



Abbott Vietnam Citizenship Report  
First Edition



# About Abbott

## **About Abbott**

Abbott is a diverse, global healthcare company with scientific expertise and products that address the full range of healthcare needs – from disease prevention and diagnosis to treatment and cure. Our company discovers, develops, manufactures and markets diagnostics, medical devices, nutritionals and branded generic pharmaceuticals – products for which there is increasing demand in both developed and rapidly growing markets throughout the world. Abbott serves people in more than 150 countries and employs approximately 70,000 people around the world. The data in this report relates to our activities in Vietnam in 2011 and 2012.

## **About the Cover**

More than 25 percent of Vietnamese children under age five are underweight, according to UNICEF. The primary reasons: a limited supply of nourishing foods and a general lack of nutritional knowledge among the populace, especially in rural areas. Since 2005, Abbott, the Abbott Fund, AmeriCares and Giao Diem Humanitarian Foundation have been improving nutritional health by targeting children early in life. In 2012, together we improved the nutritional health of more than 4,800 preschool and kindergarten-age children in three of the country's rural provinces – Quang Tri, Hue and An Giang – where childhood malnutrition rates are among the highest. During the 2011–2012 school year, the program achieved a 40 percent decrease in malnutrition in two of the three provinces.



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# Letter from the Leaders of Abbott in Vietnam

Dear Stakeholders,

We are proud to present Abbott's first report on our citizenship activities in Vietnam. This report provides an overview of our commitment to responsible business in Vietnam and our work to make a significant and positive impact on Vietnam's future. It details our company's progress on a wide variety of issues and activities of critical importance to Vietnam, its healthcare professionals, its patients and its government. These issues and activities are equally important to the sustainable growth of our company.

Abbott has played an important role in Vietnam since 1995, providing high-quality healthcare products and support to enhance the nation's healthcare system and advance the knowledge of its patients.

Abbott supports a wide range of educational programs and materials to aid patients and consumers in the prevention and treatment of many diseases and health conditions. In partnership with many others, we deliver programs that educate patients and healthcare providers about proper nutrition and a range of different diseases. These programs leverage Abbott's own expertise and the expertise of others around the world, drawing on the latest advances in healthcare science.

In 2012, we welcomed 3A Nutrition (formerly 3A Pharmaceuticals) into the Abbott family, strengthening an already successful 18-year partnership. At Abbott, we remain committed to providing products and programs that enhance people's health and well-being and to conducting business in ways that help strengthen Vietnam.

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# Our Business



## Redefining Responsibility

At Abbott, we believe that innovative, responsible and sustainable business plays an important role in building a healthy, thriving society – in Vietnam and around the world. This idea is the cornerstone of our global citizenship strategy. We strive to foster economic, environmental and social well-being as we pursue the work of discovering, developing, manufacturing and distributing products that enhance people's health.

We continually work to build sustainable solutions to the world's most pressing healthcare challenges, while reducing our impact on the environment and creating lasting value for both our stakeholders and our business.

## Our Business

Abbott is a diverse, global healthcare company headquartered in north suburban Chicago, in the United States. Abbott has approximately 70,000 employees who serve customers in more than 150 countries worldwide, with products designed to enhance human health and well-being.

Our products and services address the full range of human healthcare needs, from disease prevention and diagnosis to treatment and cure. Abbott achieved revenues of approximately USD 39.9 billion (VND 829.9 trillion ) in 2012.

At the beginning of 2013, Abbott divided into two separate, publicly traded companies — one focused on diversified medical products and the other on research-based pharmaceuticals. The diversified medical products company, which retains the Abbott name, consists of four businesses: diagnostics, medical devices, nutritionals and branded generic pharmaceuticals. Our presence in emerging markets is among the most expansive of any diversified healthcare company and is expected to reach nearly 50 percent of sales by 2015.

The research-based pharmaceuticals company, AbbVie, includes Abbott's pre-existing portfolio of proprietary pharmaceuticals and biologics. Both companies remain global leaders in their respective industries and will continue contributing to improving the health and well-being of the people of Vietnam.

(Left) Senior executives at Abbott Vietnam guide an employee team of approximately 3,400. (Right) An Abbott representative works in close consultation with medical professionals at the Pediatrics Hospital in Ho Chi Minh City.



