



Công ty Cổ phần Tập đoàn F.I.T

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BẢN TIN IR

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1. FIT GROUP CELEBRATES 10 YEARS ANNIVERSARY - A DECADE OF MILESTONES

On 10/3 at Lotte Hanoi Hotel, FIT Group JSC has successfully celebrated its 10th anniversary. The ceremony took place in a solemn and cozy atmosphere with the attendance of over 500 guests, partners, loyal customers and FIT Group staff.

With the theme "a decade of milestones", the ceremony has reviewed 10-years of FIT's construction and development from its early days to present. For FIT, the first decade is the decade of growth and operating model establishment. From a business with initial charter capital of 35 billion, operating in the field of investment and financial investment consultancy, after 10 years, FIT has grown to become a reputable investment group with equity of over 3,760 billion, total assets of more than 4,339 billion, more than 3000 employees with over ten subsidiaries spread across the major economic regions of the country. Products and goods of the Group are distributed throughout the



country and exported to all continents in the world.

Speaking at the ceremony, Mr. Nguyen Van Sang - FIT Group Chairman had enthusiastically and deeply shared about the journey of 10 years to get more fresh fruit but also to overcome challenges. Mr. Sang stressed that the most important factor to the success of FIT is its own core values which are formed and molded from the difficulties and challenges. These values have created unique culture for the company, and helped FIT standing up after tripping and developed a stronger company up to now.



Together not only looking back at the milestones of the first decade of FIT, the guests also experienced the typical culture of FIT through impressive performances. Participants admired the graceful of ao dai performance which bring brand image and products of FIT group, then has an excitement with the song "Road to glory" of collective enthusiasm FIT Consumer staff. All are shown bold and spiritual culture of the FIT Group which have been formed and developed during the last 10 years.

The program ended with the song "FIT - The desire to reach out" as the message sent on the mission of FIT in the new decade. Following the success of the last decade, FIT will promote flame desire to conquer new goals. FIT aspirations in the coming decades is to create products of high quality, to better serve consumers' lives, contributing to the development of society and the country; to create more jobs with better income. It will be a decade of success and prosperity to position FIT as a billion dollars company.

Some photos of the celebration:



2. F.I.T SUCCESS TO BUY MORE 1 MILLION SHARE OF DUOC CUU LONG

On 03.31.2017, FIT Group JSC (code FIT) announced the successful purchase of more than 1 million shares of Cuu Long Pharmaceutical JSC.

With this plan, after completing the purchase, FIT will increase its ownership in DCL from 69.95% to 71.72%.

For 2017, DCL has set a plan to achieve net sales of 914 billion and profit after tax of 96 billion, respectively up 24% and 7% compared to 2016 during which DCL reached 738 billion in net sales and 90 billion in net profit after tax.

2016 is the 3rd consecutive year where DCL achieved business growth with profit after tax increasing by 50% during the period. DCL impressed not only on business results but also with the successful implementation of Euvipharm from Valeant, one of the most modern factories in Vietnam.

In coming future, with the support of FIT Group JSC, DCL expects to expand into new areas such oncology products with the creation of Benovas oncology JSC.

3. DCL LAUNCHING TO BUILD CAPSULE PLANT III

March 25, 2017, Cuu Long Pharmaceutical JSC (DCL) held a groundbreaking ceremony for the construction of capsules plant 3. The project has a total investment of 357 billion, divided into 3 phases, with first expected start of operation in Q4/2017

Speaking at the ceremony, Mr. Nguyen Van Sang, Chairman and CEO of company, said "this is an important milestone in the empowerment of DCL in continuing to maintain and strengthen its No. 1 position in Vietnam in

the field of manufacturing empty capsules. In the past year, two plants of DCL were always at maximum of their operating capacity but still was not able to meet the needs of both domestic and international market. Facing this situation, with strategic support from the FIT Group, DCL leaders have researched and planned for investment to expand capsule factory. This will help to more than tripling current production capacity, not only to better meet customer needs, but also to create more jobs for labor and to contribute to the local budget, "Mr Sang said



Cuu Long Pharmaceutical JSC currently has charter capital of over 563 billion. The company has two factories operating in this field, including No. 1 capsule factory in service since 1999 with a capacity of 1.8 billion / year; plant No. 2 has been operationsl since 2008 with a capacity of 2 billion / year. Cuu Long Pharmaceutical holds the No. 1 market share position in the array of capsules.

