

IR Newsletter

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F.I.T Group Joint Stock Company

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FIT: OGSM Roll out 2018 is determined to reach new heights

Roll out at the beginning of the year is an integral event for the entire FIT. Roll out at the beginning of the year is also a ceremony where the FIT team as well as each department in the company look back on the results of 2017 and from that plan to deploy better in 2018.

For each employee of FIT, OGSM Roll out is an opportunity to show the commitment, determination and solidarity of the great family of FIT in building the company to grow strongly, gradually become a powerful, prestigious corporation following the direction that the board of directors have set.

In 2017, the parent FIT has achieved many targets such as: estimating PAT at 139% of the plan; finishing the transfer to the new office equipped with modern facilities as well as improving working conditions for employees, gradually becoming a dream work environment, worth living as the strategy to attract talent that the corporation has set.



In addition, FIT and its affiliates have shown their corporate responsibility to the community through a range of charitable activities: giving vegetarian food for more than 3,000 patients, offering free medicine and medical treatment for more than 3,000 people in poor areas, giving more than 130,000 Mid Autumn Festival gifts for poor, orphans and mountainous children; and other sponsorship activities.

Besides, FIT is also gradually improving the foundation of corporate governance. The information and activities of FIT and its affiliates are always published to show transparency in operation and always ensure the maximum interests for shareholders of the company.



Ending the year 2017 with stable results, following the plan set out at the beginning of the year, is the premise and motivation for the whole FIT to continue to move forward, to achieve more achievements in 2018. “I, we commit to knowing and fulfilling our goals” is the commitment that has permeated into the blood of every FIT employee, then in every Roll Out ceremony, that commitment was chanted with full of pride and enthusiasm. In 2018, with the right strategy and development direction, FIT Board of Directors and staff are highly committed to fulfilling all the goals set to bring FIT to the next level.

02

DCL Kick Off 2018 lights up the fire of enthusiasm

Kick off 2018 of the nationwide business team of Cuu Long Pharmaceuticals was held in the city of Ha Long in the exciting, heroic and passionate atmosphere.

Speaking at the event, Mr. Nguyen Van Sang, Chairman and General Director of DCL highly appreciated the enthusiasm and endless effort of the Board of Directors and staff of the company during the past time. The spirit of unity of a strong team has strengthened the power, helped DCL step by step firmly on the road to conquer their goals. Mr. Nguyen Van

Sang also confirmed that pharmaceuticals will continue to be a strategic sector in the investment structure of F.I.T, and through that, Cuu Long Pharmaceuticals promises to make further strides to reach the goal of becoming one of the leading pharmaceutical companies in Vietnam.



In the year of 2017, DCL has made strong changes such as: successful acquisition of Euvipharm pharmaceutical company, one of the pharmaceutical companies having the most modern factories; new construction of Capsule III factory to become the largest capsule supplier (40% of market share) in Vietnam; establishment of Benovas Cancer Drug Company in association with SCIC to become the first cancer manufacturer in Vietnam; investment in modern machinery systems to improve product quality; In addition, the signing of a cooperation agreement with Rhinos Asset Management (RAM) of Korea not only helps DCL gain a great financial benefit, Rhinos' participation – with experience investing in a large number of businesses across Asia, Europe and the US, is expected to be a big hit for DCL in both professional management and cooperation with other major partners in the world.



The success achieved in 2017 is the driving force for the Board and all staff of Cuu Long Pharmaceuticals together dedicatedly to contribute to the strong development of Cuu Long Pharmaceuticals, putting Cuu Long Pharmacy into the position of the leading pharmaceutical company in Vietnam, highly appreciated by patients, staff and partners for innovative products, easy access and best care.



03

Cuu Long Pharmaceuticals: Extraordinary shareholder meeting prepares for the participation of Rhinos Asset Management

Following the signing of an international convertible bond agreement with Rhinos Asset Management (RAM) from South Korea, on 05/01/2018, Cuu Long Pharmaceutical Joint Stock Co (DCL on the HSX) held an extraordinary shareholder meeting to pass important resolutions, including the preparation for the deeper participation of RAM into the operation of DCL.

