Tradelink

貿易通電子貿易有限公司

Tradelink Electronic Commerce Limited

Stock Code 股份代號：536

2026

INTERIM RESULTS PRESENTATION

Maximising digital efficiency

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FINANCIAL HIGHLIGHTS

Overview of 2026 Interim Results

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Revenue	Profit from operations	Profit before tax	Profit for the period
HK$ 133.3M	HK$ 38.1M	HK $48.7M	HK$ 42.5M
⇧ 10.1 % YoY	⇧ 11.3 % YoY	⇧ 2.7 % YoY	⇧ 1.6% YoY

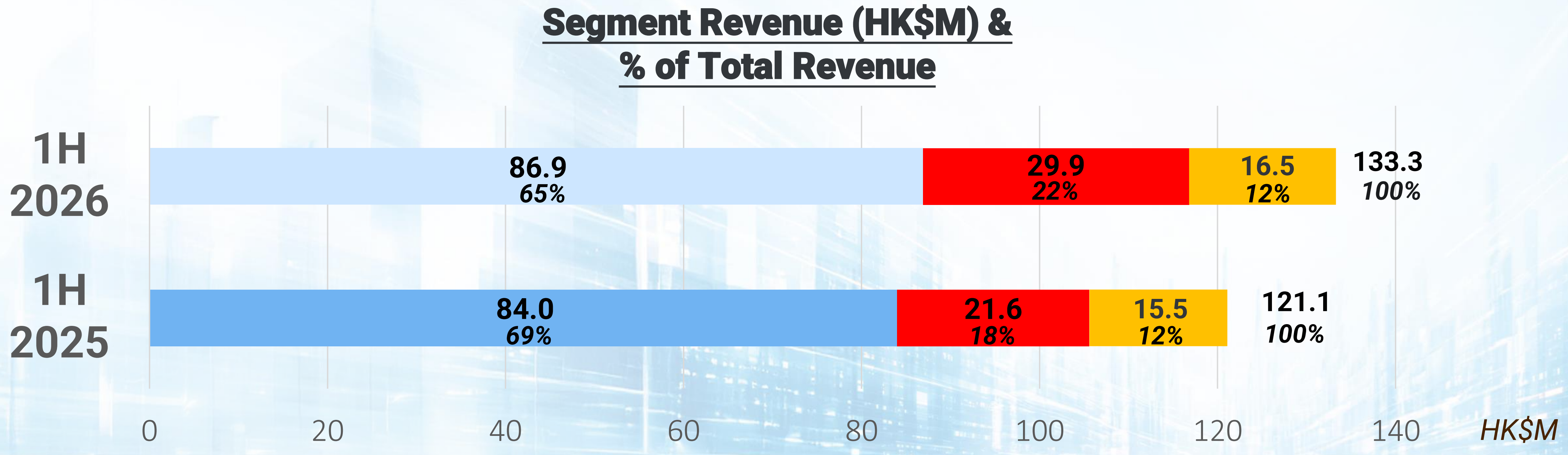
Net cash flow from operating activities	Cash & bank deposits
HK$ 48.3M	HK$ 456.5M

- **Maintain strong and healthy financials**

Financial Highlights

(HK$M)	**1H 2026 (unaudited)**	1H 2025 (unaudited)	**Change**
Revenue	**133.3**	121.0	**10.1%**
Profit from operations	**38.1**	34.3	**11.1%**
Profit before taxation	**48.7**	47.4	**2.7%**
Taxation	**(6.2)**	(5.6)	**(10.7%)**
Profit for the period	**42.5**	41.8	**1.6%**
Earnings per share (HK cents)			
Basic	**5.34**	5.26	**1.5%**
Diluted	**5.34**	5.26	**1.5%**
Interim dividend per share (HK cents)	**3.7**	3.7	**0**

Segment Revenue



E-Commerce generates income from the Group's GETS and Supply Chain Solutions

Identity Management generates income from the provision of digital certificate services, security products and biometric-based authentication solutions for identity management

Other Services comprises handling fees for paper-to-electronic conversion services, and income from payment technology solutions and other projects

Key Financial Ratios

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Six months ended 30 June	1H 2026 (Unaudited)	1H 2025 (Unaudited)
Operating profit margin	28.6%	28.3%
Net profit margin	31.9%	34.5%
Effective tax rate	12.7%	11.8%
Current ratio	3.1	3.1
Debtors' turnover days	15	10
Dividend payout ratio	69.4%	70.4%

Key Balance Sheet Items

(HK$M)	As at 30 Jun 2026 (Unaudited)	As at 31 Dec 2025 (Audited)
Property, plant and equipment	27.8	24.5
Trade receivables and contract assets	24.6	22.5
Cash and bank deposits	456.5	456.7
Net assets	374.8	382.7

BUSINESS REVIEW

E-Commerce Business Review

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GETS & SCS

E-Commerce segment's revenue increased by 3.5% to HK$86.9 million; Segment profit declined by 13.0% to HK$24.0 million

