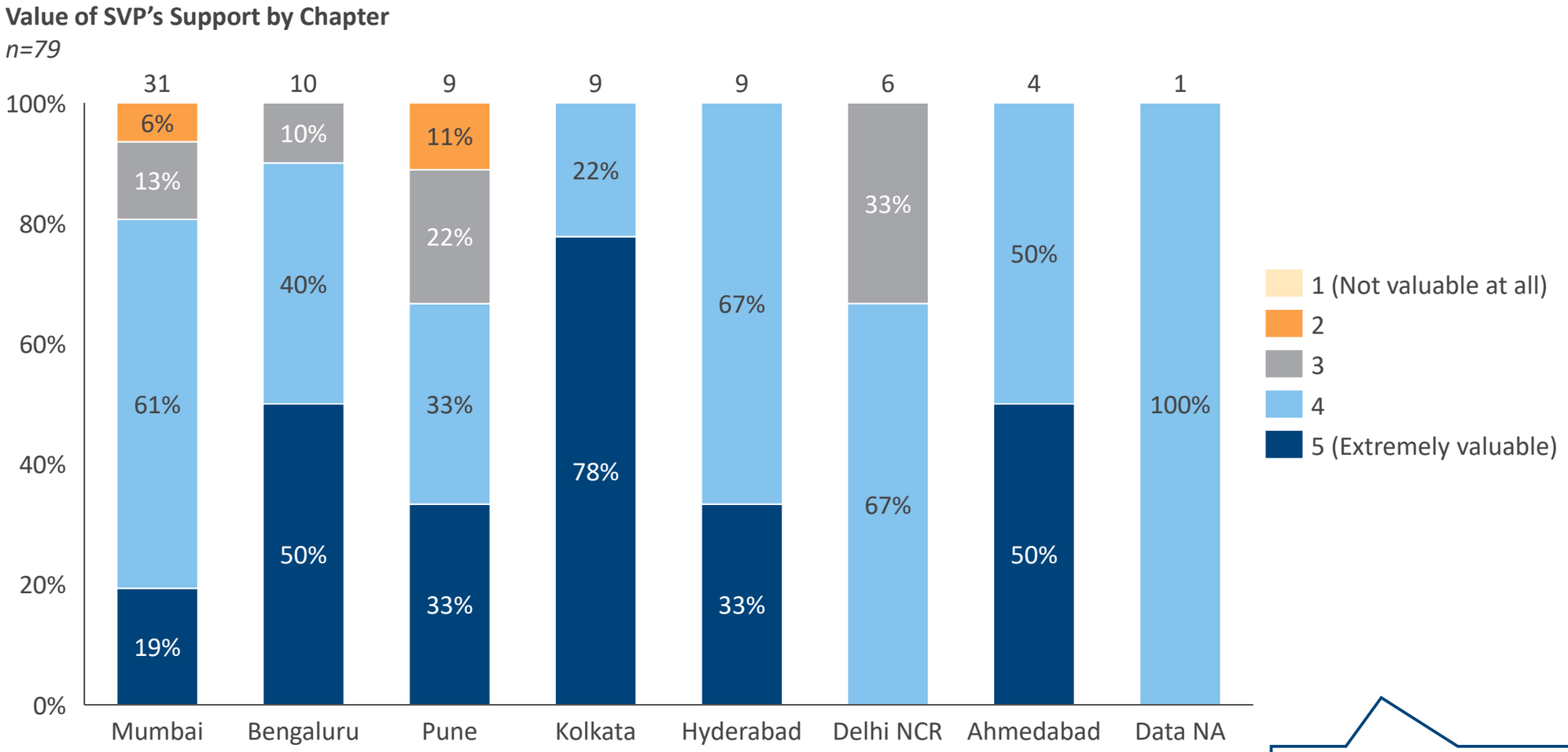


Note: Bar totals indicate total number of responses per answer choice.

Q5. On a scale of 1-5, how **valuable was the support from SVP and the LPs** for the NGO to achieve its organizational goals and priorities?



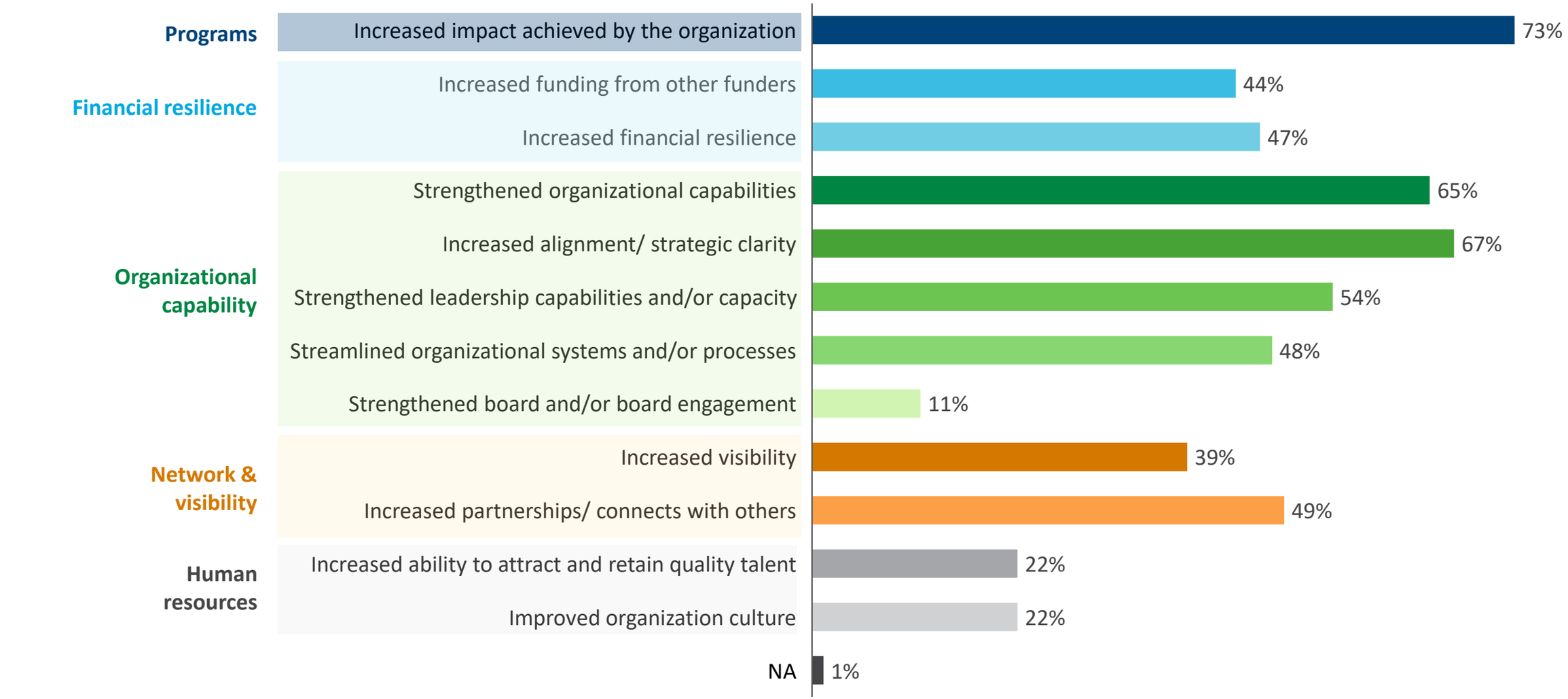
Q5. On a scale of 1-5, how **valuable was the support from SVP and the LPs** for the NGO to achieve its organizational goals and priorities?



There were some variation by chapter. For example, LPs from Pune and Delhi reported lower value of support.

Q6. What have been the **significant changes in the NGO** as a result of the **financial support received** from SVP?

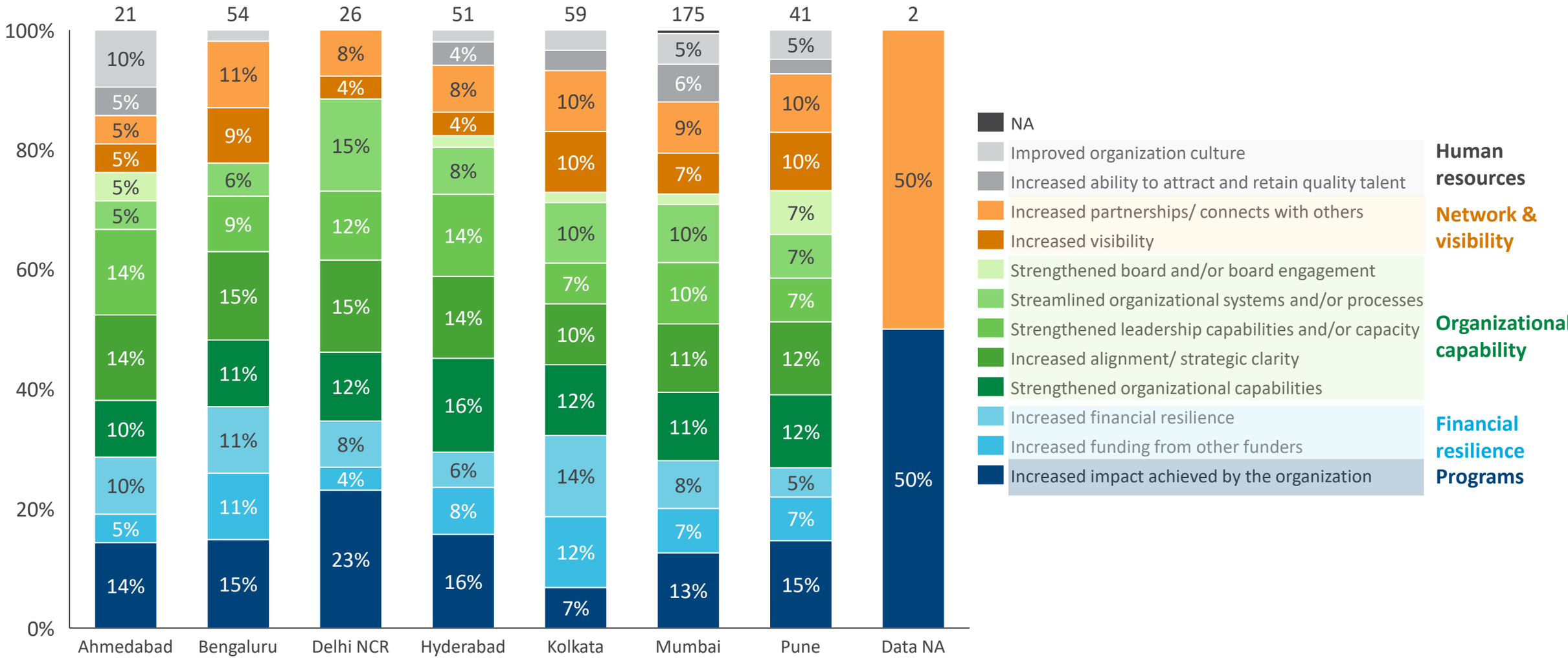
% of respondents who received support for the following:
n=79



Q6. What have been the **significant changes in the NGO** as a result of the **financial support received** from SVP?

