



ASIASOFT

February 25, 2022

Subject: Management Discussion and Analysis for the operating results for the year ended December 31, 2021

To President
The Stock Exchange of Thailand

Asiasoft Corporation Public Company Limited (“the Company”) has submitted the financial statements of the Company and subsidiaries for the year ended December 31, 2021, which were approved by the Board of Directors on February 25, 2022, as per the below details.

Unit : Million Baht	Profit & Loss for 3 months ended December 31, 2021 and 2020					
Financial Statement	Q4/2021	%	Q4/2020	%	Variance	%
Revenues from sales and services	502.2	100.0	329.9	100.0	172.3	52.2
Cost of sales and services	(221.5)	(44.1)	(156.3)	(47.4)	(65.2)	41.7
Gross Profit (Loss)	280.7	55.9	173.6	52.6	107.1	61.7
Selling & Admin Expenses	(135.5)	(27.0)	(102.9)	(31.2)	(32.6)	31.7
Operating Profit (Loss) *	145.2	28.9	70.7	21.4	74.5	(105.4)
Others	13.0	2.6	6.4	1.9	6.6	103.1
Net Profit (Loss) **	135.7	27.0	65.4	19.8	70.3	107.5

Unit : Million Baht	Profit & Loss for the year ended December 31, 2021 and 2020					
Financial Statement	2021	%	2020	%	Variance	%
Revenues from sales and services	1,862.1	100.0	1,336.2	100.0	525.9	39.4
Cost of sales and services	(835.4)	(44.9)	(597.4)	(44.7)	(238.0)	39.8
Gross Profit (Loss)	1,026.7	55.1	738.8	55.3	287.9	39.0
Selling & Admin Expenses	(473.5)	(25.4)	(392.3)	(29.4)	(81.2)	20.7
Operating Profit (Loss) *	553.2	29.7	346.5	25.9	206.7	(59.7)
Others	53.8	2.9	17.5	1.3	36.3	207.7
Net Profit (Loss) **	479.2	25.7	307.3	23.0	171.9	55.9

Remark:

* Profit (Loss) before one-time expense

** Net Profit (Loss) on parent company

1. Revenues

Unit: Million Baht	Revenue by Country for the year ended December 31					
Revenue by country	2021	%	2020	%	Variance	%
Thai	556.4	29.9%	528.5	39.6%	27.9	5.28
Singapore	496.7	26.7%	408.3	30.6%	88.4	21.65
Malaysia	380.3	22.8%	174.0	13.0%	206.3	118.56
Philippines	424.5	20.4%	217.6	16.3%	206.9	95.08
Others	4.2	0.2%	7.8	0.6%	(3.6)	(46.15)
Total	1,862.1	100.0%	1,336.2	100.0%	525.9	39.36



Revenues from sales and services for 2021 at Baht 1,862.1 million which increased by Baht 525.9 million or 39.4% from 2020 contributed mainly by new game launches across groups as well as cost savings from restructuring of the company operations and increased efficiency. The majority of the Revenues from sales and services came from the overseas market. The significant increase in revenue from sales and service came from Malaysia and the Philippines which increased 118.6% and 95.1%, respectively.

The domestic market generated Revenues from sales and services of Baht 556.4 million or 29.9% of total revenues for the year. The overseas market generated Revenues from sales and services of Baht 1,305.7 million or 70.1% of total revenues, this is mainly due to new PC and mobile game launches in 2021. The Revenue structure between PC and mobile games is 78.4% and 28.6%.

2. Cost of Goods Sold

Cost of Goods Sold for 2021 at Baht 835.4 million or 44.9% of total revenues, an increase of Baht 238 million or 39.8% compared with 2020 mainly derived from the increase in royalty fees which varied with revenues

3. Gross Profit

Gross profit for 2021 is Baht 1,026.7 million or 55.1% of total revenues which significantly increased in revenues from sales and services against the reduction in Cost of Goods Sold.

4. Selling and Admin Expenses

Selling and Admin Expenses for 2021 is Baht 473.5 million or 25.4% of total revenues which increased by Baht 81.2 million or 20.7% from 2020. The increase is mainly derived from increasing channelling service fees and advertising expenses in line with increases in revenues from sales and services.

In addition, during the year 2021, the Company returns their operating profit to societies in form of donations during the pandemic of COVID-19 across the group. The amounts of donation for the group are Baht 8.3 million.

5. Net Profit (Loss)

In 2021, the Company has a net profit of Baht 479.2 million or 25.7% of total revenues which increased by Baht 171.9 million or 55.9% from last year.

Kindly be informed accordingly.

Yours faithfully,

Mr. Pramoth Sudjitporn
Chairman