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**Weblink International Inc.  
2022 Third Quarter Earnings**

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# Operational Results



## Statements of Comprehensive Income- 3Q 2022

(in NT\$M)

	3Q22		2Q22		QoQ Change	3Q21		YoY Change
Net Revenue	5,611	100.0%	6,066	100.0%	-8%	6,135	100.0%	-9%
Gross Margin	410	7.3%	465	7.7%	-12%	365	5.9%	12%
Operating Expenses	295	5.3%	316	5.2%	-6%	280	4.6%	5%
Operating Income	114	2.0%	149	2.5%	-23%	85	1.4%	35%
Non-operating Income	29	0.5%	5	0.1%	426%	20	0.3%	40%
Profit Before Tax	143	2.6%	155	2.5%	-7%	105	1.7%	36%
Profit After Tax	105	1.9%	103	1.7%	2%	85	1.4%	24%
EPS (in NT\$)	1.29		1.26		2%	1.04		24%

# Operational Results



## Statements of Comprehensive Income- 9 Month 2022

(in NT\$M)

	Nine months ended Sep. 30, 2022		Nine months ended Sep. 30, 2021		YoY Change
Net Revenue	17,477	100.0%	14,829	100.0%	18%
Gross Margin	1,292	7.4%	812	5.5%	59%
Operating Expenses	911	5.2%	617	4.2%	48%
Operating Income	381	2.2%	196	1.3%	95%
Non-operating Income	37	0.2%	73	0.5%	-49%
Profit Before Tax	418	2.4%	269	1.8%	56%
Profit After Tax	294	1.7%	226	1.5%	30%
EPS (in NT\$)	3.6		2.85		26%



# Operational Results



## Balance Sheets

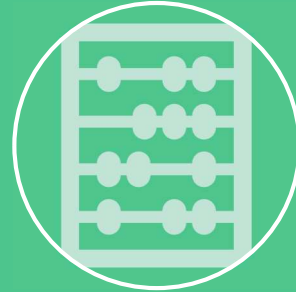
(in NT\$M)

	2022/9/30		2022/6/30		2021/9/30	
Cash & cash equivalent	472	6%	462	6%	704	11%
Accounts Receivable	2,712	37%	2,778	38%	2,478	37%
Inventories	2,999	41%	2,834	38%	1,902	29%
Current Assets	6,404	87%	6,455	87%	5,712	86%
Long-term investments	341	5%	309	4%	269	4%
Net PP&E	142	2%	142	2%	142	2%
Total Assets	7,368	100%	7,402	100%	6,653	100%
Short-term borrowings	1,785	24%	1,270	17%	956	14%
Accounts Payable	2,399	33%	2,735	37%	2,191	33%
Current Liabilities	5,086	69%	5,211	70%	4,555	68%
Total Liabilities	5,243	71%	5,376	73%	4,731	71%
Total Shareholder's Equity	2,125	29%	2,026	27%	1,922	29%
AR turnover days	43		42		46	
Inventory turnover days	44		41		36	
Debt Ratio	71		73		71	
Return On Equity(%)	20.8		19.4		18.3	

# Transform to a Channel Platform



**Diversify product lines for risk minimalizing.**



**Introduce high-margin products to increase gross profit.**



**Enhance our partnership economy as horizontal integration to expand platform benefits.**



# Prospect

## Software Product

- ✓ Continued exclusive agency for key software.
- ✓ Leverage cloud platform for cross-product sales and leasing.

## Living & Tech. Product

- ✓ Expand entertainment software market.
- ✓ Increase the market share of home appliances.
- ✓ Expand O2O business with digital marketing.
- ✓ Increase the life-style products of designer brand.

