



Annual Report 2016

Celebrating a Decade of
PASSION and PROGRESS



Impact Statement

5217

Children saved with heart surgeries

20945

Pieces of capacity building equipment sent to hospitals in Vietnam with a total value of over \$2,114,122

6574

Medical professionals trained

69105

Children received free health care through outreach clinics

128000

Children treated with the use of crash carts

Letter from the CEO

Last year, we spent a significant amount of time looking back and celebrating a decade of passion and progress.

The process of revisiting all of our activities for ten years was quite overwhelming- so many memories! Looking at the big picture, and realizing the depth and breadth of VCF impact, was an eye opener for the staff. Reconnecting with many children we had saved was emotional, and full of joy, seeing them all look SO well and happy.

At the same time we were moving forward in important ways.

In 2016, Heartbeat Vietnam saved over 800 children with heart surgeries, almost 5300 by the end of the year.

In 2016, VCF started a concerted effort to help the poorest provinces in Vietnam, those on the Northern border.

In 2016, our team continued to work on our scientific approach and most notably, started to receive real time data from crash carts after a cart is used to save a child's life.

In 2016, we changed our strategy for Outreach in an important way, asking families to give every child a chance at a heart checkup once in their life. We found many children who had no clue they had a problem.

In 2016, 34 of our Brighter Path students graduated from university and embarked upon the next part of their lives, finding work to help them realize their dreams and become change agents in their communities. Twelve additional students continue their university journey.

Finally, in 2016, with partners from all over the world, VCF started an important project aimed to help rural doctors to be able to access Continuing Medical Education online to help them improve their patients' outcomes and decrease child mortality. The CME Knowledge Hub will launch in 2017.

We are so grateful to each and every one of you for your support and enthusiasm for our work at VCF. The start of a second decade of work is a momentous milestone and one we feel very excited about.



Warmest regards,
Robin King Austin



Ten Years of Impact

The tenth anniversary of VCF was celebrated by an activity-filled family party designed to thank generous donors and VCF partners from all over the country and showcase VCF programs.

Children we had saved gave us special hugs and thrilled us with their exuberance and good health. Many people learned about Critical Response and learned how to react with lifesaving support in an emergency. The outreach team showed people what they see in an echo-cardiogram and much more. A ten year history was on display.

www.youtube.com/watch?v=wbkCtwaHDKo&feature=youtu.be



VCF partners came from far and wide, shaking our hands in thanks and giving their wishes to work together for many more decades. Donors were excited to see their "Heart of Thanks" on a donor display of over 2000 donors.

The celebration was made possible by donations from VinaCapital and pro bono support from many. Geometry Global helped us with booth designs and fabrication. Riverside Palace donated the wonderful venue and food. Le Nom created a video about our Ten Years of Impact, and photographed the fun as we celebrated. Goodies were donated by Harvest Baking and Graces Cookies, two of our long-term partners in saving children. Austin Home Interiors supplied bean bag chairs which made the stage area fun for children and adult activities.

All of us at VCF hope that our grateful hearts connected with them all. Nothing happens without our amazing donors and outstanding partners!



Emergency Care



Babies being treated



It is midnight on a cold night in Northern Ha Giang Province. Frantic parents arrive at the Xin Man ER with a two month old baby, Pang, who is unconscious and not breathing. The baby girl is diagnosed with a brain hemorrhage which is often fatal. The doctor had been trained by Critical Response and using the Crash Cart given by Toyota, was able to react fast. The doctor performed CPR, tracheal intubation and used the suction pump and resuscitator bag from the crash cart during the crisis, bringing the baby back to spontaneous circulation and ventilation.



Doctors training



TRAINED AND CERTIFIED

730 DOCTORS

226 NURSES

46 TRAINERS

Lifesaving Support when Seconds Count

Seconds count in an emergency or when a patient's life crashes in the ICU. Critical Response trains doctors and nurses in Pediatric Advanced Life Support to enable them to act fast to save a child. The program also gives the ER and ICU teams the tools they need to react quickly, in a fully stocked Crash Cart.



