



PC ONLINE **hrome**

Ticker : 8044-TT

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Agenda

- B2C Operational Highlights
- Q3 2025 Financial & Operational Results
- Q&A

Q3 2025 B2C Operational Highlights

Sustained Revenue Momentum



Q3 revenue growth YoY +2.1%

3C revenue & share increased YoY

Mobile revenue share continues to grow

E-commerce Enablement Services



RMN quarterly revenue achieved sequential growth

3PL revenue achieved double-digit YoY growth



Enhanced Warehousing Efficiency



90% of Order shipped from A7

Warehouse consolidation reduced shipping cost rate

Q4 Strategic Partnership



OPENPOINT redemption service launch

Access to uniopen ecosystem's 19MN members



DBS Co-Branded Card: Multiple rewards

E.Sun Card - Pi Wallet: Up to 8% rewards for PChome 24h customers

Innovative Service Launch



「Super Express Delivery」

New convenience store delivery service to enhance customer experience with accelerated fulfillment in Taipei - New Taipei - Taoyuan Metro Area

3Q 2025 Consolidated Income Statement

NT\$ million	3Q 2025		3Q 2024		YoY	1Q-3Q 2025		1Q-3Q 2024		YoY
	Amount	%	Amount	%		Amount	%	Amount	%	
Revenue	8,532	100.0%	8,451	100.0%	1.0%	25,881	100.0%	26,555	100.0%	-2.5%
- B2C	7,711		7,554		2.1%	23,513		23,976		-1.9%
- Marketplace	150		224		-33.0%	449		685		-34.5%
- Fintech	591		541		9.2%	1,659		1,584		4.7%
- Other & Adjustment*	80		131		-38.9%	260		311		-16.4%
Gross profit	1,202	14.1%	1,189	14.1%	1.1%	3,521	13.6%	3,615	13.6%	-2.6%
Operating expense	(1,271)	-14.9%	(1,285)	-15.2%	-1.1%	(3,784)	-14.6%	(3,758)	-14.2%	0.7%
Operating profit	(70)	-0.8%	(96)	-1.1%	NM	(263)	-1.0%	(143)	-0.5%	NM
- B2C	(166)		(188)		NM	(555)		(420)		NM
- Marketplace	10		22		-54.5%	35		59		-40.7%
- Fintech	124		126		-1.6%	367		340		7.9%
- Other & Adjustment	(38)		(55)		NM	(110)		(122)		NM
Non-operating income	16	0.2%	3	0.0%	433.3%	10	0.0%	23	0.1%	-56.5%
Pretax income	(54)	-0.6%	(92)	-1.1%	NM	(254)	-1.0%	(119)	-0.4%	NM
Tax	(36)	-0.4%	(28)	-0.3%	28.6%	(127)	-0.5%	(101)	-0.4%	25.7%
Net income	(90)	-1.1%	(120)	-1.4%	NM	(381)	-1.5%	(221)	-0.8%	NM
- Attributable to shareholders	(134)		(171)		NM	(504)		(352)		NM
- Minority interest	44		51		-13.7%	123		131		-6.1%
EPS(NT\$)	(0.66)		(1.21)		NM	(2.55)		(2.49)		NM

Note: Other segment includes group consolidation adjustments and eliminations.

