



# IR Newsletter

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# FIT OGSM Roll Out 2020: Centralizing on investing in large potential projects

*OGSM has long been a very unique culture at FIT, one of the factors that make the success of FIT Group today.*

Succeeding the tradition as every year, OGSM Roll Out 2020 was kicked off at the beginning of the week at FIT in order that the Board of Directors as well as the divisions and departments of the Group look back on the results achieved in 2019 and to be all well-prepared for plans in 2020.

In 2019, FIT and its affiliates have achieved a great deal of success as a foundation to pave the way for growth in 2020 and subsequent years. In accordance with the contribution in Mui Dinh Ecopark project, an unique resort real estate project in Vietnam, FIT Group has shown its ambition in this field. 2019 is also a successful year for subsidiaries: TSC has had good signals in business results, DCL has overcome the difficulties to achieve an estimated revenue of 90 billion, Westfood started to achieve the result of MD2 pineapple material zone development project, initially bringing MD2 fresh pineapples into the domestic market, especially Vikoda, has increased record sales, doubled compared to 2015.

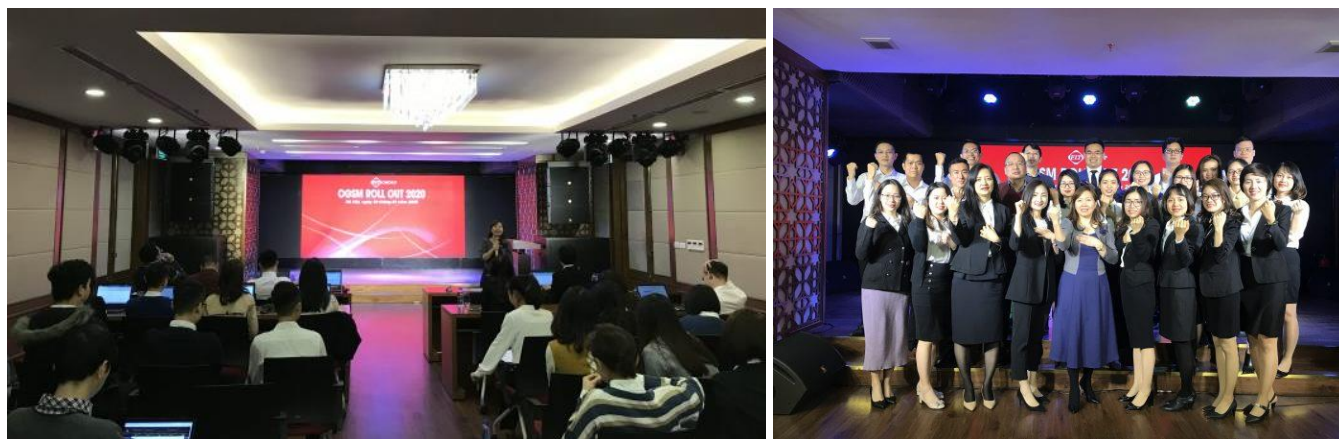


*Ms. Nguyen Thi Minh Nguyet – General Director of FIT reviewed the results achieved in 2019*

Besides those noticeable accomplishments, FIT and its affiliates have been showing the right direction of the company and initially reaped the fruits of the restructuring process, investing in infrastructure, people and making a change in marketing strategy.

Therefore, OGSM Roll Out 2020 has been concentrated on the launch of potential large projects such as building the most modern medical factory in Vietnam by FIT leaders and company employees, building capsule 4 factory, Mui Dinh project entered phase 2. In addition to that, Westfood continues to penetrate deeply into potential international markets, Vikoda will promote business activities through the launch of

new high-class product lines.



Alongside with the relentless efforts of a united team, 2020 promises to be a year where all FITs will achieve many achievements as planned, continue to make FIT not only a strong corporation in operation but also a business that always expresses high responsibility for the sustainable development of the country, a company with a livable working environment.

At OGSM, FIT team together chanted the slogan: “I, WE, committed to being aware and accomplishing the goal” as a strong commitment from the Board of Directors to the employees of the company determined to accomplish 100% of the goals set out, contributing to the growing FIT Group, reaching the goal of becoming an effective Investment Group, adding value to shareholders through a variety of investment products, quality portfolio, professional personnel.

