



# IR NEWSLETTER

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## Westfood celebrates 16 years of establishment and gratitude to employees

In the morning of June 16, 2019, Westfood organized the Grateful Employee Ceremony to reach the 5-year, 10-year, 15-year working anniversary at the company as well as the 16th anniversary of Westfood's establishment (June 18 2003 – June 18 2019).

Entering the sixteenth year, this year continues to be considered a milestone marking the growth and development of Westfood. From a small workshop that produces canned goods for small markets, Westfood now owns one of the most modern factories in Vietnam with 4 IQF lines, 2 canning lines coinciding with the European standard production technology and manufacturing diversified agricultural products to many countries and difficult markets such as the US, Japan, South Korea and European countries ... That is the result gained from the contribution of each individual and collective staffs with the persistent faith and ability to overcome all difficulties, challenges, determination and relentless efforts, step by step affirming the brand value and position of Westfood in the international market.



On the occasion of the sixteenth anniversary of the company's establishment, Westfood presented the honorary table with cash rewards to all 40 employees who achieved milestones from five years back up in order to pay tribute to the dedication of employees. This is considered a meaningful activity, a motivation for company employees to always work with the Board of Directors to strive for the common development of Westfood family.

Especially, since becoming a member of the FIT Group system, Westfood has received long-term investment and strategic planning from its parent company that supported it to have a strong transformation with outstanding progress. In the next time, the Board of Directors of the company will continue to manage to strengthen the brand in the existing markets and expand into new markets that contributes to raise Vietnamese brand name worldwide and head to the target of the largest canned fruit export and production company in Vietnam and reach international standards, so that it can be a model to build a reliable image of Vietnamese agricultural products on the international market.

## Westfood attended Seoul Food Fair 2019

As one of the prestigious and well-known canning fruit companies with Korean partners, the presence of Westfood at Seoul Food Fair 2019 has affirmed the company's brand in this market.

Food Week Korea 2019 is one of Korea's leading events in the Food and Beverage industry, held in Seoul, South Korea by COEX Exhibition Company. COEX is also a subsidiary of Korea International Trade Association, which is the largest and leading exhibition organizer in Korean exhibition industry and owns many large Trade Centers in Korea.



For the canned fruit export industry in Vietnam, Korea is always a potential market, with a large purchasing demand, with a population of about 51 million people, a GDP of more than 1,500 billion USD, ranked at 20th in the world and average income reached 41,000 USD, ranked at 27th in the world. Besides, with a cold temperate climate, Korea imports a lot of fruits, each consumer consumes about 60 kg/year. However, domestic supply only meets 64% demand, so Korea has to import more fruit from abroad.



Recognizing the great potential of Korean market, this market has long been a key market of Westfood, now Westfood has signed an important contract with many Korean partners and is constantly seeking more customers from Korea. By attending Seoul Food Fair this year, Westfood not only strengthens its brand but also continues to introduce its images and products to new partners in this market.

Since becoming a subsidiary of FIT Group, receiving investment and strategic planning from its parent company, Westfood has been possessing many projects to conquer the most demanding markets in the world such as the US, Japan, Korea and European .... With 4 IQF lines and 2 pasteurized canning lines according to European standard production technology and separate raw material area to serve the production of products, Westfood is increasing its productivity and expanding markets, aiming to be the largest canned fruit export company in Vietnam, meeting international standards, being a model to build a reliable image of Vietnamese agricultural products to the world.

03

## FCO: Giving gifts to highland children at Sao Mai Kindergarten, Bo Mon school site, Bo Mon village, Tu Nang commune, Yen Chau, Son La

FIT Cosmetics (FCO) donated gifts to the children at school on the occasion of Sao Mai Kindergarten's Opening Day, Bo Mon school site, Bo Mon Village, Tu Nang Commune, Yen Chau, Son La, organized by the Dong Ngon MT team.



Previously, the classes of Sao Mai Kindergarten, Bo Mon school site, Bo Mon village, Tu Nang commune, Yen Chau, Son La – were assembled with broken pieces of planks in front and at the back. Children were suffered from rain and sun many times. After a period of calling from benefactors and Dong Ngon MT, “Dream School” of teachers, people in the village, and of the innocent students have been completed that has helped them to have a safe and stable “take the word” place and helped confidential teachers to reduce difficulties, hardship when they did not only teach but also worried about the collapse of the school before.

