

IR Newsletter

July 2018

F.I.T Group Joint Stock Company

- ❖ Address: 5 Floor – Times Tower – HACC1 Complex – No. 35 Le Van Luong – Thanh Xuan District – Hanoi
- ❖ Tel: (84-24) 7309.4688 | Fax: (84-24) 7309.4686
- ❖ Website: <http://fitgroup.com.vn>

FIT: OGSM Preliminary Conference to summarize the first six months of 2018 – Strengthening corporate governance of the Group, creating a solid foundation for sustainable development	01
DCL: Vicancap honored as “Vietnamese famous brand in 2018”	02
DCL expands its hollow capsule production line	03
DCL brings the Panalgan’s image closer to consumers	04
Westfood participated in the Summer Fancy Food Show 2018 in New York	05
FIT Consumer continues to award winners of the promotion “Open Cap, Win Big Prizes”	06
FIT Cosmetics: Rosy Room Spray – Convenient solution for modern life	07
FIT Cosmetics: OCLEEN multi-purpose cleansing spray – Challenges stubborn stains	08
FIT: 850 free rice portions for poor patients at K Hospital and National Institute of Burns	09

FIT: OGSM Preliminary Conference to summarize the first six months of 2018 – Strengthening corporate governance of the Group, creating a solid foundation for sustainable

On July 26, 2018, following the yearly traditions of the Group, the OGSM Preliminary Conference for the first 6 months has been organized with the aim to let the Board of Directors and all staffs of the company review the results achieved in the first half of 2018 and by which adjust the plans to be more suitable for the second half of 2018, ensure perfect implementation of the strategies set out for the whole year.

Preliminary Conference for the first 6 months of the year is an annual event with a very distinctive identity of FIT, and is considered one of the key factors contributing to the rapid development of FIT over the past decade. In the OGSM Preliminary Conference held on July 26, 2018, the performance of each department in the first six months of the year has been summarized in a clear and detailed way and by which propose timely adjustment in order to ensure the implementation of plans for the last 6 months.



The year of 2018 continues to be a challenging year for FIT's efforts. This year, FIT and its member companies will set the consolidation of the entire corporate governance system as the top priority to step by step establish a solid foundation for the sustainable development of the whole system. In addition, the company will continue to promote investment in the sales segment, with the core are pharmaceuticals, consumer goods and agricultural products; continue to maintain and promote the strength of investment; while still boost production capacity, invest in infrastructure and large potential projects to improve business efficiency in member companies.

It can be said that while the organization of OGSM Roll out from the beginning of the year was to look back on the results of the previous year and set the foundation for a plan for the next year which is to be closer to reality and more feasible; the OGSM held in the middle of the year is to summarize the results achieved in the first half of the year and then adjust the last-half-year plan to suit the situation of the corporation. The organization of OGSM twice a year has shown that, in FIT, the strategy is always laid out and implemented in a context that fits the reality the best.

At the conclusion of the Preliminary Conference, the Board of Directors and all staffs of FIT carried out the commitment “I, we commit to realize and complete the goal” to show the determination of the Board together with the whole FIT staffs for the development of the company, together create the next milestone in the future.

02

DCL: Vicancap honored as “Vietnamese famous brand in 2018”

Annually, the famous brands will be voted with the aim to honor the enterprises with effective, efficient operation and having prestige, being highly appreciated by consumers nationwide. And this year, Vicancap is honorably listed among top Vietnam’s famous brands in 2018.

On July 15th, 2018, Vicancap – operating in the field of capsule manufacturing – belonging to Cuu Long Pharmaceutical Joint Stock Company (DCL) honorably received the “Vietnamese Famous Brand in 2018” at an award ceremony for The country’s most famous and competitive brands in 2018 at Au Co Art Center, No.8 Huynh Thuc Khang Street, Hanoi.



