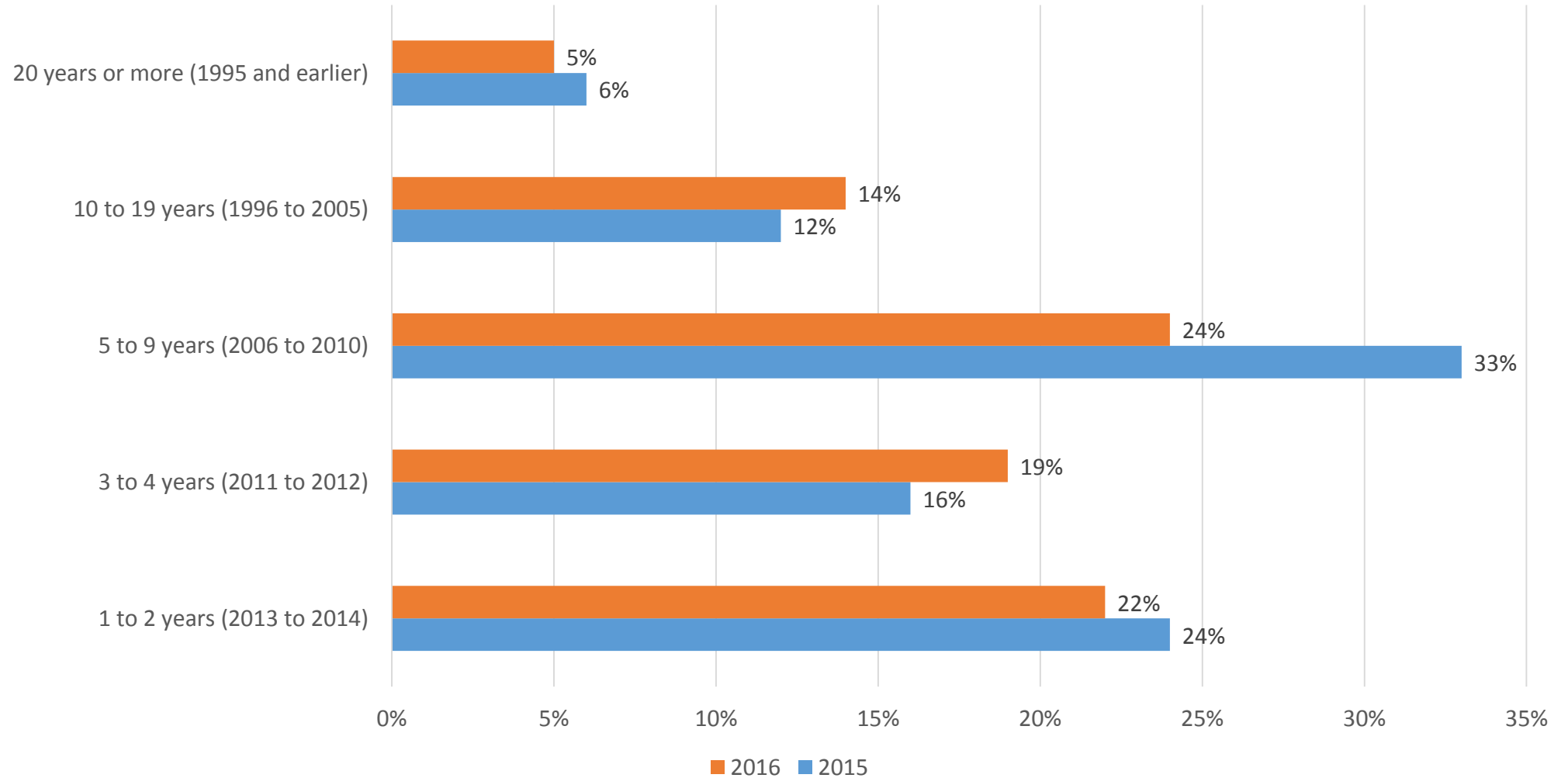


NPO ANNUAL SURVEY: *a short graphic report*

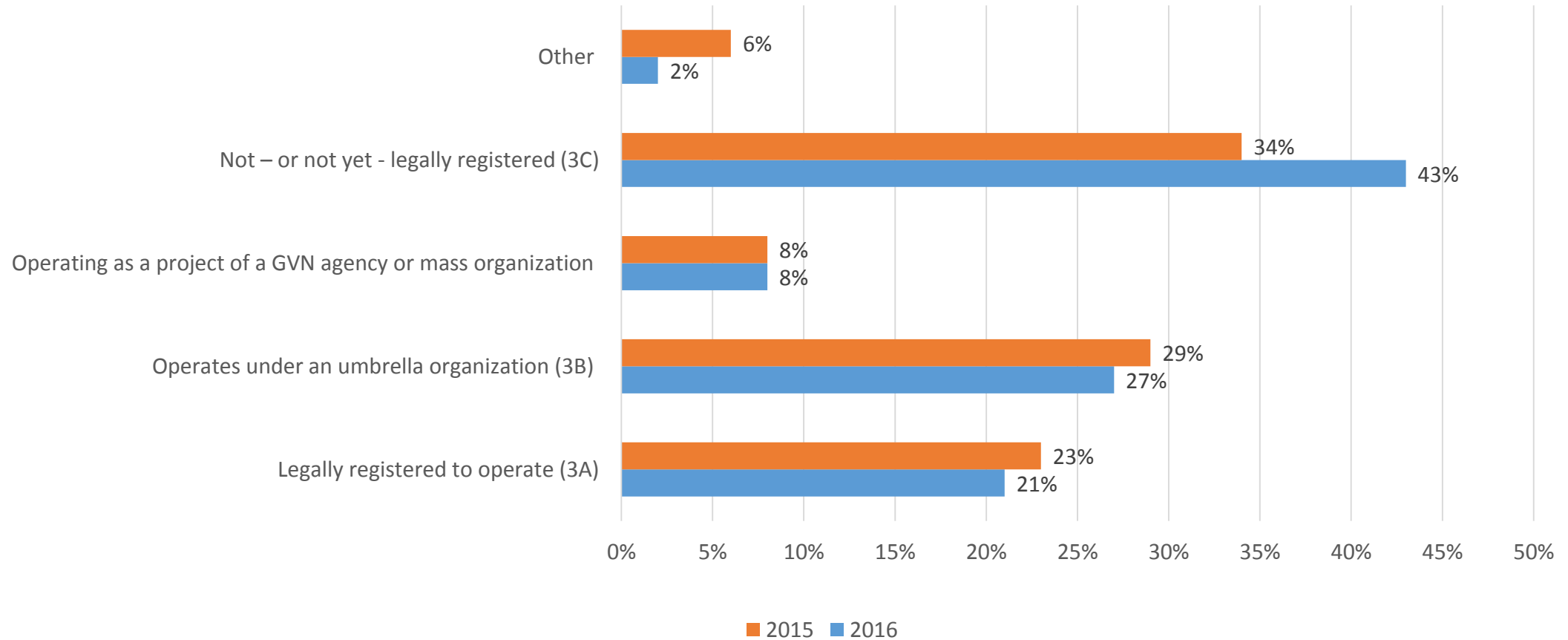
- 101 NPOs (out of 218 partners) completed the Annual Survey – a 46% response rate.
- The annual survey composed 33 questions which took 40 – 45 minutes for NPOs to complete.
- Some initial comparisons between the results in 2016 (n=101) and 2015 (n=90) are included in our analysis. *(Note: only 62 of the same NPO Partners completed the survey both years therefore it is not a perfect comparison.)*

