



IR NEWSLETTER

Apr 2019

- ❖ 5th Floor, Times Tower - HACCC1 Complex,
No 35 Le Van Luong, Thanh Xuan, Ha Noi
- ❖ Tel: (84-24) 7309.4688
- ❖ Fax: (84-24) 7309.4686
- ❖ Establishment date: 08/03/2007
- ❖ Listed date: 26/07/2013





MỤC LỤC

FIT AGM: Group restructuring process is gradually being completed	01
TSC AGM: Restructuring towards focusing on resources and good businesses	02
Cuu Long Pharmaceutical AGM: continue to implement the restructuring process, invest in in-depth projects	03
Vikoda AGM: starting with positive signals in 2019	04
FIT sponsors the National High and Middle Age Golf Tournament 2019	05
FIT and group members sponsored for the medical examination, giving medicine and gift charity program in Lam Dong	06
FIT Cosmetics participated Ho Chi Minh Public Health Festival 2019	07
Westfood handed over the second house to poor worker	08
More than 800 poor patients continue to be given free meal at K Hospital, Acupuncture Institute and National Burn Institute	09

FIT AGM: Group restructuring process is gradually being completed

On 26th April 2019, F.I.T Group Joint Stock Company held the Annual General Meeting of Shareholders in 2019.

The Congress approved the report on business results 2018 and business plan 2019; Audited financial statements 2018; as well as other issues under the authority of the General Meeting of Shareholders.

Year 2018 continues to be a pivotal year in FIT's business development process, net revenue is 1,596 billion, equivalent to 78.4% of the plan. The reason is that FIT is in the process of restructuring, narrowing down ineffective business segments, investing heavily in potential businesses.



Cuu Long Pharmaceutical (DCL) continues to be a spearhead company in the Group. At the capsule section, the capsule factory III began operating in mid-2018, helping to increase DCL's capsule production capacity by 3 times, meeting the increasing demand of the market. Besides, the pharmaceutical segment also developed. New label launched to market such as Panalgan line are highly appreciated by pharmacies and patients, the existing products are improved both in quality and packaging more beautiful designs, and product preservation like Nootripam 500, Pabemin. In future, DCL will continue to invest in developing product portfolio to better meet market demand. In addition, large projects are still in the process of implementation such as the project of cancer medicine in Pre-FS stage, the project of consumable material factory. And especially the presence of the new CEO at DCL in early 2019 – Mr. Nikhilesh Deshpande – a Pharmacist with over 18 years of experience working in the pharmaceutical industry in senior positions in Vietnam, promises to bring positive results from DCL's business 2019 and the following years.

In 2018, the revenue of the food segment increased by 5%. With this business, FIT has invested in the new freezing system in Westfood, increasing the capacity from 2.7 to 4.2 tons per hour, and more importantly, Westfood has been constantly learning to lift high quality products, meet the strict requirements from the markets as Japan, USA,

Australia, New Zealand and Europe. Since 2017, Westfood has gradually developed its own material area to increase the activeness of input materials, as well as become the first company in Vietnam to successfully test MD2 pineapple varieties to increase productivity and product quality.



In the field of Drinking Water: thanks to reshaping distribution channels and efforts to increase productivity, Vikoda Drinking Water Joint Stock Company, a member of FIT, has made progress in the results of production and business activities. Vikoda made an effort to invest in research and development to launch at the end of the third quarter new labels and bottles for its main products: Danh Thanh and Vikoda, which contributed to the company's profit in period end of the year. Not only refreshing the image for the long-established, flagship products, Vikoda has also caught up with the trend, launching new product lines such as cans and jars, cans ... part of strengthening and expanding market share.



Mr. Kieu Huu Hoan – new BOD members

In the field of cosmetic industry: with the addition of the new General Director who is young, enthusiastic but also experienced in the field of fast-moving consumer goods, FIT Cosmetics JSC also had positive results. With the implementation of a new trade policy, the revenue of this business has reached breakeven in the last months of the year.

Although the operating profit for the whole year of 2018 has not yet reached the expectation. This result, although not achieved in terms of numbers, but it really reflects the review process to find and resolutely cut down the inefficient businesses of FIT. FIT has shown the determination of the Board of Directors and the Board of Management in making FIT become a transparent group, bringing value to consumers, shareholders and investors. In 2019, with the positive developments available from all activities such as Pharmaceuticals, Drinking Water, Cosmetics and Food, FIT expects to achieve the set objectives and make sudden improvements. With determination and persistent efforts, with the agreement of shareholders, in 2019, FIT set a plan to achieve 1,701 billion net revenue and 116.3 billion profit after tax. With what is being shown, FIT is gradually asserting the great potential of an effective investment finance group, adding value to shareholders through a wide range of investment advisory products and quality portfolio and quality professional personnel.

