

IR Newsletter

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F.I.T Group Joint Stock Company

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TSC ranked among Top 20 Small Cap Companies with the best corporate governance report in 2018

Can Tho Techno-Agriculture Supplying JSC (TSC) was listed in the Top 20 Small Cap Companies with the best corporate governance report in 2018.

The company with the best corporate governance report was evaluated by the Organization Committee based on the OECD's Principles of Corporate Governance and reviewed by four leading audit firms which are Deloitte, Ernst & Young, KPMG and PwC to ensure accuracy, objectivity and profession. Enterprises participating in the selection were the ones listed in VNX Allshare general indexes and met the following categories: Shareholders' rights and equitable treatment and basic ownership functions; Roles of stakeholders; Disclosure and Transparency; Responsibilities of management and the Board of Directors.



With the principle of ensuring transparency to maximize shareholders' interests as directed by parent-company, TSC's annual report has provided shareholders and investors with a comprehensive view of the operations of the company while reflecting the role of the Board of Directors, Board of Leaders, the Board of Managers in the operations of the company. In addition, information about projects, equity, business performance of the company in 2017 and development orientation for 2018 were presented in detail in the annual report to ensure transparency and ultimate benefits for shareholders, creating a prerequisite for sustainable development for TSC in the future.



Founded in 1976, since becoming a subsidiary of FIT Group, TSC has received strong support in terms of capital, business development strategy as well as support in management and governance from parent company. Besides the goal of building a sustainable corporate, TSC's development strategies always set the interests of shareholders on the top as well as ensure transparency in information and business activities of the company. Therefore, to be selected as Top 20 Small Cap Companies with the best corporate governance report in 2018 at the 2018 Listed Company Awards has shown this commitment of TSC.

02

FIT Beverage to host product-launch event named “Magical water source” in Danang

In the series of activities to introduce new look of Vikoda brand, on 17/11/2018, FIT Beverage continues to host a product-launch event in Da Nang.

With the rapid development of the beverage industry, with the desire to bring a new look with a cooler, fresh, dynamic and more modern image to its key products, FIT Beverage has change the label design and packaging of the entire Vikoda products. Following the launch events for Vikoda's new look, FIT Beverage has continued to host a product-launch event in Da Nang with the participation of its Board of Directors, sales team, marketing team and a large number of representatives from distributors, agents and customers from the northern provinces.

Vikoda's natural mineral water from FIT Beverage, which is famous for its international standard quality, non-toxic ingredients and many other benefits for health has been trusted by consumers and been voted as Vietnamese high quality goods for 22 consecutive years. Attending the conference, besides sharing the achievements that FIT Beverage has achieved in 40 years of operation and introducing the new look of the entire Vikoda product line to the distributors, agents and customers of the company, the representative of FIT Beverage's Board of Directors also said that the goal of this label and packaging change was to affirm the quality of the product with a dynamic, modern and eye-catching image,

to take Vikoda natural mineral water “beyond Khanh Hoa border” to access consumers in the whole country.



Toward the goal of diversifying the product lines to serve the increasing demand for drinking water of Vietnamese people, in the event, FIT Beverage also introduced new products of the company: Vikoda Bird’s Nest Drink – a very nutritious drink from Khanh Hoa Bird’s Nest to the guests. This product will officially available in Vietnam market from November 2018.

Focusing on sustainable development, protecting health of consumers, FIT Beverage is trying its best to reach out and expand its competitive advantages through considerate and profession business strategies and product development. Especially, with the investment and orientation from FIT parent company, FIT Beverage has more and more advantages to conquer the Vietnamese drinking water market, realizing the goal of improving the Vietnamese brands and enhancing the benefits for consumers.

03

Vikoda Bird’s Nest Drink – nutritious drink for health

FIT Beverage has introduced a new product: Vikoda Bird’s Nest Drink, the product with high nutritious value ingredients, and good for health.

Introduced to the market from 1990, the mineral water brand of Danh Thanh – Vikoda of Khanh Hoa Mineral Water Joint Stock Company – FIT Beverage has left a good imprint in customers’ minds and become familiar with every family. With the desire to develop new products from Bird’s Nest to meet the nutritional needs of consumers and offer more choices for Vietnamese in modern life, FIT Beverage has done researches and released Vikoda Bird’s Nests Drink in the Vikoda Product – Launch Conference in Da Nang on 17/11/2018.

