



智通科創股份有限公司  
WISELINK CO., LTD.

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

# 2024 Investor Conference

August 27 , 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.
- ◆ Except as required by 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. Financial Performance
3. Future 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

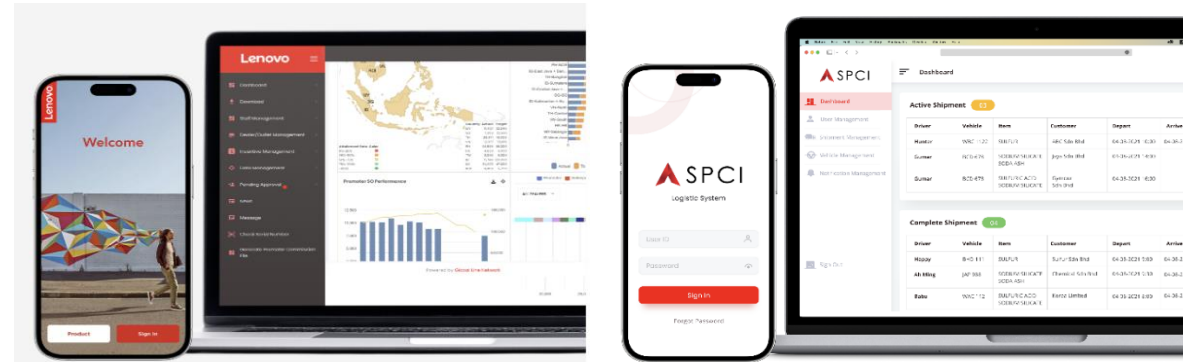


Kunshan Plant ,China

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.



# (A) Zipper Business : MAX brand global presence

40+ years of operation, marketing in 40+ countries worldwide

- 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. MAX boasts a strong sales network across more than 40 countries worldwide.

## Comprehensive product line

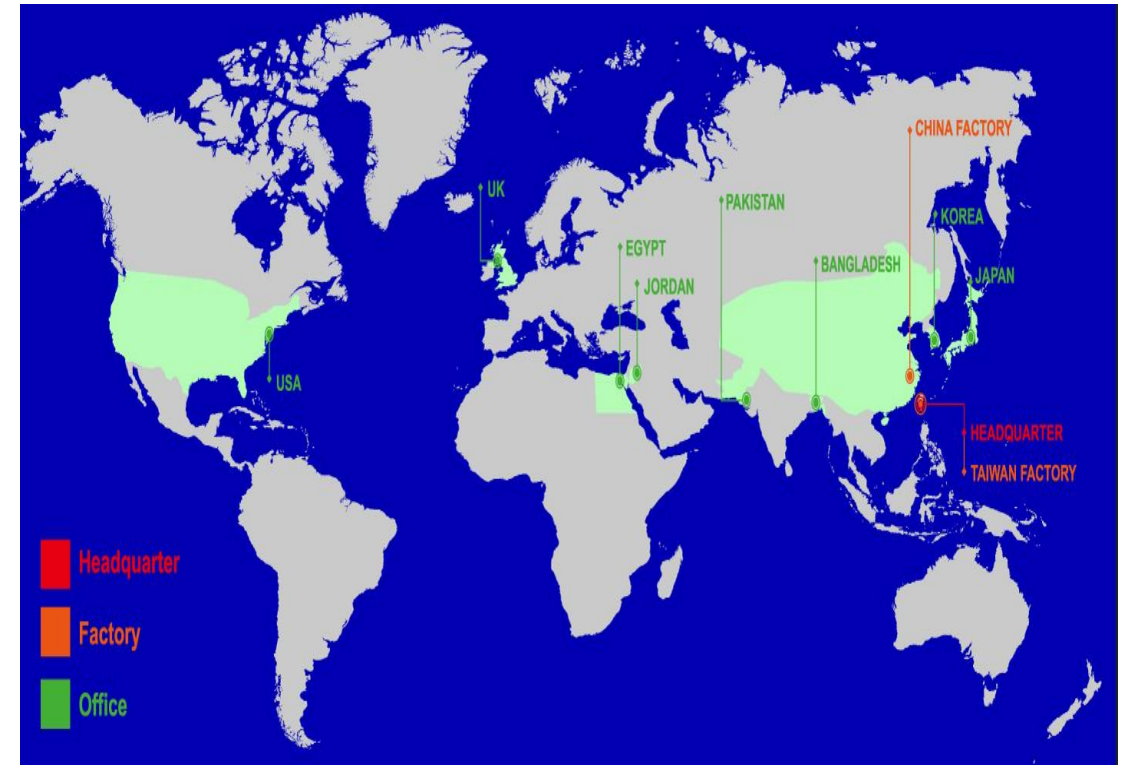
- MAX's product lines include : nylon zippers, plastic zippers, metal zippers, invisible zippers, and other specialty zippers.
- Max products are used in clothing, bags, furniture, car seat covers, military products, and outdoor gear. MAX also offers various zipper pulls and accessories in its product lines.