3Q 2025 Consolidated Balance Sheet

NT\$million	3Q 2025		3Q 2024		NT\$million	3Q 2025		3Q 2024	
	Amount	%	Amount	%		Amount	%	Amount	%
ASSETS					LIABILITIES				
Current Assets :					Current Liabilities :				
Cash & Cash Equivalents	5,416	15.8%	4,541	17.0%	Short Term Borrowings*	2,977	8.7%	2,723	10.2%
Accounts Receivables*	3,989	11.7%	3,245	12.1%	Account Payable	3,059	8.9%	3,089	11.6%
AR of Fintech BU*	3,512	10.3%	2,774	10.4%	Other Payables	853	2.5%	913	3.4%
AR excl. Fintech BU	477	1.4%	471	1.8%	Other Current Liabilities*	10,688	31.2%	4,489	16.8%
Other Receivables*	4,989	14.6%	1,604	6.0%	Total Current Liabilities	17,577	51.3%	11,214	41.9%
Inventories	1,536	4.5%	1,451	5.4%	Total Non-current Liabilities	7,874	23.0%	7,347	27.5%
Other Current Assets	1,488	4.3%	1,191	4.5%	TOTAL LIABILITIES	25,451	74.3%	18,561	69.4%
Total Current Assets	17,418	50.9%	12,031	45.0%	STOCKHOLDERS' EQUITY				
Non-current Assets :					Capital Stock :	2,056	6.0%	1,440	5.4%
Long Term Investments & Investments Accounted for Using Equity Method	1,373	4.0%	1,454	5.4%	Common Stock	6,904	20.2%	5,053	18.9%
Property, Plant, and Equipment	1,665	4.9%	1,946	7.3%	Capital Surplus	(1,075)	-3.1%	(352)	-1.3%
Intangible Assets*	7,892	23.1%	5,656	21.2%	Retained Earnings	(850)	-2.5%	(137)	-0.5%
Right-of-use Assets	3,629	10.6%	3,848	14.4%	Other Equity*	1,746	5.1%	2,178	8.1%
Long-term Accounts Receivables	1,478	4.3%	891	3.3%	Non-controlling Interest*	8,782	25.7%	8,182	30.6%
Other Non-current Assets	777	2.3%	916	3.4%	TOTAL EQUITY	34,232	100.0%	26,743	100.0%
Total Non-current Assets	16,814	49.1%	14,712	55.0%	TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY				
TOTAL ASSETS	34,232	100.0%	26,743	100.0%					

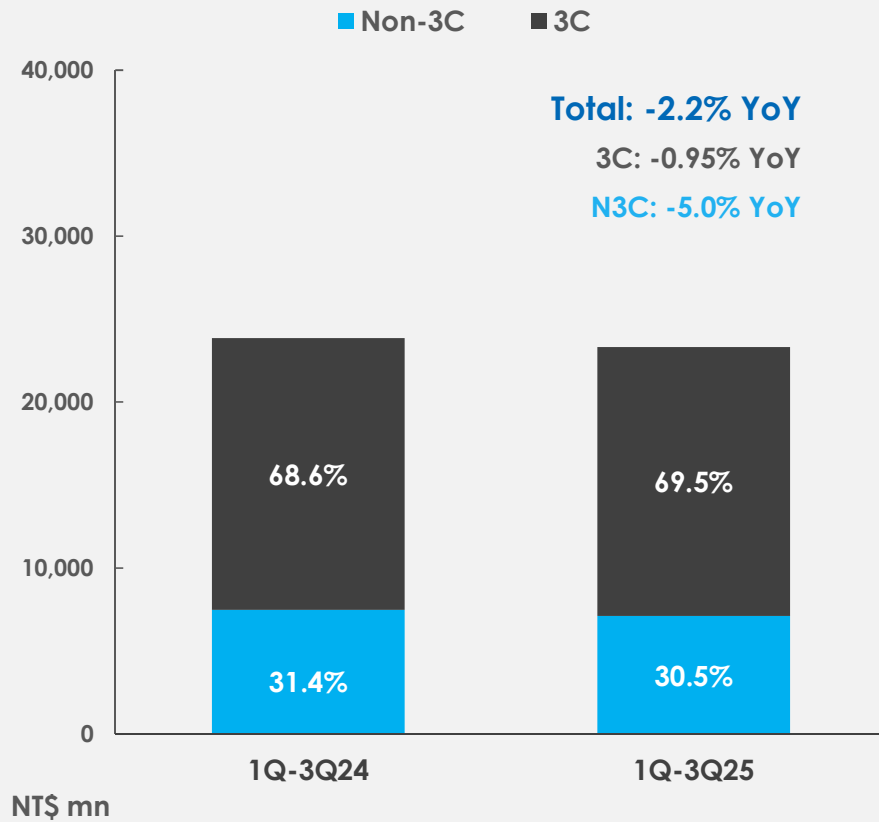
Note : The accounting titles marked with "*" mainly reflect the impact of the Fintech Division's strategic acquisition of Japan MPI Inc. in Q3 2025.