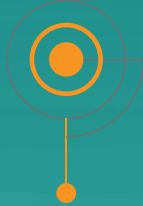
HEART SURGERIES

5,217

*children's hearts repaired
family's lives changed*

for children with congenital heart defects

2006



When Heartbeat Vietnam began in 2006, no one had any idea that the people of Vietnam would be so generous in helping to save poor children with congenital heart defects.

2016



"When little Gia Nhi became the **5000th** heart child saved, the team was overjoyed. Looking back and realizing that so many children had been saved was exciting and emotional. Naturally the milestone caused us to talk about the children who had come before Nhi, and many memorable cases. We remembered the ones we had saved, but also the ones that died before we could get them to a hospital. We remembered also the ones who died after heart surgery that came too late, after their heart and the other organs had been damaged for life. We remembered the mothers we had held while they cried, most with tears of relief and happiness, but also the ones crying in loss." Robin King Austin, CEO, VinaCapital Foundation

Every little heart in these first **5200** cases had a generous donor or donors who cared enough to share their good fortune to help a poor child. HBVN could not have reached this amazing milestone without the help of all of those donors. Every donor shares this great accomplishment.



288

NUTRITION &
TRANSPORTATION GRANTS



119

CONTINUING
CARE GRANTS



Nhi had been diagnosed at the local hospital in Ninh Thuan but the parents didn't really understand, nor did they have the money to take her to Ho Chi Minh City to get her treated. She was the first child, always tired and sick and they were determined to help her. They moved from their mountain home and found work to save for her care but still could barely meet daily needs of the family. When the HBVN Outreach team saw Nhi in 2016, they told the parent the horrible news, she was suffering greatly from complications of her disease. Doctors at University Medical Center pushed her to the front of the waiting list and the outreach team informed the family that Heartbeat Vietnam would help save their child. Her surgery, in October, 2016, was successful and marked an important milestone for the Heartbeat Team.

Nhi was saved by Cycle for 16, a fundraising biking trip run by Scott Kirkham, originally with a goal to save 16 children in 2016. He was so successful; this fundraiser raised enough money to save 72 children.

Finding the Hearts that Need our Help

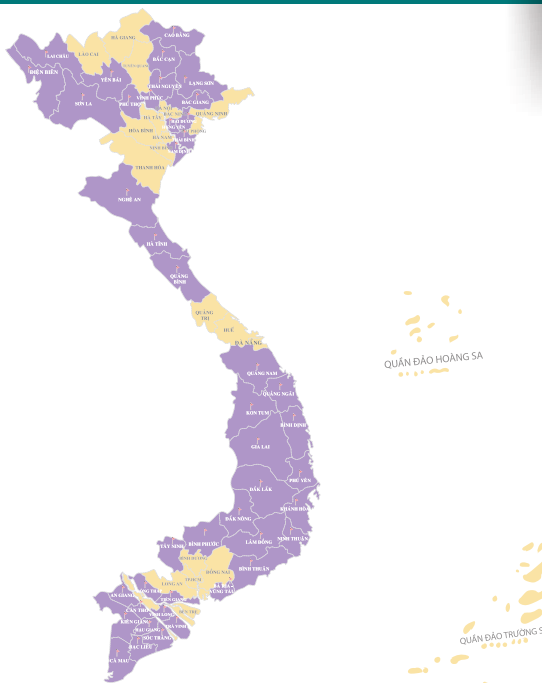


www.youtube.com/watch?v=Mntl6G7aBm0

Examined 69,105 children
in **39 Provinces**
offered **38,453**
cardiac ultra sounds

2,131 post-operative
check ups and counseling

identified 8,304 children
with congenital heart disease
6,036 required heart surgery



We arrived at Trang's house a week after she was diagnosed with a congenital heart defect at a mobile outreach clinic hosted by Heartbeat Vietnam in March. Que Son, where Trang's family resides, is a mountainous area far removed from the city that is facing challenges to eradicate poverty. The day of our visit, Trang's home was colored with desperation and disbelief, for the news came off as a rather negatively unexpected turn of event. When we mentioned the topic, her mother despite having tried her best could not hold back tears.