Specifically, the RAM staff have been approved by the Meeting to become the members of the board of directors of the company. So it can be said that the senior specialists of RAM who take up DCL's Board of Directors position will ensure that RAM's management experiences will help DCL to use capital more efficiently as well as help the company's production activities more in line with the strategy that the two sides are looking forward to. In addition, the Meeting also approved to allow foreign investors to hold more than 25% of DCL's voting rights without a public offer, to prepare for the next step of issuing convertible bonds if RAM converts bonds into ordinary shares.



The convertible bond issue was signed with DCL on December 19, 2017, and it has contributed 453 billion VND to DCL with the interest rate of 1%/year for 5 years, with the conversion price of 25,000 VND per share and conversion time of 01 year. All of this capital is intended to improve DCL's production capacity and supplement working capital of DCL and its subsidiaries and associates.

Since becoming a member of F.I.T Group, DCL has made strong progress in the following areas: (i) successful acquisition of Euvipharm Pharmaceutical Company, one of the most modern pharmaceutical companies in Vietnam; (ii) new construction of Capsule III factory, becoming the largest capsule supplier (40%) in Vietnam; and (iii) the establishment of Benovas Cancer Joint Stock Company in association with SCIC to become the first cancer drug manufacturer in Vietnam.

In addition, in 2017, DCL expects the net sales to come in at VND 757 billion, while operating profit to come in at VND 90 billion and pre-tax profit at VND 99.8 billion. Currently, DCL share is traded at VND 23,050 per share (Jan 5, 2018).

04

FIT Cosmetics launches Rocket Gold insecticide with a brand new design

FIT Cosmetics, a member of the FIT Group, has launched a brand new Rocket Gold Mosquito Spray with a brand new ingredient and remarkable effect.

Dengue fever is a dangerous epidemic in Vietnam, it can lead to death if not diagnosed and treated in time. Particularly the weather characteristic of our country is that the rainy season usually lasts in a long time, enabling Aedes mosquitoes (the main cause of dengue disease) to develop. According to the latest statistics, the country has more than 80 thousand people suffering dengue fever in which 24 people died. The two largest cities in the country,

Ho Chi Minh City and Hanoi, are also the two provinces with the highest number of cases. In particular, Hanoi had nearly 14,000 cases, 17 times higher than the same period in 2016 (according to VTV.VN).

Being aware of the dangers of such dengue fever, FIT Cosmetics has launched the ROCKET mosquito sprayer with the mission of PROTECTING YOUR FAMILY'S HEALTH, the product is recognized by the Institute of Malaria of HCMC, Ministry of Health for its effective killing of mosquito Aedes transmitting Zika virus and mosquitoes transmitting dengue fever.



In particular, Rocket has the effect of killing six types of harmful insects such as mosquitoes, cockroaches, ants, fleas, termites, flies, etc. Thanks to these remarkable effects, Rocket mosquito sprayer of FIT Cosmetics has become a familiar brand that consumers prefer to use to prevent mosquitoes for the whole family.

Continuously improving the quality to serve consumers' needs is always the guideline that the parent company of FIT Group is orienting for the whole system. And so, FIT Cosmetics has been constantly improving the design as well as quality to market the products not only diversified in models, types but also invested with superior quality. Thus, in addition to the available effects of killing six types of insects, the new Rocket products with a three times stronger formula, the super strong nanoparticles in the sprayer, delicate spraying particles can be adjusted to suit the spray nozzle, which improves mosquito and insect killing performance in each spray. Different from mosquito repellents on the market that have a heavy odor, which is annoying in every spray, the new Rocket mosquito sprayer has been enhanced with the addition of natural mosquito repellent with three pleasant scents: lemon, odorless and lavender, bringing the pleasant aroma without affecting the health of the user.

FIT Cosmetics' new Rocket spray is also certified by the Ministry of Health to remove 100% mosquitoes from dengue fever. In addition, the new Rocket sprayer inherits the advantage of the old product which is that it is produced based on the application of Eco Green technology with the criterion of protecting the environment, protecting the green planet, not harmful to the user, so consumers can feel secure when using. This is the most prominent feature of Rocket product compared to the same products on the market and also the humanitarian value that FIT Group aims for the whole system.

