



**The VinaCapital Foundation**

Financial statements  
for the year ended 31 December 2010



**The VinaCapital Foundation  
Foundation Information**

**Establishment Certificate No.** C200711501675 26 April 2007

The certificate was issued by the state of North Carolina in the United States of America for an unlimited period of operation.

**Operating Licence No.** BM 453/UB-HD 20 June 2008  
BM 138/UB-HD 13 January 2010

The licence and update were issued by the Committee for Foreign NGO Affairs (COMINGO) in Vietnam. The operating licence was originally valid from 25 June 2008 to 28 July 2010, and has subsequently been extended to 13 January 2012.

|                           |                     |           |
|---------------------------|---------------------|-----------|
| <b>Board of Directors</b> | Don Di Lam          | Chairman  |
|                           | Robin King Austin   | Member    |
|                           | Hong Nam Quang      | Member    |
|                           | Pham Ngoc Trai      | Member    |
|                           | Nguyen Tran Anh Chi | Secretary |
|                           | Brook Taylor        | Treasurer |

For the Vietnam operations, Robin King Austin acts as Executive Director on behalf of the Board. This has been registered and approved in the Operation License.

**Registered Office**  
VinaCapital Foundation  
Sun Wah Tower, 17th Floor  
115 Nguyen Hue, District 1  
Ho Chi Minh City  
Viet Nam

**Auditor**  
KPMG Limited  
Vietnam

**The VinaCapital Foundation  
Report of the Board of Directors**

**STATEMENT OF THE BOARD OF DIRECTORS' RESPONSIBILITY IN RESPECT  
OF THE FINANCIAL STATEMENTS**

The Board of Directors is responsible for the financial statements of VinaCapital Foundation (“the Foundation”) of each financial year. To the best of the Directors’ knowledge, the financial statements give a true and fair view of the fund balance of the Foundation as at 31 December 2010 and of the cash received and disbursed during the year then ended.

The Board of Directors is required to select suitable accounting policies and then to apply them consistently. The Directors are also responsible for:

- ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of the Foundation; and
- safeguarding the assets of the Foundation and for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board of Directors confirms that they have complied with the above requirements in preparing the financial statements.

**Approval of the financial statements**

We hereby approve the accompanying financial statements on pages 4 to 14 which give a true and fair view of the fund balance of the Foundation as at 31 December 2010 and of the donations received and disbursed during the year then ended, in accordance with the accounting policies as described in Note 2 to the financial statements.

On behalf of the Board of Directors



Robin King Austin  
*Executive Director*

Ho Chi Minh City, Vietnam

Date:

20 APR 2011



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## **REPORT OF THE INDEPENDENT AUDITORS**

### **To the Board of Directors The VinaCapital Foundation**

We have audited the accompanying financial statements of the VinaCapital Foundation (“the Foundation”), which comprise the Statement of fund balance as at 31 December 2010, the Statement of receipts and payments for the year then ended and notes, comprising a summary of significant accounting policies and other explanatory information (“the financial statements”). The financial statements have been prepared by the management of the Foundation using the basis of accounting and the accounting policies described in Note 2 to the financial statements.

### **Management’s responsibility for the financial statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the basis of accounting and the accounting policies described in Note 2 to the financial statements, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. Management is also responsible for determining and applying appropriate accounting policies that are acceptable in the circumstances.

### **Auditors’ responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



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## **Audit Opinion**

In our opinion, the financial statements present fairly, in all material respects, the fund balance of the Vina Capital Foundation as of 31 December 2010, and the funds received and payments made in the year then ended, in accordance with the basis of accounting and the accounting policies as described in Note 2 to the financial statements.

## **Basis of accounting**

Without modifying our opinion, we draw attention to Note 2 to the financial statements, which describes the basis of accounting and the accounting policies adopted by the Foundation. The financial statements are prepared for the information of and use by the management of the Foundation. As a result, the financial statements may not be suitable for another purpose.

## **Other Matter**

The financial statements of the Foundation for the year ended 31 December 2009 were audited by another firm of auditors whose report dated 15 April 2010 expressed an unmodified opinion on those financial statements.