### Our Operations in Vietnam

Abbott began operating in Vietnam in 1995 with approximately 100 employees. Today, Abbott employs approximately 3,400 people in Vietnam, following the acquisitions of Solvay Pharmaceuticals in 2010 and 3A Nutrition, a local nutrition distributor, in 2012. Vietnam is a key market for Abbott and is the second-largest market for medical and pediatric nutrition products among the countries where we operate.

In Vietnam, Abbott markets and distributes a broad range of health products in three key areas: nutrition, diagnostics and established pharmaceuticals.

### Nutrition

We develop and market science-based nutritional products that support the growth, health and wellness of people of all ages. Our goal is to be a trusted leader in providing innovative and superior nutrition solutions that advance people's health, growth and recovery at all stages of life.

Abbott's key pediatric nutrition brands for Vietnamese infants include the *Eye Q Plus* line of products, focused on brain development; the *Special Care* line of products for specialized

infant nutrition, including nutrition for preterm babies; our lactose-intolerant range (including *Similac Isomil* and *Similac Total Comfort*); and our Grow products for the nutritional development of young children aged three and over. In 2006, Abbott launched its Smart Choice line of products, which are marketed across 62 provinces and cities. They reflect our commitment to producing high-quality products at prices that are more affordable for lower income households. Currently, we offer four Smart Choice products — Abbott Grow 1, 2, 3 and 4. Each of these products supports a strong immune system, bone development and healthy weight gain at different points in a child's first six years of life.

Our key medical nutrition products in Vietnam include Glucerna for people with diabetes; Ensure, a balanced nutrition product for adults and the elderly; PediaSure, a complete, balanced nutritional for children; Prosure, which provides specialized nutrients for cancer patients; and Abound, providing nutrients that speed wound healing.

Key customers for our nutrition products include consumers, healthcare professionals, hospitals and pharmacies.

# Our Business

(continued)



(Left) Abbott helps conduct nutrition seminars at hospitals across Vietnam. (Middle) Abbott Nutrition products sold in Vietnam are manufactured at our plant in Singapore. (Right) Our nutrition R&D center in Singapore develops new products tailored to meet the needs of Asian families.

## Diagnostics

Abbott Diagnostics provides in vitro diagnostic products and technologies in immunoassay, clinical chemistry, hematology, blood screening, viral load monitoring, laboratory information and automation. Vietnamese healthcare professionals use Abbott's innovative diagnostic instrumentation systems and tests to monitor medication levels, to assist in the diagnosis and treatment of disease and to protect the blood supply.

Our key customers include hospitals, reference laboratories, molecular laboratories, blood banks, physician offices and clinics.

## Established Pharmaceuticals

Our Established Pharmaceuticals business provides affordable, high-quality branded medicines for a wide range of medical conditions and therapeutic areas, including cardiovascular diseases, infections, neurologic conditions, gastrointestinal diseases, men's health and women's health, as well as vaccines. Our key prescription products include *Lipanthyl*, *Tanatri*, *Klacid*, *Serc* and *Duphaston*. Our key over-the-counter products are *Brufen*

and *Duphalac*. We also produce the *Influvac* vaccine. Patients and customers in Vietnam and other countries depend on Abbott for trusted, affordable branded medicines backed by the highest international quality standards and practices to address these and other common health conditions.

Our key customers include healthcare professionals and pharmacies.

## Our Role as Employers in Vietnam

Abbott employees are the foundation of our success. We are attentive to their views and responsive to their concerns, and we strive to offer them a safe, healthy and fulfilling work environment. We empower employees by encouraging their leadership through a range of developmental programs and by incorporating their views into policies and practices. Abbott trains all new hires to ensure that they responsibly pursue our mission of improving human health and well-being.

For the past 18 years, Abbott has worked alongside 3A Nutrition, which has been the exclusive distributor of our products in Vietnam.





In August 2012, Abbott announced it would strengthen its partnership with 3A Nutrition by formally making it a part of the Abbott family. We are now integrating 3A Nutrition into Abbott, combining the two organizations' strengths to continue providing the best possible service and support for our customers throughout Vietnam.

