

Our Ref: BSM 006 /2017

May 15<sup>th</sup>, 2017

Subject: Clarification of the Operation result for the 1<sup>st</sup> Quarter, ending March 31, 2017

Attention: The President

The Stock Exchange of Thailand

BuilderSmart Public Company Limited (BSM) would like to clarify the performance of the Company and its subsidiaries for the 1<sup>st</sup> Quarter, ending March 31, 2017 as follows:

1. The revenue of the Company and its subsidiaries was 123.84 million baht, decreased by 8.36 million baht or decreasing 6.32 percent compared to the previous year. There was the decreasing in sales volume of 2 products consist of BSM Wall & Ceiling Systems and High Performance Doors & Windows. However, the Company can increase sales volume of high margin product which is Aluminium for Interiors. All of these caused the gross profit margin of the Company equivalents to 28.23 percent, similar to the previous year that held on gross profit margin of 28.26 percent.
2. Since the personnel management has been change to match business size and more productive and also the reduction of related expenses, the Company and its subsidiaries had selling and administrative expenses equal to 30.97 million baht, decreased by 2.95 million baht or decreasing 8.69 percent compared to the previous year.
3. Since the improvement of expenses management, increasing in revenue from technical services and the efficiency in account receivables management, the Company and its subsidiaries had the net profit attributable to Equity holders of the Company equal to 7.14 million baht or equivalent to the net profit margin of 5.55 percent. For the previous year, the Company and its subsidiaries had net profit equal to 2.38 million baht or counting the net profit margin as 1.78 percent.

Please be informed accordingly,

Yours faithfully,

Sunchai Nuengsit  
Chief Executive Officer