

Our Ref: BSM 016 /2016

August 9<sup>th</sup> , 2016

Subject: Explanation of the Operating Results for the 2<sup>nd</sup> Quarter, ending 30 June 2016

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

Dear Sir,

BuilderSmart Public Company Limited (BSM) reported the 2<sup>nd</sup> Quarter results for the period ending June, 2016 as follows:

Quarter 2/2016 , Total sale of 130.69 MB was nearly same amount of last year sale 130.65 MB due to increase in export sale by 7 MB and decrease in local sale in Gypsum product by 7 MB. It effected to local and export sale portion change from 79.5 : 20.5 to 74 : 26

	Q2 /16		Q2 /15	
	MB	%	MB	%
Local sale	96.69	74.0%	103.85	79.5%
Export sale	34.00	26.0%	26.80	20.5%
Total sale	130.69	100.0%	130.65	100.0%

Gross Profit Margin was increased from 25.8% to 26.6% due to focus on sale for high product margin.

Selling & Admin Expense in 2Q 2016 (for company only) was decreasing from 29.86 MB to 24.38 MB because of transferring staff from BSM to subsidiary company for better work allocation. However, Selling & Admin Expense (for consolidated) was increased by 1.44 MB mainly resulted from expense of setting up new subsidiary company (Sansara Development Ltd) and its marketing cost. Therefore, it will effect to increase more net loss from 1.10 MB to 1.40 MB

Please be informed accordingly

Yours faithfully,

Suresh Subramaniam  
Chief Executive Officer