Not only being leader in capsules, Cuu Long Pharmaceutical is one of the largest pharmaceutical companies in Vietnam and consumable medical supplies. Since early 2017, company has successfully acquired Euvipharm Pharmaceutical JSC from Valeant, one of the largest pharmaceutical companies in Canada, and established Benovas oncology JSC. With the expansion of this activity, Cuu Long Pharmaceutical aims to become the number one pharmaceutical company in Vietnam in next 5 years.

In 2017, company target to achieve 914 billion in sales and 96 billion profit after tax; respectively up to 24% and 7% over 2016.

4. DR.CLEAN LAUNCHED TWO NEW SCENT AT BOTTLE 200G

Hand cleaner brand of FIT Consumer has officially launched 200g bottles and two special fragrance: iris (Iris Ocean) and coconut milk (Coco Milk).

200g Dr.Clean is designed to retain the distinctive D-fancy bottles. Two new products scents, natural iris and coconut milk, with special formula helping to remove harmful bacteria, will enhance Dr.Clean brand usage. Besides, Dr.Clean also add nutrients to give more moisturize and make hand skin softer.

During this time, Dr.Clean will start attractive promotions at shops with the offer "buy 5 get 1 bottle".

The launch of a new type of bottle 200g aims to diversify product portfolio of Dr.Clean brand and to meet the diverse daily needs of consumers. Therefore, FIT Consumer expects to increase sales for its major brands in the personal care industry. Thanks to the addition of these new bottles, Dr.Clean will achieve outstanding target growth in 2017.

Dr.Clean hand cleaner brand has been present in Vietnam for more than 10 years and conquered many consumers by outstanding features. With optimal antimicrobial use, Dr.Clean kill 99.9% harmful bacteria, especially E. coli bacteria which causes diarrhea. Unlike many conventional hand cleaner, Dr.Clean neutral pH 7.0 and moisturizing solution is absolutely safe for skin. This product has many natural aromas from flowers and fruits to meet the diverse preferences of consumers.



Through the expansion of products, FIT Consumer ambition is to increase brand coverage and to build Dr.Clean as the leading hand cleaner in Vietnam. This is one of the strategies to FIT Consumer is to become the company with revenue among the Top 5 businesses in FMCG sector. With the development orientation from FIT Group, in the coming period FIT Consumer will focus on developing products quality, bringing good health and meeting the diverse needs of consumers, contributing to the mission that the company has set as "elevating Vietnamese brand".

5. VIKODA WITH SECOND YEAR CONTINUE TO SPONSOR FOR FAROS GOLF TOURNAMENT

Being sponsor with many prestigious golf tournament, Vikoda continue to accompany Faros Golf Tournament 2017 taking place from 17/03 to 19/03 at FLC Samson Golf Links resort, Sam Son, Thanh Hoa.

This is the 3rd time this tournament was held, attracting more than 1,200 domestic and international Golfers. Besides being official sponsor for drinking water, Vikoda is also one of the sponsors for Hole-in-one prize. After two years of being drinking water sponsor for many famous golf tournaments, Vikoda gradually become a familiar and favorite brand of domestic and international golfers. Vikoda drinking water is natural mineral water, with standard of PH8.5 that is very healthy for users, and has received tremendous support from golf tournament participants what encourages Vikoda continuing to partner with golf tournaments and sports activities.



This year, besides the sense of expertise, FLC Faros Golf Tournament 2017 participants also aim to raise support for the elderly and disabled children, children of war invalids martyrs with difficult circumstances in Central auspices of Thanh Hoa province. Becoming donors and sponsoring this tournament reflect the orientation and deep concern for the development of the community from Vikoda as well as from FIT group.




With the goal of becoming Vietnamese strong brand, contributing to the improvement of health in Vietnam, Vikoda not only focus on developing and launching new products, but also actively participating in social sport activity, bringing more value to the community. It is also a strategy that FIT Group together with member companies contributes towards the overall development of the community.

Bản tin IR không nằm ngoài mục đích giúp Cổ đông, Khách hàng, Báo chí, CBCNV và các bên quan tâm khác có cái nhìn toàn cảnh, từ đó, đưa ra những đánh giá đúng đắn về giá trị F.I.T.

Bên cạnh đó, Bản tin IR cũng thể hiện tính công khai, minh bạch, tôn trọng của F.I.T với các bên liên quan đảm bảo các mối quan hệ giữa F.I.T và các bên liên quan hiệu quả, bền vững, đa chiều.

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