



ANNUAL REPORT 2018

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# OUTSTANDING ACHIEVEMENTS

*2018 is an important milestone in our 12-year journey.*





2018

**35,329 children**

Received free heart examinations.

**733 children**

Were funded for life-saving heart surgeries.

**2,618 life changes**

By our Hearing Missions program.

**531 ethnic students**

Receiving scholarships to continue their education.

**199 healthcare experts**

Trained in Advanced Pediatric Life Support.

**167 pieces of medical equipment**

Donated to provincial hospitals and commune health centers.

*Medical capacity improvement's beneficiaries:*

**35,688**  
**direct beneficiaries**

**107,064**  
**indirect beneficiaries**

# Awards in 2018

MEMBER OF



VCF is honored to be the first member in Vietnam of a united global community of more than 200 member organizations fighting against cardiovascular diseases. This is a joint effort to create a powerful movement that influences national and global health agendas delivering long term sustainable change.

The Annual Auscham Business Award for Community recognizes organizations contributing to and giving back to the community in Vietnam, including initiatives to improve lives and futures. The acknowledgement of the Australian community is truly a great motivations for us in our life-saving journey.

VCF was voted by our volunteers and partners as the **Top-rated Nonprofit** on GreatNonprofits, the leading provider of user reviews of charities and nonprofits. We are proud to be among a distinguished few receiving this community endorsement.

# A message

## Mr. Rad Kivette, CEO

Dearest friends,

It is my honor to present the 2018 Annual Report to those of you who have supported VinaCapital Foundation's (VCF) work and to those of you who have an interest in learning more about us. This Annual Report is a clear portrayal of ever-increasing achievements, the seeds of which were planted years ago by our founders - Don Lam and Robin King Austin. We continue to nurture The VinaCapital Foundation health and education programs that are fundamental to the progress of any developing country and we work tirelessly with all stakeholders to develop our programs into more effective solutions.

VCF's program work has been recognized by government leaders and other third party evaluators at the national and international levels as some of the most relevant and effective in Vietnam. Each of our programs grew in 2018 and each has future plans for quality improvements and expansion. Initiatives like our Rural Outreach Clinics have grown to 77 clinics per year and thousands more children screened while penetrating ever deeper into remote rural Vietnam to find underserved children. We are considering diabetes screening and hypertension checks for the adults or children who are a captive audience at the clinics. Another improvement is the Girls' Clubs developed through our Brighter Path program, a new platform for reaching hundreds more rural girls with the message that they are valuable, essential to Vietnam's growth and capable of leadership.

Every day, Heartbeat Vietnam transforms the lives of two or more children with congenital heart defects while the Hearing Mission improves the hearing abilities of seven hearing impaired people daily. Every week over 3,159 people drink clean water from filter systems in schools and hospitals provided by VCF. Every hour, we keep the Brighter Path clear for 50 ethnic minority girls all over the country by supporting their education pathway and equipping them with the necessary skills for future success. For the first time, VCF brought 12 Australian doctors to Vietnam to train 72 Advanced Pediatric Life Support trainers for South and Central Vietnam.

Too often, however, we focus on our "transformational programs" and forget the middle and back office teams without which there would be no credible efforts. In 2018 those quiet heroes stepped up the pace to raise funds, ensure program integrity and provide excellent human resources to tell our story to the public.

Increasingly, we are presenting the work of VCF in the context of women's issues. Part of this is due to an international focus on women's empowerment and gender equality. But in our case, we know that sick children are one of the greatest causes of poverty, and women or girls are almost always the healthcare providers. They willingly give up the ability to self-actualize to care for the sick child. Mothers cannot work and girls are deprived of education. For VCF to transform the health of children means that women and girls can contribute to the family in ways that break the cycle of poverty. Our data backs this outcome up. Decreasing child mortality and morbidity has a positive impact that resonates through the entire socio-economic environment.

Please examine this report and enjoy the results of your support if you are a donor. If you are interested in our work and evaluating us, let me know of any questions. There is much more to tell!

Thank you,

Rad Kivette



# HUMANITARIAN AND DEVELOPMENT MISSIONS

Improving living standards of Vietnamese through  
healthcare and education programs



# Heartbeat Vietnam

Sponsoring **6,887 heart surgeries** for children of congenital heart defects in 12 years...