TSC AGM: Restructuring towards focusing on resources and good businesses

02

On 19th April 2019, Can Tho Agricultural Materials and Technology Joint Stock Company (TSC) organized the annual General Meeting of Shareholders (GMS) in 2019.

At the congress, the Board of Directors and shareholders approved the report of business results in 2018 and the business plan for 2019; and other issues under the authority of the General Meeting of Shareholders.



According to the report at the congress, TSC's 2018 net revenue is 778.4 billion reached 76% of the plan. The reason for TSC's 2018 business results did not reach the expectation, because TSC's cassava trading business had difficulties in exporting, while the plant varieties business was changed by farmers continue to the narrow the production area when the price of imported agricultural products is lower than the price of domestic agricultural products. Therefore, TSC has proactively narrowed agricultural products to minimize risks, ensure the company's performance and shareholders' benefits.

Besides, complicated and rigorous barriers, fierce competition with countries that are promoting agricultural production and export have affected the export processing business of Westfoods – TSC’s subsidiary. Currently, West Food Processing Export Joint Stock Company has invested in developing material areas to increase the initiative of input, and invest in modern machinery and equipment to improve product quality and increase competitiveness in the market.

Among TSC’s business segments, consumer goods business is showing signs of prosperity from 2018. Currently companies are restructuring, expanding production, distribution systems should be short term has not been able to promote its effectiveness immediately and has not contributed much to TSC’s overall sales and profits. As expected, investment in consumer goods will start to have a positive start from 2019, bringing a profitable business.



BOD and Supervisor members in the meeting

Therefore, TSC’s business plan for 2019 was set by the Board of Directors and Board of Management to reach 738 billion net revenue and 17.8 billion pre-tax profit. With the approved plan, the business of the parent company in 2019 continued to be restructured towards focusing on resources and good businesses and cost optimization. Specifically, continue to expand investment in raw material areas to increase initiative and improve business profit margins, increase production capacity, maintain stable business performance of the food segment. In addition, TSC will promote the development of consumer goods with the aim of increasing revenue and intensive investment in this industry, bringing FMCG companies to top of enterprises in Vietnam.

Since becoming a subsidiary of FIT Group, TSC has received strong capital support as well as support in management and administration from parent company. With the long-term strategic investment direction of the parent company, together with the efforts and determination of the Board of Directors and all employees in the implementation and completion of the set plan, 2019 TSC itself believe to overcome difficulties, gradually stabilize and expand key business activities, making the company start to rise to sustainable development in the future.

Cuu Long Pharmaceutical AGM: continue to implement the restructuring process, invest in in-depth projects

03

On 12th April 2019, Cuu Long Pharmaceutical Joint Stock Company (DCL) organized the Annual General Meeting of Shareholders (General Meeting of Shareholders) in 2019.

At the congress, shareholders agreed to approve the report of business results 2018 and business plan 2019; audited financial statements of 2018; report of the Supervisory Board on the company's activities; and some other related papers.



2018 was a volatile year of Vietnam's pharmaceutical industry as input prices increased sharply, some raw materials increased from 50% to 80%, causing many difficulties, affecting business results 2018 of domestic pharmaceutical enterprises, including DCL. Therefore, the net revenue of DCL in 2018 reached 804.2 billion, up 5% compared to 2017, reaching 83% the plan of 963.2 billion, profit after tax was 12.7 billion. In addition, Euvipharm is still in a period of unstable operation, which has affected DCL's after-tax profit in 2018. At the meeting, the Board of Directors reported to shareholders about the plan to divest capital at Euvipharm to ensure the general business activities of the pharmaceutical sector as well as ensure benefits for shareholders.