*KPMG Limited*

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**KPMG Limited**

Vietnam

Investment Licence No: 011043000345

Audit Report No: 10-01-665

Ho Chi Minh City, 20 APR 2011

**The VinaCapital Foundation**  
**Statement of receipts and payments for the year ended 31 December 2010**

|   | Note | 2010<br>USD      | 2009<br>USD<br>Restated |
|---|------|------------------|-------------------------|
| <b>Receipts</b>   |      |                  |                         |
| Donations in cash   | 3    | 1,036,012        | 595,319                 |
| Donations provided directly to hospitals                    | 4    | 24,439           | 24,737                  |
| <b>Total receipts</b>                                       |      | <b>1,060,451</b> | <b>620,056</b>          |
| <b>Payments</b>   |      |                  |                         |
| <i>Program costs</i>  |      |                  |                         |
| Improving health care access and outcomes for poor children | 5    | (443,246)        | (391,671)               |
| Increasing capacity for pediatric and cardiac care          | 6    | (181,283)        | (142,955)               |
| Heart program   | 7    | -                | (13,286)                |
| New Pediatric Hospital Project                              | 8    | (5,094)          | -                       |
| Encourage Philanthropy in Vietnam                           | 9    | (4,779)          | -                       |
| Khanh Hoa Pediatric Hospital Project                        |      | -                | (7,238)                 |
| General Program costs                                       |      | (95,556)         | -                       |
| <i>Total program costs</i>                                  |      | (729,958)        | (555,150)               |
| Fundraising costs   |      | (137,406)        | -                       |
| Administration costs  |      | (84,513)         | -                       |
| <b>Total payments</b>                                       |      | <b>(951,877)</b> | <b>(555,150)</b>        |
| <b>Foreign exchange losses</b>                              |      | <b>2,810</b>     | <b>-</b>                |
| <b>Surplus of receipts over payments</b>                    |      | <b>111,384</b>   | <b>64,906</b>           |

Approved by  
  
 Robin King Austin  
 Executive Director

20 APR 2011

**The VinaCapital Foundation**  
**Statement of fund balance for the year ended 31 December 2010**

|                                  | Note | 2010<br>USD    | 2009<br>USD<br>Restated |
|----------------------------------|------|----------------|-------------------------|
| <b>Opening fund balance</b>      |      | 127,383        | 62,477                  |
| <i>Add:</i>                      |      |                |                         |
| Surplus of receipt over payments |      | 111,384        | 64,906                  |
| <b>Closing fund balance</b>      |      | <u>238,767</u> | <u>127,383</u>          |
| <b>Represented by</b>            |      |                |                         |
| Cash in bank                     | 10   | 238,767        | 127,383                 |
| <b>Closing fund balance</b>      |      | <u>238,767</u> | <u>127,383</u>          |

Approved by:

  
*Robin King Austin*  
 Robin King Austin  
 Executive Director

20 APR 2011

**The VinaCapital Foundation**  
**Notes to the financial statements for the year ended 31 December 2010**

These notes form an integral part of, and should be read in conjunction with, the accompanying financial statements.

**1. Reporting entity**

The VinaCapital Foundation (“the Foundation”) is a non-profit, non-governmental, non religious and humanitarian organization, established under Certificate No. C200711501675 dated 26 April 2007 issued by the state of North Carolina in the United States of America for an unlimited period of operation. In order to operate in Vietnam, the Foundation obtained operating license No. BM 453/UB-HD, dated 20 June 2008, which has subsequently updated by operating license No. BM 138/UB-DA, dated 13 January 2010. The operating licenses consecutively cover the period from 25 June 2008 to 13 January 2012.

As at 31 December 2010, the Foundation had 8 staffs (31/12/2009: 6 staffs).

The mission of the VinaCapital Foundation is to empower the youth and children of Vietnam by providing opportunities for growth through health and education projects. The Foundation engages in a number of different programs that support the mission as follows:

**A. Improving Health Care Access and Outcomes for Poor Children**

**Heartbeat Vietnam (HBVN)**

The project assists poor children with heart disease to receive life-saving heart surgery in Vietnam. Most children are identified and referred by their local authority. Each local commune assesses the children and provides families with documentation of their family economic status and a poverty certificate. The local Department of Labor, Invalids, and Social Affairs (DOLISA) refers children to the Sponsoring Association for Poor Patients (SAPP) in Ho Chi Minh City and the VinaCapital Foundation. SAPP and the Foundation review each case and assign the children to the hospital where they will receive their operations. In most cases, the VinaCapital Foundation shares the cost with the local provincial government and SAPP. All parties pay directly to the hospital.

The VinaCapital Group has made a commitment to match 100% of all donations to Heartbeat Vietnam, and the matched donation goes directly to the child’s hospital bill.

**Mobile Medical Outreach Clinics**

The VinaCapital Foundation started a program to hold provincial outreach clinics staffed by volunteer doctors and surgeons from major hospitals in Vietnam. Each outreach clinic provides free care to 100-400 children, including diagnostic testing, treatment, and placement on the cardiac surgery waiting list if required. These clinics allow hundreds of poor children to be examined and diagnosed by the country’s top cardiologists and surgeons without ever having to leave their home province.