In the future FIT Cosmetics – with the orientation from the parent company FIT Group will focus on developing quality products protecting health and meeting the diverse needs of consumers, contributing to carry out the mission that the company has proposed “raising the Vietnamese brand.”

05

New Dr. Clean Bio Hand Gel protects the health of the users

FIT Cosmetics has officially launched its new Dr.Clean Bio Antibacteria Hand Gel which is not only handy but also safe for hand skin and health of users.

Dr.Clean is a handwash gel brand that has been present for more than 10 years in the Vietnamese market and has attracted consumers with many outstanding features. With the use of antibacterial optimization, Dr.Clean kills 99.9% of harmful bacteria, especially E. coli bacteria causing diarrhea. The product has many natural scents from flowers and fruits to meet the diverse needs and preferences of consumers.

With a mission to care for and protect the health of Vietnamese families from hand-transmitted diseases, along with product diversification strategies, FIT Cosmetics has continuously invested in the research and development of many new line of products and Dr.Clean bio hand gel is a testament. The new Dr.Clean’s hand gel, in addition to the old two scents of apple and strawberry, adds melon scent. Melon nectar is one of the natural, sweet, pleasant, refreshing, and familiar fruit flavors for consumers, especially the melon is a very popular fragrance for child products.



Especially, Dr.Clean’s Bio Hand Gel with advanced BioClean technology that contains 100% bio enzyme derived from natural Nano Cucurmin quickly cleans 99.99% of daily harmful bacteria through hand contact such as Ecoli bacteria causing diarrhea. In

addition, Dr. Clean's Bio Hand Gel helps remove 9 types of the terrible odor on the hands of housewives such as grease, meat, etc. In addition, the pH value of 7.0 of the gel will be balanced and help keep the skin soft, comfortable and not irritated after use.

Moving forward to become the Top 5 Fastest Growing Companies in the Consumer Goods Industry, up to now, this goal has been done by FIT Cosmetics in the direction that the parent company FIT Group has set out. Currently, the products of FIT Cosmetics such as Tero dish washing liquid; Rocket insect spray; Nuwhite Skin Care Shower Cream; Dr.Kool toothpaste line and so on are chosen by the consumers because it has outstanding features that are very safe for the health of users. With continuous efforts to create "Green – Clean – Safe" products for the environment and for the consumers themselves, FIT Cosmetics will undoubtedly be the number one choice for consumers in the future.

06

Career orientation seminar between FIT and students of National Economics University

Recognizing the responsibility of the business for the younger generation, the future of the country, over the past years, FIT has been actively participating in supporting activities for students of universities such as the Seeding Fund, which promotes creativity, sponsoring the Pioneer Fish's soft skills training programs, and organizing seminars to share practical experiences for students. Following that tradition, on January 10, 2018, FIT held a seminar on career guidance for students major in High quality banking, National Economics University.

Through the seminar, the students have learnt the experiences and skills they needed to equip before stepping out of the university gate. These are hands-on experiences shared by senior FIT management personnel who have extensive experiences in management, finance, banking and securities.

The questions asked by the students are well answered by FIT's senior staff as well as they are dedicated to sharing the experience, lessons, wishing to help students not only have more knowledge outside the school but also find the missing skills as the necessary equipment before graduation.

Especially at the seminar, Mr. Nguyen Van Sang – Chairman of FIT shared with the students about the process of complying with the founders of FIT, the experiences to lead FIT to overcome the difficult period and grow up strongly as today. From his own experience, Mr. Sang has been telling the young people about the dare to dream, dare to realize and pursue their ambition. When having a dream, with the will, the spirit of learning, self-improvement as well as accumulation of experience, becoming successful entrepreneurs in the society is not difficult.



The success of this seminar will create the basis for the next seminar that FIT will continue to perform and accompany with the major universities in the country. With the orientation towards sustainable development and enhancing humanity, FIT and its member companies are actively participating in social activities such as providing free healthcare for poor people, always joining hands with the supporting activities for flood-affected provinces, providing free meals to poor patients and other charitable activities. In the coming time, FIT and the companies in the system will continue to carry out social activities to demonstrate the group's responsibility for the overall development of the country.

