

Nextlink Technology Co., Ltd. (6997)

LINK TO THE NEXT

2025 Q4 Investor Presentation

2026/4/16



Safe Harbor Notice

Except as required by law, Nextlink Technology is under no obligation to update any information provided, including forward-looking statement, whether as a result of new information, future events, or otherwise.

We undertake no obligation to, and expressly disclaims any obligation to, update or alter any content of this presentation. No representation or warranty, express or implied, is made as to the accuracy, completeness, or reliability of the information contained herein. This presentation also does not constitute a comprehensive statement regarding the company, industry conditions, or future developments.

Agenda

01

Nextlink
in Brief

02

Our Value &
Competitive
Advantage

03

Financial
Review

04

Business
Outlook



01

Nextlink in Brief

Nextlink Technology is Taiwan's Premier Leader in Multi-Cloud Integration

Founded: Oct. 13, 2006

IPO: Dec. 16, 2024

Stock Symbol: 6997

Outstanding Shares: 22.1M

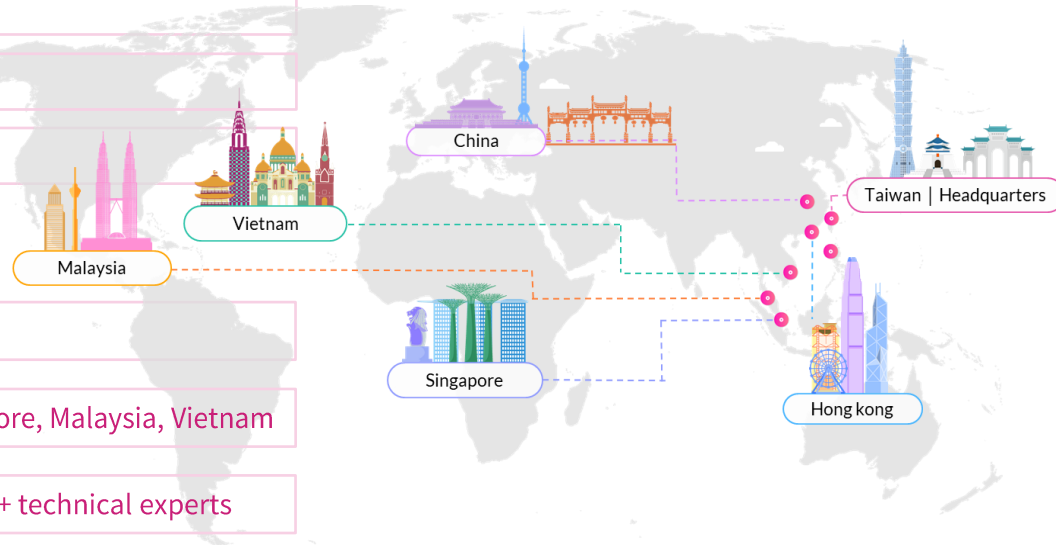
Basic Information

Headquarters: Taipei, Taiwan

Global Locations: HK, China, Singapore, Malaysia, Vietnam

No. of Employee: 250, including 120+ technical experts

Official Website: nextlink.cloud



A Business Model Anchored in a Holistic Multi-Cloud Network



Renova Cloud Joined the Nextlink Leadership Team in April 2026



Chee Ching Chairman

- GM, Far EastOne Telecommunication
- Chairman & GM, Far Eastern Info Service



Shasta Ho CEO

- Founder of Nextlink Technology
- Manager, APAC Region, TILGIN



Family Chang CFO

- KPMG



CY Sung CTO & CISO

- Institute for Information Industry, Department of Mechanical



Charles Chen VP, Nextlink

- AWS, Partner Network
- ASUS



Thelma Lin VP, Microfusion

- 91 APP
- cacaFly



Doron SHACHAR CEO, Renova

- Founder of Renova Cloud
- Serial entrepreneur, founder of JetviewSEA (2007)



Vincent TOH GM, Renova

- Upstream Information
- Juvo Mobile

Nextlink Today

7 APAC locations

Headquartered in Taipei.
Subsidiaries in HK, China, Malaysia,
Singapore and Vietnam

20 years of track record of customer success

Extensive cloud insights & robust
market reputation

2500+ global clients⁽¹⁾

Spanning from SMBs to large-scale
enterprises.
Strategic focus on Retail/
E-commerce, Finance, Manufacturing,
and Public Sector.