Significant Changes in NGO due to Financial Support by Chapter

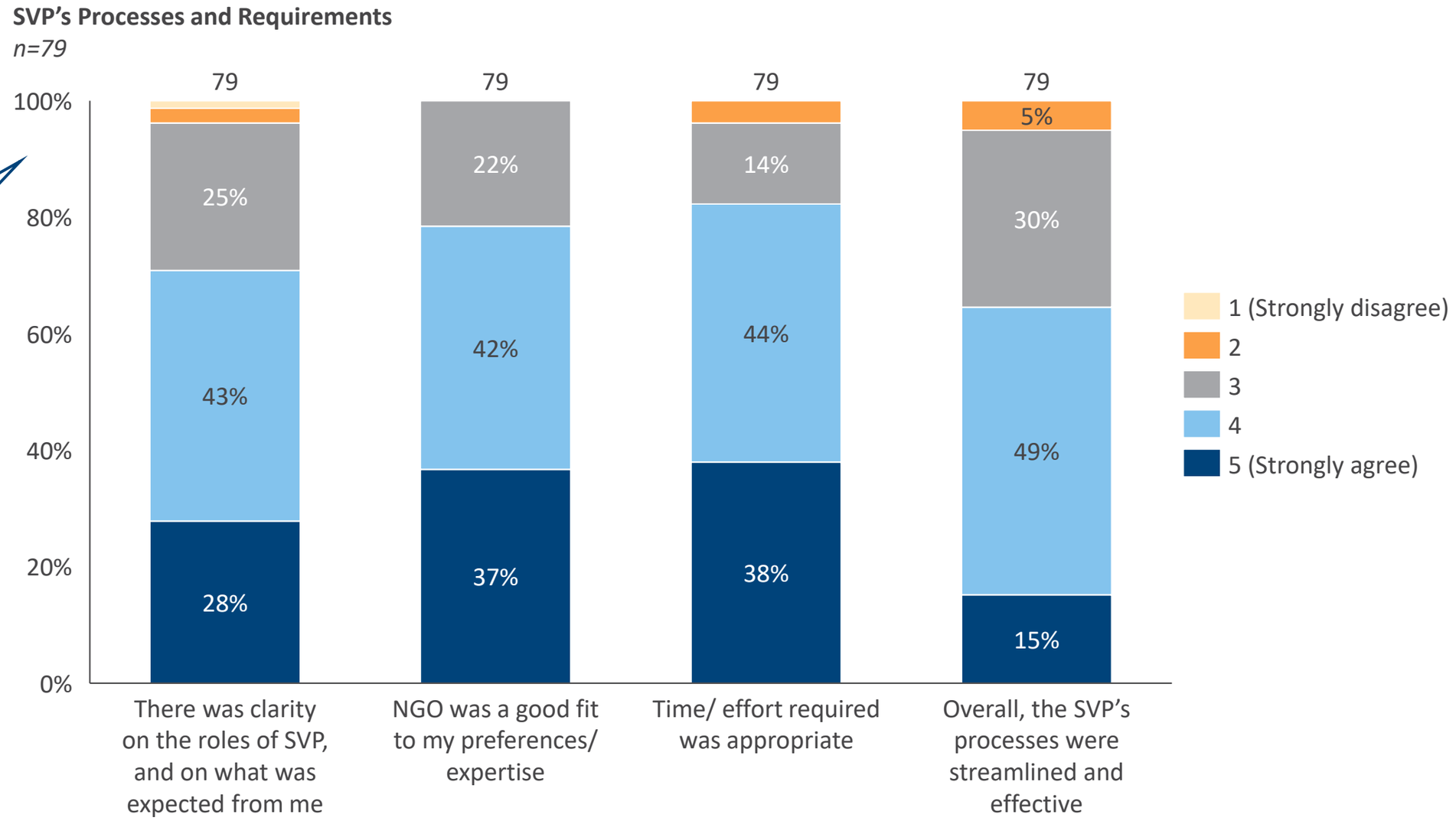
n=79



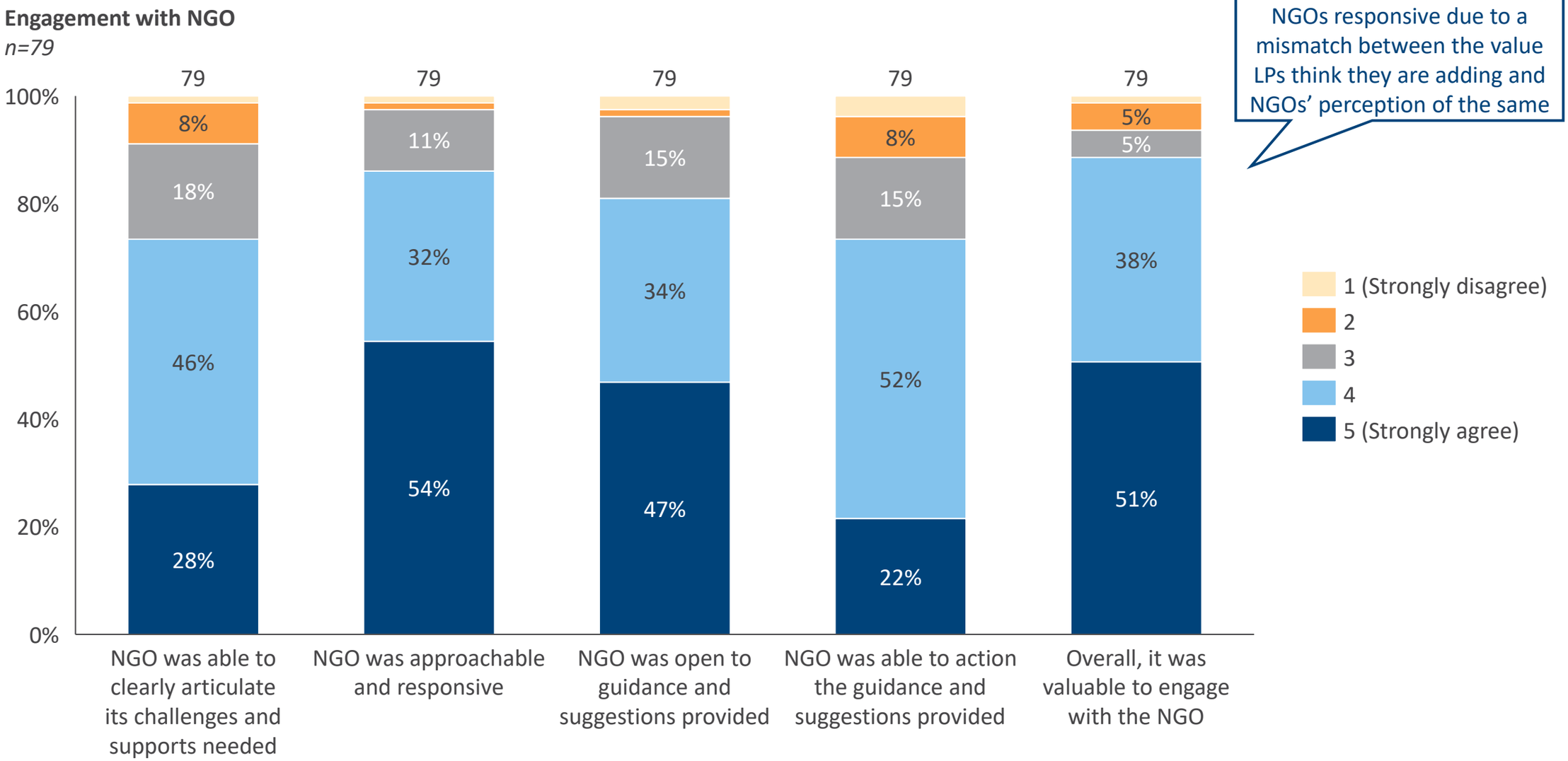
Note: Bar totals indicate total number of responses per answer choice.

Q7. How would you rate **SVP's processes and requirements** during the engagement on the following parameters?

>10 out of 30 LPs in Mumbai had non-positive response to role clarity and fitment of NGO to preferences/ expertise, indicating that these remain concerns even in mature chapters

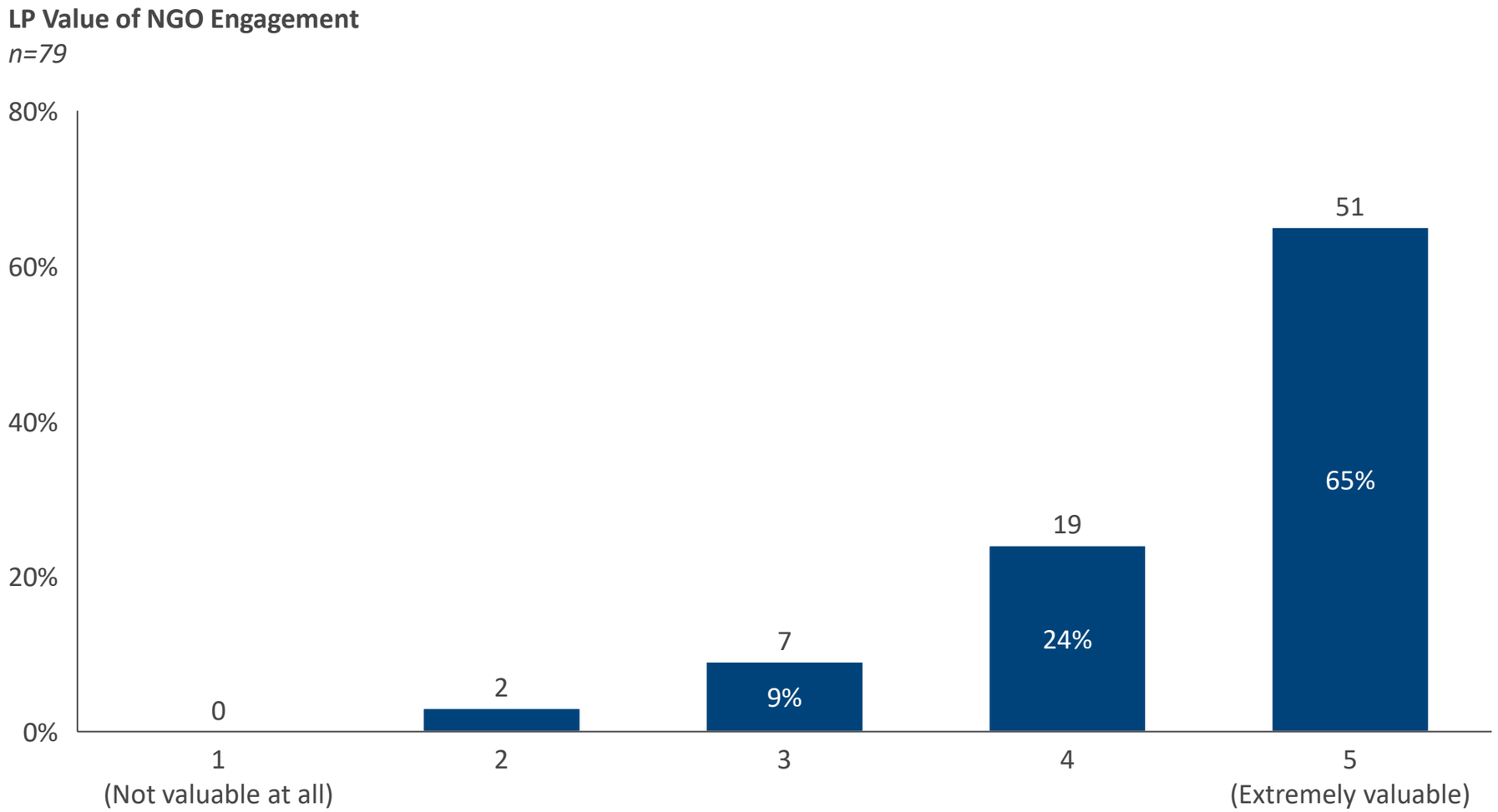


Q8. As the Lead Partner (LP) how would you rate the **engagement with the NGO** on the following statements?

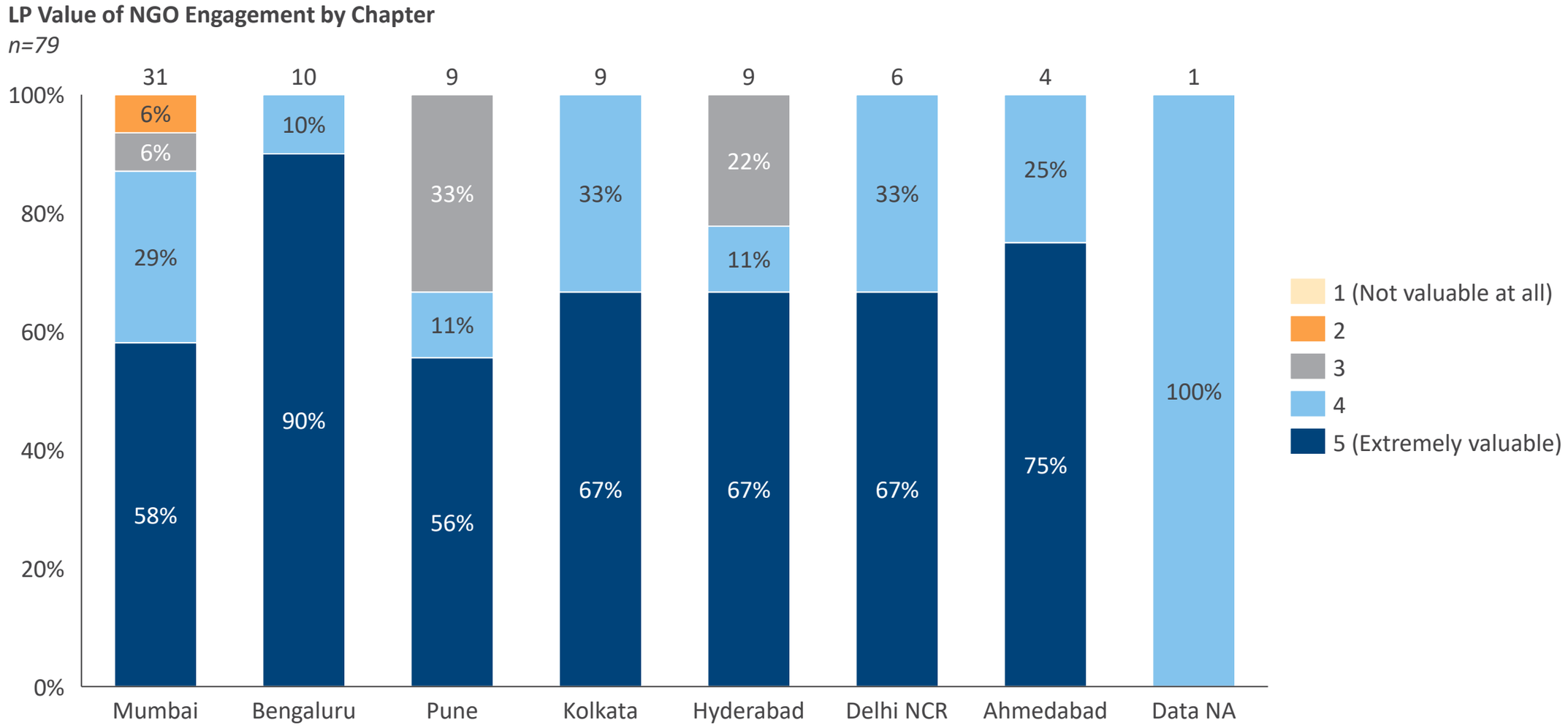


LPs are potentially not finding NGOs responsive due to a mismatch between the value LPs think they are adding and NGOs' perception of the same

Q9. On a scale of 1-5, how **valuable was it to engage with the NGO** for you personally?

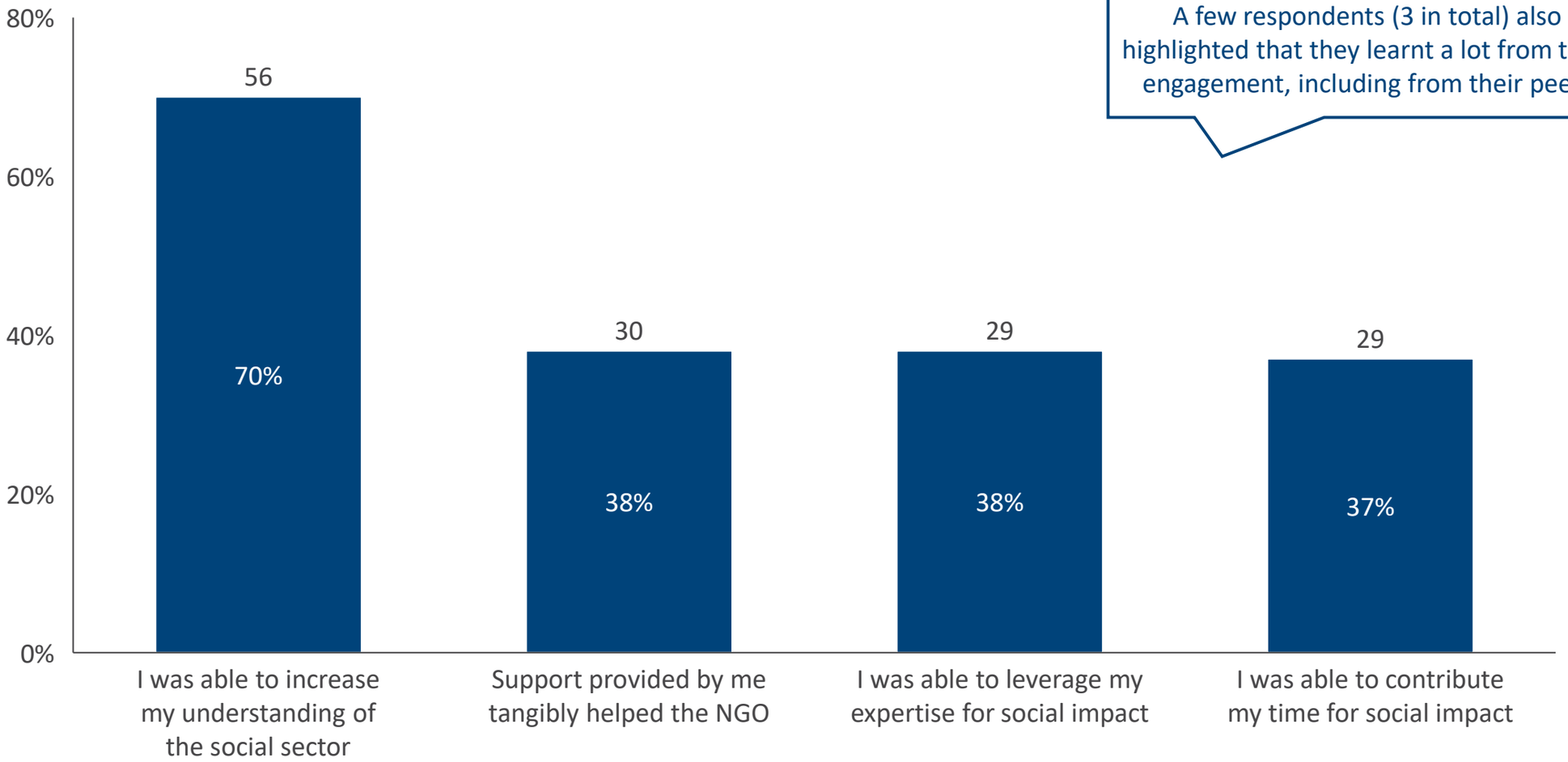


Q9. On a scale of 1-5, how **valuable was it to engage with the NGO** for you personally?



Q10. **Why was it valuable** to engage with the NGO for you personally?