3Q 2025 Standalone Income Statement

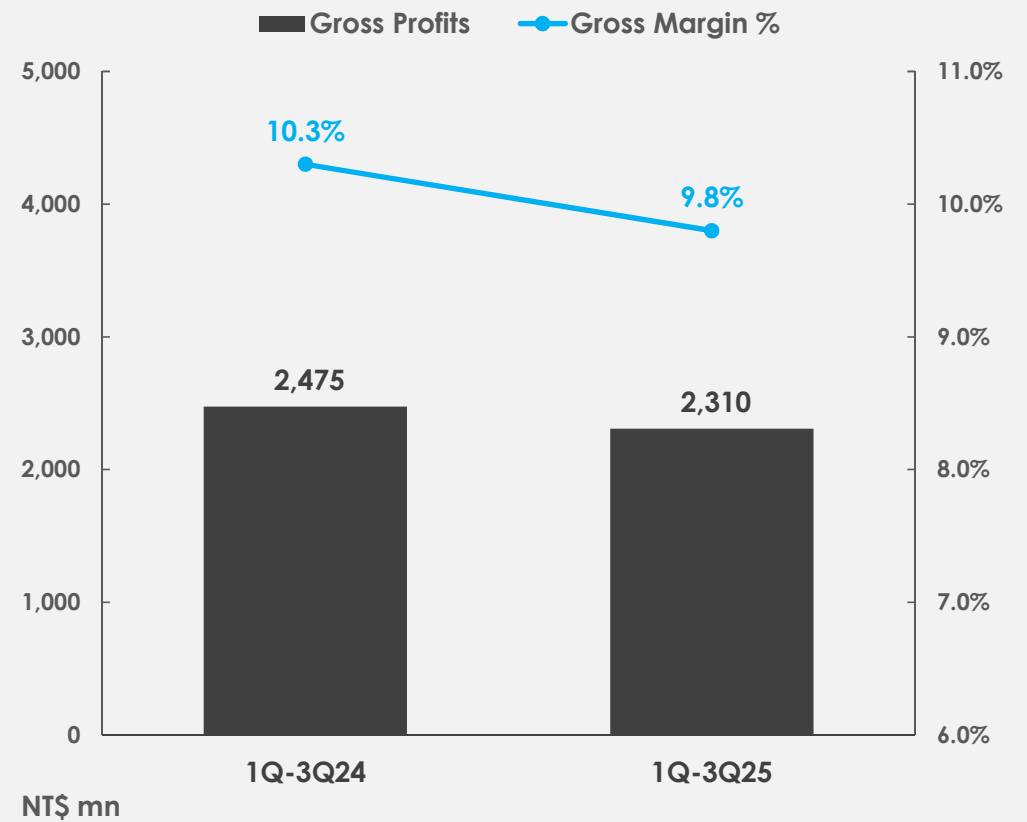
NT\$ million	3Q 2025		3Q 2024		YoY	1Q-3Q 2025		1Q-3Q 2024		YoY
	Amount	%	Amount	%		Amount	%	Amount	%	
Revenue	7,711	100.0%	7,554	100.0%	2.1%	23,513	100.0%	23,976	100.0%	-1.9%
COGS	(6,944)	-90.1%	(6,764)	-89.5%	2.7%	(21,204)	-90.2%	(21,501)	-89.7%	-1.4%
Gross profit	767	9.9%	790	10.5%	-2.9%	2,310	9.8%	2,475	10.3%	-6.7%
Operating expense	(933)	-12.1%	(978)	-13.0%	-4.6%	(2,865)	-12.2%	(2,895)	-12.1%	-1.0%
S&M expense	(790)	-10.2%	(832)	-11.0%	-5.0%	(2,433)	-10.3%	(2,428)	-10.1%	0.2%
G&A expense	(53)	-0.7%	(56)	-0.7%	-5.4%	(167)	-0.7%	(184)	-0.8%	-9.2%
R&D expense	(90)	-1.2%	(90)	-1.2%	0.0%	(265)	-1.1%	(283)	-1.2%	-6.4%
Operating profit	(166)	-2.2%	(188)	-2.5%	NM	(555)	-2.4%	(420)	-1.8%	NM
Non-operating income	32	0.4%	17	0.2%	88.2%	51	0.2%	68	0.3%	-25.0%
Pretax income	(134)	-1.7%	(171)	-2.3%	NM	(504)	-2.1%	(352)	-1.5%	NM
Tax	-	0.0%	-	0.0%	NM	0	0.0%	0	0.0%	NM
Net income	(134)	-1.7%	(171)	-2.3%	NM	(504)	-2.1%	(352)	-1.5%	NM
Gross margin(%)	9.9%		10.5%		-0.6ppt	9.8%		10.3%		-0.5ppt
Operating margin(%)	-2.2%		-2.5%		0.3ppt	-2.4%		-1.8%		-0.6ppt
Net margin(%)	-1.7%		-2.3%		0.6ppt	-2.1%		-1.5%		-0.6ppt