Date of NPO Establishment (N=101)



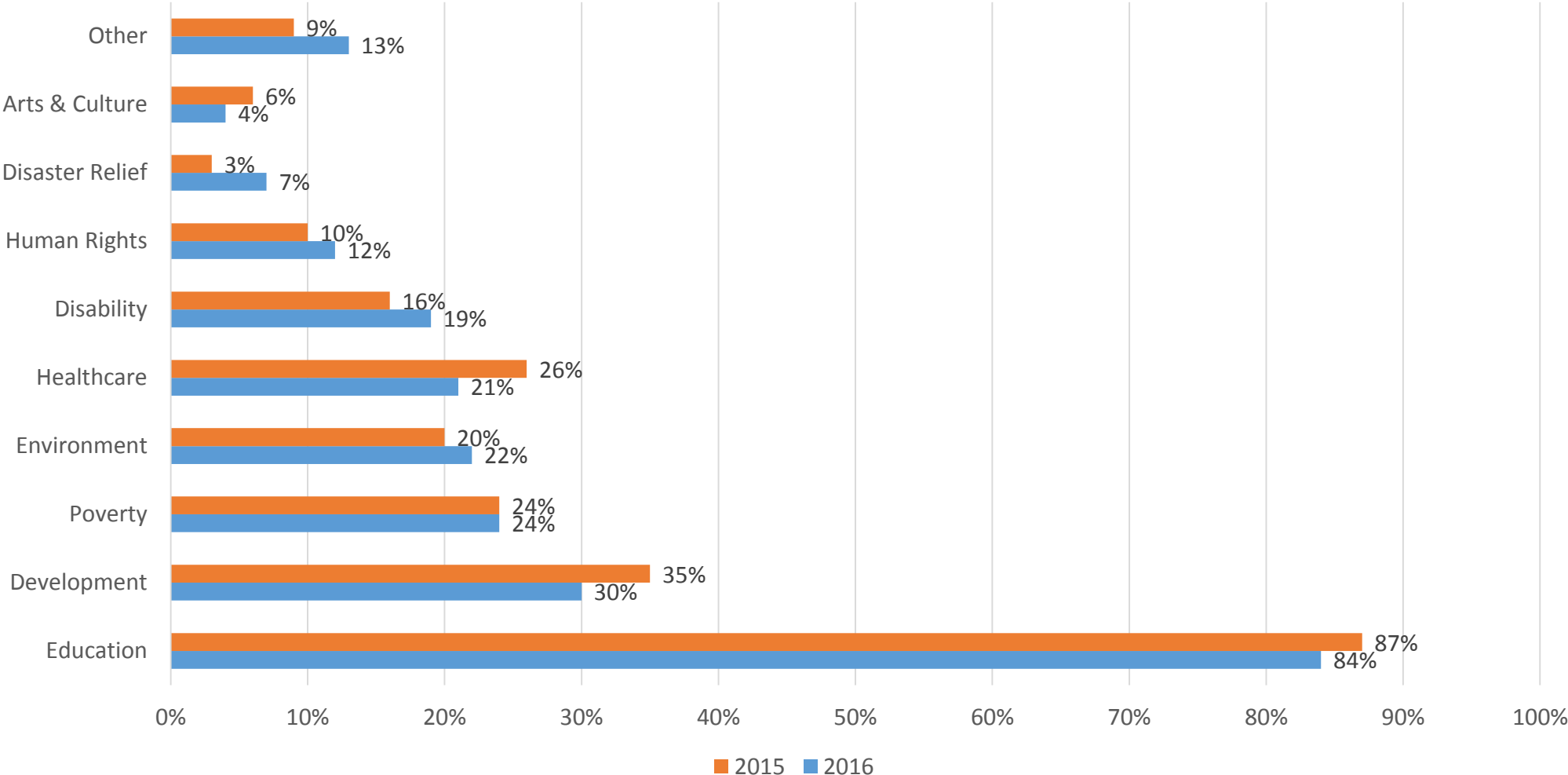
41% of the NPOs responding have been in operation for less than five years.
Almost 20% have been in operation for at least 10 years.