Sympathizing with the difficulties of the highland school, FCO participated in donating gifts to the children at the school, thereby giving more energy and confidence to the children to strive for and overcome difficulties to rise in life, through the Dong Ngon MT group.



FIT group is aware of the development of the business is always associated with the development of the community, during the past years, FIT Group and its subsidiaries always focus on implementing their social responsibilities through many meaningful and typical activities such as charity meals for patients at hospitals in Hanoi; giving gifts to the elderly and disabled children in Thuy An and Ba Vi. They also visit and give Tet gifts to the people at Phong Phu Binh, Thai Nguyen and Soc Son maple center. Besides, a father and a kid at Central Institute of Hematology who got a cancer were supported treatment costs and autistic children with talent for painting were donated as well. In the coming time, FIT and its member companies are going to continuously implement more meaningful programs which contribute to build a more sustainable community.

## Vikoda sponsored the 12th sports festival for workers, officials and laborers in Khanh Hoa province 2019

04

Sports festival for workers, officials and workers in Khanh Hoa province is an annual activity held annually and every year Vikoda always is co-sponsors for this activity.



Middle of the last week of May, in Nha Trang, the Trade Union of Industry and Trade opened the sports festival for workers, officials and laborers in Khanh Hoa province for the 12th time in 2019. Sports festival had nearly 330 athletes of 21 units. At the sports festival, athletes competed the competition of: badminton, table tennis, chess, snooker, men's and women's volleyball, men's and women's mini football, tug of war. This is a response to the "Worker Month of 2019" launched by the Provincial Labor Union.

With a history of nearly 30 years establishment, is one of the strong drinking water brands in Nha Trang and Central and famous for its 100% natural mineral water, Vikoda's drinking water has always been a favorite choice in this area. Therefore, Vikoda is always a prestigious brand that sponsors sports activities, major events in the region.

Since becoming a member of the FIT group, not only has the parent company investment in infrastructure, machinery and professional personnel, Vikoda has also spread the spirit of mutual affection from the parent company. However, in recent years, Vikoda has always actively participated in sponsoring social activities, especially sports activities. With a number of domestic sports tournaments such as golf tournaments or other tournaments, Vikoda has become a familiar companion of attendees.



Aiming to become a strong Vietnamese brand, contributing to improve Vietnamese's health and determination to bring Vietnam's natural mineral water to the world. In future, besides researching and developing products quality, Vikoda will continue to accompany many social activities to look for an image of not only an efficient business but also a business towards sustainable development, in accordance with the orientation and practice that FIT delegation set out for all companies in the group.

## Vikoda sponsors for the launching ceremony encourage people to swim to avoid drowning 2019 in Khanh Hoa province

05

As a prestigious and favorite drinking water brand in Central region, and with the history of nearly 30 years establishment and development, Vikoda has been a well-known brand in the drinking water market in Vietnam.

According to statistics every year in Vietnam there are nearly 6,000 people, of which nearly 2,000 children die from drowning. That is, every 100,000 people have 5.9 deaths from drowning. This rate is 10 times higher than that of developing countries, 5.2 times higher than the average of ASEAN countries. The causes of children drowning are children who cannot swim and lack of knowledge and skills to prevent

drowning; and also lack of management and supervision of Adults... Therefore, Khanh Hoa province organized a launching ceremony to encourage swimming and avoid drowning 2019 in order to minimize the number of deaths from drowning in the area.

At the ceremony, the Organizing Committee called on the people of the city to actively practice swimming, equipped with knowledge and skills to prevent drowning, especially in teenagers and children. Levels, branches, families, schools and the whole society actively promote their roles and responsibilities in developing the movement to teach swimming, and prevention of drowning, contributing step by step to reduce drowning accidents.



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## Vikoda sponsors a series of VGA golf tournaments in Nha Trang

06

In the late middle of June and early July, it will take place "Summer Golf Festival" in Nha Trang with a series of VGA-organized quality tournaments, with the companion of Vikoda's drinking water.

Vikoda is a reputable brand in the central region of Vietnam, so it is always a trusted choice in this area. Therefore, participating in sponsoring drinking water for local social and sporty activities is always concentrated by the company's Board of Directors to not only strengthen the company's image but also to show its business contribution for responsibility for the general development of society.





