



BOUTIQUE NEWCITY
PUBLIC COMPANY LIMITED
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NO. BTNC BM 08/2565

10th August 2022

Subject: Management Discussion and Analysis for the three months period ended 30th June 2022
To: Director and Manager of the Stock Exchange of Thailand,
Reference: Financial Statements for three months period ended 30th June 2022 of Boutique Newcity Public Company Limited.

The Board of Directors of Boutique Newcity Public Company Limited has approved the Financial Statements for the annual period ended 30th June 2022 which was verified by certified public accountant. The Company has a net profit in the amount of 5.85 million baht, the same period of last year the Company has net loss 5.88 million baht, or net profit increase 199.5%. In the year, the company has managed inventories to be the most efficient. Coupled with the easing of the Covid situation, customers have returned to their normal lives and came back to buy clothes after not buying for a long time. At the same time, the corporate customers gradually returned to order uniforms for employees to prepare for the opening of the country in the next quarter. The result has impact on the company's operation as follows:

1. Total revenue of the company is amounted to 70.50 million baht, decreased from the same period last year by 29.83 million baht or 29.7% (The revenue from sale and services of 52.5 million baht which was decreased by 44.8 million baht or decreased by 46.0%. The revenue from retails increases by 7.36 million baht or increased by 20%, while the corporate sales revenue from decreased by 52.16 million baht or decreased by 86% due to the same period of previous year, there were sales of medical equipment and sales of large corporate uniforms. The company had a profit from selling investments of 15.32 million baht and other income of the company decreased from the same period of last year by 0.35 million baht or decreased by 11.5%
2. The Company reported Selling, Administrative, and other expenses of 37.61 million baht, decreased from the same period of last year by 8.85 million baht or decreased by 19.1%, the selling expenses decreased by 8.41 million baht, due to the reducing the number of inefficient selling point and increasing the selling points that there is low cost, increase sales staff efficiency and manage sales to be profitable. Administrative expenses decreased by 0.09 million baht and financial cost decreased by 0.35 million baht due to loan repayment.
3. Gross profit for the period of the Company amounted to 29.39 million baht or 56.0% of sale revenues (gross profit of the same period of last year 37.6%), it was increased from the same period of last year. Due to the management for brand retails and the revenue from retails more than the corporate sales (Uniform services and medical equipment).

4. Net Profit for the period ended 30th June 2022, amounted to 5.85 million baht, same period of last year the company has loss amounted to 5.88 million baht, the profit is increased from the same the previous year by 11.72 million baht or 199.5%.
5. The company has a comprehensive loss from investment in equity securities that are determined to be measured at fair value through other comprehensive income for the year – net of income tax amount of 0.29 million baht, the previous year had a profit of 0.29 million baht.
6. The total comprehensive income for the period ended 30th June 2022 amounted to 5.56 million baht, the same period of last year was a loss of 5.59 million baht.

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

Sincerely Yours,

Pravara Ekaraphanich
Managing Director