



November 14, 2017

Subject: Management Discussion and Analysis for the operating results for Quarter 3 of Financial Year 2017 ended September 30, 2017

To : President
The Stock Exchange of Thailand

Asiasoft Corporation Public Company Limited (“the Company”) has submitted the audited financial statements for Quarter 3 of Financial Year 2017 ended September 30, 2017 as approved by BOD on November 13, 2017. The Company would like to supplement the reviewed financial statements with further explanations and information.

Unit : Million Baht		Profit & Loss for 3 months ended September 30, 2017 vs September 30, 2016					
Financial Statement	Q3/2017	%	Q3/2016	%	Increase(Decrease)	%	
Revenues from sales and services	201.4	100.0	272.7	100.0	(71.3)	(26.1)	
Cost of sales and services	102.2	50.7	182.8	67.0	(80.6)	(44.1)	
Gross Profit/(Loss)	99.2	49.3	89.9	33.0	9.3	10.3	
Selling & Admin Expenses	75.2	37.3	113.5	41.6	(38.3)	(33.7)	
Operating Profit(Loss)	25.8	12.8	(18.8)	(6.9)	44.6	(237.2)	
One Time Expenses	20.3	10.1	17.6	6.5	2.7	15.3	
Net Profit(Loss)	4.8	2.4	(59.7)	(21.9)	64.5	(108.0)	

1. Revenues

Revenue from Sale & Service in Q3/2017 at 201.4 MTHB decreased by 71.3 MTHB or 26.1% from Q3/2016 as to a slow down of existing games while new games were launched at the end of quarter have not yet fully covered the decrease of existing games' revenue.



2. Gross Profit

The company has gross profit in Q3/2017 at 99.2 MTHB increased by 10.3% from the same period of last year subsequent to the control and management on Network expenses and Licensing expense.

3. Selling and Admin Expenses

Q3/2017, Selling expense 39.9 MTHB reduced from Q3/2016 by 36.2% because last year had more marketing expense on various new games

Admin Expenses 35.2 MTHB decreased by 30.8% from Q3/2016 because of the controlling on expenses as to internal restructure.

4. Profit (Loss) attributable to owner of the parent

The company has profit in Q3/2017 at 4.8 MTHB improved from Q3/2016 by 108.0%. subsequent to the increase of gross profit, reduction of selling and administration as per above explanation as well as the decrease by 15.3% on one-time expense for licensing impairment

Kindly be informed accordingly.

Yours faithfully,

A handwritten signature in blue ink, appearing to be 'P. Sudjitporn'.

Mr. Pramoth Sudjitporn
Chief Executive Officer