



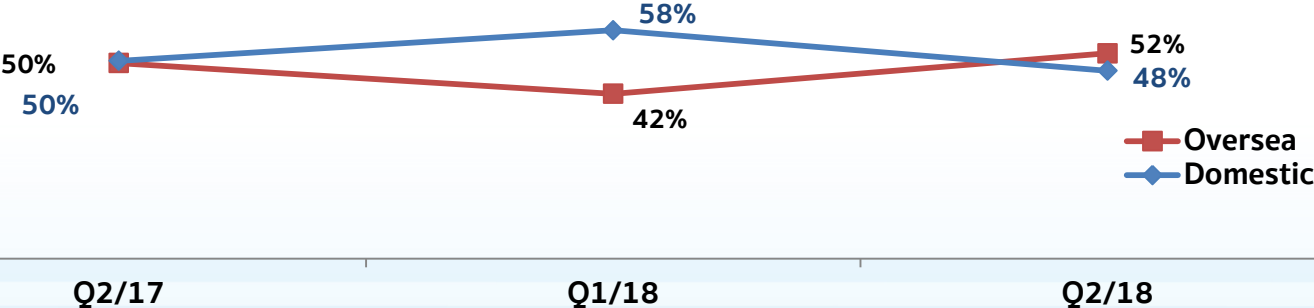
**ASIASOFT**

BLAZING NEW TRIALS

# *Financial Highlight*

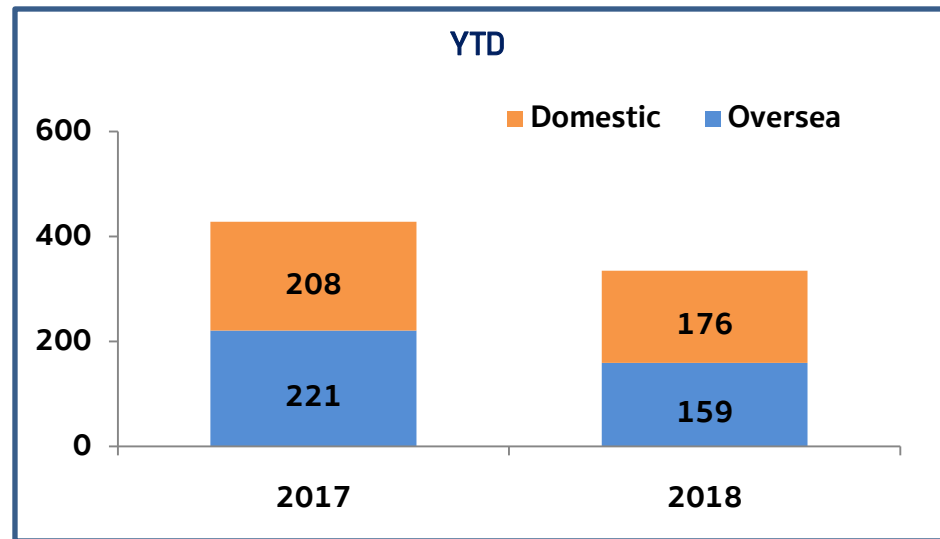
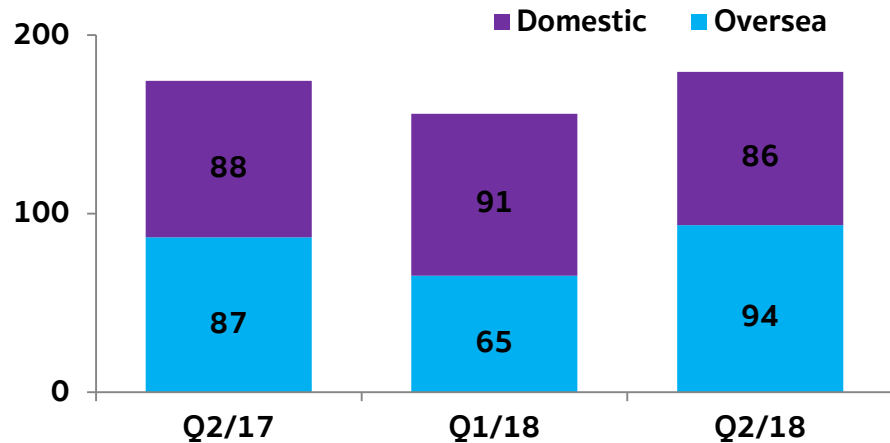
## **Q2 - 2018**