2018

733  
heart  
surgeries  
for children

476  
children under  
5 years old

143  
continuing  
care grant

## The first heart transplant that VCF supported



Pham Van Co, 15 years old, is the first heart transplant case of VCF. He had his surgery on June 14, 2018 at the Hue Central Hospital. Co was lucky to receive a heart donated but the surgery cost was unaffordable for his family.

In September, Heartbeat Vietnam financially supported the surgery cost which gave Van Co a new healthy heart. After the magical surgery, he recovered quickly and was able to continue his education.



# Bich Quynh, a brave little heart



Twelve-year-old Bich Quynh had complex congenital heart defects. When we first met in her charity house in Lam Ha, Quynh had already exhibited symptoms of a weakened heart: red eyes, pale lips, and swollen, bruised fingertips. According to a doctor from Tam Duc Heart Hospital, a surgery was urgently needed in order to prevent severe heart failure which would be irreparable. The surgery will cost 122 million VND and her family simply cannot afford it.

Bich Quynh never knew her father's face. He left home when she was born. When she turned nine, Quynh's mother began suffering from epilepsy and lost her ability to work and income to raise her daughter. The fees to examine and cure Quynh's heart defects was beyond their reach. Despite all the hardships, the mother and daughter have always loved and looked after each other. Frequently it's Quynh who takes care of her mother whenever the epilepsy occurs.

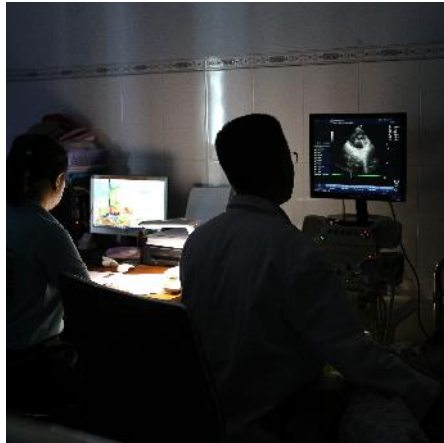
Bich Quynh and her mother have always been supported by the mother's family. Quynh's grandmother was her companion in the medical checkup trips from Da Lat Hospital to Ho Chi Minh City. It was also the grandmother who nurtured Quynh through her first heart surgery years ago. When Heartbeat Vietnam staff visited the family, Quynh's mother had just recovered from a stroke. Despite having little strength, Quynh's mother still tried to sit up and said: "My illness is not stopping me from going and taking care of my precious daughter."

After that sunny afternoon in the highlands of Lam Ha, Heartbeat Vietnam returned, determined to find funds for Quynh's surgery by cooperating with governmental and medical organization. On July 23, 2018, Quynh bravely underwent an eight-hour surgery. Prior to the operation, the doctors informed the family that they could only expect a success rate of 60%. Little Quynh was strong and is now slowly recovering. Bruises on Quynh's body started to disappear and her eyes are bright now. Despite not being fully healed, the girl with two scars on her chest, one old and one brand new, said to us: *"I want this pain to be my own. My grandma, my mother, aunts and uncles have had enough of it. I will recover. I absolutely will!"*

These words from a twelve-year-old girl made us admire her spirit and courage. Boldness is common for sick children with congenital heart defects like Bich Quynh. For them and their families, there is always a bright and meaningful future to fight for: the only path forward to health, happiness, and joy.



# Outreach Clinics



**77 clinics**  
provided *free heart examination* for  
**35,329**  
**children**

**18 provinces**  
all over Vietnam

**412**  
**children**  
with congenital  
heart defects  
were found

# Medical Capacity Improvements



**29** crash carts,  
including **51** essential  
equipment and devices

**80** pieces of  
neonatal care  
equipment



**07** water filtration  
systems



**7** courses of Advanced  
Pediatric Life Support (APLS)  
course

**199** doctors and nurses  
received training





# When every second counts...

As premature baby Lu Van Toan was admitted to Son La provincial hospital in August 12 in an emergency with difficult rapid breath, bluish skin color, and chest retraction. The Thai ethnic boy whose weight was just 1500 grams had acute respiratory failure. Being born prematurely, his lung had not fully developed which limited oxygen supply to the heart.

