



# **Weblink** Q3 Business Update

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*2023/12/18*

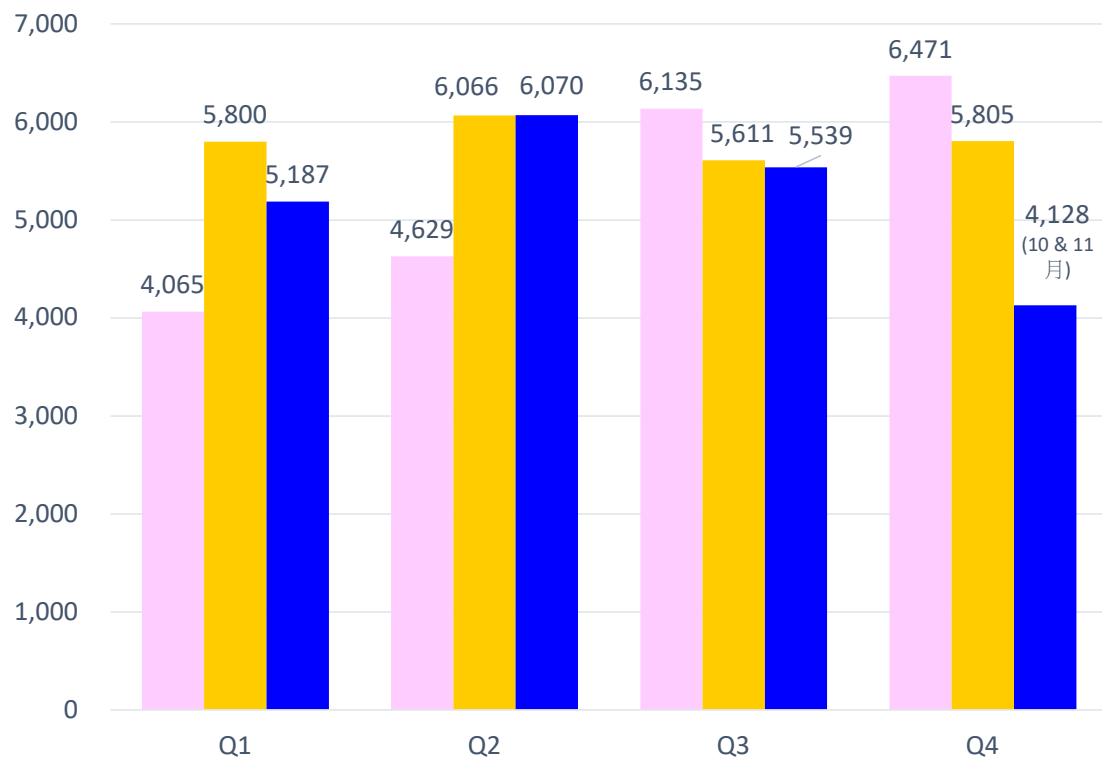
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# Weblink Financial Result