# Revenue Structure



# Revenue by Market

Unit : Million THB



Oversea  8% Y-Y

Oversea  43% Q-Q

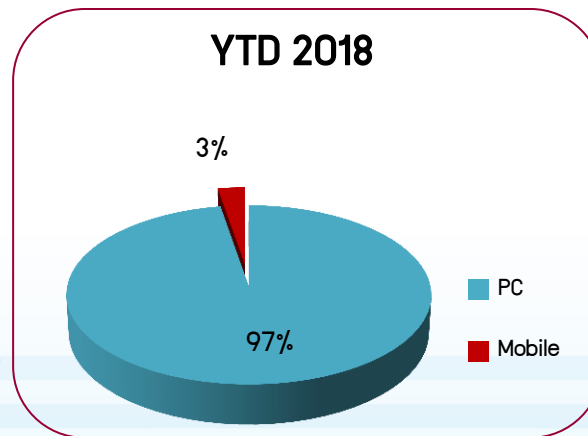
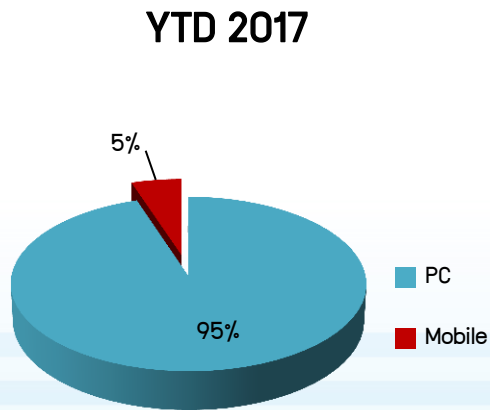
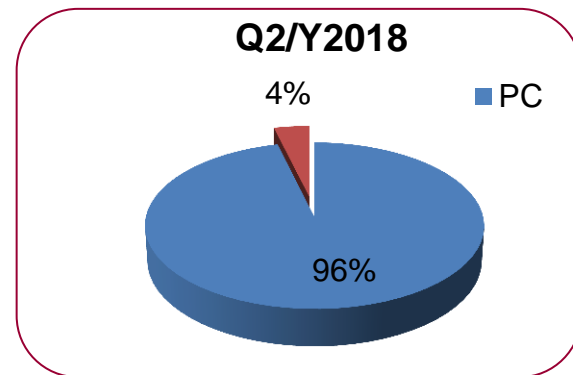
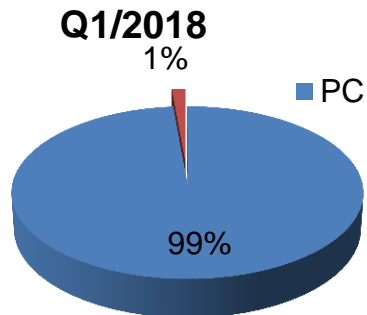
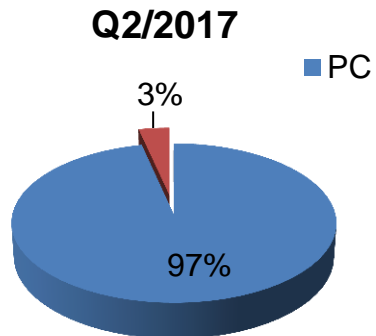
Oversea  28% YTD

