



智通科創股份有限公司  
WISELINK CO., LTD.

**WISELINK CO., LTD**  
(Ticker: 8932 TWO)

# Third Quarter 2024 Investor Conference

December 9, 2024

# Safe Harbor Notice

- This document and relevant information may contain certain forward-looking statements. Such forward-looking statement is not actual results but only reflects the Company's estimates and expectations and is subject to inherent risks and uncertainties that could cause actual results to differ materially from such statement.
- Financial forecast is yet to be release by WiseLink. However, all aspect of financial and business statements made in this briefing report regarding the company may differ from actual future result if they involve our views on the company's future operations and industry development.
- The company assumes no obligation to update or revise these forward-looking statements to reflect events or circumstances after the date hereof, except as required by applicable law. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.



# Agenda

1. Two Core Business Divisions
2. Business Highlights
3. Financial Performance and Outlook
4. Q&A



# WiseLink Business Transformation

## Two Core Business Division

### Manufacture Business

## Zipper-MAX

Established in 1978, Taiwan's first publicly listed zipper company. Products are marketed in over 40 countries worldwide and certified by nearly 60 international brands.



Longtan Plant , Taiwan

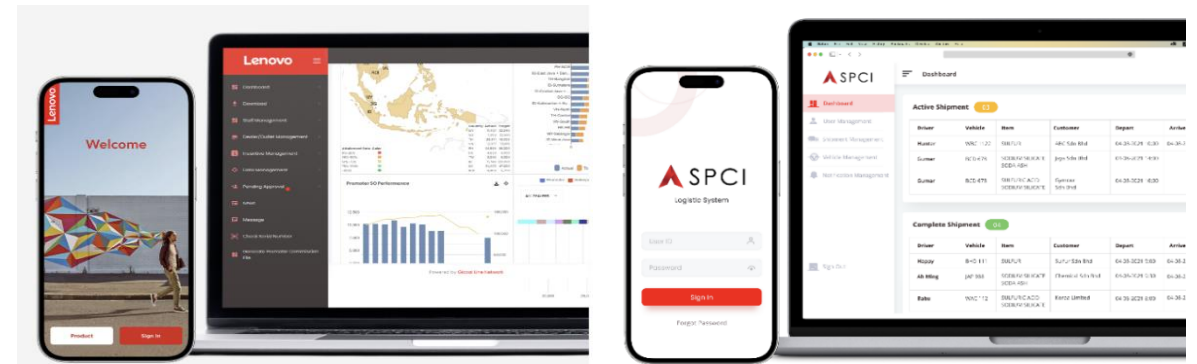


Kunshan Plant ,China

### New Software Business

## Software

Software development integrates cloud services, big data, and artificial intelligence. Clients span across 13 countries, specializing in tailored mobile applications, web portals , comprehensive systems such as channel management, logistics management, membership management, inventory platforms and eHR system.



Completed web portals, mobile App development for several well-known enterprises in Southeast Asia and South Asia.