Vikoda Bird’s Nest Drink is produced from swiftlet’s edible-nest harvested from Khanh Hoa island and other islands by the traditional method combined with modern technique with the goal of producing product with perfect quality. Therefore, the composition of Vikoda Bird’s Nest Drink still ensure the nutrient content from the original nest.



Containing 18 kinds of amino acids and 31 trace substances such as calcium, iron, copper, zinc, selenium, threonine, glycine, tryptophan, Vikoda Bird's Nest Drink is a nutritious drink suitable for all ages, from the elders, adults to kids. It increases resistance, relieves inflammation, aids recovery after surgery, stabilizes nerves and memory, stimulates sleep and moderates digestive system. In addition, Threonine and Glyco-proteins in Vikoda Bird's Nest Drink also provide collagen to help women reduce pigmentation and give them a glowy and healthy skin. For pregnant women, using the Vikoda Bird's Nest Drink also help the baby grow healthily, reduce body heat, balance the body and boost the immune system. Meeting all needs of consumers, Vikoda Bird's Nest Drink can be used in daily life, in ceremonies, parties, conferences or be given as gifts for relatives, friends.

With the direction to diversify the product to serve all classes of consumers, FIT Beverage constantly innovates technology, perfects modern production lines and has introduced many kinds of drinking water which protect health of the users. In particular, since becoming a subsidiary of FIT Group and being focused on the investment strategy of FIT parent company, FIT Beverage has made great strides and is progressing towards its goal of becoming Top company in the beverage segment with nature origin and good for health.

04

Tero Bio liquid detergent: Product diversification in Packaging and Sizes

With the development of a wide range of packaging and sizes, the Tero bio liquid detergent line possesses more and more opportunities to access and expand the market and further enhance the “Clean and Safe” brands in Vietnam.

Doing the laundry is a familiar housework. However, when using powder detergent, either you wash by hands or use washing machines, there is a risk of clothing stiffening, worn-out fabric. It may even harm your health by causing itching skin, dermatitis, respiratory infections. In many countries, including Vietnam, biological liquid detergent is becoming a trend and is used by many households instead of traditional detergent because of its Superior cleaning power while being non-toxic, environmentally friendly and safe for the health of the user. Therefore, it is currently recommended by health professionals and environmentalists.

As one of the pioneers in developing safe biological products for the health of consumers in Vietnam, FIT Cosmetics has introduced the Tero bio liquid detergent and since its launching, Tero has received many positive feedbacks, gradually becoming a trusted product of housewives. With Ultra Clean technology with triple cleaning power and a highly concentrated gel-like structure, Tero bio liquid detergent has the ability to penetrate deep into the fabric and help remove stubborn stains. The liquid detergent enable housewives to save more time and effort in cleaning. In addition, Tero's pH of 7 is completely skin-friendly, non-toxic and safe for the health of the user, just as the slogan of the product: Clean and Safe.



In order to meet the diverse needs of consumers, FIT Cosmetics has been constantly researching and developing various types of product's packaging and capacity such as plastic bottle 3.8 kg, 1.8 kg plastic bottle, 1.6kg pouch or small pack of 40g. With the development of a wide range of packaging and sizes, from bottles, pouches and packs, the Tero bio liquid detergent line possesses more and more opportunities to access and expand the market and further enhance the "Clean and Safe" brands in Vietnam.

The launch of green, clean and safe products that contribute to building a healthy and environmentally friendly lifestyle is the goal and strategy that FIT Cosmetics has set for the development of society, help FIT Cosmetics fulfill the mission of connecting and improving the lives of Vietnamese consumers. Therefore, the Board of Directors and all employees of FIT

Cosmetics always endeavor to bring to consumers the most valuable products and services, thus creating a foundation for FIT Cosmetics to get closer to the goal of becoming the leading consumer goods company in the field of Home & Personal Care in Vietnam, in line with the strategy that FIT Group parent company has directed and invested in FIT Cosmetics.

05

FIT Tero fabric softener – Fresh scent from nature

Tero fabric softener with new technology Ultra Soft has power to soften every fiber, keeps your clothes looking as good as new with fresh fragrance from nature.