Tier 1 provider of integrated multi-cloud solutions

Premier partner of major hyperscalers
Strategic ISV partnerships

A 250 strong professional team

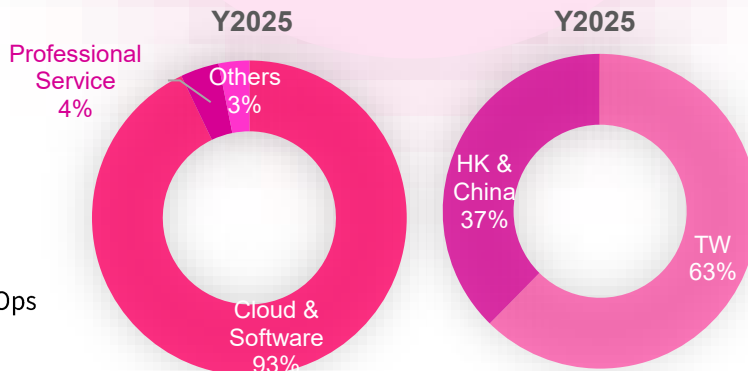
120 technical experts

700+ professional cloud certifications⁽²⁾

Leading capabilities in cloud, security & Ops
Proprietary R&D capability in data & AI

nextlink
博弘雲端科技 | 雲服務專家

2025 Revenue
NT\$4.45B⁽³⁾



Proven value across diverse industries

Customer Retention Rate *
86%+

Average Partnership Duration
3+ Years

Customer Satisfaction **
93%+

Professional Service Clients ***
1,876

E-commerce | Retail | Food & Beverage



Logistics | Manufacturing



PLAZA PREMIUM LOUNGE



Financial Industry



Information Technology



Gaming Industry



Healthcare & Biotechnology



Public Sector



* Customer Retention Rate: calculation period from 2025/1/1 to 2025/12/31.

** Customer Satisfaction period: 2025 H2, percentage of "Very satisfied" and "Satisfied".

*** Professional Service Clients: clients utilizing professional services including MSP, operation optimization, cloud security, data & AI solutions from 2017 through 2025/12/31.

02

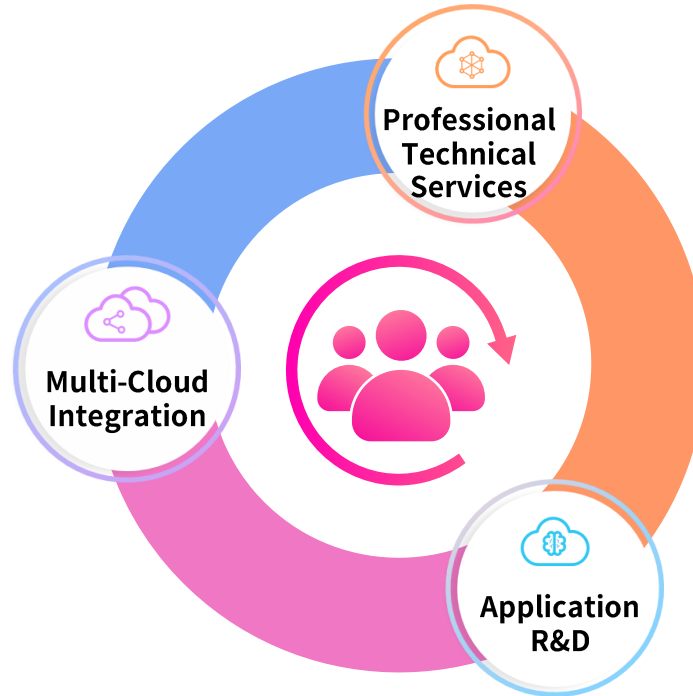
Our Value & Competitive Advantage

Clients' Trusted Partner for AI Digital Transformation

- Customer-centric, comprehensive **AI & cloud solution** services
- Delivering the transformation **from digital to intelligent** through deep customer insights

Multi-Cloud Integration

- Multi-cloud technical support
- Operational optimization
- Managed Services (MSP & MSSP)
- Education & training
- ISV solution integration



Professional Technical Service

- Cloud system integration
- Cloud migration
- Application modernization
- Cloud cybersecurity
- Data application & AI solutions

AI Solution

- Next-Generation Intelligent Cloud Management Platform (AICOM®)
- Enterprise Intelligent AI Knowledge Application Agent (LEMMA®)
- Vertical AI solutions

Our Competitive Differentiation



Market Leadership

Leading cloud service provider in Taiwan, HK & Vietnam

- Premier Cloud and Managed Service provider
- 2025 Local Channel Partner of The Year (Alibaba Cloud)
- 2024 Partner of The Year (AWS HK & Vietnam)
- 2024 Partner of The Year- Expansion in APAC (Google Cloud)



Deep Customer Insight

20 years of industry experience, dedicated to clients' interest

- 90%+ customer satisfaction
- Average client tenure of 3+ years
- 86% client retention rate
- Key verticals in retail/e-commerce, finance, manufacturing, and public sector, with a diverse portfolio extending to gaming, logistics, biotech, and more.