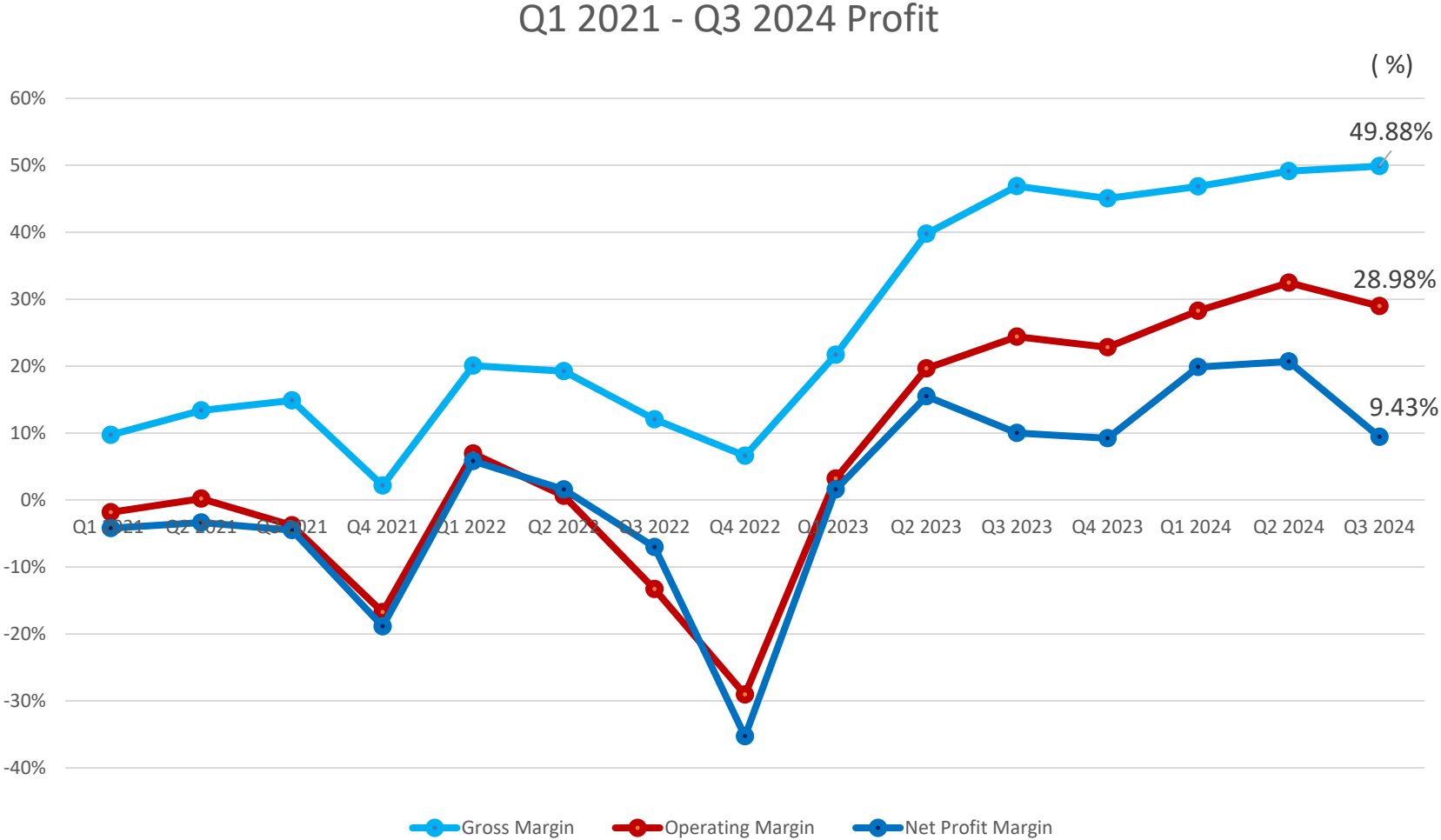
# Quarterly Revenue

- Company's total revenue for the third quarter of 2024 reached NT\$352 million, up 48% from a year ago.
- First nine months 2024 revenue reached NT\$1.053 billion, up 46% from a year ago.



# Gross Margin , Operating Margin and Net Profit Margin

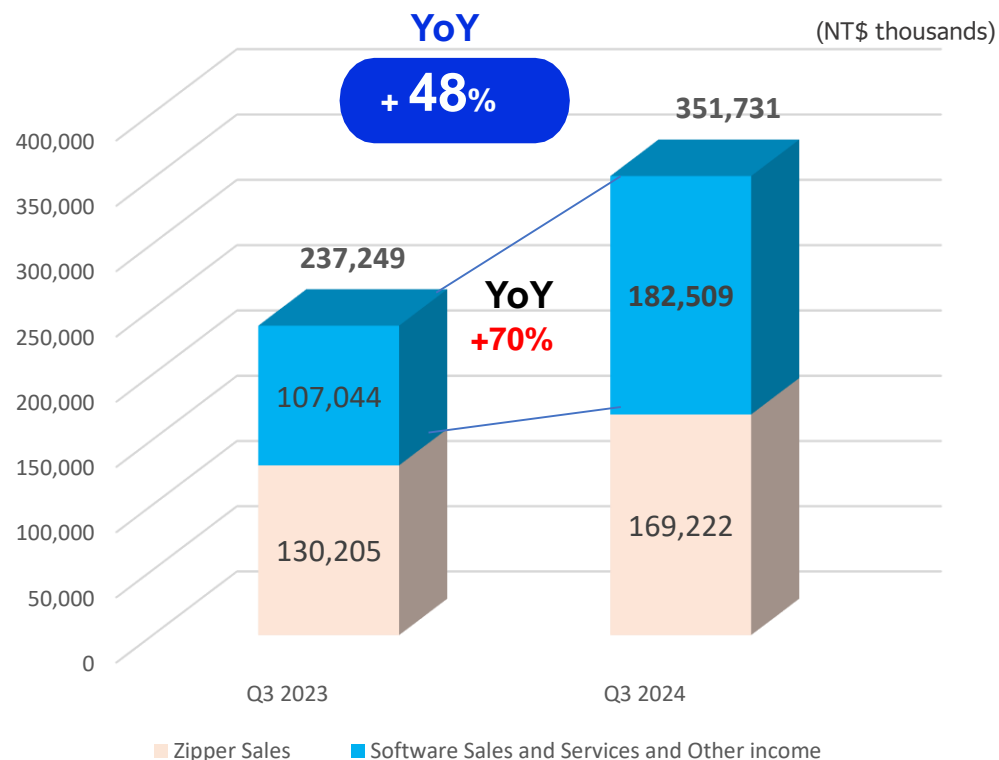
- Since Q1 2023, the company's gross margin, operating margin, and net profit margin have gradually increased.
- First nine months 2024 gross margin was 49.88%, operating margin was 28.98%, and net profit margin was 9.43%.



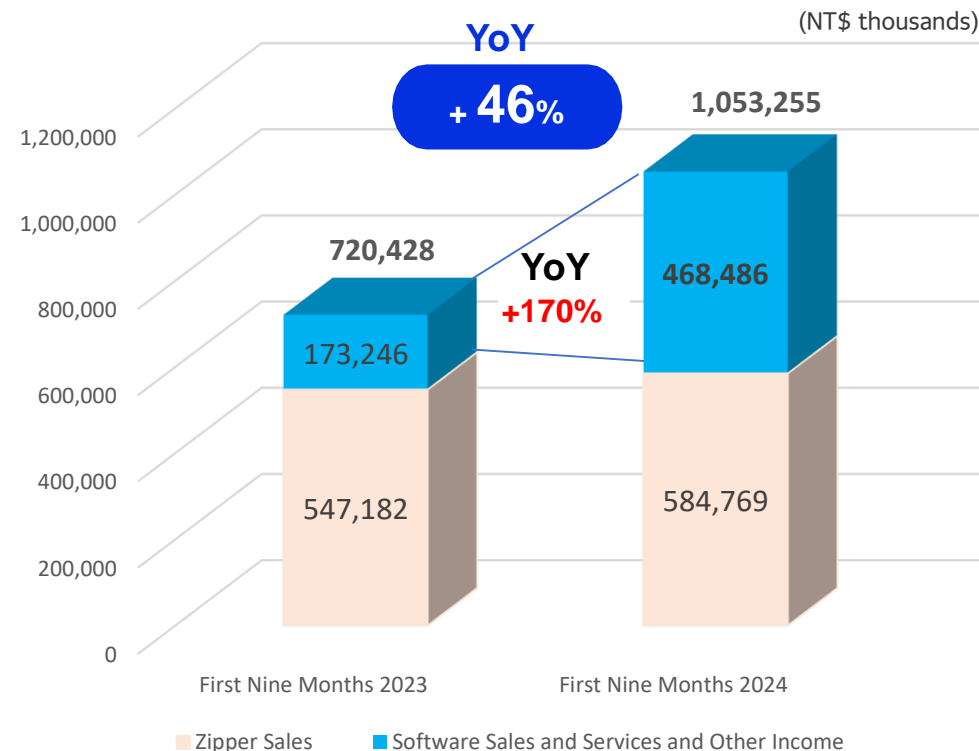
# Revenue by Business Division

- Q3 2024 software sales and services along with other income revenue grew 70% Y/Y to NT\$183 million; zipper revenue grew 30% Y/Y to NT\$169 million in the third quarter of 2024.
- The first nine months of 2024 , software sales and services along with other incomes combined revenue reached NT\$468 million, up 170% from a year ago; zipper sales amounted to NT\$585 million, with an year-over-year increase of 7%.