### **Manufacturing and Quality**

All Abbott products sold in Vietnam are manufactured under stringent quality assurance and quality controls. The majority of Abbott's nutrition products in Vietnam are produced at Abbott's Singapore manufacturing facility, our company's largest nutrition manufacturing plant in Asia. The plant meets all Good Manufacturing Practices (GMP) and Agri-Food and Veterinary Authority regulations. The facility is certified to ISO 9001 (Quality Management System), ISO 22000 (Food Safety Management System) and FSSC 22000 (Food Safety System Certification). From ingredient selection and the recognition of milk origin to manufacturing and packaging, rigorous quality checks take place during each phase of manufacturing and distribution to

ensure that all of our products meet or exceed the high quality standards set by our company. Our established pharmaceuticals business has manufacturing plants throughout the European Union and Asia, and we ensure that each of these plants upholds Good Manufacturing Practices (GMP). Abbott's diagnostic business manufactures its machines at Abbott's headquarters in the United States. Its chemicals originate in Germany, the United States and Ireland.

Abbott also routinely audits its partners and suppliers to ensure that they meet our expectations both for product quality and for social responsibility standards such as ethics, management systems, employee health and safety and environmental performance. We use a risk-based process to select suppliers for on-site audits, and we apply intensive screening in emerging markets where risks may be higher.

# Our Business

(continued)



We work with Vietnam's National Institute of Public Health on testing methods to ensure product quality.

## Research and Innovation

Abbott's business in Vietnam leverages our global R&D investments but is specifically targeted at addressing the needs of Vietnamese communities. Abbott's global USD 4.3 billion (VND 89.4 trillion) R&D investment in 2012 reflects our ongoing commitment to identifying new solutions to healthcare challenges.

**\$4.3**  
**billion**

Abbott invested USD 4.3 billion (VND 89.4 trillion) in R&D in 2012.

Abbott established a Nutrition Research and Development Center in Singapore in 2010. The facility, Abbott's largest nutrition R&D facility in Asia, is located at the Biopolis

Research Park in Singapore. Its more than 65 world-class scientists focus on understanding consumer insights, conducting clinical studies and facilitating new product development. The 28,000 feet of laboratory space is equipped with state-of-the-art laboratories for analytical research, sensory tasting, regional product and flavor development and research on health benefits of new ingredients. The center's Singapore location allows us to gather important local insights into needs and preferences, helping us address the distinct nutritional challenges and dietary needs within the Asia-Pacific region, including in Vietnam.

# Overview of Health Care in Vietnam



A hospital nutrition director at Bach Mai Hospital ensures that nutritional education is integral to patient care, with support from the Abbott Fund Institute of Nutrition Science (AFINS).

## Health Infrastructure

Vietnam's healthcare infrastructure is relatively well developed, with its health expenditures equaling 7.2 percent of gross domestic product. Nonetheless, Vietnam faces clear healthcare challenges, along with many of its neighboring countries. Access to and quality of care vary widely across the nation, and healthcare professionals often look to companies like Abbott and other partners for education and training with regard to new and emerging treatments and medications.

Vietnam's population is both growing and aging, thus increasing the number of people seeking hospital treatment. The increased pressure on hospitals means that healthcare professionals have less time to spend with each patient and less time to train medical students. Major hospitals have high patient demand, but district and commune-level health facilities still have modest to low patient loads. While the Vietnamese public is generally aware of the space shortage at major hospitals, people continue to choose care at these hospitals over other alternatives for the following reasons:

- Advanced equipment is more common at major hospitals.
- The difference between what patients pay for care at major hospitals versus district and commune-level facilities is relatively minor.
- Major healthcare facilities are becoming increasingly accessible due to improvements in transportation.

## Medical Training

Vietnam has 1.2 physicians per 1,000 people. While this ratio is more favorable than in many Asian countries, it is still below the 2.3 percent ratio that the World Health Organization deems sufficient for meeting primary healthcare needs. Vietnam's medical education curriculum focuses on training doctors as generalists who are capable of treating a wide range of patients. The curriculum also includes training in traditional medicine.



# Overview of Health Care in Vietnam (continued)



## Nutrition

Vietnam has made great progress in recent years in improving the overall health and well-being of its populace. In the past, the government has invested substantially in micronutrient supplementation programs. With the introduction of the *National Nutrition Strategy for 2011–2012, with a Vision Toward 2030*, the Vietnamese government underscored its ongoing commitment to reducing malnutrition and micronutrient deficiencies, especially among women and children.