## **The VinaCapital Foundation**

### **Notes to the financial statements for the year ended 31 December 2010 (continued)**

#### **Family Grants and Continuing Care for Heart Alumni**

The Foundation provides one year of post-operative medical care, nutritional support, and money for school fees. Additionally, smaller one-time grants can be provided as needed. Family grants are one-time and support needs such as food for the family during the hospital stay or transportation to the surgery or doctor.

#### **B. Increasing Capacity for Pediatric and Cardiac Care**

Medical infrastructure and basic medical knowledge already exists in Vietnam, and the capacity for pediatric care, pediatric intensive care, pediatric emergency care, neonatal care, cardiac care, and cardiac surgery can be dramatically and immediately increased by adding equipment and providing training. To that end, the VinaCapital Foundation has developed and implemented several large-scale capacity-building programs:

##### **Instruments in Hand: Medical Equipment Donations**

The Foundation supplies hospitals throughout Vietnam with critical new or refurbished medical equipment, which helps improve the standard of care for thousands of patients.

##### **Onsite and Offsite Training Programs**

The Foundation supports the onsite training program, which focuses on training local medical professionals through preceptorship visits by exemplary medical professionals in areas such as diagnosis, crisis intervention, surgery and post-operative intensive care.

The Foundation also supports offsite training visits for Vietnamese doctors through mentoring fellowships to exemplary overseas medical institutions.

##### **Training & Equipment for Emergency Pediatric Life Support**

This program provides emergency training and stocked crash carts to Emergency Rooms and pediatric ICU units. It also provides training to nurses on how to maintain them and assist doctors in a code.

Before providing crash carts, the Foundation also provides training on Pediatric Advance Life Support (PALS) to doctors. PALS is a standardized approach to the evaluation and management of critically-ill children.

## **The VinaCapital Foundation**

### **Notes to the financial statements for the year ended 31 December 2010 (continued)**

#### **The International Symposium for Cardiac Care: Distance learning to save lives**

The Foundation operates a series of video-conference training conferences to improve capacity for cardiac care and cardiac surgery in Vietnam and other Asian countries. This regional program links surgeons and doctors involved in cardiac care in developing countries with the world's best in cardio-thoracic surgery, cardiology, and pediatric cardiac care through interactive lectures.

#### **Survive to Thrive: Supporting Neonatal Care in Vietnam**

The program will assist to equip a new hospital's Neonatal Intensive Care Unit and the High Dependency Unit for Women and Children to move closer to international standards of pediatric care. The new facilities will greatly improve the care and survival of infants in central Vietnam and help the hospital meet its target of reducing infant mortality by a minimum of 1% per year. The new Neonatal Intensive care and High Dependency Units will be regional centers of excellence in health care and medical training. They will directly save the lives of thousands of infants and children, including the most disadvantaged ones in each region's rural and ethnic minority areas, and help drastically further reduce Vietnam's infant mortality rate.

#### **New Pediatric Hospital Project**

This is a new project. The Foundation is still assessing its feasibility.

### **C. Education for Disadvantaged Youth**

The VinaCapital Foundation recognizes that a formal education is a key factor in breaking out of the poverty cycle, and created programs that aim to make education more accessible to the most disadvantaged youth in Vietnam.

#### **A Brighter Path: Scholarships for Ethnic Minority Girls**

This program offers hope for a brighter future and a break from the poverty cycle for ethnic minority girls in Vietnam by providing 100 impoverished tribal girls with scholarships to attend high school and university. Each student will receive a seven-year scholarship (three years of high school and four years of university) that includes support for books, food, housing, and uniforms or clothing.

#### **Scholarships for Heartbeat Vietnam Alumni**

From time to time, the Foundation encounters exemplary students through the Heartbeat Vietnam program. These are students who attained academic excellence throughout their illness and continue to do so after surgery. The Foundation provides these students with scholarships through high school.

## **The VinaCapital Foundation**

### **Notes to the financial statements for the year ended 31 December 2010 (continued)**

#### **D. Encouraging and Increasing Philanthropy in Vietnam**

This is a new project, which was launched in 2009. The Foundation commissioned a study on Philanthropy in Vietnam which measured attitudes and methods of philanthropy among corporate and individual donors. The Foundation also worked with the LIN Center for Community Development to teach a one day Fundraising workshop, with three speakers from VCF teaching Vietnamese NGOs how to raise money.

## **2. Summary of significant accounting policies**

The following significant accounting policies have been adopted by the Foundation in the preparation of these financial statements.

### **(a) Basis of preparation**

The financial statements, which are expressed in United States Dollars (“USD”), have been prepared in accordance with the cash basis of accounting. This is a basis of accounting that is designed to meet the requirements of the Foundation; it is not designed to produce financial statements that are compatible with International Financial Reporting Standards. Accordingly, donations are recognized when received rather than when the right to receive them arises, and payments are recognized when made rather than when the obligation to pay arises.

