

AsiaFIN Investor Webinar Q3 2025 Earnings Transcript

13 November 2025

FNK IR: Good morning and good afternoon. My name is Tom Baumann of FNK IR, AsiaFIN's investor relations firm. I'd like to welcome everyone to AsiaFIN's third quarter 2025 financial results conference call. Hosting the call today are KC Wong, AsiaFIN's Founder and Group CEO, Dr. Sean Seah, Executive Director, and Chanti Khoo, AsiaFIN's CFO.

Before I turn the call over to management, I would like to refer you to page two of the company's earnings release dated November 13, 2025, which contains AsiaFIN's safe harbor disclaimer. During today's call, management may make forward-looking statements. These statements are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual results to differ materially from the forward-looking statements on this call.

After the speaker's remarks, there will be a question-and-answer session. Please note that this call is being recorded and a replay may be accessed via AsiaFIN's website at www.asiafingroup.com.

I would now like to turn the call over to KC Wong, AsiaFIN's Founder and Group CEO.

AsiaFIN Group CEO KC Wong: Thank you, Tom. And thank you to everyone attending today's call. This is our third quarter for 2025, and we're pleased to report improved results compared to last year. In fact, through the first three quarters of this year, we have already achieved nearly the same revenue as the full 2024 financial year.

The fourth quarter is typically our strongest, and management has implemented initiatives to better align revenue recognition with incurred costs — important for a software company where expenses often precede revenue. These efforts are reflected in this quarter's results, which show solid improvement.

Our business continues to follow a “land and expand” model. We enter new markets, often through government initiatives, and work closely with banks and central banks to develop payment or RegTech systems—for example, check clearing in the Middle East or RegTech projects in Malaysia. This approach allows us to establish a foothold and then expand our product offerings.

We’ve already entered the Saudi Arabian market with our first contract and expect to grow further there through local partners. We’re also pursuing opportunities in Oman and the UAE. Beyond the Middle East, we are exploring new markets, including North America, potentially through partnerships with firms based in New York or Canada.

For the Saudi project, we’ve already received two payments, and progress is on track. We expect to complete about 30% of project invoicing this year, with the remaining work, such as innovation and Robotic Process Automation (RPA) features rolling out next year.

Our OrangeFin RPA business has also grown significantly. Year to date, revenue has more than doubled, up 123% to over \$450,000. This segment, which was previously loss-making, is now approaching breakeven and should turn profitable this year.

Our RegTech business remains a core focus, driven by Malaysia’s government-mandated e-invoicing initiative. We now serve more than 100 companies and are onboarding larger clients, including banks. This segment is up over 65% in revenue year-to-date.

That concludes my update for the quarter. I’ll now turn the call over to our CFO, Chanti Khoo, to review the financial results.

AsiaFIN Group CFO Chanti Khoo: Thank you, KC. Revenue for the third quarter was \$1.6 million, an increase of nearly 53% compared to the \$1.0 million reported in the same quarter last year. The increase represents initial revenues from our new customer in Saudi Arabia, and increases in services provided to our customers in Asia, including the contribution from our eInvoicing solution.

Our gross profit was \$737,000, or 46.8 gross margin, compared to gross profit of \$539,000, or gross margin of 52.2% in the same quarter last year. Sequentially, our gross profit improved more than 1,500 basis points compared to 30.9% gross margin in the second quarter. The significant sequential improvement in gross margin reflects the contribution of revenue in Saudi Arabia, following a period of higher startup costs which impacted our margins.

Selling, general and administrative expenses were \$368,000 for the third quarter, up around 6% from the \$348,000 in the third quarter last year, primarily attributable to international expenses related to the expansion into ASEAN and Saudi Arabia. We continue to expect SG&A expenses to grow more slowly than revenue as we drive operational leverage after investing to expand into new markets and introduce new solutions.

We generated positive net income for the quarter. The third quarter net income was \$371,000 compared to \$176,000 in the third quarter last year. Net income attributed to common shareholders was \$380,000, or \$0.00 per share, compared to net income of \$184,000, or \$0.00 per share last year.

On a year-to-date basis, our revenue for the nine months ended September 30, 2025, was \$3.2 million, compared to \$2.1 million for the first nine months of 2024, an increase of 53.0%. Gross margin increased 310 basis points to 32.5% from 29.4% in the first nine months last year, reflecting the margin normalization in Saudi Arabia.

For the first nine months of 2025, SG&A expenses were \$1.4 million, compared to SG&A expenses of \$970,000 last year.

Net loss attributed to common shareholders for the first nine months of the year was \$300,000, or \$0.00 per share, compared to a net loss to common shareholders of \$375,000, or \$0.00 per share last year.

Turning to the balance sheet, we ended the quarter with cash and cash equivalents of \$795,000, compared to \$1.3 million at the end of 2024.

With that, I'll turn the call back to Tom for the question-and-answer session.

FNK IR: Thank you, Chanti.

We'll now begin the Q&A session. There are two ways to participate. First, you can submit a question using the Q&A widget. To do this, locate the Q&A icon at the bottom of your screen. Click it to open the text box, type your question, and then click submit.

Alternatively, you can ask a live question using the raise hand icon, also located at the bottom of your screen. This will notify the IR team that you would like to ask a live question on today's call. When called upon, please remember to unmute your line and proceed with your question.

We'll now open the floor for questions.

FNK IR: Okay. If there are no questions, I would like to hand the call back to KC for closing remarks.

AsiaFIN Group CEO KC Wong: Thank you, Tom. And thank you all for joining today's call. As we approach year-end, we're optimistic about delivering strong full-year results. For those with questions, please feel free to reach out to us directly after the call.

Thank you, and have a great day.