## Q3 2024 Revenue



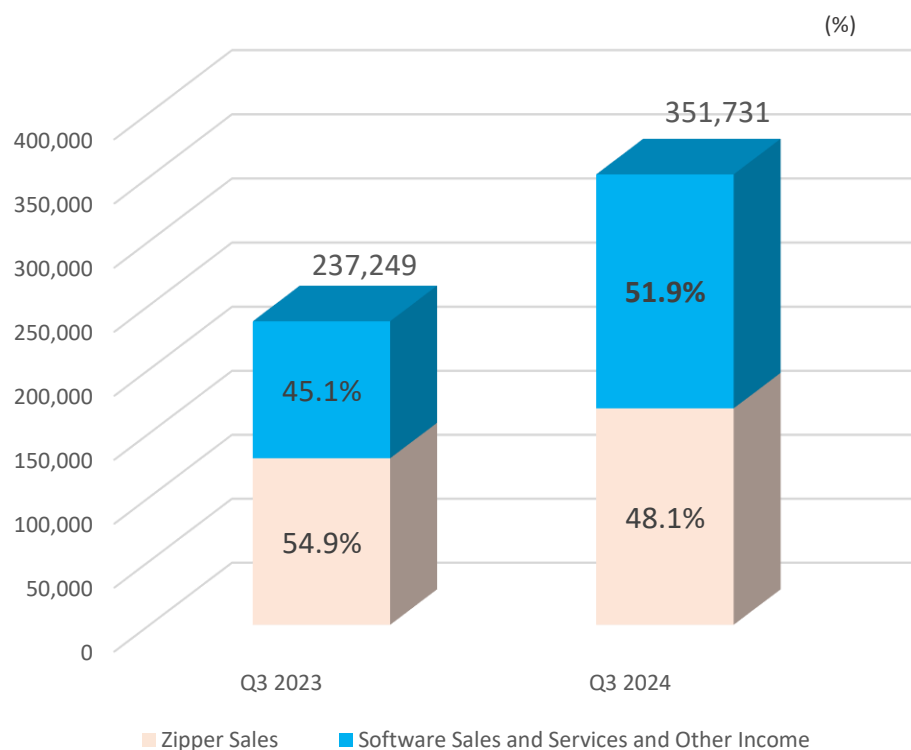
## First Nine Months 2024 Revenue



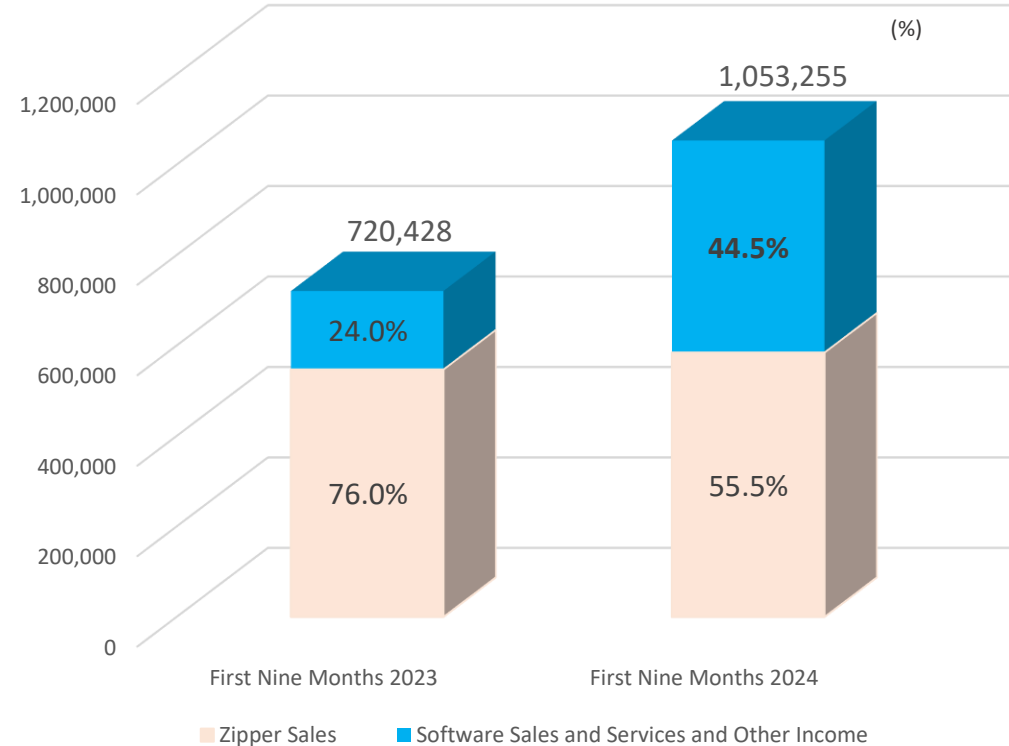
# Revenue Percentage by Business Division

- Q3 2024, software sales, services and other incomes combined revenue accounted for 51.9%; zipper sales revenue accounted for 48.1%.
- For the first nine months of 2024 , software sales and services along with other incomes combined accounted for 44.5% of total revenue; zipper sales accounted for 55.5% of total revenue.