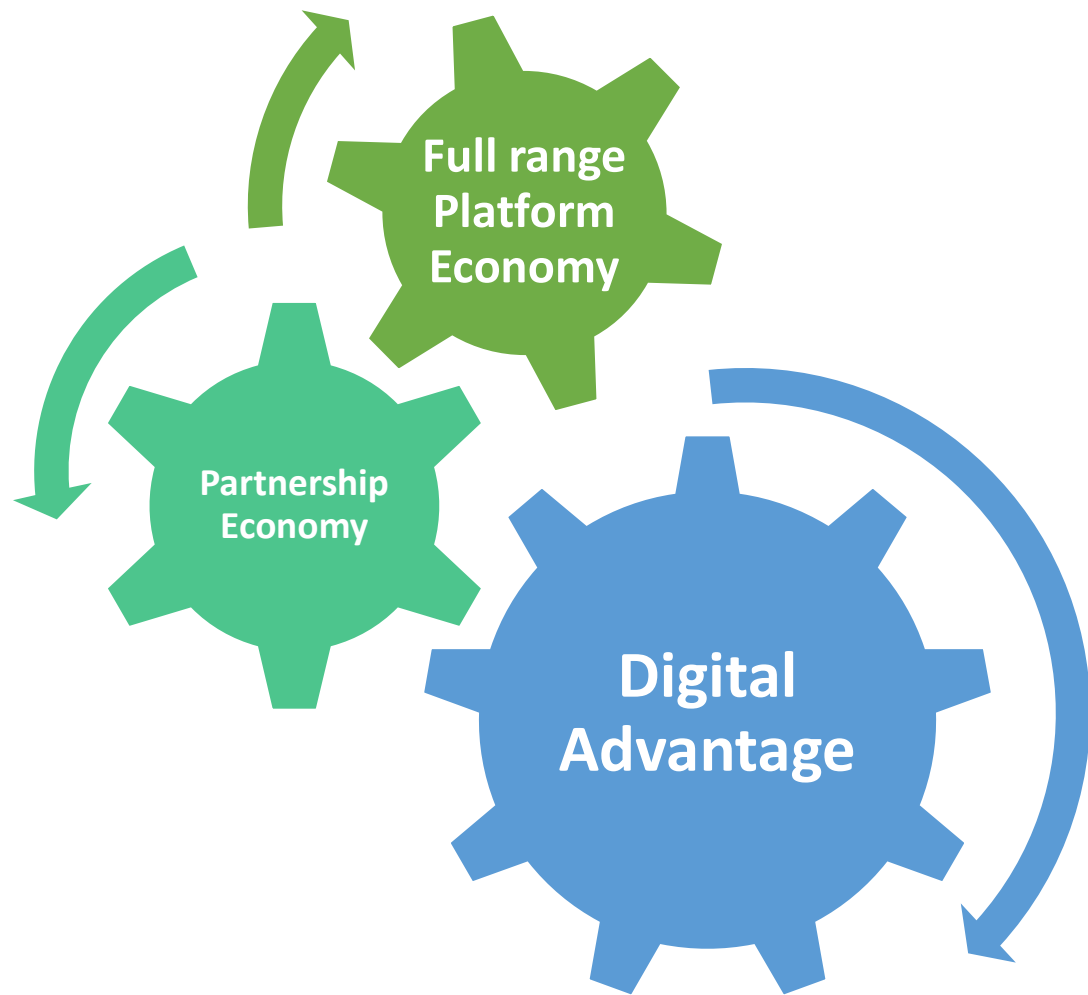
## IT Product

- ✓ Increase the market share of commercial products with customization solutions.
- ✓ nVIDIA new generation graphic solutions will trigger the new business opportunities.
- ✓ Launch Green Energy storage systems.
- ✓ Increase the market share of Apple's commercial products.

## Subsidiary (Protrade)

- ✓ Footwear demand is expected to recover in Q2 2023.
- ✓ Infrastructure demand in North America will gradually warm up in 2023.
- ✓ The global energy market is gradually returning to normal.
- ✓ Engage new product lines and suppliers.

# Prospect



- **Leverage the platform to drive new business.**
- **Build competitive advantage with digital transformation.**
- **Enhance the partnership economy for level up business scale.**



# Q & A