



# IR NEWSLETTER

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## FIT Group run “Medical Examination” Program in Kontum

The Health Care Program in Kontum is a regular program that FIT Group and its affiliates set top priority on the Group’s corporate social responsibility programs.

In November 2019, FIT Group, MT team and Tu Hue Voluntary Association implemented the program "Medical examination, medicine giving, gift giving" for 500 people, 150 students in Dak Pxi commune and 500 people, 150 students from Đăk Hring, Đăk Tô District, KonTum Province.

The communes of Dak Pxi and Dak Hring in Kon Tum province are remote village where ethnic minority people are particularly poverty. With severe weather condition, caused landslides in the rainy season and drought in the summer, therefore living and working in this condition, the people here mainly live by growing corn, cassava and raising cattle and poultry.

The children here are very studious, but because of their family circumstances, they have to help their parents with many jobs, suffering from physical and spiritual disadvantages. The only way to go to school is that they have to cross the rugged, winding and rugged roads.



During the whole trip with 2 locations in Kon Tum, the program carried out 450 tests, 51 ECG cases, 155 ultrasound cases, 120 gynecological examinations, 898 prescriptions and 792 gifts for adults. and 396 gifts for children.

After the program, the poor people in Kontum were happy with the results of a medical examination, prescriptions with thoughtful instructions, shirts or blankets for the upcoming winter ... with love is spreading by the program and the volunteers.



As an enterprise that always upholds responsibility for the sustainable development of society, FIT and its affiliates always fulfill their commitments through meaningful philanthropy activities, helping to improve life of Vietnamese people. And the medical examination and treatment for poor people in remote areas is one of the regular programs that FIT Group always attaches importance to and accompanies.

In the coming time, FIT and its member companies will continue to step up their participation in larger-scale activities, to contribute to the overall development of society.

## DCL sponsors for the “Science and Engineering 2019” Conference

With over 40 years of operating experience in the pharmaceutical industry, along with the priority for activities for the sustainable development of the community, therefore, Cuu Long Pharmaceutical Company sponsored the Science and Technology in 2019 conference in An Giang in order to share experiences and improve the effectiveness of treatment and serve for patients.



On November 7, 2019, An Giang Hospital held the “Scientific and Engineering” conference with the participation of more than 400 professors, doctors from Cho Ray Hospital, Thong Nhat Hospital (Ho Chi Minh City), An Giang Central General Hospital with the sponsorship of Cuu Long Pharmaceutical Company



The conference is an opportunity for doctors, pharmacists, nurses of all hospitals in An Giang to publish scientific research projects; to share the experience of meaningful improvement initiatives from practical activities in medical examination and treatment in a year from a scientific perspective. At the same time, exchange and disseminate his experience for colleagues to learn together, apply to medical examination and treatment activities, improve the efficiency of care, treatment and serve patients better and better.

As one of the strategic sectors in the investment structure of FIT parent company, besides focusing on business activities, Cuu Long Pharmaceutical as well as other companies in FIT Group always appreciate the activities for community responsibility because of the development of society.

Since becoming a member of FIT Group, Cuu Long Pharmaceutical has a dramatic change and is gradually reaping good results from the process of restructuring, infrastructure investment in order to

gradually step up to be one of the leading pharmaceutical companies in Vietnam, fulfills the mission of connecting and improving the lives of the community through optimal health solutions.

## DCL sponsors for the “Science and Technology 2019” Conference

03

With the desire to contribute for the health sector of Vietnam to have access to the development of world science, the application of science and technology in the protection, health care in Vietnam and build a foundation of smart health in prevention, health care and medical examination and treatment, DCL has sponsored the 2019 Science and Technology Workshop at An Giang Central General Hospital.



On November 22, Cuu Long Pharmaceutical accompanied An Giang Central General Hospital to hold a Science and Technology conference in 2019. The conference is a place to exchange new knowledge in the field of health, approach and integration with the development of world science, and at the same time honoring doctors who have made great contributions to the teaching, training and guiding for young doctors in scientific research.