## Certified by nearly 60 international brands

- MAX has long-term partnerships with major ready-to-wear manufactures and bag manufacturers domestically and internationally, having obtained certifications from nearly 60 major international brands. Max continues to collaborate with leading brands in Europe and America to develop new products.

**MAX**

Business Footprint





# Founded in 1978 - Best Zipper Solution Provider

➤ In 2024, 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



## Certified by nearly 60 International Brands

- In 2024, 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	TOYOTA
	M&S	MLB	RST	MAZDA
	macy's	Ralph Lauren	5.11 Tactical	GM
	Target	Okaidi		Great Wall Motor
	WAL-MART	NET		Chery Automobile

# (B) Software Business : GLOBAL LINE NETWORK

Global presence across 13 countries in Southeast Asia and South Asia

- Headquartered in Kuala Lumpur, Malaysia, services span 13 countries, serving over 30 well-known enterprises and has accomplished over 100+ projects which include web portals, platform development and mobile App development projects.

## Comprehensive software development

- Enterprise-grade sales and distribution platform and solution.
- Retail distribution platform (PaaS solution)
- Cloud-based service platform (SaaS platforms)

## Cutting edge innovation

- Leverage cloud services, big data and artificial intelligence innovations to strengthen product and service competitiveness and expand customer base.