Located in one of the most remote and rural provinces of Vietnam, the General Hospital of Son La lacked the necessary medical equipment. Baby Toan had to share CPAP machines and infusion and injection pumps with other babies. After 12 days admission to the hospital, his heart failed. The doctors and nurses tried hard to save him, even trying to borrow devices from other healthcare centers in the province. However, his condition only worsened.

On August 26, the Survive to Thrive medical equipment from The VinaCapital Foundation arrived at the Son La General Hospital just in time. Doctors and nurses were able to save baby Toan with a newly donated CPAP machine, infusion pumps, injection pumps, and phototherapy equipment. Only when Toan got a stable pulse and pink skin was he transferred to the National Pediatric Hospital in Hanoi for continued care.

Dr. Thao – Head of the Pediatric Department of the hospital said, *“This baby had little chance to survive without the equipment donated from VCF.”* Baby Toan’s grandfather expressed his happiness when his grandchild’s life was saved: *“We were sorrowful at the moment that Toan almost left us. However, the magic happened when we saw the new medical equipment arrived. That meant hope for my grandchild. My family was extremely happy when Toan gradually recovered. My family thanks doctors and nurses who forgot themselves to take care of my baby and thanks to the program for the new equipment.”*



# A Brighter Path



VCF has selected **50 talented ethnic minority girls** to sponsor 7-year scholarships and empowerment workshops.

In 2018, *the Dream Meeting's* topics were (1) Safety and self-protection in cyberspace, (2) Knowledge of sexual abuse and self-protection skills, and (3) The necessity and practical methods to learn a foreign language.

In the first semester of 2018 – 2019, **92% achieved good academic marks, and 46% are excellent.**

**15 other ethnic minority girls** have received 4-year scholarship and mentorship from female leaders in Ho Chi Minh city

**4 ethnic girls from the first group** are attending medical school.



Raising awareness about environmental protection and using recycle bags.

Visiting impoverished children at The Hope Village.

CV writing and Interview Skills Workshop



# Our bright girls

Accompanying the girls on their journey, we are proud to see them growing up and achieving excellent academic results...



Chu Hai Yen

Tay Ethnic, Bac Kan

Incentive award in  
Civic Education Contest  
in her high school



Ma Thi Nguyet Kieu

Tay Ethnic, Tuyen Quang

The third runner-up in a  
municipal Literature  
Contest.



Nguyen Thi Mui

Tay Ethnic, Thai Nguyen

The second runner-up in  
a municipal Science and  
Technology Contest.

# “A Brighter Path” for all ethnic students

**466 ethnic minority students** in Dong Nai, Dak Lak, Cao Bang, Quang Ninh received scholarships.





# Hearing Mission

Together, VCF and Starkey Hearing Foundation improved the hearing of **2,618** patients across Vietnam. The program offers not only doctor's examination and hearing aids, but also an After Care component to maintain the hearing aids and provide free hearing care for patients for life.





# MARKETING & COMMUNICATIONS



Website:  
<https://vinacapitalfoundation.org/en/>



[Facebook](#)



[Instagram](#)



[YouTube](#)



# Scar of life 8



**Scar of Life 8** in the French Consul General's Residence was the most successful in the past 8 years with Ambassador Ngo Thanh Van.

**351 children** were saved from the fund of **421,200 USD** (more than **9,8 billions VND**).



# Run for the Hearts



**15,000 passionate runners** joined in **Run For The Heart 2018** and raised more than **5 billion VNĐ**. This fund was enough to sponsor **181 children's heart surgeries**.





# Nu Skin's CSR campaign and events

In 2018, Nu Skin Vietnam sponsored

**143,177 USD**

for Heartbeat Vietnam to fund nearly

**72 life-saving operations**

for disadvantaged children with congenital heart defects. Each beneficiary child received a grant for their surgery and post-operative recovery.