## Danh Thanh Vikoda celebrated 30 years of establishment

02

***As a long-standing water company in the Vietnamese drinking water market, celebrating 30 years of establishment, Danh Danh Vikoda has set a new record, reaching the revenue of VND 300 billion, 2 times higher than 2015.***

According to Mr. Nguyen Van Sang, Chairman of FIT Group Joint Stock Company – the owner of Khanh Hoa Mineral Water Joint Stock Company – at the 30th Anniversary of the Company’s establishment (1990/01/19 -2020/01/19) on the evening of January 13, Đản Thanh Vikoda achieved positive results in business activities in 2019 with its product brand DANH THANH – VIKODA, revenue was rolled out milestone of VND 300 billion, 2 times higher than 2015 which was the year before FIT Group invested in Vikoda.

Mr. Nguyen Van Sang, Chairman of Board Management – FIT Group, shared at Vikoda’s 30th anniversary.

Since becoming a member of FIT Group, July 2015, Khanh Hoa Mineral Water Joint Stock Company has been invested in people, management systems, distribution channels and outright investment in the modern production line system with a productivity capacity 3 times than the previous period (the first year only reached 198,000 liters). Since then, the product Danh Thanh – Vikoda has better met customer needs.



In addition, the Company also diversifies its products to increase choices for customers such as: Vikoda non-carbonated natural mineral water, Danh Thanh carbonated mineral water and soft drinks manufactured from mineral water with attractive packaging to meet the diverse needs of consumers.

With the Group's financial capacity, along with the advantages of good natural mineral water, with a pH above 8.5, Mr.Sang believes that in the next 5 years, sales of mineral water products will rise continuously.

However, in order to achieve the set goals, Mr. Sang expressed his aspiration towards Khanh Hoa province's leadership, departments and agencies to keep on supporting, creating favorable conditions and opening policies, as well as supporting the products of the distributors, agents and customers. At the celebration, Mr. Nguyen Tan Tuan, Permanent Deputy Secretary of Khanh Hoa Provincial Party Committee wished FIT Group Joint Stock Company and Khanh Hoa Mineral Water Joint Stock Company more and more sustainable development, contributing to the overall socio-economic development of the local. On the occasion of the 30th anniversary, Khanh Hoa Mineral Water Joint Stock Company also paid tribute to the officials and employees who worked for the Company for 25-30 years. At the same time, the Company also honored and rewarded distributors who helped bring Danh Thanh – Vikoda products spread across the S-shaped strip of land. From this time forth, Vikoda's leaders and employees will make steady efforts to make Vikoda one of the leading drinking water companies in Vietnam, gradually bringing Vikoda's natural mineral water in particular, of Vietnam in general, reaching out to the world.



## Westfood offers MD2 pineapple at the Phu My Hung Spring Fair

***Being the first company in Vietnam to successfully cultivate the variety MD2 pineapple, of which weight is 1.2kg or more. This kind of fruit is tasty, juicy and sweet, mainly for export. Currently, Westfood has officially distributed the variety MD2 pineapple in domestic market.***

After a period of research and testing in separate material areas and in the form of links, Westfood MD2 pineapple varieties developed by Westfood has brought possible results. Not only providing the supply for processing export products but also aiming to distribute MD2 pineapple domestically. The very first step is the offering of MD2 at the Phu My Hung Spring Fair – Year of the rat – 2020.



In recent years, Phu My Hung Spring Festival is considered one of the key spring flower festivals in Ho Chi Minh City with annual visitors of about 1.5 million. After the successes of the “Inner Flower Meadow” topics in recent years such as Harvest, Back to Village, Spring Water, Flowers and Life ... the people of the city can look forward to a Phu My Hung – Spring Flower Festival, New Year 2020 – year of the rat, with the theme of Communion with a unique identity.

The Phu My Hung Spring Flower Festival 2020 is opening from the 23<sup>th</sup> to the 29<sup>th</sup> of the last Lunar month. The opening night takes place on the 24<sup>th</sup>.



Right after the offering and opening the MD2 pineapple pavilion at Xuan Phu My Hung Fair, MD2 pineapple has attracted many people visiting the fair with its outstanding features such as big, sweet. This is considered a good sign, a motivation for Westfood to expand the domestic business focusing on fresh fruits for supermarkets, convenience stores, high-class fresh fruit shops, Horeca chains ... In accordance with that implementation, Westfood promises to gain great success in 2020.

It can be seen that, since receiving the strategic investment from the parent company FIT Group, Westfood is now taking advantage of opportunities to expand customers from small to large, to optimize all resources of the company. Westfood is reaping rewards with revenue and interest rates increasing steadily over the years and is expected to accelerate from 2020 after the production automation process is completed and the MD2 development project enters phase 2. 2020 will be a pivotal year for Westfood to make breakthroughs in the coming years, gradually conquer the international and domestic market with quality products and professional services, becoming one of the major export fruit processing company in Vietnam which has good reputation worldwide.