## GLOBAL LINE NETWORK

Business Footprint

GLOBAL LINE  
NETWORK



# Client Case-Develop Web Portal, Mobile App for renowned Enterprises

Lenovo



adept



neffos  
SMARTPHONE



1PayGo

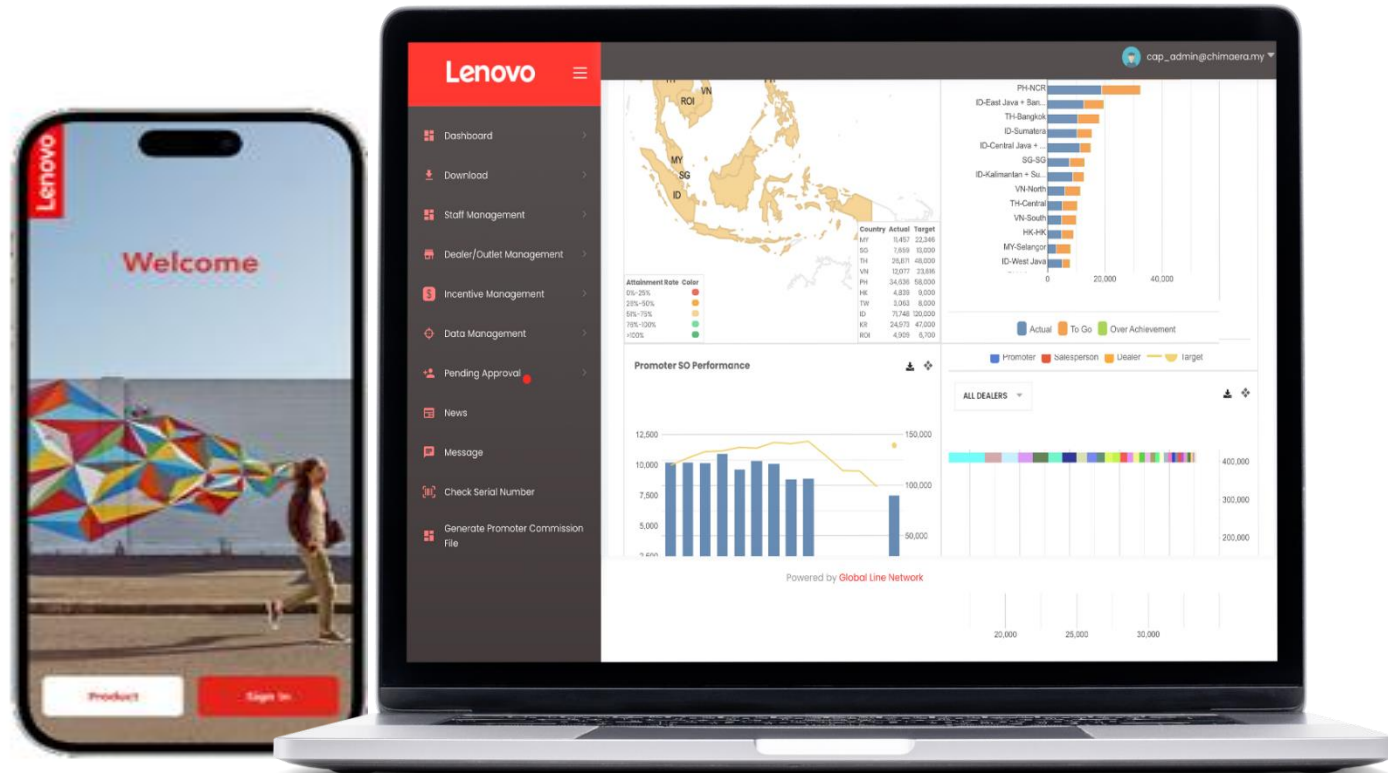


WCT



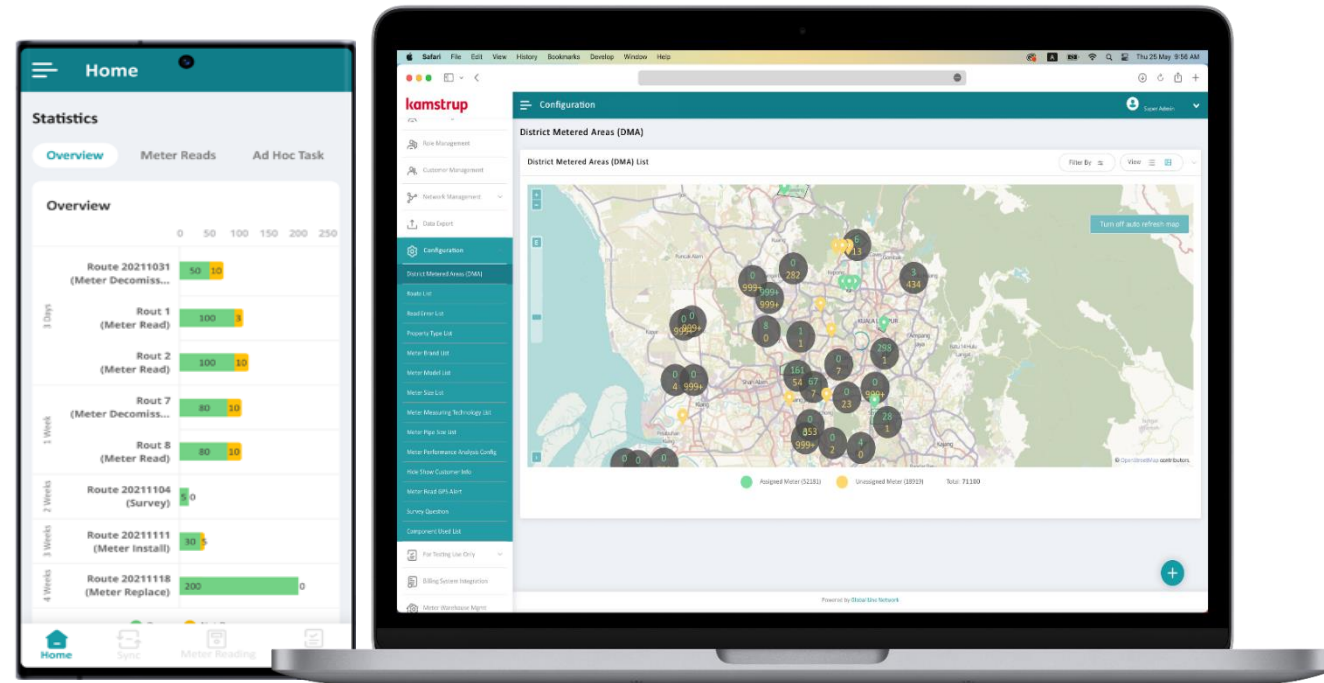
# Lenovo Retail Channel Management System

- A retail channel management solution to manage real time sales of promoters, salesperson and business partners.
- Linking three powerful pillars of success:
  - ✓ **Lenovo Heros** : track sales performance, monitor attendance, calculating sales commissions
  - ✓ **Lenovo To You** : Sales Management, manage sales submissions and incentives, fostering collaboration between salespersons, partners, and dealers.
  - ✓ **Lenovo On The Beat** : Marketing management, track demo unit marketing duration, display promotional materials to customer.