In the daily laundry, the final stage in a perfect washing process is retaining the fragrance for as long by the softener. Fabric softener is a powerful assistant to help clean, soften clothes and keep them smelling good all day.

Fabric softener has long been one of the necessities for Vietnamese consumers. Based on the understanding of customer groups, FIT Cosmetics's product research and development department has developed the Tero Fabric Softener since February 2017 and to date, with outstanding features that it can bring, Tero fabric softener has been increasingly gaining the trust of the Vietnamese.



Tero fabric softener has two scents: Summer Blossom and Spring Blossom

Applying the new Ultra Soft technology, the Tero fabric softener quickly penetrates to each fiber, softens the fabric and makes it looking as good as new while prevent stretching or drying of the clothes after several washings with powder or normal liquid detergent. At the same time, the Tero fabric softener also protects the clothes from crease, make the ironing work easier, so that your beloved will always enjoy wearing their favorite clothes. Especially, the natural capsules in Tero fabric softener can retain the fragrance for 7 days, keeping the clothes fresh, smell good and comfortable to try on. With 1 cap of Tero, you can use for 15 to 20 pieces of clothing, applying for both for handwashing and washing machine.

With the goal of providing customers with superior value products, FIT Cosmetics has continuously invested in improving and upgrading the quality of products, contributing to connecting and improving the lives of the Vietnamese. In particular, since becoming a subsidiary of FIT Group and receiving investment from FIT's parent company, FIT Cosmetics has achieved a number of successes by continuously launching quality personal care products and home care, bringing many convenient, optimal solutions, and fully meet all the needs of consumers.

High quality cassava vermicelli – Clean and healthy food for Vietnamese

Cassava Vermicelli which is distributed by Can Tho Techno-Agriculture Supplying JSC (TSC), is made from 100% pure tapioca starch and by closed-loop processing line, no toxic chemicals and good for health.

For a long time in our food culture, vermicelli is one of the traditional food which is familiar and attached to the Vietnamese, especially in the holidays. Moreover, because it is made from natural ingredients, vermicelli is not only tenacious, tasty but also good for health. It does not contain too much carbohyrate, it has no fat, no cholesterol and can be used for many delicious dishes by many ways from frying, boiling to mixing. Therefore, vermicelli is suitable with the diverse needs of Vietnamese cuisine.

In order to meet the demand and bring Vietnamese people tasty meals made from clean and nutritious food, Can Tho Techno-Agriculture Supplying JSC (TSC) – distribution company with high prestige in the agricultural product market, decided to select and distribute exclusively products of Thien Thanh Loc cassava vermicelli to high-end market segment from early 2017 to now. This is a high quality vermicelli made from 100% cassava tapioca starch for the first time on the market. It is produced on closed-loop production line with

strict quality control system, no harmful chemical use to ensure that the product is quality, nutritious and good for health. In addition, thanks to the content of appropriate nutrients, cassava vermicelli also capable of relieving heat, detoxifying, alcohol antidoting and especially good for people with hypertension and cardiovascular disease, diabetes.



Aiming at diversifying products and contributing to the company's revenue in the coming time, TSC has set goals and plans to boost consumption of cassava vermicelli in major cities both domestic and abroad markets.

With the desire to improve the lives of the Vietnamese people, TSC has always endeavored to bring value meeting the high expectations of consumers through agricultural products which are not only quality but also healthy as directed by the parent company FIT. This is also the mission of TSC as well as the member companies of F.I.T Group in the strategy for sustainable development, adding value to the community and society.

Cuu Long to sponsor 2018 Stroke Conference in Ho Chi Minh City

On 24-25 of November 2018, Cuu Long Pharmaceutical Joint Stock Company presented as sponsor of the 2018 Stroke Conference in Ho Chi Minh City with a desire to contribute to the activities related to the improvement of medical examination and treatment of patients, and stroke in particular.

Vietnam now has a young population, but it is expected that in the future, the proportion of people at the age of over 60 will nearly triple, from 10.7% of the population in 2016 to 27.9% in the year of 2050. This is followed by an increase in the number of people with chronic diseases such as cardiovascular diseases, diabetes, high blood pressure which can lead to stroke. Stroke is the leading cause of death and disability worldwide, affecting 17 million people and responsible for 6.7 million of deaths every year. In Vietnam, more than 200,000 people suffer from stroke in the country every year, making the disease become a major health problem.

