



IR NEWSLETTER

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MỤC LỤC

Duoc Cuu Long: Appreciating customers meeting in the north of Vietnam	01
Vikoda has organized the launch of Vikoda glass bottle	02
VIKODA glass bottle pioneered in anti-plastic waste	03
Enterprises respond to defend plastic waste	04
FIT Training Workshop – Time Management “Hurry makes you lose chance”	05
FIT team sponsors gifts for an 11-year-old cancer boy following “Dream for you” program	06
Uncap VIKODA bottle cap win VND 6 millions	07
PANAGAL – 5 golden principles to get rid of “Fear of the seasonal weather”	08

Duoc Cuu Long: Appreciating customers meeting in the north of Vietnam

On August 20 2019, Cuu Long Pharmaceutical Joint Stock Company (DCL) held a meeting with its distributors in the northern region to express gratitude for the cooperation throughout the past period.

The meeting and gratitude ceremony to customers in the north with participation of board of directors and senior managers of Cuu Long Pharmaceutical showed the great interest of the company to customers.



In the meeting, nearly 30 distributors in the north of Cuu Long Pharmaceutical not only introduced more information about DCL and FIT Group which is DCL's mother company but also learned more about products, strategies, sale policy and orientation of DCL in the future. In addition, Board of Management and Board of Directors pay close attention to listening to customers' opinions to help the company make improvements in its products, distribution channels, and customer care systems so that can meet needs as well as strengthen long-term cooperation with company's distributors.



Mr. Nguyen Van Sang – BOD cum CEO, listen and answer question from distributor

Speaking at the meeting and gratitude, Mr. Nguyen Van Sang – Chairman and CEO of DCL emphasized the important role of distributors in the development of DCL. Through that, Mr. Sang shared gratitude to all

distributors who have accompanied and supported DCL during the past time. And to express our great gratitude to our customers, DCL has honored the most outstanding and active distributors as well as the biggest growth steps from 2016 to 2018; especially the most active distributor in the first half of 2019.

Following the customer gratitude series, DCL will hold a meeting of the company's distributors in the southern region in the middle of the last week of August. Meeting and customer appreciation is an annual activity of DCL and an opportunity for Board of Directors of the company to meet with distributors to share and continue to strengthen cooperation of DCL and customers.



Honor to Outstanding Distributors

In 2015, DCL had encountered great difficulties and challenges due to changes in market trends. Since becoming a member of FIT Group, DCL has been oriented and invested by the parent company to access to modern infrastructure and equipment as well as restructure. Currently, DCL has been making strides with big and potential projects, contributing to ensure the strong development of the company in the future, to become one of the leading pharmaceutical companies in Vietnam, recognized and appreciated by patients, staff and partners for the best innovative, accessible and caring products and services.



Vikoda has organized the launch of Vikoda glass bottle

In response to the movement against plastic waste and environmental protection, Khanh Hoa Mineral Water Joint Stock Company Vikoda has launched Vikoda glass mineral water bottles with two types of carbonated and non-carbonated, 100% natural minerals directly extracted from mineral mines and has a PH> = 8.5 good for health of users.



On 20th August 2019, Khanh Hoa Mineral Water Joint Stock Company held a ceremony to launch Vikoda mineral water products with glass bottles with two flavors of carbonated and non-carbonated, with a luxurious, modern design and was forecast to be a favorite option for consumers throughout Vietnam.



Mr. Nguyen Nhat Hoang – CEO giving a speech at the Launching

Nowadays, plastic and nylon products have been born with many advantages and become an indispensable part of many people's lives. According to the United Nations report, more than 300 million tons of plastic are produced every year, of which nearly 80% of this waste is buried or discharged directly into the environment. The durable and indestructible properties of plastic and nylon products have been polluting the environment, leaving unpredictable consequences for human health and the Earth's plants and animals.

Therefore, plastic waste pollution has become a global issue, not only in Vietnam. Recognizing the serious impact of plastic waste pollution, Vikoda's leadership and employees have been constantly researching to introduce the limited product lines using plastic packaging and glass bottles. Vikoda has been researched and launched by Vikoda with a modern, luxurious design, the bottle label is used entirely in easily soluble paper, with two flavors of gas and non-carbon to meet the diverse needs of the market.



