

**BizLink Holding Inc**  
**3665.TT**

**4Q 2022 Earnings Deck**

March 30, 2023



# SAFE HARBOR STATEMENT

The contents of this presentation are based on available information, and the Company's views when made. The information in this presentation may contain descriptions of the future prospects of the Company and its subsidiaries, and are subject to risks and uncertainties, which may cause actual results to be materially different from any future result.

The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information or later developments. This presentation is provided for information purposes only. The Company, its consultants, its representatives, and the presenter are not liable for any damages resulting from the use of the contents in this presentation.

# Opening Remarks

New IR Presentation highlights our long-term strategy with more clarity

## **Many new milestones achieved in 2022:**

- Ground-breaking of our new Tainan facility
- Building up of our corporate functions
- Initial minor albeit meaningful synergies with INBG
- Continued execution of our footprint enhancement
- Sustainability remains one of our corporate values

# 4Q22 FINANCIAL RESULTS

NT\$ thousand	4Q22	4Q21	3Q22	Y/Y	Q/Q
Sales	13,600,543	7,998,723	14,526,402	+70.03%	-6.60%
Gross Margin	26.27%	23.04%	25.75%	+323bps	+52bps
Operating Margin	10.65%	9.62%	10.73%	+103bps	-8bps
Tax Rate	25.86%	24.18%	25.23%	--	--
Net Income	922,388	568,796	1,184,084	+62.16%	-22.10%
EPS	5.89	4.19	7.64	+40.57%	-22.90%

## Product segment growth (consolidated):

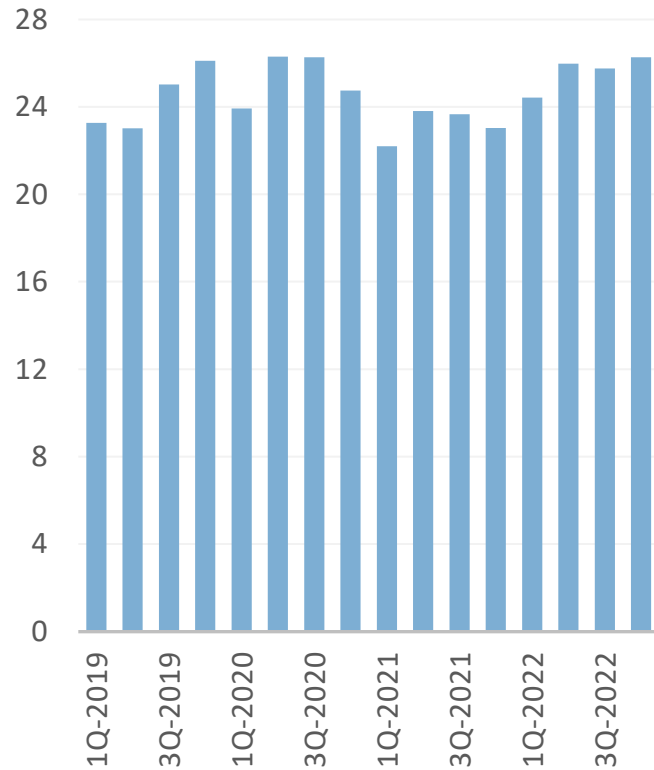
Industrial	+184% YoY	38% of sales
IT DataComm	+0% YoY	23% of sales
Automotive	+94% YoY	24% of sales
Electrical Appliance	-20% YoY	14% of sales