Top-Tier AI & Cloud Expertise

Upholding leading technical expertise, driving technical innovation with premier cloud and software partners

- 700+ professional certificates of cloud, security, data and AI
- Proprietary AI solutions: AICOM®, LEMMA®
- ISO27001, ISO27017, ISO27701 security certificates
- First in Asia to become a Palo Alto Networks designated security partner
- First in Taiwan to achieve the Google Cloud Security Specialization
- First in Taiwan to earn the AWS Government Competency

Strategic Partner Ecosystem

Google Cloud

aws

A

Alibaba Cloud

Google Cloud Platform

- GCP Premier Partner- Co-sell / Services / Technology
- GWS Premier Partner- Co-sell & Service / Technology
- 5 Google Cloud Specializations
- 4 Google Cloud Competencies
- 2024 Partner of The Year- Expansion in APAC

Amazon Web Service

- Premier Tier Partner
- AWS Managed Service Provider (MSP)
- AWS Level 1 Managed Security Service Provider (MSSP)
- 9 AWS Competencies
- 7 Partner Programs
- 9 AWS Service Validations
- AWS Asia Pacific (Taipei) Region SCA

Microsoft Azure

- Cloud Solution Provider (CSP)- Azure
- Solution Partner-Data & AI
- Solution Partner-Infrastructure
- Infra & DB Migration Specialization

Alibaba Cloud

- Elite Partner
- 2025 Local Channel Partner of the Year
- 2025 Partner of the Year: PM – Innovation & Enablement
- 2024 Excellence Channel Partner of the Year



Security

paloalto NETWORKS

radware

FORTINET

snyk

CHECK POINT

aqua

Data & AI

Claude

databricks

+ a b l e a u

MongoDB.

WrenAI

Storage

NetApp

new relic

Monitor

DevOps

GitHub

Backup

veeam

Data & AI-Driven Value Creation for Our Clients



Next-Gen Intelligent Cloud Management Platform

*Available on AWS Marketplace

Security & Compliance

Role-based access control (RBAC), clear accountability, compliance verification

ServiceOps Excellence

Standardized process, human + AI collaboration, business continuity

FinOps Governance

Single source of truth, decision support, forward-looking metrics

CloudOps Optimization

Cloud asset binding, maximizing efficiency, data-driven ROI



Enterprise AI Knowledge Agent Solution

AI ChatBot Agent
(Automated customer support)

AI Knowledge Management Agent
(Internal knowledge management)

*Available on AWS Marketplace

Enterprise-Grade Data Privacy

Mitigate deployment risks

Accelerate Enterprise AI Adoption

Lower technical entry barriers

High Cost-Efficiency

Eliminate overhead and hidden costs

Versatile Application Scenarios

Enabling end-to-end AI integration

AI Industry Solutions



New Retail Data & AI Solution

Optimizing customer journey to propel business growth.



Data & AI Solution for F&B

Driving data-driven transformation to elevate customer experience.



Commercial District Analysis

Unlock market potential and capture first-mover advantage.



Public Opinion Analysis

Rapid sentiment insights for precise strategic actions.



Process & System Automation

Rapid workflow deployment to accelerate digital transformation.



Automated Text and Image Generation

Accelerated personalized content creation to unlock business impact.

AICOM® : Recommended by Top Clients



Studio Doe

“ We’ re thrilled to use AICOM® our new AI-driven cloud management platform. This all-in-one solution streamlines product projects, accounts, and cloud resources, boosting cost optimization and operational efficiency. **With AICOM® Gogolook can focus on delivering top-tier anti-fraud services.** ”

Gogolook
Cloud Technology Director

Kailin Chi

“ AICOM®’s intelligent platform has transformed our management by offering dynamic dashboards for real-time cloud resource monitoring. It simplifies cost management, optimizing both cost and efficiency. **Thanks to AICOM®, we can flexibly develop computer vision technology, drive growth and enhance consumer experiences in retail and catering.** ”