## Q3 2024 revenue %



## First Nine Months 2024 Revenue %





# WISELINK's Software Business

**GLOBALINE**  
NETWORK



# GLN Presence - Global Footprint across 13 Countries



## GLN – a leading provider of enterprise software solutions & best digital transformation partners

Since 2014, Global Line Network has expanded its footprint across 13 countries, partnering with over 30 clients in a diverse range of industries.

Through our comprehensive suite of solutions which includes but not limited to the following :

- Channel Management
- On-demand Platforms
- Content Management
- Field Force Management
- Booking Management
- E-commerce
- Communication Management
- Supply Chain Management
- HR Management

GLN empower businesses to optimize their operations and achieve seamless, scalable growth.

# GLN Strong Revenue Growth and Solid Momentum

## GLN Business Model

- Enterprise-grade solutions
- Platform as a service (PaaS)
- Software as a service (SaaS)

### Revenue Source :

- Project Income
- Consultant Income
- Maintenance Income

Q3 2024

Y/Y Revenue Growth



70.7%

as of Q3'FY24

July 1, 2024 to September 30, 2024

First Nine Months 2024

Y/Y Revenue Growth



171.3%

as of Q3'FY24

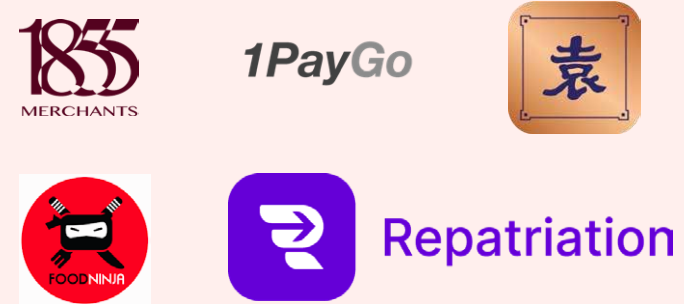
January 1, 2024 to September 30, 2024

# GLN's Trusted Partners Across Industries

## Channel Management



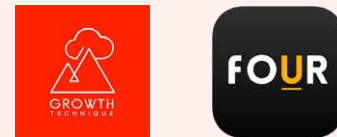
## Customization



## Booking Management



## Field Force Management



## Supply Chain Management



## Human Resouce Management



# GLN Achievements – Successful Case for Lenovo

**Lenovo**

2019

Lenovo

Developed **customized sales force software** handling country sales, employee incentives, and validation since 2019

Expanded to 11 Asia Pacific countries over time

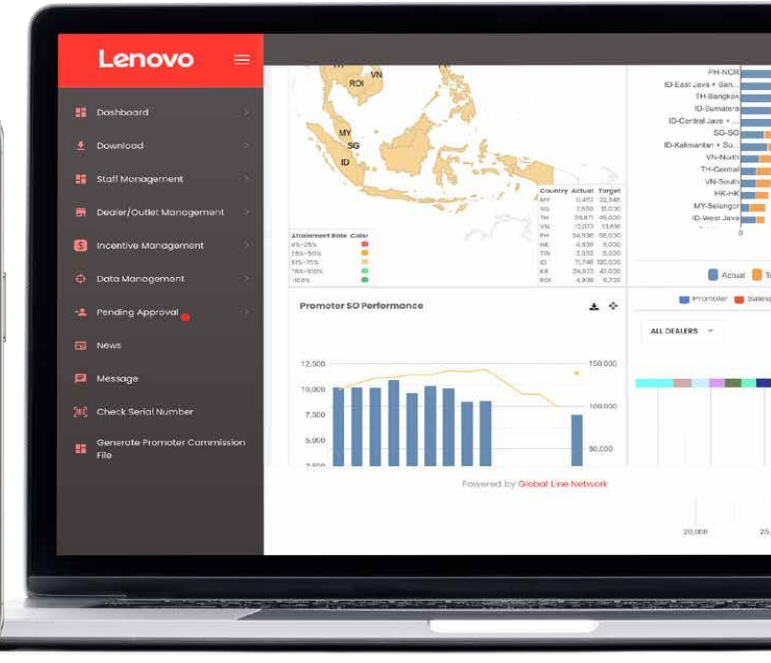
2022

Developed **merchandising features** in 2022, allowing instant update of display products

2024

Lenovo

Implemented **“Leveno on The Beat”** in 2024, interactive demo UI across all demo laptops



# GLN Achievements – Successful Case for Kamstrup

## Kamstrup - **adept**

2019

Developed customized water meter monitoring solutions

2021

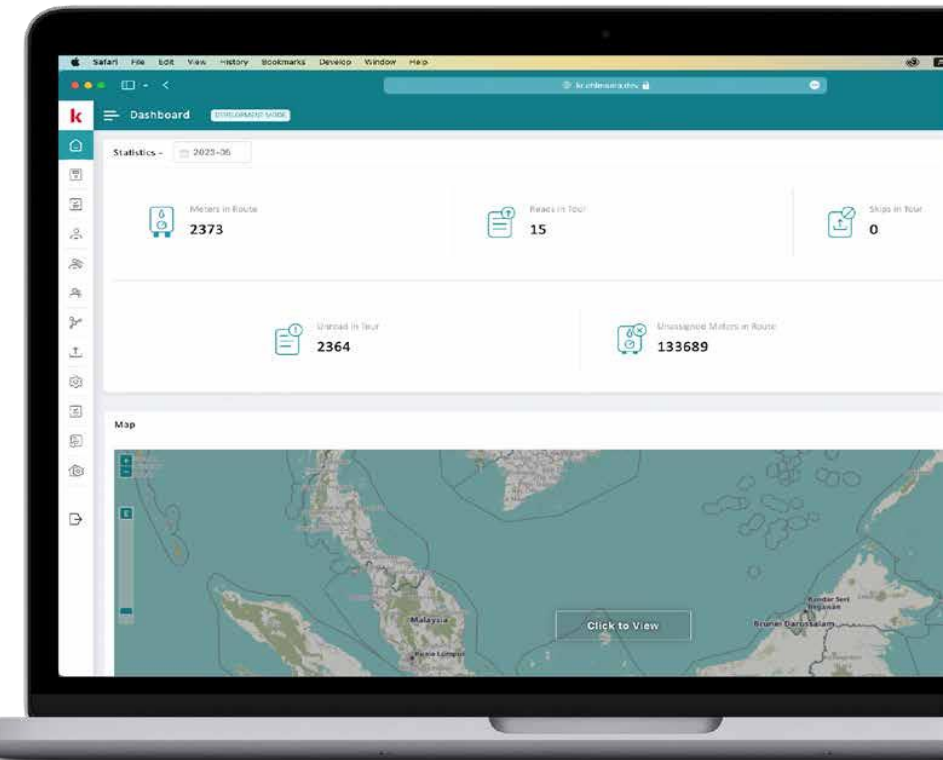
Became Kamstrup's Exclusive Tech Arm in Malaysia