NT\$ M

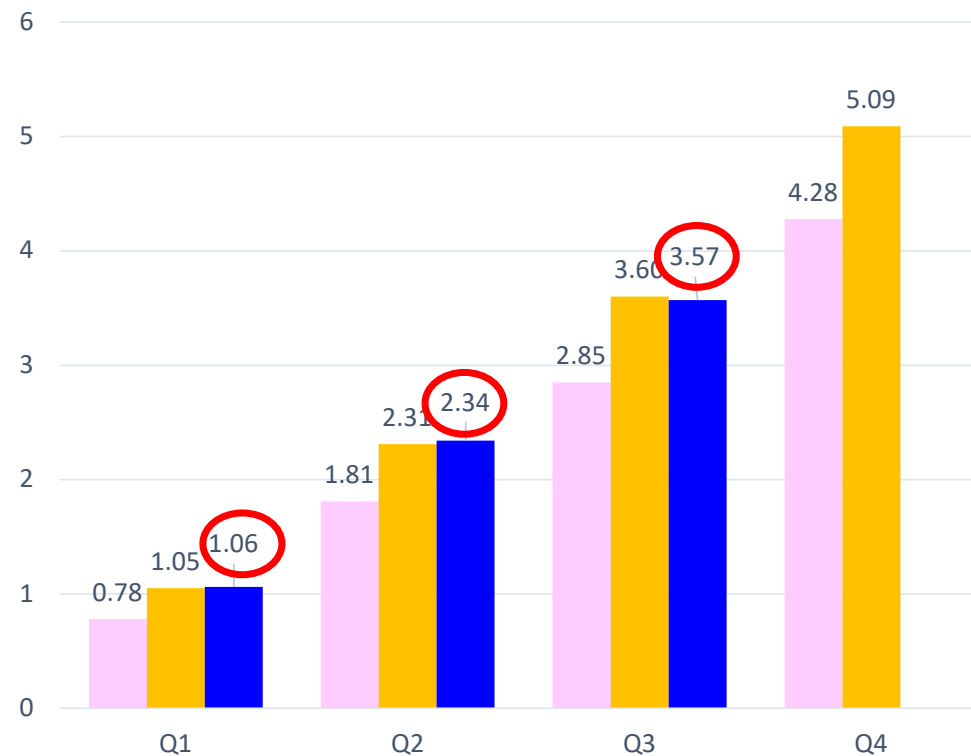
## Revenue



Revenue 2021 Revenue 2022 Revenue 2023

NT\$元

## EPS (累計)



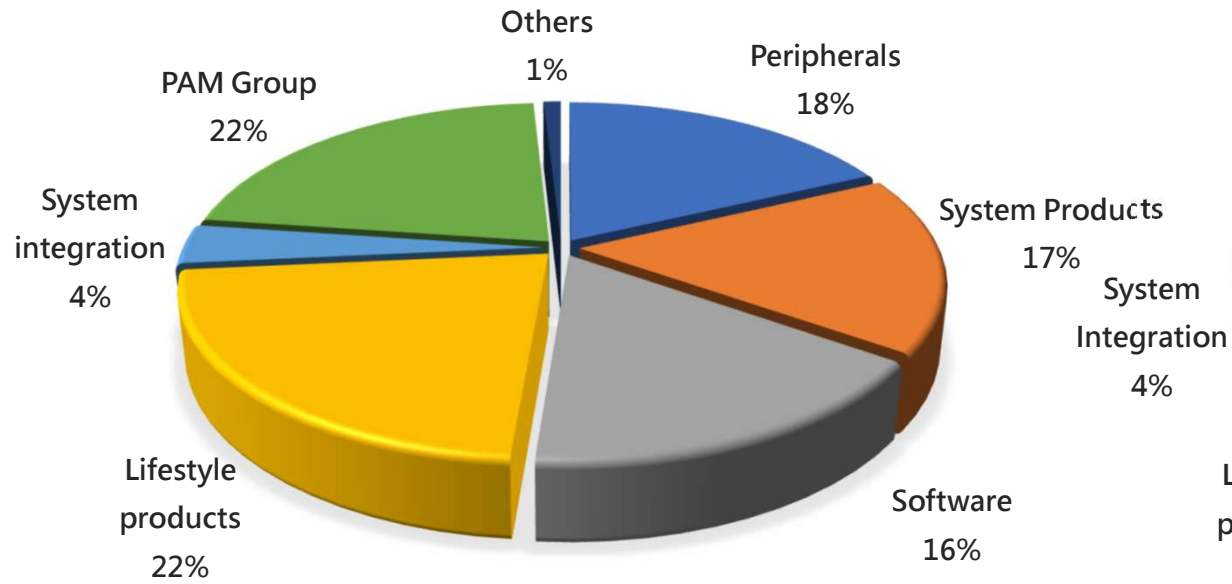
EPS (NT\$) 2021 EPS (NT\$) 2022 EPS (NT\$) 2023

