



ANDROS LAKES RACE
8th EDITION
18-19th APRIL 2026
HO DA LAKES, BINH DUONG



RUN WITH



ORPHANS

500 M 1 KM 1.8 KM 2.2 KM 5 KM 10 KM 21 KM

ANDROS FRUITMEUP BABIES ANDROS FRUITMEUP KIDS ANDROS FRUITMEUP KIDS ANDROS FRUITMEUP KIDS

CORPORATE DECK

034 439 2924

info@androslakesrace.com

WWW.ANDROSLAKESRACE.COM





They trusted us



Title Sponsor



Organizer



Orphanage Partners:

Quê Hương / Thiên Thần / Long Hoa / Tre Xanh /
CNCF / Làng Thiếu niên Thủ Đức / Quỹ Khởi sự /
Tử tâm - PERLS / Les Enfants du Dragon / UPP

Gold Sponsors:



Silver Sponsors:



Bronze Sponsors:



Hospital Partners:



School Partners:



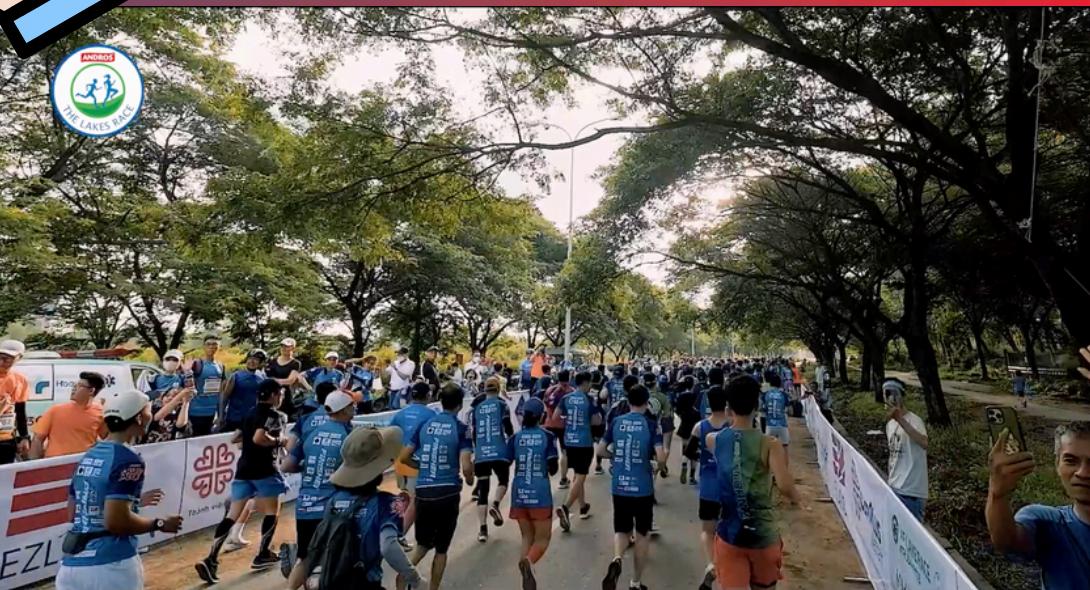
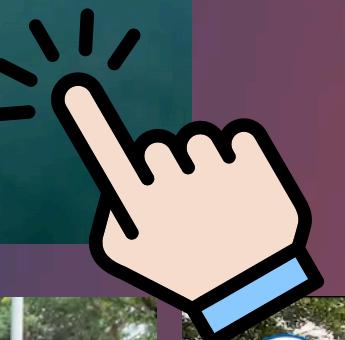
Timing Partner: Race Village Supplier:



and run with us ...



Videos - What We Achieve Together



Be part of this story!



Purpose: Run with 700 Orphans

Invite your employees, family members or friends **to join 700 orphans and other runner lovers** in the Vietnam National University Campus at Ho Da Lakes.

Each registration helps the Organizers to provide one full race kit to each orphan with shoes and socks if needed. We take care of all the logistics of each orphanage joining the race. At the end of the event, each orphanage receives a donation based on what we received from the participants.

This year will be our 8th Edition. We will gather international schools, companies, elite runners but mainly beginners around a nice cause. In total, we will be more than **4000 runners and friends.**



Elite Orphans Project



We have been coaching and seen them growing for the last 8 years. We actually took them to more than **60 races across Vietnam!** This project has been a big commitment to our team!



We chose a group of 8-10 orphans based on their results at Andros Lakes Race. They also need to show high **commitments in races with a good attitude to be selected.**



BE PART OF THE STORY



Why be a sponsor ?



**An event that embodies the values of sport,
family and mutual aid**

**A family event that brings together the International
and Vietnamese communities of Saigon**

**Let's make a difference for the orphan community
for one special day, a day they will remember for the
rest of their lives.**



Corporate Social Responsibility



Environmental Impact:

- Reusable bibs (only race in Vietnam)
- Reused event banners (we do not reprint banners from past sponsors) - THANK YOU
- T-shirts made from recycled materials with MUDE, our eco-friendly supplier
- Clean-up activities before the race in partnership with the National University
- Racekit Bags from HRK made from biodegradable and recycled materials.

Every year, we stay committed and work actively to lessen our environmental footprint.



Community Development:

- Supporting youth sports development in Vietnam
- Collaborating with the National University of Vietnam to engage students and volunteers in sports, education, and community building
- 700 orphans will be invited to join thousands of other children and families for a full day of inclusion and joy.



How to Become a Sponsor?



Super easy to Join a meaningful & cool event by:

- **Offering a Team Building Experience** to your employees by signing at least 5 runners to join one of our races.
- **Offering your products** as awards to our champions
- **Offering your products in our Race Kit** or offering a digital voucher which will be sent to our **4000 participants**.
- **Offering a cash package** to the Organizer to support the race and the 700 orphans joining it





3 Different Packages

We have three types of sponsorship (same price as last year):

GOLD

Total value of the pack is worth at least 41 Million VND. If you bring:

- More than 50 runners, you pay a fixed part of 6 millions + 700k dong / ticket
- Less than 50 runners, total value is 41 Million VND (700k dong / ticket + rest in cash to reach 41m)

SILVER

Total value of the pack is worth at least 21.5 million VND. If you bring:

- More than 25 runners, you pay a fixed part of 4 millions + 700k dong / ticket
- Less than 25 runners, total cost is 21.5 million VND (700 dong / ticket + rest in cash to reach 21.5m)

