



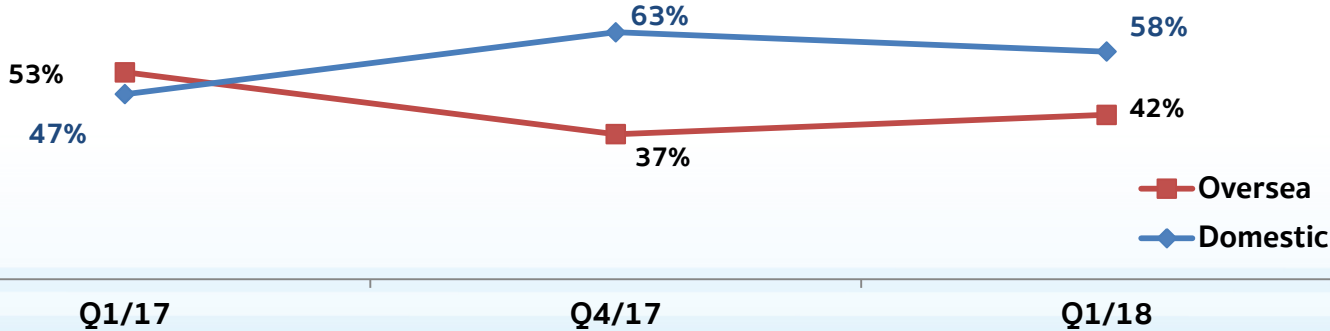
ASIASOFT

BLAZING NEW TRIALS

Financial Highlight

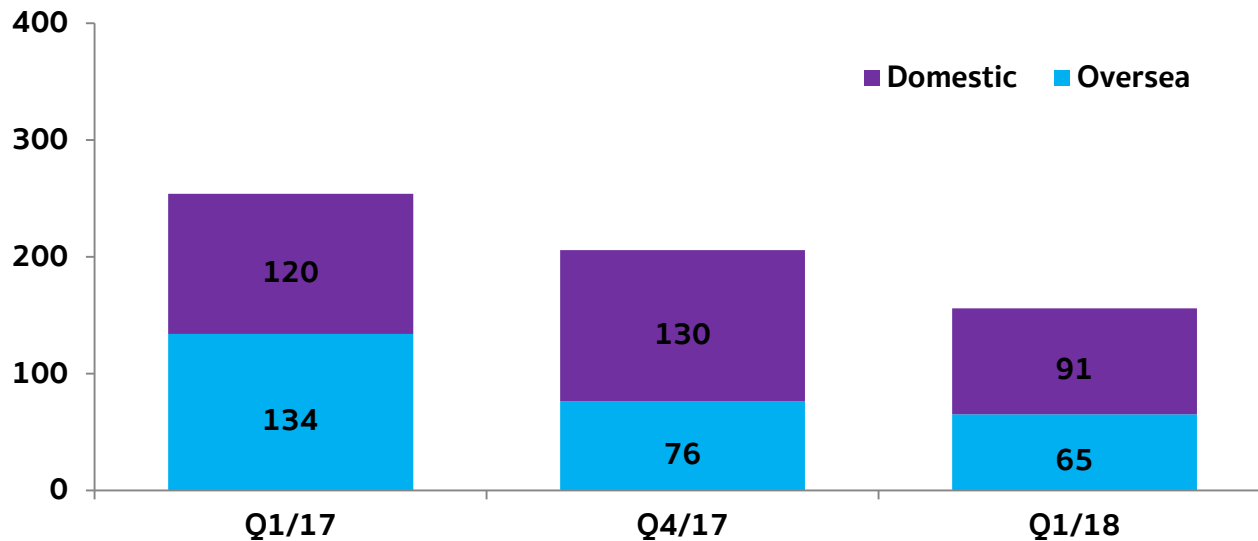
Q1 - 2018

Revenue Structure