### **(b) Foreign currency transactions**

Fund balances denominated in currencies other than USD (i.e Vietnam Dong (“VND”)) are translated into USD at the exchange rates in effect at the year end date. Transactions in currencies other than USD are translated into USD at an average rate for the year. All foreign exchange differences are recognised in the statement of receipts and payments.

### **(c) Cash**

Cash comprises cash at bank.

### **(d) Donations**

Donations received are recorded at the fair value of assets received (in cash or in-kind) unless the fair value cannot be determined reasonably.

## **The VinaCapital Foundation**

### **Notes to the financial statements for the year ended 31 December 2010 (continued)**

#### **(e) Payments by third parties**

Payments include both payments made directly by the Foundation and payments by a third party on behalf of the Foundation. Payments on behalf of the Foundation are included in the Statement of receipts and payments if they are for the benefit of the Foundation, and if the payments can be verified.

#### **(f) Fixed assets**

The cost of fixed assets is charged to payments when purchased. For control and management purposes, a fixed assets register is maintained to monitor the status of assets held by the Foundation.

### **3. Donations in cash**

Donations received in 2010 included large donations from the Foundation's founding sponsor, VinaCapital, and VinaCapital related companies as well as from other major donors. These donors included but were not limited to: SSE Steel, Pham Tam Nghia, Nguyen Ngoc Than Tam, Phat Dat Company, Huyen Thi Thu Van, Ha Thi Bong, Federal Express, Dorothea Ross Foundation, Katherine Yip, the Canadian Chamber of Commerce, Hieu Ve Thai Tim, the Canadian Embassy to Vietnam, Horst Geicke, Paul James, Le Trieu Huy Vu, Luxury Living, Duong Minh, Tran Anh Tuan, Tran Van Tuan, the White Palace, Ben Thanh Art and Frame, Nam A Bank, VAA and Van Thanh Construction.

### **4. Donations provided directly to hospitals**

These donations support heart surgery for children suffering from congenital or acquired heart disease. They are made by Giving it Back to Kids ("GIBTK"), an NGO based in the USA, under the terms of an agreement it has reached with the Foundation; this agreement is currently scheduled to last until 2014.

**The VinaCapital Foundation**

**Notes to the financial statements for the year ended 31 December 2010 (continued)**

**5. Improving health care access and outcomes for poor children**

|   | <b>2010<br/>USD</b> | <b>2009<br/>USD</b> |
|---|---------------------|---------------------|
| Heartbeat Vietnam   | 5,210               | 20                  |
| Surgery costs with Sponsoring Association for Poor Patients (SAPP)      |                     |                     |
| SAPP – BAC LIEU   | -                   | 7,522               |
| SAPP – BEN TRE  | 13,338              | 6,321               |
| SAPP – BINH PHUOC   | 3,992               | 3,584               |
| SAPP – CA MAU   | -                   | 1,444               |
| SAPP – DAK NONG   | -                   | 4,930               |
| SAPP – KHANH HOA  | 19,761              | 17,927              |
| SAPP – KIEN GIANG   | -                   | 5,466               |
| SAPP – LAM DONG   | 8,983               | 3,992               |
| SAPP – PHU YEN  | 703                 | 10,503              |
| SAPP – QUANG BINH   | -                   | 4,265               |
| SAPP – TAY NINH   | -                   | 10,113              |
| SAPP – AN GIANG   | 2,140               | 6,645               |
| SAPP – DONG THAP  | -                   | 3,657               |
| SAPP – HO CHI MINH CITY   | 4,286               | 9,809               |
| SAPP – NINH THUAN   | -                   | 31,186              |
| SAPP – TRA VINH   | 2,949               | 7,449               |
| SAPP – GIA LAI  | 6,178               | 12,577              |
| Kien Giang-VinaCapital Foundation (VCF)                                 | 14,635              | 21,753              |
| Kien Giang 6-VCF  | 4,624               | 21,101              |
| Khanh Hoa-VCF   | 10,455              | 17,893              |
| Khanh Hoa 6-VCF   | 20,181              | 8,914               |
| Quang Nam Da Nang-VCF   | 10,458              | 44,179              |
| Tien Giang-VCF  | 15,214              | 18,805              |
| Tien Giang 6-VCF  | 2,694               | 18,028              |
| Surgery for children identified by means other than the local authority | 81,141              | 12,151              |
| VCF – Da Nang – Giving it Back To Kids (GIBTK)                          | 3,184               | 5,899               |
| VCF – Quang Ngai – GIBTK  | 3,858               | 2,283               |
| GIBTK - Binh Dinh   | 9,757               | -                   |