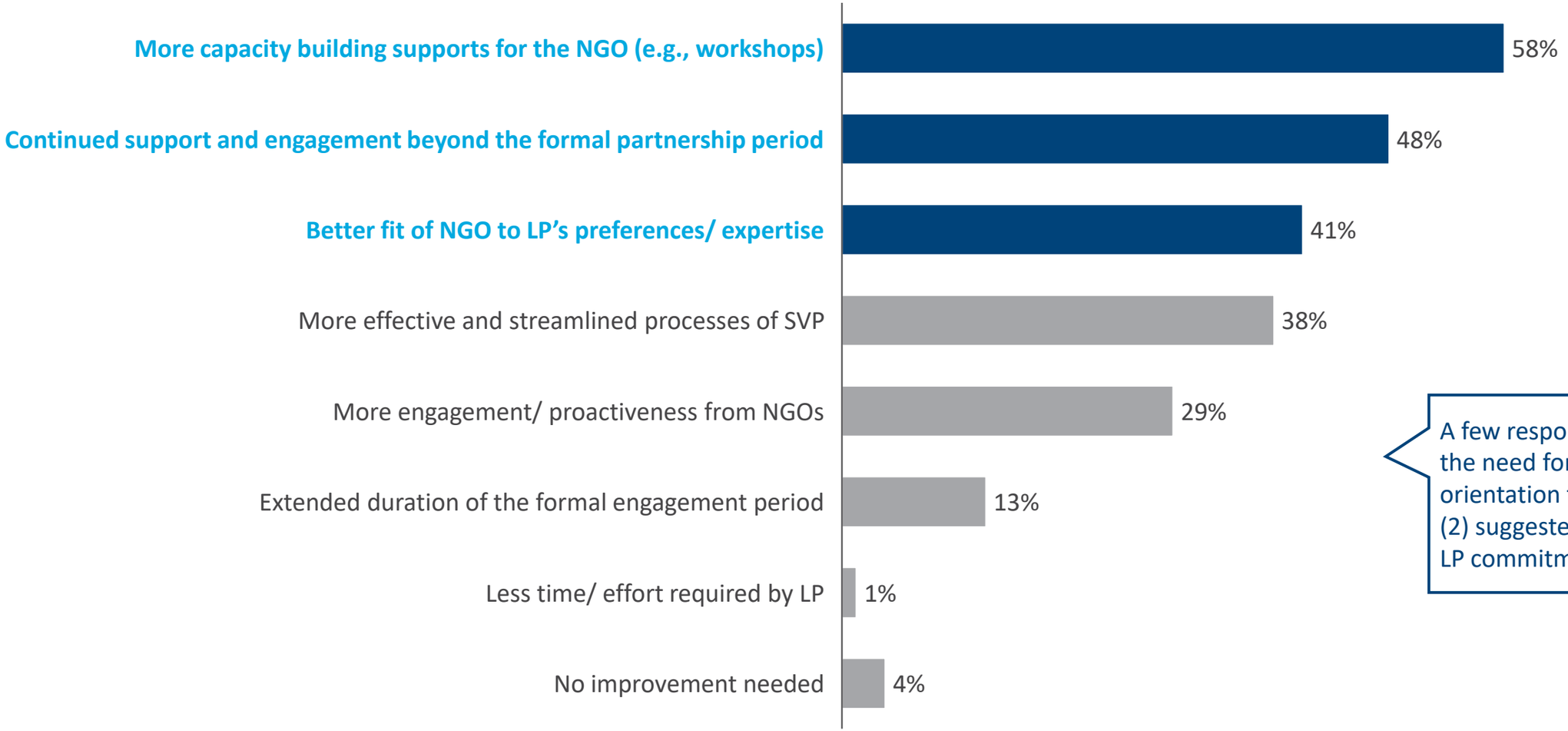
Type of Value Derived by LPs from NGO Engagement (All Responses)
n=79



A few respondents (3 in total) also highlighted that they learnt a lot from their engagement, including from their peers

Q11. How can SVP **improve the support** it provides and its **engagement** with NGOs? *(select up to 3)*

% of respondents who selected the following areas of improvement:
n=79

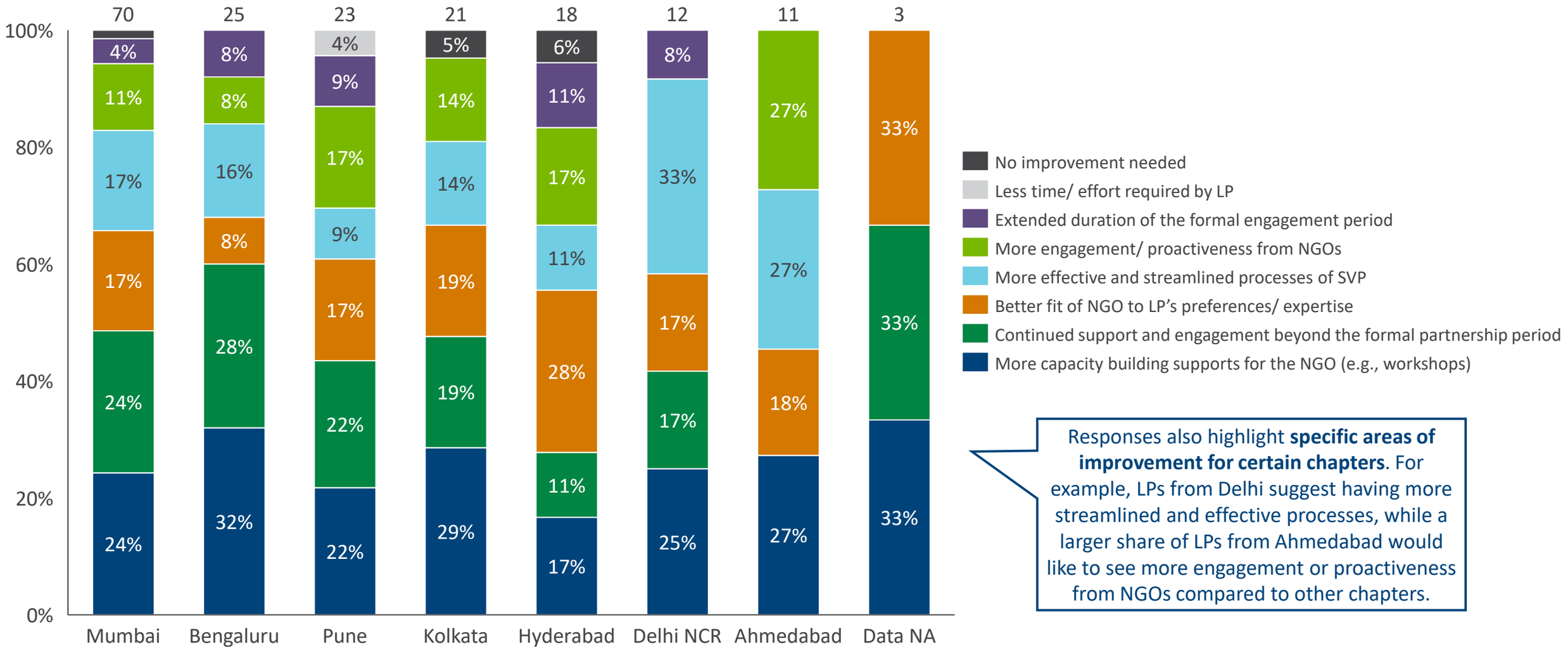


A few respondents (3) highlighted the need for capacity building or orientation for LPs, while a couple (2) suggested greater consistency in LP commitment and engagement

Q11. How can SVP **improve the support** it provides and its **engagement** with NGOs? *(select up to 3)*

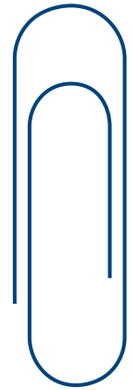
Areas of Improvement for SVP by Chapter

n=79



Responses also highlight **specific areas of improvement for certain chapters**. For example, LPs from Delhi suggest having more streamlined and effective processes, while a larger share of LPs from Ahmedabad would like to see more engagement or proactiveness from NGOs compared to other chapters.

Results from NGO survey



Overview of respondents

Survey was launched on October 24th and received **46 responses** until November 26th, with a **response rate of ~87%**

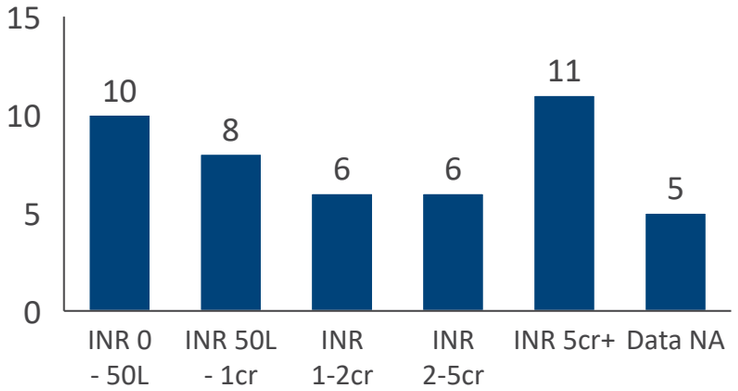
Respondent type

83% of respondents are now **alumni** of SVP's program

89% have **received financial support** from SVP

63% began their engagement with SVP **between 2019 and 2022**

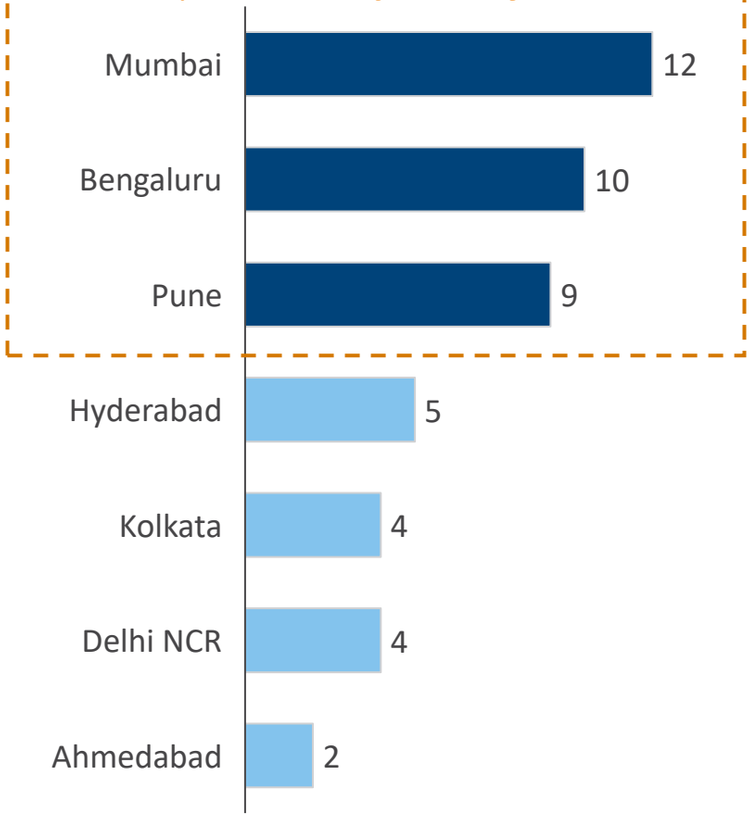
NGO Annual Expenditure
n=46



Split across chapters

Chapter Allocation of NGOs
n=46

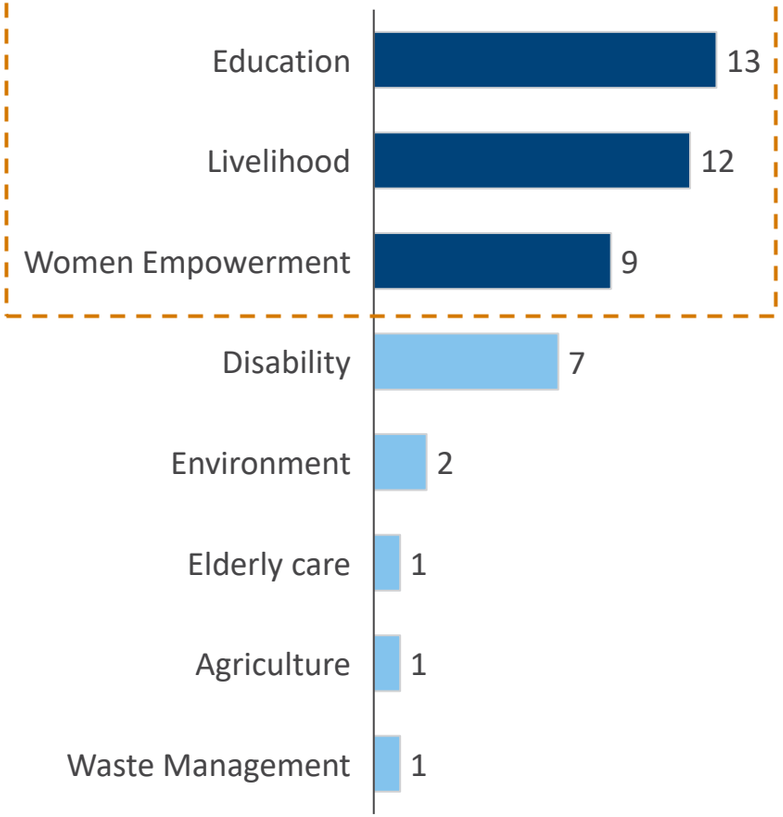
*These chapters account for **67% of the NGOs***



Split across sectors

Primary Sector of NGOs
n=46

***74% of NGOs** are involved in these three sectors*



Q3 & 4. Please share **data for the organization** before you started receiving support from SVP and as of March 31, 2025.

*For **expenditure and reserves**, we have only considered responses where expenditure data was different for prior and current financial years, assuming that the rest of the responses (which had the same expenditure in the two years) to be inaccurately filled in the survey. Therefore, n=33.