Legal Status of NPOs (N=101)



43% of NPO Respondents operate as unregistered, volunteer groups
21% of NPO respondents have their own license (official red stamp)
And 35% operate as a project or sub-group of another licensed organization

Thematic Areas (Causes) Addressed by NPOs



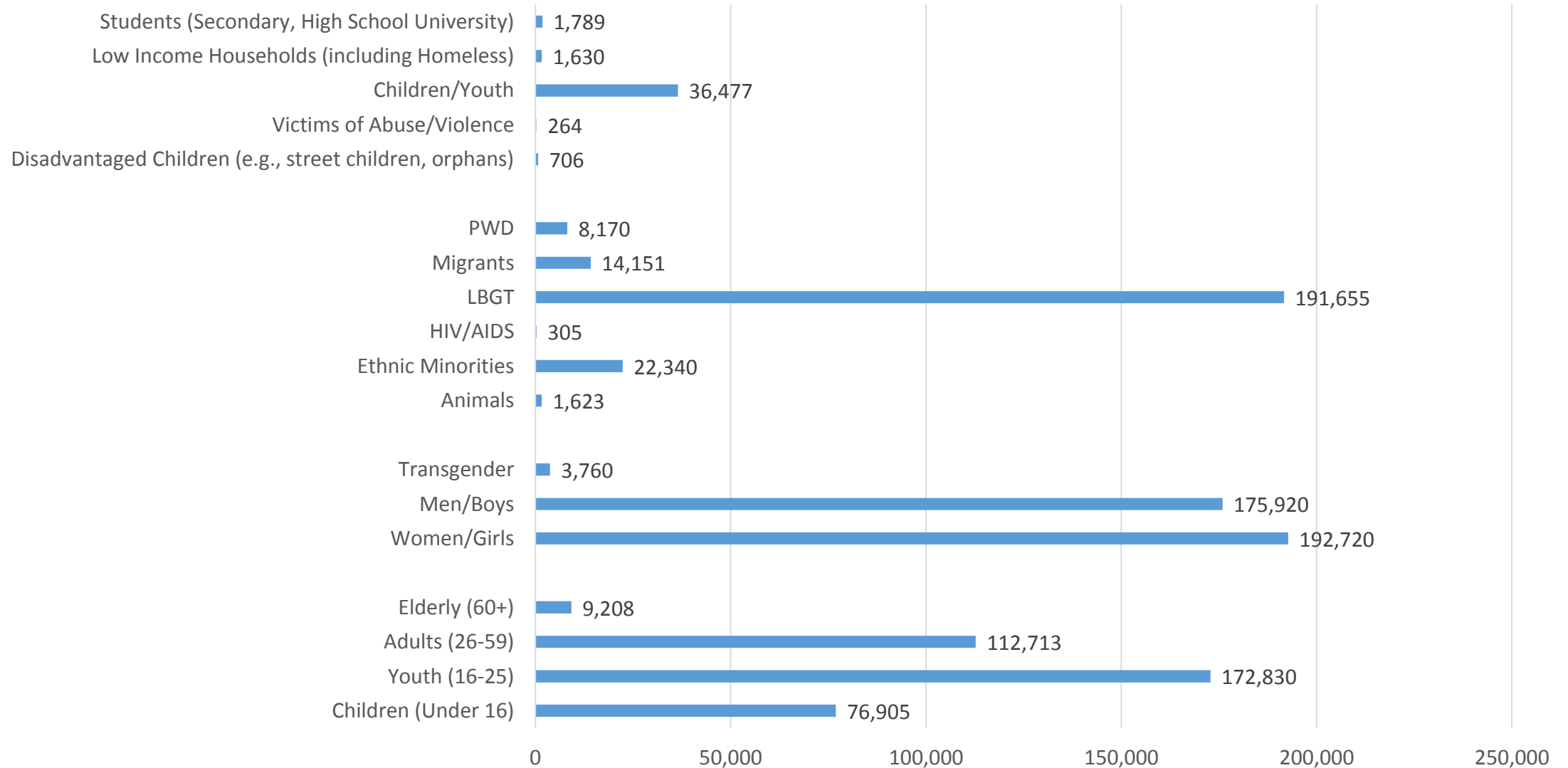
Over 80% of LIN's NPO Partners focus on EDUCATION

At least 20% of our NPO partners are focusing on Development, Poverty, Environment, Healthcare and/or Disability Issues

"Other" causes include:

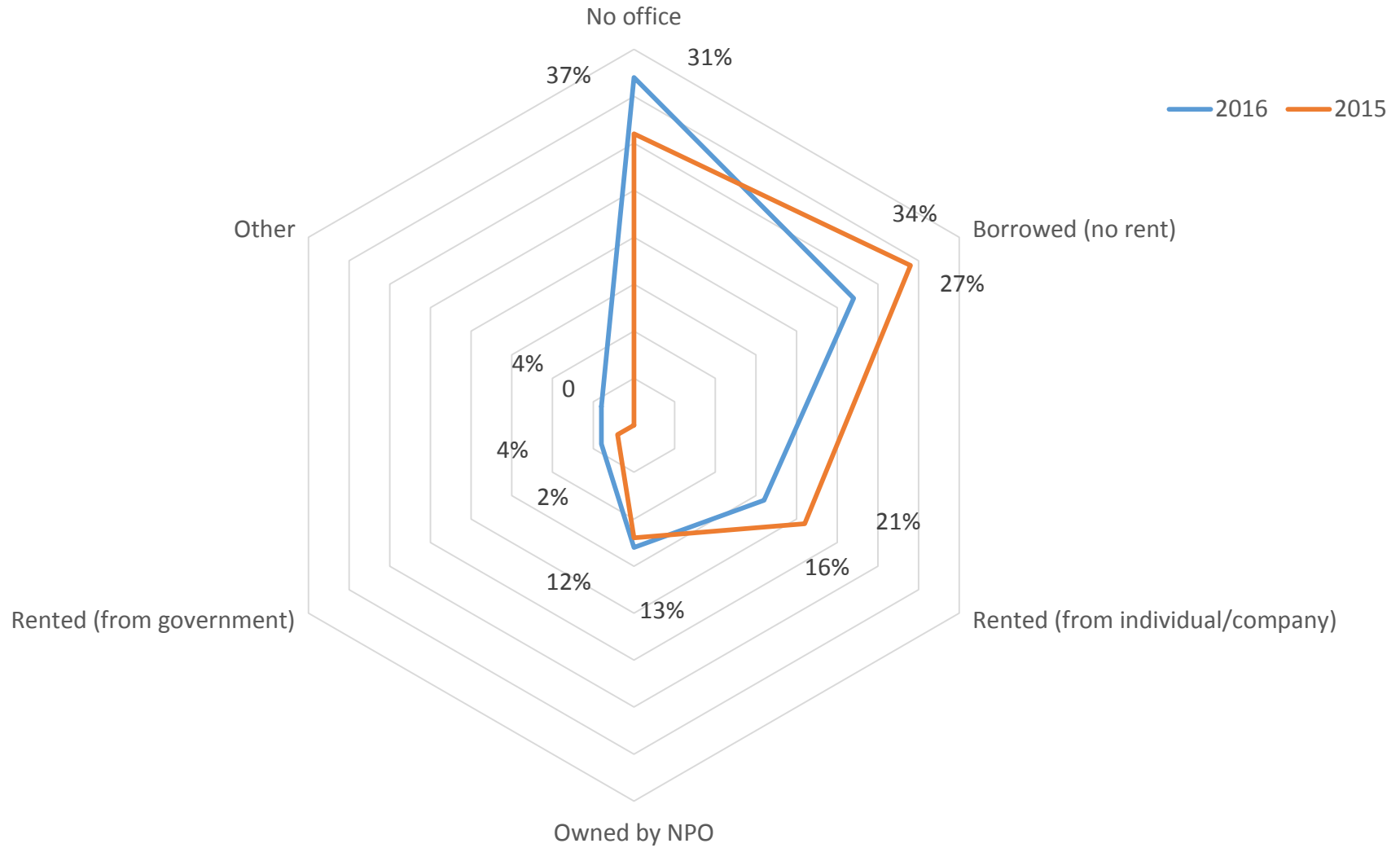
Abuse/Violence, Animal Rescue, Vocational Training, Tourism, Sex Education, Clean Water, LGBT, Students, Psychology, Children, Vocational Training/Employment Services, Biodiversity/Wildlife Protection

