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## 1. FIT GROUP APPOINTED DEPUTY GENERAL DIRECTOR OF FINANCE AND DEPUTY DIRECTOR OF INVESTMENT

In the afternoon of September 11th, 2017, FIT Group held a ceremony to appoint Mr. Le Xuan Vu as Deputy General Director in charge of Finance and Mr. Pham Xuan Truong as Deputy Director of Investment

The ceremony was attended by Mr. Nguyen Van Sang - Chairman of FIT Group; Ms. Nguyen Thi Minh Nguyet - General Director with the participation of representatives of member companies; the chief, deputy of the departments and the staff of the Group.

On behalf of the Board of Directors of FIT, Ms. Nguyen Thi Minh Nguyet gave a speech and handed over the appointment decision to Mr. Le Xuan Vu and Mr. Phi Xuan Truong.



Speaking at the ceremony, Mr. Nguyen Van Sang, Chairman of FIT Group, congratulated Mr. Le Xuan Vu and Mr. Phi Xuan Truong. As well as on the new positions, Mr. Vu and Mr. Truong are expected to keep up with the hard work, contribute together with the Board to lead the FIT Group to new successes.

Under the agreement and trust from the Board, Mr. Vu and Mr. Truong have committed to fulfill their new roles and responsibilities entrusted to build a stronger FIT Group.

Prior to being appointed as Deputy General Director of Finance for FIT, Mr. Vu also held many important positions at large companies such as: Director of Finance at Marie Stopes International Viet Nam; Deputy Director of Finance for Southeast Asia Brewery (Carlsberg Group); Director of Finance of Shell Gas (LPG) Vietnam; Senior Finance Supervisor of Ford Vietnam Ltd.

Mr. Phi Xuan Truong has joined FIT Corporation since 2014, with a wealth of knowledge and long-standing work experience in the areas of accounting, auditing and investment advice in a number of large enterprises, when working for FIT, Mr. Truong has made many plans and strategies in the field of investment and made great contributions to the success of the current investment projects.



The appointment of qualified, experienced personnel in key positions is part of the plan to consolidate the governance, facilitate the implementation of the business development strategies program in 2017 - 2018 and strategic vision to 2020 of FIT Group, as well as clearly demonstrate the human development strategy, emphasize the importance and great investment in the human resources of the FIT Group's Board of Directors.

With the current growth of FIT's development and the foundation of human resources, FIT increasingly shows the potential for strong development and is gradually affirming the prestige of a powerful corporation in Vietnam.

## 2. FIT COSMETICS APPOINTS NEW GENERAL DIRECTOR

FIT Cosmetics held the appointment of Mr. Nguyen Thien Phuoc as General Director of the company. Mr. Nguyen Thien Phuoc has many years of experience in consumer goods. With the appointment of the new General Director, FIT Cosmetics expects Mr. Phuoc to bring FIT Cosmetics to the next level to become the top five consumer goods companies in Vietnam. And this is the strategy that the parent company FIT Group has set and orient for FIT Cosmetics, putting FIT Cosmetics into one of the Group's key leadership positions.

Speaking for new duties, Mr. Phuoc affirmed that he would continue to bring the business of the company to grow with the better quality of products and services, to get the satisfaction of customers as the target striving, to make a stronger change in developing new products to become the reliable companion of Vietnamese consumers.



Mr. Nguyen Thien Phuoc is an experienced manager who used to hold important positions in big companies such as: Assistant Manager of Taisho Japan Company; Chief representative of export markets to USA and Cambodia of Acecook Vietnam; Branch Director, Deputy Director, Business Development Manager at Mansan Group. Prior to his appointment as General Director, Mr. Phuoc held several years as Commercial Director at FIT Consumer.

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### 3. CLP'S 2017 EXTRAORDINARY SHAREHOLDERS' MEETING - OPENING THE NEW INVESTMENT OPPORTUNITY FOR FOREIGN INVESTORS

On September 9th, Cuu Long Pharmaceutical Joint Stock Company held an extraordinary shareholder meeting at its parent company, FIT Group - Times Tower - 35 Le Van Luong, Thanh Xuan, Hanoi.