07

FIT Cosmetics: Bảo vệ tay, sạch ngay 99,9% vi khuẩn từ công nghệ sinh học BioClean

750 free meals were given by FIT Group cooperating with Hoa Chum Ngay charity group at K3 Tan Trieu Hospital and National Institute of Burns in the end of the last December. This meaningful meal giveaway has become a monthly activity at FIT.



Although the value of each meal is not much in material, above all it is the spiritual gift that FIT sent to patients in difficult circumstances, wishing to motivate the patients and their families to overcome difficulties and win the diseases.

Being aware of the important role of the group in the development of the whole society, FIT always attaches importance to its responsibility to the community. FIT and its affiliates are always active in social activities and the contribution of FIT and its affiliates is expected to contribute to improving the quality of life and the health of the Vietnamese people.

FIT offered presents and free health check in Phu Yen

At the end of the last December, F.I.T Group and its member companies DCL, FIT Consumer collaborated with the Mindset Transformation (MT) group to implemented the program “Free health check, medicine and gift giving” for 700 ethnic minority people of five villages in Hai Rieng town, Phu Yen province.

Most of the people in Hai Rieng town are of Ede ethnic minorities. They live mainly on short-term economic crops, frequently face with harsh weather, there is drought when it’s sunny, flood when it’s rainy, making the life of the people not always stable. In addition, they have inadequate health care, lack of specialized skills in epidemic prevention and healthcare for themselves and their families.

With the desire to spread the love, motivate the spirit and support some practical material to help people here approach healthcare, In this volunteer activity, F.I.T and its member companies in cooperation with the MT group conducted medical examination, gave medicine and offered more than 700 gifts including essential necessities, pharmaceuticals and special remedies appropriate to the health of each person.



In parallel with the medical examination and treatment, the volunteers also presented over 300 gifts including books, pens, notebooks, school bags and school supplies for children.

The free medical treatment program of F.I.T and member companies, in collaboration with MT Group, not only expresses the heart of “loving people as loving yourself”, but also through this chain of volunteer activities of health check, drug and gift giving, FIT reaffirms its

commitment and responsibility to the community, contributing to the overall development of the society.

Vikoda sponsored drinks for the FLC Golf Championship 2018

Following the sponsorship of major domestic golf tournaments, in early 2018 Vikoda sponsored drinking water for the “FLC Golf Championship 2018”, which was held at FLC Sam Son Golf Links – located in the FLC Sam Son Resort, Thanh Hoa city.

Since becoming a member of FIT Group, Khanh Hoa Mineral Water Joint Stock Company has always been actively involved in sponsoring social activities, especially sports activities. With the large golf tournament in the country, Vikoda has gradually become a common companion of golfers in and outside the country.



Especially in this year’s golf tournament, the golfers and donors spent the whole amount of money on donating and extracted a part from the revenue to support elderly people and disabled children, disadvantaged children and martyrs at the Social Protection Center 2 of Thanh Hoa province. Therefore, becoming a sponsor for this tournament of Vikoda is more meaningful, expressing the interest of the company to the development of the community.

With the goal to become a strong Vietnamese brand, contributing to improve the health of the Vietnamese, in the future, besides research and development of quality products, Vikoda will continue to accompany many social activities to the image of a company which not only does business effectively but also a company oriented towards sustainable development, in accordance with the orientation that FIT Group always set for the whole system.

750 meals were given at K3 Tan Trieu Hospital and National Institute of Burn

Continuing the chain of meaningful activities organized monthly, FIT has given over 750 free meals at Tan Trieu K3 Hospital and the National Institute of Burn.




Receiving the hot meals, Mrs. Mai – a patient being treated at the National Institute of Burn said: “I have been treated in the hospital for a long time, so it costs a lot. My family is very poor so when I received a meal like this I was extremely grateful. Thank the company and the benefactors for their much help and care for the patients like us. ”


The free meal giveaway program is a new volunteer program jointly implemented by FIT Group starting in the last months of 2017, this meaningful activity has not only received much expectation from the patients in the hospitals, but also received a great response from the staff of the company for the high practicality of the program. This is also the commitment of FIT to carry out the responsibilities for the common 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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