

Our Ref: BSM 003 /2017

February 23th, 2017

Subject: Clarification of the Operation result for the year 2016 ended December 31, 2016

Attention: The President and Manager
The Stock Exchange of Thailand

BuilderSmart Public Company Limited (BSM) would like to clarify the performance of the company and its subsidiaries for the year 2016 ended December 31, 2016 as follows:

- 1) The revenues of company and its subsidiaries were 521.15 million baht, decreased by 36.56 million baht or lowered by 6.56 percent compared to the previous year. The reasons behind the decreasing in its total revenues came from the economic slowdown that affected to the declined of sales volume of the company and its subsidiaries.
- 2) The total gross profit of company and its subsidiaries were 138.5 million baht or equivalent to the gross profit margin of 26.58 percent. This gross profit margin decreased comparing with last year at 27.18% due to high price competition in local market
- 3) The company and its subsidiaries had the net loss attributable to Equity holders of the Company equal to 10.63 million baht or equivalent to the net loss margin of 2.04 percent. For the previous year, the company and its subsidiaries had net profit equal to 14.62 million baht or counting as 2.62 percent. The net loss in 2016 caused by
 - D&W Asia (Subsidiary Company) : Revenue decreased by 15.07 million baht or lowered by 14.5% and its operation result is net loss.
 - The raised of selling & administrative expenses and also financial cost due to the Senior Living Project is on construction process, the operation is under Sansara Development Ltd. had not been commercially operated.

Please be informed accordingly

Yours faithfully,



Sunchai Nuengsit

Chief Executive Officer

BuilderSmart Public Company Limited

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