

**TNH HOSPITAL GROUP TNH JOINT  
STOCK COMPANY**

**SOCIALIST REPUBLIC OF VIETNAM  
Independence - Freedom - Happiness**

Number : 761 /CV-CTCP

Thai Nguyen , day 22. month 8. year 2024.

Regarding: Explanation of fluctuations  
in business results in the first 6 months of  
2024 on separate financial statements  
compared to the same period last year  
and data on financial statements after  
audit compared to self-made

**To: - State Securities Commission  
- 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 actual operations of TNH Hospital Group Joint Stock Company

TNH Hospital Group Joint Stock Company (Stock code: TNH) Explanation of fluctuations in Business results in the first 6 months of 2024 compared to the same period in 2023 on separate financial statements are as follows :

Unit of measurement: Million VND

No	Content	The first 6 months of 2024	The first 6 months of 2023	Difference	Proportion
1	Net revenue from sales and service provision	222,487	229,585	(7,098)	-3.09%
2	Cost of goods sold and services provided	141,784	127,450	14,334	11.25%
3	Gross profit on sales and service provision	80,703	102,135	(21,432)	-20.98%
4	Revenue from financial activities	39	86	(47)	-54.65%
5	Financial costs	7,500	18,863	(11,363)	-60.24%
	- In which: Loan interest expenses	7,500	18,863	(11,363)	-60.24%
6	Sales expenses	1,074	-	1,074	
7	Business management costs	13,353	15,619	(2,266)	-14.51%
8	Net profit from business activities	58,813	67,739	(8,926)	-13.18%
9	Other income	664	296	368	124.32%
10	Other costs	958	446	512	114.80%
11	Other losses	(294)	(149)	(145)	97.32%
12	Total accounting profit before tax	58,519	67,589	(9,070)	-13.42%
13	Current corporate income tax expenses	4,637	5,635	(998)	-17.71%
14	Profit after corporate income tax	53,882	61,955	(8,073)	-13.03%

**Cause of fluctuation:**

Profit after corporate income tax in the first 6 months of 2024 on the separate financial report decreased by 13.03% compared to the same period last year, mainly due to: Net revenue from sales and service provision of the Company decreased by 3.0%, 09% but cost of goods sold increased by 11.25%, leading to a decrease in gross profit of 20.98%. This is because during the period the Company focused most of its resources on completing the Viet Yen TNH Hospital project, especially attracting costs to recruit entry-level personnel for the Hospital to ensure high-quality human resources. In addition, from April 2024, the Company will make a series of adjustments to income levels based on job position and work performance for employees to ensure compliance with the state's base salary after restructuring. The country adjusted the base salary increase from July 1, 2024.

In addition, other costs such as financial costs decreased by 60.24%; Business management costs decreased by 14.51%. Corporate income tax expense decreased by 17.71% respectively. Selling expenses, financial revenue, income and other expenses have small absolute values. Overall, profit after corporate income tax decreased by 13.03%.

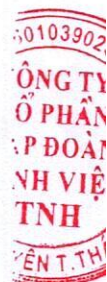
Although the post-pandemic economy is on the road to recovery, the combination of opportunities and challenges still greatly impacts customers' health care needs and use of medical services. However, with the direction of the Board of Directors, the Board of General Directors and all employees of the Company, we have made every effort to improve service quality and affirm the hospital's reputation and brand, so we generally evaluate the results. The Company's business remains stable.

***Explanation of balance sheet fluctuations after audit compared to self-made:***

*Unit: Million VND*

<b>Content</b>	<b>After audit</b>	<b>Independent</b>	<b>Difference</b>
Short-term assets	128,911	211,411	(82,500)
Long-term assets	2,097,324	2,015,008	82,316

The main reason for the fluctuation is that the Auditor and the Company have reclassified prepayments to sellers from short-term to long-term.



**Explanation of changes in cash flow statements after audit compared to self-made:**

Unit: Million VND

Content	After audit	Self-made	Difference
Net cash flow from operating activities	(76,150)	38,202	(114,352)
Net cash flow from investing activities	(246,875)	(361,227)	114,352

The main reason for the fluctuation is that the Auditor and the Company have reclassified the expenditure on purchasing fixed assets and other long-term assets and increasing or decreasing receivables and increasing or decreasing payables.

Best regards.

**Receiving place :**

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

**LEGAL REPRESENTATIVE  
CHAIRMAN OF THE BOARD**



Hoang Tuyen

