



**Công ty Cổ phần Tập đoàn F.I.T**  
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Thành lập: 08/03/2007  
Niêm Yết: 26/7/2013

## 1. Good activity at FIT mother company level during 1H17 with net profit reaching 98% of the full year plan

**(ĐTCK) Profit after tax of F.I.T Group JSC (parent company) within the first 6 months is 69 bio dong, out of 70 bio, approximately 98.6% of the full year target.**

In 2017, F.I.T plans to have net revenue of 2,513 bio dong, profit after tax excluding benefit of non-controlling shareholders of 112 bio dong.

The charter capital is over 2,547 bio dong, consolidated total equity at end of June 2017 is 3,988 bio dong. From 2014, F.I.T transformed itself into a holding company, with Mother Company active in investment and subsidiaries focused in some basic industries such as pharma, food, beverage, agriculture, home care and personal care.

From 2017, F.I.T, through Duoc Cuu Long (DCL), has various initiatives in its pharma business including acquiring Euvipharm from Valeant – Canada and starting a new capsule factory. Beside, a new joint venture in oncology was established by DCL and State Capital and Investment Corporation (SCIC).

## 2. AGM OF WESTFOOD JSC APPROVED THE 2017 TARGET OF 355 BIO REVENUE

**On June 30<sup>th</sup> 2017, Westfood AGM has been taken place successfully. The company plans to reach revenue and profit after tax of 355 bio and 27.48 bio respectively.**

In 2016, Westfood invested significantly in replacing, upgrading the facilities to expand the capacity; restructured the business and strengthen its network in oversea market such as Japan, Korea, US, EU, Australia. Beside, it started to penetrate the domestic retail sector via chains such as Lotte, Lan Chi Mart, FIVI Mart as well as via FIT Trading distribution network.

In 2016, Westfood rapidly renewed the product portfolio to catch up with various markets demand. For better controlling raw material price and sufficient quantity, Westfood have signed contracts with farmers and wholesalers; the management team also arranged the factory to have a lean and smart production process to save cost and enhance the competition with rivals from Thailand.

Westfood also contributed capital into its subsidiary Westfood Hau Giang JSC for a longterm vision in expanding production capacity to be in a position to answer growing demand from local and multinational partners.

The success of planting MD2 pineapple in local area is expected to bring the opportunity for Westfood to develop its own material zone from 2017, which may solve the bottle neck in raw material supply for Westfood in coming time.

As a result of efforts, 2016 revenue of Westfood reached 296 bio, increase 12% compare to 2015.

In 2016, the market of iqf and canned fruit was fierce, Westfood was not only competing to current rivals but also new players who transformed their business from processing seafood. What create new challenges from both purchasing material and exporting products.

Facing this situation, Westfood has strengthened itself by recruiting qualified staff in line with its new business strategy, especially in sales. These effort have helped the company to sustain its current customer portfolio and developing new customers, generate a growth rate equivalent to 12% comparing to 2015.



Regarding the business strategy in 2017, the management board has set orientations to promote sales activities in key markets such as Japan, Korea, USA; strengthen the market development, apply flexible sales policies, develop sales team; participating exhibitions in Germany, France, Japan, USA and actively participate in B2B conferences to promote products, Brand and image of Westfood.

In addition to developing the market, the management invests more in research and development to reform the quality of frozen products matching diverse needs of customers, especially directly distribute to retail

customers. At the same time, the Board of Directors also co-operated with the Board of Investment to improve the production capacity of new products for bigger opportunities on the market. For sustainable development, it is important to start and expand the cultivating area.

With such plans, it is expected that in 2017, Westfood's net revenue will be 355 bio dong and profit after tax profit will be 27.48 bio dong.

In addition, at the meeting, the Board of Directors and shareholders approved the proposal on profit distribution method, the remuneration of the Board of Directors and the Board of Supervisors in 2017, and The proposal on the selecting auditor for 2017 financial year.

With a consistent orientation and long-term business development strategy from FIT- the parent company, Westfood expects to achieve target in 2017 business plan and set a solid miles stone for the coming years.

### **3. F.I.T GROUP JSC CHANGED LOCATION FOR ITS HEAD QUARTER**

*On 15<sup>th</sup> July 2017, FIT Group held the opening ceremony of the new head quarter on the 5th floor, Times Tower - 35 Le Van Luong St, Thanh Xuan Trung Ward, Thanh Xuan Dist, Hanoi City.*

The opening ceremony of the new office was held in a close and warm atmosphere with the attendance of the Group leaders, representatives of member companies and all employees.