Estimated number of beneficiaries served last year by categories



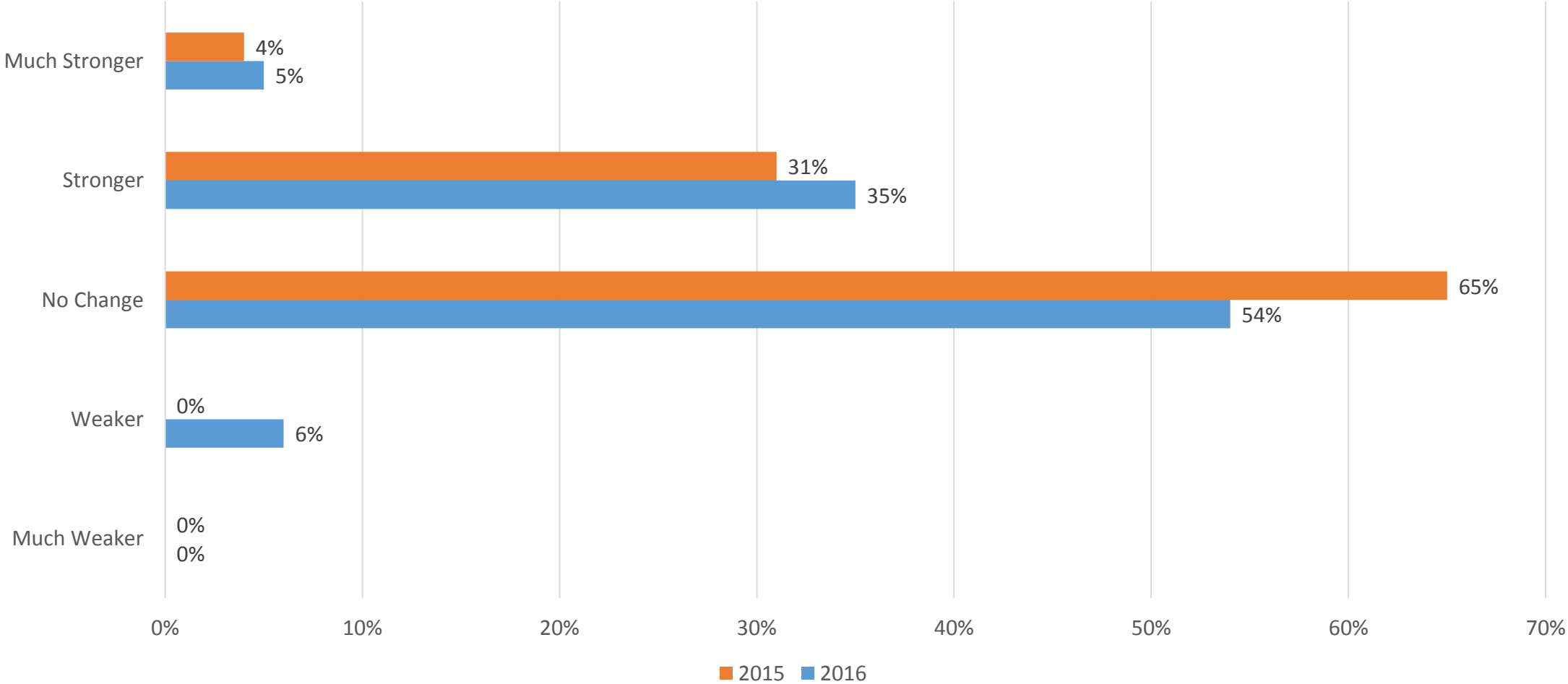
LIN's NPO Partners served over **376,244** Beneficiaries last year.