# Weblink Financial Result

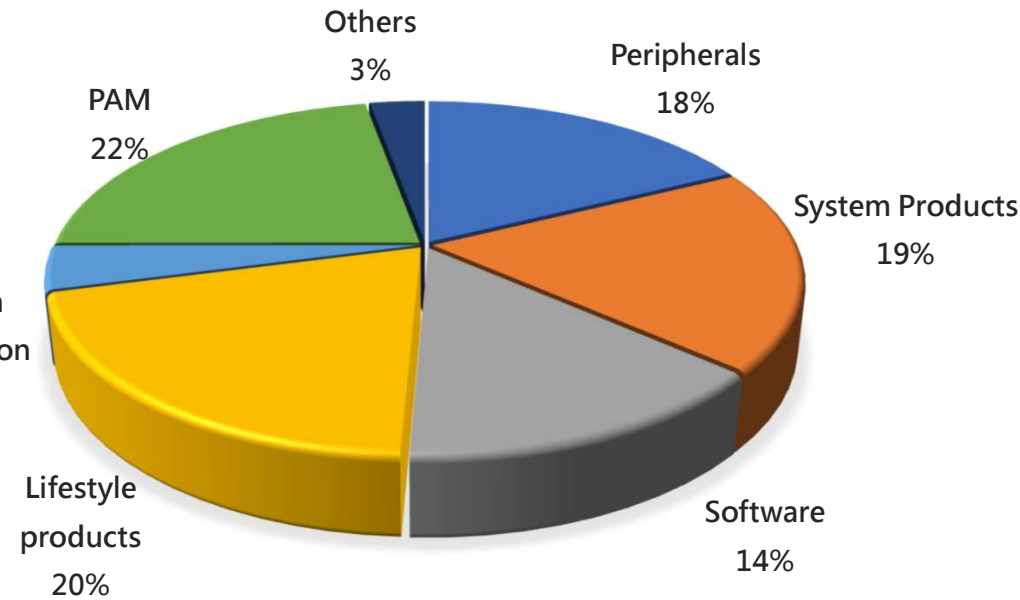
Unit:NT\$M	Y2023 Q3	YoY	Y2022 Q3	Y2023 (1-9)	YoY	Y2022 (1-9)
Revenue	5,539	-1%	5,611	16,795	-4%	17,477
Net Income	100	-5%	105	291	-1%	294
EPS (NT\$)	1.23	-5%	1.29	3.57	-1%	3.60

# Weblink Financial Result

2022 REVENUE RATIO



2023 Q3 REVENUE RATIO





# Q3 Business Overview



**The market of home appliances products remains weak, and we aim to improve it by increasing value selling.**

**O2O approaches to sustain market strength.**

**Due to inflation, purchasing power for consumer products has decreased.**

- . Welfare products are used to meet the needs of the middle-class, such as selling gaming for fun & selling health caring products are used to maintain well-being.

# Q3 Business Overview

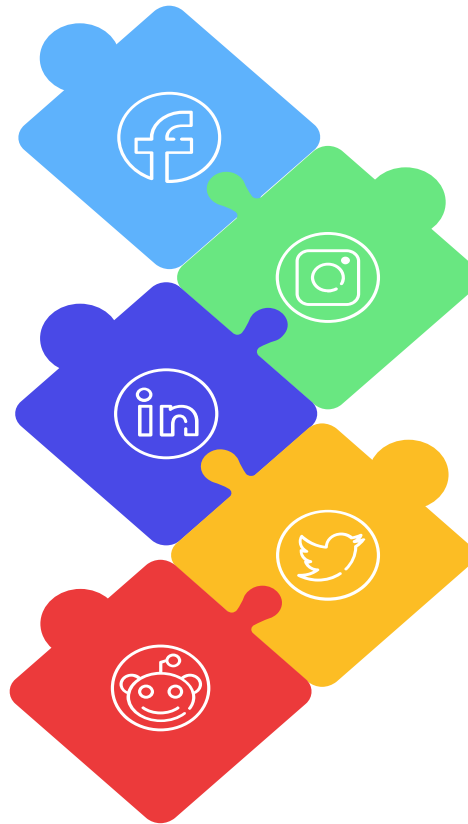
## ✓ Stimulating demand for 3C products with value

- Use value stimulation to boost the sales of 3C products.

Stimulate demand for PC, notebooks, and peripherals due to increased demand for back-to-school issue.