## Cash dividend payout ratio:

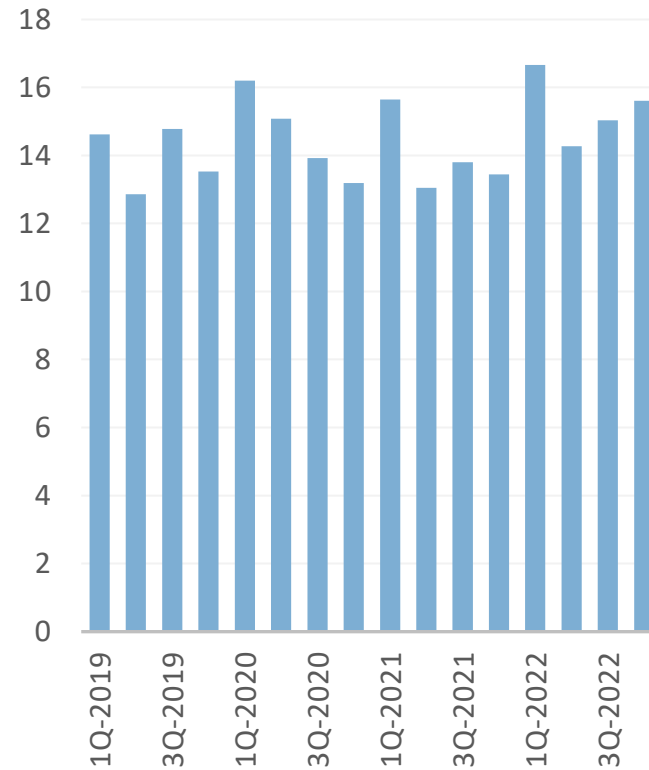
2020: **59%**  
2021: **68%**

# 4Q22 KEY METRICS

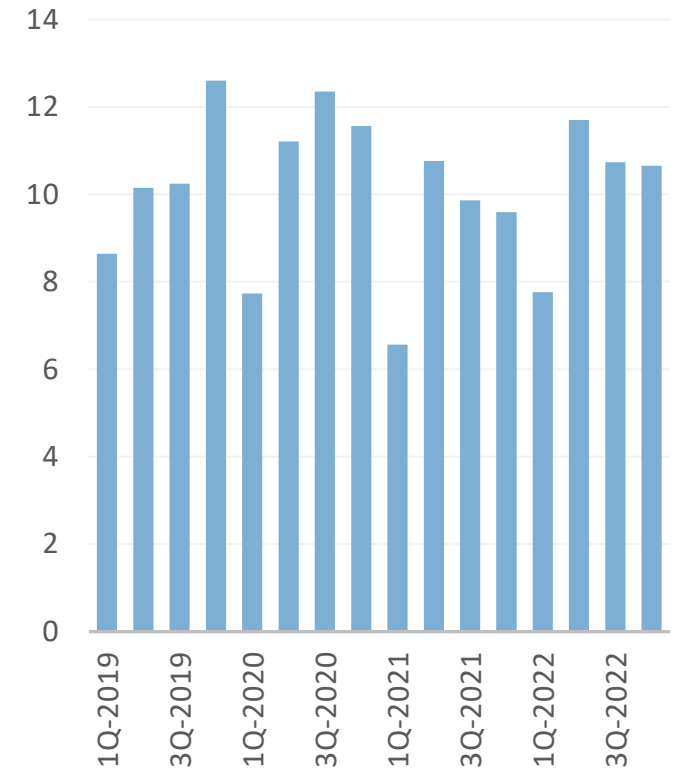
## GROSS MARGIN



## OPEX RATIO



## OPERATING MARGIN



# ORGANIC PERFORMANCE BY SEGMENT

✓ 4Q 2022 organic sales decreased **8%** YOY

## Industrial **-7% YOY**

*20% of organic sales mix*

Product category sales mix:

- **Capital eqpt:** mid-70%
- **Healthcare:** high-10%

## IT DataComm **-12% YOY**

*32% of organic sales mix*

Product category sales mix:

- **HPC:** mid-30%
- **Peripherals:** high-40%



## Automotive **+19% YOY**

*24% of organic sales mix*

Product category sales mix:

- **EV:** high-50%
- **Non-EV:** low-40%

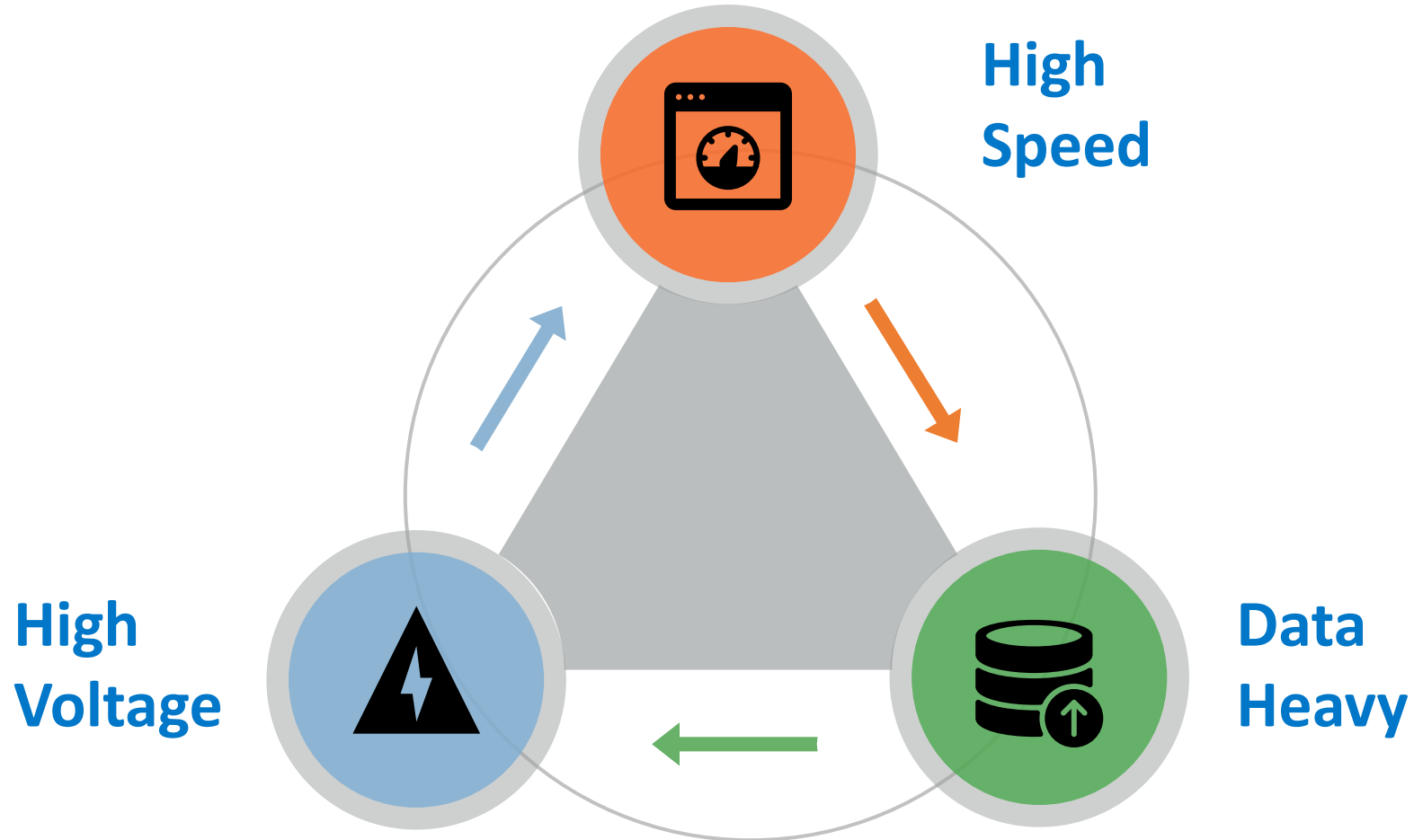
## Electrical Appliance **-20% YOY**

*23% of organic sales mix*

## KEY HIGHLIGHTS

FY 2022 sales still grew by low-10%'s YoY (in US\$) despite various challenges.

## MOVE UP THE VALUE CHAIN



## KEY HIGHLIGHTS

Mid-term 2025 target already achieved in 2022.

Strong demand but unfulfilled given supply chain.

2023 starting strong but situation remains fluid.

Cautiously optimistic energy pricing outlook.

Healthcare  
17%



Telecomm  
Systems  
7%



Robotic  
Solutions  
14%



Automation  
& Drives  
21%



Silicone  
25%



Tailor-made  
Products  
16%





# Q&A Session



## Contact us

### Mike Wang


Manager, Investor & Public Relations

T +886 2 8226 1000 ext. 2663

E [mike\\_wang@bizlinktech.com](mailto:mike_wang@bizlinktech.com)

### Stay Connected

 [@BizLinkTechnology](#)

 [@BizLink Group](#)