BRONZE

Total value of the pack is worth at least 12.5 Million VND. If you bring:

- More than 15 runners, you pay a fixed part of 2 millions + 700k Dong / ticket
- Less than 15 runners, total cost is 12.5 millions VND (700 Dong / ticket + rest in cash to reach 12.5m)



Pricing Model Explained

before tax



GOLD PACKAGE				
Ticket Price for all distances	700,000			
Minimum Fee	41,000,000			
Ex: Number of Runners	20	40	50	68
Tickets Costs	14,000,000	28,000,000	35,000,000	47,600,000
Minimum Fixed Cost	27,000,000	13,000,000	6,000,000	6,000,000
Total before tax	41,000,000	41,000,000	41,000,000	53,600,000

SILVER PACKAGE				
Ticket Price for all distances	700,000			
Minimum Fee	21,500,000			
Ex: Number of Runners	10	15	25	38
Tickets Costs	7,000,000	10,500,000	17,500,000	26,600,000
Minimum Fixed Cost	14,500,000	11,000,000	4,000,000	4,000,000
Total before tax	21,500,000	21,500,000	21,500,000	30,600,000

BRONZE PACKAGE				
Ticket Price for all distances	700,000			
Minimum Fee	12,500,000			
Ex: Number of Runners	10	15	20	25
Tickets Costs	7,000,000	10,500,000	14,000,000	17,500,000
Minimum Fixed Cost	5,500,000	2,000,000	2,000,000	2,000,000
Total before tax	12,500,000	12,500,000	16,000,000	19,500,000



BENEFITS



Sponsorship - Benefits



	ANDROS FRUIT ME UP	GOLD	SILVER	BRONZE		ANDROS FRUIT ME UP	GOLD	SILVER	BRONZE
Amount in Million Dong <i>Reach that amount by buying tickets (700k / person)</i>		41	21.5	12.5					
1/ Online Exposure	Logo always attached to our logo on all contents	✓				10 Teardrops near the Finish Line	✓		
	Logo attached to our email + profile picture (email + FB)	✓				Logo on Trophies (Top 3 of each category ar 50 pcs)	✓		
	Logo on E-Certificate for all runners 3000 pcs	✓	✓			Logo on Runners Teeshirt (3000 pcs)	✓	✓	
	Logo on the Recap Video	✓	Attached in the race logo (permanently) + end of the video	✓		Logos on the main gate of the event (start/finish)	✓	✓	
	Logo on the main page of our website (2000 visits / week)	✓	✓	✓		Exclusive sign boards along the start / finish line (reuse banners from previous years (2x1m)	✓	✓	✓
	1 post on Fanpage (FB)	✓	✓	✓		Direction signs set up along the race (around 30 pcs)	✓	✓	✓
	Exposure on E-RaceBook	✓	1 Exclusive page	✓	1/4 page	Exhibition Tent on Site 3x3x3m 2 tables / 4 chairs / electricity / banner	✓	✓	✓
	Race Logo on STAFF Teeshirt (300 pcs)	✓				Logo on the Backdrop Participants	✓	✓	✓
2/ On Site Exposure	Logo on Medals (3000 pcs)	✓	Logo and race logo attached			Logo on the Backdrop - TEAMS 8x3m <i>All teams who has 5 runners will appear</i>	✓	✓	✓
						Logo on the STAGE Backdrop 8x4m	✓	✓	✓
						Start / finish ribbon	✓	✓	✓

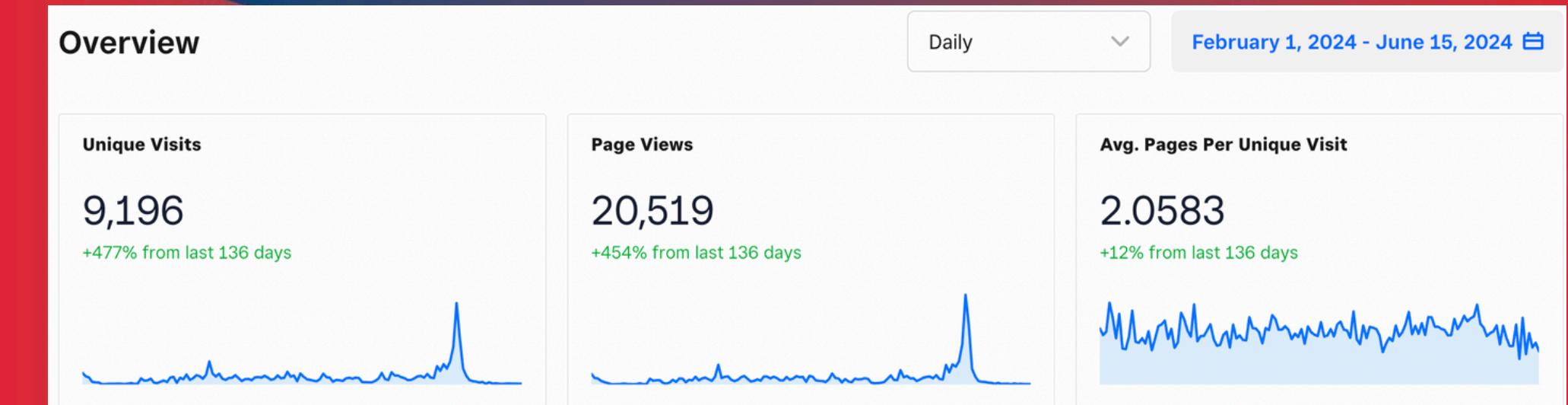


Sponsorship Benefits



DIGITAL EXPOSURE:

- **NEW Website:** Logo on our website (Professional Team taking care of it)
- **Ebook Race:** content about your company in your Ebook Race share to the 4000 participants and possibility for you to push a digital voucher
- **Facebook Page:** we will post about all our sponsors on Facebook



We got very HOT last year with 9k single visits in 5 months!!



Sponsorship Benefits



ONSITE EXPOSURE:



Main backdrop, 8m x 4m, all our sponsors are displayed. Runners enjoy our backdrop and will take loads of picture and share on their social medias.



