



MESSAGE FROM CHAIRMAN:

Dear Shareholder and Investor,

I am pleased to report the performance of FIT during the first semester 2016 and to give an update of our strategy and its implementation. FIT is in transition from a financial service boutique towards an entrepreneurial investment group. Our primary objective is to be active in sectors proposing products and services serving the needs of the emerging middle class in Vietnam by being operator, or significant shareholder, of companies having leading market position with great growth perspectives. Additionally, we have an investment portfolio to benefit from market opportunities and/or minority position.



FIT will expand thanks to a combination of organic growth and acquisitions. Partnership with domestic or international enterprises will be concluded when appropriate to foster technical and commercial capabilities of our operating companies. As such, FIT, already present in health care, food and agri, has expanded its scope of activities to the consumer sector with the investments in Vikoda (beverages) and Sao Nam (Personal and Home Care) and is studying entering the real estate and retail sectors for which a capital increase of FIT JSC will be proposed at our coming Extraordinary General Meeting of Shareholders (EGMS) to be held on 22 September 2016.

Thanks to higher volume of sales for our main business lines, Health Care and Agri, and the new contribution from Consumer sector, revenues of the Group increased by 113% to VND 1,300 billion during the 1H16 compared to the same period of last year and the net profit after tax attributable to the shareholder of FIT reached VND 62.5 billion, in reduction of 68%. Indeed, the Group is investing to expand its various businesses by increasing production facilities, enhancing distribution channels, launching new products and promoting its brands. Consequently, there is a temporary impact on our profitability in order to invest in long term shareholder value. The Group has a sound financial situation allowing FIT to have the means to invest in its future to sustain its growth and improve its profitability.

Since early 2015, FIT has more than doubled its number of shareholders, over 4,750 presently, including foreign shareholders for about 22% of our capital. We are developing a new Investor Relations policy with the release of regular letters to shareholders and investors, the organization of Investor Days and the coming launching of a Shareholder Club. In order to better reflect its new strategy, the BOD is proposing at the coming EGMS to change the name of your company to "FIT Group".

Chairman

Nguyen Van Sang



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MESSAGE FROM CEO:

Dear Shareholder and Investor,

During 1H16, FIT was focused in growing its various businesses.

On a pro-format basis, considering the operating companies would have been fully consolidated for whole semester in 2015 and 2016, revenues for the Group have increased by 41% to reach VND 1,363 billion, thanks to the excellent performance of Beverage, 71 % growth, the good momentum of Health Care and Food with mid double digit progress while Personal and Home Care had a mild increase of activity. Agri benefited from good volume for its trading activity.



Profitability, with Current Profit reaching VND 170 billion in reduction of 27% year-on-year, was negatively impacted by our investments in marketing and preparation for the launch of new products in our Food and Consumer sectors, by a challenging situation in our Agri sector and the lower trading profit at our Holding level in line with our strategy to focus on building an entrepreneurial group. On the other hand, Health Care benefited from better operational efficiency with its Operating Profit increasing 3 times over the period on reported basis.

In June 2016, FIT paid a share dividend of 8% dividend increasing charter capital to VND 1,935.5 bio.

The trends observed during the first semester of 2016 should continue in coming months.

CEO

Nguyen Thi Minh Nguyet



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Summary of financial information

In bio VND	1H15	1H16	Y-o-Y Growth
Net revenues	614.34	1,305.64	112.5%
COGS	470.54	1,086.86	131.0%
SGA + Managing Expenses	71.88	173.12	140.8%
Operating Profit	71.91	45.66	-36.5%
Financial Result	206.10	79.50	-61.4%
<i>of which interest paid</i>	7.94	23.31	193.5%
Current Profit	278.01	125.16	-55.0%
Profit before tax	280.80	124.65	-55.6%
Profit after tax (PAT)	227.39	94.44	-58.5%
Profit after tax Group share	193.35	64.29	-66.8%
Basic EPS (VND)	1,769.00	349.00	-80.3%
Total Equity	2,610.51	3,317.30	27.1%
Equity Group share	2,017.84	2,184.19	8.2%
Book value (VND)	11,259	11,285	0.2%
Cash and ST Investments	1,660.13	1,690.46	1.8%
Financial Borrowing	569.64	604.33	6.1%
Leverage	21.8%	18.2%	-16.5%
Net Leverage	-41.8%	-32.7%	-21.6%



