

**THAI NGUYEN INTERNATIONAL  
HOSPITAL JOINT STOCK  
COMPANY**

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

No.1634/CV-CTCP

Thai Nguyen, October 20, 2023

Regarding: *Explanation of differences in  
business results in the third quarter of  
2023 compared to the same period last  
year*

**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) Explanation of difference in business results for the third quarter of 2023 compared to the same period last year as follows:

**Business results in the third quarter of 2023 compared to the same period last year:**

**Unit: VNĐ**

ARTICLE	3 <sup>rd</sup> quarter of 2023	3 <sup>rd</sup> quarter of 2022	Difference	
			Value	Rate
1. Sales from goods and services sold	186.193.360.855	130.526.109.754	55.667.251.101	43%
<b>3. Net sales from goods and services sold</b>	<b>186.193.360.855</b>	<b>130.526.109.754</b>	<b>55.667.251.101</b>	<b>43%</b>
4. Cost of goods sold	120.333.524.635	68.969.360.800	51.364.163.835	74%
<b>5. Gross profit from goods and services sold</b>	<b>65.859.836.220</b>	<b>61.556.748.954</b>	<b>4.303.087.266</b>	<b>7%</b>
6. Revenue from financial activities	981.623.533	5.640.844	975.982.689	17302%
7. Expenses from financial activities	4.536.625.284	8.764.940.944	(4.228.315.660)	-48%
- In there: Loan interest expense	4.536.625.284	8.764.940.944	(4.228.315.660)	-48%
9. Administration expenses	9.574.112.198	7.022.027.626	2.552.084.572	36%
<b>10. Net profit from business activities</b>	<b>52.730.722.271</b>	<b>45.775.421.228</b>	<b>6.955.301.043</b>	<b>15%</b>
11. Other incomes	210.660.020	266.442.588	(55.782.568)	-21%
12. Other expenses	-	616.209.000	(616.209.000)	-100%
<b>13. Other profits</b>	<b>210.660.020</b>	<b>(349.766.412)</b>	<b>560.426.432</b>	<b>-160%</b>
<b>14. Profit before tax</b>	<b>52.941.382.291</b>	<b>45.425.654.816</b>	<b>7.515.727.475</b>	<b>17%</b>
15. Current income tax expense	4.153.097.933	1.250.296.232	2.902.801.701	232%
<b>17. Profit after income tax</b>	<b>48.788.284.358</b>	<b>44.175.358.584</b>	<b>4.612.925.774</b>	<b>10%</b>
<b>18. Primary earning per share</b>	<b>509</b>	<b>655</b>	<b>(146)</b>	<b>-22%</b>

**Cause of fluctuation:**

The Company's profit after corporate income tax in the third quarter of 2023 increased by 10% over the same period last year mainly due to: gross profit increased by 7% due to revenue increasing by 43% and cost of goods increased by 74%. During the period, the company

transferred land use rights in Lang Son to TNH Lang Son Joint Stock Company to implement the TNH Lang Son hospital construction project. In addition, revenue from medical examination and treatment activities increased and the corresponding cost of capital decreased, leading to an increase in gross profit of 7%. Interest expenses decreased by 48% because the Company has settled a number of loans. Corporate management costs increased by 36% because in the 3<sup>rd</sup> quarter of 2023, the Company entered stable operations, so management costs increased. Corporate income tax increased because the Company's corporate income tax exemption period at Yen Binh Branch ended and the impact of previous years' corporate income tax adjustments this year resulted in the Company's profit after corporate income tax increasing by 10%. Basic earnings per share decreased by 22% because during the period, the Company completed increasing capital through stock dividends, issuing shares to existing shareholders and issuing Esop shares, leading to the number of shares The Company's circulation increased and basic earnings per share decreased compared to the same period last year. The Hospital's production and business activities have stabilized and grown, so revenue and costs increased compared to the same period last year, however, the revenue growth rate was higher than the cost growth rate, leading to the profit after corporate income tax continues to grow.

Best regards,

**Recipients:**

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

**LEGAL REPRESENTATIVE  
CHAIRMAN OF THE BOARD**