At the meeting, the Board of Directors and shareholders attending the meeting agreed to adopt the Statement of business line adjustment, charter amendment; Statement of removal and additional election of members of the Board of Directors; Statement of removal and additional election of members of the Board of Supervisors and other issues under the jurisdiction of the General Meeting of Shareholders.



In particular, the meeting agreed to issue individual convertible bonds to foreign investors with a total offering value of 30,000,000 USD.



Currently, Cuu Long Pharmaceutical Joint Stock Company is in the process of expanding its investment, so the demand for capital is high, while revenues will come slower. The choice to issue convertible bonds instead of stocks will allow CLP not to be diluted in stock in the short term. This is a profitable alternative for existing shareholders.

In addition, information on current stock market of Vietnam in general and of FIT Group and its member companies in particular including CLP, is transparent, clear and easy to understand, which has created a great confidence of foreign investors when deciding to invest in Vietnam market.

In particular, according to experts in the stock market, the stock code of FIT and CLP are in the top in terms of profitability, growth and capital. And this is what makes the business attractive to foreign investors at present.

2017 marked the strong change of Cuu Long Pharmaceuticals when the company acquired Euvipharm - a member company of Canadian pharmacy Valeant and is one of the most modern pharmaceutical factories in Vietnam. In addition, CLP has a joint venture with SCIC and some investors to invest in a cancer drug factory, becoming the first cancer drug factory in Vietnam.

CLP is also implementing projects to invest in more modern machines and lines to improve the quality of products with the effort of building, strengthening and positioning the brand in the pharmaceutical market in Vietnam such as: investing in the construction of capsule 3 plant to raise the productivity of hollow capsule which is a scarce supply source in Vietnam; transforming the brand towards consumer friendliness along with improving the quality of Panalgan products (fever, flu, pain relief); etc.

With strong investment, CLP has been on the way to display the leading pharmaceutical brand in Vietnam. This is clearly reflected in CLP's first six months of financial statement, The company's profit after tax was 51.12 billion VND, up 23.6% over the same period last year (equivalent to 41.36 billion VND).

Since becoming a member of FIT Group, CLP has been invested and strategically positioned by the parent company as one of the top five pharmaceutical companies in Vietnam. And following the direction, CLP is now stepping up to solid development, which represents the potential and brings value to shareholders and investors of the company, becoming a prestigious pharmaceutical company in Vietnam.

#### 4. PANALGAN DAY - A NEW STEP IN CLP'S DEVELOPMENT STRATEGY

Superior use, safe quality and strong development potential ... are the deep impressions that distribution partners, drugstore owners in the Southern market for the new Panalgan product line of Cuu Long Pharmaceutical Joint Stock Company on the launching day in mid August.

Keeping innovating and launching new products is a vital condition for any business, especially in the pharmaceutical field. However, instead of launching new products at all costs, CLP's leadership team is dedicated to researching and evaluating rigorously any drug product handed to the consumers. For that reason, the CLP Panalgan products are manufactured on modern lines imported from Canada and South Korea with better-quality packaging and ingredients selected according to the United States Pharmacopoeia (USP) and they have quick and effective analgesic, antipyretic, and pain-relief effect.

At the same time, to ensure the maximum benefit of our customers, CLP has chosen to distribute Panalgan products such as: Panalgan antipyretic, Panalgan fever, Panalgan pain relief... through OTC channel (the product distribution channel from the manufacturer through the pharmacy and directly to the consumer without any other intermediate stage). With this distribution channel, consumers are not only using Panalgan products with the best quality but also with the most competitive prices.

Over two days of launching Panalgan products, more than 2177 customers and 15% of pharmacies participated in Panalgan products display in the metropolitan area; total revenue of 6 markets: Ha Noi, Da Nang, HCMC, Vinh Long, Can Tho and Khanh Hoa reached over 667 million VND, reaching 96% of the 111% target.