Currently in Vietnam, Cuu Long Pharmaceuticals is one of the largest enterprises in the pharmaceutical industry producing hollow capsule products on a large scale. In fact, the

production capacity of the company has not met the market demand yet, although the empty capsule factory of Cuu Long Pharmaceuticals has been operating at full capacity, and has been expanded the production line to provide up to 5 billion capsules per year in 2018. However, based on market demand, Cuu Long Pharmaceutical continues to do research for further expansion of the Vicancap plant in order to increase the productivity by 8 billion caps / year, helping Vicancap of Cuu Long Pharmaceuticals maintain its leading position in this field.

Not only being a big company in producing capsules in Vietnam, Vicancap of Cuu Long Pharmaceuticals is also highly appreciated by partners, thanks to the quality of products and value-added services which the company has been always satisfying and delivering to customers. Therefore, in 2018, with its achievements, Vicancap has been honored as one of the famous, prestige brands in Vietnam.



As one of the company's main business operation areas, and with great potential in the market, Vicancap promises to continue to advance its manufacturing operations, maintain its leading position and keep promoting the its strengths of product quality, exclusive service and brand reputation. Since becoming a member of FIT, besides Vicancap, other manufacturing sectors of Cuu Long Pharmaceutical such as pharmaceuticals, medical equipment have been focused on by the parent company and have become the core investment sectors. The current achievements of Vicancap and other businesses have gradually affirmed the right orientation of the parent company as well as shown the unceasing efforts of the Board of Directors and staff of Cuu Long Pharmaceuticals for the growing development. They are all up for the goal to become one of the leading companies in Vietnam with the mission of connecting and improving the life of the Vietnamese community through optimal health solutions, highly appreciated by the staffs, patients and partners of the company.

DCL expands its hollow capsule production line

In late May, at the 2018 Gratitude Conference for Capsule Customer organized in Ho Chi Minh City, representative of the company, Mr. Nguyen Toan Thang – Deputy General Director in charge of business, announced that Cuu Long Pharmaceutical has completed the expansion of the company's production of hollow capsules.

At 2018 Gratitude Conference for Capsule Customer, held in Ho Chi Minh City at the late of May 2018, representative of Cuu Long Pharmaceutical Joint Stock Company, Mr. Nguyen Toan Thang – Deputy General Director in charge of business announced about the completion of the expansion of the company's capsule production line, in order to better meet the needs of customers as well as contribute to create more jobs for employees.



Mr. Nguyen Toan Thang announces the expansion of capsule production at the 2018 Capsule Customer Conference

Currently, demand for hollow capsules for pharmaceutical and functional food industry is booming, creating great opportunities for pharmaceutical companies in Vietnam market. Cuu Long is a pioneer in Vietnam in the field of capsule production – an important input material for pharmaceutical companies and related industries. Cuu Long Pharmaceutical has two factories operating in this field: Capsule I factory with a capacity of 1.8 billion products per year and Capsule II factory invested in 2008 with a capacity of 2 billion products per year. The expansion of the production line will increase the production of Capsules by 5 million capsules in 2018. In addition, Cuu Long Pharmaceutical is also planning to increase the number of machines to 16 machines to spread the supply up to 8 billion capsules per year, facilitating Cuu Long Pharmaceutical to become the largest supplier of capsules in Vietnam. Although the capsule plant has been expanded, it is expected that it will not be able to meet

the demand from the market. Therefore, Cuu Long Pharmaceutical will continue to invest in the expansion of its capsule factories this year.

Since becoming a subsidiary of FIT Corporation and become a strategic industry in the investment structure of FIT, Cuu Long Pharmaceutical has been oriented and invested with many big projects aiming at becoming the leading pharmaceutical company in Vietnam. With the mission of connecting and improving the life of the community through optimal health solutions, the Board of Directors and all of Cuu Long's staffs will do their utmost to improve their productivity of not only the hollow capsule production factory, but also other activities, making Cuu Long a leading supplier in the field of specialty and basic medicines, hard capsules and medical devices, to become the best-recognized pharmaceutical company by patients, employees and partners for its innovative, accessible and best-in-class products and services.

