

Our Ref: BSM 017 /2016

November 9th , 2016

Subject: Explanation of the Operating Results for the 3rd Quarter, ending 30 September 2016

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

Dear Sir,

BuilderSmart Public Company Limited (BSM) reported the 3rd Quarter results for the period ending 30 September, 2016 as follows:

- 1) For the 3rd quarter of 2016, the revenues of company and its subsidiaries were 129.61 million baht, decreased by 22.94 million baht or lowered by 15.00 percent compared to the same period of previous year. The reasons behind the decreasing in its total revenues came from the economic slowdown that affected to the declined of sales volume of the company and its subsidiaries.
- 2) For the 3rd quarter of 2016, the total gross profit of company and its subsidiaries were 32.66 million baht or equivalent to the gross profit margin of 25.20 percent. This gross profit margin of the 3rd of 2016 was similar to the gross profit margin of 2015.
- 3) For the 3rd quarter of 2016, the company and its subsidiaries had the net loss attributable to Equity holders of the Company equal to 3.17 million baht or equivalent to the net loss margin of 2.40 percent. For the same period of previous year, the company and its subsidiaries had net profit equal to 7.05 million baht or counting as 4.60 percent. The net loss in the 3rd quarter of 2016 caused by the decreasing of gross profit margin per discuss above and the raised of selling and administrative expenses. In this quarter, the Senior Living Project that operated under Sansara Development Ltd. had not been commercially operated.

Please be informed accordingly

Yours faithfully,

Sunchai Nuengsit

Chief Executive Officer