



BOUTIQUE NEWCITY
PUBLIC COMPANY LIMITED

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NO. BTNC BM 09/2565

11th November 2022

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

The Board of Directors of Boutique Newcity Public Company Limited has approved the Financial Statements for the three-month period of the third quarter ended 30th September 2022 which was reviewed by certified public accountant. The Company has a net profit in the amount of 11.07 million baht, the same period of last year the Company has net loss 0.16 million baht, or net profit increase 11.22 million baht. As the overall situation began to return to normal causing customers to come back to spend more in the shopping mall. While the company maintaining the policy of managing inventories to be the most efficient to maintain the gross margin. The result has impact on the company's operation as follows:

1. Total revenue of the company is amounted to 86.65 million baht, decreased from the same period last year by 72.81 million baht or 45.7%. (The revenue from sale and services of 85.96 million baht which was decreased by 70.89 million baht or decreased by 45.2%. The revenue from retails increases by 22.53 million baht (+291.5%), Online sales decrease 9.78 million baht (-47.5%), due to the unfolding situation of Covid-19. While the same period of last year the company sold the medical equipment to organization, resulting in a decrease in service revenue by 85.02 million baht (-66.6%). The other income of the company decreased from the same period of last year by 1.92 million baht (-73.6%).
2. The Company reported Selling, Administrative, and other expenses of 31.00 million baht, decreased from the same period of last year by 2.46 million baht or decreased by 7.3%, due to reducing the unprofitable point of sales, including place management and increase the employees' efficiency.
3. Gross profit for the period of the Company amounted to 41.49 million baht or 48.3% of sale revenues (gross profit of the same period of last year 35.8%), it was increased from the same period of last year. Due to the management for brand retails and this period the service revenue is mainly from the sale of corporate uniforms, which has sale ratio like brand retail. While the same period of last year, the proportion of service revenue was higher than brand retail, most of sales was medical equipment.
4. Net Profit for the period ended 30th September 2022, amounted to 11.07 million-baht, same period of last year the company has loss amounted to 0.16 million baht, the profit is increased from the previous year by 11.22 million baht.

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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 0.10 million baht, the previous year had a loss of 0.40 million baht.
6. The total comprehensive income for the period ended 30th September 2022 amounted to 10.97 million baht, the same period of last year was a loss of 0.40 million baht.

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

Sincerely Yours,

Pravara Ekaraphanich
Managing Director