## **FIT sponsors the 2019 National Countervailing Tournament**

*As an enterprise that always advocates responsibility to the community, especially for sports activities, FIT Group has long been a regular sponsor of golf courses in particular, and sport competitions in Vietnam in general.*

From December 26 to 29, Vietnam Matchplay Championship (VMC) 2019 – One of the most attractive tournaments with the top amateur golfers in Vietnam will take place at Yen Dung golf course, Bac Giang province.

The National Countervailing Championship is a prestigious tournament organized by the Vietnam Golf Association (VGA) with the goal of creating a high-level competing field for Vietnamese golfers. The



tournament is ranked on WAGR, which is an opportunity for Vietnamese amateur golfer to put their names on the World Amateur golfer rankings.



Especially, from this year, the Middle-aged champion will also be named on the WAGR, alongside the male and female champions. After 6 successful seasons, the VMC 2019 has been enhanced both in size and quality with the participation of 140 golfers competing in the Men, Women, Middle Ages and Youth tables for the U12 age group.

With the nature of the national golf tournament, where the current top golfer gathers with the matchplay format, the golfers play with fierce spirit, competing directly through each hole to win. In particular, this year's VMC 2019 was held at Yen Dung Golf Course – the most challenging golf play in Vietnam. The organization of golf courses on the most challenging not only promises to create exciting, exciting competition, but also the refinement to find the No. 1 position is even more dramatic.

Since 2018, FIT Group has become the main sponsor, accompanying the seasons organized by VGA of which purpose is contribute to the development of the country's sports movement. Besides golf tournaments, FIT Group actively participates in sponsoring regional or national sport tournaments. In addition to sponsoring tournaments, FIT Group and its member companies also organize or accompany other charitable activities such as free medical examination and treatment for poor people, free meals for patients, support patients with especially difficult circumstances ... In the near future, FIT Group and its subsidiaries will go on accompanying by the community responsibility activities, contributing to the overall development of society.

## All FIT's employees devote to support the children of employees with congenital heart defects

*FIT has always given priority to activities to support the disadvantaged circumstances of the Group's employees with the spirit of solidarity, which has been our long-lasting tradition.*

At Vikoda, there was one difficult case: Mr. Nguyen Hai Hoang – sales staff of Ninh Hoa team (Central area 1B) at Vikoda Company, had a child with congenital heart disease. Currently, doctors of the Children's Hospital 2 has diagnosed the child with pneumonia, heart failure and the disease which is developing in a



atrocious direction. In the immediate future, the examination and treatment would cost at least VND 60 million. This colossal amount of money is out of reach for Hoang family's financial capability.

Accompanying by the difficult circumstances of Hoang's family, all members of FITs have appealed, supported and contributed somewhat to help Nguyen Hai Hoang's family overcome difficulties to have a peace of mind in working at FIT.



*Photos of Nguyen Hai Hoang's child being treated at the hospital*

By virtue of the Group's employees generosity, we all hope that Nguyen Hai Hoang's child will gradually recover and return to normal life quickly.

## **FIT sponsors the 2019 National Countervailing Tournament**

06

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## Westfood provided the 3rd Shelter to the company's workers



***After two houses has been finished for workers in 2019, in January 2020, Westfood continuously accomplished and delivered the third house to poor workers.***

As a company operating in the export of canned fruit employs a large number of workers – especially owns the high rate of poor workers who have no stable residence, Westfood's Board of Directors always concern



to make plans to support the company's workers to improve their lives, especially help them to have a stable, peaceful home.



For that reason, since 2017, Westfood has cooperated with the Ninh Kieu District Labor Union to implement the program “Trade Unions” to help company’s workers who are in difficult circumstances. Most of the beneficiaries of the “Union of Trade Unions” program are workers who do not have a home, hardship family cases that are not eligible to build houses or arduous statuses where houses are too shabby, unaffordable to remodel.

Following two hand-over houses in 2019, Westfood and Ninh Kieu District Labor Union completed the handover of the third shelters to the family of Dang Thi Lien, a senior worker who has had over 7 years at Westfood. At present, Lien and her family are all working together at Westfood.



As a member of FIT Group, Westfood is always imbued with the logic of solidarity, “good leaves protect torn leaves” from the parent company. Right from its inception, FIT Group has implemented many volunteer programs such as: Free medical examination and treatment, free rice distribution, orientation programs for the younger generation, and public health improvement programs. etc.

In the near future, FIT Group in general as well as Westfood in particular, will continue to implement many social programs, become the pioneering enterprises in the implementation of social responsibility in Vietnam, become Group members’s pride and contribute to the improvement and enhancement Vietnamese lives.

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*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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