DCL brings the Panalgan's image closer to consumers

Since the change of design, with an eye-catching, modern label, the Panalgan antipyretic/analgesic product line (product for relief of pain and fever) of Cuu Long Pharmaceuticals has been covered throughout the country and is gradually becoming a familiar brand with consumers.

Panalgan is a key product of Cuu Long Pharmaceutical Joint Stock Company, which is classified to the group of fever and pain relief with 6 products, including Pure Paracetamol and Paracetamol in combination with other ingredients. The Panalgan line of Cuu Long Pharmaceuticals is produced on modern lines imported from Canada and Korea with the consideration about package and ingredient quality which are in accordance with USP (United States Pharmacopeia). Currently, Panalgan has been present at nearly 10,000 pharmacies across the country and received the trust of customers and users for the quality and effectiveness of treatment.

Since becoming a member of FIT Group as well as receiving the investment and strategic planning from the parent company, Cuu Long Pharmaceuticals is gradually perfecting itself and developing its business, in order to make Cuu Long Pharmaceuticals become a more prestigious brand name to consumers, pharmacies and large hospitals in every provinces of Vietnam. With its focus on modern machinery and quality products, Cuu Long Pharmaceuticals has step by step brought Panalgan to become one of the most popular brands in the market in the field of medication for the relief of fever and pain. The "2018 Panalgan showcase" is one of the important milestones enabling Panalgan and other products access the market more strongly, deeply and widely.

Some pictures of Panalgan displayed at pharmacies



05

Westfood participated in the Summer Fancy Food Show 2018 in New York

From 30/06/2018 to 02/07/2018, Westfood has joined an international specialty food and beverage event – Summer Fancy Food Show- one of the most important and largest events to reach and exploit the North America agricultural, food and beverages market.



Implementing the National Trade Promotion Program in 2018 approved by the Ministry of Industry and Trade and under the guidance of the Ministry of Agriculture and Rural Development, Center for Agricultural Trade Promotion has formed a Business delegation to run the Vietnam Pavilion in The International Fair in Specialty Food and Beverage – Summer Fancy Food Show 2018 in New York (USA) from 30/06/2018 to 02/07/2018.

It is known that The International Fair in Specialty Food and Beverage – Summer Fancy Food Show 2018 is the largest event, gathering thousands of reputable companies in the field of processing, producing food products from all over the world who expect to enter the most demanding market for food and agricultural products, the United States of America. Taking part in the Summer Fancy Food Show, Westfood is one of the typical representative businesses representing the agricultural product industry in Vietnam and has the opportunity to do

research in to find out the information, demand and consumption trends in the US market as well as access to international customers and distribution channels to expand market share here. These efforts have contributed to maintaining and promoting the image of Vietnam's agricultural products to the world.

Since becoming a subsidiary of FIT Group, receiving the investment and strategic planning from its parent company, Westfood has the big potential to conquer the most demanding markets in the world, such as the United States, Japan, Korea and European countries. With four IQF lines and two production lines for sterilized can food following the European standards, along with its own raw material area, Westfood is increasing its daily productivity, enhancing the importing market, aiming to be the largest canned fruit production and export company in Vietnam, meeting the international standards, and to be a reliable image of Vietnam's agricultural products in the global market.

06

FIT Consumer continues to award winners of the promotion “Open Cap, Win Big Prizes”

After launching the promotion for more than one month, FIT Consumer continues to find lucky customers to win Smart TV Sony 49 “and smartphone Samsung J7.