### Achievements in Recent Years

- Vietnam has surpassed its goal of lowering the malnutrition rate for children under five years of age to less than 25 percent. The childhood malnutrition rate fell from 44 percent in 1994 to just over 20 percent in 2008 and declined further, to 17 percent, in 2010.
- The country has reduced the prevalence of iron deficiency anemia among women of child-bearing age in areas reached by the government's iron deficiency anemia control program. Comparative surveys show

the condition's prevalence falling from 50 percent in 1985 to 25 percent in 2006.

- The nation has enhanced nutritional knowledge and practices among mothers of ailing children. The proportion of mothers who understand appropriate nutrition practices increased from 44.5 percent in 2005 to 67 percent in 2009.
- Vietnam is also educating more young women on proper nutrition and maternal health practices. The proportion of better-informed young women increased from 28 percent in 2005 to 44 percent in 2010.

### Ongoing Challenges

While these achievements are significant, Vietnam continues working to address public health needs and challenges, some of which are addressed in the Government's National Nutrition Strategy, including:

- Iron deficiency anemia, which affects 36 percent of pregnant women and about one-third of children under five.
- Improve breastfeeding level.

(Left) Abbott hosts symposia on our new pediatric diagnostic tool, Identification and Management of Feeding Difficulties (IMFeD). (Middle) Nurses at AFINS facilities are trained to identify patients' nutritional issues. (Right) Vietnam's hospital-based nurses form the front line in the battle against the nation's growing incidence of such chronic ailments as cancer, diabetes, HIV/AIDS, heart disease and obesity.



- A high malnutrition rate for children under age five. The government's aim is to reduce underweight malnutrition from 17.5 percent in 2010, to less than 8 percent by 2020.
- A high rate of stunted growth in children under age five. This challenge is addressed in Vietnam's National Nutrition Strategy, one goal of which is to reduce the prevalence of stunting in children under five from 29.5 percent in 2010 to 23 percent by 2020.
- More than 45 percent of infants between seven and 12 months of age are given food that is inappropriate for their age and nutritional needs, which can negatively impact their growth and development. The percentage of children receiving inappropriate food increases to 70 percent among toddlers aged 13 to 14 months and to 88 percent for children aged 24 months.
- Lack of dietitians. In the fall of 2012, the first nutrition bachelor's degree program in Vietnam, developed by Hanoi Medical University and the National Institute of Nutrition, was approved by the Ministry of Education and Training, with courses beginning in 2013. Previously, with the help of the Abbott Fund Institute of Nutrition

Science program (see p.16), Hanoi Medical University had developed a one-year specialty clinical nutrition program for nursing students.

### **Vietnam's Changing Health Needs**

As Vietnam's economy grows, its people's dietary and lifestyle habits are changing. For example, diets have shifted to include lower amounts of starchy staples and higher amounts of proteins and fats. In addition, the nation's increased industrialization and modernization has meant lifestyles with less physical activity and more sedentary habits. As a result, Vietnam faces nutritional challenges both from people who are underweight, and those who are overweight.

Diabetes, too, is a growing issue in Vietnam. Since it is a chronic, lifelong condition, effective treatment and disease management require ongoing collaboration between patients and their healthcare professionals.

Vietnam also faces several health issues of increasing prevalence, including cancer, diabetes, tobacco-related diseases, HIV/AIDS, heart disease and obesity in children and adults.

# Patient Education



Abbott partners with many of the country's hospitals to help patients and healthcare providers understand the essential role nutrition plays in health and well-being.

## Our Approach

Abbott pursues its commitment to the health and well-being of patients and consumers in Vietnam in a variety of ways. We partner with numerous organizations in Vietnam to advance education for patients and healthcare providers, enhancing their understanding of prevalent health challenges and disease management.

In 2012, more than 619,000 patients participated in hospital-based inpatient and outpatient educational programs supported by Abbott. Topics ranged from diabetes management to prenatal nutrition to specialized nutrition for cancer patients.

**389,000+**  
patients  
reached

In 2012, more than 619,000 patients benefited from our hospital-based educational programs.