Berry AI
VP of R&D

Junyu Zeng

“ AICOM® is one of the services we truly feel makes a difference. During our e-commerce marketing campaigns, we often need to scale our deployments in response to fluctuating traffic. In the past, it was difficult to track spending in real time. But with AICOM®, we’ re able to see the costs from the previous night’ s campaign as early as the next day - **allowing Studio Doe to allocate budgets more accurately based on cloud resource usage.** ”

Studio Doe
CTO

Rick Chen

LEMMA[®] : A Leading Financial Holdings Group - FAQ AI Chatbot

Generative AI : Natural language understanding and response generation

Agent Development : Intelligent customer service agent deployment



Customer Pain Points

- Legacy keyword triggers frustrating users with unmatched queries
- High manual maintenance costs with ineffective search results
- Lagging content updates degrading customer service experiences

Solution

- **AI Agent** deployment driven by **LLMs** and **prompt engineering**
- Automated full-site data extraction as the core knowledge source
- Offline document integration for enhanced knowledge integrity

Tangible Benefits

- GenAI-driven query understanding and natural human-like interactions
- Massive knowledge expansion via full-site data **reducing operational overhead**
- **Elevated customer satisfaction and strengthened brand trust**

New Retail Data & AI Solutions: Use Cases

Data & AI fueling evolution to refine customer journeys and unlock infinite business potential.



1. Unified Data Platform Management & Analysis

Centralizing diverse data to eliminate information silos

Integration & Transformation: centralizing POS, CRM, and back-office data via cloud architecture and forma conversion.

Business Impact: ensuring high data accuracy to significantly enhance internal analysis and decision-making efficiency.



2. AI Stockout Recommendation

Seamlessly converting opportunities for e-commerce leaders

AI-Powered Substitution: automatically recommending optimal alternatives based on customer preferences and product similarity.

Business Impact: preventing churn from stockouts while optimizing shopping experience to maximize sales conversion.



3. AI-Driven Personalized Recommendations

Dedicated AI sommelier chatbot to precisely guide purchase

Generative Interactions: leveraging GenAI to analyze contextual needs (e.g., budget, flavor) and deliver tailored recommendations.

Business Impact: enhancing marketing synergies for premium products to boost sales conversions and brand loyalty.



4. Automated Product Listing Management

AI-powered review and categorization driving cost efficiency

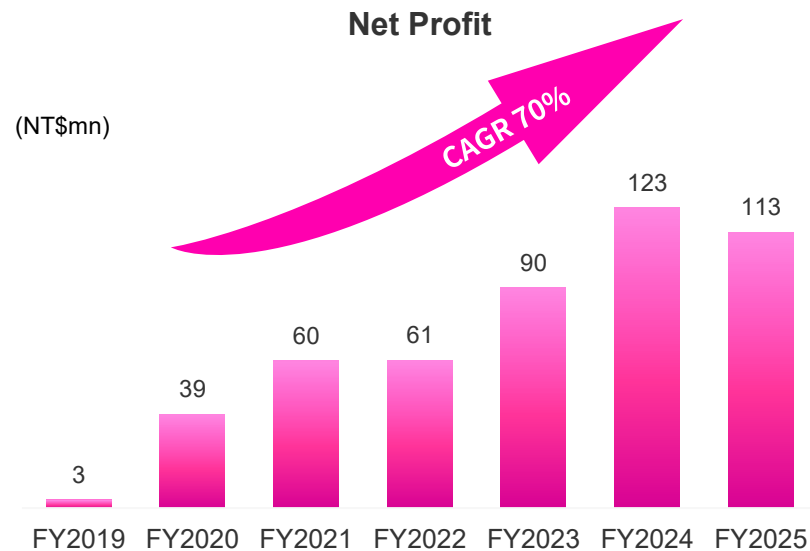
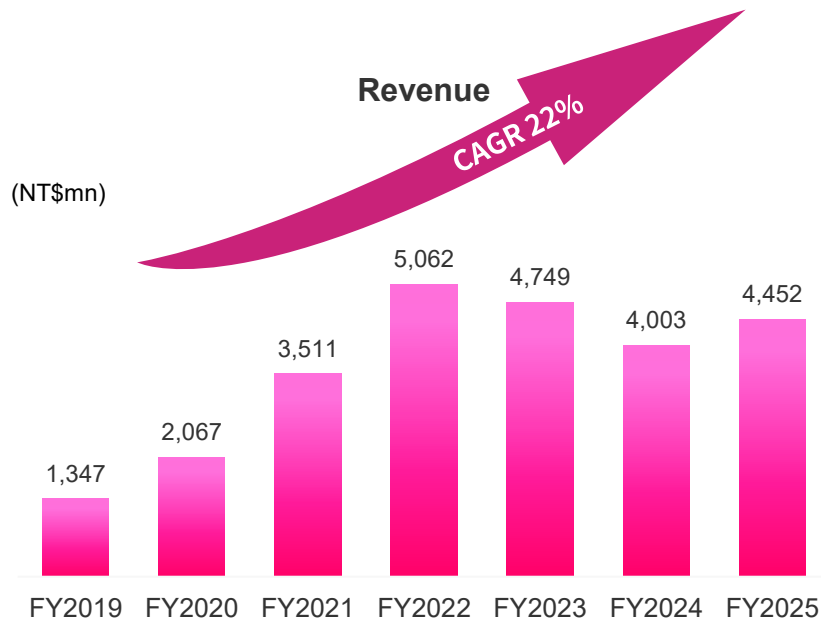
Intelligent Validation: AI verifying product data and text-image consistency to minimize human error.

