



IR Newsletter

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Interview FIT's General Director – VTV1

Financial News

01

General Director of FIT Group participated in an interview on the Business Financial News broadcast at 7am of VTV1 on February 12th, 2020.

The morning business financial news aired on VTV1 at 7:00 – 7:30 am weekly from Monday to Friday. This is an up-to-date newsletter on the financial markets which attracts a great deal of viewer's consideration.



General Director Nguyen Thi Minh Nguyet was giving an interview on VTV1 Financial News

As reputable of a financial investment group with 2019's pre-tax profit increased 19 times compared to 2018, General Director Nguyen Thi Minh Nguyet had practical and objective sharing on the economic situation of domestic enterprises in the context of the current integration in the Financial News that aired on February 12, 2020 on VTV1. *Video Business Finance News on February 12th, 2020* FIT Group Joint Stock Company operates in the field of investment, investment advisory and financial services with a system of subsidiaries in key industries such as pharmaceuticals, beverages, cosmetics, agriculture, food, real estate. By 2020, the Group and its subsidiaries have planned to focus on starting up large potential projects such as the construction of the most modern medical supplies factory in Vietnam, the construction of Capsule 4, Mui Dinh Ecopark project ..., continues to concentrate on the core objective of becoming an effective investment group, Increasing value for shareholders, through a series of diversified investment consulting products, quality portfolio, and professional personnel.

FIT: Q4's report has become the highest value of 66 billion dong in the last 16 quarters

Financial income 3 times higher than the same period last year, along with saving many types of expenses contributed to FIT big profits reported in Q4 / 2019.



F.I.T Group Joint Stock Company (stock code: FIT) has announced the Consolidated Financial Statements for Quarter 4, 2019 and accumulated for 2019.

Accordingly, in the fourth quarter solely, net revenue reached VND 331 billion, downgrade 25% over the same period, after deducting gross profit of more than VND 77 billion, decline 13.5% compared to Q4 / 2018.

During the period, FIT earned VND 105 billion in

revenue from financial activities more than 3 times higher than the same period while financial expenses only increased slightly, selling expenses and administrative expenses decreased by 18% and 16 respectively compared to the same period of 2018, resulting in a net profit of 66 billion dong of FIT, of which the same period saw a net loss of 6 billion dong, in which, the EAT of parent company was 50 billion dong.

Previously, in the first 9 months of the year, FIT's profit was quite low, thanks to impressive business results in the fourth quarter that accumulated in 2019, FIT reached VND 1,181 billion, net revenue decreased by 26% over the same period, by virtue of high financial activities revenue and cost savings, EAT was 92 billion dong, meanwhile 2018 saw a loss of over 9 billion dong. Parent company EAT is over 70 billion dong, much higher than 2018's figure – 296 million dong.

Mr. Phi Xuan Truong, Investment Director, FIT Group, in his recent sharing, stated that, at present, FIT has completed restructuring its business segments with main platforms including pharmaceuticals, foodstuffs, beverages, cosmetics, real estate; besides the traditional segment of financial investment. For the pharmaceutical segment, 2018 afterwards, due to the overall impact of the industry, in 2019, particularly in the fourth quarter, the Company's yield have grown firmly again, in conjunction with all businesses have been robustly built. and being on the way to be invested for solid growth goals such as: Traditional medicines, empty capsules, cancer drugs, medical supplies and pharmaceutical distribution. In just a short time, shareholders will see extensive development of the pharmaceutical subsidiary, Cuu Long Pharmaceutical Joint Stock Company (DCL). Along with real estate segment, F.I.T land, the Group's subsidiary specializing in real estate segment, holds 50% of Ecopark Mui Dinh project, has high economic potential. We do not choose massive grant, yet determine a steady step for this segment, invest only when estimating the effectiveness and feasibility of the project. In the next few years, this project will bring

significant revenue to the Group.