*Vikoda drinking water at press conference*

Accompanying the parent company FIT Group to sponsor a series of golf tournaments organized by VGA in 2019, Vikoda is expressing the spirit of mutual support and strategic orientation that the parent company has set. In recent years, Vikoda has always actively participated in sponsoring social activities, especially sporty activities. With a number of domestic sports tournaments such as golf tournaments or other tournaments, Vikoda has become a familiar companion of attendees.

Aiming to become a strong Vietnamese brand, contributing to improving Vietnamese people's health and determination to bring Vietnam's natural mineral water to the world, in the future, besides researching and developing products, Vikoda will continue to accompany many social activities to look for an image of not only an efficient business but also a business towards sustainable development, in accordance with the orientation and practice that FIT Group sets up for all companies in the same system.

## Vikoda awarded 20 bicycles to poor students in Dien Khanh district, Khanh Hoa province

07

On the occasion of the Launching Ceremony for Children 's Month of 2019 took place in Dien Khanh District, Khanh Hoa Province, Khanh Hoa Mineral Water JSC awarded 20 bicycles to poor students. As usual, every year, with the desire to contribute to social activities and local development, Vikoda has awarded 20 bicycles to poor students in Dien Khanh district, Khanh Hoa province.



It is known that students who receive bicycles are poor and studious students in mountainous areas, rural areas with difficult circumstances and no transportation to go to school. Therefore, this is a very meaningful and practical gift that Vikoda brings to students with the desire to encourage them to try to overcome difficulties, strive to study and practice well to truly become the future owners of the country.

With the general orientation from the parent company, FIT Group is to implement the responsibilities of the business with the community and for the common development of the whole society, from the beginning of 2018 to now Vikoda and its subsidiaries in the same system. The direction of the Group has actively participated in many activities to bring value to the community such as the program of free examination and gift giving to the poor, visits and gifts for the elderly and disabled children; charity rice for patients ...

Aiming to become a strong Vietnamese brand, contributing to improving the health of Vietnamese people, besides researching and developing quality products, Vikoda will continue to accompany many community activities and directions to build an image of an enterprise not only doing business effectively, but also the humanity as directed by the Group's leaders.

08

## Vikoda sponsors for the Closing Ceremony – Awarding at Nguyen Van Troi High School, Khanh Hoa province

With a long history of 30 years establishment, 100% natural mineral water Danh Thanh Vikoda has made a deep mark in the hearts of consumers nationwide, becoming the pride of Khanh Hoa people.

Located at the foot of Hoan Chuong mountain belonging to Truong Son mountain range, where the harmony between heaven and earth, distilling essence from nature, Danh Thanh mineral water is a gift of immortality of nature bestowed to people. The water source has been tested in Europe and is highly appreciated for the special value for health, very good for treatment and refreshments, this is a rare natural mineral water source in Southeast Asia. Therefore, the Ministry of Health and Khanh Hoa Department of Health have studied and given bottled exploitation right at the source to ensure food safety and hygiene.



Because of the valuable benefits of priceless mineral water, Danh Thanh Vikoda mineral water has become a trusted brand in the central provinces. In addition, to constantly developing quality product lines,

the Board of Directors always guides the company to prioritize social activities to contribute a part of the business to the common development of community.

Since becoming a member of FIT Group, Khanh Hoa Mineral Water Joint Stock Company has been invested by its parent company in infrastructure system, machinery, equipment and professional personnel, as well as being spread the spirit of mutual affection from the parent company. In the past, Vikoda has always actively participated in sponsoring social activities such as sports tournaments, festivals, study promotion funds ... And participating in sponsoring the Closing Ceremony – Awarding at Nguyen High School Van Troi, Khanh Hoa is one of the annual activities that the company participates in.



Aiming to become a strong Vietnamese brand, contributing to the improvement of Vietnamese people's health and determination to bring Vietnam's natural mineral water to the world. In future, besides researching and developing products quality, Vikoda will continue to accompany many social activities to look for an image of not only an efficient business but also a business towards sustainable development, in accordance with the orientation and practice that FIT delegation set out for all companies in the group.

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*Monthly IR is for the purpose of providing the overview of FIT Group to Investors, Shareholders, Communication and staff then can value the true value of F.I.T.*

*Besides, monthly IR shows the transparent, publicity and respect of F.I.T to related parties, partners to ensure the effective, sustainable corporation.*

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