Business Impact: removing manual bottlenecks to accelerate product onboarding and launch efficiency.

03

Financial Review

Robust Revenue & Sustained EPS Growth



* Strategically opted for non-renewal of a high-concentration client at the end of 2023 to optimize revenue structure and diversification.

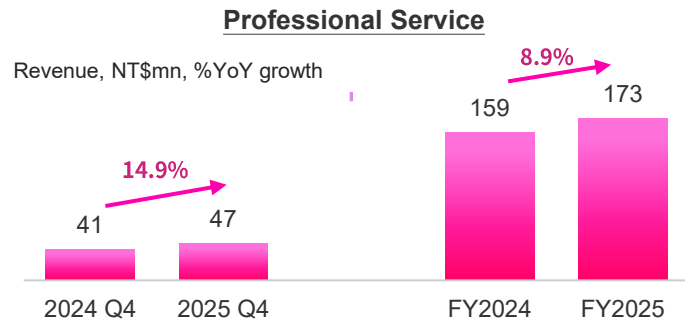
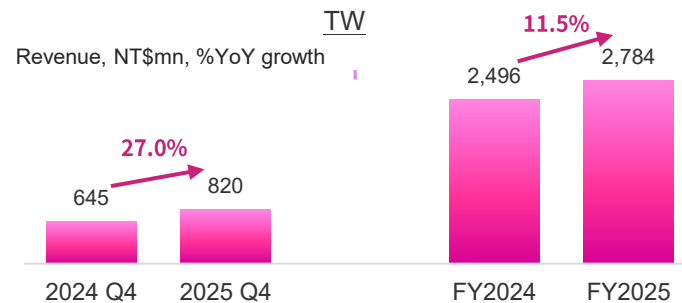
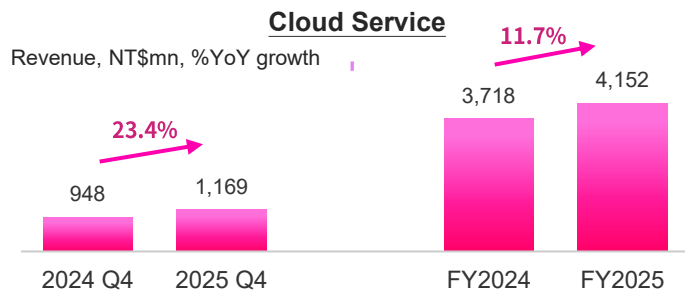
FY2025 & Q4 Condensed Income Statement

(NT\$m, except mentioned)	2025 Q4	2025 Q3	Q/Q	2024 Q4	Y/Y	FY2025	FY2024	Y/Y
Net Revenue	1,244	1,122	10.9%	1,015	22.6%	4,452	4,003	11.2%
Major Resale Revenue (US\$)	34.6	32.2	7.4%	26.3	31.5%	122.9	105.7	16.3%
Gross Profit	123	106	15.8%	119	3.2%	445	494	-10.0%
Operating Profit	55	27	101.8%	29	91.5%	140	155	-9.8%
Net Profit	43	21	102.0%	19	127.5%	113	123	-8.3%
Diluted EPS (NT\$)	1.92	0.95	102.1%	0.90	113.3%	5.10	6.09	-16.3%
Margins								
Gross Margin	9.9%	9.5%	0.4 pt	11.8%	-1.9 pt	10.0%	12.3%	-2.3 pt
Operating Margin	4.5%	2.4%	2.1 pt	2.9%	1.6 pt	3.1%	3.9%	-0.7 pt
Net Margin	3.4%	1.9%	1.5 pt	1.8%	1.6 pt	2.5%	3.1%	-0.5 pt

Note : 2024 and 2025 weighted average shares outstanding for diluted EPS: 20,188 and 22,116 thousand shares, respectively.