		Minimum	Median	Maximum
Annual expenditure*	Pre-Covid engagement	55% ↑ (INR 7.7L to 2L)	838% ↑ (INR 59L to 5.6cr)	126% ↑ (INR 12.7cr to 28.9cr)
	Post-Covid engagement	1400% ↑ (INR 1L to 15L)	162% ↑ (INR 1cr to 2.6cr)	17% ↑ (INR 18cr to 21.1cr)
	All respondents	1100% ↑ (INR 1L to 12L)	324% ↑ (INR 85L to 3.6cr)	60% ↑ (INR 18cr to 28.9cr)
Financial reserves*	Pre-Covid engagement	- (INR 0 to 0)	1181% ↑ (INR 0.5L to 6.3L)	127% ↑ (INR 1.9cr to 4.2cr)
	Post-Covid engagement	- (INR 0 to 0)	267% ↑ (INR 6.1L to 22L)	110% ↑ (INR 1.8cr to 3.7cr)
	All respondents	- (INR 0 to 0)	633% ↑ (INR 85L to 3.6cr)	127% ↑ (INR 1.9cr to 4.2cr)

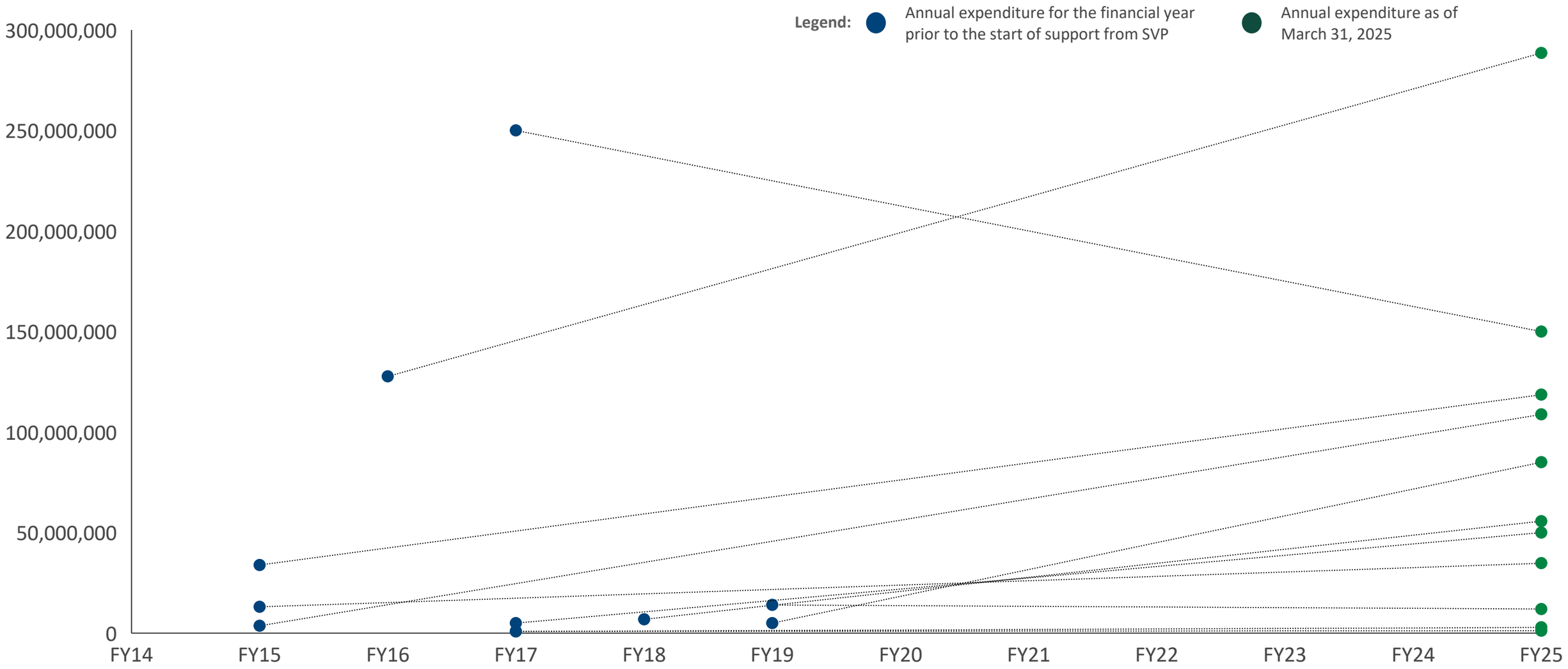
Out of the 33 NGOs considered, 23 had financial reserves before the SVP engagement, which increased to 26 after the engagement

Notes: (*) n=33. Figures only consider those respondents who answered the question correctly, sharing different data for prior and current financials. Within these 33, outliers have been removed when considering the minimum, maximum and range.

Q3 & 4. Please share **data for the organization** before you started receiving support from SVP and as of March 31, 2025.

Annual expenditure of NGOs, before SVP engagement and current *(engagements that started before FY20)*

*n=33**

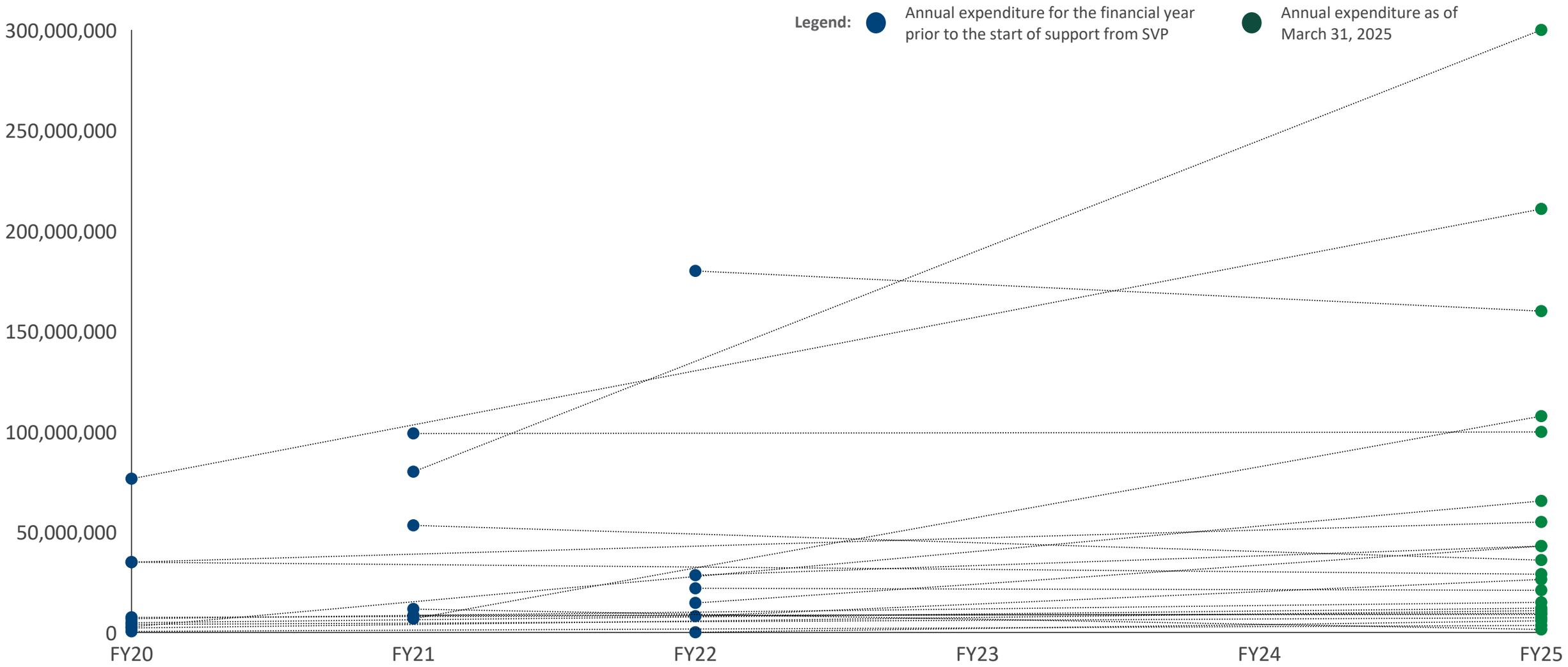


Notes: (*) Figures only consider those respondents who answered the Question 3 and Question 4 (on organization metrics before and after the SVP engagement) of the NGO survey correctly, sharing different data for prior and current financials.

Q3 & 4. Please share **data for the organization** before you started receiving support from SVP and as of March 31, 2025.

Annual expenditure of NGOs, before SVP engagement and current *(engagements that started after FY20)*

*n=33**



Notes: (*) Figures only consider those respondents who answered the Question 3 and Question 4 (on organization metrics before and after the SVP engagement) of the NGO survey correctly, sharing different data for prior and current financials.

Q3 & 4. Please share **data for the organization** before you started receiving support from SVP and as of March 31, 2025.

*For **expenditure and reserves**, we have only considered responses where expenditure data was different for prior and current financial years, assuming that the rest of the responses (which had the same expenditure in the two years) to be inaccurately filled in the survey. Therefore, n=33.

		Minimum	Median	Maximum
CAGR of annual expenditure, incl. NGOs that showed degrowth*	INR 0 – 50L	4%	29%	88%
	INR 50 – 1cr	1%	34%	99%
	INR 1cr – 2cr	10%	27%	43%
	INR 2cr – 5cr	9%	13%	15%
	INR 5cr +	0%	16%	39%
	All respondents	0%	14%	99%

26 NGOs with positive CAGRs

21% Median CAGR for NGOs that have a positive CAGR

7 NGOs with negative CAGRs

Notes: (*) n=33. Figures only consider those respondents who answered the question correctly, sharing different data for prior and current financials. Within these 33, outliers have been removed when considering the minimum, maximum and range.

Q3 & 4. Please share **data for the organization** before you started receiving support from SVP and as of March 31, 2025.

	Minimum	Median	Maximum
Number of donors*	- (0 to 0)	**60% ↑** (5 to 8)	- (45 to 45)
Number of full-time employees	- (0 to 0)	**80% ↑** (20 to 36)	- (461 to 461)

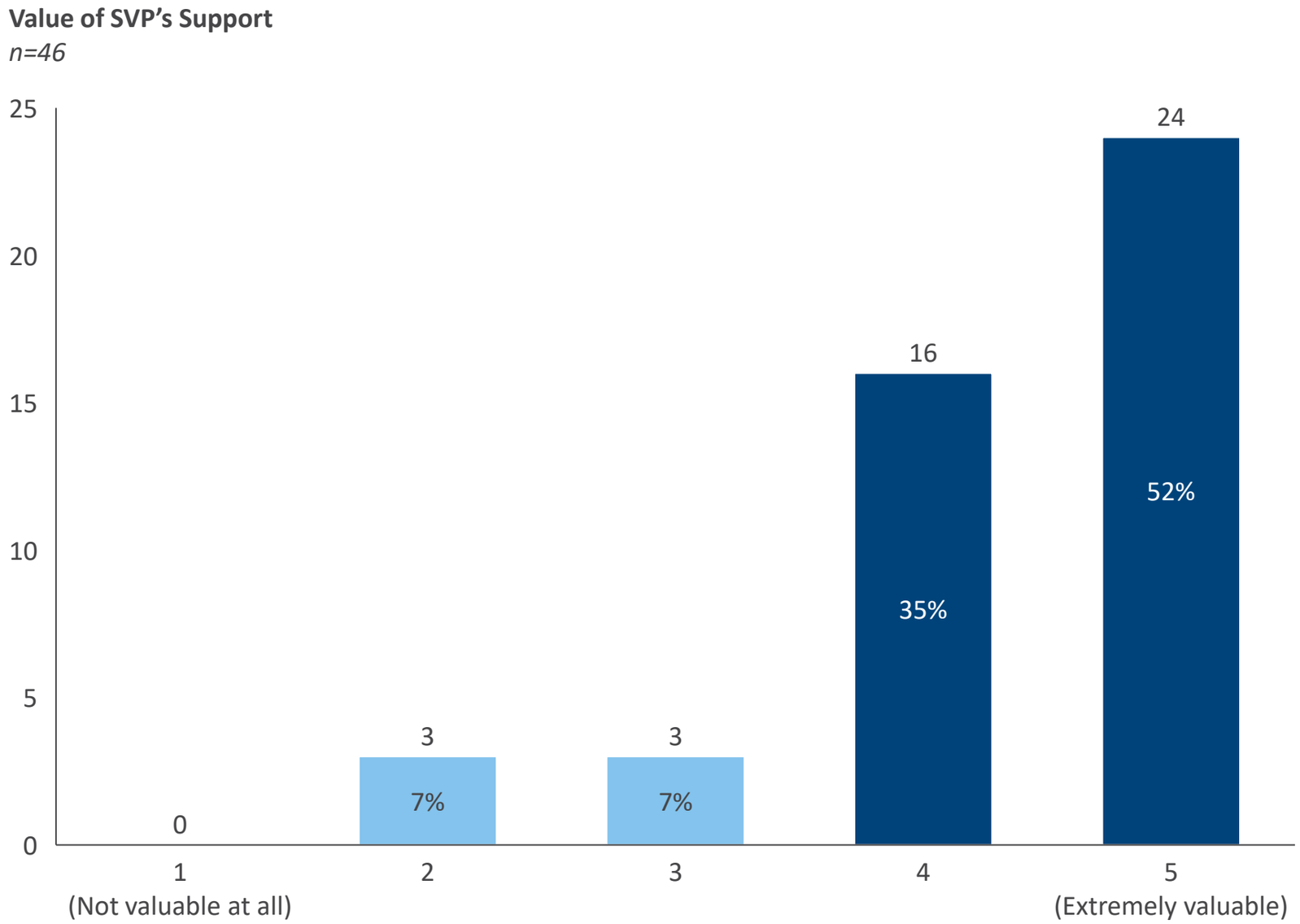
Scale and reach of work

20 NGOs showed an **increase in geographies served**

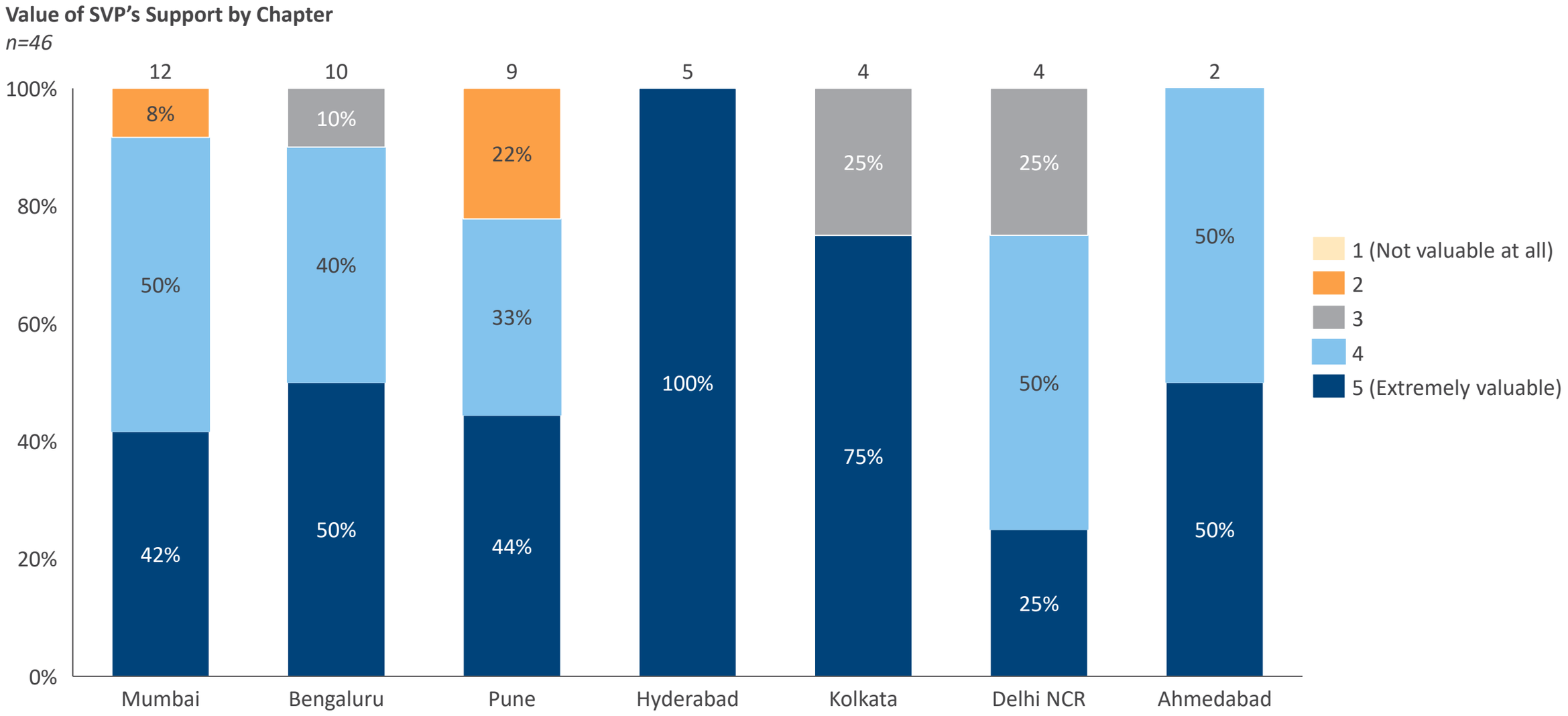
26 NGOs showed an **increase in beneficiaries reached**