Continuation to become Kamstrup's Exclusive Tech Arm across Asia Pacific

Clientele :

**Kamstrup**

Kamstrup is world leading manufacturer of system solutions for smart energy and water metering.



# GLN Project – On Demand Platform

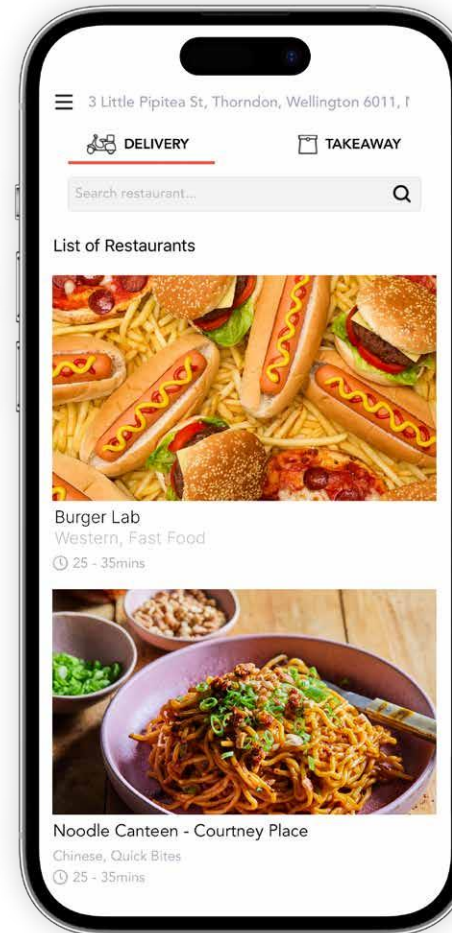
## ON-DEMAND PLATFORM

Table booking management, restaurants filtering, get recommendations tailored for customers, delivery pickup, real-time order tracking, rewards and vouchers, promotion and activities etc.

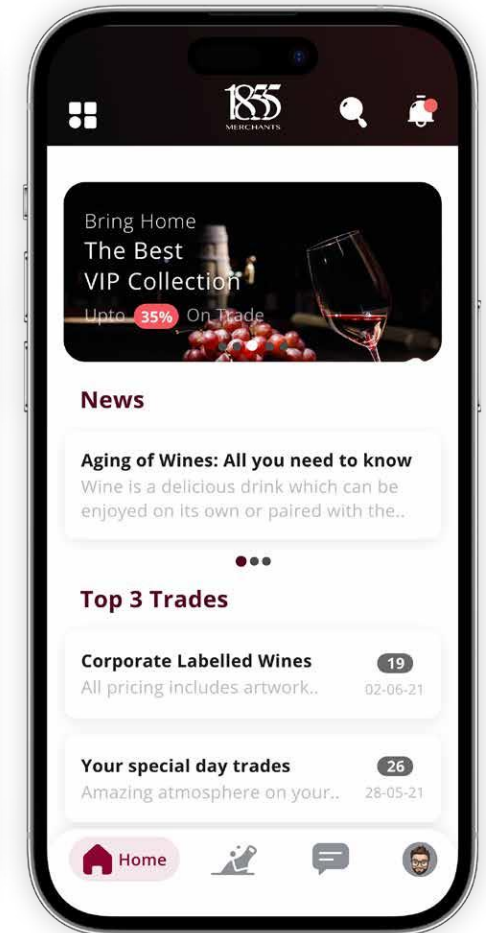
Clientele & Partners :