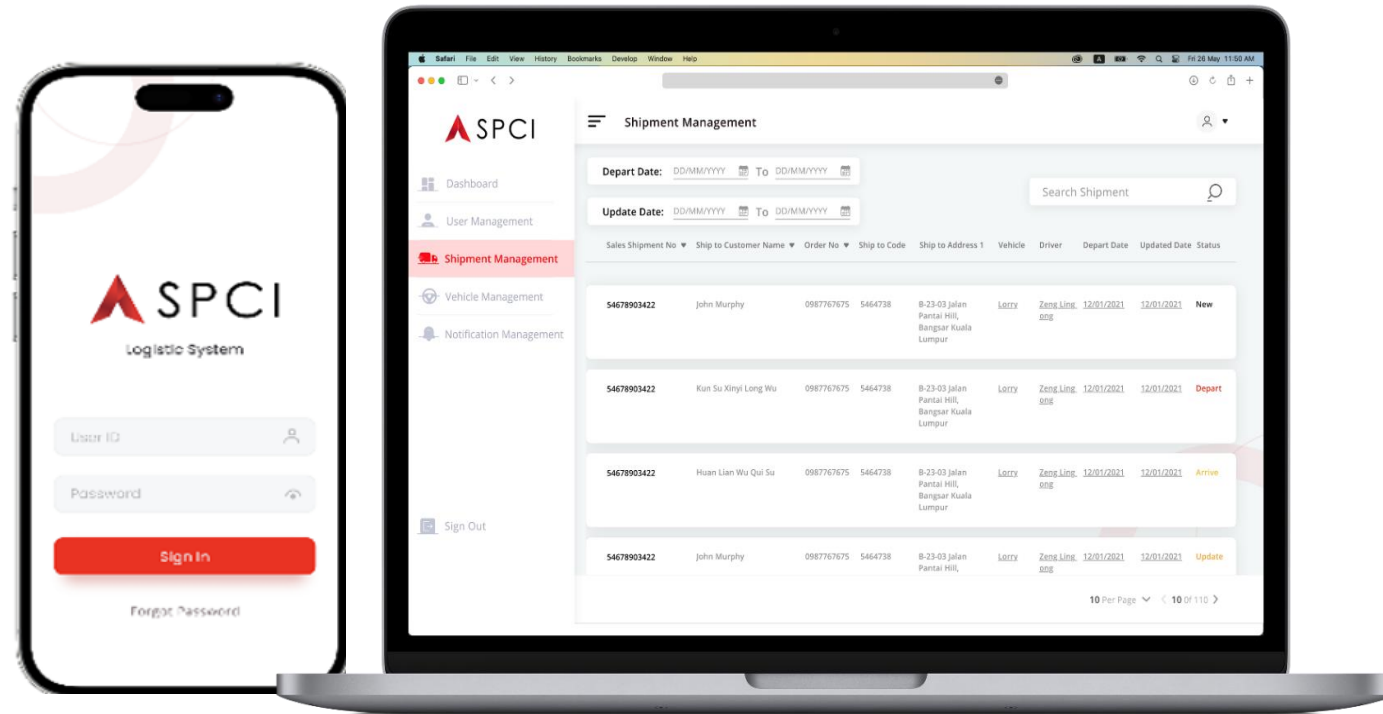
# adept Water Meter Channel Management System

- Adept is a software system designed to assist water utility providers manage their assets and resources effectively (i.e. allowing their field workers to record readings or perform maintenance services more efficiently).
- Key Features :
  - ✓ **Real time synchronization** : allowing field workers and supervisors to access up-to-date information.
  - ✓ **Statistics** : Display current and past 14 days progress of meter read and adhoc tasks.
  - ✓ **Meter Read** : Record meter readings and report new meters discovered.
  - ✓ **Ad-hoc Task** : Perform meter installation, replacement, decommissioning, and survey questionnaires.