Revenue by Market

Unit : Million THB



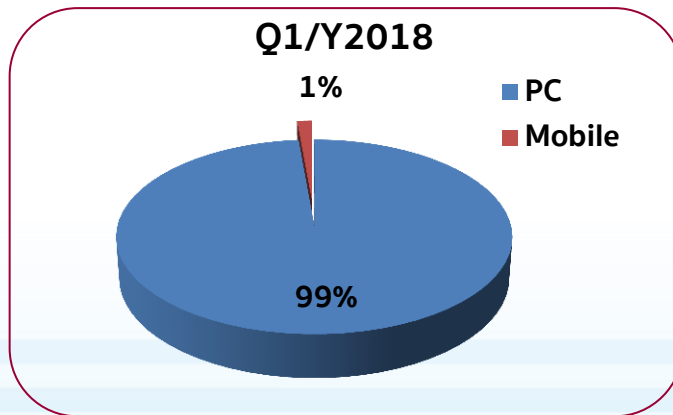
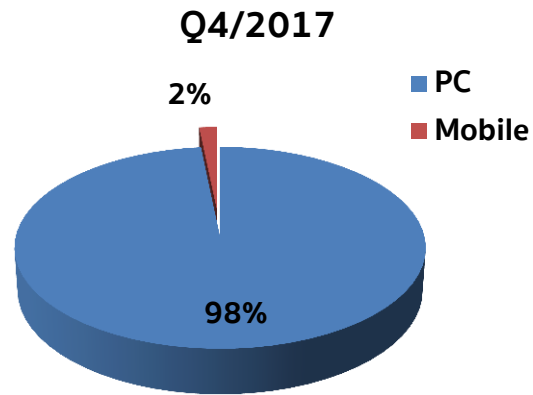
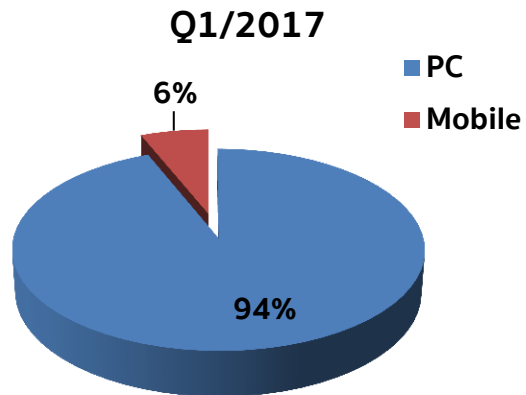
Oversea  51% Y-Y