Yuanlaosi



Food Ninja



1855 Merchant

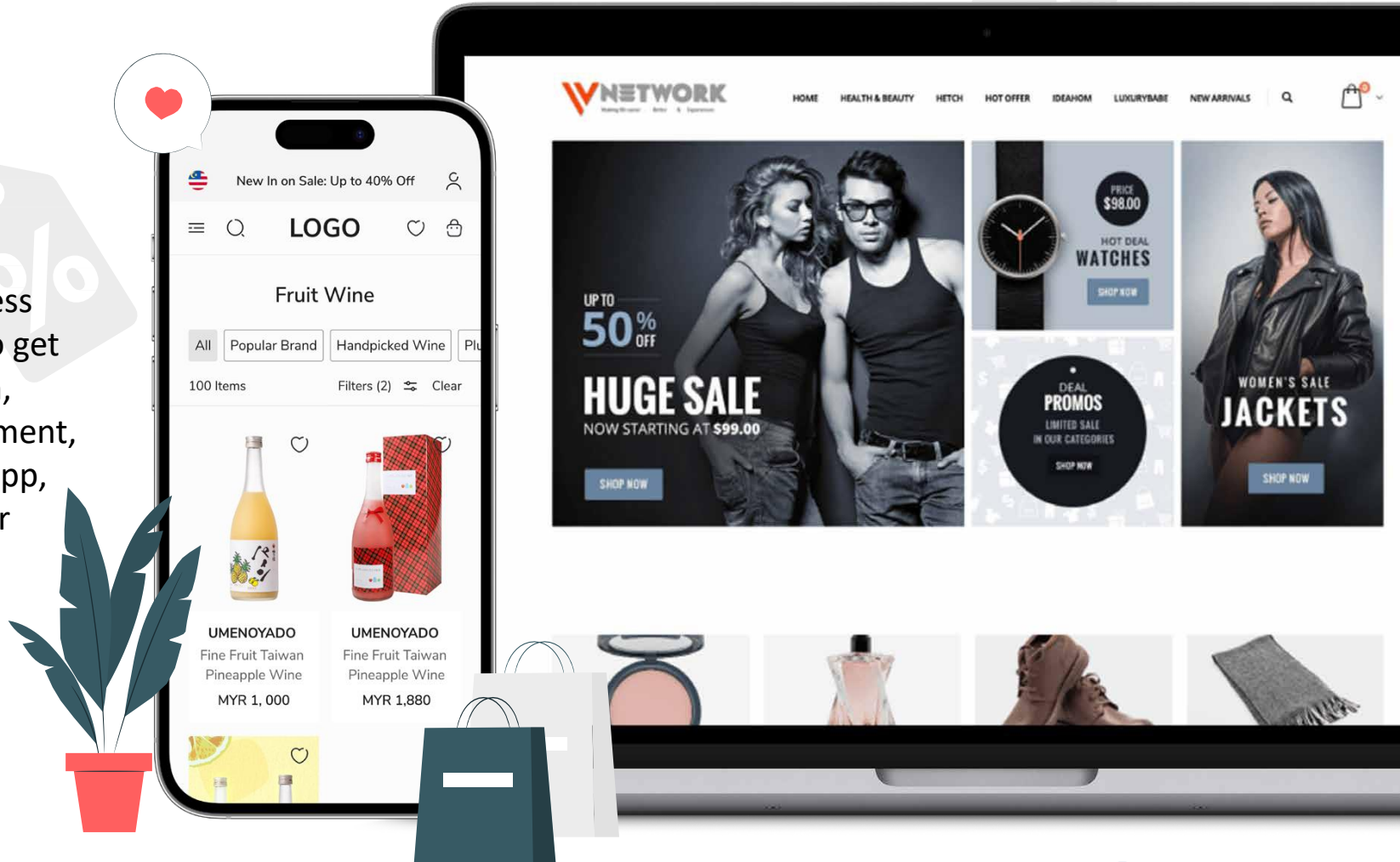
# GLN Project – E Commerce

E-COMMERCE

## CHIMAERA

Manage detail and USPs of each SKUs, access dashboards from anywhere and anytime to get real-time business reports, loyalty program, secure cart & checkout, inventory management, promotion management, live chat/WhatsApp, Search Engine Optimization(SEO), customer management

Product:





# GLN Competitive Advantages



## Customized Software Solutions

We provide customized software development and enhancement tailored to each company's unique needs. Our expert advisory services ensure strategic solutions that integrate seamlessly and drive optimal performance.



## Versatile Expertise Across Industries

We are not confined to a single industry; our broad experience enables us to deliver innovative solutions across diverse sectors.



## Committed to Supporting Client Growth

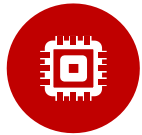
We are ready to scale alongside your company, providing the expertise and support needed to drive and sustain your growth journey.

# GLN Growth Strategy



## Empowering A High-Performance Team

We are dedicated to enhancing the technical proficiency of our team through advanced training programs while simultaneously attracting top talent. This dual focus will foster innovation, ensure consistent delivery of exceptional solutions, and position us as a leader in our field.



## Optimizing Internal Operations with AI

By integrating AI into our internal processes, we aim to streamline workflows, improve decision-making, and boost overall operational efficiency. These enhancements will allow us to allocate resources more effectively and focus on delivering value to our customers.



## Delivering Smarter Solutions through AI for Customers

Our commitment extends to developing AI-driven tools and solutions that empower our clients. These innovative offerings will help businesses make data-driven decisions, enhance productivity, and achieve sustainable growth.



## Expanding Market Presence and Brand Influence

We will focus on broadening our reach into untapped markets and strengthening our brand visibility. By aligning our branding efforts with our innovative solutions, we aim to establish a stronger presence across industries and regions.



## Launching Our Own Fintech Solution

We are excited to enter the rapidly growing fintech sector with the launch of our own innovative product. This new solution will offer unique capabilities designed to meet the demands of modern financial services, positioning us as a key player in the industry in the future.

# WISELINK's Zipper Business

**MAX<sup>®</sup>**

# Global Footprint across 40+ Countries

- Since its establishment in 1978 and headquartered in Taiwan, MAX brand has successfully marketed its products globally and became the first zipper company in Taiwan to be listed on the Taiwan OTC stock exchange.
- Currently with factory in Kunshan, China and Longtan, Taiwan; the newly built Taoyuan Yangmei factory is expected to start production in Q2 2025.
- MAX's product lines include : nylon zippers, plastic zippers, metal zippers, invisible zippers, and other specialty zippers. Max products are used in clothing, bags, furniture, car seat covers, military products, and outdoor gear. MAX also offers various zipper pulls and accessories in its product lines.
- MAX has long-term partnerships with major ready-to-wear manufactures and bag manufacturers domestically and internationally. Obtained certifications from 60 major international brands. Continues to collaborate with leading brands in Europe and America to develop new products.