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Segment report

In bio VND	REVENUES		
Segments	1H15	1H16	Y-o-Y Growth
Pharmaceutical (DCL)	115.67	355.57	207%
Food (WF)	137.15	157.67	15%
Agri (TSP, TSC, NT, TSS...)	316.59	640.21	102%
FIT Consumer (FC)	-	147.44	100%
Beverages	-	128.95	100%
HPC (Personal & Home Care and cosmetic)	-	18.48	100%
FIT Trading	31.97	0.26	-99%
Holding and Various	12.96	4.49	-65%
Total	614.34	1,305.64	113%

PROFITABILITY						
1H15			1H16			Y-o-Y Growth
Operating Profit	Financial Result	Current Profit	Operating Profit	Financial Result	Current Profit	
15.42	(2.05)	13.36	49.59	1.98	51.57	222%
18.64	15.75	34.39	10.43	3.06	13.49	-44%
35.14	29.55	64.68	1.82	18.81	20.63	-95%
-	-	-	(0.11)	0.05	(0.06)	
-	-	-	2.40	0.05	2.45	
-	-	-	(2.51)		(2.51)	
2.83	3.66	6.49	(1.77)	3.97	2.20	-163%
3.44	148.13	151.58	(4.74)	87.48	82.74	-238%
75.46	195.03	270.50	55.22	115.36	170.57	-27%

PRO FORMAT

In bio VND	REVENUES		
Segments	1H15	1H16	Y-o-Y Growth
Pharmaceutical (DCL)	318.18	355.57	12%
Food (WF)	137.15	157.67	15%
Agri (TSP, TSC, NT, TSS...)	316.59	640.21	102%
FIT Consumer (FC)	147.74	205.24	39%
Beverages	75.36	128.99	71%
HPC (Personal & Home Care and cosmetic)	72.38	76.26	5%
FIT Trading	31.97	0.26	-99%
Holding and Various	12.96	4.49	-65%
Total	964.59	1,363.45	41%

PROFITABILITY				
1H15		1H16		Y-o-Y Growth
Operating Profit		Operating Profit		
46.17		49.59		7%
18.64		10.43		-44%
35.14		1.82		-95%
8.45		(7.19)		-185%
7.41		4.61		-38%
1.04		(11.81)		-1235%
2.83		(1.77)		-163%
3.44		(4.74)		-238%
114.66		48.13		-58%



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PHARMACEUTICAL:

Continuing its strong development of 2015, Cuu Long Pharmaceutical Company (DCL) has positive performances in 1H2016 with revenue increasing by 12% year-on-year at VND 355 bio and Operating Profit increasing by 7% year-on-year to reach VND 51 bio due to better efficiency of its distribution model which is moving to distributor model to have a nationwide coverage, launch of more added value products to the market as well as improving quality and changing product design.



DCL has three main business lines:

Medicine:

Revenue increased by 21% year-on-year to VND 231 bio. From early 2016, DCL has adapted its distribution model to reach nationwide coverage with, in addition to its 18 existing branches, the signing of agreement with 65 distributors. Currently the OTC segment contribute 70% of revenue and ETC segment the remaining 30%.



Gelatin capsule:

Revenue was flat at VND 85 bio, minus 2% year-on-year, as internal consumption augmented significantly due to the higher demand of the Medicine business line. External sales decreased consequently as the factory is running at full capacity. During 3Q16, DCL is starting the expansion by 60% of its production capabilities, with a first phase to be completed in late 2017 for an investment of about VND 160 bio, in order to be able to fulfill the growing demand.

Medical instrument:

Revenue saw a growth of 70% year-on-year at VND 39 bio, solely on ETC channel. With regular high growth of sales, DCL is investing consistently in capacity expansion.

In order to develop high premium products for medicine and device, DCL is developing a new brand “Benovas” as well as establishing two dedicated subsidiaries.



The company has better performed of controlling account receivable, the account receivable decreased on sales and not give a rise to new doubtful accounts while still handling doubtful accounts of the previous period.



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FOOD:

In a competitive environment (reduced export price by the main Latin America and Asian producers following currency devaluation and lower fruit yield in Vietnam due to weather conditions), Westfood, one of the leading canned and frozen fruit producers in Vietnam, succeeded to increase its sales by 15% to VND 158 billion during the 1H16 thanks to good level of sales in its main markets such as Japan and Europe.



However, margin was impacted by the higher market purchasing price of fruits following the limitation of supply due to drought in producing areas during the first semester and investments in marketing and commercial activities to develop domestic market. Operating profit reached VND 10.5 bio during 1H16, reducing by 44% year-on-year.

