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**Busara works  
with researchers and  
organizations to advance and  
apply behavioral science in  
pursuit of poverty alleviation.**

April 29, 2016

IPA Financial Inclusion EOI

Re: Letter of support for project "Using Lotteries to Increase Savings"

Dear Financial Inclusion Review Team,

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The Busara Center for Behavioral Economics is a non-profit organization founded in 2012 by Professor Johannes Haushofer (Princeton University) and operating under the leadership of Dr. Jeremy Shapiro. Busara has worked with a number of leading universities and research organizations around the world, including the World Bank, IFPRI, MIT, Harvard, UC Berkeley, among others, on projects related to savings, inequality, entrepreneurship, and other questions central to development economics.

We are writing in support of the project titled "Using Lotteries to Increase Savings" by Justin Abraham and Chaning Jang. We at Busara have the resources to implement this innovative lab/field experiment and have assisted the PIs in running their previous experiment, on which this project is based. Please note that Chaning is on the board of directors of Busara, but has no financial interest in the organization.

We believe Busara is uniquely suited to implement this project – we have the technical resources, the interactive computer lab, and a subject pool of over 12,000 from low-income areas from Nairobi to draw the experimental pool from. We enthusiastically support this application and agree to make available our resources for the execution of this project. If you have any questions about Busara, or how we may share implementation with IPA, please do not hesitate to reach out.

Best Regards,

James Vancel  
Managing Director

*The Busara Center for Behavioral Economics*