CHỈ TIÊU	Mã số	Thuyết minh	Quý IV		Lũy kế từ đầu năm đến cuối quý này	
			Năm 2019	Năm 2018	Năm 2019	Năm 2018
1. Doanh thu bán hàng và cung cấp dịch vụ	01		332.570.740.303	446.493.066.896	1.190.273.001.592	1.632.312.710.410
2. Các khoản giảm trừ doanh thu	02		1.184.473.433	7.792.670.847	8.798.394.982	35.714.883.577
3. Doanh thu thuần về bán hàng và cung cấp dịch vụ (10= 01-02)	10	26	331.386.266.870	438.700.396.049	1.181.474.606.610	1.596.597.826.833
4. Giá vốn hàng bán	11	27	254.352.063.877	349.719.267.090	925.908.678.313	1.268.507.450.834
5. Lợi nhuận gộp về bán hàng và cung cấp dịch vụ (20=10 - 11)	20		77.034.202.993	88.981.128.959	255.565.928.297	328.090.375.999
6. Doanh thu hoạt động tài chính	21	29	105.317.520.603	30.765.044.985	199.947.686.410	149.078.916.039
7. Chi phí tài chính	22	30	21.479.091.924	21.084.761.130	66.990.222.166	87.553.858.716
- Trong đó : Chi phí lãi vay	23		10.556.387.288	13.245.459.355	45.776.820.026	55.144.707.653
8. Phần lãi hoặc lỗ trong công ty liên doanh, liên kết	24		(2.382.334.686)	(283.050.026)	1.603.627.566	(18.035.594.067)
9. Chi phí bán hàng	25	31	49.843.455.462	60.654.139.173	166.634.998.913	227.939.606.522
10. Chi phí quản lý doanh nghiệp	26	31	30.867.539.142	37.235.150.074	113.670.801.238	137.590.362.717
11. Lợi nhuận thuần từ hoạt động kinh doanh (30 = 20 + (21 - 22)+24-25 - 26)	30		77.779.302.383	489.073.541	109.821.219.956	6.049.870.016
12. Thu nhập khác	31		1.441.027.808	(912.427.067)	13.609.686.954	4.534.095.234
13. Chi phí khác	32		746.471.410	1.861.302.265	3.409.638.688	4.266.744.601
14. Lợi nhuận khác (40 = 31 - 32)	40		694.556.398	(2.773.729.332)	10.200.048.266	267.350.633
15. Tổng lợi nhuận kế toán trước thuế (50 = 30 + 40)	50		78.473.858.781	(2.284.655.791)	120.021.268.222	6.317.220.649
16. Chi phí thuế TNDN hiện hành	51	32	11.899.795.945	5.148.479.955	23.799.584.003	16.650.712.667
17. Chi phí thuế TNDN hoãn lại	52		478.835.992	(1.432.297.969)	4.145.326.484	(1.019.794.289)
18. Lợi nhuận sau thuế thu nhập doanh nghiệp (60=50 - 51 - 52)	60		66.095.226.843	(6.000.837.777)	92.076.357.735	(9.313.697.729)
19. Lợi nhuận sau thuế của công ty mẹ	61		49.866.315.720	(4.707.269.937)	70.228.235.920	296.307.923
20. Lợi nhuận sau thuế của cổ đông không kiểm soát	62		16.228.911.123	(1.293.567.840)	21.848.121.815	(9.610.005.651)
21. Lãi cơ bản trên cổ phiếu	70	33	196	(18)	276	1

Other segments such as food (Westfood), drinking water (Vikoda), and cosmetics all recorded impressive business results this year, showing the effectiveness of the restructuring process.

By 2020, the company will focus on starting up large potential projects such as the construction of the most modern medical supplies factory in Vietnam, building capsule 4 factory, and Mui Dinh project. In the second phase, while Westfood continues to penetrate deeply into potential international markets, Vikoda will promote business activities through the launch of new high-end product lines.