Mr. Ly Thien Thanh- Brand Manager sharing information of Vikoda glass bottle

With the introduction of the glass bottle, Mr. Nguyen Nhat Hoang – General Director of the company shared at the Launching Ceremony of Vikoda's desire to contribute to the environmental protection and waste reduction. Especially, Vikoda mineral water bottle, bottled at Natural Alkaline Mineral Source with pH = 8.5, which is the most suitable among mineral sources in Vietnam, will bring many good benefits to consumers' health.



Khanh Hoa Vikoda Mineral Water Joint Stock Company has nearly 30 years of business in the field of manufacturing, exporting and trading of natural mineral water products. Since its establishment, with respect

and responsibility, all employees of the company have been constantly innovating and improving the best quality to bring high quality nutrition drinking water to community. Incoming time, with the strategic orientation and investment from the parent company FIT Group, Vikoda gradually aim to become one of the leading drinking water companies in Vietnam, bringing Vietnam's natural mineral water to the world.

VIKODA glass bottle pioneered in anti-plastic waste

03

In the beginning of July 2019, the Department of Tourism in collaboration with Nha Trang – Khanh Hoa Tourism Association launched a movement to oppose plastic waste. Until now, many tourism business units have responded positively to this movement and restrict usage of plastic materials. Typically, it is the use of VIKODA new glass bottles.

At resorts, high-class hotels in the province have implemented many solutions to limit plastic waste. In particular, many business units have changed to use Vikoda mineral water from disposable plastic bottles instead to glass bottles to protect the environment. This is a new product just released by Khanh Hoa Mineral Water Joint Stock Company. Representatives of tourism business companies are extremely excited with this solution. The world is responding to the fight against plastic waste, the transition from plastic to water bottles is an inevitable trend.

The pioneering hotels and restaurants using bottled mineral water contribute to gradually changing people and tourists' habits... According to United Nations Food and Agriculture Organization, Vietnam ranked 4th in the world in 2018 at 0.28 – 0.73 million tons in term of amount of plastic waste to the sea separately, making an urgent increasing pollution in Vietnam.

04

Enterprises respond to defend plastic waste

In early July 2019, the Department of Tourism in collaboration with the Nha Trang – Khanh Hoa Tourism Association launched a movement to respond to plastic waste. In response to this movement, Khanh Hoa Mineral Water Joint Stock Company launched Vikoda mineral water with 430ml glass bottle. Thereby, customers can switch to mineral water glass bottles instead of disposable plastic bottles to protect the environment.



Along with the launch of Vikoda mineral water by glass bottles (there are 2 types: carbonated and non-carbonated mineral water), the company also designed the label in a more luxurious way so that the product could go into the resorts, luxury hotels. Mr. Ly Thien Thanh – Director of Vikoda brand (Khanh Hoa Mineral Water Joint Stock Company) said: “With the production of mineral water bottles, our customers and partners have more choices when Use Vikoda products. In the short term, the company will produce both plastic and glass bottles in parallel. However, in the long run, the company wants the community to respond to the fight against plastic waste and switch to using bottled mineral water”.

According to the leader of Khanh Hoa Mineral Water Joint Stock Company, Vikoda mineral water products with glass bottles cost about 1,000 VND higher than plastic bottles of mineral water. However, the company’s product price is less than 50% compared to foreign-produced bottled mineral water products. The company’s diversification of products is a major effort in the fight against plastic waste. Because, for bottled mineral water, the sales company is done; With glass-bottled mineral water, the company is responsible for recalling bottles to help customers reduce costs. The transportation of mineral water in glass bottles is also heavier, more expensive in manpower and costs.



Upon hearing the news that Khanh Hoa Mineral Water Joint Stock Company launched Vikoda mineral water bottle with glass bottles, Mr. Le Van Son – General Manager of Liberty Central Hotel in Nha Trang, Chairman of Hotel Association (Nha Trang Tourism Association) – Khanh Hoa) said it would switch to mineral water using glass bottles instead of mineral water with disposable plastic bottles. According to Mr. Son, the whole world is responding to the fight against plastic waste, so the switch from plastic water to glass bottles is an inevitable trend. Nha Trang – Khanh Hoa is a large tourist center, so it is necessary to take the lead in environmental protection, including combating plastic waste. Hotels and restaurants must be pioneers in using bottled mineral water instead of plastic bottled mineral water to gradually change the habits of people and tourists ...