Note: (*) Outliers have been removed from the data

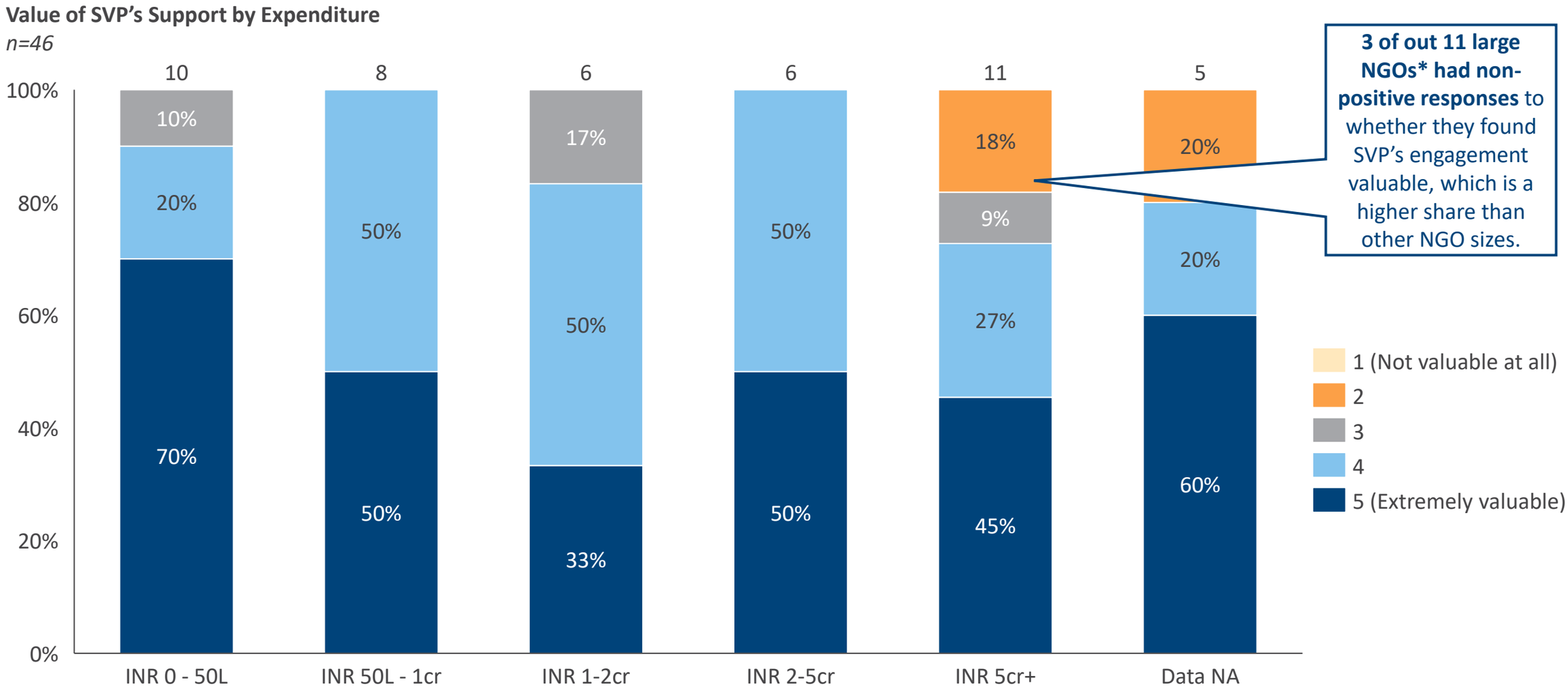
Q5. On a scale of 1-5, how **valuable has the support been from SVP** in achieving your organizational goals and priorities?



Q5. On a scale of 1-5, how **valuable has the support been from SVP** in achieving your organizational goals and priorities?



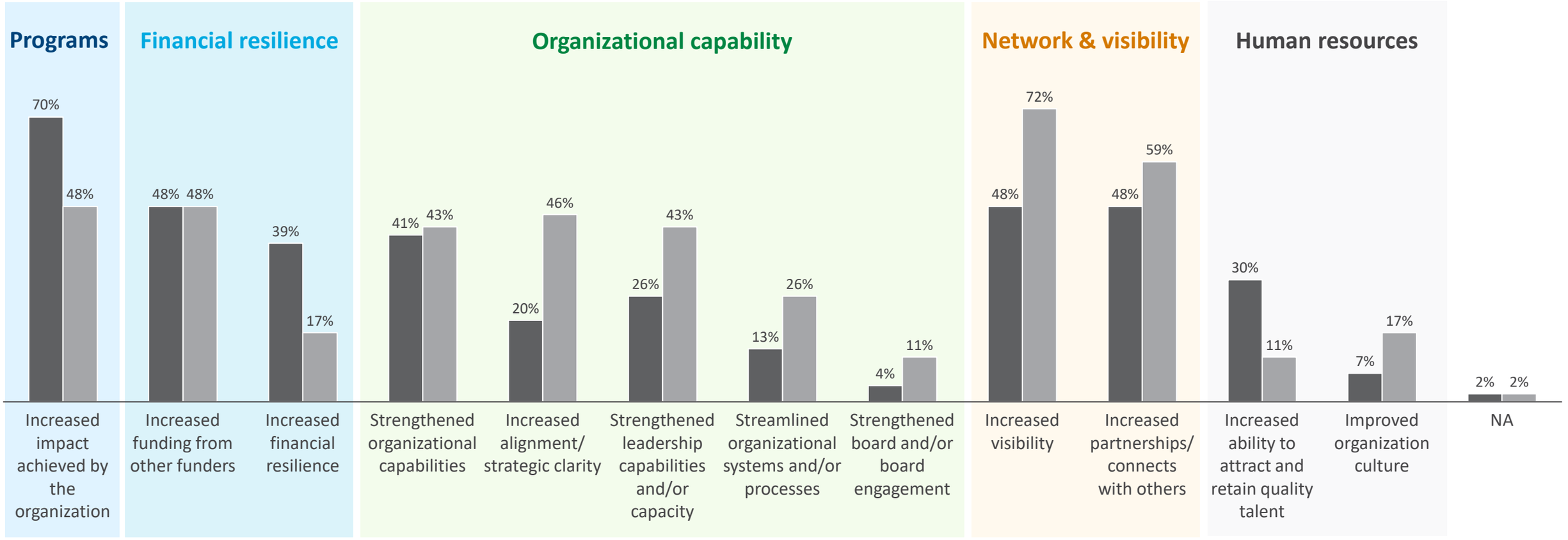
Q5. On a scale of 1-5, how **valuable has the support been from SVP** in achieving your organizational goals and priorities?



Note: (*) includes NGOs with an initial annual expenditure of INR 5cr+

Q6 & 7. What have been the **significant changes in the NGO** as a result of the **financial and non-financial support received** from SVP?

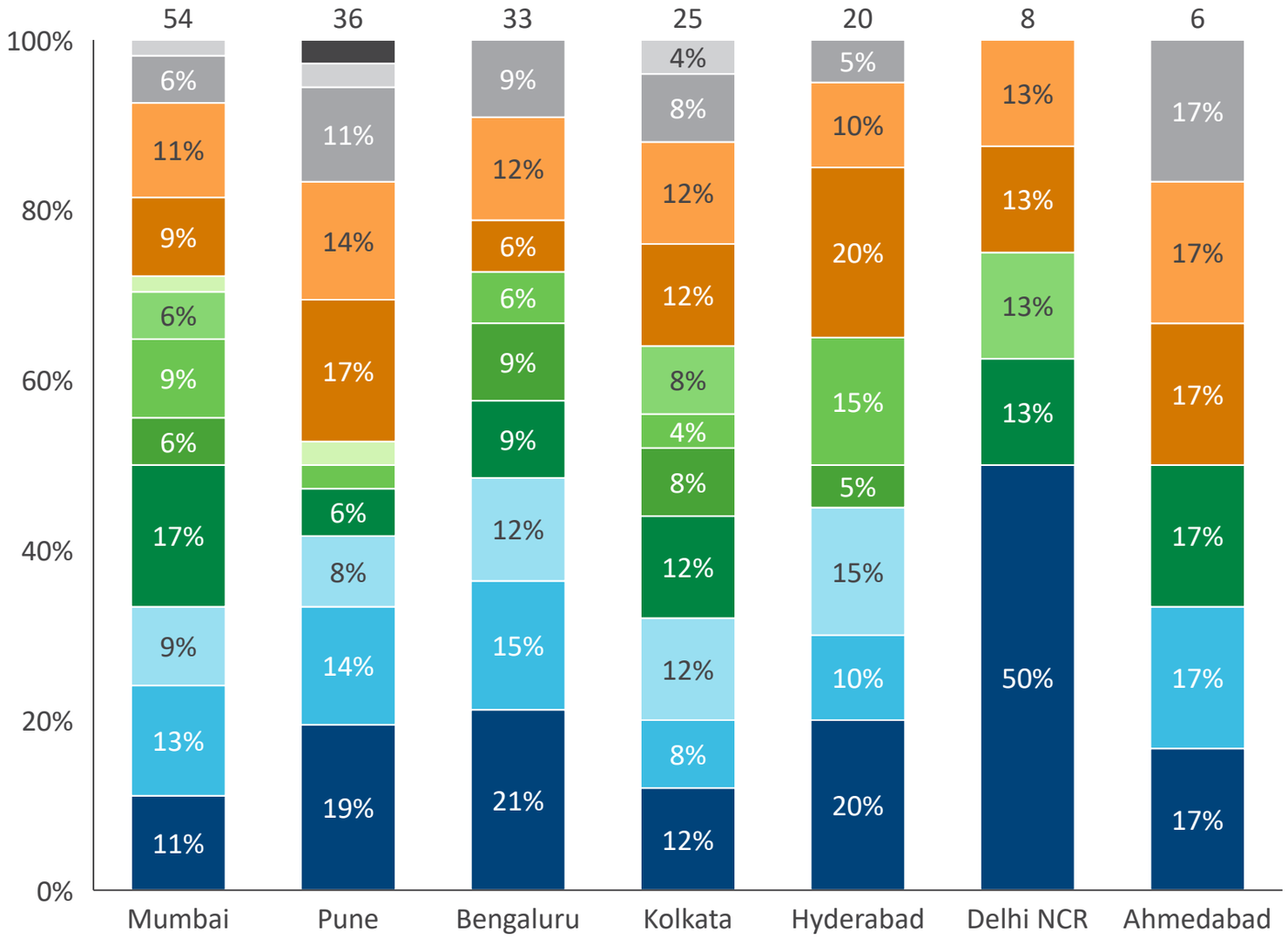
Changes observed due to SVP's engagement
n=46



Q6. What have been the **significant changes in the NGO** as a result of the **financial support received** from SVP?

Significant Changes in NGO due to Financial Support by Chapter

n=46



Most of the older and more mature chapters (Bengaluru, Mumbai, Pune, Kolkata, Hyderabad) are able to provide a wide range of supports

- NA
- Improved organization culture
- Increased ability to attract and retain quality talent

Human resources

- Increased partnerships/ connects with others
- Increased visibility

Network & visibility

- Strengthened board and/or board engagement
- Streamlined organizational systems and/or processes
- Strengthened leadership capabilities and/or capacity
- Increased alignment/ strategic clarity
- Strengthened organizational capabilities

Organizational capability

- Increased financial resilience
- Increased funding from other funders

Financial resilience

- Increased impact achieved by the organization

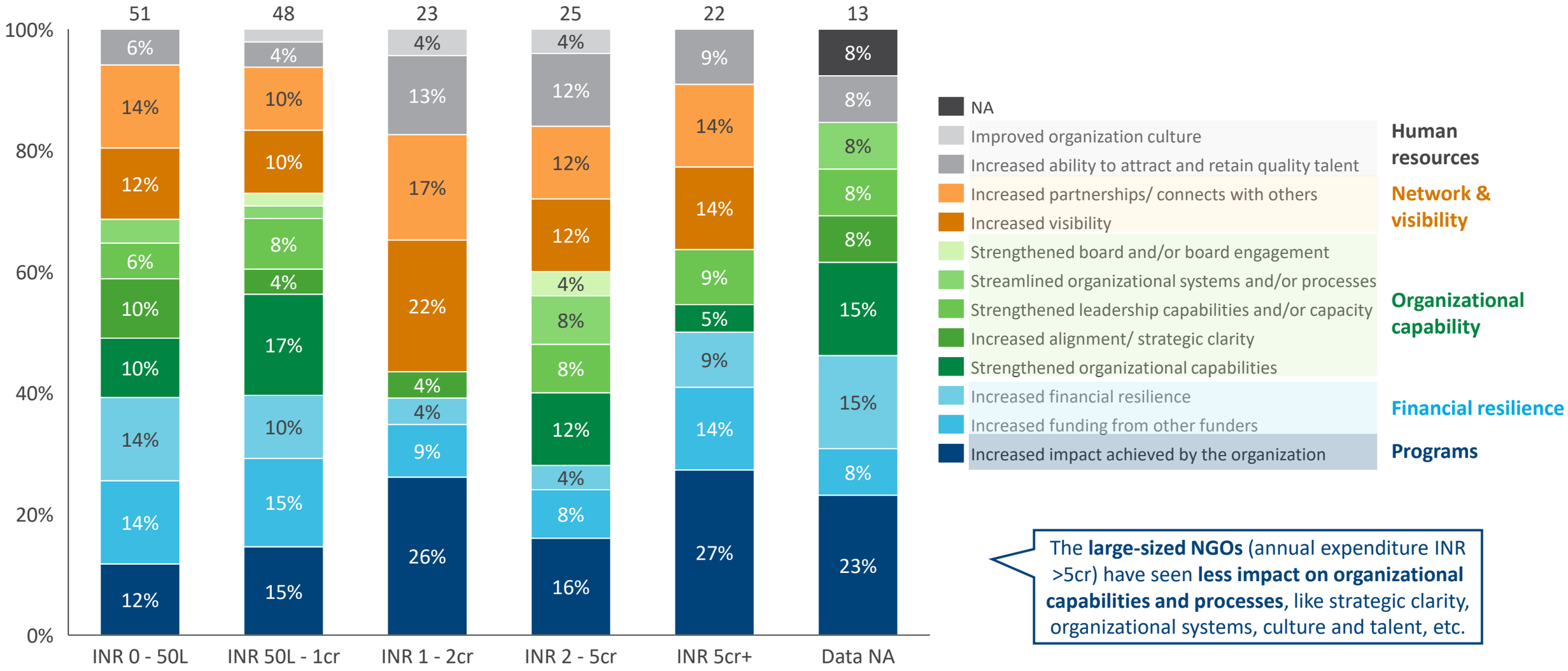
Programs

A few respondents (3 in total) also highlighted that they received initial or “seed” funding for new technologies and pilots

Q6. What have been the **significant changes in the NGO** as a result of the **financial support received** from SVP?