To our surprise, Trang appeared to be more mature and calm for her age though the fear of death still lingered on her innocent face. The parents were clearly still in disbelief of their child's illness as she had always been seemingly energized. As Trang's mother put it, it had been horror through and through for the family ever since the news arrived. With her pride, she continued, "Trang has always been a good child and student, always energized, and shown no sign of illness. If anything, her brother worried us more, since he had always been sick and fragile".

Trang's father followed, the day he knew about the free clinic he dashed home to see his son to the mobile clinic, to make sure that his fragility was nothing serious. After he had made sure that his son was still in good health, it occurred to him that a check-up for Trang would not hurt. Little did he know, the moment he made his choice would be a moment that will eventually save his daughter's life.

The doctor explained: "Trang was born with a heart issue that shows no sign of her illness taking its toll. However, waiting for a clear sign would prove extremely dangerous, and when the pulmonary hypertension becomes too high, she might be beyond saving." It is imperative that children with this kind of disease are diagnosed and cured at a young age before the disease matures.

All of us who were at Trang's house felt lucky, that it wasn't too late for her and her family, that the heart disease she suffered was not one that is incurable, that Trang's father had made a right choice for his daughter's sake.

This story ends after the success of the operation on 31st May, 2016 at Da Nang Hospital, opening a new page in Trang's story, where she now finally has a healthy heart, a heart that may learn to live, love, and appreciate this life. Whoever Trang may become in the future, we believe that she will be a person with the heart and dreams that the girl has nurtured.

We would like to extend our sincere gratitude to FedEx, the major funder for Outreach Clinics, for giving us a chance to save not only Trang's life but also the lives of a thousands of children like her who are still in need. Had we not been to Que Son, had Trang's father not made such an important choice, how would Trang's story have ended? Would she have been saved? FedEx's help has a tremendous impact on a vast number of children's lives in Vietnam. With it, we can fulfil our duty much more effectively, to build a future where our children's lives are valued and determined by something that is intangible and unfathomable to their young mind – their hopes and dreams. It all starts here, where they get a once-in-a-lifetime chance to get their heart check up, right in their hometown.

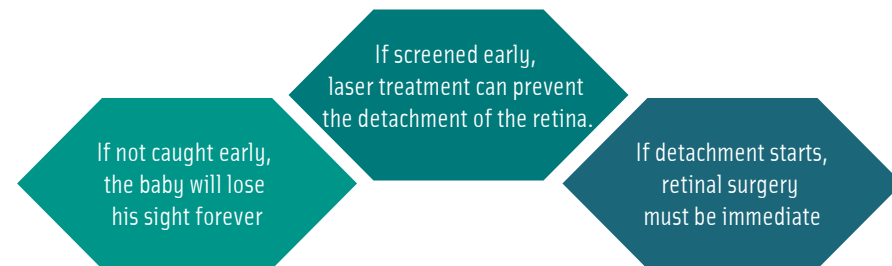
Nguyen Thi Thanh Hue, HBVN Manager

Saving Babies from their First Breath



A newborn baby was rushed to the NICU in Thien Phuoc, Quang Nam Province and admitted to the NICU with a neonatal infectious disease and experiencing respiratory failure. The NICU doctor used a CPAP machine donated by ExxonMobil to help the baby to breathe for 9 days until he could breathe on his own. This tiny boy was treated with injection pumps and infusion pumps donated by the Australian DAP program to safely transmit tiny doses of medicine to help fight the infection. When the baby was better, he was treated in a phototherapy unit donated by ExxonMobil for jaundice. After 29 days of treatment, the little baby was able to go home.

Retinopathy of Prematurity



VCF has teamed up with Kurt Wallace, The American Eye Center, Children's Hospital 1, DEK Technologies and The Canadian International School to save these babies' eyes. The program is training doctors to screen for this problem and get them to help before it is too late.