# The warmest Christmas for children with congenital heart defects

The campaign "Green Christmas" of innisfree Vietnam raised **10,800 USD** for **09 children** across Vietnam to have life-saving heart surgeries. The campaign had been supported by well-known singer **Phuong Vy**, v-bloggers **Giang Oi**, **Sun**, **Lam Thuy Nhan**, **Chloe Nguyen**.



# BEHIND THE ACHIEVEMENTS





## Dr. Amie Pollack

Director of Research and Development



In April 2018, VCF was awarded a prestigious Grand Challenges Canada grant to support the development of Bright Path Girls' Clubs - a comprehensive after-school program providing poor ethnic minority girls with academic scholarships, mentorship, and skills training in leadership and sexual and reproductive health. VCF has applied for several other large development grant opportunities.

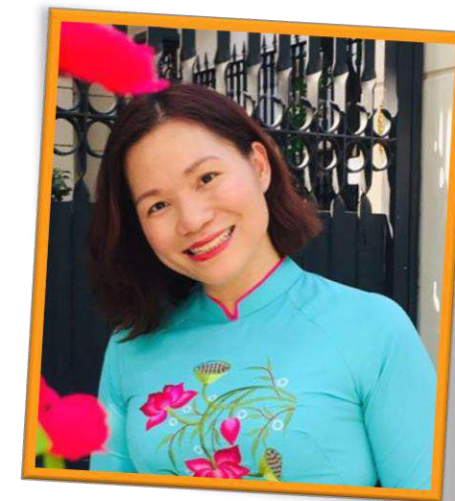
In addition, VCF continues to develop valuable CSR partnerships to benefit children and families across Vietnam. 340 individuals, companies, organizations, bilateral funders, and international schools have donated to VCF's programs. Some of them are long-term partners who have walked with us for years because they appreciate our scientific approach and transparency.

The support from the broad community is a huge motivation for the VCF team toward accomplishing our humanitarian mission.



## Mrs. Tran Trung Nghia

Director of Finance and Human Resources



The Human Resource factors are critical in driving VCF forward. We took 7 opportunities to learn soft skills and enhance expertise which served our works every day. 82% of VCF's staff are women and 60% of leadership is female. Our policies always encourage gender equality and ethnic diversity. We believe that the inclusiveness and diversity are keys drivers of success.

2018 also witnessed improvements in our internal procedures and policies to ensure efficiency and transparency in our operations. The detailed purchasing policy enables us to manage donations well and enhance our credibility with donors and partners. It all results in our programs that save children, improve medical capacity, and support ethnic community growth.





## StrengsFinder

*By Andrea Vu Chasko and John Chasko*

During the training, VCF staff took the CliftonStrengths assessment and discovered our own strengths. The training also helps building teamwork spirit and creativity in the workplace.



## Supporting the LGBT community

Through a sharing session with the ICS center and watching the “Love, Simon” movie, we acquired a better understanding of issues of the LGBT community and commit to support them.



## Fire safety training

The training aims at raising awareness of fire hazards in the workplace and how to act safely in the event of an emergency fire situation.



## Girl Rising

Screening the movie “Girl Rising”, inspiring us to create and implement women’s empowerment programs effectively.



## English courses

04 members of VCF participated in the English communications course organized by the American Center. The course helps our team members improving their proficiency and confidence when communicate in English.



## Digital 4.0

*Women Will: 4.0 Digital Revolution*  
*Women Will: Women and Leadership skills*  
Through the courses, PR & Event team had gained necessary skills in implementation and evaluation of a campaign on social media platforms.



## Filmmaking course

02 PR and Marketing team members were trained their filmmaking and post-production skills. Those skills are applicable in daily tasks of the team, especially in producing visual communication tools.

