

Our Ref: BSM 007/2016

13 May 2016

Subject: Explanation of the Operating Results for Quarter 1 /2016

Attention: The President and Manager of the Stock Exchange of Thailand

Dear Sir,

BuilderSmart Public Company Limited (BSM) reported the operating results for Quarter 1 /2016 compared with last year same quarter as follows:

-Total revenue from Sale & Service of the company was reduced by 2 million Baht (consolidated) and 6.7 million Baht (company only) mainly resulted from delay in development projects in Thailand and abroad. Currently, the sale portion of local and export as the same with previous year i.e. 80: 20

-Gross Profit Margin was 28.39% and 28.26% in year 2015 and 2016 respectively, it was in line with Gross Profit Margin average 3 year i.e. in the range of 27-28%.

-Selling & Admin Expense increased mainly due to hire new executive management and develop the existing staff to support Company's business growth.

From the reasons above effected to Company's net profit reduced from 6.8 million Baht to 2.3 million Baht in year 2016, the net profit margin was 5.06% and 1.78% respectively.



Please be informed accordingly

Yours faithfully,

Suresh Subramaniam

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)