

Interconnect Made Easy.



BizLink Holding Inc 3665.TT

Investor Relations
Company Introduction

BizLink



2021

Nov 15

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Who We Are

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About BizLink

Who We Are

- Forerunner for IT, EV, EA, and Optical interconnection solutions
- Vertically-integrated production lines in 17 locations worldwide
- Based in Fremont: Silicon Valley Mindset on a global scale
- Decades-long business partnerships for first-mover advantages
- Five founders continue to be deeply involved in daily operations

Where We Are

Interconnect solutions for the IT, Electrical Appliance, Motor Vehicle, Industrial, Medical, Optical, Semiconductor Capital Equipment, and Photovoltaic industries

Business Model

- ODM capabilities with in-house design, NPI, production, and testing
- Diversified production footprint to link customers with end-markets
- Focused on commercial and industrial markets and applications
- Superior at high-mix-low-volume in Motor Vehicle, Industrial, and Medical sectors

Milestones of a 24-Year History

1996

Founded BizLink as an
IT & CE interconnect
focused business



1999

Launched interconnect
product line for motor
vehicles



1997

Founded Fremont, CA
(USA) Headquarters

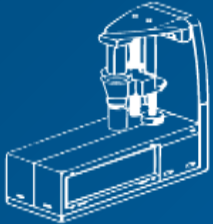


2000

Began making optical
devices & cables

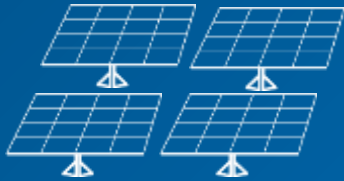
2001

Started making interconnect products for industrial markets



2008

Began making solar power interconnect products



2014

Mass-produced 4K2K docking stations



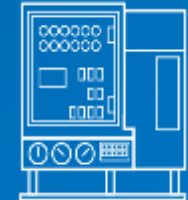
2018

Published our 1st corporate sustainability report



2020

Entered System Integration business via acquisition



2002

Began making medical interconnect products



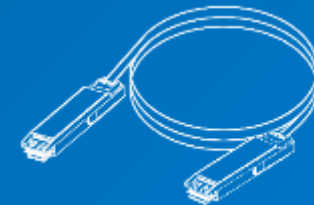
2011

Listed on the TWSE (3665.TT)