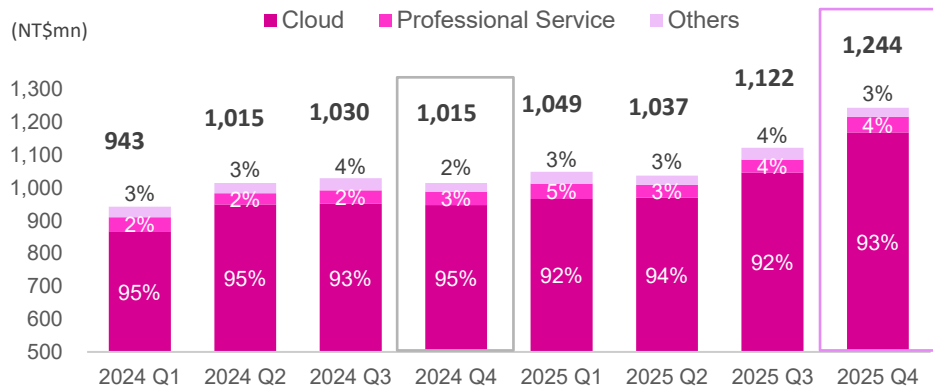
Double-Digit Q4 Revenue Growth by Service & Region

- Cloud services: Strong Q4 growth drove full-year revenue back to double digits.
- Professional services: Rebounded from H1 tariff headwinds, driven by recurring revenue.
- Taiwan: Significant Q4 growth driven by AI computing usage.
- HK & China: 2-year revenue high in Q4; back on growth track for 2025.

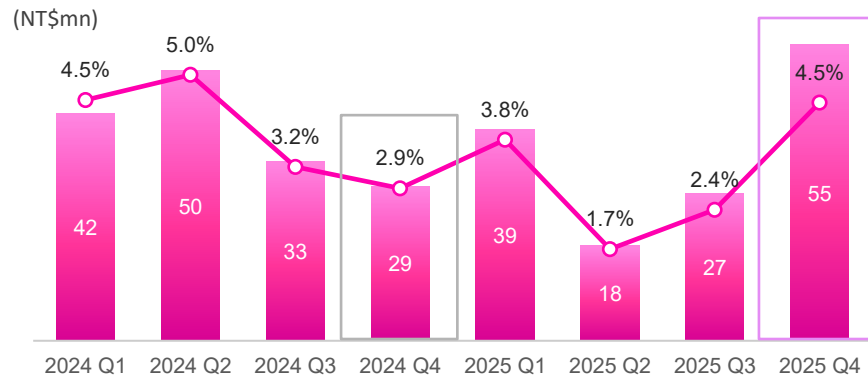


2025 Q4 Revenue & Profit : Up Both YoY and QoQ

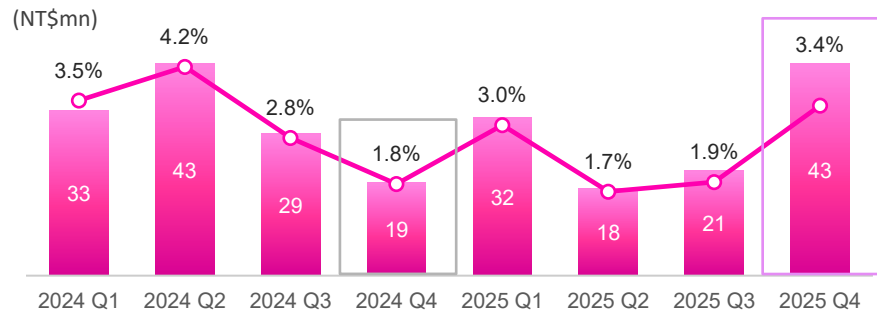
Revenue



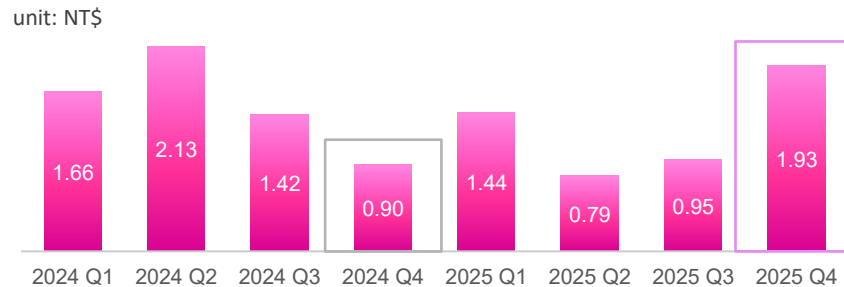
Quarterly Operating Income, Operating Margin