In order to pursue sustainable growth, Westfood continues to invest in production expansion and efficiency, focuses on value added items, i.e. retailed packaging for online and TV home shopping, and long-term investment on new profitable varieties of fruits plantations to guarantee the stable and excellent quality fruits supply.



West food in exhibition in Japan

Furthermore, Westfood is keen to expand on domestic market, which represents 8% of sales during 1H16, by promoting its brands not only on HORECA sector but also on modern trade with presence in the main retail chains. Additionally, Westfood participates in famous international food exhibitions such as Fine Foods (Melbourne, Australia), SIAL (Paris, France) and PLMA (Chicago, U.S) to enlarge its presence on international markets.



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AGRI:

FIT, via TSC, is active in the agri sector with: plant protection, seeds and agricultural products trading (tapioca, rice, soya and corn). Sales during the 1H16 reached VND 640.2 billion, increased 102% year-on-year, mostly coming from the trading activity while Operating Profit amounted to VND 2 billion, decreasing by 95% year-on-year, as our seeds and plant protection sectors were impacted by the severe drought in South and Central Vietnam and lower commodity prices for corn and rice affected volume and profitability for trading and seeds. The Agri business is active in 3 main areas:



Plant protection:

Revenues reached VND 26.6 bio, decreasing by 45% year-on-year, as sale volume was affected by the drought in South and Central Vietnam. The range of products covers herbicides, fungicides, pesticides, and growth stimulants and is expanding to supplementary products. Sales are currently concentrated in Mekong Delta and we are building presence in North, Central and Southeast by intensifying our distribution network there. The brand identity has been changed and our production facility has been certified in accordance with new regulations of the Ministry of Agriculture.



Seed business:

Revenues reached VND 48.5 bio, decreasing by 25% year-on-year, as sale volume was affected by not only the drought in South and Central Vietnam but also the reduction in corn planting surface by farmers following the sharp decrease in corn importing price. TSC is now becoming the exclusive partner of world leading seed company Pioneer - Dupont (USA) with the addition of Marketing and Research activities from previous selling business model. Currently, TSC is distributing 6 corn hybrids and 2 hybrid rice and is expecting to develop genetically modified corn varieties in 2017 with the support of Pioneer.

Trading business:

Revenues reached VND 551.5 bio, increasing by 215% year-on-year, thanks to good sale volume of rice but with low margin, particularly for rice following excess supply from Thailand in the international market. TSC is notably specialized in trading cassava from local factories to Chinese partners, domestically produced corn for domestic animal feed factories and rice exports following Government program to Philippine. TSC is also trading other products such as tapioca,

TSC is currently re-evaluating its strategy to the agricultural sector.



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FIT CONSUMER:

FIT Consumer (FC) has been established from January 1 to manage the FMCG activities of FIT Group starting with Beverages and Home & Personal Care.



Following its investments in Vikoda and Sao Nam, FC has been focused in restructuring these companies with revamping the distribution system to expand coverage and moving to pro-active selling model, transforming brands identity to create higher awareness for consumers, extending product lines and launching new innovative products as well as reorganizing Marketing departments with notably the hiring of experienced personnel.

During 1H16, revenues of FC increased by 39% year-on-year on a pro-format basis while Operating Profit was negative by VND 7 bio following the implementation of the restructuration plans and investments in marketing and promotions.

FC is active in two sectors:

Beverage

Revenues increased by 71% year-on-year at VND 129 bio during 1H16 thanks to strong growth in sales volume reflecting positive effect of the new marketing and commercial policies while Operating Profit reduced to VND 4.6 bio due to the implementation of the overall restructuration. During the period, the main brands, such as Vikoda, Danh Thanh and Sumo, have benefited from new identity and iSport, a new adult energy drink, has been launched.



Personal and Home Care

Revenues increased by 5% year-on-year at VND 76.3 bio during 1H16 while Operating Profit was negative at VND 11.8 bio due to the cost of restructuration as well as marketing and promotion expenses, especially during Tet period.



During 2H16, FC will continue its repositioning process. In July 2016, FC have launched new products for both Beverage and Home Care:

- iMen, in the category of energy drink, to capture on the increasing popularity of this segment;
- Tero, a biological dishwash detergent, the first one of new range of products applying green technology for consumer safety and better environment.



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FIT TRADING:

This company has re-focused its activity during 1H16 to primarily support other FIT companies for distributing their products to the domestic Vietnamese market. Currently, FIT Trading is mainly cooperating with Westfood to improve its presence not only on modern trade but also to general travel as well as HORECA channel. FIT Trading is developing a network of agents nationwide to expand its coverage.