Significant Changes in NGO due to Financial Support by Expenditure

n=46



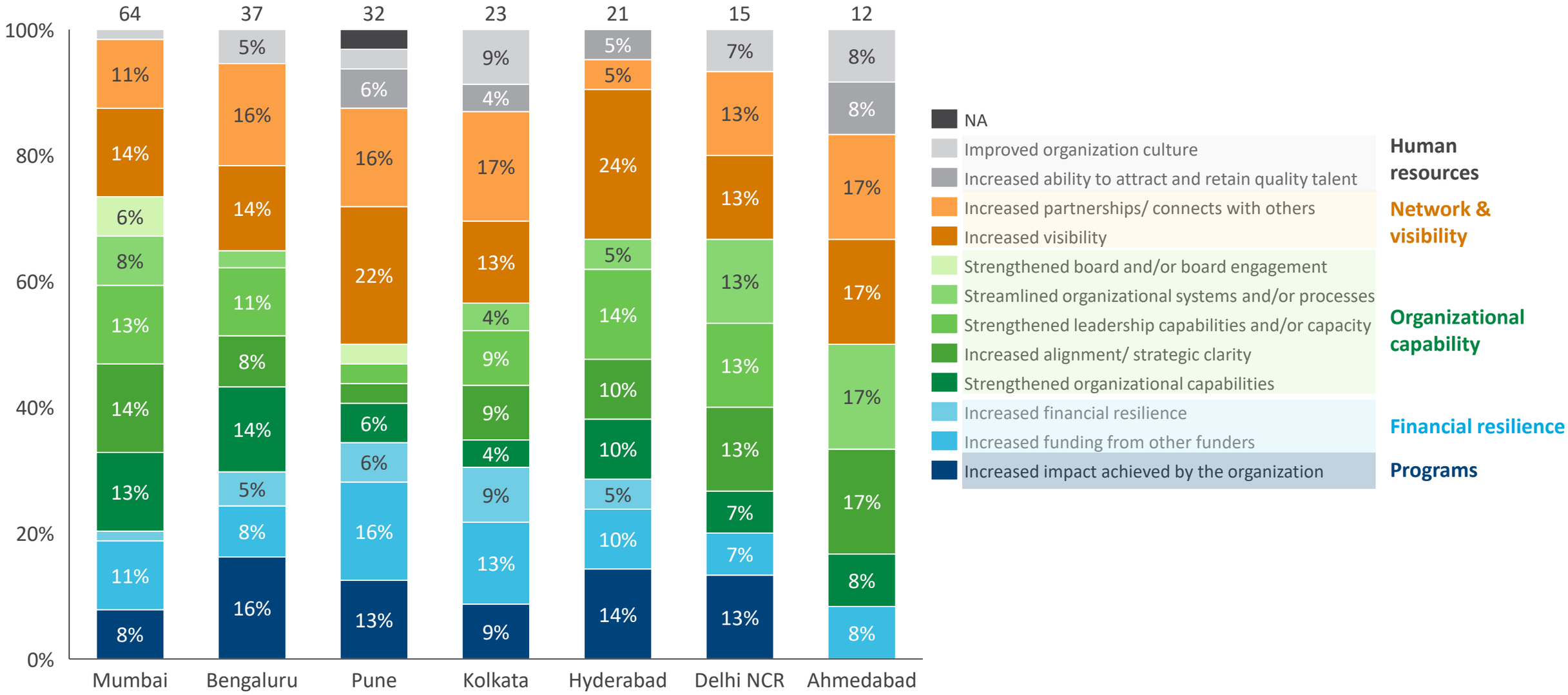
The **large-sized NGOs** (annual expenditure INR >5cr) have seen **less impact on organizational capabilities and processes**, like strategic clarity, organizational systems, culture and talent, etc.

Note: Bar totals indicate total number of responses per answer choice.

Q7. What have been the **significant changes in the NGO** as a result of the **non-financial support received** from SVP?

Significant Changes in NGO due to Non-Financial Support by Chapter

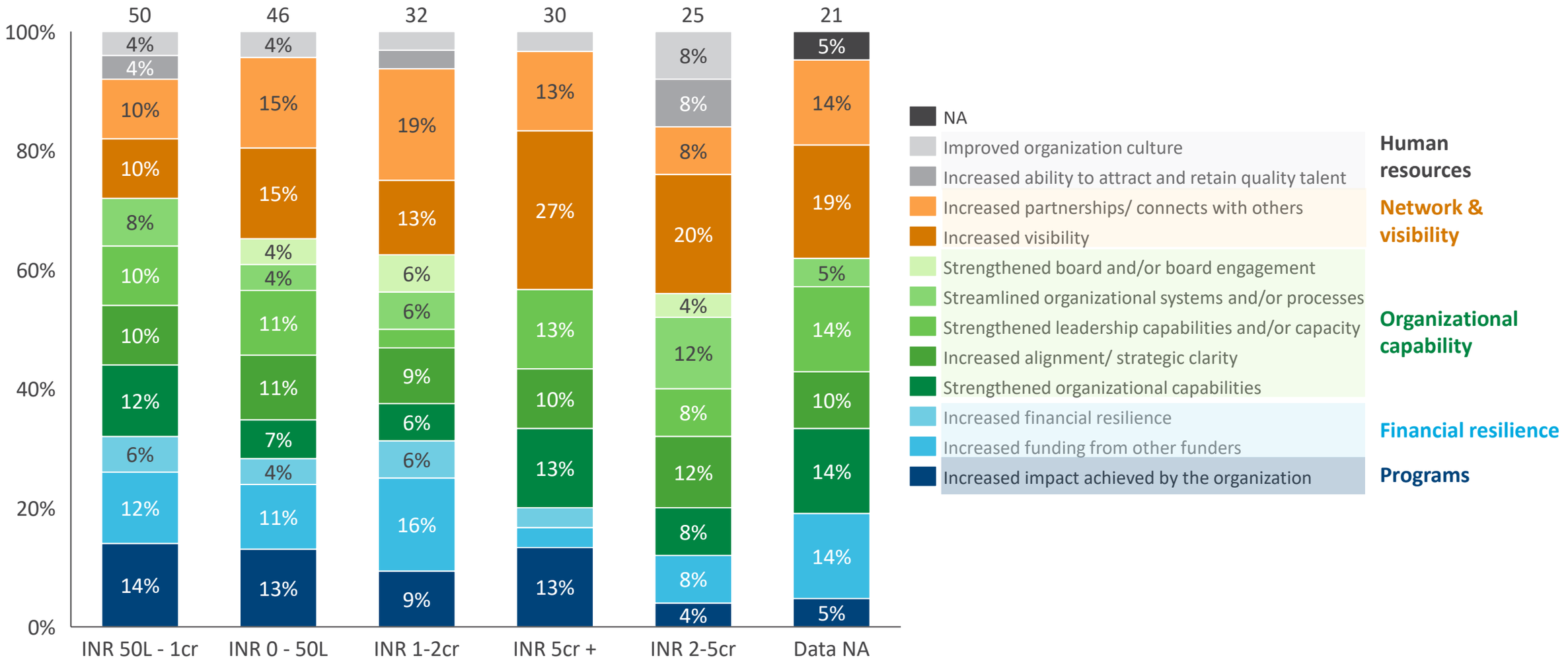
n=46



Q7. What have been the **significant changes in the NGO** as a result of the **non-financial support received** from SVP?

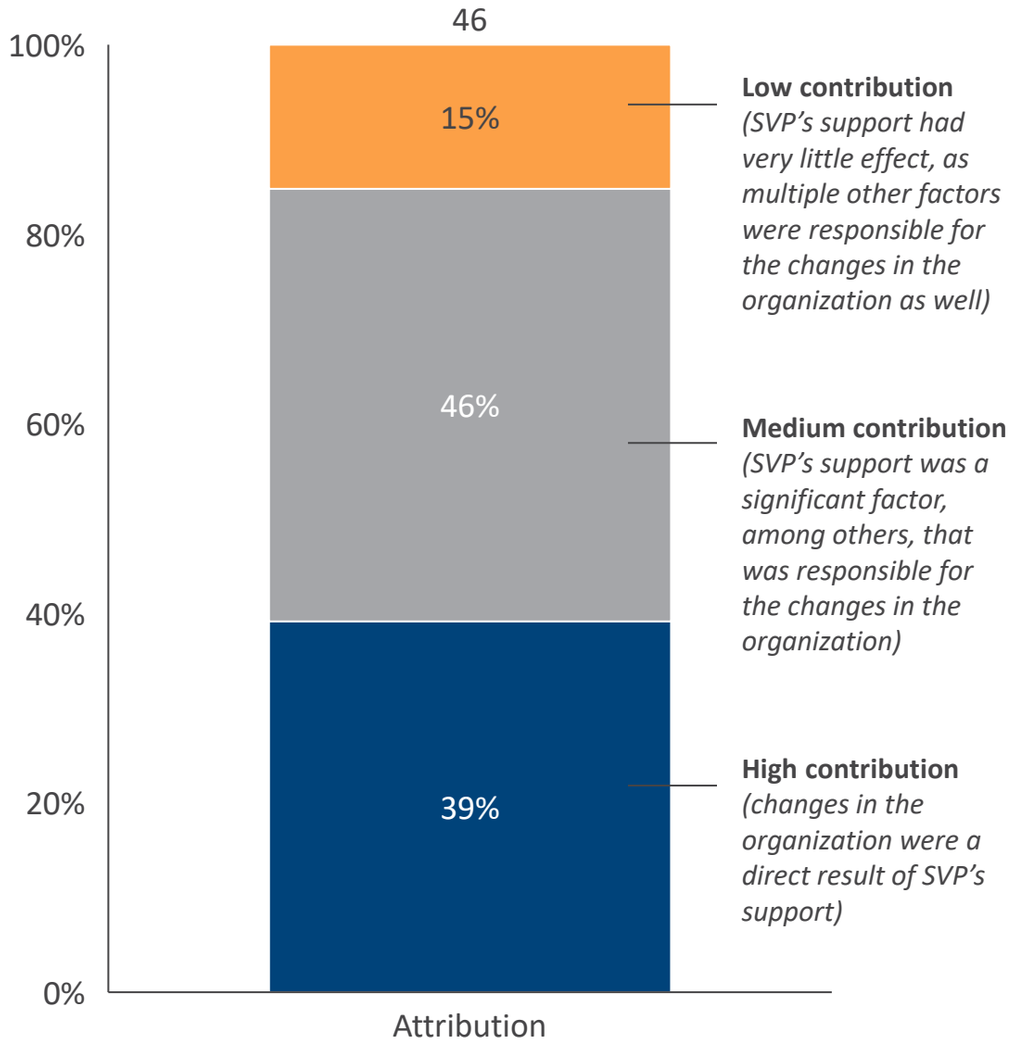
Significant Changes in NGO due to Non-Financial Support by Expenditure

n=46



Q8. How much do you **contribute the changes in the organization** (identified above) to the support received from SVP?

Contribution of SVP's Support to Changes in the Organization
n=46

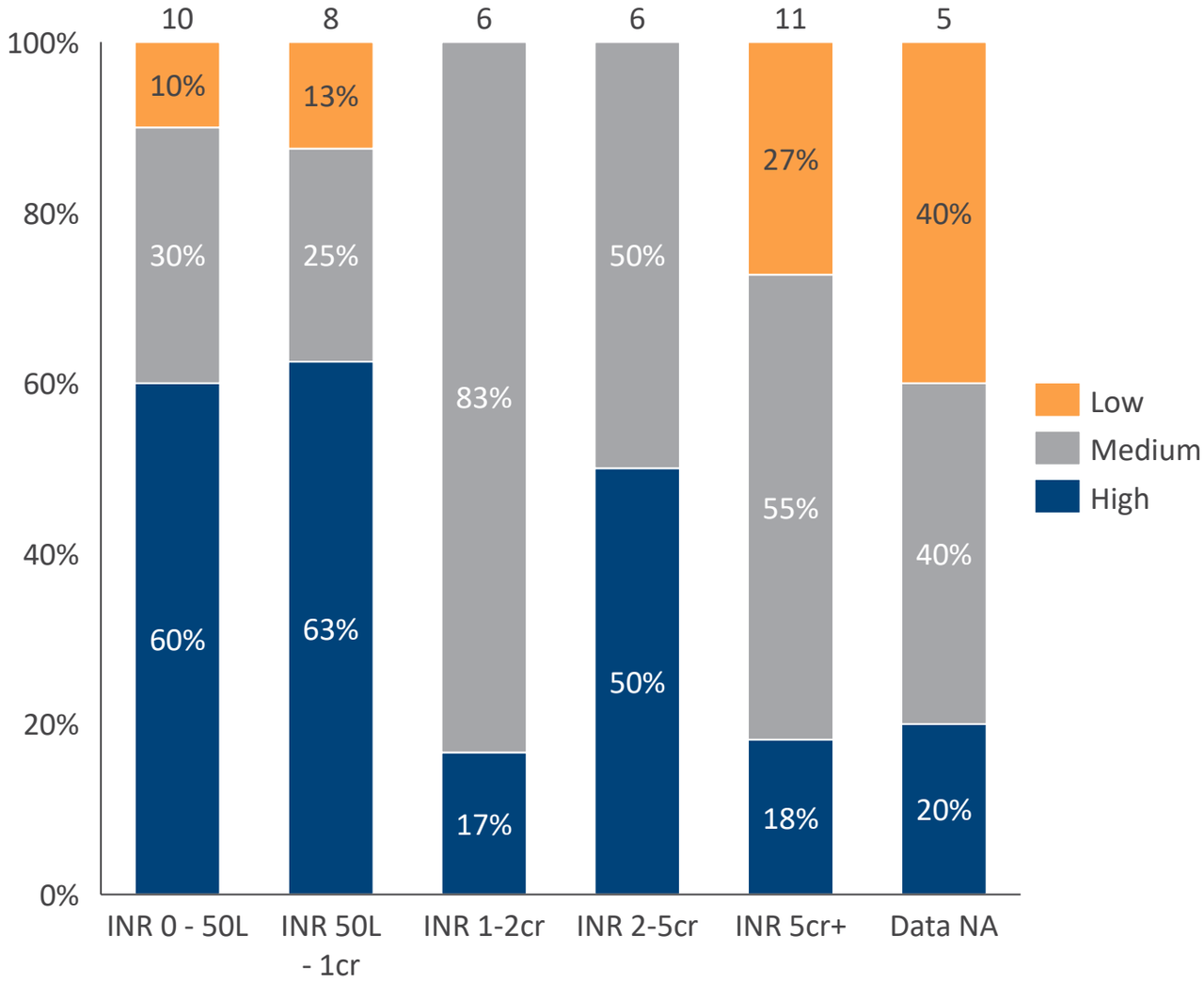


Low contribution
(SVP's support had very little effect, as multiple other factors were responsible for the changes in the organization as well)