Sponsorship Benefits



ONSITE EXPOSURE:



For Gold and Silver Sponsors, logo will be displayed on the Start / Finish Line. Fences are set up 40m before and after the start / finish line. The start and finish line are separated from 400m



Sponsorship Benefits



ONSITE EXPOSURE:



All sponsors have the possibilities to get a booth on the Race Village where 4000+ will be visiting on Sunday. The booth is 3m x 3m x 3m, we provide the top banner, 2 tables, 4 chairs and electricity outlet. Sponsors can decorate their booth the way they want. Backdrops with participants names, maps and teams are displayed in the race village



Be Part of Our Awards



We are happy to welcome your gift for winners which **would be considered in your package**. It will allow you to be **highlighted** during the award ceremony.

You can have a look on all the categories to offer awards for **Volume 5 here.**





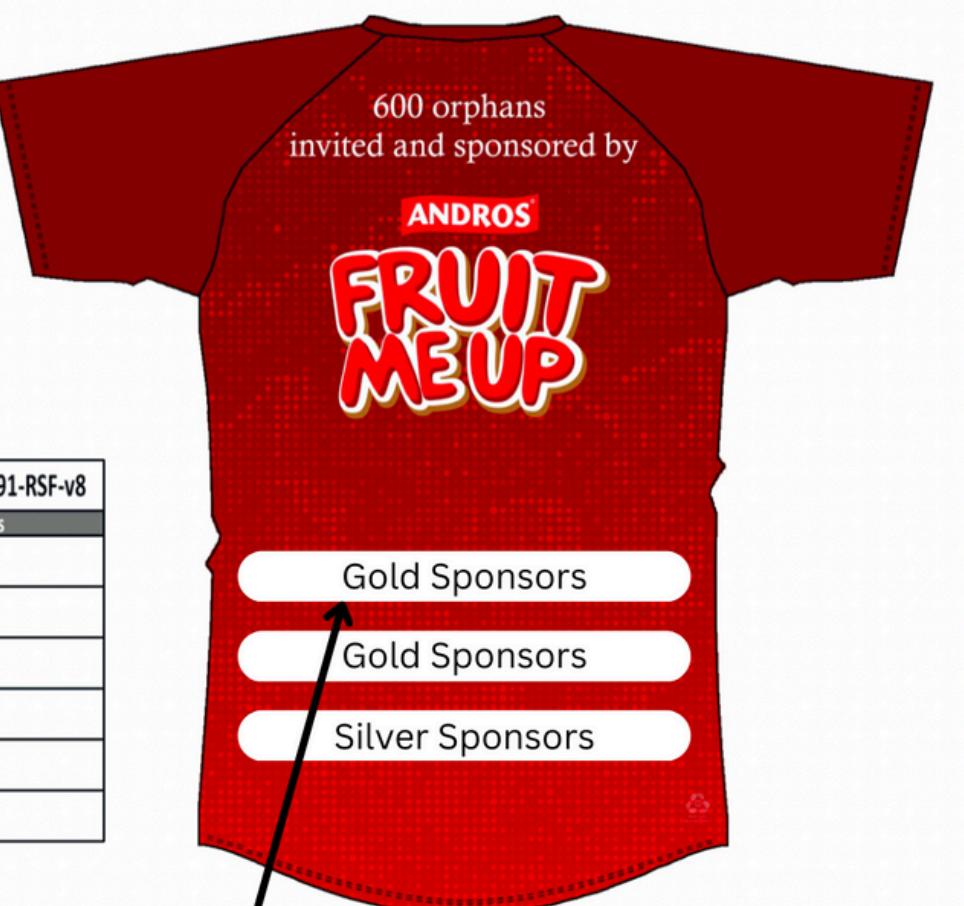
T-Shirt Exposure



ΦMUDΣ



Model	DVN6977-0491-RSF-v8
Print Colors	



All Gold and Silver Sponsors will be printed in white with no background

The most wanted exposure!

Will depend on the numbers of Gold and Silver Sponsors. Logos will be printed in white with no background. The final design will be shared to all sponsors for approval before ordering them.



KEY FIGURES



From a small race to ...



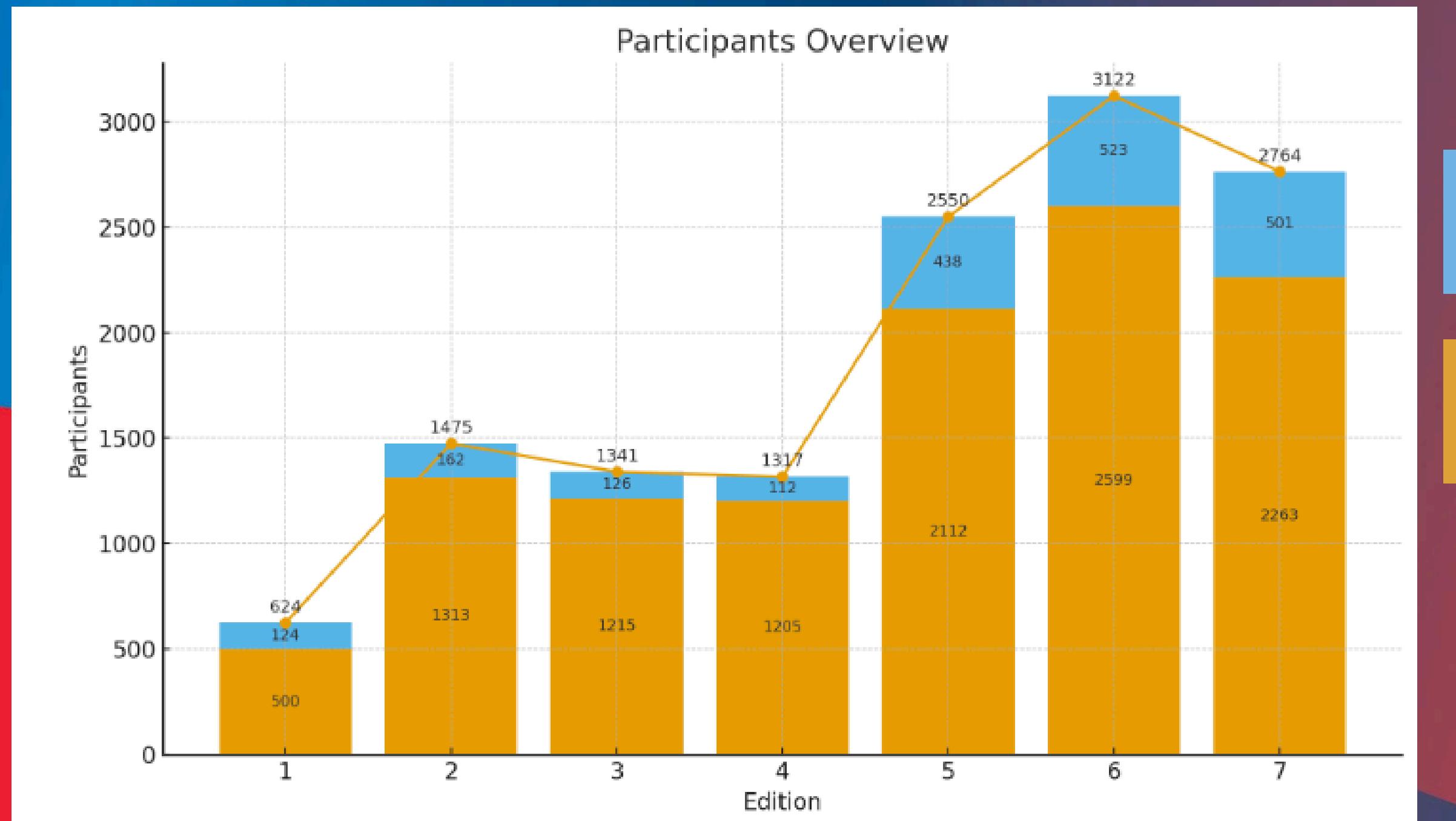
	1st edition 07/04/2019	2nd edition 20/10/2019	3rd edition 21/10/2020	4th edition 16/05/2022	5th edition 04/06/2023	6th edition 26/05/2024	7th edition 06/2025	8th edition 04/2026
Orphans invited	125	162	126	112	485	523	500	700
Runners registered	523	1313	1215	1205	2614	2599	2500	3000
On Site Total Population (Includes runners, volunteers and crowds)	1000++	1800++	1700++	1700++	3000++	3500++	3500++	4000+