Revenues during 1H16 reached VND 0.3 bio when FIT Trading has just recently launched its new activity. Significant increase of operations is forecasted during 2H16.

FIT LAND:

This company has been created with a registered charter capital of VND 100 billion.

FIT Land will invest in offices, industrial and commercial real estate to primarily serve the needs of the operating companies of the Group. FIT Land will constitute a portfolio with the objectives to generate recurrent cash flow and to increase its asset value over time.

FIT RETAIL:

FIT is considering investing in the domestic Retail sector and, should any opportunity arise, such operation would be implemented by a newly subsidiary, FIT Retail.

HOLDING AND VARIOUS:

In line with its strategy to focus on building an entrepreneurial investment group, FIT has reduced during the first semester 2016 its financial market activities, notably stock and bond trading. Therefore, current profit for this segment decreased from VND 152 bio to VND 83 bio due to the lower trading profit when revenues come mainly from interest generated by the short term investment portfolio.



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Changes in ownership in the main subsidiaries of the Group during 1H16

- Increase of ownership of FIT in DCL for 1.64% to 60.84% by investing 11,920,894,560 VND
- Reduction of ownership of FIT in TSC by 2.13% to 56.69% for proceeds of 92,434,637,182 VND

In August 2016, FIT announced its intention to increase its stake in DCL to 80% till the end of the year by acquiring from 5 to 10 million shares in the market.

Capital increase of FIT JSC

In June 2016, the BOD of FIT approved a capital increase of FIT with the issuance of 31,181,285 shares at a price of 11,000 VND per. An Extraordinary General Meeting of Shareholders will be held on September 22 to authorize this operation.

The Charter Capital of FIT will be increase to VND 2,247 billion, subject to the approval of the EGMS.

Usage of this capital increase is planned to fund capital increase of FIT Land and FIT Retail as well as working capital needs.

This operation is scheduled to be closed during the second semester 2016, subject to its approval by the EGMS.



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INTERIM CONSOLIDATED BALANCE SHEET

As at 30 June 2016

ASSETS	30/06/2016	01/01/2016
A - CURRENT ASSETS	2,485,722,945,874	3,322,357,466,721
I. Cash and cash equivalents	98,163,428,335	739,123,566,937
II. Short-term financial investments	1,592,292,073,297	1,699,525,042,616
1. Trading securities	259,530,297,219	394,872,766,538
2. Held to maturity investments	1,332,761,776,078	1,304,652,276,078
III. Short-term receivables	378,074,540,160	469,680,384,680
1. Trade accounts receivable	362,808,413,496	337,808,113,673
2. Short-term advances to suppliers	43,379,563,255	54,977,779,413
3. Short-term internal receivables	43,892,476	-
4. Short-term lending receivables	-	58,584,937,500
5. Other short-term receivables	39,707,160,452	80,360,482,828
6. Provision for short-term doubtful debts	(67,864,489,519)	(62,071,149,399)
7. Shortage assets waiting resolution	-	20,220,665
IV. Inventories	391,203,194,644	384,239,284,815
V. Other short-term assets	25,989,709,438	29,789,187,673
1. Short-term prepayments	7,616,671,325	5,631,979,253
2. Value added tax deductibles	14,565,650,007	22,638,142,761
3. Taxes and other receivables from the State budget	3,807,388,106	1,519,065,659
B - NON-CURRENT ASSETS	2,050,535,217,385	1,078,180,771,818
I. Long-term receivables	10,345,180,000	11,829,863,743
1. Long-term trade receivables	8,904,105,000	10,371,628,743
2. Other long-term receivables	1,441,075,000	1,458,235,000
II. Fixed assets	417,831,041,255	351,124,668,203
1. Tangible fixed assets	295,070,395,244	289,570,811,786
- Cost	670,606,675,557	647,407,547,563
- Accumulated depreciation	(375,536,280,313)	(357,836,735,777)
2. Intangible assets	122,760,646,011	61,553,856,417
- Cost	127,490,699,145	64,490,699,145
- Accumulated depreciation	(4,730,053,134)	(2,936,842,728)
III. Investment property	14,190,399,595	14,391,911,539
- Cost	15,781,667,712	15,781,667,712
- Accumulated depreciation	(1,591,268,117)	(1,389,756,173)
IV. Long-term assets in progress	53,759,613,378	16,392,342,011
1. Long-term work in progress	3,680,210,864	3,306,981,265
2. Construction in progress	50,079,402,514	13,085,360,746
V. Long-term financial investments	983,526,960,000	450,846,960,000
1. Investments in associates, joint-ventures	423,224,780,000	402,544,780,000
2. Investments in others	3,302,180,000	3,302,180,000
3. Held to maturity investments	557,000,000,000	45,000,000,000
VI. Other long-term assets	391,468,185,117	41,921,261,159
1. Long-term prepayments	46,037,493,665	38,463,549,738
2. Deferred tax assets	3,880,193,452	3,457,711,421
3. Other assets	341,550,498,000	-
VII. Good will	179,413,838,040	191,673,765,163
TOTAL ASSETS (270 = 100 + 200)	4,536,258,163,259	4,400,538,238,539



