

## **F.I.T: ONE QUARTER COVERS HALF YEAR'S WAY**

In May, F.I.T Investment JSC (FIT- on HNX) announced Q1/2015 consolidated financial statements. As stated, the consolidated after tax profit for the 1<sup>st</sup> quarter was VND 112 billion, accounting for nearly 50% of 2015 plan and triple of the same period last year.

## **F.I.T OFFICIALLY OWNS OVER 60% OF DCL'S CHARTERED CAPITAL**

On 14 May, F.I.T completed buying more than 4.3 million DCL shares (Cuu Long Pharmaceutical JSC shares – listed on HNX), raising the F.I.T's ownership level to over 60% of DCL's chartered capital. With this result, DCL has officially become a F.I.T's subsidiary, and business results will be consolidated in F.I.T's financial statements from the 2<sup>nd</sup> quarter of 2015.

## **F.I.T INCREASED CAPITAL SUCCESSFULLY TO NEARLY VND 1,800 BILLION**

According to the EXCO resolution of F.I.T Investment JSC dated 20 May, 2015, in the issuance of more than 89,212 million shares to existing shareholders (ratio of 1:1) in order to increase the chartered capital, the Company's capital raised by 100%, from nearly VND 900 billion to almost VND 1,800 billion.

## **F.I.T BECAME MAJOR SHAREHOLDER OF DAG – DONG A PLASTIC GROUP JSC**

On 6 May, 2015, F.I.T bought 1,125,000 DAG shares equal to 5.92% of DAG's capital.

F.I.T highly evaluates Dong A Plastic to be a good company, having high quality products, big market share, high revenue growth and impressive profit.

However, Dong A's business industry is unmatched with F.I.T's long term investment strategy, F.I.T only takes it as a profitable financial investment opportunity without having any intention to acquire the company.

## **FIT GROUP BOUGHT NEARLY 17 MILLION F.I.T SHARES**

In May, FIT Group JSC bought more than 17 million F.I.T shares, increasing the number of shareholding to 30 million shares, equal to 17% of shared capital.

## **ACTIVITIES OF MEMBER COMPANIES**

### **TSC: Q1 BEFORE TAX PROFIT REACHED VND 44 BILLION, EQUAL TO 20 TIMES OVER THE SAME PERIOD LAST YEAR**

In May, Can Tho Techno-Agricultural Supplying JSC reported the business and production performance of quarter 1/2015.

In quarter I/2015, the company's revenue grew strongly while costs are lessened so the company's after tax profit reached VND 34 bio, nearly 13 times of the same period the year before. After tax profit/revenue ratio is over 19% compared with only 1.15% of the last period.

In the 1<sup>st</sup> quarter, the company's exports of agricultural products was optimistic. Many orders have been received for canned and frozen fruit and vegetables, rice, tapioca starch.... Revenue from plant protection pharmaceutical products of TSC also increased dramatically thanks to the effective marketing activities to promote this brand.

### **TSC HAD AN ADDITIONAL LISTING OF 11,385,297 SHARES**

From 19 May, 2015, an additional of 11 mio shares from TSC has been listed, raising the total share number to 27 mio, with corresponding chartered capital of this company to be VND 272 bio..

The reason for this listing change is issuing shares to pay dividends, to increase share capital from owner's equity under the ESOP.

### **WEST FOOD KEEPS SUCCEEDING IN KOREAN MARKET**

In May, West Food Processing for Export JSC (West Food) participated and introduced the company's products in the 2015 Seoul Show Fair in Korea. Continuing the successes of previous fairs in France, Japan..., West Food has once again affirmed its name and reputation in the international processed - food market.

Not only restrained at the new orders received, the West Food's representative had meetings and negotiations with major customers in Korea such as food distribution and service groups, leading suppliers of canned products in Korea for supermarket chains and convenience stores... and achieved framework agreements for the 2015-2016 plans.

### **DCL: EXPENSES OF QUARTER 1/2015 DECLINED BY 50% YOY**

In May, Cuu Long Pharmaceutical JSC reported the Q1/2015 business and production performance.

In the 1<sup>st</sup> quarter, administrative, financial and sales expenses of the company decreased significantly, barely half of the same period last year. In particular, selling expenses decreased from VND 24.8 billion to VND 12.6 billion. The company's before tax profit of quarter 1 reached VND 17.8 billion, equal to 102% over the same period last year.

### **CUU LONG PHARMACEUTICAL JSC (DCL) ISSUED 145,788 ESOP SHARES**

Issuance date: 19 May, 2015. Total DCL shares after the issuance would be 10,059,480 shares.

## **DCL ACCOMPANIED YOUNG PHYSICIANS!**

On 17 May, 2015, at the Vietnam Culture-Art Exhibition Center, DCL's representative sponsored VND 100 million for "Young physicians following Uncle Ho's teachings" event which was held by Vietnam Youth Federation in collaboration with Vietnam Young Physicians' Association... This event was held to provide free medical check and treatment, medicine and gifts for children and the elderly who are having poor living conditions nationwide.

This year, DCL has set out the targets reaching VND 840 billion in net sales and VND 50 billion of after tax and profit. The company has planned to extract a large portion of annual profits to join the periodic charity program to help the disadvantaged, contributing to a better society.

## **INTERNAL ACTIVITIES**

### **F.I.T ORGANIZED SOFT SKILL TRAINING IN PRESENTATION AND PERSUASION**

The course was designed to equip trainees with persuasive 5-step selling skills – PSF (persuasive selling format), Trainees learned how to structure an effective presentation and got correction for mistakes in presenting.

The course was attended by invited guests who came to share their experience in convincing the line and higher level managers to buy in the proposal and customers to buy the products.

### **DCL'S CHAIRMAN REWARDED TO EMPLOYEES' CHILDREN WITH HIGH ACADEMIC ACHIEVEMENTS**

In the afternoon of May 26<sup>th</sup>, at Cuu Long Pharmaceutical JSC (DCL)'s office, the CEO – Mr. Nguyen Van Sang – glorified and rewarded to 33 employees' children who won provincial-level awards in different subjects in the last school year.

Recognising employees' children with outstanding achievements is an activity of DCL to celebrate International Children's Day.