The race **has expanded** significantly as more orphanages have been invited and sponsored. The entire French community residing in Saigon is aware of the event, and the increasingly supportive Vietnamese community has contributed to our participation growth of **over 150% from 2022 to 2023**. In 2024, we limited the registrations at 3,000 participants for better management of runners. Our aspirational goal is to invite and **sponsor 1,000 orphans for our 10th Edition in 2028**, aiming to become the largest race for orphans in the world.

Note that the race will take place annually, either on April / May / June



Participants Evolution

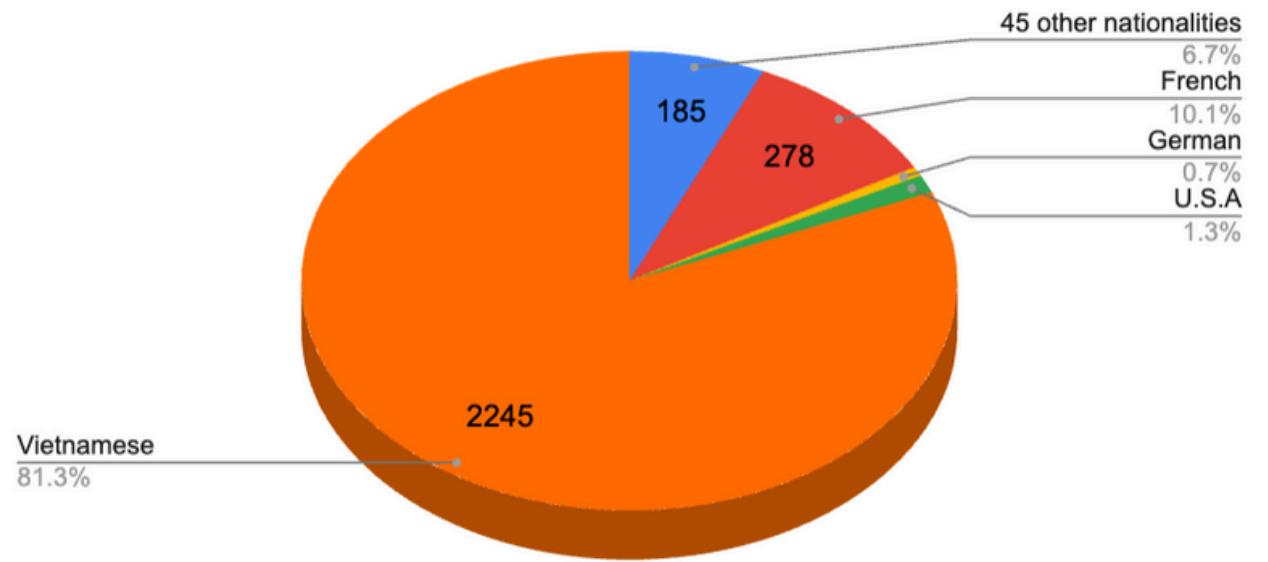


For our 7th edition, we wanted to stabilize our number and improved the quality and standard of the event => **WE DID IT!**
→ **8th edition, let's reach 4000 participants with 700 orphans invited!**