## Diabetes Education for Patients

Diabetes is a growing problem in Vietnam, affecting all segments of the population, whether urban or rural, rich or poor. The nation's incidence of diabetes is growing by an estimated 8 to 10 percent annually, one of the highest rates of increase in the world, according to the Central Endocrine Hospital. While diabetes cannot be cured, good nutrition can help change the course of many type 2 cases.

Abbott sponsors monthly diabetes education programs, hosted in partnership with hospitals or by the Ho Chi Minh Nutrition Center for Diabetic Patients. At these events, doctors address diabetes patients on such critical topics as blood pressure management and the side effects of diabetes. The events provide patients with opportunities to ask questions freely and to learn all they need to know about managing their disease with proper nutrition.

Abbott's 3P-Package Initiation Program helps hospital patients with diabetes to better understand the disease, with a diabetic consultation room where healthcare professionals specializing in nutrition provide individual patient consultations. In the past



year, approximately 18,000 patients received consultations through the program.

Our Established Pharmaceuticals business works with respected organizations to provide patients with information on diabetes. We also work with hospitals to host diabetes management classes and provide informational brochures and leaflets.

### **Education for Cancer Patients**

Abbott works with the Vietnam Nutrition Association to help new cancer patients understand the importance of good nutrition in treatment and recovery. Activities include:

- A new patient education starter program, with weekly events that educate newly admitted cancer patients on the importance of good nutrition in enhancing the efficacy of cancer treatment.
- Inpatient education, with regularly scheduled events that educate cancer patients about the different cancer therapies and their effects on nutrition.
- Outpatient education, with twice-yearly events that teach outpatients and their families about specialized nutrition during the recovery period. These events also provide patients with opportunities to share their cancer journeys.

### **Prenatal Nutrition Education**

Each year, 150,000 Vietnamese infants are born prematurely, costing more than 42 million Vietnamese dong in healthcare expenses. Despite Vietnam's high incidence of premature birth, societal awareness about the condition remains low. While it is difficult to bring down the

nation's 10 percent prematurity rate, appropriate treatment and good nutrition can reduce mortality.

Abbott continues to raise awareness of prematurity, and we will continue working with healthcare professionals and other experts on education in this area. We have plans to support hospitals in organizing a pre-discharge education class for parents of premature babies. We will also provide a post-discharge kit, with all the essential information on appropriate nutrition.

### **Feeding Difficulties**

Abbott developed its Identification and Management of Feeding Difficulties (IMFeD) tool to help pediatricians identify and manage feeding difficulties in children aged one and over. Globally, as many as 60 to 70 percent of parents report feeding difficulties with their children; poor nutrition in early childhood poses long-term health risks. IMFeD addresses this overlooked condition with proven approaches to help pediatricians properly diagnose children aged one and older. Abbott has introduced nutrition consultation rooms in pediatric hospitals, where healthcare professionals provide mothers with essential nutrition information, techniques for feeding their children well and demonstrations of the IMFeD tool, which identifies picky eaters. More than 50,000 mothers have participated in these programs.

# Education for Health Care Professionals



Abbott works with Vietnam healthcare professionals to enhance their understanding of the most appropriate patient treatments. Our educational events, trainings and expert speakers provide information about the latest equipment, medicines and therapies for diagnosis and treatment.

## Expert Partnerships

Abbott seeks to provide better patient solutions by working in partnership with a broad range of healthcare professional groups, government agencies and other key stakeholders. We work to ensure that healthcare providers have the latest information about the appropriate use of our products, and we strive to design and implement partnerships that help build capacity and technical expertise throughout Vietnam's healthcare community.

These partnerships help to:

- Share advances in science.
- Help raise the level of knowledge of international guidelines and norms among healthcare professionals in Vietnam.
- Increase knowledge about diseases that were previously uncommon in Vietnam but are now more prevalent.

Abbott's nutrition, diagnostics and established pharmaceuticals divisions all support a variety of educational events, meetings and trainings. These events provide healthcare professionals with information about equipment, medicines and therapies to help with patient

diagnosis and treatment. They also offer access to a network of key opinion leaders, hospitals and disease-specific experts. Through our forums, seminars and in-hospital training sessions, we supported the training of nearly 26,400 physicians in 2012.