ROP



A mother's greatest fear is that her baby will not be healthy. For over 120,000 mothers a year in Vietnam, this fear becomes reality when their tiny baby is born prematurely. Unfortunately half of those babies die. For those that survive, they have a risk of a serious disease, Retinopathy of Prematurity, and if it is not treated, these babies will go blind. Currently, 9% of all premature babies born in Vietnam lose their sight.

The ROP program at VCF is a partnership between funders, American Eye Center and Children's Hospital Number 1 in HCMC. The program saves babies through screening, laser treatment, and if needed, surgery on the retina to prevent blindness. Unfortunately thousands of babies do not receive screening or treatment and lose their sight.



100%

of children born
in Ethnic hill tribes
are born into severe poverty.

Many girls stop school and
marry in their early teens.
There is no hope for bright
students to Continue their
education without
substantial assistance.



VCF's Brighter Path
is a program of hope
for these girls and their families.
Scholarships, mentoring, accommodation
and food allowance combine to make
a program that changes lives.



We congratulate them all for their hard work to change their lives

Letter to the Brighter Path Program Manager, Pham Kim Phuong

The Dream Meeting this year brought us very special feeling. Although we meet together just once a year, we are very close to each other. I still feel emotional when remembering about the Gala. Hugging Mrs. Robin, I just could cry. She talked to me much and told me to promise.

I really want to be like you who can help others and make everyone very glad. You bring happiness to me and I believe that happiness will come to you. Thanks all so much for what you have done for us.

Love you all,
Khanh



“ Bao Khanh has graduated with a degree in banking and is working for HSBC ”

Many girls stop attending schools,

34

girls graduated from university in 2016 to begin their new lives and their journeys to become change agents.



12

continue their studies with graduate work or degrees that take longer to complete.



27

girls are in the early years of college.





VCF
Partnership with
STARKEY HEARING FOUNDATION

Starkey Hearing Foundation was founded in 1984 by William F. Austin on his vision "So the world may hear". In Vietnam, Starkey became VCF's partner and together 943 hearing aids were donated in 2016.



Heartbeat Vietnam

Organizations

Children's Hope In Action (CHIA)
Love Sharing Group
Giving It Back To Kids
V2MN
Lotus Foundation
Understanding the Heart Fund
Office of Genetic Counseling &
Support for Children with Disabilities
- Hue College of Medicine and
Pharmacy
Thien Duc Club

Cardiac Hospitals

Tam Duc Heart Hospital
University Medical Center HCMC
Heart Institute
Children 2 Hospital
Da Nang Hospital
Hoan My Da Nang Hospital
National Cardiovascular Center E Hospital Hanoi
Hanoi Heart Hospital
Da Nang Hospital for Woman & Children
Vietnam National Hospital of Pediatrics
Hoan My Sai Gon Hospital
Hoan My Cuu Long Hospital
Hue Central Hospital
University Medical Center Hanoi
Thanh Hoa Children Hospital
Children 1 Hospital
Trieu An Hospital

**VCF is very grateful for
collaboration with
these fine hospitals
and organizations.
Working with these
partners makes our
programs stronger and
the outcomes greater.**

Critical Response

Vietnam Children's Hospital
Children 1 Hospital
Children 2 Hospital
HCM University of Medical and
Pharmacy

Survive to Thrive

Khu Thi Khanh Dung, MD, PhD, Chief of
Neonatal Care, Vietnam Children Hospital
Children 1 Hospital
Children 2 Hospital
Harvard Medical School Newborn Care Team
Newborns Vietnam

Brighter Path

Vu A Dinh Charity



Actress and Director Ngo Thanh Van
6th Gala for Heartbeat Vietnam



Auction items at the event



After the event,
the **Ten Steps** campaign
was launched expanding
the reaching
7.5 million people
and raising **287,000** USD

<https://www.youtube.com/watch?v=nXLMtU8Fgcc>



Ngày hội từ thiện
GAMUDA 2016
Run
for the heart

*Chung Tay Giúp
Trẻ Em Nghèo
Phẫu Thuật Tim*



Run For The Heart 2016 in HCM



Run For The Heart in Ha Noi

This year there were over
13,500
people who joined
the event at Celadon City
and over
6000
joined at Gamuda Land



