

2025 Second Quarter Earnings Conference

Nextlink Technology Co., Limited (6997)

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Agenda●

01

Nextlink
today

02

Fast-growing
cloud market

03

2025 H1 results

04

Business
outlook

Nextlink today

TPEX listing in 2024

- Founded in 2006
- One of FET Group in 2019
- Presence : Taiwan (Headquarters), China, HK, Singapore, Malaysia

Professional Team

- 200+ employees
- 400+ certificates⁽¹⁾

Local Roots, Global Reach

- 2500+ global clients⁽²⁾

NEXTLINK
博弘雲端科技 | 雲服務專家

Paid-in Capital: NTD 221M

2024 Revenue: NTD 4B

End-to-end multi-cloud solutions

- Enterprise cloud applications & digital transformation
- Data applications & AICOM/LEMMA
- Data security
- 30+ ISV integration services

Leading multi-cloud integration provider

- Premier multi-cloud managed service provider
- #1 AWS (Amazon Web Service) AWS Partner of The Year (HK)
- #2 GCP (Google Cloud Platform) GCP APAC Expansion Partner of The Year

Cloud SI : a leading multi-cloud service provider

01

TW & HK Cloud Service Leader

- AWS Partner of Year 2024 (HK)
- Google Cloud Partner of the Year: 2024 APAC Market Growth Award
- 2024 Alicloud Partner of the Year



02

Multi-Cloud Ecosystem Solution

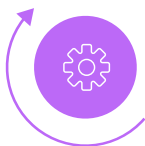
- First in Taiwan to become an AWS L1 MSSP partner
- ChannelE2E 2023 Top 100 Vertical Market MSPs
- Professional one-stop service



03

Global Technology, Scalable Resources

- Global technology paired with local expertise for scalable and effective client service.
- Maximize your ROI through our flexible resource allocation.



04

Leading Taiwan & HK, Conquering APAC

- Expanding cloud opportunities in enterprise and government.
- Targeting ASEAN market from Singapore and Malaysia.



Fast-growing cloud market

Global Public Cloud market
volume of US\$2.16tn



Revenue in the Public Cloud market worldwide is projected to reach **US\$980.30bn** in 2025 and **US\$2.16tn** by 2030. ⁽¹⁾ ◦

Hybrid and Multi-cloud Becoming
Standard Configuration



88% of cloud buyers are deploying a hybrid cloud or are in the process of operating one. Organizations need vendors that offer true hybrid and multicloud capabilities. ⁽³⁾

Explosive Growth in the APAC
Public Cloud Market



The Asia/Pacific market is expected to reach **US\$250bn** by 2025 and grow at a steady pace of **14.2% CAGR** by 2028 as generative AI adoption increases and organizations modernize their IT infrastructure. ⁽²⁾ ◦

Cloud & AI Convergence
Drives Growth



Businesses who effectively harness the **convergence of cloud and AI** to unlock new levels of innovation and efficiency will be the true leaders in the digital economy. ⁽²⁾

Source:

- (1) [Public Cloud – Worldwide](#), Statista, 2025/6
- (2) [Worldwide Software and Public Cloud Services Spending Guide](#), IDC, 2025
- (3) [Ten Trends That Shaped the Cloud Market in 2024](#), IDC, 2025/2/5

