CyberLink (5203.TW)
Q3 2022 Investor Conference

The Innovative Solution Provider for CREATE, PLAY & CONNECT of Digital Media, and Facial Recognition & AI.

Nov 3, 2022
Safe Harbor Notice

The following pages contain projections & estimates of financial information as well as market and product developments for future periods. These projections & estimates are based on information currently available which we believe to be reliable, but they involve risks & uncertainties. Our actual results of operations & financial condition may differ significantly from those contained in the projections & estimates. The projections & estimates should not be interpreted as legally binding commitments, but rather as flexible information subject to change occasionally.
Agenda

- CyberLink’s Spin Off - ”Perfect Corp.” listing on NYSE
- CyberLink 2022 Q3 Financial Result
- Business Update
Perfect Corp becomes Public Listed Company on NYSE

Perfect listed on the NYSE under the new ticker symbol “PERF”
CyberLink’s Potential Investment Gain on Perfect Corp.

• CyberLink participated in SPAC PIPE (Private Investment in Public Equity) and invested additional **US$3 million**.
  - This PIPE investment amount will be recognized as CyberLink’s Q4 **investment expenditure/loss**

• The newly listed company resulting from the Business Combination to be called Perfect Corp. (NYSE: PERF), in which CyberLink owns **31.25%** stake.
CyberLink Q3 2022 Financial Result
**Financial Highlights**

**2022 Q3 Income Statement**
- Revenue NT$428.7 M  
  +15.7% YoY
- Operating Profit NT$51.1 M  
  -7.4% YoY
- Net Profit NT$86.9 M  
  +52.8% YoY
- EPS  NT$1.1

**2022 Q1-Q3 Income Statement**
- Revenue NT$1,252 M  
  +7.2% YoY
- Operating Profit NT$132.7 M  
  -9.0% YoY
- Net Profit NT$230.3 M  
  +58.0% YoY
- EPS  NT$2.93

Revenue expressed in NT$ millions
EPS expressed in NTD
### 2022 Q3 Consolidated IS

<table>
<thead>
<tr>
<th>NT$ thousands</th>
<th>2022 Q3</th>
<th>2022 Q2</th>
<th>QoQ</th>
<th>2021 Q3</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>428,741</td>
<td>100.0%</td>
<td></td>
<td>441,999</td>
<td>100.0%</td>
</tr>
<tr>
<td>COGS</td>
<td>(54,908)</td>
<td>-12.8%</td>
<td></td>
<td>(58,497)</td>
<td>-13.2%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>373,833</td>
<td>87.2%</td>
<td></td>
<td>383,502</td>
<td>86.8%</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>(136,298)</td>
<td>-31.8%</td>
<td></td>
<td>(135,253)</td>
<td>-30.6%</td>
</tr>
<tr>
<td>S&amp;M</td>
<td>(158,030)</td>
<td>-36.9%</td>
<td></td>
<td>(156,000)</td>
<td>-35.3%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>(28,406)</td>
<td>-6.6%</td>
<td></td>
<td>(29,571)</td>
<td>-6.7%</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>(322,734)</td>
<td>-75.3%</td>
<td></td>
<td>(320,824)</td>
<td>-72.6%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>51,099</td>
<td>11.9%</td>
<td></td>
<td>62,678</td>
<td>14.2%</td>
</tr>
<tr>
<td>FX Gain (Loss)</td>
<td>46,335</td>
<td>10.8%</td>
<td></td>
<td>20,436</td>
<td>4.6%</td>
</tr>
<tr>
<td>Investment Gain (Loss)</td>
<td>0</td>
<td>0.0%</td>
<td></td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Other Income (Loss)</td>
<td>(5,263)</td>
<td>-1.2%</td>
<td></td>
<td>40,818</td>
<td>9.2%</td>
</tr>
<tr>
<td>Non-operating Income</td>
<td>41,072</td>
<td>9.6%</td>
<td></td>
<td>61,254</td>
<td>13.8%</td>
</tr>
<tr>
<td>Income before Tax</td>
<td>92,171</td>
<td>21.5%</td>
<td></td>
<td>123,932</td>
<td>28.0%</td>
</tr>
<tr>
<td>Net Income</td>
<td>86,884</td>
<td>20.3%</td>
<td></td>
<td>100,924</td>
<td>22.8%</td>
</tr>
<tr>
<td>EPS (NT$)</td>
<td>1.10</td>
<td>1.28</td>
<td></td>
<td>0.73</td>
<td></td>
</tr>
</tbody>
</table>

Revenue expressed in NT$ thousands
EPS expressed in NTD
### 2022 Q1-Q3 Consolidated IS

<table>
<thead>
<tr>
<th>NT$ thousands</th>
<th>2022 Q1-Q3</th>
<th>2021 Q1-Q3</th>
<th>YTD YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,252,160</td>
<td>1,168,549</td>
<td>100.0%</td>
</tr>
<tr>
<td>COGS</td>
<td>(169,736)</td>
<td>(196,660)</td>
<td>-16.8%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>1,082,424</td>
<td>971,889</td>
<td>83.2%</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>(406,228)</td>
<td>(340,517)</td>
<td>-29.1%</td>
</tr>
<tr>
<td>S&amp;M</td>
<td>(460,058)</td>
<td>(398,084)</td>
<td>-34.1%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>(83,472)</td>
<td>(87,578)</td>
<td>-7.5%</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>(949,758)</td>
<td>(826,179)</td>
<td>-70.7%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>132,666</td>
<td>145,710</td>
<td>12.5%</td>
</tr>
<tr>
<td>FX Gain (Loss)</td>
<td>83,128</td>
<td>(12,556)</td>
<td>-1.1%</td>
</tr>
<tr>
<td>Investment Gain (Loss)</td>
<td>0</td>
<td>(17,144)</td>
<td>-1.5%</td>
</tr>
<tr>
<td>Other Income (Loss)</td>
<td>51,773</td>
<td>61,600</td>
<td>5.3%</td>
</tr>
<tr>
<td>Non-operating Income (Loss)</td>
<td>134,901</td>
<td>31,900</td>
<td>2.7%</td>
</tr>
<tr>
<td>Income before Tax</td>
<td>267,567</td>
<td>177,610</td>
<td>15.2%</td>
</tr>
<tr>
<td>Net Income</td>
<td>230,324</td>
<td>145,735</td>
<td>12.5%</td>
</tr>
<tr>
<td>EPS (NT$)</td>
<td>2.93</td>
<td>1.85</td>
<td></td>
</tr>
</tbody>
</table>