In diagnostics, we encourage ongoing medical education, and we sponsor annual conferences run by Medic-Lab, a pioneer in the field of laboratory testing systems. These conferences focus on infectious diseases and are attended by laboratory technicians from across the nation. In addition, Abbott Diagnostics sponsors a number of scientific talks by industry experts to help healthcare professionals stay abreast of national and international medical developments.

Abbott's molecular diagnostics business works with the Ireland-Vietnam Blood-Borne Virus Initiative (IVVI) to provide HIV viral load testing for patient management. We also partner with the Hospital for Tropical Diseases in Ho Chi Minh City to provide viral load assays for treatment monitoring of hepatitis B and other diseases.

In addition, we conduct clinical chemistry road shows in Thailand, Vietnam and the Philippines. These road shows cover advances in such areas as pediatric reference intervals and Sigma Metric-driven quality management. Speakers have included Tam Tran, Director of the Center for Standardization and Control, and Sten Westgard, Director at Westgard, a U.S.-based consultancy specializing in clinical laboratory science. These presentations are

- The ASEAN Federation of Endocrine Societies
- The Vietnam Heart Association Congress, where physician training includes such areas as obesity and hypertension
- The Vietnam Ear, Nose and Throat Association Congress.

Abbott Nutrition also sponsors a variety of events to improve healthcare professionals' nutritional knowledge. For example, we sponsor the Vietnam Nutrition Association's (VINUTAS) annual two-day malnutrition symposia, hosted in Ho Chi Minh City and Hanoi. In 2012, nearly 2,000 healthcare professionals attended, enhancing their awareness of malnutrition as a major issue for patients and their families. The symposia drew extremely positive responses from expert speakers and attendees alike.

**26,400**  
physicians

Physicians were trained through our forums, seminars and in-hospital events in 2012.

supported by a range of organizations, including the Ho Chi Minh City Liver Association and the Association of Clinical Biochemists.

Our Abbott Cardiac Symposia, hosted in 2012 in Ho Chi Minh City and Hanoi, provided updated guidelines on cardiac treatments. Participants were addressed by Dr. Alan Wu, Clinical Professor at the University of San Francisco and Chief of the Clinical Chemistry and Toxicology Laboratories at San Francisco General Hospital.

Our Established Pharmaceuticals business also sponsors a number of educational programs for healthcare professionals. For doctors, educational activities range from regular workshops for groups of 15 to 20 to large-scale scientific meetings with such organizations as:

### **Prenatal Nutrition Education**

For decades, Abbott Nutrition has produced educational materials that help healthcare professionals teach pregnant women about the nutritional importance of breastfeeding, as well as proper breastfeeding techniques. We are equally dedicated to supporting mothers who cannot, should not or choose not to breastfeed by creating superior-quality infant nutrition products. In all cases, we are committed to helping mothers and healthcare professionals provide the best possible nutrition for the infants in their care. In the past year, Abbott hosted two international speaker events and 10 local speaker events on the subject of early nutrition and its impact on the cognitive development of infants and toddlers. About 1,500 healthcare professionals participated.



# Education for Health Care Professionals (continued)



AFINS-trained staff members routinely conduct nutrition interviews with hospital patients to gain understanding of their nutrition needs.

## Total Nutrition Therapy

Total Nutrition Therapy is a nutrition education program developed by Abbott for physicians. The program emphasizes how malnutrition and failure to provide nutrition therapy can impair clinical, social and financial outcomes. We have introduced this program in more than 30 countries, and it has been endorsed globally by numerous nutrition societies, professional societies and government agencies. In Vietnam, we introduced the Total Nutrition Therapy program in 2012 at Nguyen Tri Phuong Hospital through a launch symposium and subsequent workshops. In addition, Pediatric Total Nutrition Therapy, a similar program specifically aimed at pediatricians, was launched at Pediatric 2 Hospital in Ho Chi Minh City. It addresses the management of major clinical nutrition problems in pediatrics. Collectively, these symposia and workshops have reached more than 400 healthcare professionals, educating them about the importance of nutrition therapy and how to identify those at risk, develop care plans and monitor and manage therapy to support recovery.