The exclusive agency for Surface is gradually win back market.

Expand the commercial market by value selling to increase sales of industrial products, and to promote win-win strategy with partners to boost sales.



- Promoting life-style products to meet market demands.

Inflation affects consumers, create brand new demands are needed.

Creating happiness moments in home appliance market with welfare products.

Interacting with consumers through gaming to generate a sense of happiness.

Driving the health market by promoting health supplements.

# Operating Momentum for Q4 & Y2024



## Cloud, AI

Cloud-based software services will continue to grow

## Consumer market

- The sales of PCs, notebooks, and peripheral products are rebounding.
- Surface products are currently seizing market share.
- Acer Power Bar starts shipping.

## Commercial Market

Integrate solutions to boost sales in the commercial market.

## Industrial Market

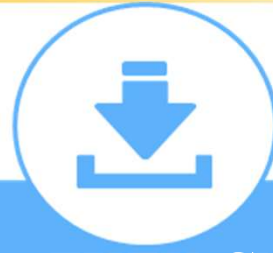
Continuously expand and grow industrial products in global market.



# Operating Momentum for Q4 & Y2024



Obtaining exclusive distribution rights for the Acer Power Bar.



At ZUZU Cloud funding, we've already sold over 400 units



The first energy storage product designed, manufactured, and BSMI certified in Taiwan

- This is a highly satisfying product that meets market demand, with modern furniture styling, ruggedized structural design with European safety standards.



噴噴 探索 搜索 登入 註冊 Facebook 登入

製造業 / 科技  
提案人 嚴基國騰

【Acer Power Bar 儲能行動電源】  
1024Wh大容量 · 1500W高功率 · 內建不斷電系統

目標NT\$ 100,000  
13,985%  
NT\$ 13,985,500  
411人 5天

宏碁獨家最新科技Acer Power Bar儲能行動電源，使用最高安全等級磷酸鐵鋰電池，超電機容量9成電器都適用，擁有12組充電孔，冰箱、微波爐、吹風機都可以隨插隨用，1小時即可快充80%電力，讓你走到哪裡都有電！

募資期間 2023/08/11 12:00 - 2023/10/31 23:59

傳送訊息

BSMI Certification No.  
CI46206588002200

# Operating Momentum for Q4 & Y2024



**Obtaining exclusive distribution rights for Surface consumer products and operating representation on the official Microsoft website.**

Step 1

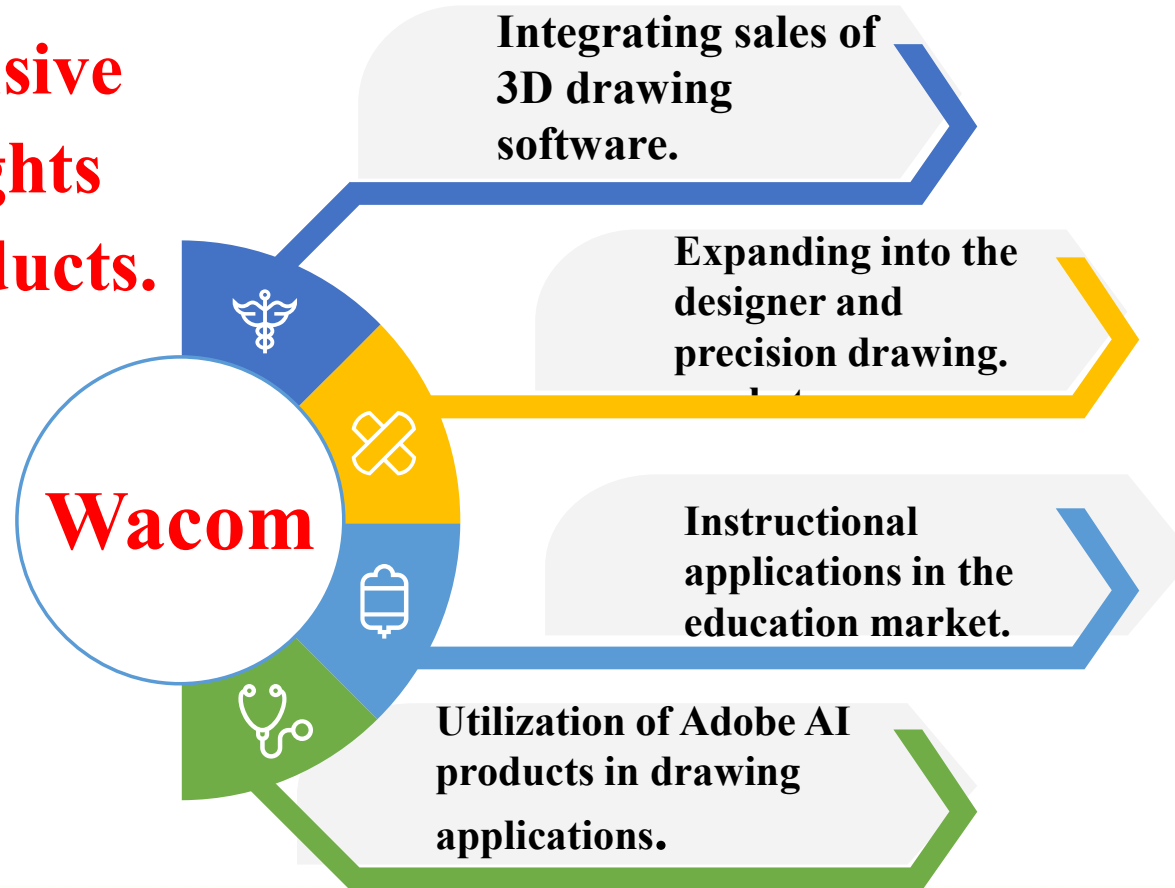
**Integrated sales of Microsoft-related hardware and software solutions.**