At the conference, professors and doctors exchanged experiences and shared the results of the new scientific research in order to improve the quality of care and protection of people's health. The conference brought many new developments in medical examination and treatment activities for people. In the near future, the health sector needs to focus on the innovative activities, scientific and technological research activities, in order to apply in medical examination and treatment.



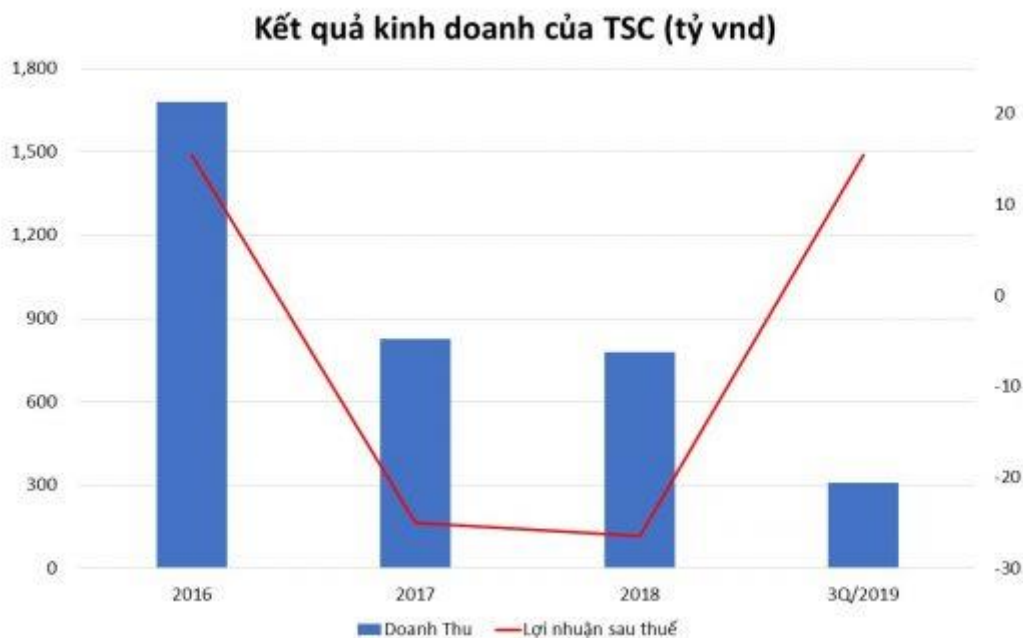
Since becoming a member of FIT Group, receiving the strategic investment of the parent company, Cuu Long Pharmaceutical has been constantly researching and improving product quality, offering good product lines to support and protect. Community health and has become a prestigious name in the pharmaceutical industry in Vietnam. In addition to the development of production and business, Cuu Long Pharmaceutical always promotes social and community responsibility through participation in scientific sponsorship activities in health care or in medical examination and treatment programs. Free for the poor to improve the lives of Vietnamese people.

Currently, after the process of restructuring and investing heavily in potential projects, Cuu Long Pharmaceutical is gradually building a solid foundation, laying the foundation for a mission to become a prestigious pharmaceutical company, high appreciate by patients, staff and partners.

## TSC gains the first achievement

Restructuring businesses, Can Tho Techno – Agricultural Supplying Joint Stock Company (TSC) is gradually reaping the results after about two years of restructuring. This initial result is the motivation for the Board of Directors and all employees to continue setting stronger and more sustainable development goals in the future.