Some Data from Last Year

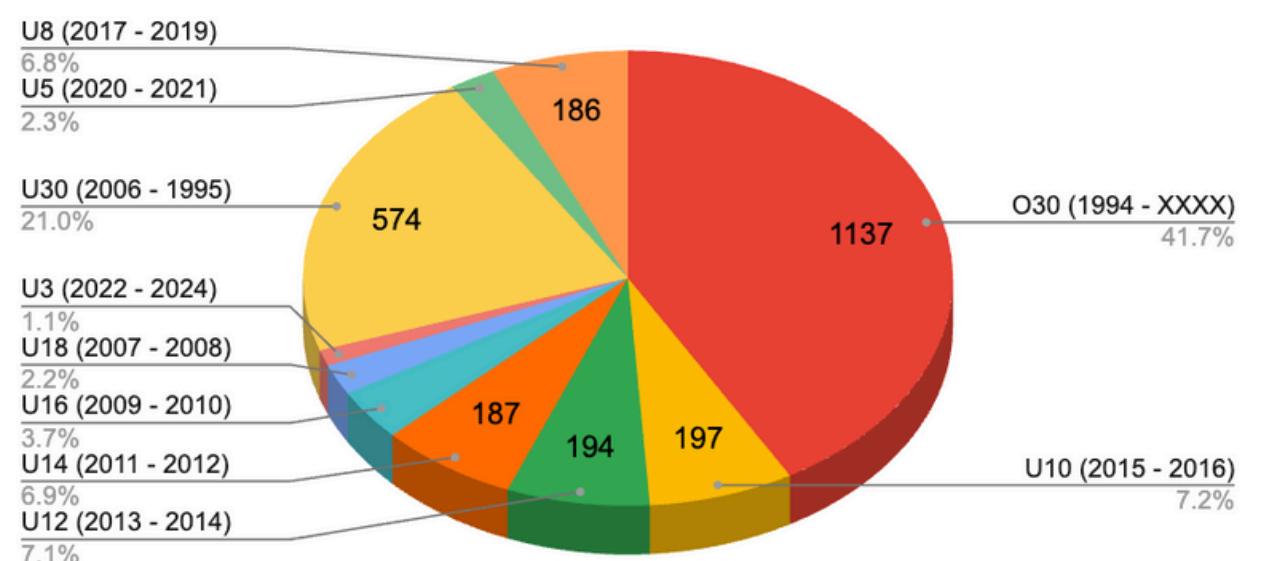
Nationality/ Quốc tịch



Our audience primarily consists of **Vietnamese individuals**, complemented by a significant presence from the French community. This is due to the participations of the 4 French Schools and also the fact that the founder is French.

In total, we represented 47 different nationalities.

Age Groups / Các nhóm tuổi



We also see a strong participation from children thanks to our **partner schools and orphanages**. We want to remain a children race and event!



Some Data from Last Year

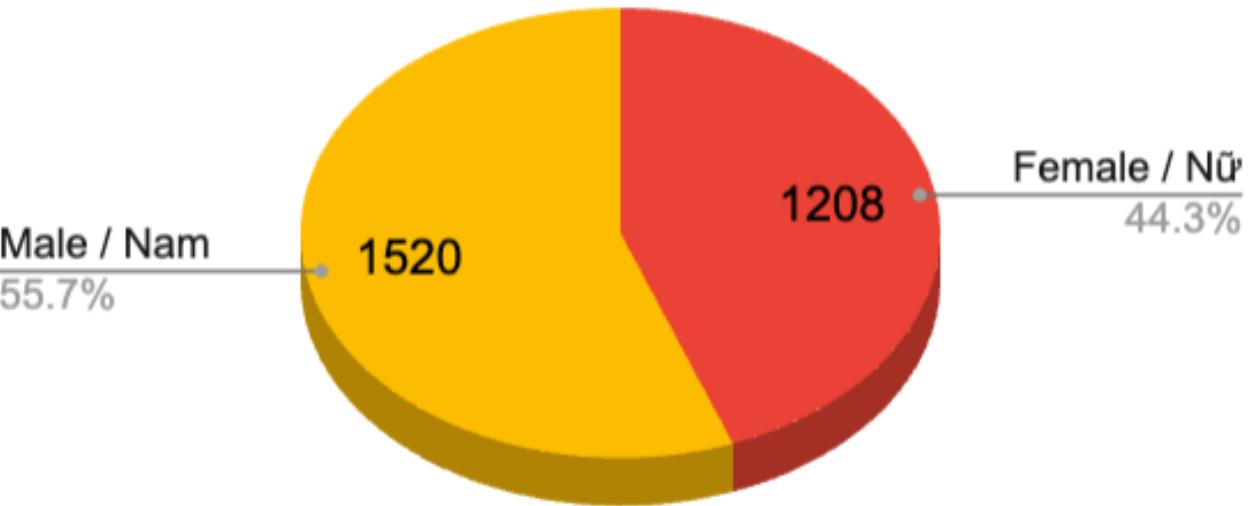


Our audience is well balanced between men and women.

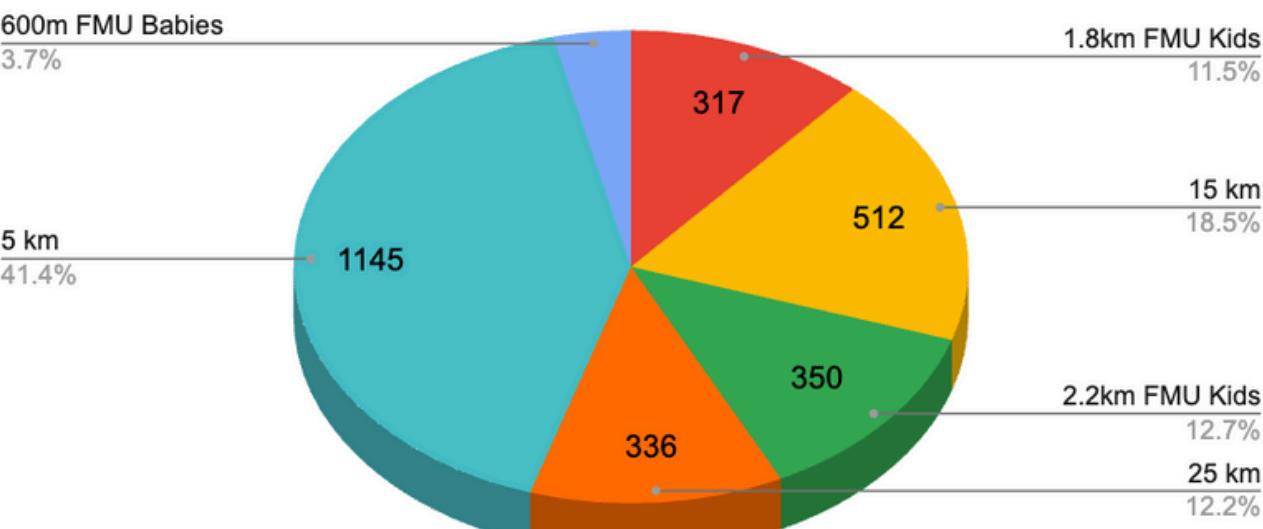
The 5 km remains the most popular distance, as it is the one most often chosen by sponsors for their team-building activities.

New this year: the 15 km distance will be adjusted to 10 km to encourage more 5 km runners to step up and join the 10 km race.