Office Space



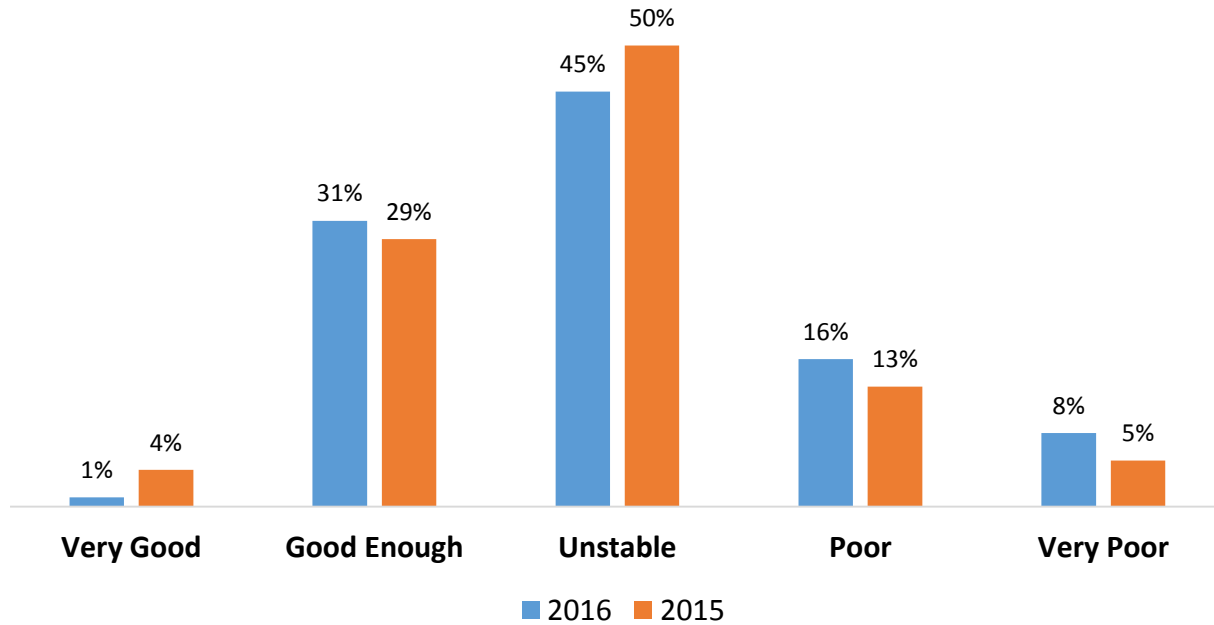
37% of NPO Respondents said they have no office
27% of NPOs “borrow” their office space (not owned, no rental fee)
33% own and/or rent their office space

Government Relations



40% of NPOs said their relationship with the government improved compared with the previous year while 54% reported no change
57% of the NPO Respondents said they receive no support from the government
Among the 43% that do receive support, NPOs cited help with approvals (27%), project collaboration (17%), and/or funding (9%).

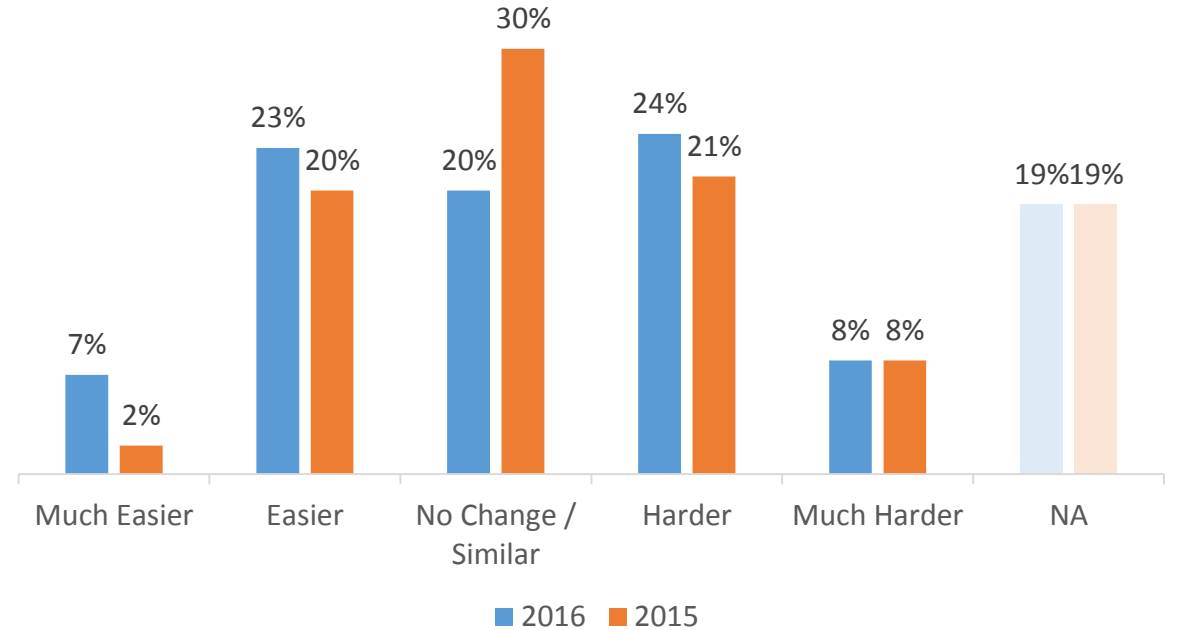
NPO's Overall Financial Health



69% of NPOs reported unstable, poor or very poor financial health (demonstrating uncertainty about whether they could find sufficient funds for the coming year).

54% of NPO Respondents said they had 5 or fewer donors!

