

Our Ref: IRF-04/2015-E

November 12th, 2015

Subject: Explanation of the Operating Results for the 3<sup>rd</sup> Quarter, ending 30 Sep 2015

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

Dear Sir,

BuilderSmart Public Company Limited (BSM) reported the 3<sup>rd</sup> Quarter results for the period ending September, 2015 as follows:

**Total revenue from Sale & Service**

Total revenue from Sale & Service of the company grow up 16.76% QoQ and 17.58% YoY mainly due to 1. Increasing in sale of wall system product for local customer  
2. Our subsidiary company namely D&W (Asia) Co.,Ltd increased export sale

**Detail of revenue from Sale and Service as followed**

3 month	Q3 2015	Q2 2015	QoQ	%	Q3 2014	YoY	%
Revenue from sale and service	152.55	130.65	21.90	16.76%	134.97	17.58	13%
9 month	2015	2014	YoY	%			
Revenue from sale and service	417.383	375.103	42.28	11.27%			

**Gross profit margin and net profit margin**

The table is shown the proportion of gross profit and net profit to total revenue for Q3, 2015

Unit : Million Baht

Income Statements	3 month						9 month					
	2015		2014		YoY		2015		2014		YoY	
	amount	%	amount	%	amount	%	amount	%	amount	%	amount	%
Total revenue from Sale & Services	152.55	100.00%	134.98	100.00%	17.57	13.02%	417.38	100.00%	375.103	100.00%	42.28	11.27%
Cost of Sales & Services	(112.65)	-73.84%	(102.07)	66.67%	(10.57)	10.36%	(305.74)	-73.25%	-271.21	-72.30%	(34.53)	12.73%
<b>Gross Profit</b>	<b>39.90</b>	<b>26.16%</b>	<b>32.90</b>	<b>33.33%</b>	<b>7.00</b>	<b>21.27%</b>	<b>111.65</b>	<b>26.75%</b>	<b>103.893</b>	<b>27.70%</b>	<b>7.75</b>	<b>7.46%</b>
Other Revenue & Bad debt return	1.47	0.96%	1.14	0.58%	0.33	28.80%	4.23	1.01%	3.031	0.81%	1.19	39.39%
Selling & Admin Expenses	(24.31)	-15.93%	(21.46)	19.50%	(2.85)	13.26%	(74.19)	-17.78%	-66.04	-17.61%	(8.15)	12.35%
Management Benefit expense	(8.01)	-5.25%	(4.36)	4.34%	(3.65)	83.70%	(22.22)	-5.32%	-14.181	-3.78%	(8.04)	56.67%
Financial Cost	(1.05)	-0.69%	(1.04)	1.05%	(0.01)	0.67%	(3.08)	-0.74%	-3.122	-0.83%	0.04	-1.44%
<b>Profit &amp; Loss Before Tax</b>	<b>8.00</b>	<b>5.24%</b>	<b>7.18</b>	<b>9.02%</b>	<b>0.82</b>	<b>11.45%</b>	<b>16.38</b>	<b>3.92%</b>	<b>23.581</b>	<b>6.29%</b>	<b>(7.20)</b>	<b>-30.53%</b>
Income Tax	(0.95)	-0.62%	(1.34)	1.72%	0.39	-29.08%	(3.65)	-0.87%	-5.106	-1.36%	1.46	-28.61%
<b>Net Profit &amp; Loss</b>	<b>7.05</b>	<b>4.62%</b>	<b>5.84</b>	<b>7.30%</b>	<b>1.21</b>	<b>20.76%</b>	<b>12.74</b>	<b>3.05%</b>	<b>18.475</b>	<b>4.93%</b>	<b>(5.74)</b>	<b>-31.06%</b>

### The Gross Profit Margin

Gross Profit Margin was decrease from 33.33% to 26.16% for YOY 3 month period and from 27.7% to 26.75% YOY for 9 months period due to export sale margin higher than local sale margin.

### Selling & Admin Expenses

Selling & Admin Expense in Q3 2015 was Baht 24.31 Million increasing by Baht 2.85 million YoY mainly due to hire new staff and pay for consulting fee for future investment project and sale commission regarding sale increasing.

### Management Benefit expense

The increase of management benefit expense by Baht 3.65 million YoY mainly due to BSM paid bonus to directors and management based on achieve target last year.

#### 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  
[www.buildersmart.com](http://www.buildersmart.com) ; [www.alloy-asia.com](http://www.alloy-asia.com)



## **Net Profit & Loss**

The result from sale increase, BSM has net profit of Baht 7.05 Million for 3 month performance and Baht 12.74 million for 9 month period.

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)