Gender / Giới tính



Ticket Distance / Vé cự ly





Donation Transparency

	Edition 1	Edition 2	Edition 3	Edition 4	Edition 5	Edition 6	Edition 7
Orphans Invited	124	162	126	112	438	523	501
Donation Received from Runners	Not available	Not available	Not available	14,200,000	65,115,000	95,100,000	65,200,000
Donation in Cash to the Orphanages	40,000,000	60,000,000	55,000,000	93,810,000	164,500,000	202,000,000	152,000,000
Donation in Kind (Racekit cost around 400k including fixed costs of the race)	49,600,000	64,800,000	50,400,000	44,800,000	175,200,000	209,200,000	200,400,000
Total donation (VND)	89,600,000	124,800,000	105,400,000	138,610,000	339,700,000	411,200,000	352,400,000

- In the first three editions, we **did not receive** donations from runners. However, after receiving suggestions from several participants, we **introduced this option – allowing us to increase** our support for the orphanages involved in the race.
- Each orphanage receives a donation **proportional to the number of children they bring**. The more children they register, the greater the contribution they receive. This approach encourages our partner orphanages to **take an active role in the event**.
- Each racekit **costs approximately 400,000 VND per participant**. While costs were lower in the first three editions, they have increased noticeably in the last three due to rising fixed expenses.
- Our long-term goal is to **welcome 1,000 orphans in our 10th edition**. To achieve this, we are focused on stabilizing our finances and **continuing to expand our support**.



THE EVENT



About the Title Sponsor



Andros is a French multinational industrial group which is proud of more than 100 years of experience in the processing industry. Andros Vietnam is an a subsidiary of Andros Group in Vietnam, having 2 factories in Tien Giang province and specializing in producing and processing fruits from local ingredients. Andros Vietnam is proud to distribute Vietnamese tropical fruit products with international quality standard. Our products are available around you, from HORECA, coffee chains to grocery stores, supermarkets, or e-commerce platforms.

ANDROS FRUIT ME UP is a delicious and healthy snack which is always ready for kids to enjoy. FRUIT ME UP is committed to use only clean fruits and selected ingredients that meet European standards. We offer 5 product ranges for your children:

- **Jelly Cool** - A whole ice-pop experience that combines the refreshing flavors of real fruit with a unique soft texture that doesn't melt. Made with 80% fruit juice, this fruity offers a natural taste that's as delicious as it is guilt-free treat.
- **GUMMY** is packed with natural ingredients and 50% fruit juice. These bite-sized treats are delicious, preservative-free gummies, high in vitamin C and fruit juice.
- **Nutritious Fruit Drink** is a healthy, preservative-free for children that contains vitamin C, vitamin K2 and Calcium for growth and development.
- **Jelly Juice** made from 90% of natural fruit juice and combined with a soft & silky jelly mouthfeel is the healthiest jelly juice in the market for your kids to enjoy.
- **Pure Blended Fruit** made from 100% natural ripe fruit has soft texture and rich of fibers and vitamins to build health and immune system.

Website: <https://fruitmeup.vn/>





What to expect for 2026?



Same commitment, same quality, more orphans invited, **more races for kids** based on age groups. **Kids could race 2 times, Saturday and Sunday!**

- **700 orphans** invited and sponsored, we are getting closer to our **number of 1000**.
- We reduce the 15km to **10km** and 25km to **21km**
- We offer more **distances for kids to have a fairer ranking system based on age group and distance**.
- Kids will get the opportunity to race on **Saturday** (1.5km) and Sunday.
- We keep the **Ekiden** Race (relay Team) on Saturday



It's Happening 18-19/04/2026



Saturday & Sunday, April 18-19, 2026

Location: Vietnam National University Campus

Ho Da, Di An, Binh Duong (20 minutes from District 2)

Google Maps: <https://goo.gl/maps/313kEL51XHkiBkCQ7>





Schedule

TIME	ACTIVITIES
FRIDAY, APRIL 17TH 2026	
10:00 – 20:00	RACE KIT COLLECTION IN D2
SATURDAY, APRIL 18TH 2026	
10:00 – 20:00	RACE KIT COLLECTION IN HO DA (RACE VILLAGE)
15:00	START EKIDEN RACE (5 RUNNERS RELAY RACE)
16:00	START 1.5KM KIDS RACE (FOR 6-14 YEARS OLD)
SUNDAY, APRIL 19TH 2026	
4:30 AM	WELCOME RUNNERS
6:00 AM	START OF 21KM (BORN IN 2011 AND MORE)
6:30 AM	START OF 10KM (BORN IN 2011 AND MORE)
7:00 AM	START OF 5KM (BORN IN 2011 AND MORE)
6:00 – 10:00 AM	KIDS ACTIVITIES
8:30 AM	START OF 2.2KM ANDROS FMU KIDS (BORN IN 2012-2015)
9:00 AM	START OF 1.8KM ANDROS FMU KIDS (BORN IN 2016-2017)
9:30 AM	START OF 1KM ANDROS FMU KIDS (BORN IN 2018-2021)
10:00 AM	START OF 500M ANDROS FMU BABIES (BORN IN 2022-2025)
10:30 AM	AWARDS CEREMONY

Compared to previous year:

- More kids distance - we do this race for them and the orphans joining.
- More attractions on Saturday
- We reduce the length of the adult distances to remain accessible for all.
- Aiming to reach more runners on 10km.





Ticket Fees For Participants



DISTANCES	EARLY BIRDS 21/01 - 31/01	REGULAR BIRDS 01/02 - 15/03	LATE BIRDS 16/03 - 26/03
21KM	700.000 VND	850.000 VND	1.100.000 VND
10KM	600.000 VND	750.000 VND	900.000 VND
5KM	500.000 VND	650.000 VND	900.000 VND
KIDS & BABIES RACES <small>(Ticket valid for Sat and Sun races)</small>	400.000 VND	500.000 VND	600.000 VND

Note: Same price as last year!

As a sponsor, your ticket will be charged **700.000 VND** whatever the distance your employees choose to run. The more employees register, the bigger your package will be.



150+ Teams - Team Challenge



Each team needs to have at least 5 runners in the same distance and we will keep the **five best times**.

Trophies for **Top 3 of all the races** in relevant categories to congratulate one of the teams joining the Challenge.