Domestic  24% Y-Y

Oversea  14% Q-Q

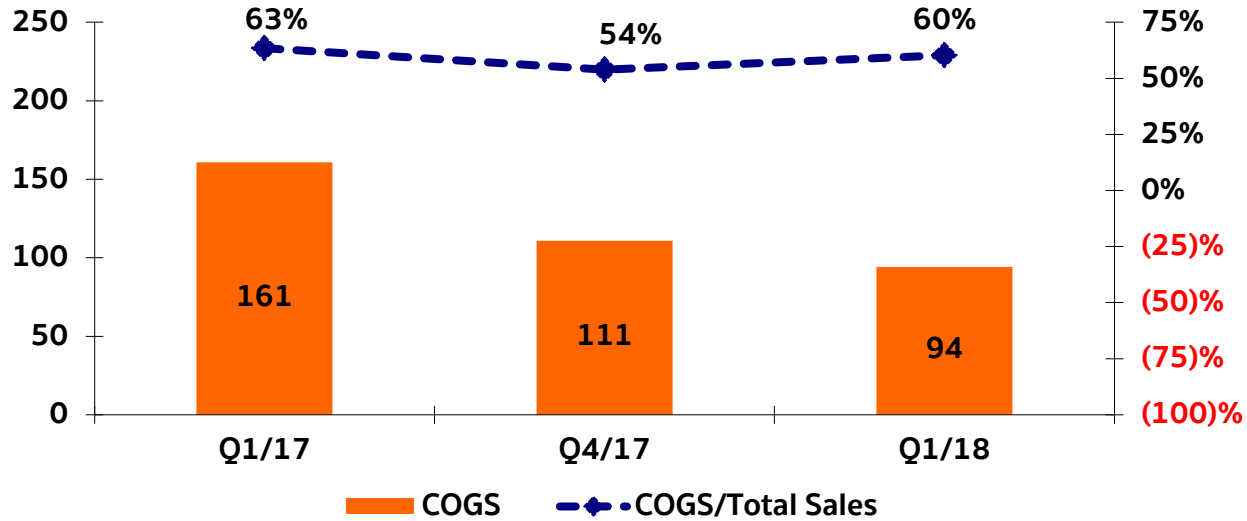
Domestic  30% Q-Q

PC vs Mobile



COGS / Total Sales

Unit : Million THB



COGS  **42%** Y-Y

COGS  **15%** Q-Q

COGS/Sales  **3%** Y-Y

COGS/Sales  **6%** Q-Q

** Note : COGS included One Time Items **

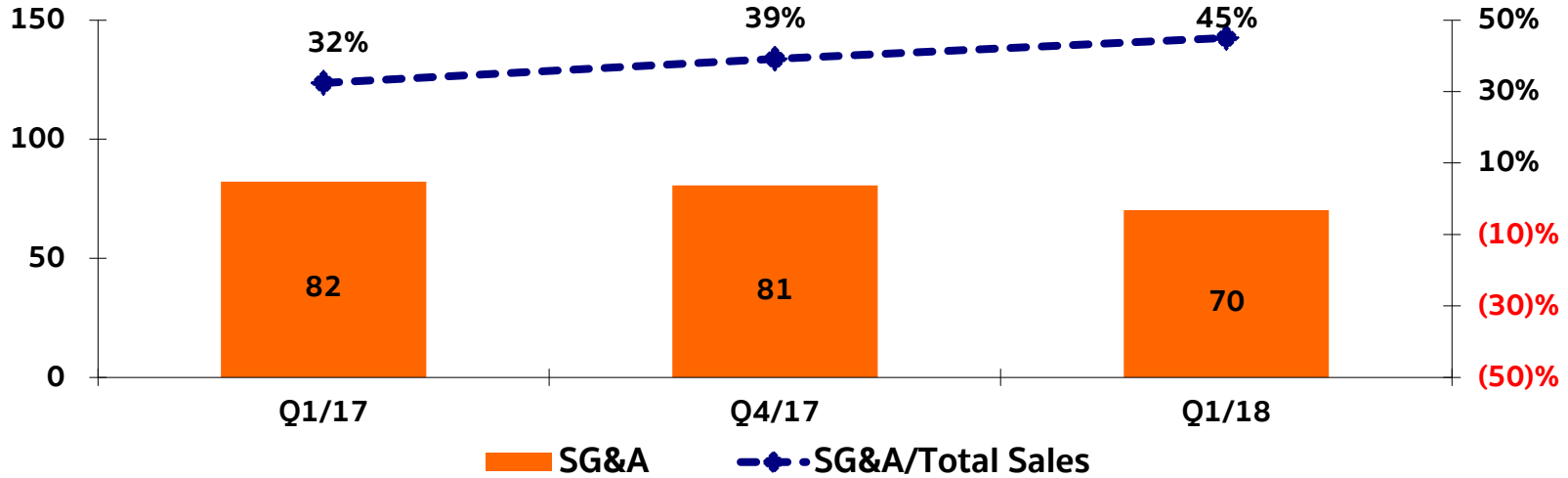
COGS Breakdown with One Off Items

Unit : Million THB

Items	Q1 2017	Q4 2017	Q1 2018	YoY	QoQ	YTD 2017	YTD 2018	YoY
COGS	154	109	107	▼ 30%	▼ 1%	154	107	▼ 30%
Impairment / Write off								
MG	3	2	1	▼ 67%	▼ 55%	3	1	▼ 67%
Intangible Asset	4	0	8	▲ 110%		4	8	▲ 110%
(Reversal) Prepaid Royalty	0	0	(22)			0	(22)	
Total one off items	7	2	(13)	▼ 302%	▼ 753%	7	(13)	▼ 302%
Total COGS	161	111	94	▼ 42%	▼ 15%	161	94	▼ 42%