Mr. Nguyen Ba The, Marketing Director of Cuu Long Pharmaceutical Joint Stock Company, said "The change and improvement of the label and product quality is to improve the quality of treatment and service to patients. So launching the Panalgan line with this new brand is an important milestone for CLP to reach the larger and further markets and serve the customers the best - as expected by consumers."

With more than 40 years in the field of pharmacy, Pharimexco - VPC brand of Cuu Long Pharmaceutical Joint Stock Company has become familiar, prestigious with consumers, pharmacies and hospitals in major provinces of Vietnam. With focusing on investment in modern machinery and putting product quality on top, Cuu Long Pharmaceutical Joint Stock Company has affirmed that the products of the company always have the best position in the market, as its own quality. So the new Panalgan line is one of the important steps to reach the market stronger, deeper and wider.

## **5. CUU LONG PHARMACEUTICAL JOINT-STOCK COMPANY (CLP) ATTRACTS DOMESTIC AND INTERNATIONAL INVESTORS.**

On September 13, the Board of Directors of Cuu Long Pharmaceutical Joint Stock Company had a meeting with representatives of domestic and foreign investment groups and funds to visit the pharmaceutical factory of the company.

During this visit, DCL welcomed big companies, corporations and investment funds such as: Tong Yang Investment, Sarus Capital, Vietcombank Fund Management, SSIAM, Dream Incubator, Wardhaven, etc. The two sides had very open exchanges to look for potential opportunities for future cooperation.

Mr. Phi Xuan Truong, CLP's Board of Directors' representative, presented to the investors the overview of operation situation in all aspects from the product to the manufacturing facility; from the distribution network to the development strategy in the coming time of the business. "With more than 40 years in the field of pharmacy, Pharimexco - VPC has become a familiar, prestigious name with consumers, pharmacies and hospitals in the provinces of Vietnam." said Mr. Truong "With the first-half revenue of 2017 alone, CLP achieved 51.12 billion VND of after tax profit, a sharp increase of 23.6% over the same period of 2016 (the same period was 41.36 billion VND). It is very clear that the company's growth potential is shown."



In the afternoon of the same day, representatives of corporations and investment funds also had time to visit CLP's two drug manufacturing factories. This gives investors a more comprehensive and close-up view of the modern drug production process following CLP's modern standards and strict quality control regulations.

Currently, Cuu Long Pharmaceutical has received great attention from investors as in early 2017, the company has acquired Euvipharm, one of the most modern pharmaceutical factories in Vietnam. In addition, CLP has a joint venture with SCIC and some investors to invest in a cancer drug factory, becoming the first cancer drug factory in Vietnam.

Moreover, in the first quarter of 2017, CLP started investing in the construction of the capsule 3 plant with a total investment of 363 billion VND to increase the production of hollow capsules by 270% which is a scarce supply in Vietnam. In addition, CLP is investing in more modern machinery and production lines to improve the quality of its products. Transforming the brand towards consumer friendliness along with improving the quality of Panalgan products (fever, flu, pain relief); etc. also confirmed the company's efforts to building, strengthening and positioning firmly the brand in the domestic pharmaceutical market.

Simultaneously, CLP currently has three main warehouses located in key locations such as Hanoi, Ho Chi Minh City and Vinh Long to ensure timely delivery of products to the distribution network with more than 13 branches and more than 55 distributors spread from the North to South of the enterprise.

Because of its convergence factors for such extensive development, CLP is considered by investors to be one of the enterprises having competitive advantages over other peers.

"Vietnam's economy is currently experiencing positive changes, especially the domestic pharmaceutical market has the strongest growth in Asia, the pharmaceutical companies with good prospects are receiving great attention from domestic and foreign investment funds. In the context of a wide open pharmaceuticals market, with strong investment and strategic orientation from its parent company, FIT Group, CLP has been creating a completely different competitive advantage compared to other pharmaceutical companies in Vietnam - This is the factor that we believe that no intelligent investor would like to miss when investing in the pharmaceutical market in Vietnam." - Mr. Trinh Quoc Khanh, Deputy General Director in charge of Finance - Investment of CLP shared.