# FINANCIAL STATEMENT





ITEMS	NOTES	YEAR ENDED 31/12/2018 USD	YEAR ENDED 31/12/2017 USD
Total income from donations	5	1,990,204	2,148,130
Expenditure			
Cost of improving healthcare access and outcomes for poor children	6	762,981	676,518
Cost of increasing capacity for pediatric and cardiac care	10	428,373	270,001
Education costs for disadvantaged children and youth	15	74,929	62,083
General program costs	16	217,768	227,927
<b>Total program costs</b>		<b>1,484,051</b>	<b>1,236,529</b>
Fundraising costs	17	117,687	155,711
Administration costs	18	131,467	159,581
<b>Total expenditure</b>		<b>1,733,205</b>	<b>1,551,821</b>
<b>Current year income over expenditure</b>		<b>256,999</b>	<b>596,309</b>
<b>Other losses</b>		<b>(1,432)</b>	<b>(174)</b>
<b>Foreign exchange losses</b>		<b>(11,489)</b>	<b>(1,390)</b>
<b>SURPLUS FOR THE YEAR</b>		<b>244,078</b>	<b>594,745</b>
<b>Other comprehensive income</b>			
<b>Foreign currency translation difference</b>		<b>(18,390)</b>	<b>4,253</b>
<b>TOTAL OTHER COMPREHENSIVE (LOSS)/ INCOME FOR THE YEAR</b>		<b>(18,390)</b>	<b>4,253</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>225,688</b>	<b>598,998</b>

# OUR GENEROUS DONORS

*Who enable VCF to create and implement life-changing programs in 2018*



# Corporates, organizations, and schools

1400.vn

Amore Pacific - innisfree

An Cuong Wood Material Company JSC

ASSOCIATION LES SOINS DE LESPOIR

Association of People with Disabilities, Orphans and Poor Patients of Binh Phuoc province

Austin Home Interiors

Australian Consulate General, Ho Chi Minh City

Avery Dennison

Bamboo Village Co. Ltd.

Ben Thanh Art & Frame

Blue Kite Vietnam Co.,Ltd

British International School

Canadian International School Vietnam

Caravelle Hotel

CotecCons Group

Da Nang People Committee

Deloitte Vietnam Co. Ltd.

Ernst & Young Vietnam

Eurowindow

ExxonMobil

Family Medical Practice

Fanpage MyminaVN

Fecon JSC

FedEx Express Ltd.

Food and Beverage Vietnam Co., Ltd (Popeyes)

FujiFilm

Gamuda Land HCMC

GIN Conference

Given Imaging Vietnam Co., Ltd.

Go Dog

Google Ad Grants

Hard Rock Cafe

HD Saison Finance

Helping Hand Helping Hearts

Ho Chi Minh City University Medical Center UMC

Hoang Dang Generation

HSBC Bank (Vietnam) Ltd.

Kiko Montessori Preschool

Lâm Trân Import Export Trading Company

Manulife Financial Asia Limited

Maple Healthcare

Microsoft

Mr. Jung Hoseok (Jeihorse - BTS J-Hope's Vietnamese Fanpage)

Murray Foundation

MMSoft

Nam A Bank

# Corporates, organizations, and schools

Nam Long Real Estate Company  
Ngoc Chau Pharmacy Store  
Nu Skin Vietnam LLC  
Phu Tennis Club  
Partners Healthcare System, Inc.  
Quantum Corporation  
Refrigeration Electrical Corporation  
Repsol  
Ricons  
Sai Gon South International School  
Roxy Vietnam JSC  
Schenker Vietnam Co., Ltd ( DB Schenker)  
Sian Clinics  
Society of Petroleum Engineers  
Starkey Hearing Foundation  
Studio 68  
Sonion Vietnam Co., Ltd (Sonion II)  
Talisman Vietnam Ltd.  
Tam Duc Hospital  
Team DMS1B Le Chi Linh  
Tembusu Projects Pte Ltd  
Thai Son Nam Trading Co. Ltd.  
The American International School  
The Children Support Association of Nghe An Province

Thanh Ha Fish Sauce Co. Ltd.  
The International School of Ho Chi Minh City  
The Vietnam Foundation  
The Estella - Management Office  
Thuy Nguyen Fashion Co., Ltd./ Thuy Design House  
Toyota Motors Vietnam Co. Ltd.  
Toyota Vietnam Foundation  
Tuan Le Construction Co., Ltd.  
Turner Vietnam  
Understanding the Heart Foundation  
Tuscon and friends club  
United Nations International School of Hanoi  
UptoEXOtation  
Uni Corporation  
Victoria HealthCare My My  
Vietnam Artist Agency  
Vietnam Assistance for Handicapped  
Vietnam Project - Mr. Marv Freedman  
Vietnam Access EB5 Dean Company Ltd.  
VinaCapital  
Visa International (Asia Pacific) LLC  
Walmart Global Sourcing Vietnam (Walmart)  
Westcoast Hanoi  
Xin Chao Li  
Z1 Zumba team