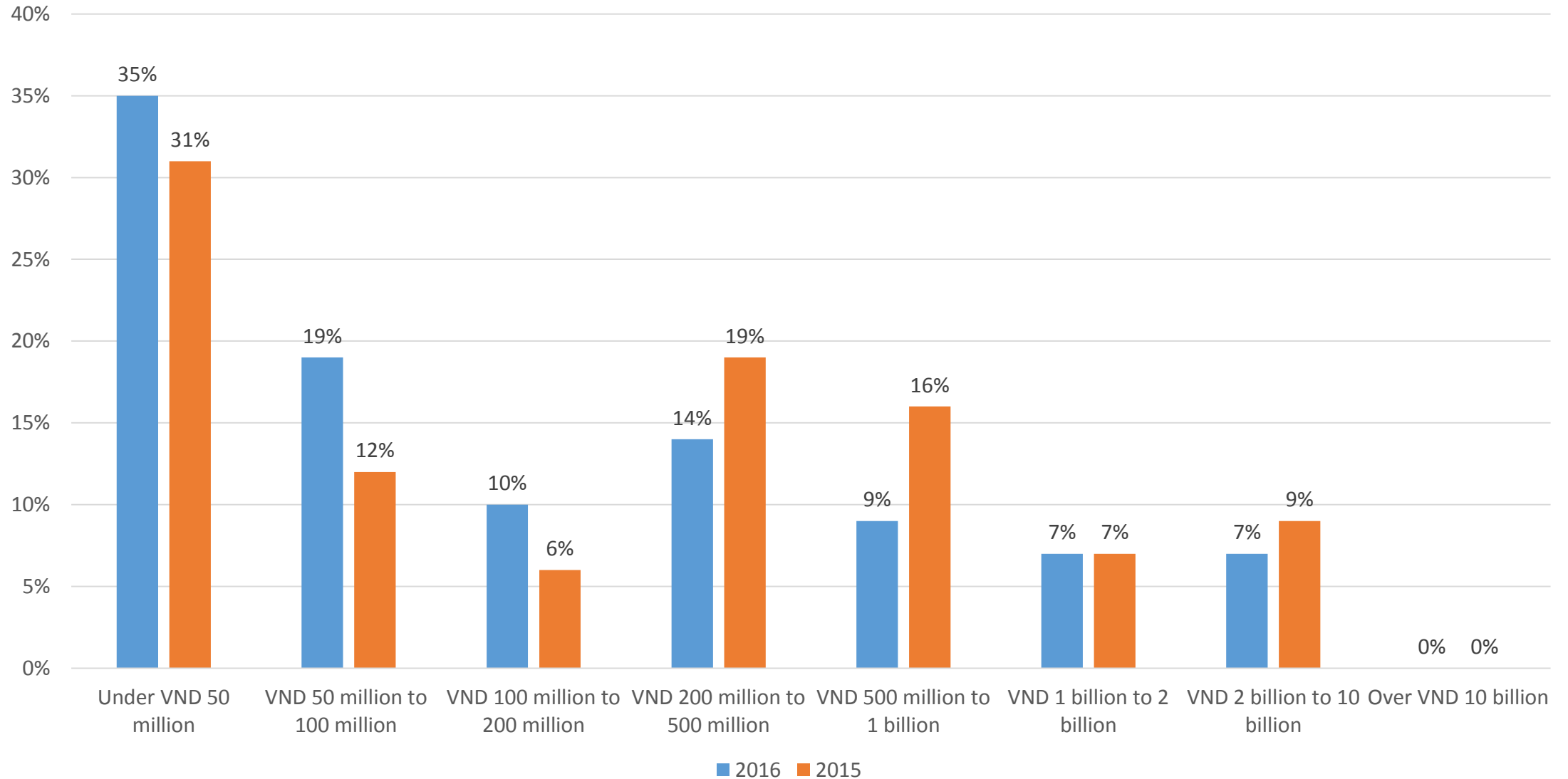
NPO's Fundraising Experience (Compared with previous year)



NPOs Respondents were mixed about their fundraising experiences:

- NPOs experiencing difficulty cited a poor economy, lack of experience and/or internal issues.
- NPOs finding it easier to raise funds cited experience, strategy, and/or improved donor trust and relationships.

NPO's Annual Budget

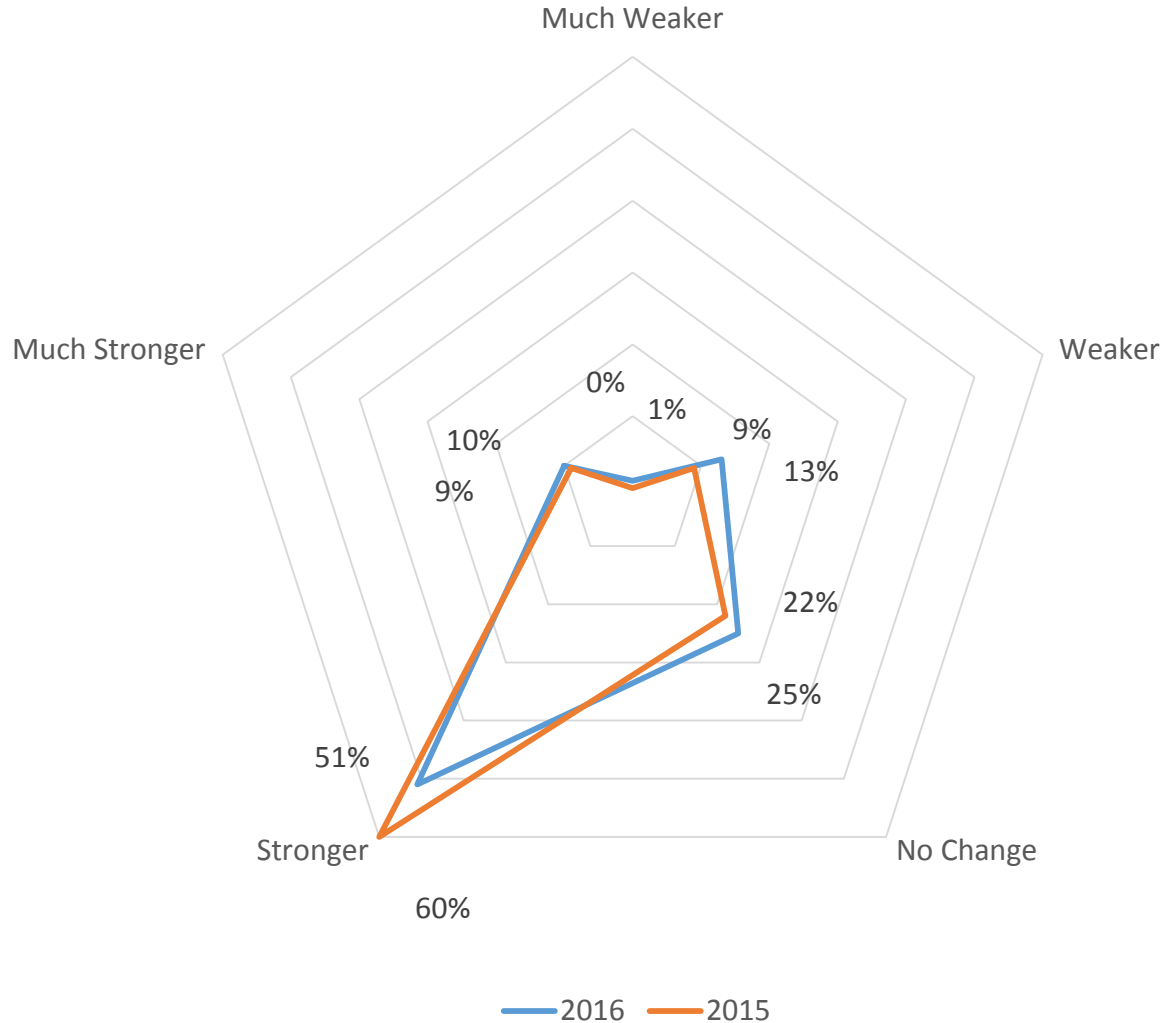


More than half of LIN's NPO partners (53%) have an annual budget under VND 100 million.