Step 2

**Expected to announce the OS with new function in 2024 to stimulate sales.**

# Operating Momentum for Q4 & Y2024

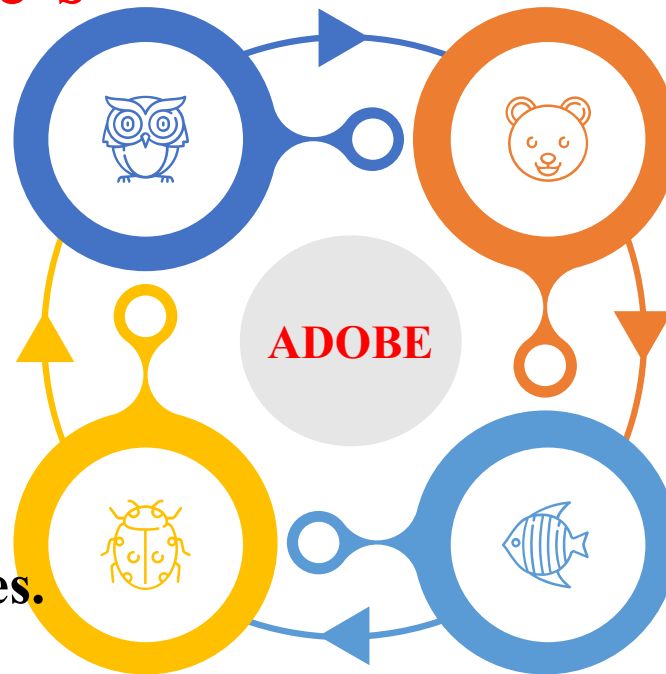
**Obtained exclusive distribution rights to Wacom products.**



