

**THAI NGUYEN INTERNATIONAL
HOSPITAL JOINT STOCK
COMPANY**

No. 90 /CV-TNH

Regarding: Explanation of differences in consolidated business results of the 4th quarter of 2023 and the whole year of 2023 compared to the same period of last year

SOCIALIST REPUBLIC OF VIET NAM
Independence - Freedom - Happiness

Thai Nguyen, ..January.., 20....., 2024

**To: - State Securities Commission of Vietnam
- Ho Chi Minh City Stock Exchange**

Pursuant to Circular No. 96/2020/TT-BTC dated November 16, 2020 of the Ministry of Finance on guidance on information disclosure on the stock market;

Based on the reality of Thai Nguyen International Hospital Joint Stock Company.

Thai Nguyen International Hospital Joint Stock Company (Stock code: TNH) explain the difference in the Consolidated Business Results of the 4th quarter of 2023 and the year of 2023 compared to the same period of last year as follows:

Consolidated business results of the 4th quarter of 2023 compared to the same period last year:

ARTICLES	4 th quarter of 2023	4 th quarter of 2022	Difference	
			Value	Rate
1. Sales from goods and services sold	116.170.631.207	125.233.157.613	(9.062.526.406)	-7%
3. Net sales from goods and services sold	116.170.631.207	125.233.157.613	(9.062.526.406)	-7%
4. Cost of goods sold	66.030.563.637	65.699.157.338	331.406.299	1%
5. Gross profit from goods and services sold	50.140.067.570	59.534.000.275	(9.393.932.705)	-16%
6. Revenue from financial activities	799.413.489	7.667.458	791.746.031	10326%
7. Expenses from financial activities	3.092.155.534	7.954.507.207	(4.862.351.673)	-61%
- In there: Loan interest expense	3.092.155.534	7.954.507.207	(4.862.351.673)	-61%
10. Administrative Cost	8.256.677.050	7.527.369.129	729.307.921	10%
11. Net profit from business activities	39.590.648.475	44.059.791.397	(4.469.142.922)	-10%
12. Other incomes	56.696.044	6.846.315	49.849.729	728%
13. Other expenses	812.974.236	284.395.973	528.578.263	186%
14. Other profits	(756.278.192)	(277.549.658)	(478.728.534)	172%
15. Earnings before taxes	38.834.370.283	43.782.241.739	(4.947.871.456)	-11%
16. Current corporate income tax expenses	2.903.912.239	1.675.333.901	1.228.578.338	73%
17. Deferred corporate income tax expenses	1.746.729.996	-	1.746.729.996	
18. Profit after corporate income tax	34.183.728.049	42.106.907.838	(7.923.179.789)	-19%
19. Profit after tax of the Parent Company	34.183.728.049	42.106.907.838	(7.923.179.789)	-19%
21. Basic earnings per share	490	624	(135)	-22%

Causes of fluctuation:

The 4th quarter of 2023 is the first quarter that the Company prepares a consolidated report, because the subsidiary, which is TNH Lang Son TNH Hospital Joint Stock Company, is in the process of investing in basic construction, so the business results do not have much impact on The Company's consolidated business results. Accordingly, the Company's profit after corporate income tax in the 4th quarter of 2023 decreased by 19% compared to the same period last year mainly due to the following reasons: Gross profit decreased by 16% due to revenue decreasing by 7% and cost of goods sold increasing by 1%. This is because at the end of the year, people's demand for medical examination and treatment decreased, leading to reduced revenue, while cost prices were less volatile; Financial revenue increased sharply but the value was small, loan interest dropped sharply by 61%. Administrative costs increased by 10%; Corporate income tax increased by 73% because the Company expired the corporate income tax exemption period at Yen Binh Thai Nguyen General Hospital branch and the corporate income tax incentive period at Thai Nguyen International Hospital branch expired.

In total, the Company's profit after corporate income tax decreased by 19%, basic earnings per share decreased by 22% because during the period, the Company completed increasing capital through stock dividends, issuing shares for existing shareholders and issuing ESOP shares resulted in an increase in the Company's outstanding shares and a decrease in basic earnings per share compared to the same period last year.

Consolidated business results in 2023 compared to the previous year:

Unit: VND

ARTICLES	2023	2022	Difference	
			Value	Rate
1. Sales from goods and services sold	531.948.900.461	463.163.294.995	68.785.605.466	15%
3. Net sales from goods and services sold	531.948.900.461	463.163.294.995	68.785.605.466	15%
4. Cost of goods sold	313.814.342.253	252.679.347.829	61.134.994.424	24%
5. Gross profit from goods and services sold	218.134.558.208	210.483.947.166	7.650.611.042	4%
6. Revenue from financial activities	1.866.926.703	23.959.439	1.842.967.264	7692%
7. Expenses from financial activities	26.492.142.966	37.406.471.559	(10.914.328.593)	-29%
- In there: Loan interest expense	26.492.142.966	37.406.471.559	(10.914.328.593)	-29%
10. Administrative Cost	33.449.293.167	27.388.020.286	6.061.272.881	22%
11. Net profit from business activities	160.060.048.778	145.713.414.760	14.346.634.018	10%
12. Other incomes	563.662.646	308.288.903	255.373.743	83%
13. Other expenses	1.258.730.297	969.850.973	288.879.324	30%
14. Other profits	(695.067.651)	(661.562.070)	(33.505.581)	5%
15. earnings before taxes	159.364.981.127	145.051.852.690	14.313.128.437	10%

16. Current corporate income tax expenses	12.691.583.138	4.476.150.489	8.215.432.649	184%
17. Deferred corporate income tax expenses	1.746.729.996	-	1.746.729.996	
18. Profit after corporate income tax	144.926.667.994	140.575.702.201	4.350.965.793	3%
19. Profit after tax of the Parent Company	144.926.667.994	140.575.702.201	4.350.965.793	3%
21. Basic earnings per share	2.076	2.085	(8)	0%

Causes of fluctuation:

The 4th quarter of 2023 is the first quarter that the Company prepares a consolidated report, because the subsidiary, which is TNH Lang Son Hospital Joint Stock Company, is in the process of investing in basic construction, so the business results will not have much impact on the consolidated business results of the Company. For the whole year 2023, the Company's revenue increased by 15%, cost of capital increased by 24%, so gross profit increased by 4%, financial revenue increased sharply but the value is low, interest expenses decreased sharply by 29%, Administrative costs increased by 22%. In conclusion, total accounting profit before tax increased by 10%, corporate income tax expenses increased sharply, leading to profit after corporate income tax increasing by 3%.

Although the Company faces many difficulties in 2023 such as a gloomy economic situation, rising inflation, and a shortage of medicine and medical supplies nationwide, the Company continues to maintain stable operations. Determining and developing the growth of two operating hospitals, Thai Nguyen International Hospital, and Yen Binh Thai Nguyen General Hospital, striving to improve service quality, deploy specialized techniques and new technical service. At the same time, ensure the construction progress of TNH Viet Yen Hospital, continue to invest in the projects of TNH Lang Son Hospital and TNH Hanoi Hospital.

Best regards,

Recipients:

- As above;
- Board of Directors, Board of General Directors (for reporting)
- Saved: Archives, QT.

**LEGAL REPRESENTATIVE
CHAIRMAN OF THE BOARD**



Hoang Tuyen