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(A company controlled through weighted voting rights and incorporated in the Cayman Islands with limited liability)

(Stock Code: 9959)

## **PROFIT WARNING**

This announcement is made by Linklogis Inc. (the "Company", together with its subsidiaries and consolidated affiliated entities, the "Group") pursuant to Rule 13.09(2) (a) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") and the Inside Information Provisions (as defined in the Listing Rules) under Part XIVA of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong).

The board of directors (the "Board") of the Company wishes to inform the shareholders of the Company (the "Shareholders") and potential investors that based on the preliminary review of the unaudited consolidated management accounts of the Group for the nine months ended September 30, 2022, the Group is expected to record an adjusted profit of approximately RMB153 million for the nine months ended September 30, 2022 as compared to the adjusted profit of approximately RMB243 million for the nine months ended September 30, 2021. Based on the information currently available, the Board considers that the expected decrease in the adjusted profit was mainly attributable to the following factors:

(i) the repeated COVID-19 outbreaks in major cities in China influenced business demand and investments, and subsequently affected supply chain and supply chain financing activities. The launches of the Group's new projects were also impacted as necessary on-site meetings and technical support were delayed or cancelled due to travel restrictions;

- (ii) to quickly expand our customer coverage, the Group has applied a more flexible pricing strategy with new customers. Together with the changing product structure in response to the evolving macro environment, this resulted in a decrease in the total revenue and income as percentage of the total volume of transactions processed by the Group's solutions for the nine months ended September 30, 2022 as compared to the nine months ended 30 September, 2021. The Group believes that expansion in customer coverage by adopting a flexible pricing strategy is helpful for the long-term growth of the Group; and
- (iii) the increased up-front investment in new business opportunities and new customers resulted in an increase in the Group's up-front expenditure in research and development, and sales and marketing for the nine months ended September 30, 2022. The Group expects that such expenditure will translate into long-term growth opportunities. The Group's actions to optimize its organizational structure have not yielded immediate effect on reducing operating expenses, but the Group expects to continue such actions in 2023 to increase long-term profitability.

The adjusted profit excludes fair value changes of redeemable convertible preferred shares and the ordinary shares with preferential rights held by certain investors in connection with the pre-IPO investments, share-based compensation and listing expenses so incurred during the relevant periods in the respective years. We exclude these items because they are not expected to result in future cash payments that are recurring in nature and they are not indicative of our core operating results and business outlook.

The information contained in this announcement is only based on the Company's preliminary assessment with reference to the unaudited consolidated management accounts of the Group for the nine months ended September 30, 2022 and is not based on the financial data or other information which has been audited or reviewed by the Company's independent auditor or the audit committee of the Board. The Group's annual results for the year ending December 31, 2022 are subject to the market conditions for the last three months ending December 31, 2022, further review by the Board, and will be audited or reviewed by the Company's independent auditor and the audit committee of the Board prior to the finalization of such accounts. Therefore, the actual results of the Group for the year ending December 31, 2022 may differ from the information contained in this announcement.

Shareholders and potential investors are advised not to place undue reliance on the information disclosed herein and are advised to exercise caution when dealing in the securities of the Company. Any Shareholder or potential investor who is in doubt is advised to seek advice from professional advisers.

By order of the Board
Linklogis Inc.
Song Qun
Chairman

Hong Kong, November 15, 2022

As at the date of this announcement, the Board comprises Mr. Song Qun as the Chairman and executive director, Mr. Ji Kun and Ms. Chau Ka King as executive directors, Mr. Lin Haifeng and Mr. Zhang Yuhan as non-executive directors, and Mr. Gao Feng, Mr. Tan Huay Lim and Mr. Chen Wei as independent non-executive directors.