During the ceremony, on behalf of the Board of Directors of F.I.T Group - CEO Nguyen Thi Minh Nguyet had shared a speech on the meaning of new office and difficulties during process and also send her thanks to suppliers in construction, designing, project managing and especially administration and IT departments of F.I.T have supported sufficiently to finished the project on time.

On the other hand, on behalf of the Board of Directors, the CEO also sends her deepest thanks to all the members of the Group who have joined since the early days of building and accompanying the business during the last 10 years of development. The contribution and dedication of every members is one of the most important factors for a strong and stable FIT Group as it is today. The new office of F.I.T is designed elegantly, delicately, the open layout creating a close, dynamic workspace to all members which is expect to help all the staff have a better working environment and contribute more to the development of the whole Group.

With the core value of the Group "Respecting and appreciating people," the Group's management always keeps high attention to improve the life quality for employees. The new F.I.T office has the space for pantry, gym with modern equipment which creates a convinient work environment that contributes to better productivity and the development of the whole corporation.

The opening ceremony of the new office of the FIT Group has left an unforgettable impression on the guests of the hospitality and friendliness of the company's members. With the new modern office space, the open design features the culture of FIT, thereby showing the dynamism of a leading business company in Vietnam.



#### 4. DR KOOL HERBAL FIRST LAUNCHING

*FIT Consumer launched Dr.Kool Herbal with the goal of achieving VND 8 billion in sales, which accounts for 15% of brand Dr.Kool's sales in 2017.*

In current circumstances, the diverse food leads to an increasing demand in eating, drive hundreds of bacteria causing bad breath and disrupt tooth enamel degradation. "Strong teeth - Healthy Gums" is the most concern of consumers to choose a toothpaste. For that reason, in July 2017, FIT Consumer launched Dr. Kool Herbal toothpaste which specialized in protecting gums with outstanding ingredients and superior effect comparing to other products.



Dr. Kool Bamboo Salt with ionic salts and minerals from bamboo is baked 9 times in bamboo tube at 1000 degrees, which improves the cleansing capacity 3 times comparing to normal salt.



Dr. Kool Bamboo Charcoal contains activated carbon that removes and clean plaque for shiny teeth.



Dr. Kool Herbal Aloe Vera contains Aloe Vera extract that help preventing canker sore, cleansing the bacteria causing bad breath. With Korean technology and familiar natural materials, Dr. Kool Herbal is expected to help the brand Dr. Kool to be one of the most favourable toothpaste brand in the market.

With a dedicated team of staff, along with a serious investment in image and product quality, together with strong financial support from F.I.T Group, FIT Consumer is expanding its market and step by step get a position in the market.

## 5. FIT TOGETHER WITH MINDSET TRANSFORMATION GROUP ORGANISING CHARTITY CAMPAIGN IN LONG AN

*On last July 2nd, FIT Group together with its subsidiaries Westfood, DCL, FIT Consumer cooperated with Mindset Transformation group (MT) to organize the trip to Tan Lan commune, Can Duoc district Long An province to do the charity campaign "Medical examination, deliver drug and gift" to poor people.*

FIT Group joined the campaign as one of the sponsor for beverage, pharmaceutical products. On October 23, the volunteer group donated 500 gifts to disadvantaged households and more than 100 gifts to poor pupils of Tan Lan commune. At the same time, more than 140 pairs of glasses were presented to the elderly in the commune.

Along with the meaningful gift, the volunteer group also organized a free medical examination for the children. For many poor people attending, this was the first time they had health examination, ultrasound as well as receiving the enthusiastic medical care from the doctors.

During the campaign, volunteers also donated many new books and pens for the coming school year and organized many joyful games for children.

In recent years, the voluntary programs by FIT Group together with MT Group organized not only bring material gifts but also mental value to the people in remote provinces. The joy and happiness of the commune when receiving the love from the volunteer is a great motivation for FIT to continue organizing more community volunteer activities.



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*The IR newsletter is executed to provide Shareholders, Clients, Communications, Employees and other interested parties an overview of the operations of FIT Group therefore have a fair assessment value to FIT.*

*In addition, the IR Newsletter also demonstrates F.I.T's openness, transparency and respect to the stakeholders, ensuring an effective, multi-dimensional relationships between F.I.T and its stakeholders.*

**Phụ trách bản tin: Trần Thị Phương Thảo - Phòng Truyền thông Công ty Cổ phần Tập đoàn F.I.T**



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