# Competitive Advantages



- Comprehensive product line allowing quick adaptation to the changing trends of downstream customers such as garments and luggage manufacturers. Has developed industrial fireproof and waterproof products, as well as advanced automotive zippers and other high-value-added solutions, enhancing competitiveness through specialized and reliable offerings.
- Long-term partnership with major international garment and bag manufacturers, obtained certifications from nearly 60 major international brands. We are seeking certifications for international brands such as Boohoo Group plc, C&A, Sainsbury's, Superdry and other youth and sports and outdoor related brands; we have also cooperated with major European and American brands.
- R&D innovation capabilities ensure rapid response to customer needs and fast delivery. The sales department sets sales prices based on the needs of clients, pursues product portfolio optimization and develops high value-added products to facilitate sales.
- A new factory in Yangmei, Taoyuan is expected to start production in Q2 2025 , to use advanced equipment to improve production efficiency and enhance automation capacity.



## Certified by nearly 60 International Brands



- Max aims to secure more international brand certifications and deepen collaboration with global well-known apparel brands, such as youth products, sports and outdoor-related brands.

Industry	Retail	Ready to wear	Outdoor Apparel	Car Seat
Brand Name	JCPenny	Champion	Lafuma	BYD Auto
	M&S	MLB	RST	TOYOTA
	macy's	Ralph Lauren	5.11 Tactical	MAZDA
	Target	Okaidi		GM
	WAL-MART	NET		Chery Automobile



# R&D Focus - Developing High Margin Products

➤ MAX continue to launch new fire-resistant and waterproof industrial products , and focusing on developing high margin products such as automotive zippers.


## Functional Series Products

**REFLECTIVE LIGHT TRACING**



Reflective elements as an important element of protective function, the use of the right is particularly important, the use of its material as a pattern, not only can improve visibility, but also can add fashion elements to a single product, try the stitching of reflective materials to improve the style of novelty.

- ▲ L0075 Leather Puller
- ▲ C0042 Cord Puller
- ▲ C0233 Cord Puller



▲ #5 Delrin O/E Zipper  
DX51MAX A/L Slider



## Functional Series Products

**IRIDESCENT ACCESSORIES SHOW WORLD OF MAGIC**



- ▶ T0042 (TPU004) Woven Puller



◀ Shiny Flash Teeth  
#5 Delrin O/E Zipper  
DS1 MAX(TJA/L Slider



◀ Shiny Iridescent Teeth  
#5 Delrin O/E Zipper  
DS1 MAX(TJA/L Slider

MAX<sup>®</sup>

# Business Partners - Trusted by Renowned Brands



M&CO.



orsay



CAMAÏEU



CAMAÏEU



Sainsbury's



智通科創股份有限公司  
WISELINK CO., LTD.



## Growth Drivers - Production Efficiency, Market Expansion

### Yangmei New Plant to enhance Production Efficiency

A new factory in Yangmei, Taoyuan, use advanced equipment to improve production efficiency and automation capacity. Plan to commence production in the second quarter of 2025.

### R&D Innovation Profit & Margin Expansion

Prompt responses to global market demands, developing next-generation products such as outdoor lifestyle-related items. To strengthen the competitive moat by delivering trendy outdoor functional products and eco-friendly products, to raise the competition threshold for competitors and enhances profit margins.

### Optimize Product Portfolio to raise Profit Margins

Optimize the product mix, develops high-value-added products to facilitate sales and order acquisition. Leverage product lines and cross selling opportunity to meet industry demand, to strengthen sales of advantageous products and integrate related accessories to secure higher profits and raise competition thresholds.

### Market Expansion with focus on Emerging Markets

In addition to Europe and the United States, market expansion will focus on emerging markets such as Africa and South America. To increase local exposure, brand visibility, trade exhibition, websites digital marketing to secure more new orders.

# Financial Performance



# Q3 2024 Financial Highlights

## Operating Revenue and Gross Margin

- **Operating Revenue** : Q3'24 WISELINK's consolidated revenue reached NT\$352 million, up 48.25% from a year ago.
- **Gross Profit** : Q3'24 gross profit reached NT\$175 million, with a gross margin of 49.88%, significantly higher than the same period last year, gross margin of 46.87% in Q3'23

## Operating Expenses and Operating Income

- **Operating Expenses** : Q3'24 operating expense was NT\$74 million, accounted for 20.9% of total revenue.
- **Operating Income** : Q3'24 operating income was NT\$102 million, up 76.07% from a year ago. Last year Q3'23 operating income was NT\$58 million.

## Net Profit and Earnings Per Share (EPS)

- **Net Profit** : Q3'24 net profit attributable to shareholders of the parent company was NT\$33 million, a 39.47% year-over-year growth.
- **Basic EPS** : Q3'24 EPS was NT\$0.21, compared to NT\$0.17 in the same period last year, an year over year increase of 24% .

## Cash Flow

- **Net Cash Inflow from Operating Activities** was NT\$353 million, significantly higher than NT\$13 million in the same period last year.
- **Net Cash Outflow from Investing Activities** was NT\$146 million , primarily due to the expenditure on the property, plant, and equipment.
- **Net Cash Inflow from Financing Activities** was NT\$91 million.

## Balance Sheet

- **Current Assets** was NT\$1.1 billion , up 42.21% from a year ago, mainly due to the increase of cash and cash equivalents.
- **Total Liabilities** was NT\$784 million, down 5.99% year-over-year.
- **Total Shareholders' Equity** was NT\$1.4 billion, an 55.12% year-over-year increase, with an equity ratio of 64%.