Also according to the report of the Board of Directors, in 2018, the total production output of pharmaceutical factories reached 1.182 million units, completing 94.3% of the plan, down 6% compared to the year 2017. The reason of the decline is because company is restructuring its product portfolio, adjusting production plans, focusing mainly on brand products, high profits, as a premise for developed plan for the following years. The production of capsule is always the advantage of DCL, in 2018, the company has produced 4.586 million capsules reaching 99.73% of the plan and up 22.6% over the same period in 2017. With The third factory started operation in mid-2018 to triple the current capacity, expected to contribute 20% of DCL's total revenue of 2019. In addition, the medical instrument factory in 2018 achieved 128.3 million products, equivalent to 97.2% of the plan and increased 0.23% compared to 2017. In 2019, DCL is researching Investing in a project to build a new medical material factory

with modern technology to contribute to the increasing productivity and maximizing the performance of this segment.



100% Shareholders agreed with all content of the meeting

With investment-focused projects, DCL in 2019 will overcome the current difficulties, and start reaping the fruits of the restructuring process, consolidating the governance system and thereby bringing benefits maximum benefit for shareholders. Benovas cancer drug project is gradually completing a visa application and can attend national scale bidding in 2020, contributing to the revenue of this segment.

Therefore, in 2019, the Board of Directors and the Board of Management set a target to achieve 949.5 billion net revenue, and accordingly the gross profit is expected to reach 297.6 billion and profit after tax will be 79,2 billion. According to this plan, besides large projects that are completed and put into operation, DCL will continue to invest in new projects to improve business efficiency. In addition, the company will focus on developing a sales system, training to improve personnel, focusing on building strategic products, having large sales and high profits or different, few product lines and continue to research and develop high-tech product lines.



Mr. Nikhilesh Deshpande – New CEO of DCL giving a short introduction at meeting

Since becoming a member of FIT Group, receiving investment and strategic planning from parent company, DCL has made strong changes, able to implement big potential projects. With continuous efforts, DCL promises to gradually become one of the leading pharmaceutical companies in Vietnam, most appreciated by patients, employees and partners for products. and the most innovative, accessible and caring service, with a mission to connect and improve the lives of the community through optimal health solutions. And 2019 will be an important year when a number of projects are completed and put into operation, expected to contribute significantly to the increase in revenue for the company as well as other major projects that continue to be invested and started the part that sets the foundation for a solid development for the company in the future. In particular, by recruiting the new CEO, Mr. Nikhilesh Deshpande, an Indian, who has more than 18 years of experience holding senior positions at pharmaceutical companies in Vietnam, has shown the determination of The Board of Directors in raising the level and making DCL become one of the big names in Vietnam pharmaceutical market.

Vikoda AGM: starting with positive signals in 2019

04

In 5th April ,2019, Khanh Hoa Mineral Water Joint Stock Company (Vikoda) organized the Annual General Meeting of Shareholders (GMS) in 2019.

At the congress, the Board of Directors and shareholders has been approved the main contents such as the report of the Board of Directors and the Executive Board on business results in 2018 and planning for 2019; reports of the Supervisory Board, audited financial statements in 2018 as well as other issues under the authority of the General Meeting of Shareholders.



Although the year 2018 has benefited from the recovery of the domestic economy, the drinking water industry is still one of the most competitive industries in Vietnam. Besides, unfavorable weather conditions and heavy rains in the central provinces also affected Vikoda's business in 2018. Recognizing the above situation, Vikoda has been boosted production and business activities in the past year, stabilized the organizational structure, built more warehouses and factories and expanded the distribution system, strengthening research and development of new products to meet the increasingly diverse needs of the market. With the efforts of the company, the business results

in 2018 have made progress with a total revenue of 216.8 billion, an increase of 2.5% compared to 211.4 billion in 2017, while the profit before tax 2018 is 0.29 billion, up 107% compared to 2017 of 0.14 billion. Although Vikoda's 2018 business results are still modest, with the current improvements, it is a sign of Vikoda's prosperity in 2019 and the following years.



New BOD members and Supervisor at AGM

Therefore, on the basis of considering the annual growth rate of the company and analyzing the development trend and competition in the current drinking and manufacturing industry, in 2019, Vikoda BOD has set revenue target is VND 380 billion and profit before tax is VND 25 billion. With this plan, Vikoda focuses on maintaining and developing the brand, market share in key markets, concentrating mainly in the Central and Highlands, and continuing to build and consolidate product lines. The main capital is the brand of the company Vikoda, Danh Thanh, and invests in developing new product lines, anticipating the market trend.