2017

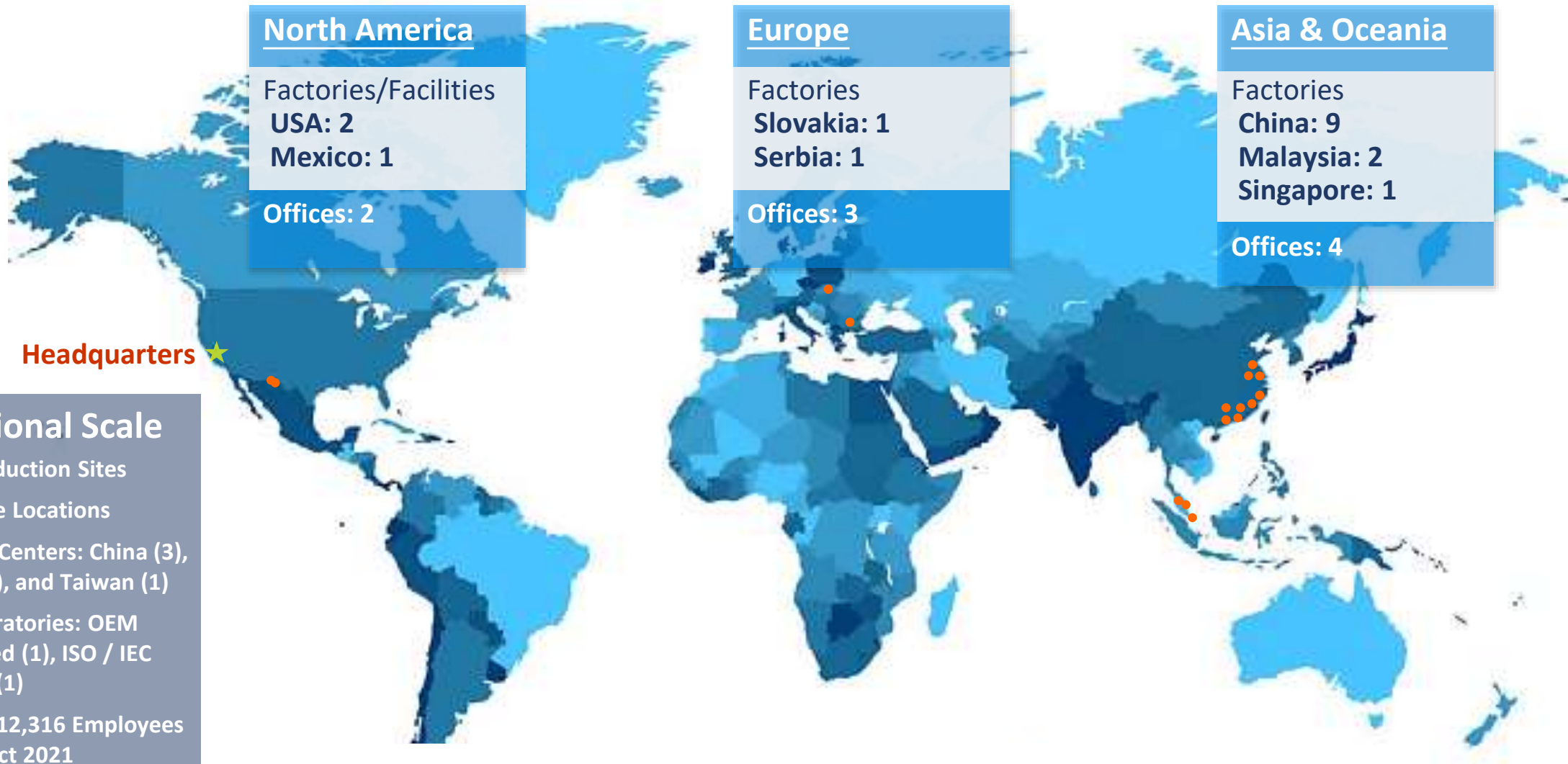
Entered into electrical appliance interconnect business via acquisition



2019

Launched 400G QSFP-DD cables

Our Global Footprint Brings us Closer to Customers



Operational Scale

- 17 Production Sites
- 9 Office Locations
- 5 R&D Centers: China (3), USA (1), and Taiwan (1)
- 6 Laboratories: OEM Certified (1), ISO / IEC 17025 (1)
- About 12,316 Employees as of Oct 2021

What Makes Us Different?

the DNA of
BizLink

Culture



- Silicon Valley Mindset: Innovation, Flexibility, Speed, Competence, and Out-the-of-Box Thinking
- Global, Long-Lasting Partnerships with Customers

Support



- High Flexibility
- Quick Response
- Customer-Oriented

Product



- Forerunner in IT, EV, EA, and Optical industries
- Leverage capabilities and experience across regions and industries to address wider range of and emerging applications

Manufacture



- Production footprint located in key regions
- One-stop shop: from design to mass production
- Automated manufacturing capabilities