Domestic  2% Y-Y

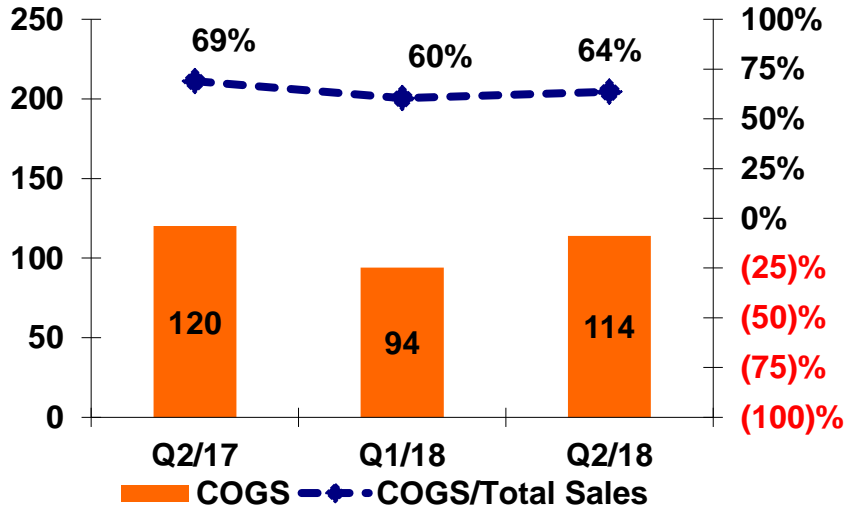
Domestic  5% Q-Q

Domestic  15% YTD

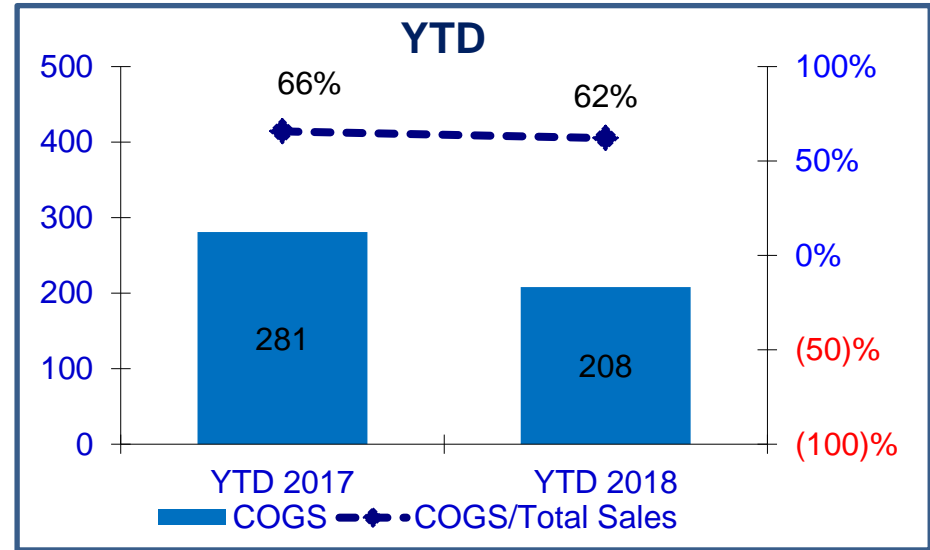
# PC vs Mobile



# COGS / Total Sales



Unit : Million THB



COGS 5% Y-Y

COGS 21% Q-Q

COGS 26% YTD

COGS/Sales 5% Y-Y

COGS/Sales 4% Q-Q

COGS/Sales 4% YTD

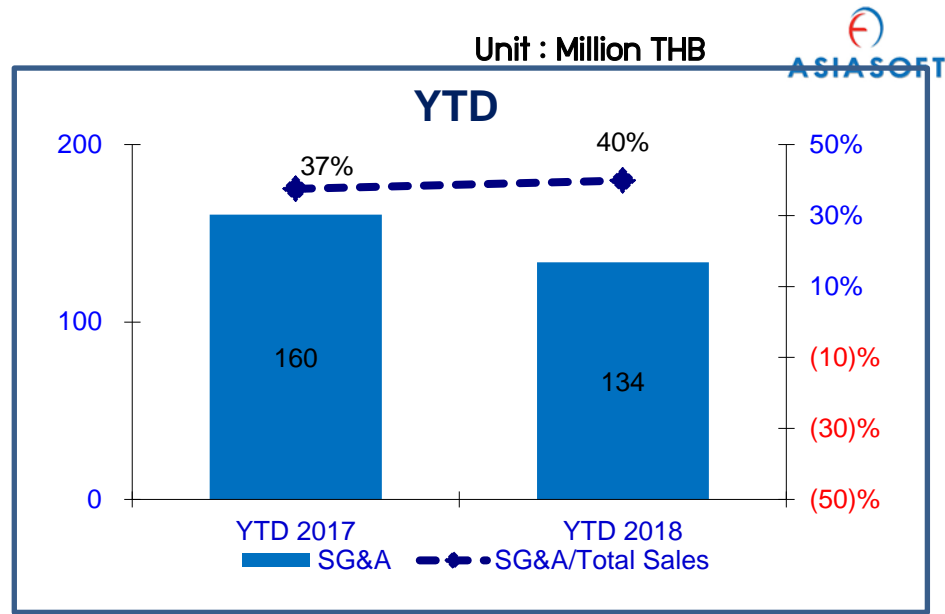
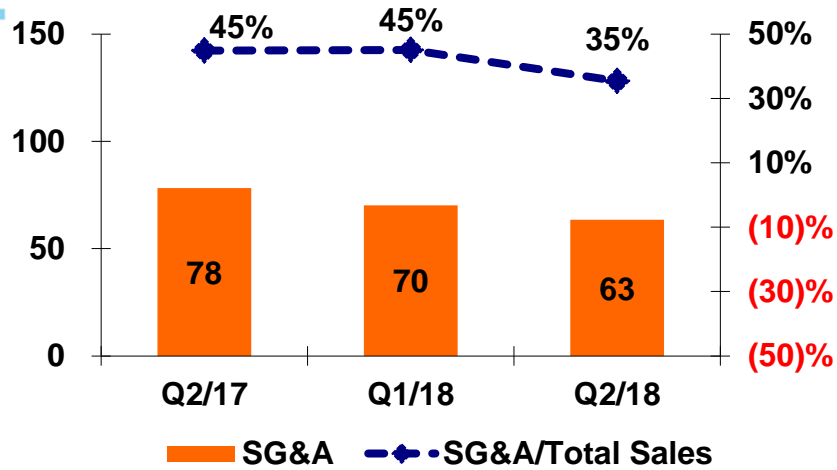
\*\* Note : COGS included One Time Items \*\*

# COGS Breakdown with One Off Items

Unit : Million THB

| Items                      | Q2<br>2017 | Q1<br>2018  | Q2<br>2018 | YoY          | QoQ           | YTD<br>2017 | YTD<br>2018 | YoY           |
|----------------------------|------------|-------------|------------|--------------|---------------|-------------|-------------|---------------|
| <b>COGS</b>                | <b>111</b> | <b>107</b>  | <b>113</b> | <b>▲ 2%</b>  | <b>▲ 5%</b>   | <b>266</b>  | <b>221</b>  | <b>▼ 17%</b>  |
| Impairment / Write off     |            |             |            |              |               | 0           | 0           |               |
| MG                         | 2          | 1           | 1          | ▼ 49%        | ▼ 26%         | 4           | 2           | ▼ 58%         |
| Intangible Asset           | 7          | 8           | 0          | ▼ 88%        | ▼ 100%        | 11          | 8           | ▼ 26%         |
| (Reversal) Prepaid Royalty | 0          | (22)        | 0          |              | ▲ 97%         | 0           | (22)        |               |
| <b>Total one off items</b> | <b>9</b>   | <b>(13)</b> | <b>1</b>   | <b>▼ 89%</b> | <b>▲ 101%</b> | <b>15</b>   | <b>(13)</b> | <b>▼ 175%</b> |
| <b>Total COGS</b>          | <b>120</b> | <b>94</b>   | <b>114</b> | <b>▼ 5%</b>  | <b>▲ 21%</b>  | <b>281</b>  | <b>208</b>  | <b>▼ 26%</b>  |