## Abbott Fund Institute for Nutrition Science (AFINS)

The Abbott Fund Institute of Nutrition Science (AFINS) reflects the commitment of our non-profit foundation, the Abbott Fund, to invest in innovative long-term solutions that improve people's health around the world. The AFINS model is designed to advance the understanding and practice of clinical nutrition. Launched in 2010, AFINS is the first program of its kind in Vietnam. Backed by USD 3.8 million (VND 79 billion) in support from the Abbott Fund and the implementation of both local and international partners, AFINS is achieving strong results in terms of improved nutrition care for hospitalized patients. Its comprehensive, coordinated initiatives target three critical needs: training staff to integrate clinical nutrition into inpatient hospital care; expanding clinical nutrition education opportunities; and conducting and sharing research results on clinical nutrition best practices.

The AFINS program is a partnership between the Abbott Fund, Boston University, Bach Mai Hospital, the National Institute of Nutrition (NIN) and Hanoi Medical University, which has established a pioneering program to advance clinical nutrition in Vietnam.

AFINS program results to date include:

- In-service training in clinical nutrition for more than 1,200 staff members at Bach Mai Hospital, the NIN, Hanoi Medical University and other regional hospitals. This training has included “train the trainer” workshops and overseas fellowships, training for staff at Bach Mai Hospital, and training at regional hospitals.
- Establishment of Vietnam’s first clinical nutrition center at Bach Mai Hospital, which now serves as a model for hospital-based clinical nutrition best practices. Targeted efforts are under way to further strengthen patient nutrition care practices throughout the hospital. These efforts include upgraded feeding facilities and equipment; patient nutrition screening and assessments; and the integration of nutrition best practices into patient care throughout the hospital. The clinical nutrition center at Bach Mai Hospital also has established a satellite hospital network. It supports several of Vietnam’s provincial hospitals in organizing their own nutrition departments and putting them into operation.
- In 2010, AFINS organized Vietnam’s first-ever national conference on clinical nutrition, now an annual event. The purpose of this conference is to highlight the latest in nutrition research and best practices. The conference brings together nutrition experts and more than 100 leading officials from NIN, plus attendees from hospitals and medical schools throughout Vietnam.
- To help create a pipeline of hospital nutrition experts, Hanoi Medical University has launched a one-year clinical nutrition nursing certificate program, with the first class of 21 students due to graduate in early 2013. Program graduates will return to hospitals in their home regions to provide clinical nutrition services. In addition, AFINS is supporting the development of a new four-year undergraduate program.
- Under AFINS’ guidance, the NIN conducted the country’s first large-scale, hospital-based malnutrition study at Bach Mai Hospital in 2011, the results of which were presented at a medical conference in Bangkok. Follow-up studies examining inpatient, post-surgical nutrition needs will be completed in 2013.
- AFINS’ program partners in Vietnam have taken enthusiastic ownership of the effort to strengthen clinical nutrition, generating confidence that the program can achieve sustainable success far beyond its intended four-year time frame.

# Community Outreach



At rural Cu Chi Hospital and throughout the nation, Abbott is making a difference in the health and well-being of mothers, children and the general public, collaborating with community organizations to promote better nutritional habits.

## Our Approach

Abbott is committed to supporting the communities in Vietnam where we live, work and do business. We strive to make a positive and lasting difference by innovating and delivering life-enhancing products, by expanding access to healthcare and by providing support through our foundation, the Abbott Fund, which is dedicated to creating healthier communities worldwide. Abbott collaborates with numerous community organizations throughout the country, sharing our values and working in partnership to enhance people's health and well-being. In recent years, Abbott and the Abbott Fund have contributed more than USD9 million (VND 187.2 billion) to Vietnam through grants, product donations and community partnerships.

## Supporting Mothers

Abbott is keenly aware of the vital role parents play in feeding their children, and we believe that educating parents about good nutrition benefits children enormously. Through our prenatal nutrition program, Abbott sponsors educational events for healthcare professionals and mothers, sharing our nutritional expertise in such areas as maternal and infant health.

In 2011 and 2012, Abbott sponsored five Big Mother Education events organized by the Vietnam Nutrition Association. These events were aimed at educating mothers in local communities about optimal nutrition practices for infant development. Topics included nutritional education for mothers, early childhood nutritional needs and brain development. The events, hosted in Hanoi, Ho Chi Minh City and Danang, were attended by 4,500 mothers.