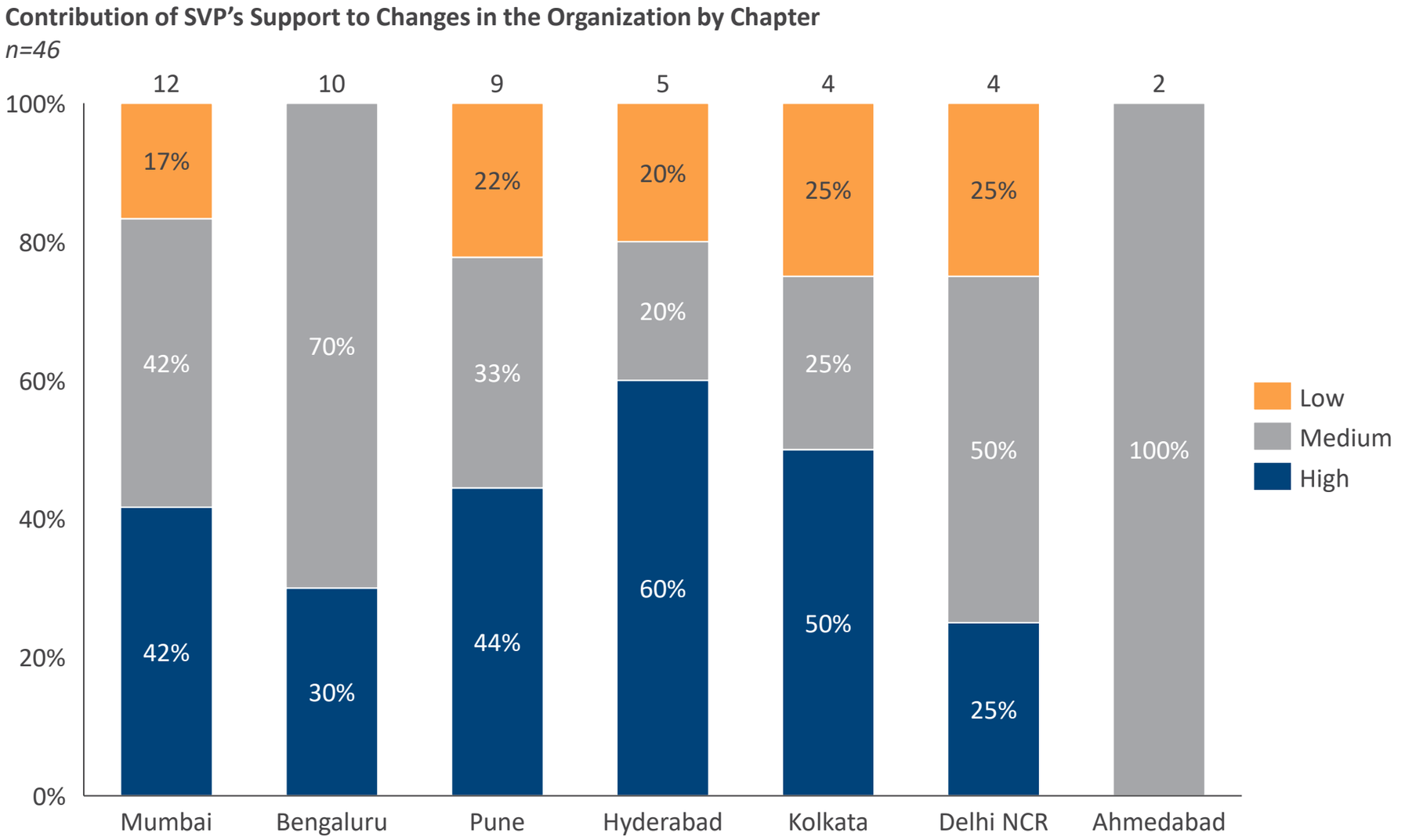
Medium contribution
(SVP's support was a significant factor, among others, that was responsible for the changes in the organization)

High contribution
(changes in the organization were a direct result of SVP's support)

Contribution of SVP's Support to Changes in the Organization by Expenditure
n=46

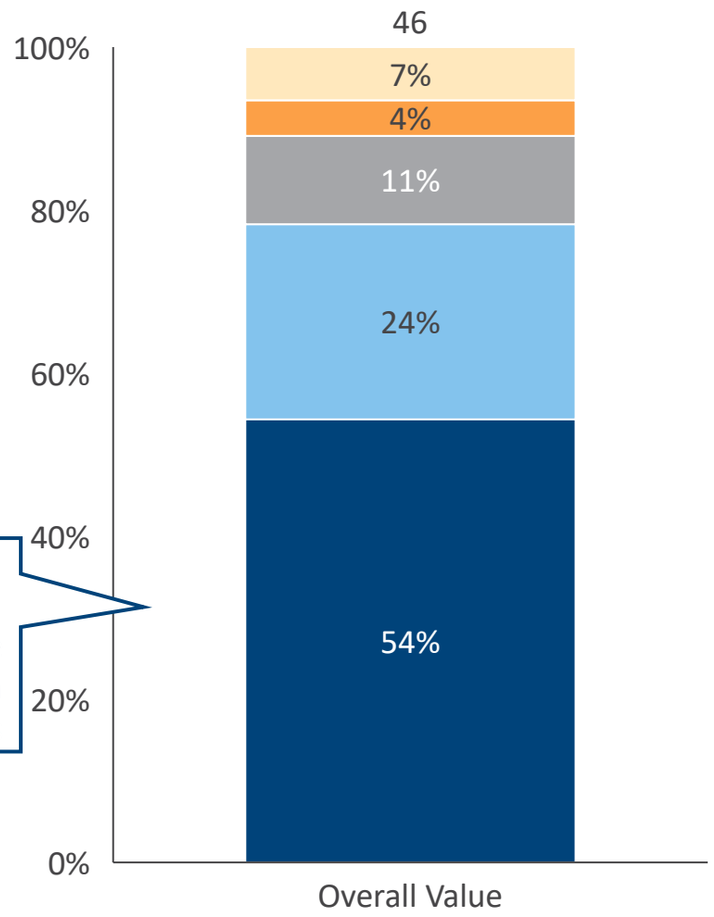


Q8. How much do you **contribute the changes in the organization** (identified above) to the support received from SVP?



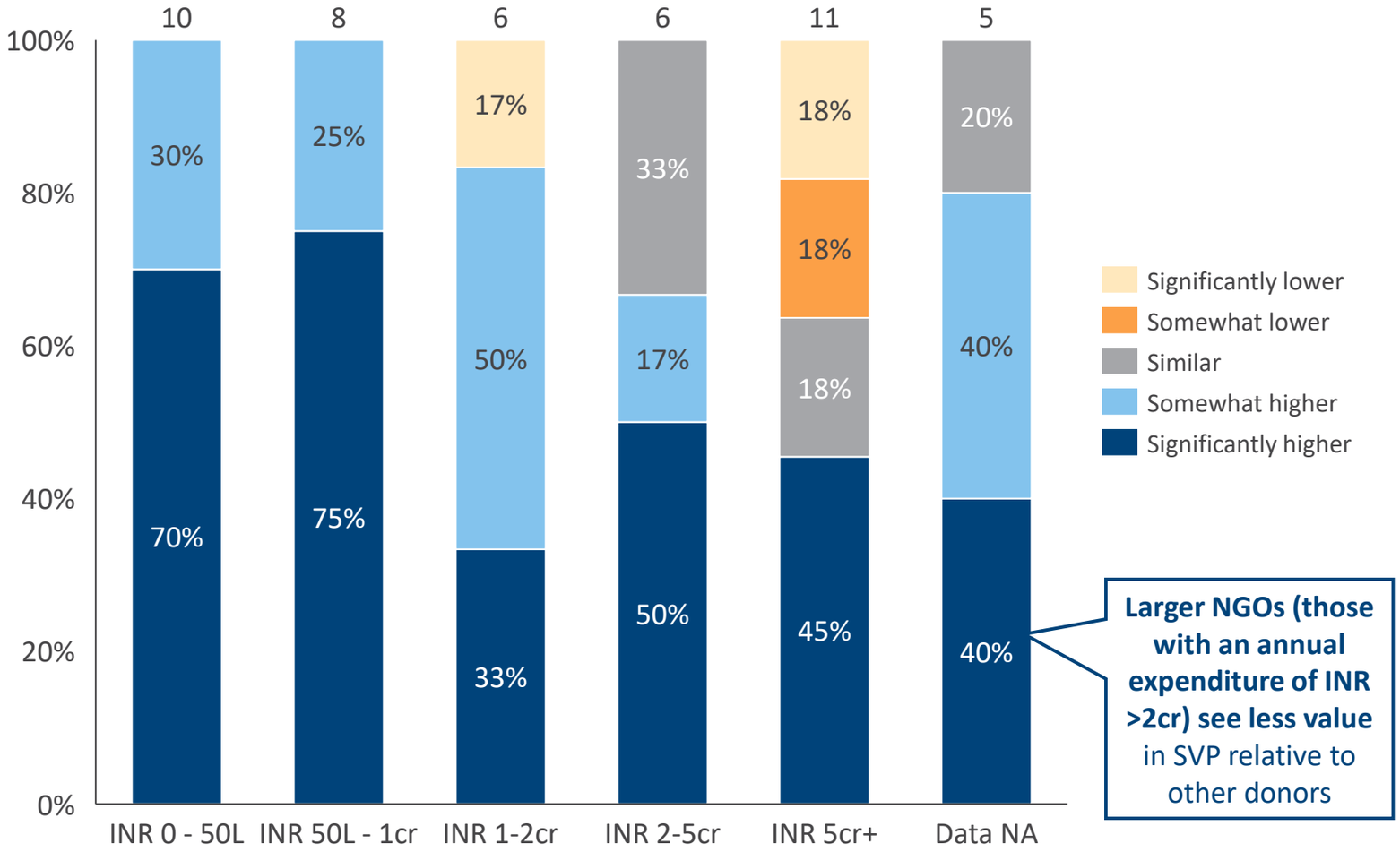
Q9. How would you perceive the **overall value of the engagement** with SVP and your LPs, **relative to other donors**?

Overall Value from SVP Engagement Relative to Other Donors
n=46



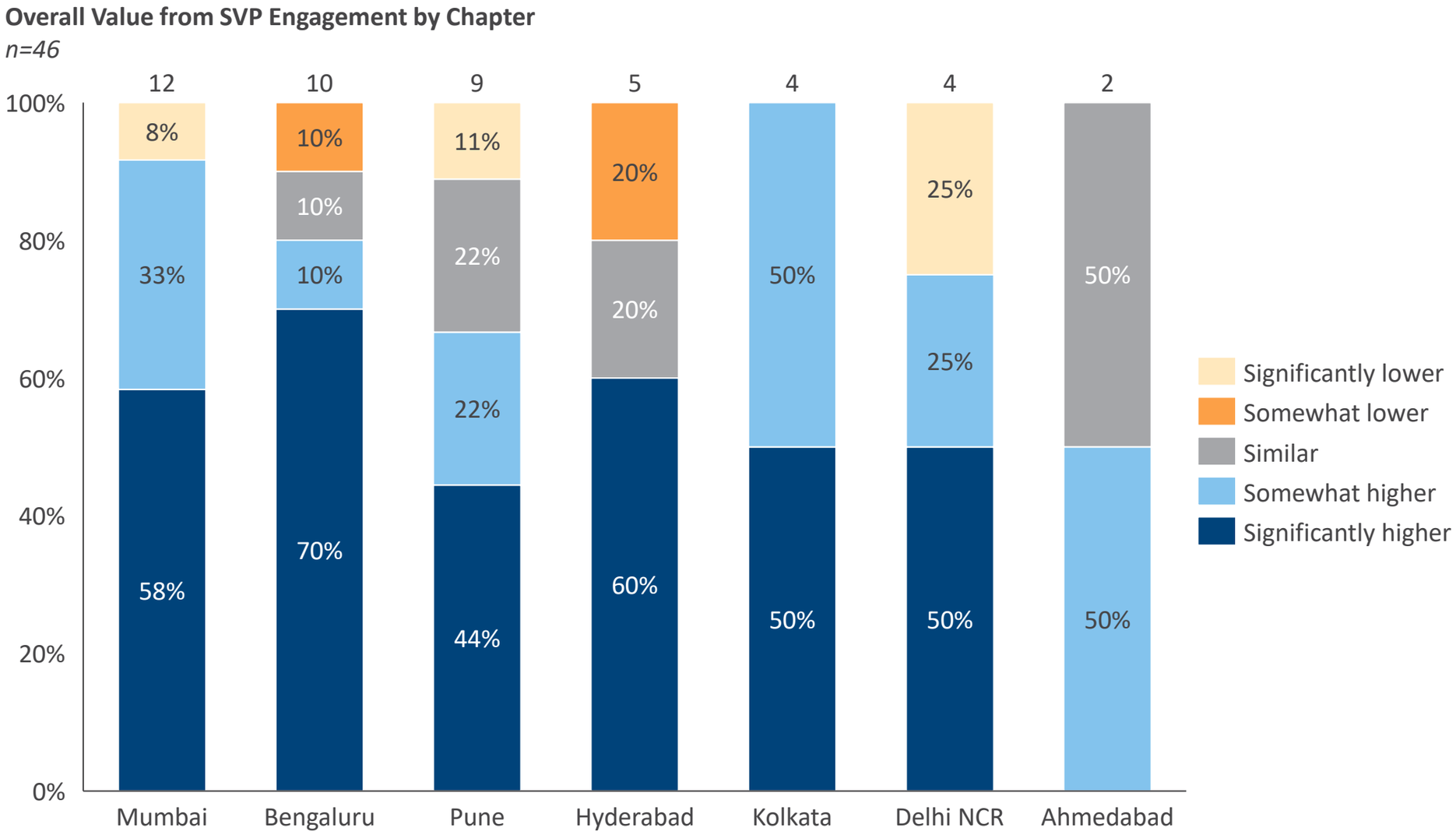
78% of NGOs found SVP's support more valuable than other funders

Overall Value from SVP Engagement Relative to Other Donors by Expenditure
n=46



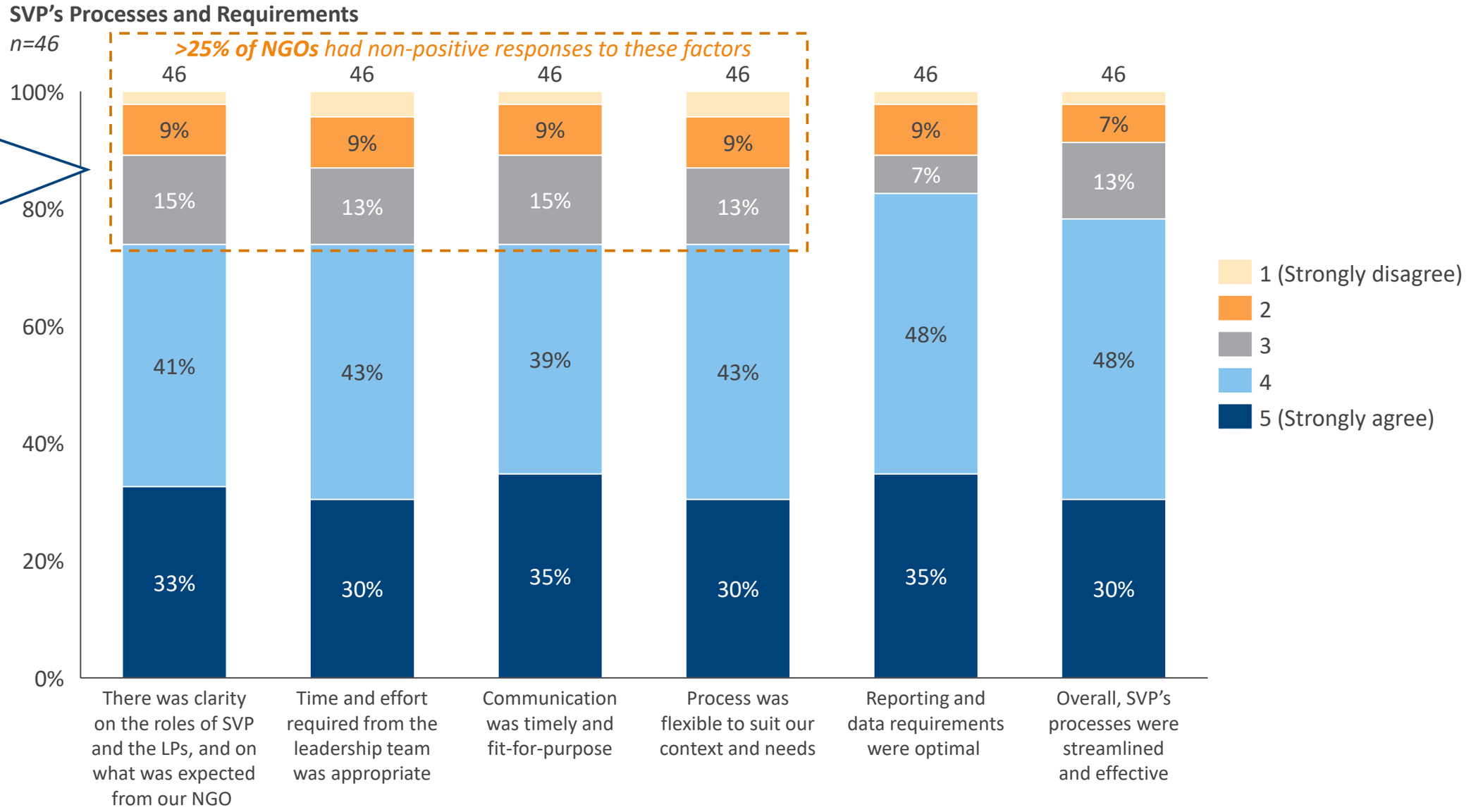
Larger NGOs (those with an annual expenditure of INR >2cr) see less value in SVP relative to other donors

Q9. How would you perceive the **overall value of the engagement** with SVP and your LPs, **relative to other donors**?