Ms. Nguyen Thi Le Thanh – Deputy Director of the Department of Tourism expressed: “Khanh Hoa Mineral Water Joint Stock Company launched the product of Vikoda mineral water in glass bottles. Because we propagate against plastic waste, do not use disposable plastic bottles. Bottled mineral water is a suitable alternative in the current situation. Tourism industry encourages hotels and restaurants to use mineral water bottled glass instead of mineral water bottled plastic once.

FIT Training Workshop – Time Management “Hurry makes you lose chance”

05

FIT Training Workshop – Time Management “Hurry makes you lose chance”

Golden principles about Time Management in work of our speaker – Mr. Phan Trung Phuong were shared with nearly 50 pivotal workers of FIT group and its member companies in Hanoi. These are the very important skills to enhance work efficiency.

The training workshop events of Effective Work Management held by FIT group that are specially given to the group's employees has just launched with the first topic "Time Administration" last Saturday in Hanoi.



Nearly 50 main staffs of FIT group and its member companies in Hanoi participated the workshop "Time Administration" with Mr. Phan Trung Phuong who is one of Group's founders. The necessary principles of Time Administration to get highly productive work were shared and discussed in 2 hours of workshop. This is one of the basic skills needed first to lead the better other skills and avoid distraction.



This monthly training and sharing workshop was taken placed only for the group's officers that is always concerned by FIT Group's Board of Directors to improve professional skills. What's more, it is determined to be a key task of the group in its developing process to follow the core belief "F.I.T is an effective investment

firm which raises benefits of shareholders by its series of various consultant products, qualified portfolio and professional staff”.

06

FIT team sponsors gifts for an 11-year-old cancer boy following “Dream for you” program

Gia Khanh is 11 years old Thai ethnic boy from Muong Xen, Ky Son, Nghe An. Gia Khanh has suffered from leukemia since March 2019, and he is currently being treated at the Central Blood Transfusion Institute in Hanoi. Up to now, Gia Khanh has gone through 4 cycles of chemical treatment. Despite being an 11-year-old boy struggling with a serious disease, Gia Khanh still has a clear soul with small dreams.



Khanh always has dream of having a room with pink things and singing on a small stage. Upon hearing the story of Gia Khanh, FIT Group decided to help Gia Khanh make its dream come true on the morning of Sunday 18th August 2019. Every staff in FIT has contributed one item to the pink room for Gia Khanh’s dream and specially to help Gia Khanh to be able to stand out on the stage of “Dream for you” program, FIT designed and implemented a sparkling jean coat to let him singing on stage.



Gia Khánh singing on the stage

FIT Group hopes that, with a little effort to realize that small dream of her, Gia Khanh will have more strength and optimism to continue fighting the blood cancer and soon return to the elementary school. Study at my Muong Xen commune.



FIT Representative with Gia Khanh on the stage

Since its establishment, FIT Group has always priority on social responsibility, shared love with the community, and promoted the spirit of solidarity for the sustainable development of society. FIT Group’s monthly volunteer programs, medical examination and treatment programs in poor provinces, sponsorship of seminars, sports tournaments are always prioritized by FIT Group in company development plan. The Board of Directors and the employees of the Group will maintain and promote strongly the orientation for the common development of the community in the coming time with more practical and meaningful programs.

Uncap VIKODA bottle cap win VND 6 millions

By a simple action to kick cap off of Vikoda natural mineral water bottle, you can obtain the prize valued VND 6 millions.

“Vikoda Challenge – Lets Play” campaign of Vikida for all of F.I.T source of inspiration was from been currently famous around celebrates’ participation such as other sport stars such as

Vikoda Challenge – Play now 25. After 5 days of launching member companies of FIT videos of participants are highly attractiveness. There were and attract hundreds of interest The number of videos sent to the increasing every hour.

THỬ THÁCH

Tổng giá trị giải thưởng
6.000.000
Từ 01/08 đến 25/08

Chơi ngay sợ gì!!!!