Three core growth drivers : our complete cloud ecosystem

Cloud Business

Multi-Cloud Integration Services

ISV

Digital Application
Integration Services



Professional Service

Multi-Cloud Professional Services

Data & AI

Data Applications and Artificial
Intelligence

Cloud Security

Cloud Information Security
Services

MSP

Multi-Cloud
Managed
Services

AICOM

Next-Generation Intelligent Cloud Management
Platform

LEMMA

Enterprise Intelligent AI Knowledge Application
Agent

Proven value across diverse industries

Customer
Retention Rate

92%+

Ave. Partnership
Duration

3+ years

Professional
Service Clients

500+

Customer
Satisfaction

90%+

E-commerce | Retail | Food & Beverage



Information Technology



Logistics | Manufacturing



Healthcare & Biotechnology



Financial Industry



Gaming Industry



Public Sector

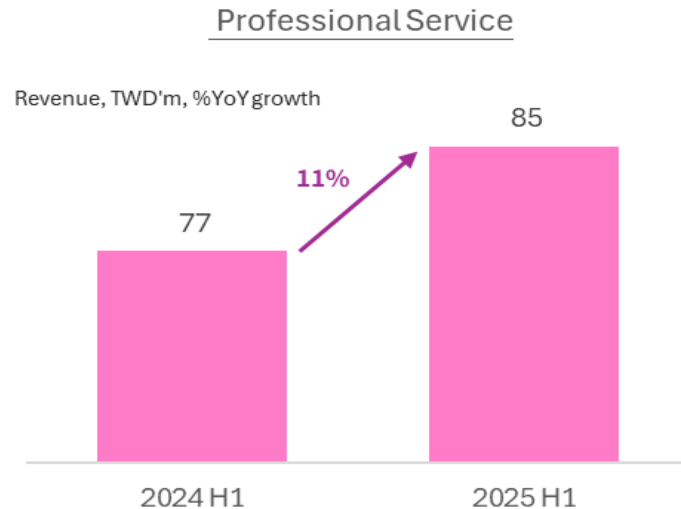
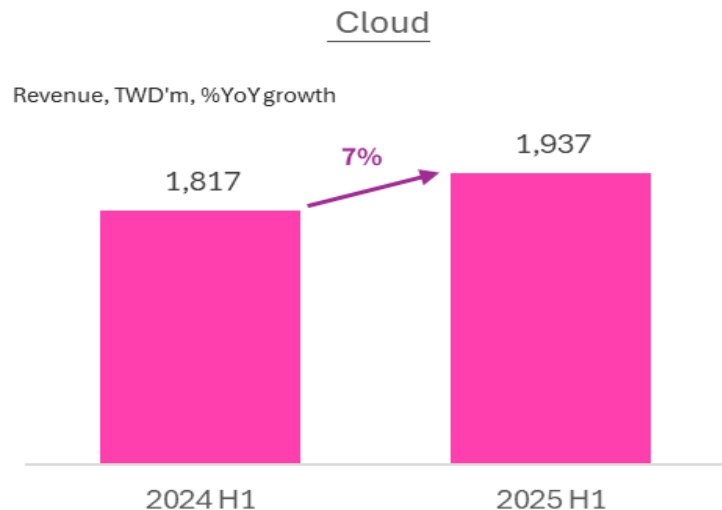


Revenue continued growth, margins declined driven by exchange rate impacts and tariff uncertainty

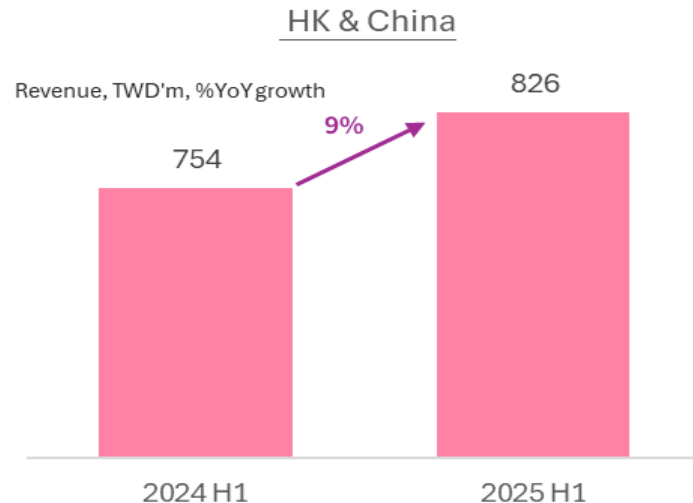
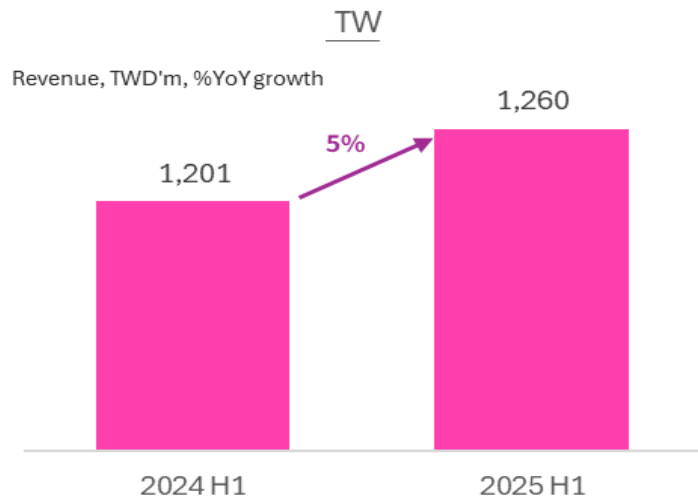
(In NT\$ millions unless EPS)	2025 H1	2024 H1	1H25 Vs. 1H24
Net Revenue	2,086	1,958	+6.6%
Gross Margin	10.3%	12.4%	-2.1 pts
Operating Profit	57	93	-38.4%
Operating Margin	2.7%	4.7%	-2 pts
Net Income	49	76	-35.0%
Net Margin	2.4%	3.9%	-1.5 pts
EPS	2.23	3.79	-41.2%