Stroke Conference 2018 in Ho Chi Minh City is a scientific conference on stroke. It was taken place at the Gem Center, District 1, HCMC from 24 to 25/11/2018. The conference attracted the participation of hundreds of most prestigious professors, PhDs, doctors and neuroscientists from medical institutions within the country and abroad. At the conference, more than 30 reports were presented, including the latest issues related to stroke such as thrombolytic interventions, intracranial hemorrhage, Patent Foramen Ovale, stem cell therapy for stroke, experiences in using Solumbra technique in stroke treatment, optimizing strokes management in patients with nonvalvular AFib, suffering high risks and comorbidity.



Stroke is one of the complex diseases, reducing the patients' quality of life, causing burden for families and society. Scientific reports presented at the 2018 Stroke Conference in Ho Chi Minh City involved hot issues, not only useful for medical doctors but also contribute to improving the quality of diagnosis, treatment, management and prevention of stroke at health institutions in Vietnam. Therefore, sponsorship of the 2018 Stroke Conference in Ho Chi Minh City was one of the practical actions contributing to promote research in the field of health in general and stroke – neurology in particular, thereby contributing to the

improvement of quality of medical examination, assisting medical care and protection for people's health.

With a long history of over 40 years of development, Cuu Long Pharmaceutical has affirmed its brand and prestige by keeping releasing to the market variety of quality products, always taking the lead in activities for the community and for the common development of society. The company has participated in many meaningful activities, such as giving free presents for the poor, visiting and giving gifts to the elderly and disabled children; distributing charity meals for patients. In the coming future, following the strategic planning and direction from FIT parent company, beside the goal of becoming the prestigious pharmaceutical company with highest evaluation from the patients, employees, partners, Cuu Long Pharmaceutical commits to continue involving in more meaningful with bigger scale activities to fulfill the mission of connecting and improving community life through optimal health care solutions. It is the responsibility, the pioneering role of the business in commitment for the community and for society.

08

FIT to donate 850 charitable rice, sharing love with poor patients at the K Hospital and National Institute of Burns, HN

On November 13, 2018, FIT continued to cooperate with Hoa Chum Ngay volunteer group to distribute 850 free rice portions for poor patients at K Hospital and National Institute of Burns, Hanoi.



Every day, there are thousands of patients and family members struggling with the serious diseases at National Institute of Burns and K Hospital (Hanoi). Among them are a number of poor patients, who face obstacles in spending in their day-to-day lives. Especially those suffering from terminal illness and in need of long-term treatment, they and their families have to face many difficulties. Understanding and sympathizing with their circumstances and sufferings that patients are bearing, with the desire to multiply the values of love in the social community, to relieve the difficulties and to share the warmth of hearts, on November 13th,

2018, volunteers of FIT group cooperated with volunteer group Hoa Chum Ngay to donate 850 charitable rice portions to patients under treatment in these two hospitals.


During the process of distributing the donated meals, the number of patients and their relatives coming to the event was very large. There were even some people who was asked by other patients to receive 5 or 6 portions. They were all warmly welcomed by the volunteers and getting their assistance in taking the meals to the patients' rooms. After serving all the patients standing in line, FIT and Hoa Chum Ngay group brought the remaining portions directly to patients' rooms, to visit and give the patients who had not received meals. Each hot rice dish was delivered to the patients with respectful, thoughtful attitude. They not only warmed the patients' hearts here but also warmed the volunteers of the FIT and Hoa Chum Ngay group's. FITers all hope that these meaningful and humanitarian activities will continue to be expanded because they are the sources of great spiritual encouragement for the impoverished, to share and empower them in life to overcome diseases.


In addition to this charity program, since the beginning of 2018, FIT and its member companies have also carried out many other meaningful social activities such as visiting and giving gifts to the elderly and disabled children in Thuy An, Ba Vi; providing medical treatment and giving gifts to people in remote areas; donating to support costs for difficult circumstances; donating blood for humanity. These noble deeds not only realize the commitment to sustainable development for the society of the Board of Directors but also contribute to the spread of valuable humanitarian values, promoting the spirit of readiness to share with the community of each employee in Group and its member companies in the same system.

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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