

[For Immediate Release]



## Tradelink Announces 2025 Interim Results

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### Resilient Performance Continues Despite Market Challenges Key Business Segments Gain Traction

(Hong Kong, 19 August 2025) **Tradelink Electronic Commerce Limited** (“Tradelink” or the “Group”) (Stock Code: 536) today announced its unaudited interim results for the six months ended 30 June 2025 (the “Period”)

In the first half of 2025, despite ongoing global economic uncertainties, the Group achieved relatively good results in the first half of 2025, with a turnover of HK\$121.0 million and operating profit of HK\$34.3 million. Benefitting from a slower-than-expected decrease in interest rate, the Group generated higher-than-budgeted interest income from its cash reserve. With continual stringent cost control efforts, the Group’s profit before tax reached HK\$47.4 million, while after tax profit stood at HK\$41.8 million.

The Group is confident of its business performance for the remainder of the year and therefore recommends an interim dividend of HK 3.7 cents per share for the first half of 2025, on par with last year’s interim dividend.

During the Period, the Group’s **E-Commerce business**, which comprises Government Electronic Trading Services (“GETS”) and Supply Chain Solutions (“SCS”), generated a revenue of HK\$84.0 million, down 1.5% year-on-year. With overall cost contained, the E-Commerce segment generated a 1.5% increase in profit year-on-year to HK\$27.6 million. The Group’s GETS transaction volume declined by 7.4% due to the higher-than-average percentage drop of its two courier clients. Fortunately, average price in the period was higher than that in the same period last year, which allowed the GETS sub-segment to achieve revenue of HK\$74.8 million. The SCS sub-segment revenue dropped 13.8% to HK\$9.2 million due to sluggish market sentiment and longer-than-expected lead time for customers to confirm orders. Additionally, the Group redeployed resources to develop a next-generation digital platform called “T+” to facilitate its gradual transformation from a GETS provider into a fully-fledged value-added services provider for the trading community in Hong Kong. The Group will focus on building the necessary infrastructure and core services of T+ during the second half of 2025.

The Group’s **Identity Management (“IDM”) business** recorded revenue of HK\$21.6 million and profit of HK\$1.0 million, representing a year-on-year decline of 2.7% and 59.9% respectively. The performance in the first half of 2025 remained broadly consistent with the same period in 2024, with operational momentum starting to build noticeably in June. During the Period, one of the Group’s digital certificate solutions was officially endorsed by a leading financial regulator in Hong Kong for remote account opening, underscoring its credibility and technological leadership in secure digital onboarding. Concurrently, the Group also secured a significant multi-year commercial arrangement with a government department in Hong Kong in June 2025 for the design, implementation, and issuance of a new type of digital certificate, opening up long-term opportunities in the public sector. Building on the Group’s research and development investments in 2024, its IDM business has achieved major advancements in digital

onboarding and mobile security solutions, with new product enhancements set to hit the market in the third quarter of 2025.

The **Other Services business** segment, comprising Smart Point-of-Sales (“PoS”) and related business as well as GETS-related services, generated a revenue of HK\$15.5 million and a segment profit of HK\$9.7 million. The GETS-related services delivered pleasing performance, driven by increased referral income from the Group’s partnership with PAO Bank Limited amid their modestly growing share of the loan market for the trading community in Hong Kong. In contrast, the Smart PoS and related business encountered headwinds from weak economic conditions and intensifying market competition, prompting the Group to adopt proactive countermeasures — including restructuring and cost control initiatives — to mitigate the adverse impact on profitability and sustain operational efficiency.

**Mr. Yuen Man Chung, Tommy, S.B.S., Executive Director and Chief Executive Officer of Tradelink** said “As we begin the second half of 2025, I maintain cautious optimism for improved performance. Hong Kong’s resilient external trade continues to bolster our GETS and GETS-related services sub-segments, despite ongoing geopolitical tensions and US tariff uncertainties. Our SCS sub-segment’s performance will improve as a number of new orders are in the pipeline for commencement in the second half of 2025, while our IDM segment is poised for growth with our new solutions addressing emerging risks such as deepfake manipulation and mobile vulnerabilities. The Smart PoS business is undergoing strategic repositioning to align with new payment behaviours and retail trends, with prudent resource management to improve profitability. We will also continue to develop T+ as our next-generation digital platform for the provision of value-added services to the trading community. On the financial front, we will maintain time deposits in the current interest rate environment while staying prepared to adapt our strategy should rate conditions shift later this year.”

*Appendix: Consolidated Statement of Profit or Loss for the six months ended 30 June 2025 (unaudited)*

- End -

#### **About Tradelink Electronic Commerce Limited**

Established in 1988 and listed in 2005, Tradelink (Stock Code: 536) is Hong Kong’s digital efficiency pioneer. Since 1997, the company has successfully brought the advantages of its e-solutions to tens of thousands of organisations. Tradelink has pioneered numerous innovative business technology applications in Hong Kong, including EDI, digital certificates, biometric ID and warehouse automation. In addition to offering expertise in supply chain, identity management and PayTech solutions, the company leads in the city’s business-to-government document compliance market. Tradelink customers span all industry sectors. The company has earned the trust of governments, multinationals, and small and medium businesses alike. Hong Kong-based organisations seeking to measurably benefit from greater digital efficiency have a reliable partner with Tradelink.

For more information about Tradelink, please visit [www.tradelink.com.hk](http://www.tradelink.com.hk).

Appendix:

Consolidated Statement of Profit or Loss for the year ended 30 June 2025 (unaudited)

	Six months ended 30 June	
	2025	2024
	(HK\$'000)	(HK\$'000)
<b>Revenue</b>	<b>121,045</b>	122,652
Cost of purchases	(10,938)	(10,202)
Staff costs	(54,306)	(55,832)
Depreciation	(3,915)	(4,710)
Other operating expenses	(17,635)	(17,956)
<b>Profit from operations</b>	<b>34,251</b>	33,952
Other net income	12,887	11,793
Share of results of an associate	228	258
<b>Profit before taxation</b>	<b>47,366</b>	46,003
Taxation	(5,593)	(5,310)
<b>Profit for the period</b>	<b>41,773</b>	40,693
<b>Earnings per share (HK cents)</b>		
Basic	5.26	5.12
Diluted	5.26	5.12

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