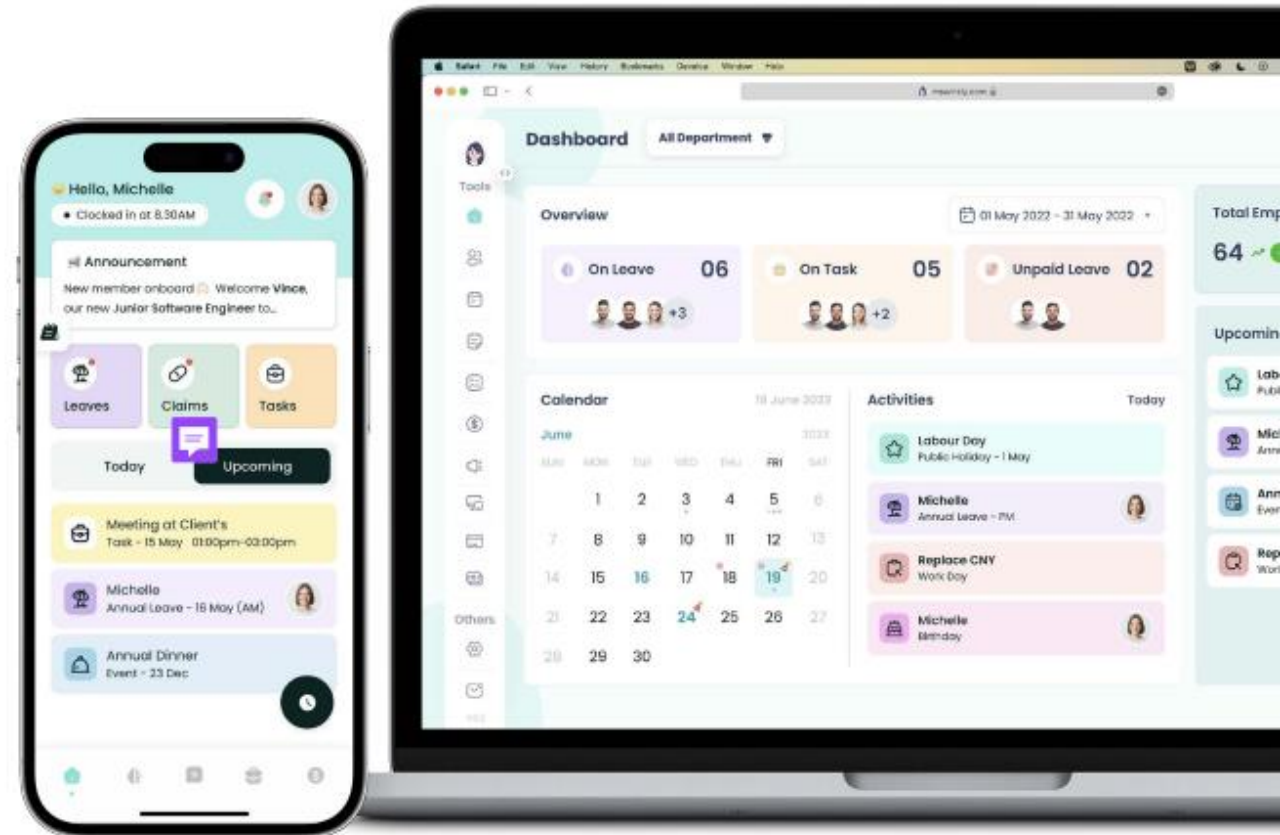
# SPCI Logistic Management System

- A logistics management system with capabilities for managing and tracking drivers and trucks within the supply chain.
- The mobile version of the SPCI system provides drivers with automatic updates on logistics status while on the road. This includes detailed delivery information, route instructions, real-time updates and more. Mobile access helps drivers stay up-to-date and allows for effective communication between drivers and managers.



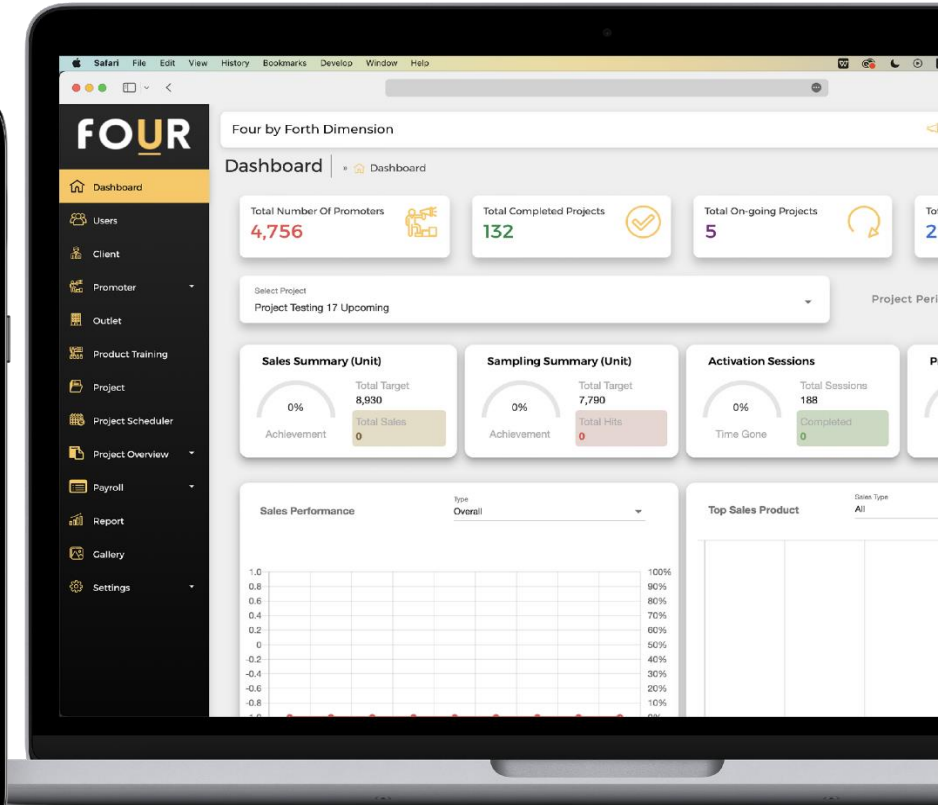
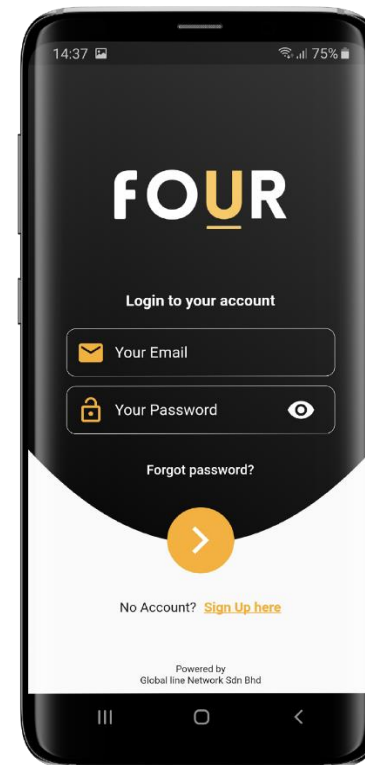
# Ms. Winkly Cloud-based HR Management