TEAM BACKDROP
Find your team here

600M ANDROS FMU BABIES

BOLLORE	ACTI UP	NCM
BOULE ET BILLES	ADIDAS RUNNERS SAIGON	QUE HUONG CHARITY CENTER
EZLAND	EWI	ELITE ORPHANS
LA PETITE ECOLE	ANDROS ASIA	SCANCOM
RAINBOW TEAM	ARTELIA	SHTP RUNNERS SAIGON
IL0	AWS	SMT-BUNG PHE

2KM ANDROS FMU KIDS 2 - 14 YEARS OLD

CHRISTINA NOBLE	ACTI UP	NCM
CHILDREN'S FOUNDATION	ADIDAS RUNNERS SAIGON	QUE HUONG CHARITY CENTER
LONG HOA PAGODA	EWI	ELITE ORPHANS
QUE HUONG CHARITY CENTER	ANDROS ASIA	SCANCOM
UPP GLOBAL	ARTELIA	SHTP RUNNERS SAIGON

2KM ANDROS FMU KIDS 9 - 11 YEARS OLD

ARTELIA	ACTI UP	NCM
AWS VIETNAM & FRIENDS	ADIDAS RUNNERS SAIGON	QUE HUONG CHARITY CENTER
BOULE ET BILLES	EWI	ELITE ORPHANS
CHRISTINA NOBLE	ANDROS ASIA	SCANCOM
CHILDREN'S FOUNDATION	ARTELIA	SHTP RUNNERS SAIGON
GREEN BAMBOO	AWS	SMT-BUNG PHE
LONG HOA PAGODA	BINH DUONG RUNNERS CLUB	SOCIOLLA
LA PETITE ECOLE	BOLLORE	SONION SVII RUNNERS
QUE HUONG CHARITY CENTER	BOULE ET BILLES	SRF TEAM
RAINBOW TEAM	CARE PLUS CLINIC	SWAROVSKI TEAM
UPP GLOBAL	CHOM CHOM TRAVEL	TH SWEET HOME

2KM ANDROS FMU KIDS 6 - 8 YEARS OLD

ARTELIA	ACTI UP	NCM
BOULE ET BILLES	ADIDAS RUNNERS SAIGON	QUE HUONG CHARITY CENTER
CHRISTINA NOBLE	EWI	ELITE ORPHANS
CHILDREN'S FOUNDATION	ANDROS ASIA	SCANCOM
IESEM	ARTELIA	SHTP RUNNERS SAIGON
LA PETITE ECOLE	AWS	SMT-BUNG PHE
MEE & MORE	BINH DUONG RUNNERS CLUB	SOCIOLLA
QUE HUONG CHARITY CENTER	BOLLORE	SONION SVII RUNNERS
RAINBOW TEAM	BOULE ET BILLES	SRF TEAM
UPP GLOBAL	CARE PLUS CLINIC	SWAROVSKI TEAM
	CHOM CHOM TRAVEL	TH SWEET HOME
	CMA CMG	TODAY I RUN
	CODER SCHOOL	VIET NU
	COWAN VIETNAM	VNG
	EZLAND	Y
	FAMILLE COHEN	
	FRENCH KISS(F)ERUS	
	HAPPINESS	
	IRACE	
	LHP	
	LA PETITE ECOLE	
	MARKET FIT	
	ME	

5KM

ACTI UP	ADIDAS RUNNERS SAIGON	NCM
ADIDAS ASIA	EWI	QUE HUONG CHARITY CENTER
ARTELIA	ANDROS ASIA	ELITE ORPHANS
AWS	SCANCOM	SCANCOM
BHR	SHTP RUNNERS SAIGON	SHTP RUNNERS SAIGON
BINH DUONG RUNNERS CLUB	SMT-BUNG PHE	SOCIOLLA
BIS HCMC	SOCIOLLA	SONION SVII RUNNERS
BOLLORE	SRF TEAM	SRF TEAM
BOULE ET BILLES	SWAROVSKI TEAM	SWAROVSKI TEAM
CARE PLUS CLINIC	TH SWEET HOME	TH SWEET HOME
CHOM CHOM TRAVEL	TODAY I RUN	TODAY I RUN
CMA CMG	VIET NU	VIET NU
CODER SCHOOL	VNG	VNG
COWAN VIETNAM	Y	Y
EZLAND		
FAMILLE COHEN		
FRENCH KISS(F)ERUS		
HAPPINESS		
IRACE		
LHP		
LA PETITE ECOLE		
MARKET FIT		
ME		

15KM

ADIDAS RUNNERS	POCARI
AGS	PVC KILLERS
ANDROS ASIA	EWI
ARTELIA	RUN CLUB
AWS	SHTP RUNNERS
BHR	THAI SA TEAM
BINH DUONG RUNNERS CLUB	THIEN NAM RUNNERS
BIS HCMC	TODAY I RUN
BOLLORE	TURTLE SQUAD
BOULE ET BILLES	UNIVERSITY RUNNERS
CARE PLUS CLINIC	VIET AN EXPRESS
CHOM CHOM TRAVEL	VITRACE365
CMA CMG	VITALITY RUN TEAM
CODER SCHOOL	VNG
COKE COKE	VUNG
DAI HOC NONG LAM	
GIAU THE CHAT	
GLOUGLO WINES	
IGPV RUNNERS	
LA PETITE ECOLE	
MARKET FIT	
MEE & MORE	
NAM VANG	
NHAN TRAN CLUB	

Vol 5, Team Challenge



What to Find in the Race Kit?



RACE KIT ITEMS

- MEDAL**
- ANDROS PRODUCTS**
- 500ML SATORI WATER**
- T-SHIRT**
- REUSABLE CHIP TAG BIB**
- E-CERTIFICATE**
- E-VOUCHERS**

All Runners Get a Tee Shirt, a Medal, a Digital Certificate and other goods / digital vouchers.

You want to add your products or a voucher?