# Operating Momentum for Q4 & Y2024

## Weblink is Adobe's partner

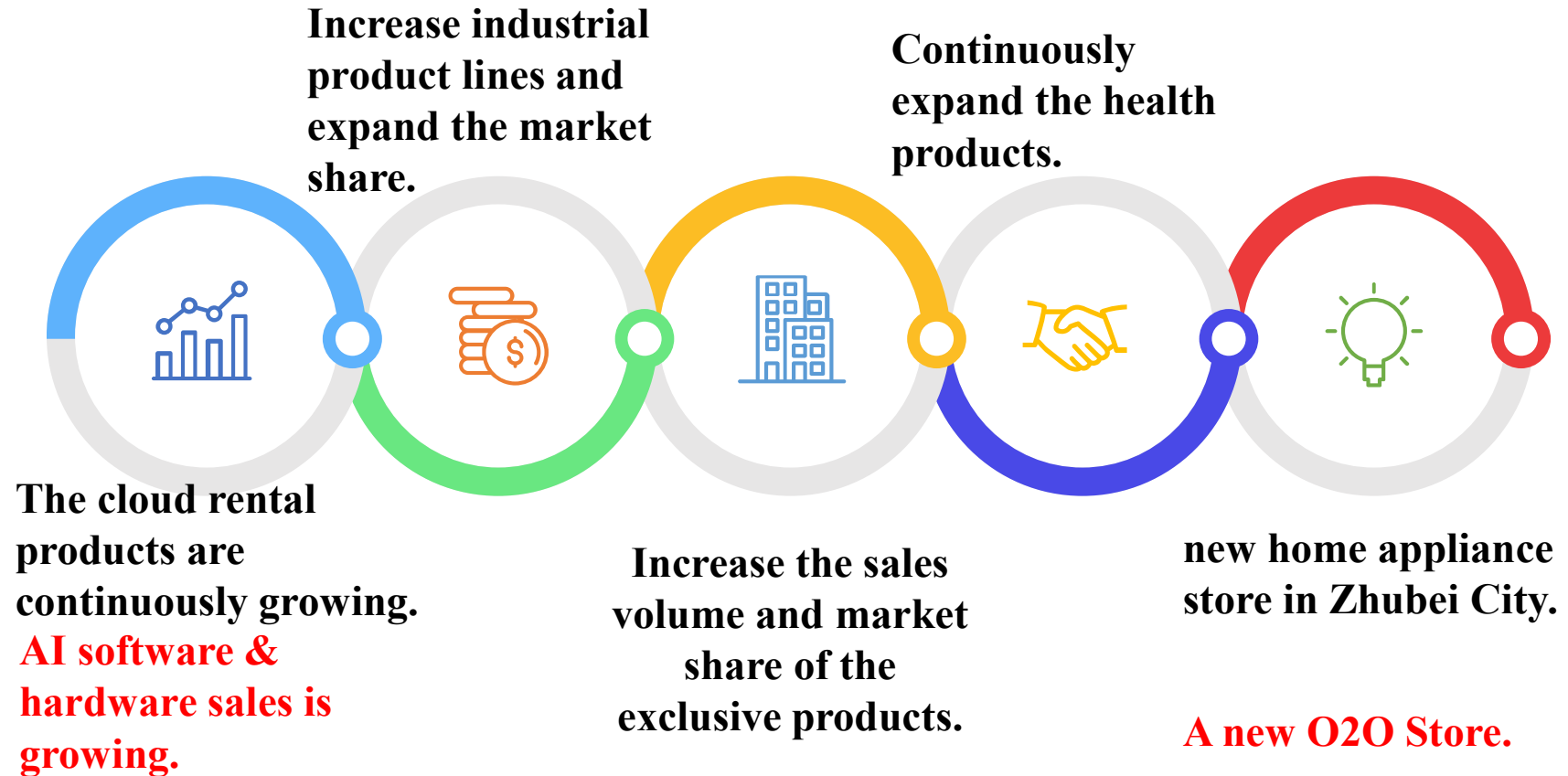
- ✓ Targeting small e-commerce businesses.



- ✓ Continued growth in the application of generative AI."

- ✓ Solution selling to boost sales of Wacom.

# Operating Momentum for Q4 & Y2024




# Operating Momentum for Q4 & Y2024

01  We are steadily a growing company with innovation.

**Weblink**

2023, Jan.~Sep.  
EPS 3.57

 02

03  We are the overlooked gem in the capital market.

**6776**

Looking forward  
to your continuous  
support!

 04



A bright sun is positioned in the upper left quadrant of the image, casting a starburst effect across the clear blue sky. The lower half of the image is filled with large, fluffy white cumulus clouds. The text 'Q&A' is centered in the middle of the frame.

**Q&A**