- An intelligent cloud-based Human Resource Management application with mobile app that allows companies, both SMEs and Large firm to manage employees' attendance, leave application and claims in one platform.
- Key Features :
  - ✓ **Attendance Management** : manage employee attendance, track working hours.
  - ✓ **Leave Application** : Simplifies leave requests, approval, and tracking.
  - ✓ **Claims Management** : Upload receipts, approvals, track history.
  - ✓ **Task Management** : submit and manage out-of-office tasks.



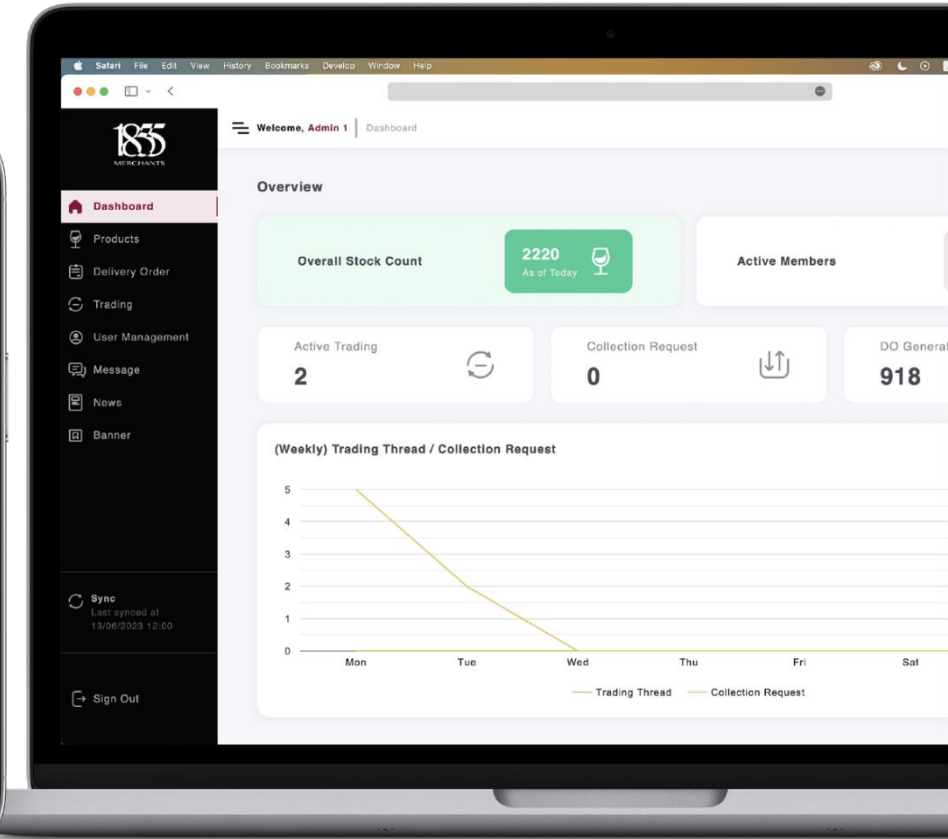
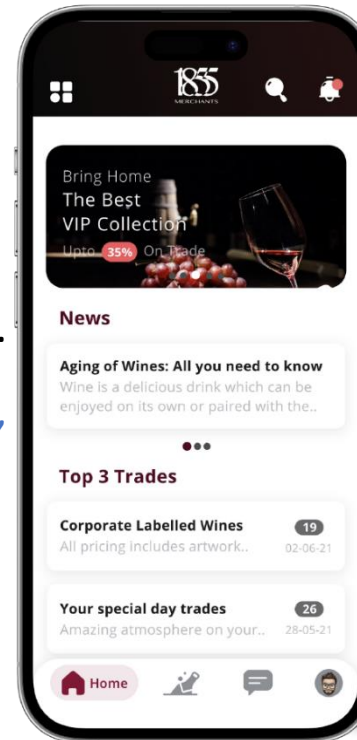
# Four by Fourth Dimension Streamline Product Campaign Management and Tracking