SG&A / Total Sales

Unit : Million THB



SG&A  15% Y-Y

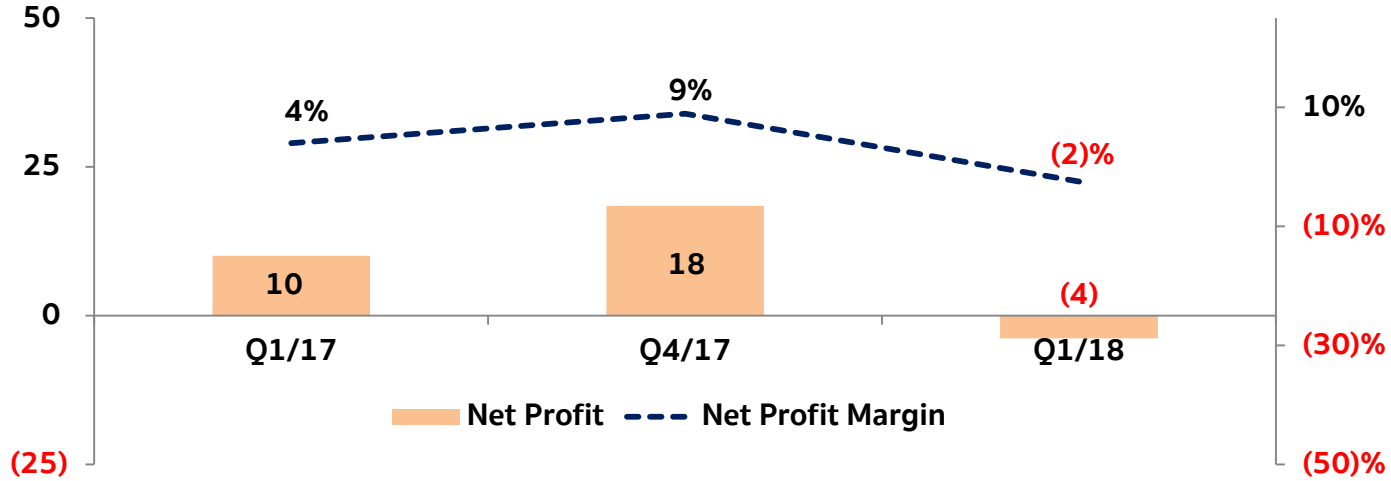
SG&A  13% Q-Q

SG&A/Sales  13% Y-Y

SG&A/Sales  6% Q-Q

Net Profit

Unit : Million THB



% Net Profit



6%

Y-Y

% Net Profit



11%

Q-Q

Consolidate Balance Sheet

Unit : Million THB



Unit: THB Millions	Q1 2017	Q4 2017	Q1 2018	YoY	QoQ
Current Assets	429	282	253	▼ 41.1%	▼ 10.3%
Non Current Assets	146	127	130	▼ 10.8%	▲ 2.7%
Assets	576	409	383	▼ 33.4%	▼ 6.3%
Current Liabilities	440	278	257	▼ 41.5%	▼ 7.4%
Non-current Liabilities	19	9	9	▼ 53.2%	▲ 1.9%
Liabilities	459	286	266	▼ 42.0%	▼ 7.1%
Equities	122	130	130	▲ 6.3%	▲ 0.2%

THANK YOU