The total amount in HCMC and Hanoi was
261,967 USD
save
219 children

https://www.youtube.com/watch?v=N400_uGpS8E



Corporate Donors

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 Bamboo Village Co. Ltd.
 Ban Mai Co., Ltd.
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 Ben Thanh Non Nuoc Tourist Co., Ltd.
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 and Trading Company Limited
 Galaxy Cinema
 Gamuda Land
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 Global Operations and Development
 Golden Light Investment Co., LTD
 Hafele Vina Joint Stock Company
 Haverst Baking
 HD Saison
 Hewlei-Packard Vietnam
 Hoa Binh Corporation
 Hoa Sen Group
 Hoang Dang Generation
 Hoi An South Development Co. Ltd
 Hội Bảo Trợ Bệnh Nhân Nghèo TP. Hồ Chí Minh
 HSBC Bank (Vietnam) Ltd.
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 Imex Pan Pacific Group
 Indelec
 International Construction
 Consultancy Joint Stock Company
 International Dairy Products JSC
 Ireka E & C
 ITG-Phong Phu Co., Ltd
 Khai Nhat Co., Ltd.
 Khang Dien House Trading & Investment JSC.
 Kinh Do CorporaEon
 Knight Frank Vietnam co., ltd
 Kumho Asiana Plaza Saigon Co., Ltd.
 Kumpulan Sepakat Konsult Sdn. Bhd.
 Landmark - InternaEonal Borutel Joint Venture
 Company
 Lap An Development Co. Pte. Ltd.
 Le Nom Vietnam Co., Ltd
 Long Hoang Security Service Co. Ltd.
 MACE Vietnam CO., LTD.
 Mast Industries (Far East) Co., Ltd
 Medipromotes

Mia Resort Nha Trang
 Mimi Clinic & Spa
 Minh Chuong Construction Co. Ltd.
 MM Soft
 Momo Paradise
 Mövenpick Hotel Hanoi
 Mua Gat Co. Ltd.
 My Phuong Trading Company Limited
 Nam A Bank
 Nam Huong Corp.
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 Sofitel Legend Metropole Hanoi
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United Way Worldwide
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VAA
Victoria HealthCare My My Clinics
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VinaCapital Hoi An Resort Co., Ltd.
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VinaProjects Co.,Ltd
Vinasteel Ltd.
VNG Corp.
Yamaha Motor Vietnam
Yen Viet JSC
YPO – WPO Vietnam

Event Donors

An Phu Mekong Merchant Bazaar
Annual Golf Tournament
Ben Thanh Art & Frame AucEon
Canadian Embassy Fun Run for Children
CanCham Annual Golf Tournament
Flaunt Fashion Show
Hanoi Run For Children
Hard Rock Charity Bazaar
Holland Days
ILV Charity Bazaar
Michelin Guide Singapore 2016 Gala Dinner
Movenpick Hotel Hanoi Golf Tournament
Movenpick Hotel Saigon Golf Tournament
My Better Truth
Saigon Charity Bazaar
Saigon South InternaEonal School Charity Bazaar
Scar of Life
Society of Petroleum Engineers
SSIS PTA Charity Bazaar
St. MarEn in the Fields London Charity Concert
VAA
VCN Tennis Tournament AucEon
Vietnam Field Hockey Tournament
Vietnam Hockey FesEval
Vinacapital Danang Golf Course
VinaCapital's Amazing Race 2016