Net Income, Net Margin



EPS



FY2025 Condensed Balance Sheet

(NT\$m)	12/31/2025	%	12/31/2024	%
Cash & Cash Equivalents	\$772	42	\$721	45
Accounts Receivable	931	50	751	47
Other Current Assets	78	4	111	7
Non-Current Assets	65	4	25	2
Total Assets	1,845	100	1,607	100
Current Liabilities	1,132	61	902	56
Non-Current Liabilities	87	5	77	5
Total Liabilities	1,219	66	979	61
Total Stockholders' Equity	626	34	628	39

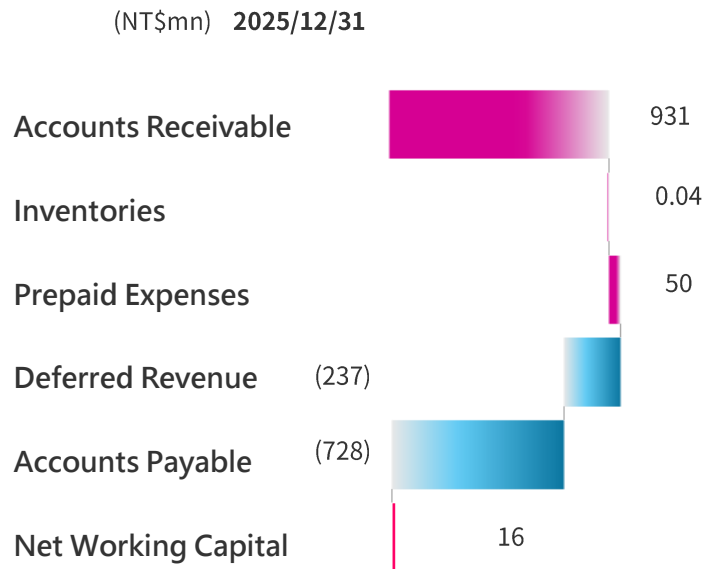
FY2025 Condensed Statement of Cash Flow

(In NT\$mn)	FY2025	FY2024
Cash and cash equivalents at beginning of period	\$721	\$640
Net cash flows from (used in) operating activities	197	(69)
Net cash flows from (used in) investing activities	(9)	(2)
Net cash flows from (used in) financing activities	(131)	143
Effect of exchange rate changes on cash and cash equivalents	(6)	8
Cash and cash equivalents at end of period	772	721
Free Cash Flow*	194	(70)

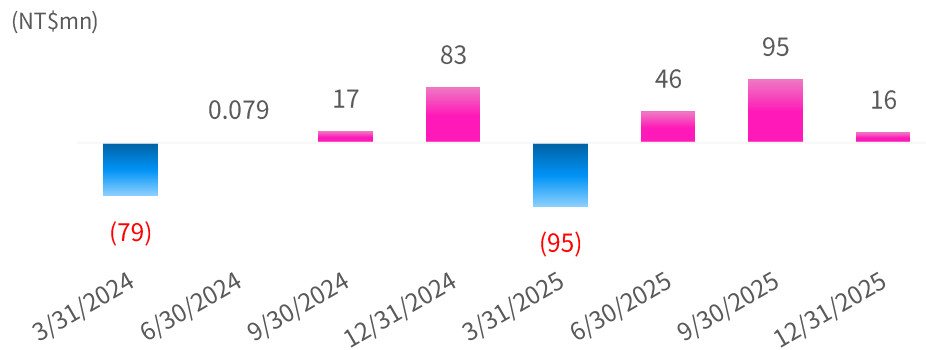
* Free Cash Flow: Net cash flows from (used in) operating activities – Acquisition of property, plant and equipment

Robust Net Working Capital

- 2025Q4 Net Working Capital at NT\$16 M



- Solid New Working Capital



04

Business Outlook

AI-Driven Cloud Market Boom

Global Public Cloud market volume of US\$2.16tn



Revenue in the Public Cloud market worldwide is projected to reach **US\$1.19tn** in 2026 and **US\$2.16tn** by 2030 ⁽¹⁾.

PaaS and AI platforms driving public cloud market growth



PaaS is set to surge **>37%** YoY in 2026, driven by AI platforms and app development to support GenAI, agentic AI, and data-heavy workloads⁽²⁾.