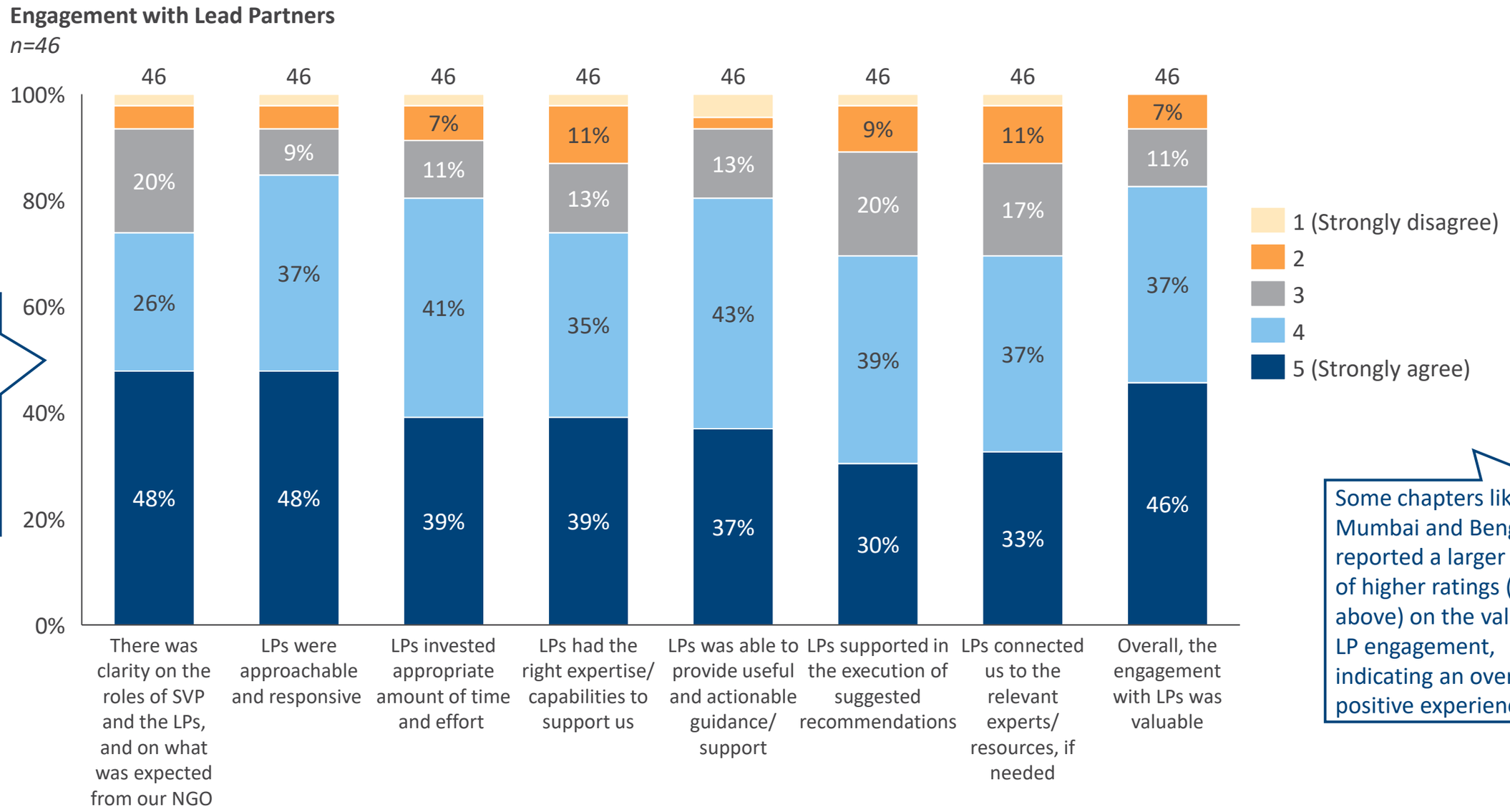


Q10. How would you rate **SVP's processes and requirements** during the engagement on the following parameters?

9 out of 11 of the non-positive instances for role clarity have been reported by NGOs who have engaged with SVP after 2020



Q11. How would you rate the **engagement with the Lead Partners** (as a group) on the following parameters

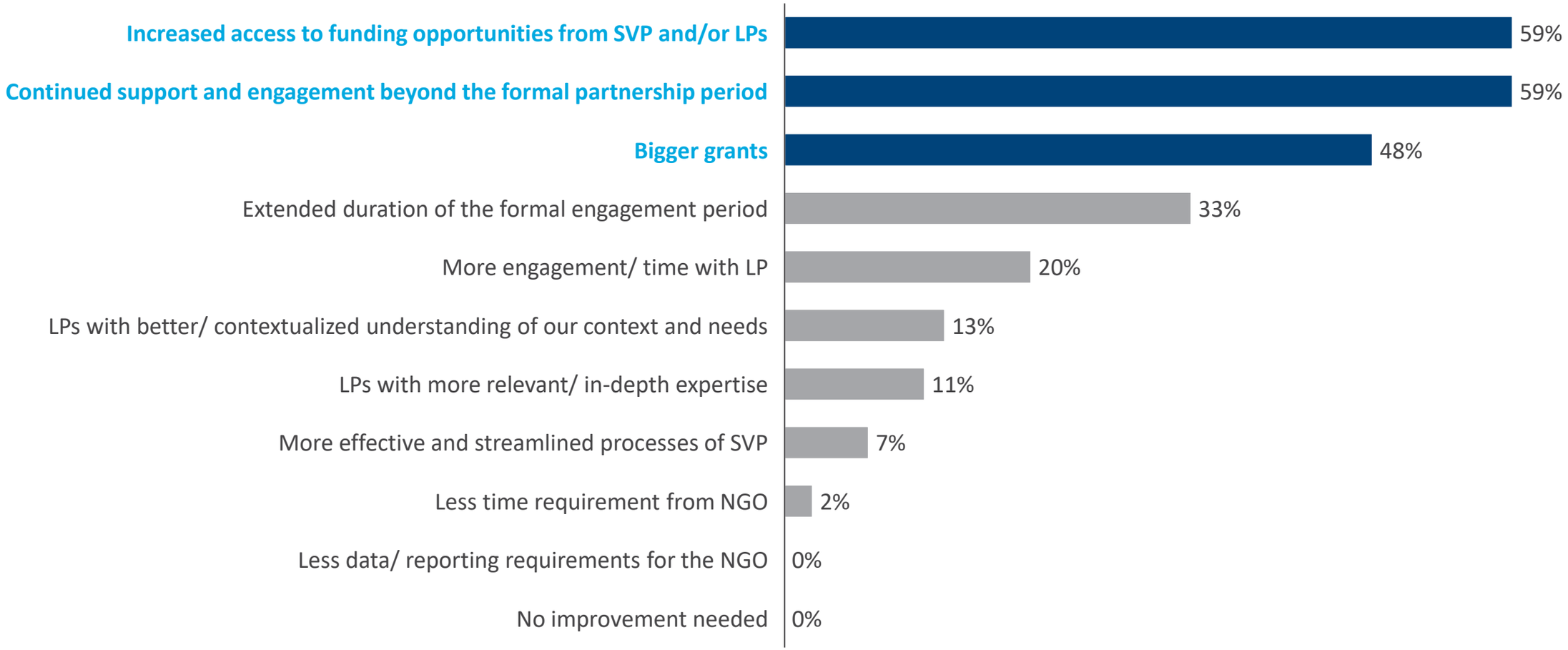


NGOs generally felt that LPs were approachable and but could have supported execution or connected to experts

Some chapters like Mumbai and Bengaluru reported a larger share of higher ratings (4 or above) on the value of LP engagement, indicating an overall positive experience

Q12. How can SVP **improve the support** it provides to NGOs, and **engagement** with LPs? *(select up to 3)*

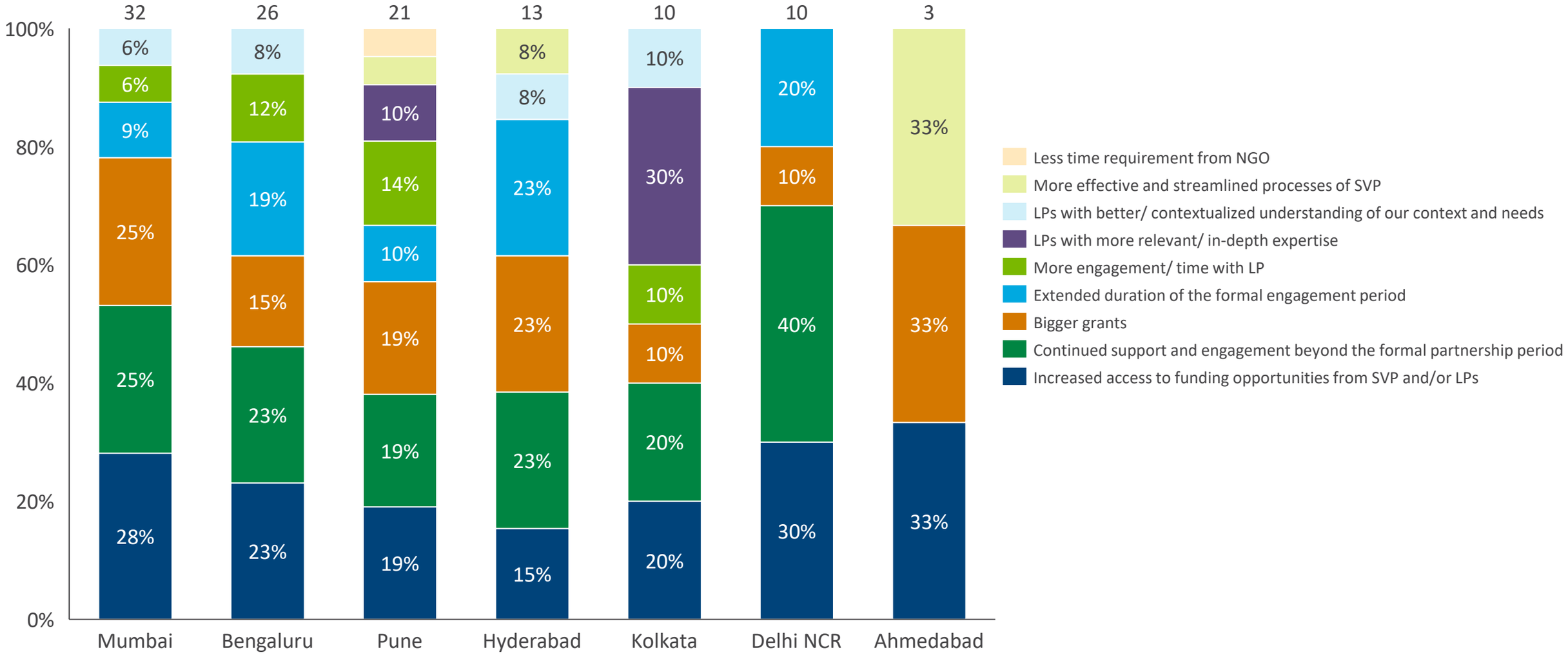
% of respondents who selected the following areas of support:
n=46



Q12. How can SVP **improve the support** it provides to NGOs, and **engagement** with LPs? *(select up to 3)*

Areas of Improvement for SVP by Chapter

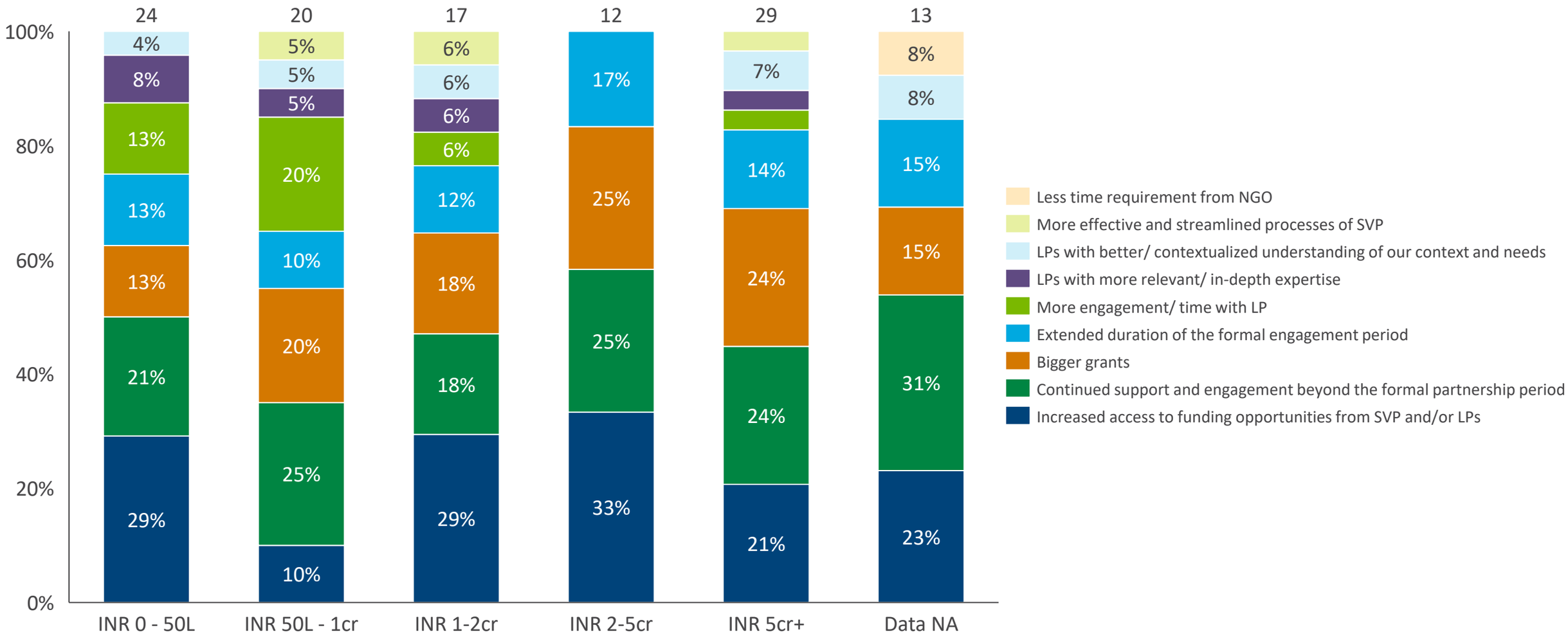
n=46



Q12. How can SVP **improve the support** it provides to NGOs, and **engagement** with LPs? *(select up to 3)*

Areas of Improvement for SVP by Expenditure

n=46




The Bridgespan Group