

Our Ref: BSM 009/2019

November 13, 2019

Subject: Clarification of the Operation result for the 3<sup>rd</sup> Quarter, ending September 30<sup>th</sup>, 2019

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>, 2019 as follows:

1. Total Sales of the Company and its subsidiaries for Q3 2019 was 310.44 MB, increased by 142.74 MB or 85.12% compared to the previous year, which total revenue was 167.7 MB. The main revenue still came from construction material business where the increasing in sale revenues resulted from units transferred and income recognition of the Condominium project of "The Teak Sukhumvit 39" from Teak Development Co., Ltd (subsidiaries)
2. The selling & administrative expenses were 54.69 MB or equivalent to 17.62% of total sales, increased by 10.59 MB compared to the same period of previous year. This increasing is from selling expenses, resulted from units transferred expenses.
3. The Company and its subsidiaries had the net profit attributable to Equity holders of the Company equal to 23.02 MB or equivalent to the net profit margin of 7.42%. The net profit had been increased by 15.90 MB or equivalent to the net profit margin of 223.33% comparing to the 3<sup>rd</sup> quarter of the previous year. For the previous year, the Company and its subsidiaries had net profit equal to 7.12 MB or counting the net profit margin as 4.24%.

Please be informed accordingly,

Yours faithfully,

Sunchai Nuengsit  
Chief Executive Officer