



BOUTIQUE NEWCITY
PUBLIC COMPANY LIMITED

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NO. BTNC BM 11/2564

13th August 2021

Subject: Management Discussion and Analysis for the three months period ended 30th June 2021
To: Director and Manager of the Stock Exchange of Thailand,
Reference: Financial Statements for three months period ended 30th June 2021 of Boutique Newcity Public Company Limited.

The Board of Directors of Boutique Newcity Public Company Limited has approved the Financial Statements for the three months period ended 30th June 2021, of which was verified by certified public accountant. The Company has net loss in the amount of 5.59 million baht, the same period of last year the Company has net profit 6.34 million baht, or net loss increase 188.09%. The operating result of the loss has increased caused by situation of the epidemic of the Corona Virus 2019 (Covid-19) that has come back severely in a new round which affects the consumer's lack of confidence in shopping in the shopping mall while the company still have to pay the rent of the shop. Since the Government has not announced the closure of places like 2020. Sales of fashion products have been reduced. At the same time, the company has modified the uniform service and increasing the sale of medical equipment products in the second quarter.

1. Total revenue of the company is amounted to 100.34 million baht, increased from the same period of last year by 3.61 million baht or 3.73%. The company had revenue from sale of goods of 37.00 million baht which was decreased by 22.66 million baht or (37.98%). The revenue from uniform services was increased by 27.11 million baht or 81.66% and the company had other income of 3.02 million baht which was decreased by 0.84 million baht or (21.91%).
2. The Company reported Selling, Administrative, and other expenses of 46.47 million baht, increased from the same period of last year by 8.99 million baht or 24.01%. Selling expenses increased by 7.34 million baht because the same period of last year, the company was exempted the rent from the landlord from late April to May according to the Government's temporary closure announcement. The administrative expenses decreased by 1.18 million baht and the financial costs increased by 2.84 million baht.

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3. The Company's gross profit for the 2nd Quarter amounted to 36.59 million baht or 37.60% of sales, whereas the gross profit margin of the same period last year was 45.16% of sales. The gross margin was lower than the same period of last year because the proportion of revenue from uniform services was greater than revenue from sales of goods. Gross profit declined from the same period to 12.76%.
4. Net loss for the period ended 30th June 2021, amounted to 5.59 million baht, the same period of last year the company has profit amounted to 6.34 million baht, the loss is increased from the same period of last year by 11.93 million baht or 188.09%.

Thank you for your kind consideration and please disseminate this information to shareholders and investors accordingly.

Sincerely Yours,

(Mrs. Pravara Ekaraphanich)
Managing Director