GETS

- Revenue rose 5.1% to HK$78.7 million
  - The overall volume of trade declaration transactions decreased by 5.3% year-on-year ("YoY")
  - GETS transaction volume declined by 9.8% due to a decline in transaction volumes from two international courier clients that exceeded the market average
  - Leveraged high service quality and market leadership to strengthen pricing power, driving modest revenue growth

SCS

- Revenue fell 10.2% to HK$8.2 million
  - Challenging environment with recurring business stable, but new business revenue below expectations
  - Clients avoided large upfront investments and preferred cost-effective alternatives, prompting us to expand subscription-based services and in emerging technologies, including AI
  - Several key customers postponed expenditure during 1H, but a number of these deferred projects are expected to be implemented in 2H

IDM Business Review

- IDM business delivered a markedly improved performance
  - External revenue rose 38.2% to HK$29.9 million
  - Segment profit surged to HK$8.4 million; the profit margin expanding significantly to 28.1%
  - The improvement was driven by revenue from the multi-year Government contract secured in June 2025, and a new four-year digital certificate contract awarded by the Government
- Digital certificate-related solutions & digital signing service gained traction
  - Digital certificate-related solutions endorsed by a leading HK financial regulator for remote account opening successfully translated into new revenue, onboarding close to 10 new customers in 1H2026
  - Digital signing service has emerged as a major draw for both Government and commercial clients, reinforcing our positioning as a trusted provider of secure identity solutions
- Innovation and research and development (“R&D“) made progress
  - Deepfake detection capabilities underwent evaluation by a number of potential customers, with commercial arrangements expected later this year
  - Increasing emphasis on leveraging AI against AI-related threats in digital onboarding and user authentication

Others Services Business Review

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Smart PoS and Related Business & GETS-related Services

Other Services business, comprising Smart Point-of-Sales ("PoS") and related business, and GETS-related services business, recorded a revenue of HK$16.5 million and a segment profit of HK$11.0 million

Smart PoS and Related Business

- Revenue of Smart PoS and related business declined by 13.5% to HK$3.5 million
  - Hong Kong retail market remained challenging with ongoing store closures continuing from 2025 and intense competition persisting in the Smart PoS sector
  - In response, the Group launched next-generation hardware solutions and optimised internal processes to improve operational efficiency and support long-term cost competitiveness

GETS-related Services Business

- Revenue of GETS-related services increased by 14.3% to HK$13.0 million
  - Growth primarily driven by an increase in referral income from Ping An Digital Bank (International) Limited
  - Closely monitor Trade Single Window ("TSW") Phase 3 call centre services procurement; leveraging our experience from Phases 1 & 2, well positioned for the upcoming procurement exercise

PROSPECTS

Prospects – E-Commerce Business

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GETS & SCS

Outlook for GETS Business

- Remain cautiously optimistic about the performance supported by an established customer base, strong market position, and disciplined pricing strategy
- Encouraging market interest received since the launch of T+ in May 2026, with new revenue streams expected to materialise in 2H2026

Government's TSW Implementation

- The TSW Phase 3A was formally launched in May 2026, with the remaining two phases to be implemented by mid-2027 and the end of 2027
- Government published TSW value-added service provider application requirements by end-June 2026
- Continuing close collaboration with the Government on transition and application arrangements to ensure a seamless experience for customers

Outlook for SCS Business

- Confident in long-term growth prospects, well-positioned to capitalise on improving market conditions
- Plan to expand subscription-based services to attract price-sensitive clients, including those using the Dutiable Commodities Permit service.

Prospects – IDM Business

Outlook for IDM Business

- Confident in maintaining growth momentum in 2H2026 and beyond
- Backed by a stronger revenue base, expanding customer adoption, long-term Government contracts, disciplined cost management, and cutting-edge R&D
- Deepen regulatory engagement and expand market outreach to promote solutions addressing emerging risks, such as deepfake manipulation and mobile vulnerabilities

Prospects – Other Services Business

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Smart PoS and Related Business & GETS-related Services

Outlook for Smart PoS and Related Business

- Continue to work closely with customers to provide innovative and more cost-effective solutions through the implementation of various internal reform and efficiency improvement measures

Outlook for GETS-related Services Business

- Performance is expected to remain stable
- Monitoring TSW Phase 3 procurement developments closely to assess and capture potential opportunities

CORPORATE PROFILE

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Corporate Profile

Share Information

Listing Date
28/10/2005

Share Price (@25/8/2026)
HK$ 1.165

Issued Shares (@25/8/2026)
796,058,719 Shares

Market Cap
HK$ $927.41 Million

Key Business Segment

E-Commerce

GETS

Government Electronic Trading Services (Import & Export Trade Declarations, Dutiable Commodities Permit, Electronic Cargo Manifest and Certificate of Origin)

Supply Chain Solutions

Provide electronic supply chain solutions for the trade, logistics, warehousing and retail industries (Digital Warehousing Solutions, Distributed Order Management System, Transport and Distribution Solutions, Internet-of-Things and Supplier / Vendor Management Solutions etc.)

Identity Management

Provides digital certificate services, security products and biometric-based authentication solutions for identity management

Other Services

GETS-related services including paper-to-electronic conversion services, and income from payment technology solutions and other projects

THANK YOU