

Our Ref: BSM 001/2020

February 24TH , 2020

Subject: Management Discussion and Analysis of Operation Results for the year 2019 ended December 31, 2019

Attention: The President

The Stock Exchange of Thailand

BuilderSmart Public Company Limited ("the Company") would like to clarify the performance of the Company and its subsidiaries for the year 2019 ended December 31, 2019 as follows:

1. Performance for the year 2019, the Company and its subsidiaries had total revenues of 854.04 million baht which increased by 259.85 million baht or 43.7 percent compared to the previous year. The increasing in revenue was major resulted from revenue recognition of Real Estate business which was counted as 32.65% of total revenues.
2. As the company and its subsidiaries had started recognized revenue in the year 2019, cost of sales, which included cost of construction, is higher rate than the cost of sales of construction materials business. Therefore, the Company's Gross Profit Margin for overall had been decreased from 31.35 percent to 26.40 percent in 2019.
3. The selling & administrative expenses of the year 2019 were 198.51 million baht or equivalent to 23.24% of total revenues, which increased by 28.03 million baht or 16.44% compared to previous year, amounted 170.48 million baht. The increasing of selling & administrative expenses was mainly from the selling and transferring expenses from Real Estate business
4. The Company and its subsidiaries have a net profit attributed to Equity holders of the Company equal to 24.93 million baht, or 2.93 percent of total revenue which decreased by 35.39 million baht compared to the previous year, which the net profit attributable to equity holders of the company equal to 60.32 million baht or 10.2 percent of total revenue

Please be informed accordingly,

Yours faithfully,

Sunchai Nuengsit

Chief Executive Officer