After the deployment of the biggest summer promotion “Open Cap, Win Big Prizes”, at the end of June 2018, FIT Consumer was very happy to find out the owner of the first Smart TV Sony 49”: Mr. Phung Ba Tu from Nha Trang. In addition, FIT Consumer had also uncovered

the lucky customers who won the Smartphone Samsung J7 of the program and conducted an award ceremony afterward. Specifically:

List of lucky customers who won smartphone Samsung J7

Họ và tên	Điện thoại	Địa chỉ
Huỳnh Thế Cường	01697813xxx	Diên Phước, Diên Khánh, tỉnh Khánh Hoà
Nguyễn Văn Phục	01282651xxx	Ái Nghĩa, Đại Lộc, Quảng Nam
Huỳnh Đức Khiêm	0899396xxx	Nha Trang, Khánh Hoà
Trần Thị Hà	0973150xxx	Eakar, Đắk Lắk
Nguyễn Văn Thám	0949684xxx	Krông Bông, Đắk Lắk
Nguyễn Văn Vũ	01666384xxx	Cư Ni, Eakar, Đắk Lắk
Đinh Hoàng Vĩnh	0886760xxx	Krông Pắc, Đắk Lắk

Launched from May 15, 2018 to July 31, 2018, FIT Consumer's summer promotion program "Open Cap, Win Big Prizes" has received great attention from a large number of customers across the country. As part of the serial actions to develop the brands distributed by FIT Consumer, "Open Cap, Win Big Prizes" was expected to not only generate strong sales growth for the products distributed by the company including Danh Thanh, Vikoda and iMen, but also facilitate these brands to conquer the bottled water market in this summer.

Especially, with the investment and strategic planning from FIT parent company, FIT Consumer together with FIT Beverage, which is well known for its bottle water brands such as Danh Thanh, Vikoda, is gradually affirming its name on The market, reaching the goal of becoming the leading enterprises in the field of bottled water in Vietnam. With all the endeavor from strategies to actions, FIT Consumer promises to bring consumers more diverse and valuable products, thereby contributing to the care and improvement of Vietnamese health.

FIT Cosmetics: Rosy Room Spray – Convenient solution for modern life

Rosy room spray – a powerful tool for the ladies to deodorize inside the car or the room of the house, is an effective solution to take care of family in today's modern life.

Nowadays, room spray is not unfamiliar to families. Especially in modern life when women are always busy, keep worried about work, family and social relationships, the use room spray

is considered convenient solution providing many useful effects to take care of your home every day. Rosy Room Spray from FIT Cosmetics Joint Stock Company has become a favorite product of many consumers by the following outstanding effects:

Instantly freshen your home and fill every room with cool air

Harmful bacteria and molds existing in the air can cause respiratory illnesses for the whole family. Made from natural fragrance, Rosy Room Spray will effectively reduce the odors, protect your health, bring fresh air and fill your home with pleasant scent.



Rosy Room Spray currently has two of the most popular fragrances in the market: Cherry (Cherry Blossom); Rose (French Rose)

Natural ingredients, safe for health

Produced with modern technology with natural ingredients, Rosy Room Spray is extremely safe for health and is a good assistant in protecting lives of all family members.

Flexible and easy to use

Rosy Room Spray are very flexible and easy to use, especially in the busy life of modern women today. In addition to fitting with living space in the family, office work, Rosy Room Spray is also specially designed to use conveniently in cars, in order to deodorize cars effectively, freshen the air inside and create a pleasant atmosphere only after a few minutes.

With the desire to connect and improve the health of Vietnamese consumers, FIT Cosmetics has been making continuous efforts in product research and development to provide consumers with a wide range of superior value products and services. Moreover, with the investment and strategic planning from parent company FIT, FIT Cosmetics products are increasingly gaining trust from consumers, supporting FIT Cosmetics to achieve the goal of becoming Top 05 leading companies in the fast-moving industries as in the same direction as the parent company FIT.

FIT Cosmetics: OCLEEN multi-purpose cleansing spray – Challenges stubborn stains

OCLEEN Multi-purpose Cleansing Spray with Super Clean Cleansing Technology from FIT Cosmetics will definitely be an effective and convenient solution for housewives.

