

Our Ref: BSM 019/2018

November 9<sup>th</sup>, 2018

Subject: Clarification of the Operation result for the 3<sup>rd</sup> Quarter, ending September 30<sup>th</sup>, 2018

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 3<sup>rd</sup> Quarter, ending September 30<sup>th</sup>, 2018 as follows:

1. Total Sales of the Company and its subsidiaries for Q3 2018 was 167.70 MB, increased by 22 MB or 15.10% compared to the previous year, total revenue of 145.70 MB. The increasing in sale revenues resulted from growth in sale volumes of Hospital and healthcare customers sector, which is a high growth sector.  
Total revenue for 9 months period was 478.82 MB, which consists of Sales 437.11 MB, increased by 33.33 MB or equivalent to 8.25% compared to the previous year which equals to 403.78 MB and other income 41.71 MB, increased 12.96 MB from the previous year, 28.75 MB. The total 9-month revenue in 2018, increased 46.29 MB, which is 10.7% from the same period in 2017, 432.53 MB.
2. The selling & administrative expenses were 44.10 MB or equivalent to 26.30% of total sales. The selling & administrative expenses were increased by 4.28 MB or 1.03% compared to the same period of previous year. This increase expense resulted from grand opening new project "The Teak Sathorn"
3. The Company and its subsidiaries had the net profit attributable to Equity holders of the Company equal to 7.12 MB or equivalent to the net profit margin of 4.24%. The net profit had been increased by 5.10 MB or equivalent to the net profit margin of 252.28% comparing to the 3rd quarter of the previous year. For the previous year, the Company and its subsidiaries had net profit equal to 2.02 MB or counting the net profit margin as 1.39%.  
For the 9 months period, the Company and its subsidiaries had net profit attributable to Equity holders of the Company equal to 36.90 MB or equivalent to the net profit margin of 8.44%, increased by 0.95 MB or equivalent to the net profit margin of 2.65% compared to the previous year which equals to 35.95 MB, which was 8.90% margin.

Please be informed accordingly,

Yours faithfully,

Sunchai Nuengsit  
Chief Executive Officer