Key Financials

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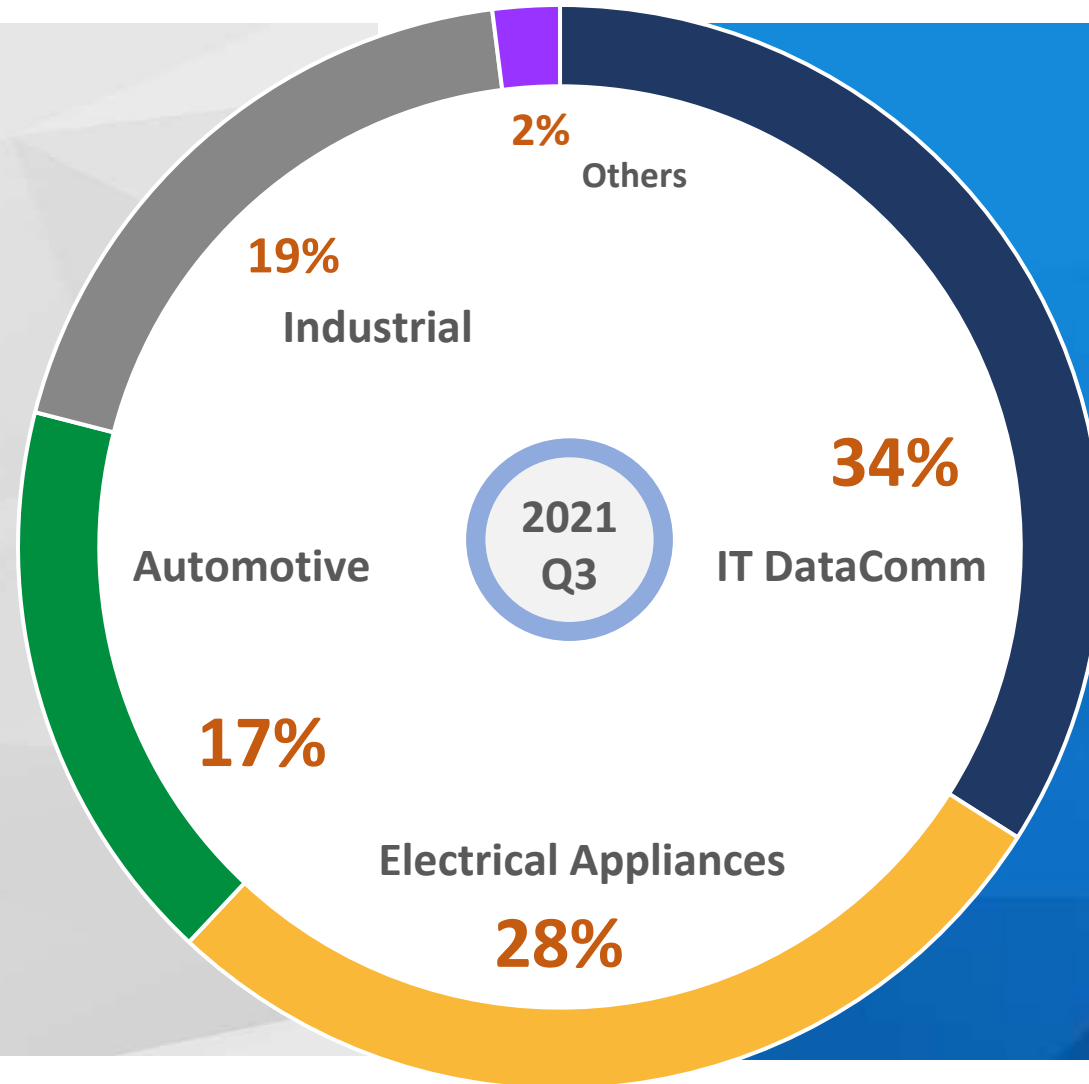
► **Key Financials**