B2C: 1Q-3Q 2025 Financial Results

B2C Revenue Breakdown by Product

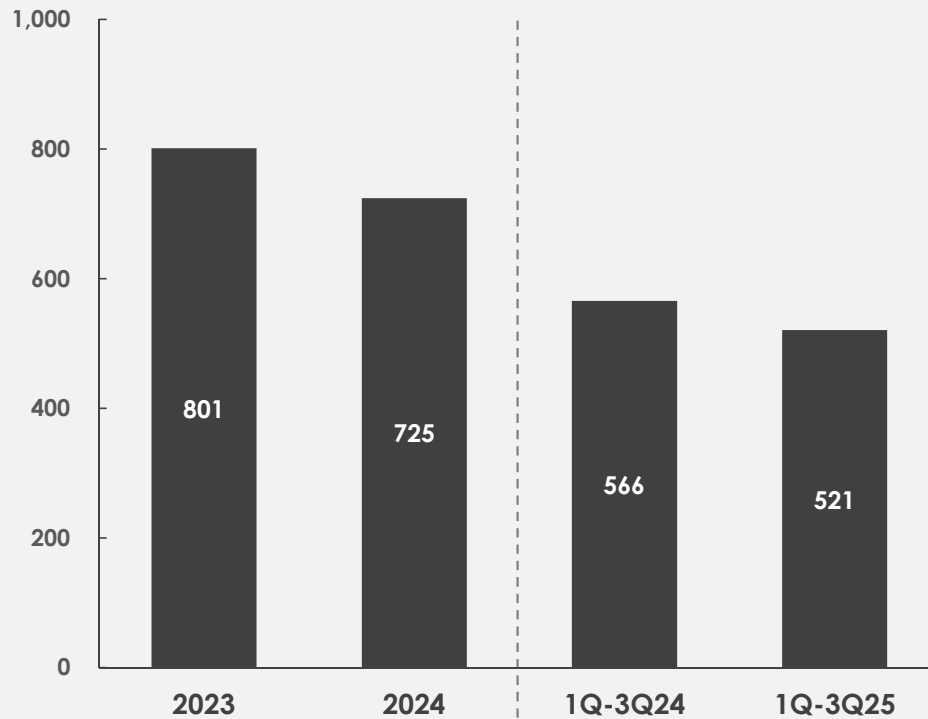


B2C Gross Profits

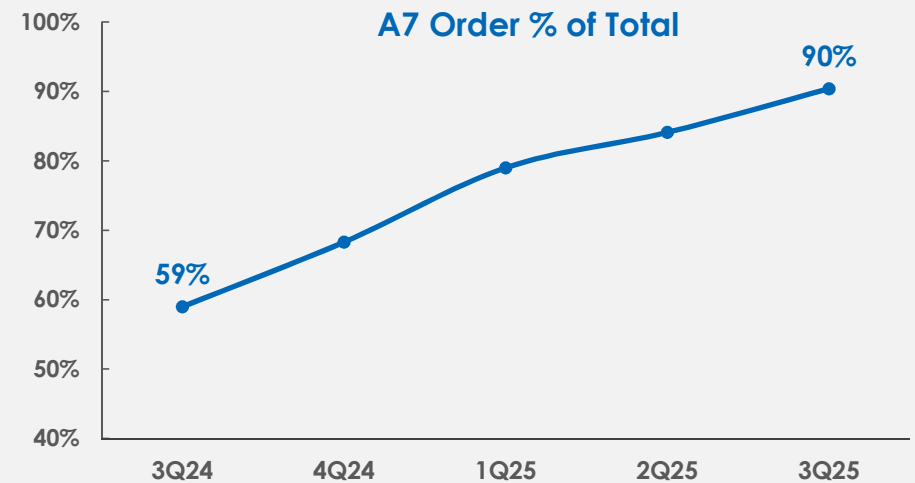


B2C: D&A Expenses & Logistics / Fulfillment Capacities

B2C D&A Expenses (NT\$ mn)