Since the beginning of 2019, FIT's share price has increased by 294.53%, with the average daily trading volume in the past month reaching about 2.7 million shares per session. FIT shares reached a peak of 10,850 VND per share in the trading session on January 25, then corrected sharply and now stood at 8,580 VND per share.

Vikoda natural mineral water enhances resistance, disease prevention

03

Daily hydration with Vikoda natural mineral water will be one of the effective ways to increase the body's resistance in the epidemic season.

During the epidemic season, our bodies are sensitive to factors that change weather and pathogens.

Therefore, proactive improvement of resistance is the most effective way to protect the health of ourselves and the community against pathogens that penetrate the body. One of the effective ways to increase resistance is to drink enough water every day, especially natural mineral water to help the body have a healthy immune system.



Originating from one of the rare minerals in Southeast Asia, Vikoda natural mineral water with its outstanding features such as containing special minerals: Ca, Na, K, Mg ..., using mining technology in 220m depth in the ground, the temperature at the tap up to 72 degrees Celsius and bottled right at the source as prescribed by the Ministry of Health; water quality with high natural alkalinity, PH 8.5 standard; It helps neutralize acids in the body, prevents the growth of cancer cells, eliminates excess free radicals, and supports prevention and treatment of diseases much better than regular drinks. Therefore, regular use of Vikoda mineral water not only helps to change the quality of direct drinking water, but also helps supplement essential micronutrients, improving the body's resistance, helping the body always healthy to prevent disease especially during epidemic season.

Thanks to the history of nearly 30 years of establishment and development, Khanh Hoa Vikoda Mineral Water Joint Stock Company has long been a prestigious name in the Vietnamese market, always striving for the goal of improving the health of Vietnamese people. Especially, after receiving the investment and strategic orientation from the parent company, Vikoda has been constantly creating and developing the company's product designs in the direction of modern, friendly, typical products. Vikoda glass mineral water products help reduce plastic waste problems, protect the environment; contributing to asserting the position of the company, bringing the brand of natural mineral water of Vietnamese to international level.

FIT sponsors the 2019 National Countervailing Tournament

04

As an enterprise that always advocates responsibility to the community, especially fitness and sports activities, FIT Group has long been a regular sponsor of golf courses in particular, as well as 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 course 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.

FIT accompanies by the project “The school on the cloud”, building schools for poor children in Quang Nam

In February last year, in response to the call from the MT-group, FIT participated in the project “The school on the cloud” to build a school for poor children in Quang Nam province.

In order to help and share with mountainous local who are in difficult circumstances, especially the preschools – the country’s future, and at the same time fulfill the responsibilities of FIT to the social

community, in early February In 2020, FIT has contributed to the project “**The school on the cloud**” to build a school for poor children at Long Chen school site, 1 Noc Long Cheng village, Tra Cang commune, Nam Tra My district, Quang Nam Province.



Village 1 Noc Long Cheng is one of the extremely poor villages in Tra Cang commune, located at the top of the mountain next to Ngoc Linh Mountain with an altitude of 2,500m above sea level. Despite the tremendous hardship of life here, it does not prevent the dream of learning and accessing knowledge of local poor children. It is known that the current school they are studying is a wooden school built a few years ago but it has deteriorated seriously, frostbite cold and rainy season makes the learning process becoming more difficult. For that reason, the project “The school in the clouds” come to help the children have a warm, spacious and more solid school, abolish all the anxiety of storms or freezing weather, lighting the dreams and ambitions of those Preschool – the country’s future.

Every month, every quarter, FIT Group and its affiliates always uphold the responsibility of businesses to society by participating in social activities in many areas such as life, education, health and fitness, actively sharing love with the community and contributing to improving the lives of Vietnamese people. In 2020, FIT and its affiliates will continue to promote philanthropy, implement more meaningful and social programs as well as projects, join hands to build a more sustainable and better community.