# Individual donors

Alice Carol Caldwell

An Le

An Nhlen

Andrew Tsang

Andy Ho

Anthony House

Bach Thi Khuong

Banh My

Bates Steven

Binh Tan Anh

Brook Colin Taylor

Bui Nhat Vy

Bui Thi Phu

Bui Xuan Kim

Cao Thi Hong Thuy

Carolyn Pham

Chau Tuyet Ngan

Chi Bao

Chinagi Duff

Chu Dong A

Craig Mawdsley

Dam Huyen

Dam Huyen Dieu

Dan Carriage

Dang Hong Quang

Danh Thi Quynh Anh

David Blackhall

Diem Vu

Dinh Gia Ninh

Dinh Nam Trung

Do Dinh Doan

Doan Thi Minh Tho

Don Lam

Duc Thai

Dung

Duong Thi Hang

Duong Thi Thuy Trang

Gariepy Richard

Giang Thi Bich Ngoc

Giang Thuy

Grace Mishler

Grace, Livia, Trinity,

Greg Cusack

Guan Tee

Ha Huynh Gia

Ha Thao

Haig Collony

Helen Lieu

Henry Lam

Ho Thi My Diem

Ho Thi Ngoc Trinh

Hoang Lan Anh

Hoang Son Dung

Hoang Thi Khanh Tam

Hoang Thi Van Khanh

Hoang Tuan Cuong

Hoang Van Bao

Hoang Yen

Hua Hop Chon

Hung

Huong Kivette

Huynh Duyen

Huynh Thi Gai

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Jennifer Lamarre

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Jocelyn Tran

Joel Weiden

Julia Hirst

Keith Sim

Kelly Bui

Kevin Vu

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Khanh Tran  
Kirchner Christoph Ludwig  
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Lam Van  
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Nguyen Thi Tot	Phung Thi Minh Huong	Tran Hung	Tu Minh Hao
Nguyen Thi Truong Xuan	Phung Thi Xuan Hoi	Tran Huu Phuoc	Tu Terri
Nguyen Thi Xuan Trang	Phuoc Nhat Long	Tran Ngoc Bao	Uyen Van
Nguyen Thu Hien	Phuong Huynh Thi	Tran Ngoc Phuong Lan	Vo Nguyen Hien
Nguyen Thy Phuong	Quan To Quyen	Tran Nguyen Thao Nguyen (Sam)	Vo Thi Minh
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Pham Quoc An	Thai Tu Tin	Tran Van Thanh	
Pham Tan Nghia	Thi Minh Truong	Trang Nguyen	
Pham Thi Hoang Thuy	Thi Phuong Nguyen	Trieu Quoc Trung	
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Pham Thi Su	Thuc Quyen	Truong Minh Xuan Thao	
Pham Thien Bao	Tina Nguyen	Truong Phu	
Pham Tran	To Thi Nam	Truong Thi Kim	
Pham Viet Thanh	Tran Bao Ngoc	Truong Thi My	

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*Board of directors*





# Board of Directors



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of Audit Committee



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**Robin King Austin**  
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**Nguyen My**  
Member



**Nguyen Hong Nam**  
Member



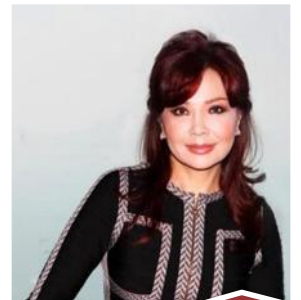
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Phuong**  
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**Pham Phu Ngoc Trai**  
Member



**Jocelyn Tran**  
Member



**Katherine Yip**  
Member

# THE TEAM THAT MAKES IT HAPPEN

*VCF Staff*











**Thank you from the  
children and their  
mothers!**



14E21 Thao Dien, Thao Dien ward,  
District 2, Ho Chi Minh city



+84 28 38278787



[info@vinacapitalfoundation.org](mailto:info@vinacapitalfoundation.org)