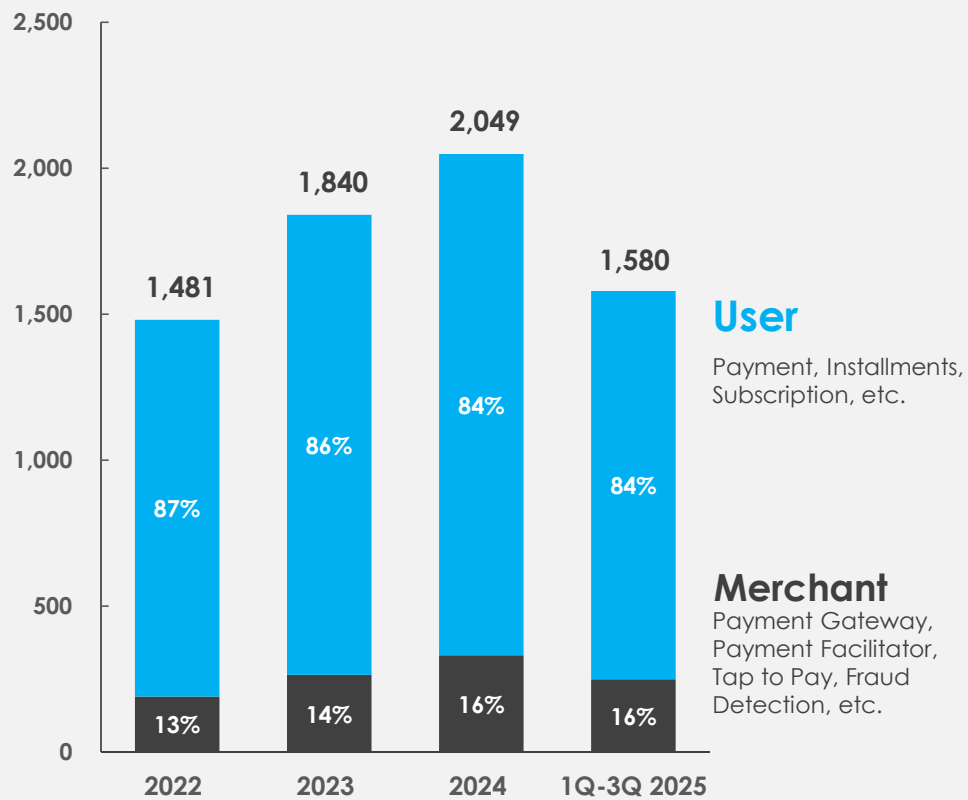
Logistics / Fulfillment Capacities



21st Fintech: Revenue and Net Income

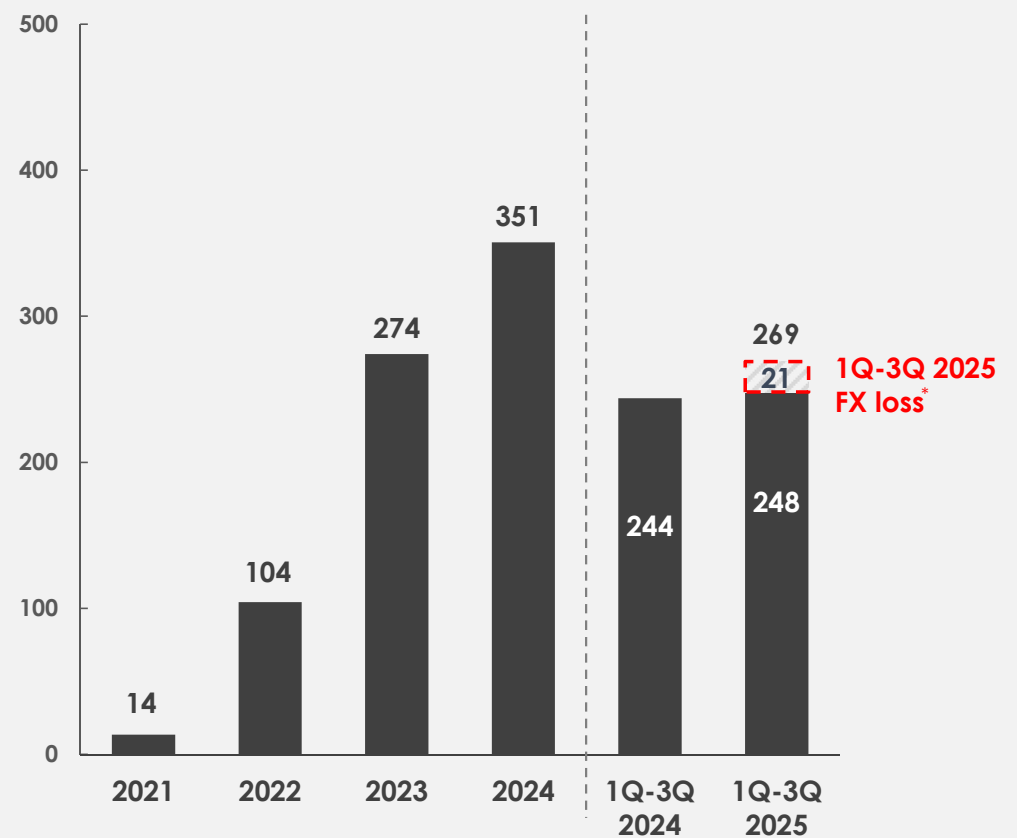
21 FINTECH

Revenue Breakdown by Business (NT\$ mn)



Note: Q1 FX gain was 87mn; Q2 FX loss was 123mn; Q3 FX gain was 15mn.