LIN's NPO partners receive funds from local individuals (76%), local companies (55%), foreign companies (53%), income generating activities (50%), foreign individuals (49%) and/or local government (32%).

Less than 25% of LIN's NPO partners receive funds from INGOs, NPOs, Bilateral, Multilateral or Foreign Government Agencies.

Change in Organizational Capacity Since Previous Year

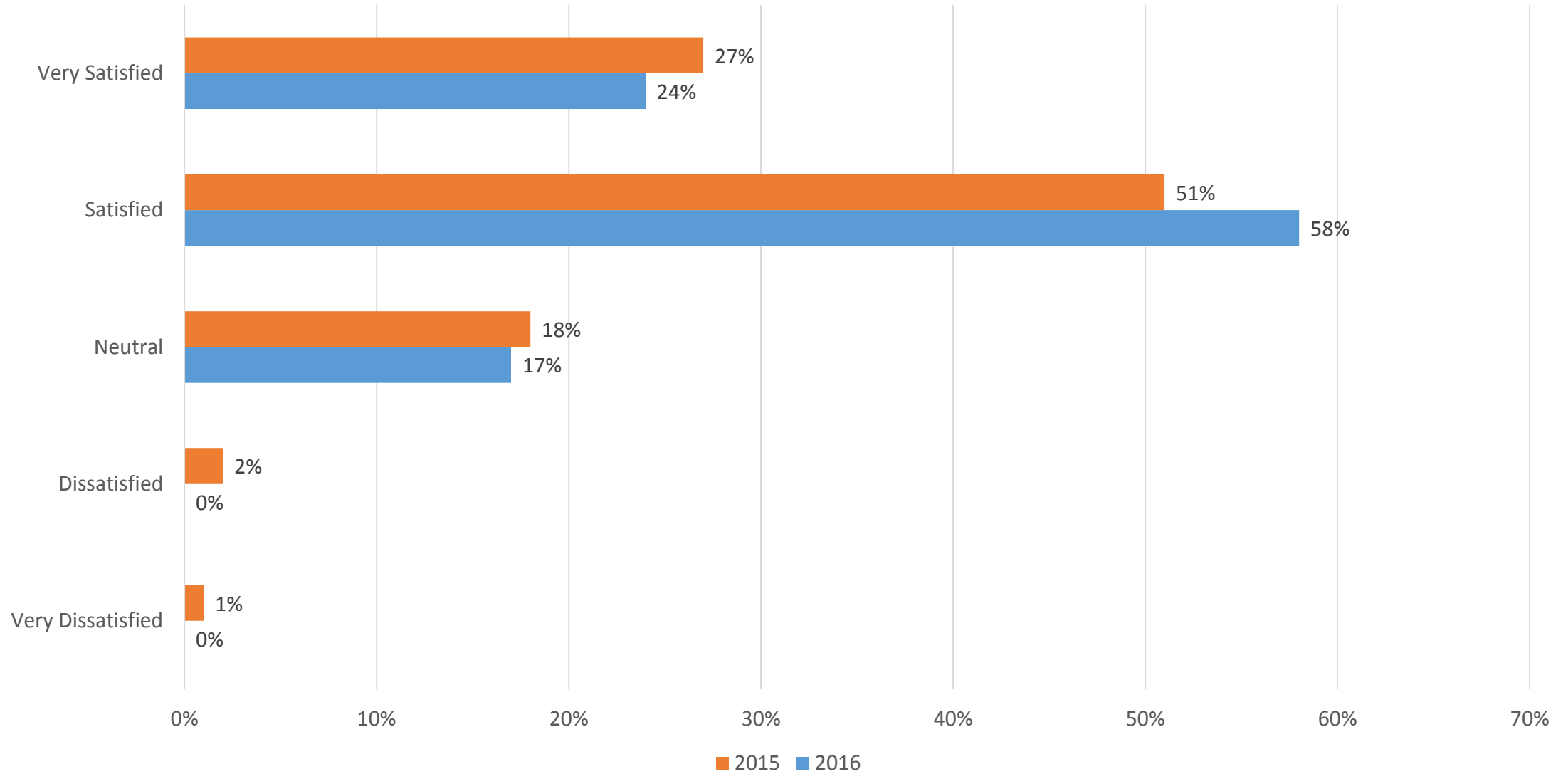


Top OD Challenges in 2016	Rank in 2015
Communications (External)	1
Strategic Planning	3
Stakeholder Engagement	4
Legal	2
Government Relations	8
Human Resources Management	6

61% of NPO Respondents reported improved organizational capacity in 2016 compared with the previous year.
(14% reported feeling weaker in 2016)

External Communications, Strategic Planning, Stakeholder Engagement and Legal Issues remain as the top four organizational development challenges facing our NPO Partners.