Các bước tham dự

- B1: Quay video làm tung nắp Vikoda *
- B2: Up video lên facebook cá nhân
- B3: Hashtag #toilafit #thuthachVikoda
- B4: Hashtag thách đấu 3 đồng nghiệp
- B5: Kêu gọi Share, Like và Comment

Tôi là FIT
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is media communication Group’s staffs in August. The Bottle Cap Challenge which has the world with Hollywood Jason Staham, Donnie Yen and Ibrahimovic, Paul Pogba...

lasts from August 1 to August Vikoda Challenge, all staffs of Group actively respond. The evaluated for creativity and thousands of views on facebook turn from the online community. competition has been



Thử thách Vikoda nhận được sự hưởng ứng của toàn bộ nhân viên FIT Group

If you are a member of FIT Group and member companies, you will have the opportunity to receive prizes with a total prize valued up to VND 6 millions. Just take the action video of yourself or your relatives to launch Vikoda bottle cap with clearly showing Vikoda's logo and putting your video on personal facebook page with hastag #thuthachVikoda #ToilaFIT and challenge to 3 colleagues.

Recently, Vikoda has tried to bring to its customers new product experience with strategic investment of FIT Group. From changing the identity of more modern bottle labels to consumers' tastes and combining modern and positive living trends around the world in Vikoda's marketing communication campaigns, they have received good feedback from customers and community. This was also a reason why Vikoda's revenue in the first 6 months of 2019 reached a new record since becoming a member of F.I.T Group.

PANAGAL – 5 golden principles to get rid of “Fear of the seasonal weather”

Flu is a disease when seasonal weather occurs. During this period, our body is very sensitive due to changing factors of weather. It is crucial to know golden principles for preventing flu in order to have good health and be active in life.

At the transmission, weather changes erratically that makes our body not able to adapt and leads to symptoms of headaches, bone pain, respiratory diseases and influenza which is the most significant disease in this time.



Therefore, flu prevention at this time is extremely important, helping you always have a good health to be proactive in life plans. According to health experts of Duoc Cuu Long, there are 5 golden principles to prevent influenza at this time:

Principle 1: Eat enough nutrients, especially green vegetables and fruits

Seasonal transmission is the high time when we need to pay attention to our menu the most in a year. We should increase content of vegetables and fruits in our diet and balance among starch, meat and fat. Enhancing foods which consists Vitamin C, Selenium to resist against all of the risky factors. In particular, garlic preparations will be “a golden sword” to eliminate all the risk of its disease attack. It can treat flu at home without medication.

Principle 2: Drink plenty of water

There are 3 types of water that we need to maximize at this time. The first is warm water. We are about 1.5 liters to 2 liters of water every day to help the body stay healthy. The second is tea. According to study, if we drink 5 cups of black tea every day, it can help us to fight flu 10 times higher than those who do not drink. And finally, honey water – “medicinal herbs” is recommended by physicians to improve the body’s resistance.



Principle 3: Get enough sleep

Sleep is an essential condition for resistance. If you do not sleep enough for 6-8 hours a day, your body will weaken and it will be very vulnerable to the risk of disease attack.

Principle 4: Exercise regularly

Regular exercise will allow our body to upgrade immunity to the flu virus. Therefore, doctors always advise people to consider exercise as the most ideal method, even in helping the body enhance immunity to the flu virus and making the blood circulation happens. Better yet, the rotation of the white blood cells in the body is also stronger and support the body to be more effectively resistant to infections caused by influenza viruses.

Principle 5: Take medication promptly when there is the first flu manifestation

When you realize that your body starts to have the first signs of flu such as stuffy nose, headache and body aches, you should go immediately to the clinic to get the most appropriate prescription. Panagal is a medicine trusted by doctors in many cases to treat flu, headache, stuffy and body aches.



Panalgal is a product of Duoc Cuu Long Company which has been favored by doctors and patients since its launch. This is a product that contributes great business effect in product structure of Duoc Cuu Long.

Since becoming a member of FIT Group, Duoc Cuu Long has always been consulted by Group's leadership in business plans and future strategic vision. Duoc Cuu Long has been striving to develop and improve its non-stop business model to become a leading pharmaceutical company in Vietnam, trusted by doctors and patients in accordance with the mission and vision of the group.

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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