- A software system designed to simplify and streamline the management of product campaigns in retail environments.
- Streamline Scheduling & Optimize Project Coordination, Task management :
  - ✓ Attendance & Location Tracking
  - ✓ Task Management
  - ✓ Daily Activities Log
  - ✓ Sales And Sampling Management
  - ✓ Sales record management, inventory/replenishment /closing inventory/stock levels /total sampling times



# 1855 All-in-One Wine and Liquor Management

- A centralized platform to keep track of wine and liquor members, their wine & liquor inventory info, and also provide trading among the community. On top of that, provide product information or news announcement to their members.
- Members can seamlessly trade wine from one member's inventory to another member's inventory.
  - ✓ Inventory Tracking, view purchase history, stock balance, pricing details.
  - ✓ Member-to-Member Trading
  - ✓ Community & Engagement
  - ✓ Tracking Inventory
  - ✓ Monitor active members and active transaction



# 2024 Q1 Financial Highlights

Revenue

NT\$ **305** million

+ 30% YoY

Gross Margin

**47** %

+ 114% YoY

Net Profit

NT\$ **69** million

+ 1733% YoY

# 2024 Q2 Financial Highlights

Revenue

NT\$ **397** million

+ 60% YoY

Gross Margin

**49** %

+ 26% YoY

Net Profit

NT\$ **93** million

+ 143% YoY

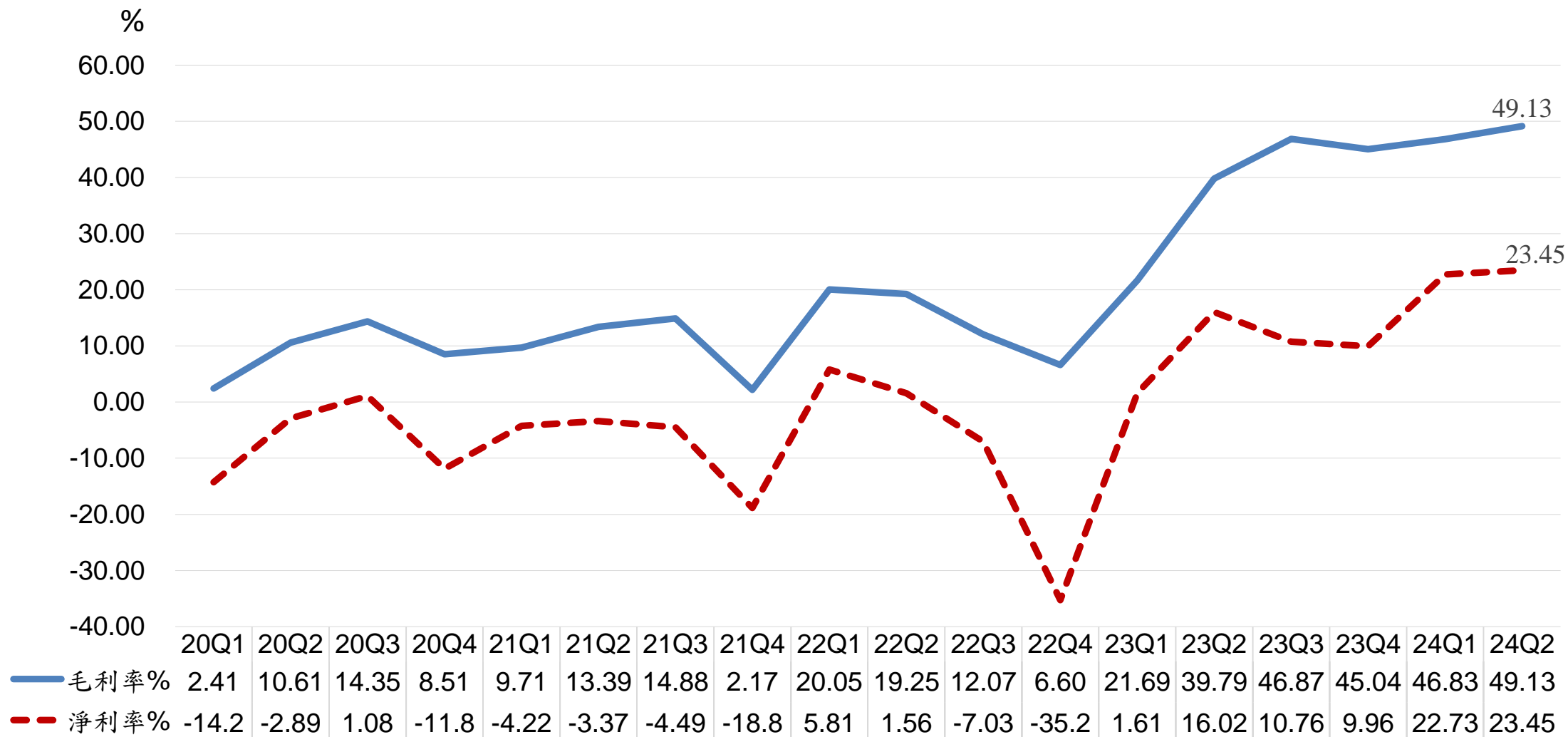
# Consolidated Statements of Comprehensive Income