## **6. BIOLOGICAL DISHWASHING LIQUID - GIFT FOR THE HOUSEWIVES**

Tero biological dishwashing liquid is appreciated by many housewives for quality after they experienced the product. The main reason why they love this type of dishwashing liquid is the safety of the product. Tero contains a 100% natural cleansing enzyme with remarkable features such as cleansing grease and odor right from the first wash, fast foam cleansing speed, no oil on the dish and mild to the skin. This biological dishwashing liquid has won many Vietnamese housewives, making a big impression on customers who try to use the product once.



According to a survey by The Window market research firm, based on a survey of 300 households after using the sample, it found out that 95% of consumers felt that the product did not cause dryness or peeling of the hands, helping to protect the hands for people even with sensitive skin. More than 90% of households have experienced and trusted the ability to remove grease and the odor from the product. In addition, up to 85% of households like the pleasant aroma of green tea and fresh lemon.



Ms. Linh (office worker - Hanoi) showed interest in the product. She said before, she was afraid to wash dishes because the skin of the hands is usually dry and gloves are quite inconvenient for scouring. Since she knew Tero, she has no longer worried because the skin is still soft and there is no dry feeling. This type of dishwashing liquid cleans the grease and smells very quickly even if she uses only a small amount.

Ms. Trang (Housewife, District 7, HCMC) also appreciated the quality of this dishwashing liquid after one week of use. Ms. Trang enjoys safe and natural products and she is reliable on this type of dishwashing liquid. The foam on the plate drifts very quickly even though she only washes, the aroma is light and pleasant and the skin is not dried after washing as many other products.

FIT Consumer claims that Tero is a biological dishwashing liquid with a 100% natural cleansing enzyme; neutral pH level, safe, non-irritating and not dry for skin; dermatologically examined at reputable centers in Vietnam

Moreover, the "army of enzymes" from nature makes fighting with oil stains, sauces, starches easier.

- Proteaza: Supporting rapid cleaning of soil stains on dishes such as meat, fish, eggs, milk, shrimp, crab, etc.

- Lipaza: Supporting rapid cleaning of grease, oil residues.

- Cenlulaza: Supporting rapid cleaning of foods made of starch.

- Amilaza: Supports rapid cleaning of stains from high fiber foods such as vegetables.

The product is being sold in many supermarkets and grocery stores nationwide. With the mission to care for the hands and health of the housewife, Tero will develop more new products to meet the increasingly diverse needs of consumers in the future.

## 7. FIT GROUP SUPPORTED THE COST OF TREATMENT FOR THE BRAVE CHILD WHO SAVED HIS MOTHER

To promote the spirit of mutual affection, to share willingly with the difficulties and losses of families in difficult circumstances, at the end of August, FIT Group started a movement to raise money for the 9-year-old Dat's family at 416 Nguyen Binh Street, Hamlet 1, Nhon Duc Commune, Nha Be District.

Dat family has 2 brothers, they are in difficult circumstances, his 6-year-old brother has got autism since he was a baby, Dat's mother when using the quick kettle got electric shocked due to electrical leakage. When pulling out the plug to save his mother, Dat was burned with electricity and boiling water, Dat's mother passed away due to severe electric shock. At present Dat is in treatment at bed 31, room 14, burn department, Children's Hospital. Expected surgical treatment cost is 20-25 million VND.



Dat's family is the most disadvantaged family in Nhon Duc commune, the main source of income in the family is mainly dependent on his gone mother. So the cost of surgery is really a huge burden on his family now.

Together with the kindness and supportive spirit of donations from the staffs of FIT Group together with the MT group, they have raised 32 million VND. The money was not much but has contributed a great deal to timely support the costs of treatment at the Ho Chi Minh City hospital.