合併稅後淨利 (NT\$ mn)



Q&A



Financial Statements



3Q 2025 Consolidated Financial Summary

NT\$ million	3Q 2025	3Q 2024	Change	YoY	1Q-3Q 2025	1Q-3Q 2024	Change	YoY
Revenue	8,532	8,451	81	1.0%	25,881	26,555	(674)	-2.5%
COGS	(7,330)	(7,262)	(68)	0.9%	(22,361)	(22,940)	579	-2.5%
Gross profit	1,202	1,189	13	1.1%	3,521	3,615	(94)	-2.6%
Operating expense	(1,271)	(1,285)	14	-1.1%	(3,784)	(3,758)	(26)	0.7%
S&M expense	(764)	(858)	94	-11.0%	(2,445)	(2,459)	14	-0.6%
G&A expense	(208)	(167)	(41)	24.6%	(544)	(498)	(46)	9.2%
R&D expense	(165)	(132)	(33)	25.0%	(421)	(410)	(11)	2.7%
Provision expense	(134)	(127)	(7)	5.5%	(374)	(391)	17	-4.3%
Operating profit	(70)	(96)	26	NM	(263)	(143)	(120)	NM
Non-operating income	16	3	13	433.3%	10	23	(13)	-56.5%
Pretax income	(54)	(92)	38	NM	(254)	(119)	(135)	NM
Tax	(36)	(28)	(8)	28.6%	(127)	(101)	(26)	25.7%
Net income	(90)	(120)	30	NM	(381)	(221)	(160)	NM
- Attributable to shareholders	(134)	(171)	37	NM	(504)	(352)	(152)	NM
- Minority interest	44	51	(7)	-13.7%	123	131	(8)	-6.1%
EPS(NT\$)	(0.66)	(1.21)	0.55	NM	(2.55)	(2.49)	(0.06)	NM
Gross margin(%)	14.1%	14.1%	0.0ppt		13.6%	13.6%	0.0ppt	
Operating margin(%)	-0.8%	-1.1%	0.3ppt		-1.0%	-0.5%	-0.5ppt	
Net margin(%)	-1.1%	-1.4%	0.3ppt		-1.5%	-0.8%	-0.7ppt	

1Q-3Q 2025 Consolidated Cash Flow Statement

NT\$ million	1Q-3Q 2025	1Q-3Q 2024	Change	NT\$ million	1Q-3Q 2025	1Q-3Q 2024	Change
(Loss) Profit Before Tax	(254)	(119)	(135)	Acquisition of PP&E	(29)	(569)	540
+) D&A	660	711	(51)	(Increase) Decrease in Other Financial Assets	301	332	(31)
+) Expected Credit Losses	373	391	(18)	Others*	(1,368)	(270)	(1,098)
-) Change in Working Capital	(1,460)	(340)	(1,120)	Investing Cashflow	(1,096)	(507)	(589)
(Increase) Decrease in Accounts Receivables	(1,388)	(340)	(1,048)	Increase (Decrease) in Short-term Borrowings	458	(232)	690
(Increase) Decrease in Other Receivables	75	105	(30)	Increase (Decrease) in Long-term Borrowings	(73)	597	(670)
(Increase) Decrease in Inventories	615	302	313	Repayment of Lease Liabilities	(387)	(422)	35
Increase (Decrease) in Accounts Payables	(188)	(82)	(106)	Cash Capital Increase and Others	3,178	(2)	3,180
Increase (Decrease) in Other Payables	(574)	(325)	(249)	Financing Cashflow	3,176	(60)	3,236
Others	413	204	209	Effect of Exchange Rate Changes	24	(3)	27
Operating Cashflow	(268)	847	(1,115)	Total Change in Cash	1,836	277	1,559
				Cash & Cash Equivalents at beg. of Period	3,580	4,263	(683)
				Cash & Cash Equivalents at end of Period	5,416	4,541	875

Note : The accounting titles marked with "*" mainly reflect the impact of the Fintech Division's strategic acquisition of Japan MPI Inc. in Q3 2025.

Thank You