With the investment and strategic consultation from FIT Group, and especially with the inherent potential of natural mineral water and brands that have been built for 29 years, with the relentless efforts of solidarity, 2019 promises to be a prosperous year in Vikoda's business activities, helping Vikoda continue to strengthen and expand its brand not only in Vietnam market but also natural mineral water of Vietnam spreading to the world.

FIT sponsors the National High and Middle Age Golf Tournament 2019

05

Following the series of golf tournaments organized by VGA in 2019, FIT continues to become the official sponsor for the National High Middle Age Golf tournament 2019.

With the aim of creating a playground and providing professional rubbing opportunities for middle-aged golfers, exchanging and improving the spirit of solidarity and promoting the common development of the un professional

golf group, National High Middle Age Golf tournament is organized by Vietnam Golf Association (VGA) and Vietnam Golf Communication Services Joint Stock Company (VGS Media).



Following 2018 – the first year that VSC changed regulations and have the participation of middle-aged women golfers, this year VSC continue to have the competition of female golfers to bring to the multicolored tournament, new colors and more interesting for the tournament.



With the orientation towards the common development of the whole society, FIT always actively participates in meaningful social and sports activities, bringing much value to the community. In addition to sponsoring sports tournaments, FIT and group members always try their best to participate in other social activities such as free medical examination, charity delivery, talk show activities for young people, Understanding the responsibilities of businesses for society, the Board of Directors and all FIT will continue to participate and accompany more with charity programs and social activities, contributing to the improvement and improve the lives of Vietnamese people.

FIT and group members sponsored for the medical examination, giving medicine and gift charity program in Lam Dong

06

On 13th and 14th of April, FIT and group members have co-sponsored the program of medical examination and treatment, giving gifts to more than 700 ethnic people in Do K'No commune, Lac Duong district, Lam Dong province. The program is organized by the Group MT and Tu Hue Volunteer Medical Association.



Dung K'No has 95% of the Co Ho Cil ethnic group – commune III is the most difficult area of Lam Dong province. Currently, the commune has 200 poor households, take 44.47%, in the commune, mainly depend on agriculture, growing coffee, receiving contracts for forest care and protection, livestock and poultry raising. There is still a shortage of productive land, or it is not possible to switch from growing coffee to other crops for higher economic values such as vegetables, fruits and industrial tree. Although the percentage of poor households has improved, the level of income difference between poor and very poor is still high, and no accumulation makes access to medical facilities. Many villages are more than 10km away from the commune center, there is no concrete road, the rainy season is only a walk, there are small areas of village 4 far away, extremely difficult to travel, even though 100% of the people T has health insurance, but travel is a challenge and a burden for them.

Sympathize with the difficulties of ethnic people in Dong K'Noi commune and with the desire to contribute to social activities, FIT and group members such as: DCL, FIT Cosmetics and Khanh Hoa mineral water Vikoda has been participating in sponsoring medicine and necessities for the children of Đưng K'No.



Medical examination and treatment for poor people in remote provinces is one of practical social activities implemented by FIT and group members accompany with MT Group from the end of 2016 up to now. In each area, FIT and MT have arrived, people have extremely difficult and needy lives, have no access to health services, so the medical examination and treatment program has always been appreciated by FIT Board of Director with the purpose to contribute to improve health care conditions and improving living standards for poor people.



In addition to the medical examination and treatment activities, along with MT, FIT and group members are always actively participating in voluntary activities such as giving meals to patients at some hospitals in Hanoi, sponsoring community sports activities, ... In future, FIT and its subsidiaries will continue to make more journeys of share love, contributing to build community and for common development of society.

FIT Cosmetics participated Ho Chi Minh Public Health Festival 2019

07

From 06 – 07 April 2019, FIT Cosmetics participated in event “Ho Chi Minh City Public Health Festival 2019” at Youth Cultural House, District 1, Ho Chi Minh City.



With the success and the spread of the first Public Health Festival in 2018, this year, the festival is held for two days in relating to the World Health Day (April 7, 2019), attracting about 15,000 participants, mainly elderly, women and young people who almost living in Ho Chi Minh City, with 2 areas of specialized activities: Health care area for

elderly nutrition and health care area nutrition and beauty for mother and baby. Highlight activities of the festival: Health examination and counseling; measure and advise health indicators, nutrition, calcium, osteoporosis, blood sugar, blood pressure; beauty advice – beauty care; seminars on health – nutrition, folk games for children, nutrition training, giving poor gifts, displaying and introducing health products and services.