Product Offerings

ESG & Awards



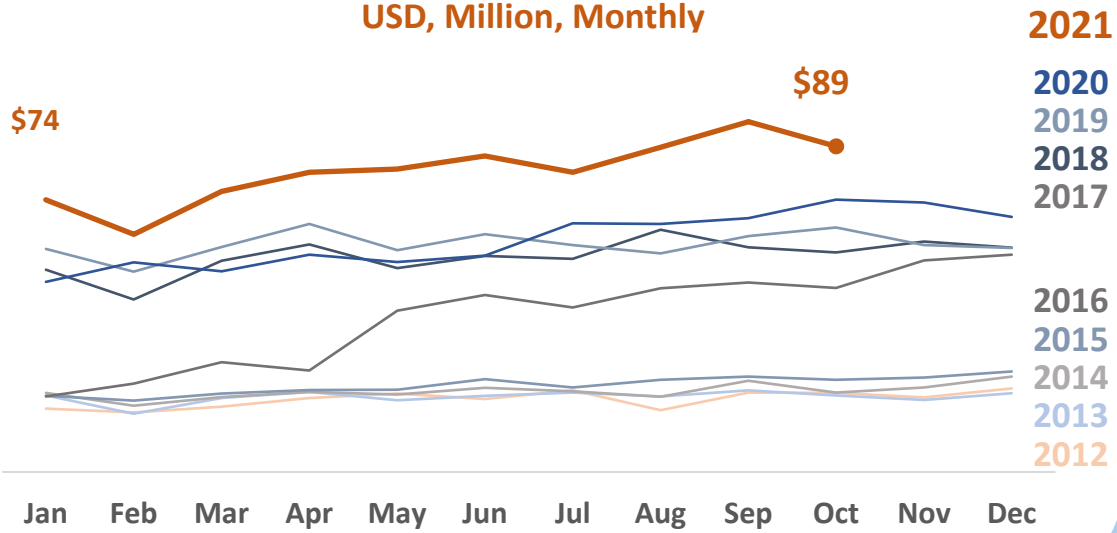
Product Sales Breakdown



Sales and Sales Mix

Consolidated Net Sales

USD, Million, Monthly

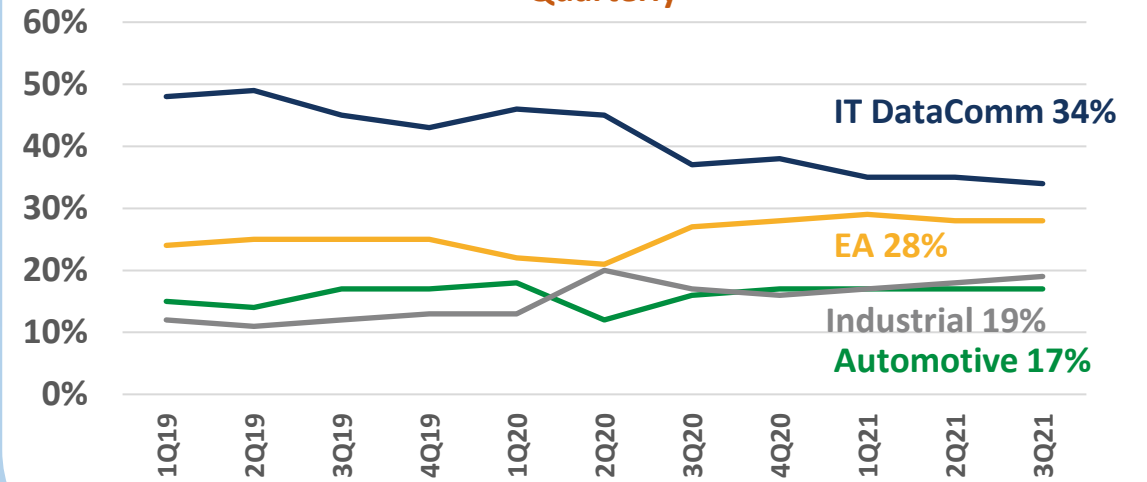


Note: Speedy's Financials Consolidated from Apr 8, 2020