Abbott also hosts large-scale education events called Mini Mobile Mother. These events complement the work we do in Vietnam's hospitals. They teach mothers how to manage children's feeding challenges (see p.19) and offer screening for breastfeeding difficulties, using the IMFeD tool, developed by Abbott for pediatricians. The Mini Mobile Mother events also provide opportunities for mothers to consult with doctors on meeting their children's specific nutritional needs.

## Additional Community Nutrition Education

Abbott conducts a number of additional community nutrition education events throughout Vietnam. Our programs include:





Since 1993, Abbott and the Abbott Fund have donated more than USD9 million (VND 187.2 billion) in grants and products to support the work of Operation Smile in correcting children's facial deformities. Since 2005, with Abbott's donation of anesthesia, Operation Smile has completed more than 100 medical missions that have provided Vietnam with more than 8,000 successful surgeries.

- Community programs for the elderly, which provide free health check-ups, nutrition advice and education.
- Our diabetes club, Glu-control 24, hosted in partnership with the Vietnam Nutrition Association, which offers people with diabetes free blood glucose screenings and nutritional advice related to the disease, right in their own communities.

### **Women's Union Breastfeeding Program**

A recent study conducted by Abbott and a local Vietnamese partner found that women in Vietnam largely understand the importance of breastfeeding newborn babies. However, our survey also found that new mothers do not always put this understanding into practice. The survey showed that 40 percent of Vietnamese mothers breastfeed their infants only until the age of four months, compared with the six months recommended by the World Health Organization. Survey results also point to some fallacies inherent in traditions and rituals that are widely practiced by expectant Vietnamese mothers. For example, it found that 80 percent of respondents wrongly believed that new mothers should avoid fresh vegetables.

Abbott supports the Women's Union and its local Vietnamese partner in developing a breastfeeding program. Our breastfeeding program sponsors clubs at the commune level that teach Vietnamese women the benefits of breastfeeding and support their ability to breastfeed. These clubs, developed with the help of Abbott funding and our local partner, invite 20 to 30 women at a time to attend a six-session training course.

The program initially focused on the three provinces suffering the highest rates of infant malnutrition. It has since expanded to 10 provinces, attracting a large number of mothers as well as husbands and other family members.

These breastfeeding clubs have achieved measurable success:

- Mothers participating in the program show a marked increase in knowledge about proper infant nutrition. After completing the program, mothers score an average 87 percent on a knowledge test, compared with an average 17 percent to 34 percent beforehand.

# Community Outreach



Abbott and the Abbott Fund are longtime supporters of the Giao Diem Humanitarian Foundation, providing financial and nutritional support to improve nutrition among school-children in rural areas of Vietnam.

- 13,300 breastfeeding booklets have been distributed.
- 96 club managers have been trained to lead the clubs.
- 960 club members from 32 clubs at 10 provinces benefited from breastfeeding clubs.
- Approximately 150,000 people have visited the breastfeeding section of the Women's Union website.

## Giao Diem Vietnam Pediatric Nutrition Project

More than 25 percent of Vietnamese children under age five are underweight, according to UNICEF. The primary reasons are a limited supply of nourishing foods and a general lack of nutritional knowledge, especially in rural areas. Since 2005, Abbott, the Abbott Fund, AmeriCares and Giao Diem Humanitarian Foundation have been improving nutritional health by targeting children early in life. In 2012 alone, the Pediatric Nutrition Program enhanced the nutritional health of more than 4,800 preschool and kindergarten-age children in three rural provinces where childhood malnutrition rates are among the highest – Quang Tri, Hue and An Giang.

Program funding, administered throughout a network of 135 classrooms, supports training for staff, principals and teachers; equipment for food production; medical diagnostic tools; and education materials for family health workshops where parents learn how to select and prepare nutritious foods and create well-balanced meals. To date, the Abbott Fund has contributed USD 1.1 million (VND 22.8 billion) to the program, and Abbott has given another USD 1.3 million (VND 27 billion) in product donations.

## Support for Communities Throughout Vietnam

Abbott and the Abbott Fund have supported a number of other community projects.

They include:

- A CARE initiative to improve disease detection and avian influenza reporting at the village level.
- Construction of local schools like the Lien Son Primary School for Disadvantaged Children.
- Disaster relief and product donations critical to addressing such challenges as maternal and child health, malnutrition, diabetes and HIV/AIDS in Vietnam.



Please contact us with your questions and comments:

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