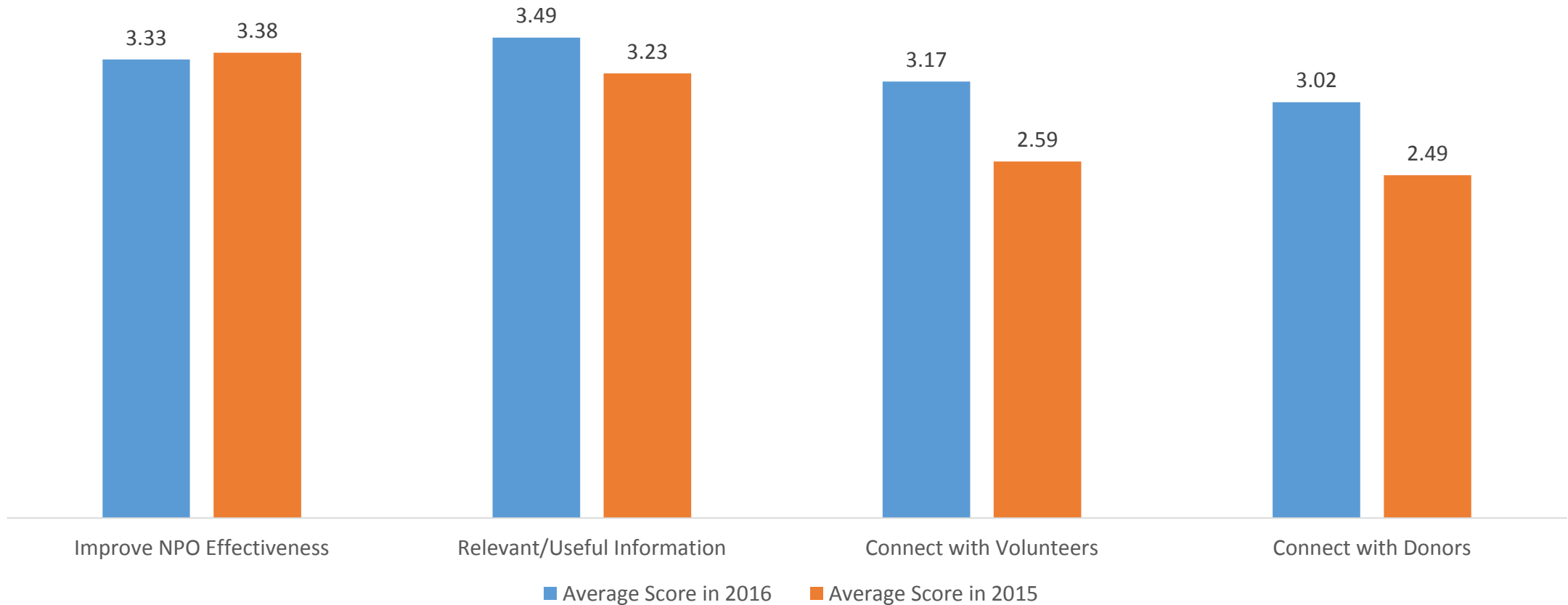
Overall Satisfaction with LIN programs & services



Overall NPO partner satisfaction with LIN remained largely the same with some improvement in 2016 compared with 2015 results.

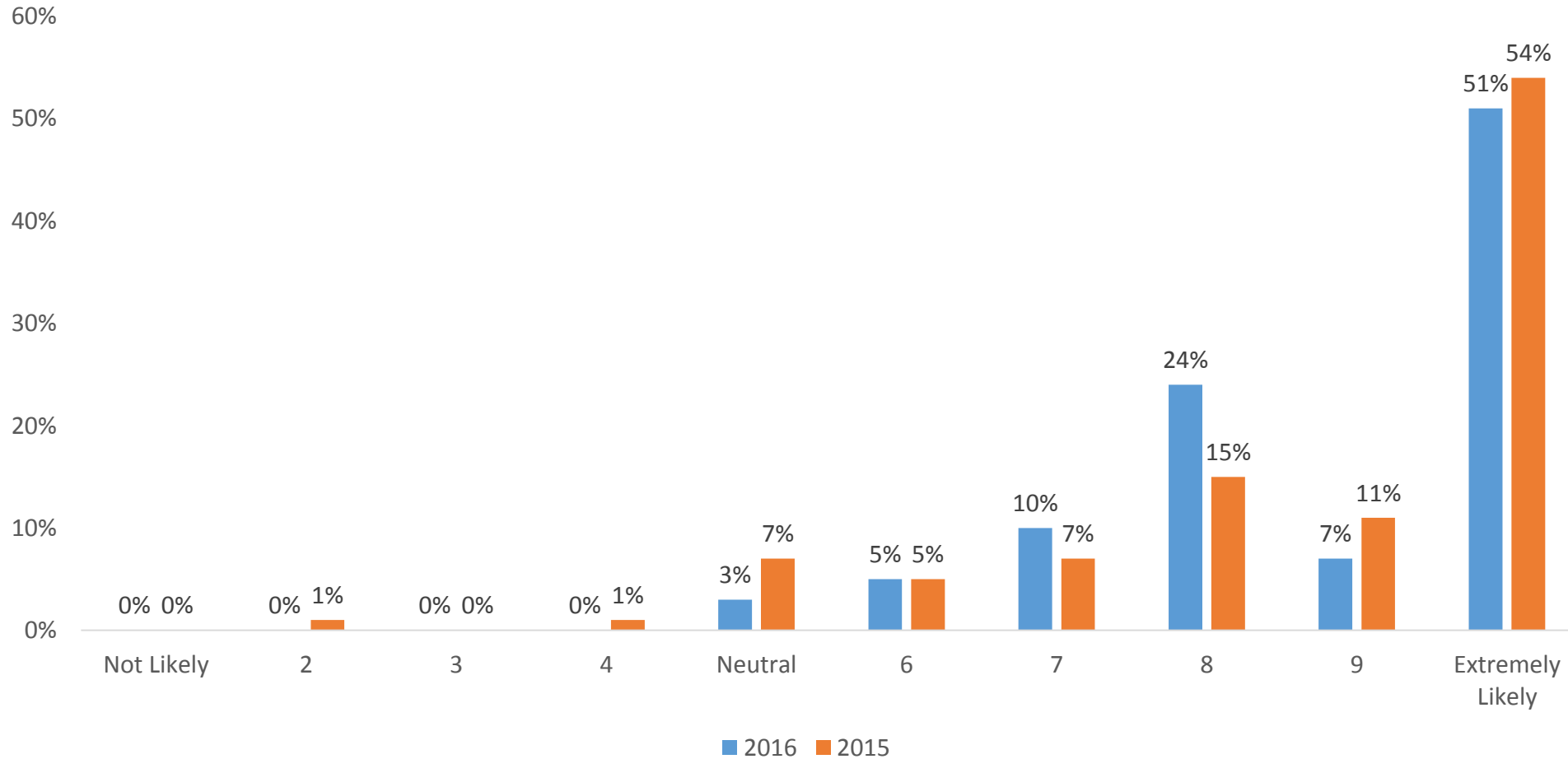
Reported Impact of LIN Support on NPO Partners in 2016

(Average Score, where: 0 = No Impact and 5 = High Impact)



LIN improved its impact on our NPO Partners ability to connect with donors and volunteers and provide them with information that was relevant to their needs.

How Likely NPO's partner to recommend LIN?



Net Promoter Score = 51

(Subtract percentage of respondents rating LIN 0 to 6 from percentage rating LIN 9 and 10)

This is the same NPS score LIN received in 2015.