



BOUTIQUE NEWCITY  
PUBLIC COMPANY LIMITED

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NO. BTNC BM 14/2564

November 12, 2021

Subject: Management Discussion and Analysis for the three months period ended 30th September 2021  
To: Director and Manager of the Stock Exchange of Thailand,  
Reference: Financial Statements for three months period ended 30th September 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 30<sup>th</sup> September 2021, which was verified by a certified public accountant. The Company has a net loss in the amount of 0.40 million baht, In the same period of last year, the Company has a net loss of 17.05 million baht or net loss decreased 97.68%. The operating result of the loss has decreased caused by the sale and service revenue increase from the same period of last year. The sale and service revenue of the medical equipment products for Covid-19 protection increase. From 12<sup>th</sup> July till 31<sup>st</sup> August 2021, the government has announced the closure of places, the result of the revenue from the fashion products sale and sales expenses decreasing. However, the company continues to focus more on online sales.

1. Total revenue of the company is amounted to 159.46 million baht, increased from the same period of last year by 65.81 million baht or 41.27%. The company had revenue from sale of goods of 29.13 million baht which was decreased by 46.17 million baht or (61.31%). The revenue from corporate sale (uniform services and medical equipment) was increased by 112.27 million baht or 726.79% and the company had other income of 2.61 million baht which was decreased by 0.28 million baht or (9.80%).

2. The Company reported Selling, Administrative, and other expenses of 33.46 million baht, decreased from the same period of last year by 29.48 million baht or (46.84%). Selling expenses decreased by 27.14 million baht because the company was received the discount and exempted the rent from the landlord according to the Government's temporary closure announcement, and management of the new employee's operational structure. The administrative expenses decreased by 1.86 million baht and the financial costs decreased by 0.48 million baht.

3. The Company's gross profit for the 3rd Quarter amounted to 30.74 million baht or 19.60% of sales, whereas the gross profit margin of the same period last year was 49.13% of sales. The gross margin was lower than the same period of last year because the proportion of revenue from corporate sales (uniform services and medical equipment) was greater than revenue from sales of goods. Gross profit declined from the same period of last year by 31.06%.
4. Net loss for the period ended 30th September 2021, amounted to 0.40 million baht, the same period of last year the company has loss amounted to 17.05 million baht, the loss is decreased from the same period of last year by 16.65 million baht or 97.68%.

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

Sincerely Yours,

(Mrs. Pravara Ekaraphanich)

Managing Director