Organization, School & NGO Donors

American Academy of Pediatrics
American International School
Aspen Foundation
AusCham Vietnam
Australian Consulate General, Ho Chi Minh City
Australian International School
Bang Lang Vinhomes Residents
Bệnh viện Đà Nẵng
Bệnh viện Đại Học Y Dược TP.Hồ Chí Minh
Bệnh viện Hoàn Mỹ Đà Nẵng
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Bệnh viện Nhi Đồng 2
Bệnh viện Tim Hà Nội
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Bệnh viện Triều An
BIS Community Service Projects – PTG
British International School
Canadian Chamber of Commerce
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Canadian Embassy, Ho Chi Minh City
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Giving it Back to Kids
Grace's Cookies
Hannah's Promise International Aid
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Heartbeat Vietnam Club of SSIS
Helping Hand Helping Hearts Foundation
Highlands Mountaintop Rotary Club
Hope Foundation
International Women's Club of Hanoi
Julie Ferne Memorial Trust
Lotus Humanitarian Aid Foundation
New York University
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Starkey Hearing Foundation
Swimming Sparrow Team
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The ACB International School
The American School
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The International School of Ho Chi Minh City
Thoi Bao Community Fund
Thuy Design House
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United Nations International Shool of Hanoi
Vietnamese Dynamic Students in NSW
Vovicare Foundation
World Bank
World Heart Foundation
Youth Embassy Group Corporation

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Bà Thảo Văn
Bà Tô Thị Năm
Bà Tracyn Thúy Nguyễn
Bà Trần Lê Thủy
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Chị Nguyễn An
Chị Yến & Bạn bè

Chris Nguyen
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Dang Pham Minh Loan
Dang Thi Lan Anh
Dang Thi Mai Anh
Dang Thi Thu Dung
Dao Nguyen Khanh Giang
Daryl Hasmatali
Dat Nguyen
Dau Thi Thanh Huyen
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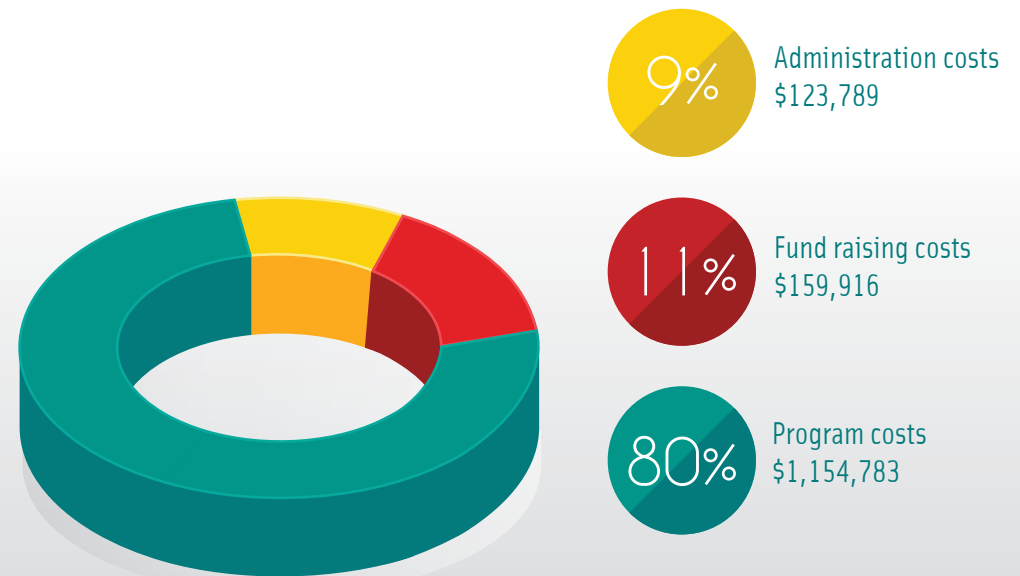
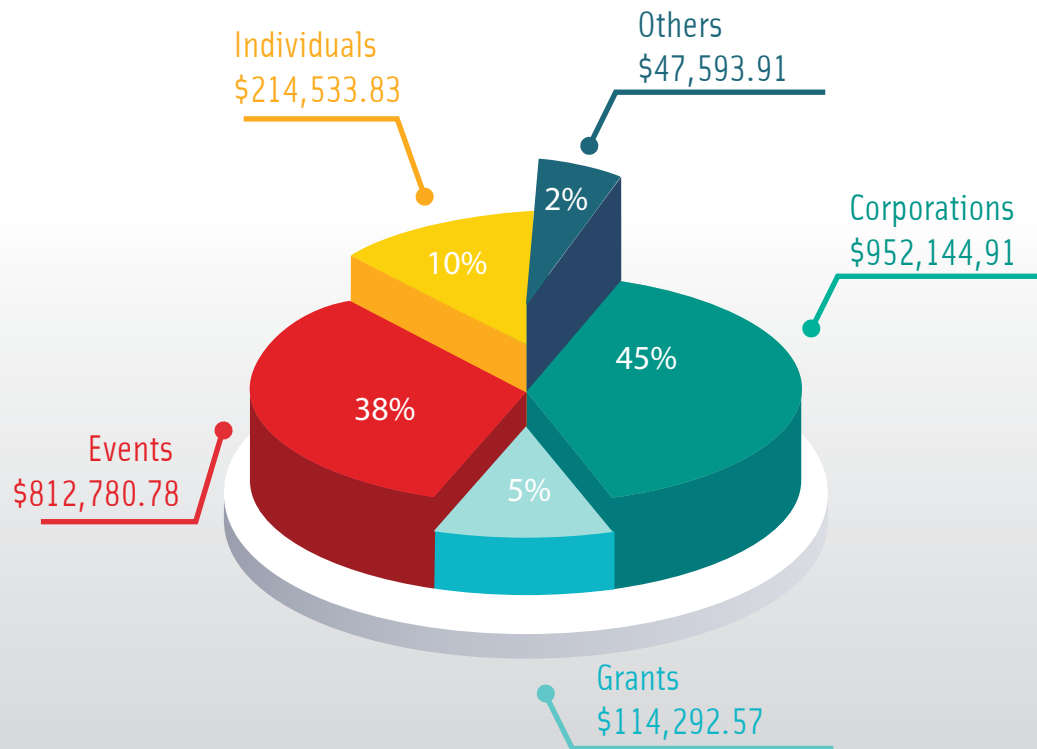
2016 Financial Overview