# Q3 2024 Consolidated Statements of Comprehensive Income

(in NT\$ thousands, except earnings per share)

	Q3 2024		Q3 2023		Difference	
	Amount	%	Amount	%	Amount	%
<b>Revenue</b>	<b>351,731</b>	<b>100.00%</b>	<b>237,249</b>	<b>100.00%</b>	<b>114,482</b>	<b>48.25%</b>
Operating Costs	-176,289	-50.12%	-126,054	-53.13%	-50,235	39.85%
<b>Gross Profit</b>	<b>175,442</b>	<b>49.88%</b>	<b>111,195</b>	<b>46.87%</b>	<b>64,247</b>	<b>57.78%</b>
Operating Expenses	-73,500	-20.90%	-53,295	-22.46%	-20,205	37.91%
<b>Operating Income</b>	<b>101,942</b>	<b>28.98%</b>	<b>57,900</b>	<b>24.40%</b>	<b>44,042</b>	<b>76.07%</b>
Non-operating Income & expenses	-51,653	-14.69%	1,524	0.64%	-53,177	NA
Profit before income tax	50,289	14.30%	59,424	25.05%	-9,135	-15.37%
Income tax expense	-11,771	-3.35%	-33,898	-14.29%	22,127	-65.28%
<b>Net profit attributable to shareholders of the Parent company</b>	<b>33,163</b>	<b>9.43%</b>	<b>23,778</b>	<b>10.02%</b>	<b>9,385</b>	<b>39.47%</b>
EPS (NT Dollar)	0.21		0.17		0.04	23.53%

# First Nine Months 2024

## Consolidated Statements of Comprehensive Income

(in NT\$ thousands, except earnings per share)

	Nine Months Ended September 30, 2024		Nine Months Ended September 30, 2023		Difference	
	Amount	%	Amount	%	Amount	%
<b>Revenue</b>	<b>1,053,255</b>	<b>100.00%</b>	<b>720,428</b>	<b>100.00%</b>	<b>332,827</b>	<b>46.20%</b>
Operating Costs	-540,151	-51.28%	-459,568	-63.79%	-80,583	17.53%
<b>Gross Profit</b>	<b>513,104</b>	<b>48.72%</b>	<b>260,860</b>	<b>36.21%</b>	<b>252,244</b>	<b>96.70%</b>
Operating Expenses	-196,266	-18.63%	-146,652	-20.36%	-49,614	33.83%
<b>Operating Income</b>	<b>316,838</b>	<b>30.08%</b>	<b>114,208</b>	<b>15.85%</b>	<b>202,630</b>	<b>177.42%</b>
Non-operating Income & expenses	-44,801	-4.25%	90	0.01%	-44,891	NA
Profit before income tax	272,037	25.83%	114,2984	15.87%	157,739	138.01%
Income tax expense	-71,182	-6.76%	-45,283	-6.29%	-25,899	57.19%
<b>Net profit attributable to shareholders of the Parent company</b>	<b>175,700</b>	<b>16.68%</b>	<b>65,954</b>	<b>9.15%</b>	<b>109,746</b>	<b>166.40%</b>
EPS (NT Dollar)	1.10		0.50		0.60	120.00%

# Consolidated Balance Sheets

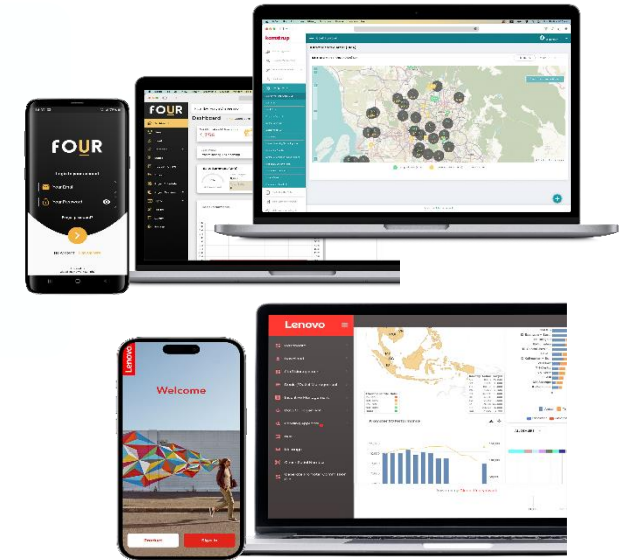
(in NT\$ thousands)

	September 30, 2024		September 30, 2023		Difference	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	663,694	30.32%	348,307	20.02%	315,387	90.55%
Accounts receivables	287,381	13.13%	284,198	16.34%	3,183	1.12%
Inventories	77,742	3.55%	91,070	-5.24%	-13,328	-14.63%
Investments accounted for using equity method	4,904	0.22%	5,337	0.31%	-433	-8.11%
Property, plant and equipment	781,241	35.69%	608,123	34.96%	173,118	28.47%
<b>Total Assets</b>	<b>2,188,754</b>	<b>100.00%</b>	<b>1,739,536</b>	<b>100.00%</b>	<b>449,218</b>	<b>25.82%</b>
Current Liabilities	490,112	22.39%	609,872	35.06%	-119,760	-19.64%
Non-Current Liabilities	293,858	13.43%	224,044	12.88%	69,814	31.16%
<b>Total liabilities</b>	<b>783,970</b>	<b>35.82%</b>	<b>833,916</b>	<b>47.94%</b>	<b>-49,946</b>	<b>-5.99%</b>
<b>Total equity</b>	<b>1,404,784</b>	<b>64.18%</b>	<b>905,620</b>	<b>52.06%</b>	<b>499,164</b>	<b>55.12%</b>

# Outlook

## Software - GLN

- Continue to expand market coverage in Asia-Pacific region and Southeast Asia, momentum driven by existing clients' long-term contracts as well as the increasing number of new clients.
- Delivering smarter solutions through AI for customers, to help businesses make data-driven decisions, enhance productivity, and achieve sustainable growth.
- Broadening business reach into untapped markets and strengthening brand visibility, to establish a stronger presence across industries and regions.
- To enter the rapidly growing fintech sector with the launch of our own innovative product.



## Zipper - MAX

- Yangmei new factory to enhance automation capacity and improve production efficiency. Plan to commence production in the second quarter of 2025.
- Leverage R&D capabilities to target high-end products, deepen collaboration with major international brands, to expand penetration into mid-to-high-end international brands.
- Leverage product lines and cross selling opportunity to meet industry demand, strengthen sales of advantageous products and integrate accessories combo to secure higher profits.
- Expanding on emerging markets such as Africa and South America, strengthen local exposure, brand visibility to secure more new orders.



# Thank you

<https://wiselink.tw>



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