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INTERIM CONSOLIDATED BALANCE SHEET

As at 30 June 2016

	30/06/2016	01/01/2016
C - LIABILITIES	1,218,959,113,250	1,343,363,688,956
I Current liabilities	903,357,394,227	1,041,317,996,020
1. Trade accounts payable	146,029,742,257	291,695,198,046
2. Short-term advances from customers	6,204,011,064	2,625,366,251
3. Taxes and amounts payable to the State budget	31,340,537,714	51,962,509,190
4. Payables to employees	28,828,666,159	29,188,852,184
5. Accrued expenses	39,822,776,745	22,518,798,494
6. Unrealized revenue	372,592,318	193,950,045
7. Other current payables	47,638,170,607	18,921,768,760
8. Short-term loans and finance lease liabilities	590,430,111,915	617,064,141,446
9. Bonus and welfare funds	12,690,785,448	7,147,411,604
II Long-term liabilities	315,601,719,023	302,045,692,936
2. Other long-term payables	4,341,535,956	4,481,355,796
3. Long-term loans and finance lease liabilities	13,901,692,503	4,497,299,405
3. Convertible bonds	297,358,490,564	293,067,037,735
	-	-
D - EQUITY	3,317,299,050,009	3,057,174,549,583
I Owner's equity	3,317,299,050,009	3,057,174,549,583
1. Owner's contributed capital	1,935,489,620,000	1,792,124,770,000
- Ordinary shares with voting rights	1,935,489,620,000	1,792,124,770,000
2. Share premium	14,805,156,176	14,805,156,176
3. Convertible options	8,490,566,038	8,490,566,038
4. Investment and development fund	886,852,413	886,852,413
5. Retained earnings	227,732,303,860	261,562,252,028
5. Benefits of non-controlling shareholders	1,129,894,551,522	979,304,952,928
	-	-
TOTAL RESOURCES (440 = 300 + 400)	4,536,258,163,259	4,400,538,238,539



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INTERIM CONSOLIDATED INCOME STATEMENT

ITEMS	From 01/01/2016 to 30/06/2016	From 01/01/2015 to 30/06/2015
1. Sales of merchandise and services	1,337,834,347,811	619,593,638,287
2. Deductions	32,194,516,008	5,255,516,681
3. Net sales of merchandise and services (10 = 01 - 02)	1,305,639,831,803	614,338,121,606
4. Cost of sales	1,086,855,450,207	470,542,692,676
5. Gross profit from sales (20 = 10 - 11)	218,784,381,596	143,795,428,930
6. Financial income	107,839,639,681	215,135,322,648
7. Financial expenses	28,342,790,028	9,035,604,084
- In which: Interest expense	23,306,199,496	7,940,932,861
8. Profit or loss of joint ventures, associates	-	97,521,352
9. Selling expenses	112,300,322,433	44,639,979,052
10. General and administration expenses	60,822,282,629	27,241,176,322
11. Operating profit	125,158,626,187	278,111,513,472
{30 = 20 + (21 - 22) +24 - (25 + 26)}		
12. Other income	1,156,659,730	2,772,195,862
13. Other expenses	1,662,219,294	82,941,909
14. Profit from other activities (40 = 31 - 32)	(505,559,564)	2,689,253,953
15. Accounting profit before tax (50 = 30 + 40)	124,653,066,623	280,800,767,425
16. Current corporate income tax expenses	30,634,493,553	53,742,086,230
17. Deferred corporate tax expenses	(422,482,031)	(333,472,397)
18. Net profit after corporate income tax (60 = 50 - 51 - 52)	94,441,055,100	227,392,153,592
19. Profit after tax of parent company	62,499,226,971	193,354,936,392
20. Profit after tax of non-controlling shareholders	31,941,828,129	34,037,217,200
21. Basic earnings per share	349	1,871



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	www.pharimexco.com.vn	www.westfood.vn	www.tsscanto.com.vn	www.danhthanh.com.vn

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