Let us know



ADULTS Races - Route Maps



21km

10km

5km



Maps to be updated later

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KIDS Races - Route Maps



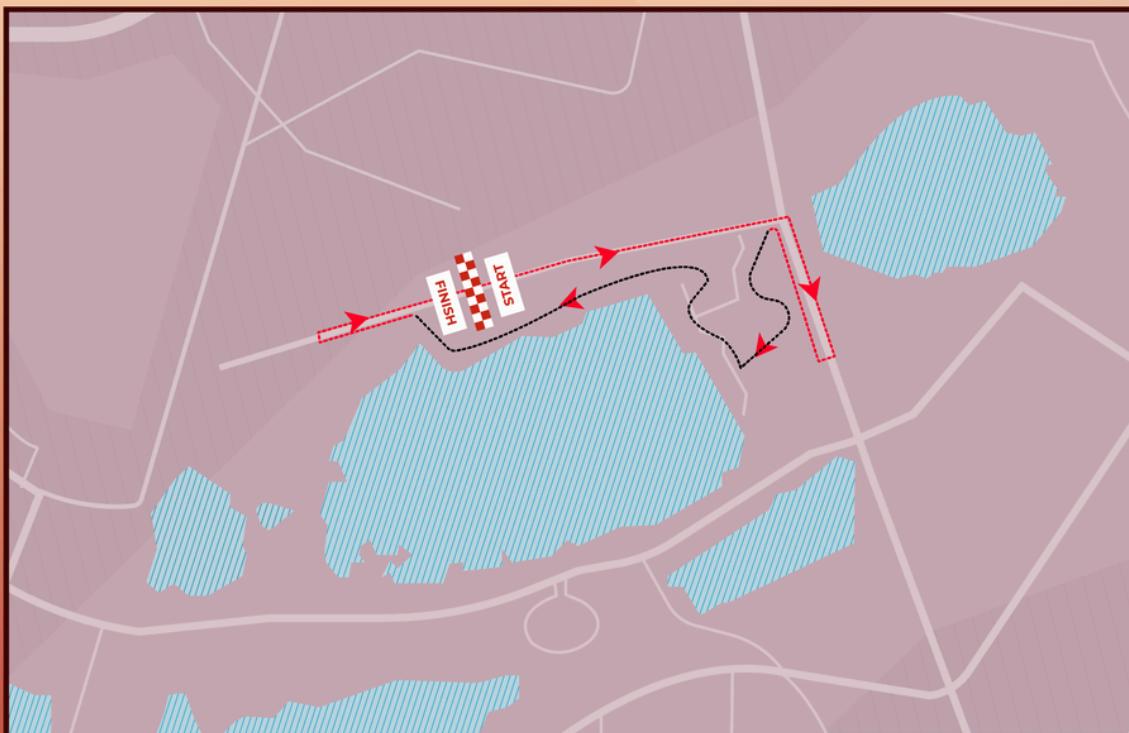
1km distance will be added for 6-7-8-9 years old kids



2.2KM ANDROS FMU KIDS

1ST JUNE 2025 : START 8.30 AM (U14-U12)
HO DA LAKES, BINH DUONG

ROAD (1.2KM) TRAIL ROAD (1KM)



1.8KM ANDROS FMU KIDS

1ST JUNE 2025 : START 9.00 AM (U10-U8)
HO DA LAKES, BINH DUONG

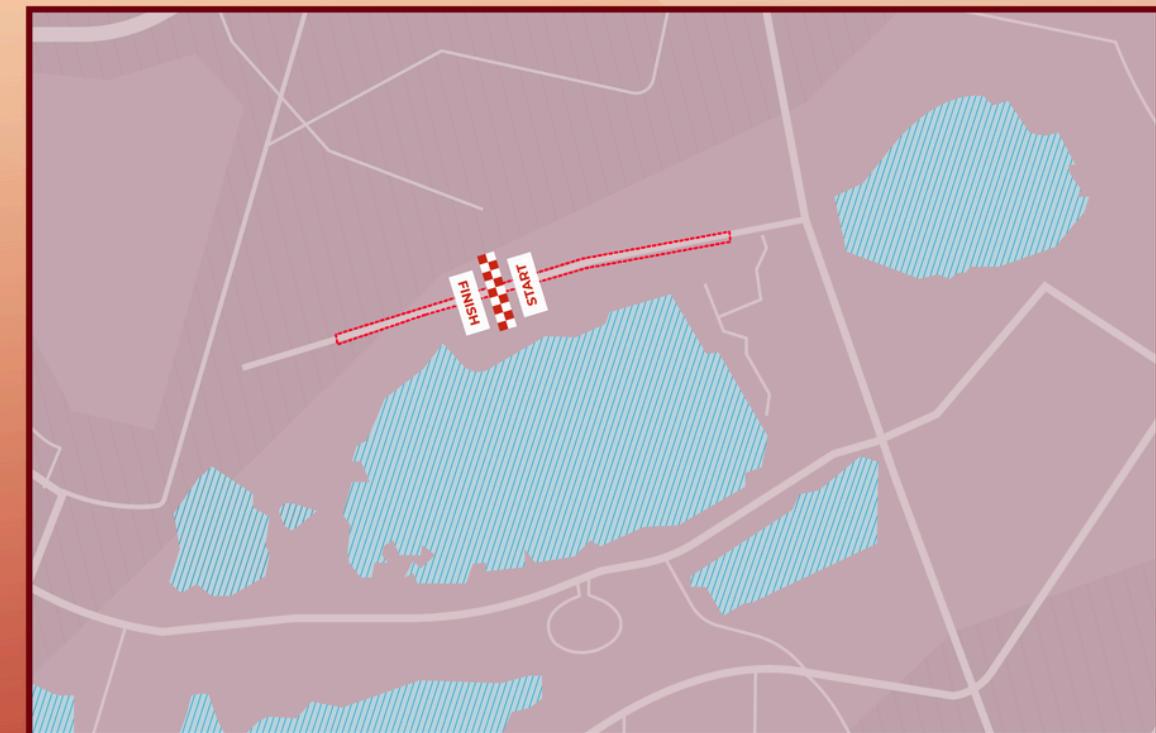
ROAD (1KM) TRAIL ROAD (0.8KM)



600M ANDROS FMU BABIES

1ST JUNE 2025 : START 9.30 AM (U5-U3)
HO DA LAKES, BINH DUONG

ROAD (600M)



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WWW.ANDROSLAKESRACE.COM



We are the only race in Vietnam to provide a chiptag bib and a digital Finisher certificate for Kids & Babies with their time and ranking by age group.



Race Village



Besides running, Kids will enjoy other activities at the race village thanks to our school partners, other sponsors and maybe you. You get a 3 x 3 m tent with a table if you sponsor us.

You can use the race village to promote your brand, and generate some leads. It also a great opportunity to source top students. Race happens in the Vietnam National University Campus, and you can connect with those students. VNU student club is reachable there.





Team Behind The Race



Chris Devoize



Founder & Race Director
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Athlete Trotter:

We are a team of athletes dedicated to organizing sports events and making a positive impact in communities across Vietnam, France, and the USA. Visit our Official Website to discover more about our Tennis Program in France, our Scholarship Fund aimed at supporting athletes who wish to study in the USA, and our various initiatives in Vietnam, which we outline below.

A key aspect of our mission is our commitment to Social & Community Impact. We strive to foster inclusion, generosity, and ecological awareness in all our projects around the globe by taking action and spreading the word.

This is why we host The Lakes Race and the Orphan Running Club, bringing together teams of orphans to participate in numerous races throughout Southern Vietnam.



CONTACT US



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Thank you



Let's make a difference for 1 day so they can remember it all their life.