Explosive Growth in the APeJC Public Cloud Market



The APeJC (Asia/Pacific excluding Japan and China) public cloud market is expected to reach **US\$84bn** by 2026 with 5-year CAGR of over **14.2%**, making it the top market outside the US and Western Europe ⁽²⁾.

AI Convergence Challenges Intensify



The I&O Priorities 2026 survey highlights severe AI & cloud cost volatility for APAC IT leaders, making **FinOps and AIOps** essential for AI applications.⁽³⁾

Source:

- (1) [Public Cloud – Worldwide](#), Statista, 2025/6
- (2) [Worldwide Software and Public Cloud Services Spending Guide](#), IDC, 2026/3/4
- (3) [Infrastructure and Operations Priorities 2026](#), Info-Tech Research Group, 2026/3/20

Upgraded IT Managed Services and Sustained Market Growth

Global IT MSP markets expanding at a 9.4% CAGR with APAC driving the highest regional growth.

01

The global IT managed services (MSP) market size reached US\$304.45B in 2025 and is expected to increase to US\$332.78B in 2026.



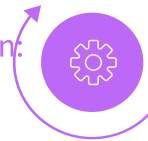
02

Global IT MSP market is projected US\$475.9B by 2030 at a 9.4% CAGR with North America leading in size and APAC leading in growth.



03

Upgrade market position: From Cost-Cutting to Strategic AI-Enabled Partnership.



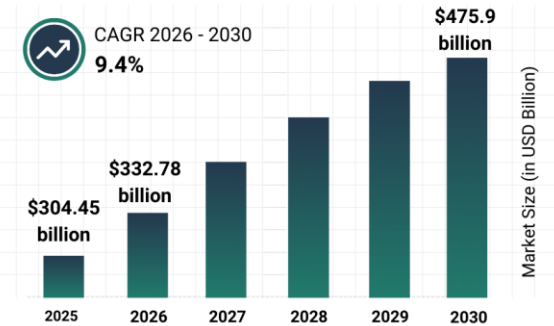
04

AI and cloud propelling IT MSP market growth

- Increasing adoption of **hybrid cloud models**
- Integration of **AI and automation technology**
- Rising demand for **cybersecurity managed services**
- A shortage of skilled IT personnel



IT Managed Services Market Report 2026



Robust expansion strategy drives sustainable growth

Asia-Pacific's premier provider of Cloud SI Services

FROM
RUN
TO
FLY

Organic Ecosystem Growth

- Strengthening the **multi-cloud ecosystem** via expanded services and ISV portfolio.
- Focusing on “**3+1**” **industries** with solutions developed through strategic alliances.

AI Application Innovation

- Investing in **data & AI-driven applications**.
- Delivering value via **customer-centric** efficiency & cost optimization.

ASEAN Market Expansion

- **Synergizing Renova's** deep market expertise and technology in Vietnam with Nextlink's robust ecosystem to accelerate our SEA growth curve.

Key Takeaways

- 01 Capitalizing on the secular Cloud and AI trend to **drive ecosystem growth**
- 02 Solid market leadership & contribution margin expansion driven by **high value-added services**
- 03 Delivering value to targeted “3+1” verticals **via AI solutions**
- 04 Synergizing with Renova Cloud to **fast-tracking Asia-Pacific penetration**
- 05 Data and AI-centric **investment in talent and R&D**



Q&A

Thank You 
for Your Attention



 nextlink.cloud

Taiwan Headquarters

5F.8, No. 267, Lequn 2nd Rd., Zhongshan Dist.,
Taipei City 104, Taiwan (R. O. C.)

Singapore

120 LOWER DELTA ROAD, #07-14 CENDEX CENTRE,
SINGAPORE 169208

Malaysia

Suite 811, Level 28, The Gardens South Tower, Mid
Valley City, Lingkaran Syed Putra, 59200 Kuala
Lumpur, Malaysia

Hong Kong

2710-12, 27/F, The Metropolis Tower, No. 10
Metropolis Drive, Hunghom, Kowloon, Hong Kong

Shanghai

27/F, No. 487 Tianlin Road, Xuhui District,
Shanghai, China

Vietnam

Ha Noi: 17/F, Ladeco Building, No. 266 Doi Can, Ngoc
Ha Ward, Hanoi City, Vietnam
Ho Chi Minn: 3A Floor, 117 Nguyen Cuu Van, Gia
Dinh Ward, Ho Chi Minh City, Vietnam