Grease on the kitchen equipment is an obsession for every housewife. The kitchen is a place to deliver delicious meals to the family. Therefore, keeping the kitchen clean and hygiene is very important. However, during cooking and using kitchen utensils, grease, food and stains can stick together, and when it lasts for long periods these stains will become tough and difficult to clean with ordinary cleaners. In order to dislodge these tough stains housewives have wasted a lot of time, because if they are not cleaned often, the quality of equipment will be decreased and makes the kitchen space less aesthetically pleasing.

Applying the Super Clean cleansing technology, OCLEEN multi-purpose cleansing spray from FIT Cosmetics effortlessly removes stubborn stains, cleans and shines all surfaces of the after-used kitchen appliances and also dislodge stubborn stains in equipment which cannot be removed easily by normal cleaners. Especially, the OCLEEN multi-purpose spray is designed to be extremely convenient to use and store, giving the shiny new look to the kitchen, and making housework quicker and easier.



This product can be used with various appliances such as surface of gas stove, induction cooktop, kitchen table, dining table, sink, microwave, refrigerator and other kitchen appliances or utensils.

FIT Cosmetics's OCLEEN line is well-known for its revolutionary lineup thanks for Super Clean active technology including floor cleaners, glass cleaners, multi-purpose cleaner, bathroom drainage, sewer cleaning, toilets, etc., to meet the diverse demands of consumers; enables FIT Cosmetics to fulfill the mission of connecting and improving the health of Vietnamese

consumers. At the same time, with the investment and strategic planning from FIT parent company, FIT Cosmetics has been actively researching to launch more valuable products, aiming to become the one of the 05 Leading prestige and trusted companies in the Vietnam's market.

FIT: 850 free rice portions for poor patients at K Hospital and National Institute of Burns

On July 24, 2018, poor patients at K Hospital and National Institute of Burns (Hanoi-based) received nearly 850 free rice portions from FITer volunteers and Hoa Chum Ngay (Moringa Flower) volunteer group.

Promoting the spirit of humanity, compassion and cooperation for the development of the community, once a month, FIT cooperates with the volunteer group Hoa Chum Ngay to organize a series of activities to distribute free meals at hospitals within Hanoi area with the purpose of sharing and helping ease the poor patient's burden, giving them the belief and morale to overcome illnesses and diseases.



With the sympathy, love and sharing spirit, on July 24, 2018, FIT volunteers and charity group Hoa Chum Ngay had arrived at the K Hospital by 16h30 and the National Institute of Burns (Hanoi-based) by 16h45 to hand over 850 rice portions with full of love as well as sent heartening words to the patients, encourage them to be diligent in the treatment in order to recover earlier.


Being aware that the benefits of the business are always associated with the interests of the community, FIT Group and its subsidiaries have been trying their best for a stable and growing business environment at the same time being ready to share with the community by its commitments stated in the company polity. From the beginning of 2018 up to present, FIT and its subsidiaries have carried out many significant activities such as giving gifts to the elderly and handicapped children in Thuy An, Ba Vi; providing medical treatment and gifts


to the people in remote areas; donating to support the costs of treatment for two children with cancer at the National Institute of Hematology; blood donation and so on. The activity of giving free meals at hospitals is one of the voluntary activities that FIT Board of Directors has oriented to spread the human spirit deeply to all staffs of the company as well as express corporate responsibility for the whole society.

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.

Phụ trách bản tin: Lê Khánh Huyền
Phòng Truyền thông Công ty Cổ phần Tập đoàn F.I.T

 Tầng 5 tòa nhà Times Tower – HACC1 số 35 Lê Văn Lương, phường Nhân Chính, Quận Thanh Xuân, Hà Nội.

 (84-4) : 7309.4688 (109)

 huyen.lk@F.I.Tgroup.com.vn

 www.fitgroup.com.vn

 www.facebook.com/F.I.Tgroup.com.vn