This is a practical work in the chain of volunteer activities in August of the enterprise, showing the concern and responsibility commitment for the community of FIT Group.

## **8. FIT OFFERED MEALS TO 700 PATIENTS AT K TAN TRIEU HOSPITAL AND NATIONAL INSTITUTE OF ACUPUNCTURE**

On September 12, FIT with the Hoa Chum volunteer group provided vegetarian meals for more than 700 patients at Tan Kieu Hospital and the National Institute of Acupuncture.

The meal giving at the hospital is one of the volunteer activities that the FIT Board of Directors has directed to spread the spirit of mutual affection to the whole staff, as well as express the responsibility of enterprise with the community, for the development of the whole society. Therefore, the activity of giving meals at the hospital has become a regular, monthly activity that FIT has planned and committed to participate in.



On the first day of the show, the volunteers of FIT were proud to put on the traditional red shirt of the company. And despite the hot weather, the red shirt always shows the energy and enthusiasm when the volunteers were giving food to each patient at the hospital. Every word of thanks from the patients not only warmed up but also strengthened FIT's red-shirt volunteers to perform well this meaningful program.

Knowing that the benefit of the business is always attached to the interests of the community, FIT Group is doing its best for a business environment which is stable, growing and ready to share for the community through its policy commitments.



## 9. FIT - JOINT HANDS TO SOOTHE THE AGENT ORANGE PAIN

The war has gone but the heavy consequences left by the war remain. Helping to alleviate the Agent Orange pain has become a meaningful activity that the Board of Directors and staff of FIT Group responded with practical and effective actions.

Perhaps, few countries have suffered war's consequences as severely as Vietnam, when victims of Agent Orange / Dioxide are not just a generation, but successive generations. Understanding the pain of mothers, wives, husbands, children whose relatives are victims of Agent Orange, in the middle of August, FIT Group donated 50,000,000 VND to Agent Orange / Dioxide association in Doan Hung commune, Phu Tho province.

The amount of 50 million VND donated by FIT will be used to support the construction and renovation of gratitude houses; production support for households; dozens of scholarships donated for children at schools; free medical examination and treatment, free medicine provision and hospital fee support for hundreds of victims of Agent Orange; thousands of gifts to families on holidays, Tet; etc.

Although this amount is modest compared to the number of Agent Orange / dioxide victims, but it partly reduces the difficulties, helps victims of Agent Orange and their families overcome the physical and mental pain and rise up in life.

Over the last 10 years, FIT Group has always been aiming to become not only a profitable and effective enterprise but also a community-driven enterprise. By helping to alleviate the pain of Agent Orange, FIT once again not only asserted itself as a business that always strives for high human values. It is also a commitment to preserve and promote the tradition of "Gratitude is the sign of noble souls" - one of the fine traditions of our people.

Some photos of representatives of the Association giving presents to victims of Agent Orange:



## 10. FIT SUPPORTED AND OFFERED GIFTS TO 405 AGENT ORANGE VICTIMS IN QUANG TRI

Sharing with the loss of Agent Orange victims in Gio Linh and Cam Lo Districts, FIT has joined forces with the Hoa Chum Ngay Volunteer Group to create practical and meaningful gifts for 405 victims of Agent Orange. With these gifts, FIT hopes to support some of the difficulties that families of Agent Orange victims are suffering.

Known as a locality suffering many consequences of the war, Quang Tri province has over 15,485 Agent Orange / dioxin victims, there are 4,960 households with 2 to 7 victims of Agent Orange / dioxin. Therefore, FIT with Hoa Chum Ngay group and other philanthropists has joined hands towards the poor land of Quang Tri, together to help the Agent Orange victims in Quang Tri firmly stand up and leave behind the "Sorrow of War" and Agent Orange disaster.

Knowing that the benefit of the business is always attached to the interests of the community, FIT Group is doing its best for a business environment which is stable, growing and ready to share for the community through its policy commitments.