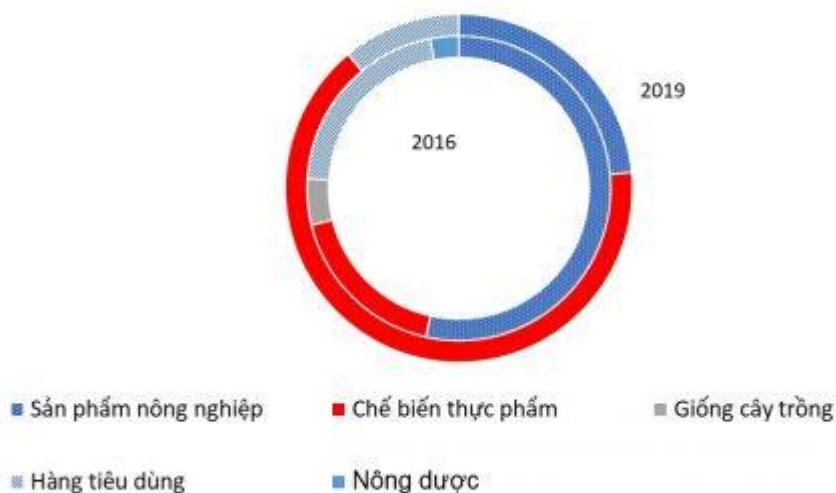
Looking at TSC's business results over the past years, before the market changes and business situation, TSC's profit in 2016 has plummeted by 10 times compared to 2015. This situation requested urgently actions, however, restructuring the business is not simple and takes a lot of time. 1) It is necessary to consider the appropriateness of business activities with the medium and long-term strategy of the whole F.I.T Group. 2) It must be ensured that employees can continue to work, to be guaranteed their benefits.



Only after a while, the Board of Directors has decided to divest from TSC's traditional industries/businesses such as agrochemicals, concentrated for industries which associated with the philosophy of serving people with high quality products, high value, environmentally friendly.

The short-term effects of this restructuring process are visible when TSC's revenue and profits simultaneously decline.

### Cơ cấu doanh thu TSC 2016 vs 2019





Facing this situation, the Board of Directors has focused resources and acted more forcefully in 2018. Instead of developing in width, TSC focuses resources on industries with competitive advantages and long-term potential. Specifically, TSC has correctly positioned its products to have appropriate strategies, promoting R&D to create more added value.

Entering 2019, the results of the restructuring process, the first achievement is coming to TSC. The results of quarterly Net Profit After Tax have been continuously improved and increased since the end of 2018. Typical for the success of the restructuring process is the premium natural mineral water product (Vikoda). This is a product embodying the philosophy of bringing high value, purity for human health and environmental friendliness.

From gaining customers' trust and these initial successes, the Board of Directors and TSC's leaders confidently replicate the model, boosting production for many other products/fields throughout the company, moving forward. Competition dominates with foreign corporations.

## **Westfood and the bright picture for fruit exported industry in 2019**

05

With nearly 20 years of experience in the fruit export industry, Westfood products had access to fastidious markets such as the US, EU, Japan, Korea, etc. with many big and potential orders, as a foundation for the company to continue expanding its market, it is expected that 2019 will reap the business results as planned.

By this time, many fruits of Vietnam have been exported to fastidious markets such as the US, Europe, Japan .... This situation has opened a "bright picture" for the growth of fruit export industry in 2019.

According to data from the Ministry of Agriculture and Rural Development, the total export turnover of the entire fruit and vegetable industry in 2018 reached US \$40 billion, and the fruit exports reached over US \$4 billion. After many years of negotiation, Vietnam has removed the technical barriers for fruits to enter fastidious markets such as Australia, USA, New Zealand, Japan, South Korea ... Up to now, Vietnamese fruits have been entered markets of 60 countries and territories.

Assessing the potential of fruit export in the near future, according to the Ministry of Agriculture and Rural Development, it is expected that the value of fruit exported in 2019 may increase by 1 billion USD compared to 2018.

Along with the overall growth of the industry, and especially the strategic investment of FIT Group - the parent company, Westfood's business results in 2019 are expected to achieve good results as expected. By the first 9 months, gross profit increased by 10% compared to the same period last year, and 1% increase in after-tax profit and with the large orders as the plan at the end of the year will help Westfood meet the targets set out in the original plan, laying a solid premise for the following years.



*Some typical products of Westfood*

By constantly approaching and expanding the market with researching and introducing new products that suit the market's taste, Westfood is continuing to lay solid foundations to turn the company into one of the the leading fruit exporting companies in Vietnam, and a reliable and reputable partner with international customers.

## **Vikoda – the Vietnamese brand - for Vietnamese people**

06

With the desire to bring quality products to the Vietnamese community, VIKODA mineral water of Khanh Hoa Mineral Water Joint Stock Company is gradually asserting its position with consumers to create a Vietnamese brand - for Vietnamese people

Clean water plays a very important role in the human body, because water accounts for 70% of body weight. Therefore, the use of clean water in daily life is a decisive factor to the health of each person and the whole community.