06

FIT Group launched a movement to support caring for community health price

As the crave to spread the will and share it to the community, on the occasion of the 13th anniversary of FIT's establishment (March 8th, 2007 – March 8th, 2020), the Group launched the program “FIT joins to protect public health”. Participants includes employees in the Group, branches and all member companies.

The duration of the program is from February 13th, 2020 to the end of March 3rd, 2020. In order to participate, each member corporation will take the initiative to propose concepts, develop and implement the program to its headquartered community or community that has production and business activities (Hanoi area will form a team). Activities will be recorded and put into an introductory clip sent to the Organizing Committee of the Group (maximum 6 minutes) for testing and grading. The clips will be rated based on the following criteria: Meaningful message and content; Vivid images with the presence of the Board of Directors & employees; Clip with quality assurance and expressive images; Unique and impressive concepts; The length of the clip ensures the specified time.



The clips will be assembled and delivered to the Organizing Committee before March 4th, 2020, graded by the Board of Directors. The results and awards will be announced at the coming 13th Corporation Founding Anniversary Program.

Overcoming 13 years of construction and development, besides business activities with potential scope of projects, FIT's Board of Directors always upholds corporate responsibility to the community and spreads to

member companies, forming a beauty in corporate culture at FIT. In addition to social activities which aims to share love with the community throughout many areas such as life, education, health, sports ...; “FIT join hands to protect public health” program will be an opportunity for all employees in the Group to connect, distribute, build up creativity and solidarity, contributing to create a good cultural tradition of the whole Group in joining hands for the sustainable development of society.

Vikoda is The Diamond Sponsor of the 2020 National Amateur Amateur Golf Championship

In addition to sponsoring six national amateur championship golf tournaments in 2020, Vikoda will also be the exclusive provider of drinking water during the tournament.

On the morning of February 20 in Hanoi, the press conference of the National Golf Club Championship (VCC) 2020 occurred. This is the first tournament in the National Amateur Season 2020. The press conference event is considered the official opening, kick-off for 6 amateur championship tournaments planning to take place this year, including: Vietnam Clubs Championship, National Middle-age & Seniors Championship, National Amateur expansion championship; Women’s National Championship, National Youth Championship and National Countervailing Amateur Championship.



Photos of Mineral Water – Vikoda at the press conference publishing info VCC 2020

In 2019, the entire season drawn more than 500 participants with challenging and tough matches to find the right candidates for the championship. The Organizing Committee of the golf tournament has had many refreshing changes for 2020 such as: free registration fee for members of the last seasons champion teams;

golf tournaments held at high-class golf courses; the fans are allowed to get in the golf courses; tournaments are broadcast live on Golfnew systems ... all of those is to create more engaging and dramatic tournaments. As a long-standing mineral water company in Vietnam, with its 100 % natural mineral water quality with natural alkalinity pH = 8.5 which is very favorable for health, trusted by the majority of consumers in the country.

Besides becoming a 6-year-in-line diamond sponsor for tournaments, the Vikoda brand of Khanh Hoa Mineral Water Joint Stock Company will also be the exclusive drinking water supplier throughout the tournaments take place this year. This not only confirms the prestige and quality of Vikoda in Vietnam, but also affirms the great credibility that consumers put towards the products when Vikoda brand show its appearance in big events, especially in professional golf tournaments at national level.

Eversince becoming a member of FIT Group, Khanh Hoa Mineral Water Joint Stock Company (Vikoda) has always been actively involved in sponsoring social activities, especially sports activities. Through major golf tournaments nationwide, Vikoda has gradually become a recognizable companion of golfers at home and abroad, assisting the athletes to attain the best results in the tournaments. Aiming to become a stable Vietnamese brand, contributing to improve the health of Vietnamese people, in the coming time, besides researching and developing quality products, Vikoda will continue to accompany with many social activities. The opportunity to look forward to the image of an enterprise that is not only efficient, but also a business oriented towards sustainable development, in the direction that FIT Group has set for the whole 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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