Note: weighted average outstanding shares were 22.1005mn units in 1H25

High single-digit growth in Cloud business; double-digit growth in Professional Service



Revenue by region grew in the mid-to-high single digits, despite the significant appreciation of TWD



Robust expansion strategy drives sustainable growth Asia-Pacific's premier provider of Cloud SI Services

**FROM
RUN
TO
FLY**

Organic
Ecosystem
Growth

We have entered into a **New Region Strategic Collaboration Agreement (SCA)** with AWS to accelerate cloud AI adoption and innovation in Taiwan.

AI
Application
Innovation

Our intelligent cloud management platform **AICOM**, and enterprise AI agent **LEMMA**, empower businesses to effectively manage their cloud environments and rapidly create their dedicated AI knowledge agents.

ASEAN
Market
Expansion

We aim to accelerate the growth curve in ASEAN market by partnering with high-potential cloud companies and leveraging our proven cloud optimization experience and comprehensive ecosystem.



Q&A

Thank You ☁ for Your Attention



Headquarters

6F.9, No. 267, Lequn 2nd Rd., Zhongshan
Dist., Taipei City 104, Taiwan (R. O. C.)

Singapore Branch

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

Hong Kong Branch

46/F, Lee Garden One, 33 Hysan
Avenue Causeway Bay, Hong Kong

Shanghai Branch

上海市徐匯區田臨路 487 號 27 樓



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Appendix

Income Statement

(In NT\$ thousand unless otherwise noted)

	2025 Q2		2024 Q2		2025 H1		2024 H1	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	1,037,078	100	1,014,899	100	2,086,471	100	1,958,030	100
COGS	(938,889)	(90)	(889,695)	(88)	(1,871,579)	(90)	(1,715,408)	(87)
Gorss profit	98,189	10	125,204	12	214,892	10	242,622	13
Operating expenses	(80,415)	(8)	(74,758)	(7)	(157,674)	(7)	(149,746)	(8)
Operating income	17,774	2	50,446	5	57,218	3	92,876	5
Non-operating income & expenses	3,530	-	4,429	-	5,199	-	4,629	-
Income before income tax	21,304	2	54,875	5	62,417	3	97,505	5
Income tax	3,780	-	12,282	1	13,164	-	21,699	1
Net income	17,524	2	42,593	4	49,253	3	75,806	4
EPS (NT Dollar)	0.79		2.13		2.23		3.79	

Balance Sheet

(In NT\$ thousand)	2025/6/30		2024/12/31		2024/6/30	
	Amount	%	Amount	%	Amount	%
Cash & cash equivalents	758,524	46	720,946	45	579,449	40
Accounts receivable	714,455	42	750,510	47	694,433	48
Other current assets	132,200	8	110,865	6	130,361	9
Noncurrent assets	58,453	4	24,829	2	43,743	3
Total assets	1,663,632	100	1,607,150	100	1,447,986	100
Current liabilities	1,025,212	62	902,230	56	1,036,220	72
Noncurrent liabilities	85,556	5	76,632	5	75,984	5
Total liabilities	1,110,768	67	978,862	61	1,112,204	77
Total equity	552,864	33	628,288	39	335,782	23

Statement of Cash Flows

(In NT\$ thousand)	2025 H1	2024 H1
	Amount	Amount
Beginning balance	720,946	640,349
Cash inflow from operating activities	68,703	(60,123)
Cash outflow from investing activities	(4,028)	(799)
Cash outflow from financing activities	(8,532)	(6,761)
Effect of exchange rate changes	(18,565)	6,783
Ending balance	758,524	579,449
Free cash flow*	68,618	(60,355)