# SG&A / Total Sales



SG&A



19% Y-Y

SG&A



10% Q-Q

SG&A



17% YTD

SG&A/Sales



10% Y-Y

SG&A/Sales



10% Q-Q

SG&A/Sales



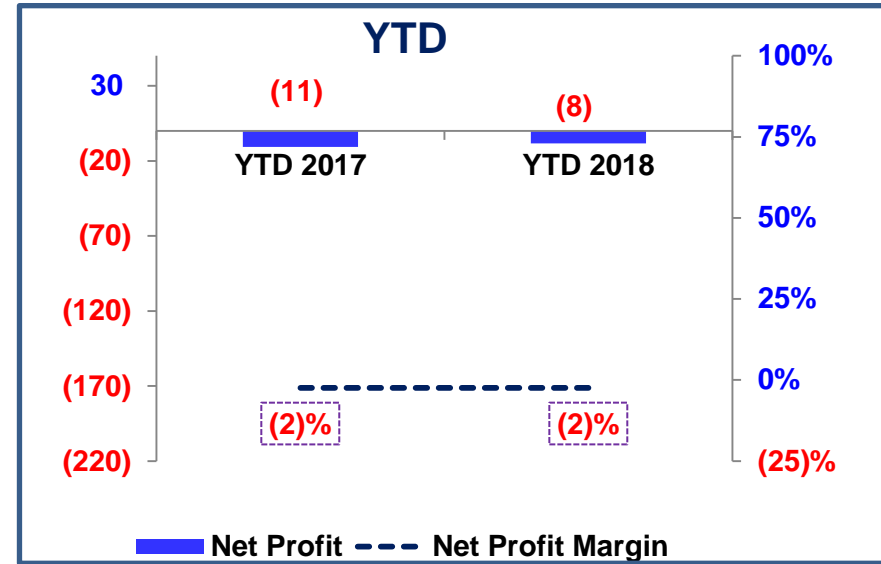
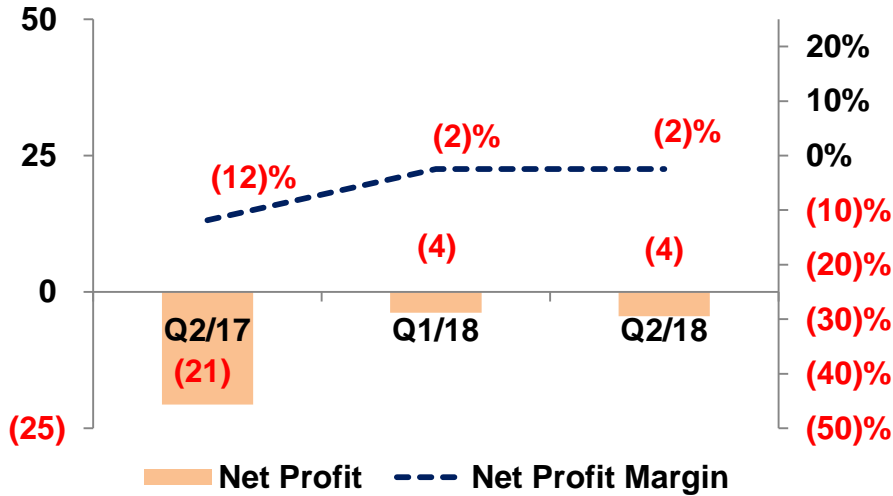
3% YTD

BLAZING NEW TRAILS



# Net Profit

Unit : Million THB



% Net Profit



9% Y-Y

% Net Profit



0% Q-Q

% Net Profit



0% YTD

# Consolidate Balance Sheet

| Unit: THB Millions      | Q2 2017    | Q1 2018    | Q2 2018    | YoY          | QoQ          |
|-------------------------|------------|------------|------------|--------------|--------------|
| Current Asset           | 349        | 253        | 219        | ▼ 37%        | ▼ 13%        |
| Non Current Assets      | 151        | 130        | 141        | ▼ 6%         | ▲ 8%         |
| <b>Assets</b>           | <b>500</b> | <b>383</b> | <b>360</b> | <b>▼ 28%</b> | <b>▼ 6%</b>  |
| Current Liabilities     | 381        | 257        | 222        | ▼ 42%        | ▼ 14%        |
| Non Current Liabilities | 20         | 9          | 14         | ▼ 27%        | ▲ 63%        |
| <b>Liabilities</b>      | <b>400</b> | <b>266</b> | <b>237</b> | <b>▼ 41%</b> | <b>▼ 11%</b> |
| <b>Equities</b>         | <b>102</b> | <b>130</b> | <b>110</b> | <b>▲ 8%</b>  | <b>▼ 15%</b> |

**THANK YOU**