		Year-ending 31/12/2016 USD	Year-ending 31/12/2015 USD
	Notes		
Total revenue from donation	5	2,141,346	1,303,176
Expenses			
Cost of improving health care access and outcomes for poor children	6	563,567	624,441
Cost of increasing capacity for pediatric and cardiac care	10	319,706	179,263
Education costs for disadvantaged children and youth	13	83,010	76,243
General program costs	14	187,900	158,012
Total program costs		1,154,183	1,037,959
Fundraising costs	15	159,916	85,517
Administration costs	16	123,789	189,922
Total expenses		1,437,888	1,313,398
Other gains		904	-
Foreign exchange (losses)/gains		(1,504)	716
Profit/(loss) for the year		702,858	(9,506)
Foreign currency translation difference		(11,609)	(22,014)
Total comprehensive loss for the year		(11,609)	(22,014)

A complete copy of the 2016 International Standard Audit by Deloitte is available on the VCF website and Guidestar

By The Numbers

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CEO & Executive Director



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*Director of Corporate Development
and Government Relations*



Nguyen Thi Bich Chau
Director of External Relations



Tran Trung Nghia
Director of Finance & Programs

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IT
HAPPEN

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Program Manager



Nguyen Ngoc Minh Thu
Outreach Manager and Program Coordinator



Tran Quoc Thanh
Program Coordinator/ IT Manager



Le Thi Hong Thuy
Program and Accounting Assistant



Nguyen Ha Lam
Heartbeat Vietnam Coordinator

Program Staff



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Manager, Education Programs

Nguyen Thi Huyen Thuong
Country Coordinator -
Starkey Hearing Foundation



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Marketing and
Social Media Coordinator

Tran Quang Minh Thu
PR & Event Manager



Nguyen Ngoc My Linh
PR and Event Coordinator

Rah Lan H'Blien
PR & Event Assistant



Nguyen Thi Khanh Huyen
Development and Accounting Staff



Nam Phuong Nguyen
Program Development Officer



Hoang Van Bao
Accountant



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Capacity Program Manager



Danh Thi Quynh Anh
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Nguyen Nu Quynh Giao
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Help us to prevent the needless
deaths of children in Vietnam.



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