Revenue expressed in NT$ thousands  
EPS expressed in NTD
Highlights of Q3, 2022

• **Growth Segments** (G1+G2+G3) reached record revenue US$10.5M in Q3’22 with 32% YoY growth, representing 73% of total revenue (from 59.9% in Q3’21).

• In September, released 2022 new update of PowerDirector 365, PhotoDirector 365, and Director Suite 365, featuring cutting edge **AI-powered tools** and 26,000+ ready to use **customizable templates**.
Definition on “Revenue Segments”

• **Growth Segments (G1+G2+G3)**
  - Group 1: B2C Creativity PC/Mac (video & photo editing products)
  - Group 2: Creativity Apps
  - Group 3: New Business (mainly on FaceMe: facial recognition)

• **Cash Cow Segment (G4)**
  - Group 4: PC-OEM + ODD related products
    - Although revenue is not growing, ROI is high
**Q3 2022 Highlights**

**US$10.5 Million**
- **3 Growth segments** combined revenue, **32% YoY** growth in Q3 2022

**US$7.3 Million**
- **22% YoY**
- **Subscription-based revenue**

**73%**
- Total Revenue % from **3 Growth segments**

---

**Revenue (amount) by Business Segments**

- In Q3 2022, 3 growth segments combined revenue reached **US$10,522 K** represented **73%** of company total.
  - 3 years ago (Q3 2019), the combined revenue was US$4,639 K, 38% of company total.

---

**Q3 2022 Highlights**

- **US$7.3 Million**
  - **22% YoY**
  - **Subscription-based revenue**

- **73%**
  - Total Revenue % from **3 Growth segments**

---

**Revenue (amount) by Business Segments**

- In Q3 2022, 3 growth segments combined revenue reached **US$10,522 K** represented **73%** of company total.
  - 3 years ago (Q3 2019), the combined revenue was US$4,639 K, 38% of company total.

---

**Q3 2022 Highlights**

- **US$7.3 Million**
  - **22% YoY**
  - **Subscription-based revenue**

- **73%**
  - Total Revenue % from **3 Growth segments**

---

**Revenue (amount) by Business Segments**

- In Q3 2022, 3 growth segments combined revenue reached **US$10,522 K** represented **73%** of company total.
  - 3 years ago (Q3 2019), the combined revenue was US$4,639 K, 38% of company total.
Q3 2022 Highlights

US$10.5 Million
3 Growth segments combined revenue, 32% YoY growth in Q2 2022

US$7.3 Million
22% YoY Subscription-based revenue

73%
Total Revenue % from 3 Growth segments

Revenue (%) by Business Segments

Contribution from 3 Growth segments grows from 38% in Q3 2019 to 73% in Q3 2022.

(Revenue Mix)

2019 Q3: US$12.1M, 38%
2020 Q3: US$14.6M, 61.7%
2021 Q3: US$13.4M, 40.1%
2022 Q3: US$14.5M, 73%

G1: PC Create
G2: Mobile APP
G3: New Biz
G4: PC OEM&ODD

US$7.3 Million Subscription-based revenue, 22% YoY growth in Q2 2022.
Solid Growth Momentum of 3 Growth Segments

The recent 4 quarter combined revenue reached US$39.2M
PC Create Revenue Trend

- PC Create revenue grows **41% YoY** to **US$7.14M** in Q3’2022. (+41% YoY)

- In September, launched new annual update to PowerDirector, PhotoDirector, AudioDirector, and ColorDirector, includes new smart-assist tools, studio-quality effects, loaded **with AI-powered Tools** and **easy to use Templates**.
Mobile APP Revenue Trend

- Mobile APP revenue up 0.1% YoY to US$2.6M in Q3 2022.
New Biz Revenue Trend

• New Biz Segment revenue up **134% YoY** to **US$779K** in Q3 2022.
PC OEM&ODD Revenue Trend

- PC OEM&ODD revenue **down 26% YoY** to US$3.9M in Q3 2022.
Summary

- Revenue from Growth Segments (G1+G2+G3) continues making good progress.
  - **Growth Segments** reached revenue US$10.5M in Q3’2022 with 32% YoY growth, representing 73% of total revenue.

- Facial recognition (FaceMe) business continues making progress in winning more strategic customers and gaining strong partnership.
  - Continue to deepen integration with SoC/VMS partners, to accelerate client installation efficiency, will launch new products to expand market opportunities.

- Strong cash flow, balance sheet, plus the potential divestment gains from PERFECT Corp., support CyberLink’s future business expansion.
For more information about CyberLink:

www.CyberLink.com

For IR inquiries, suggestions and comments:

investor@cyberlink.com

Thank You!