With the mission of empowering Vietnamese products and especially for the health of consumers, Vikoda always try the best for the healthy community and the health development. Stemming from that aspiration, Vikoda always wants to bring to consumers products which are natural origin and especially good for the health of Vietnamese people.

Vikoda's mineral water contains special minerals such as Ca, Na, K, Mg ... which are good for consumers' health as well as digestive system. With a variety of capacities from 350ml to 19L, Vikoda's products always aim to satisfy the needs of customers and bring health to the whole community.



According to published studies, alkaline mineral water with high PH will neutralize acids in the body, prevent the growth of cancer cells, destroy excess free radicals, support prevention and treatment. Therefore, drinking mineral water will be much better than regular drinking water.

With more than 40 years of developing, by launching health-friendly products with highlights such as being exploited at a depth of 220m in the ground, the tap temperature reaches 72 degrees Celsius PH 8.5 standard and especially is bottled right at the source as prescribed by the Ministry of Health.

In order to have the achievement as today, the leaders and employees of Khanh Hoa Mineral Water Joint Stock Company always identify a clear direction, which is concretized by the goals and core values through the development of the company in order to realize the desire and aspiration of building a strong Vietnamese brand, being able to compete with major international brands, reaching out to the world and especially for the health of the Vietnamese community.

Especially since becoming a member of FIT Group, with strong investment from the parent company, Vikoda gained the first achievement of the restructuring process, gradually asserting its position. to become one of the leading beverage companies in Vietnam.

## The washing liquid Tero – the best choice of Vietnamese consumers

Washing clothes is a familiar job, but not simple. Using directly the washing powder or washing liquid can damage the skin of women. In addition, for many families who have a habit of using washing powder, the risk of remaining the washing powder may cause dermatitis or respiratory infection is very high. Therefore, what is the solution to ensure the clean wash feature without damaging the hands or the fabric and still bring economic efficiency?



Contrary to the perception that the more bubbles a detergent produces, the stronger its ability to disperse dirt, there are many tests have proved there is no association between the amount of foam and the quality of washing. In fact, washing detergents with lots of foam, even though rinsing through many times, are still very difficult to completely clean. Therefore, it is not only wasting time but also wasting water, beside that after washing, if the washing foam still remains on clothes, it will cause hardening, fiber corrosion. In addition, it could cause dermatitis, skin irritation, respiratory inflammation and especially bring uncomfortable to people.

Overcoming many disadvantages of washing powder but still ensuring to deliver outstanding performance, meeting the stringent requirements set by consumers, FIT Cosmetics has researched and developed the washing liquid - Tero neutral detergent. This product is able to dissolve quickly in water, easily penetrates deeply into each fabric, helping the process of "softening" and dislodging stains faster and more effectively. When using washing liquid will not leave white streaks, damaging the fabric and losing aesthetics when wearing.

With the application of Ultra Clean technology, 3 times the cleaning power saves time whether it is hand washing or washing machine, clothes are always clean as new. Tero with the message "Protect hands - Clean as new" successfully overcome the litmus test with  $\text{pH} = 7$ , demonstrating absolute safety for your hands. safety of Tero washing water is shown at  $\text{pH} = 7$  (equivalent to the  $\text{pH}$  of pure water), completely makes you feel secure and comfortable when touching your hands directly.

The washing liquid Tero has developed by CP FIT Cosmetics Company, which has full advantages of washing liquid: clean, non-harmful to the skin and economical. Moreover, neutral detergent TERO has a "soft" price compared to the market, so it is guaranteed to bring economic benefits for homemakers than choosing detergent.

With over 10 years of experience in the field of cosmetics, with the desire to bring to consumers products that not only CLEAN but also SAFETY, FIT Cosmetics has been researching and bringing the quality products, health protection for consumers, follow the Fit's mission is connecting and improving the lives of Vietnamese consumers through products and services

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*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.*

**Person in charge: Tran Thi Dieu Ly**

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