## 11. VIKODA SPONSORED THE 95TH ANNIVERSARY OF NHA TRANG OCEANOGRAPHIC INSTITUTE

Vikoda drinks proudly sponsored drinking water for the 95th Anniversary of Nha Trang Oceanographic Institute

Vikoda mineral water is special mineral water with high content of silicas which is good for the body. Active levels are adjusted to the optimum level for the body with the widely allowable dose (without a doctor's prescription), effective treatment and prevention of many diseases.



With a history of nearly 20 years of development, Vikoda Mineral Water has created a strong belief in consumers by product quality, especially natural mineral source with high alkalinity that is healthy to the consumers. Vikoda has become a prestigious brand, familiar and highly rated by consumers, especially in the Central provinces.

Therefore, becoming a sponsor of drinking water for the celebration of the 95th anniversary of Nha Trang Oceanography Institute affirmed the brand of Vikoda in the market.

With the aim of becoming a strong Vietnamese brand, contributing to improving the health of the Vietnamese people, in the coming time, Vikoda will not only focus on developing and launching new products, but also actively participate in social activities, bringing values to the community. This is the strategy that F.I.T Group together with the member companies aim to contribute to the development of the whole society.

## **12. VIKODA CUP FOOTBALL TOURNAMENT WAS OFFICIALLY STARTED IN NHA TRANG CITY**

Nha Trang City's Vikoda Cup football championship 2017 officially kicked off on September 13, with the participation of 15 teams from the communes and wards in the city.

For many years, Vikoda has been a famous brand, familiar to the people of Nha Trang coastal city, as well as for consumers across the country. Therefore, the Vikoda become the main sponsors for a major football tournament of Nha Trang city has affirmed the prestige of a strong brand as Vikoda in the drinking water market.



In addition to Vikoda Cup, Vikoda is and will continue to participate in a number of meaningful social activities: sponsorship of prizes, sports contests, charitable activities, etc. to express the responsibility of enterprise to the community and society.



Vikoda's beverages are mined directly at the mineral water pool, so there is a clear difference from regular drinks. This is special mineral water with high silica content which is good for the body. Nutrients in Danh Thanh mineral water such as silica, K + Na +, Fluco, Calcium, Magnesium, Fe, Iodine, etc. in the permissible limits, which are also essential for all the metabolism and activity of the organ in the body, they also help regulate the nervous system, so it is effective against fatigue, headaches, anti-depressant and anti-stress very well. Danh Thanh mineral water also contains Bicarbonate Ion to help balance the acid-base balance for the body's internal organs.

Especially drinking on the spot can cure many diseases such as stomach disease (chronic gastritis, dyspnea and motor dysfunction, gastric disease after surgery and so on), gastrointestinal diseases (inflammation of the colon and jejunum, functional bowel disease with motor dysfunction), diseases of the liver, bile and glands around the stomach (hepatitis, cholecystitis, chronic inflammation), metabolic diseases (fatigue, diabetes mellitus, gout, etc.), urological disease (urinary tract infections, urinary stones) and so on.

Today, Vikoda has created a firm belief in consumers because the quality and minerals that nature offers are not easily available in mineral water products on the market. Danh Thanh Vikoda Mineral Water is not only consumed domestically but also in foreign markets such as Cambodia, Laos, etc.

Since becoming a member of FIT Group, in the long term development strategy of FIT Group parent company, Vikoda and its affiliates not only have focused on improving the quality of their products but also launching new products to meet the market demand, but also actively participated in social activities, sports and cultural activities with the aim of bringing values to the community for the common development of the whole society.



The IR Newsletter aims to help Shareholders, Customers, Newspapers, Employees and other interested parties have a panoramic view, from which, give accurate assessment of the F.I.T. value

In addition, the IR Newsletter also shows the transparency and respect of F.I.T to the involved parties, ensuring the effective, sustainable and multi-dimensional relationship between F.I.T and the parties.

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