Consolidated Statements Of Comprehensive Income (In Thousands of New Taiwan Dollars)	Six Months Ended June 30				Difference	
	2024		2023		Amount	%
	Amount	%	Amount	%		
Operating revenue	701,524	100	483,179	100	218,345	45
Operating costs	(363,862)	(52)	(334,963)	(70)	(28,899)	9
<b>Gross profit</b>	<b>337,662</b>	<b>48</b>	<b>148,216</b>	<b>30</b>	<b>189,446</b>	<b>128</b>
Operating expenses	(122,766)	(17)	(93,357)	(19)	(29,409)	32
<b>Profit from operations</b>	<b>214,896</b>	<b>31</b>	<b>54,859</b>	<b>11</b>	<b>160,037</b>	<b>292</b>
Non-operating income and expenses	6,852	1	(1,434)	-	8,286	578
Profit before income tax from continuing operations	221,748	32	53,425	11	168,323	315
Income tax expense	(59,411)	(9)	(11,385)	(2)	(48,026)	422
<b>Net profit for the period</b>	<b>162,337</b>	<b>23</b>	<b>42,040</b>	<b>9</b>	<b>120,297</b>	<b>286</b>
Earnings per share (In NT Dollar)	1.83		0.63		1.20	190

# Consolidated Balance Sheets

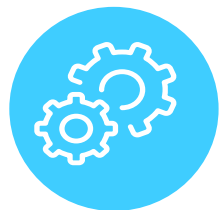
Consolidated Balance Sheets (In Thousands of New Taiwan Dollars)	June 30,2024		June 30,2023		Difference	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	520,267	25	400,537	24	119,730	30
Trades receivables	366,117	18	204,237	13	161,880	79
Inventories	83,557	4	92,551	6	(8,994)	(10)
Investments accounted for using the equity method	4,973	-	5,502	-	(529)	(10)
Property, plant and equipment	753,339	36	533,103	33	220,236	41
<b>Total assets</b>	<b>2,090,450</b>	<b>100</b>	<b>1,646,132</b>	<b>100</b>	<b>444,318</b>	<b>27</b>
Total current liabilities	505,918	24	660,335	40	(154,417)	(23)
Total non-current liabilities	276,807	13	151,658	9	125,149	83
<b>Total liabilities</b>	<b>782,725</b>	<b>37</b>	<b>811,993</b>	<b>49</b>	<b>(29,268)</b>	<b>(4)</b>
<b>Total equity</b>	<b>1,307,725</b>	<b>63</b>	<b>834,139</b>	<b>51</b>	<b>473,586</b>	<b>57</b>

# Gross Margin and Net Profit Margin Performance





# Future Outlook



## Dual business drivers

- MAX zipper business as a globally renowned brand and has well-established international marketing networks contributing to cash flow.
  - Global Line Network software having a strong foothold in Southeast Asian market, aiming to contribute revenue growth and profit margin improvements.
- 



## Focus on high-growth markets

- Zipper business continues to deepen collaborations with international brands, strengthening sales expansion in emerging market regions.
  - Software business benefiting from the relatively high economic growth advantages of Southeast Asia & South Asia, aiming to offer more diverse products to increase market share.
- 



## Margin Expansion

- Zipper business elevates R&D capabilities to accelerate high-end products production, deepen collaboration with big brands and to expand cooperation with mid-to-high-end international brands.
- Software business continues to leverage cloud services, big data, and AI innovation to strengthen service competitiveness and expand customer base.

# Thank you

<https://wiselink.tw>



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WISELINK CO., LTD.