Being a member of Ho Chi Minh Public Health Festival 2019, FIT Cosmetics has consulted participants about knowledge of personal care as well as knowledge about family care, especially directing consumers to the use of safe product with good for health and environmental protection. These are the product lines that FIT Cosmetics is always aiming, with outstanding products such as Tero dishwashing liquid, Tero flusher and other product lines. By participating in the program, FIT Cosmetics not only affirms the quality of the company's products but also expresses the interest and awareness of businesses on consumers' health as well as the responsibility for development of society.



With the guideline from FIT Group, FIT Cosmetics and companies in the group always focus on participating in community activities to improve the health of Vietnamese consumers. Besides, the group also participate in implementation of meaningful charitable programs such as Free Medical Examination for poor people, giving charity meals to poor patients at some major hospitals in Hanoi and many other social programs. In future, FIT Group in general and FIT Cosmetics in particular will continue to make efforts to research and develop to bring quality and safe products to users' health as well as environmental friendly. At the same time, we continue to participate in charitable activities to fulfill the mission of connecting and taking care of Vietnamese health as the strategy that the group targeted.

Westfood handed over the second house to poor worker

08

After 08 months of handing over the first home to worker Nguyen Thi Ngoc Han in July 2018, in April 2019, Westfood has been able to hand over the second house to company poor worker.

As a company operating in exporting canned fruit industry with a large number of human resource are workers with high rate of homeless workers, Westfood Board of Directors is always thinking to find solution to help company workers improve their lives and especially have a stable and warm home.

Therefore, since 2017, Westfood cooperated with Labor Union of Ninh Kieu District to implement the “Labor Union” program to help company poor workers. Most of the subjects of the “Roof of the Union” program are those who do not have a home because of difficult family circumstances that are not eligible to build a house or house in bad circumstances but enable to repair.



With best efforts and get donations from company’s employees, in 2nd April 2019, Westfood handed over the second house to worker Vo Thanh Tam. Worker Vo Thanh Tam and his wife Nguyen Phuc Diem are working at Westfood. Both workers are active and word hard workers but the family situation is in difficult condition. There are two children who are still in school, whole family is living in rental house, while the wife is sick and having treatment regularly. With the new house handed over, Mr. Tam’s family will have a stable residence and will be motivation for the family to overcome the current difficulties.



As a member of FIT Group, Westfood always has been spread the share love attitude from FIT Group. Since its inception, FIT Group has implemented many charity programs such as: Free medical examination for poor people, free delivery of rice to poor patient, sharing career development conference for young generations, programs to improve public health. etc. In future, FIT Group in general and Westfood in particular will continue to implement many social programs, becoming pioneers in implementing social responsibility in Vietnam, being the pride of group staff, and giving contribution to improve Vietnamese life.

More than 800 poor patients continue to be given free meal at K Hospital, Acupuncture Institute and National Burn Institute

Following the series of charity activities since 2017, FIT and Hoa Chum Ngay group together giving free meals to over 800 poor patients at K Hospital, Acupuncture Institute and National Burn Institute.

K Institute and Central Acupuncture Institute are two of the largest hospitals in Vietnam, receiving and treating thousands of patients across all regions. Here, many poor patients have extremely difficult circumstances, face serious diseases and expensive treatment costs in hospitals, many families have to save as much as possible to cover hospital fees for their family members.

Sympathizing with the difficult circumstances of poor patients, FIT has always been with Hoa Chum Ngay bring the donations to patients and relatives. Even though the value of each meal is not big, but the affection and concern from the community will be a great value to encourage patients and families to overcome the difficulties of disease.



Since establishment, FIT staff has been imbued with the spirit of mutual affection every year, because Board of Directors has always given great priority to voluntary activities. With that long tradition so far, FIT has implemented and accompanied charitable activities across the country, diversified in the organizational methods: from free meal distribution activities to support patients, free medical examination and treatment activities, youth-oriented activities or sports activities to improve the health of community. And with the orientation for sustainable development, FIT will continue to implement many programs for the community, contributing to the development and growth of society.

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.

Person in charge: Nguyen Thi Huong Tra

Communication Department – F.I.T Group Joint Stock Company



5th Floor Times Tower – HACCC1 No 35 Le Van Luong, Thanh Xuan, Ha Noi



(84-4) : 7309.4688 (108)



tra.nth@fitgroup.com.vn



www.fitgroup.com.vn



www.facebook.com/fitgroup.com.vn