

**BuilderSmart Public Company Limited**

บริษัท บิวเดอสมาร์ท จำกัด (มหาชน)



Our Ref: BSM 006/2018

February 21<sup>st</sup>, 2018

Subject: Management Discussion and Analysis of Operation Results for the year 2017 ended December 31, 2017

Attention: The President  
The Stock Exchange of Thailand

BuilderSmart Public Company Limited ("the Company") would like to clarify the performance of the Company and its subsidiaries for the year 2017 ended December 31, 2017 as follows:

1. Performance for the year 2017, the Company and its subsidiaries has total revenues of 562.70 million baht which increased by 41.55 million baht or 7.97 percent compared to the previous year. As the company has increased in a sale volume of high margin products (aluminum products). As a result, the Company's Gross Profit Margin increased from 26.58 percent to 29.84 percent in 2017.
2. Selling expenses for the year 2017 increased by 7.51 million baht or increased from 57.98 million baht in the year 2016 to 65.49 million baht in the year 2017, resulting from increasing in sale commission
3. The company has more efficient financial management. The finance cost decreased from 5.21 million baht to 1.58 million baht.
4. The Company and its subsidiaries has a net profit of 35.54 million baht or 5.92 percent.

Please be informed accordingly,

Yours faithfully,

Sunchai Nuengsit

Chief Executive Officer

**BuilderSmart Public Company Limited**

905/7 Rama III Soi 51, Rama III Rd., Bangpongpan, Yannawa, Bangkok 10120  
Tel : +66 (0) 2683-4900; Fax: +66 (0) 2683-4949; E-mail: [info@buildersmart.com](mailto:info@buildersmart.com)  
[www.buildersmart.com](http://www.buildersmart.com) ; [www.alloy-asia.com](http://www.alloy-asia.com)