Unaudited

Sales Mix

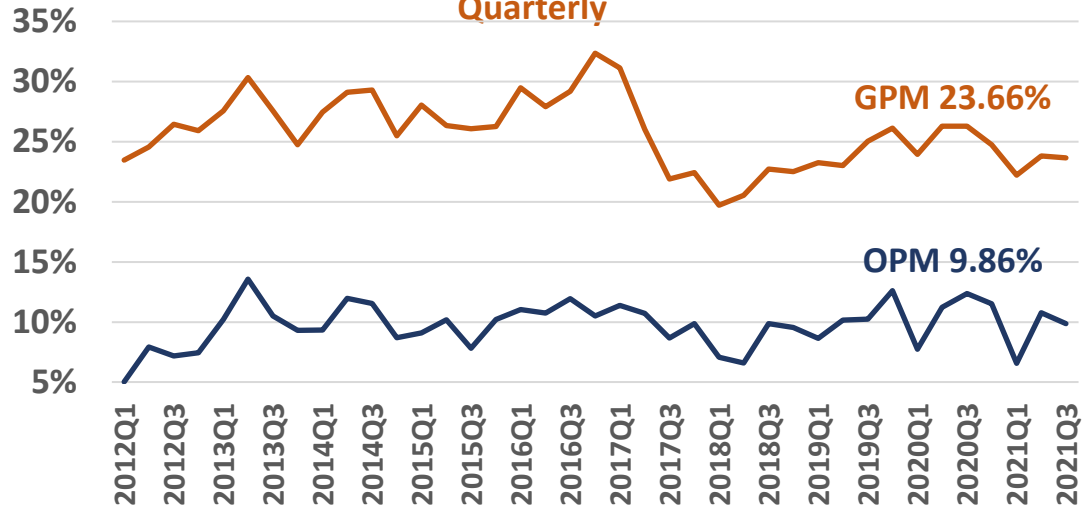
Quarterly



Margins and ROIC

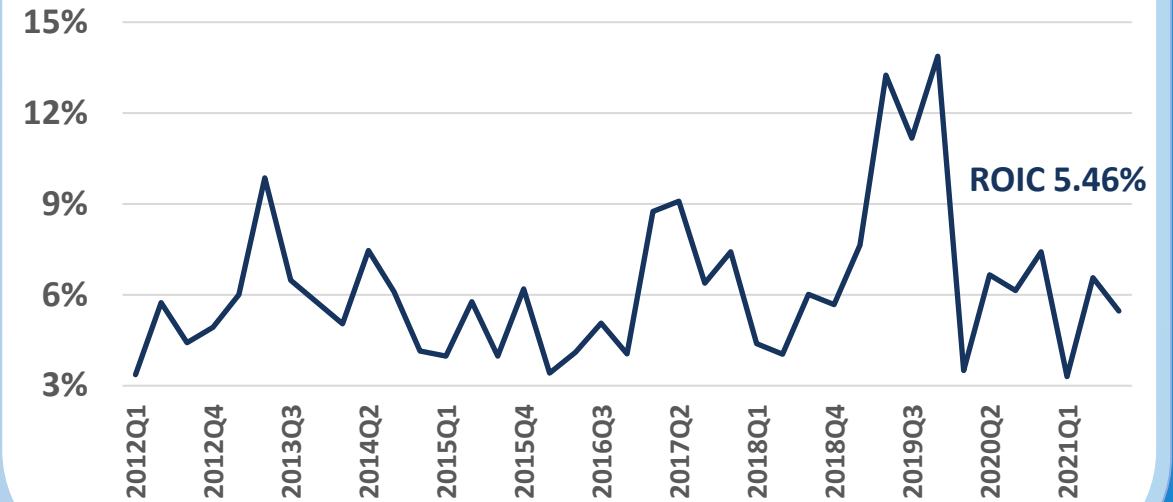
Margins

Quarterly



ROIC

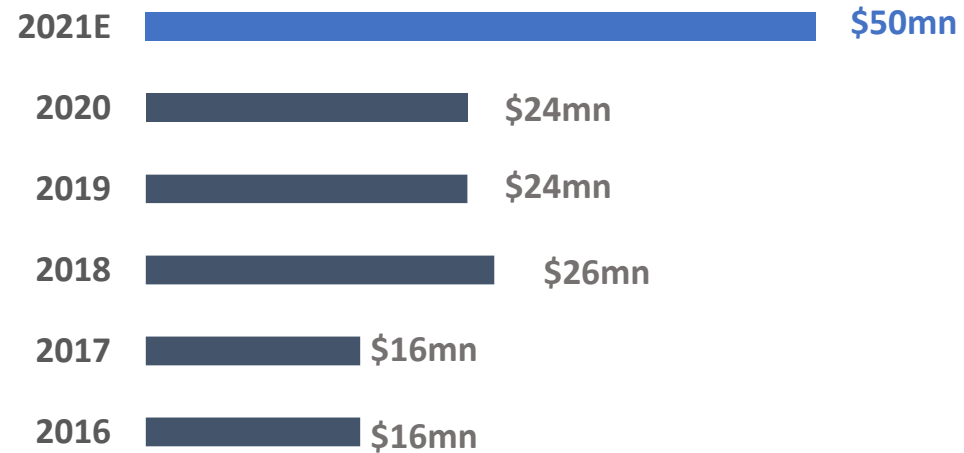
Quarterly



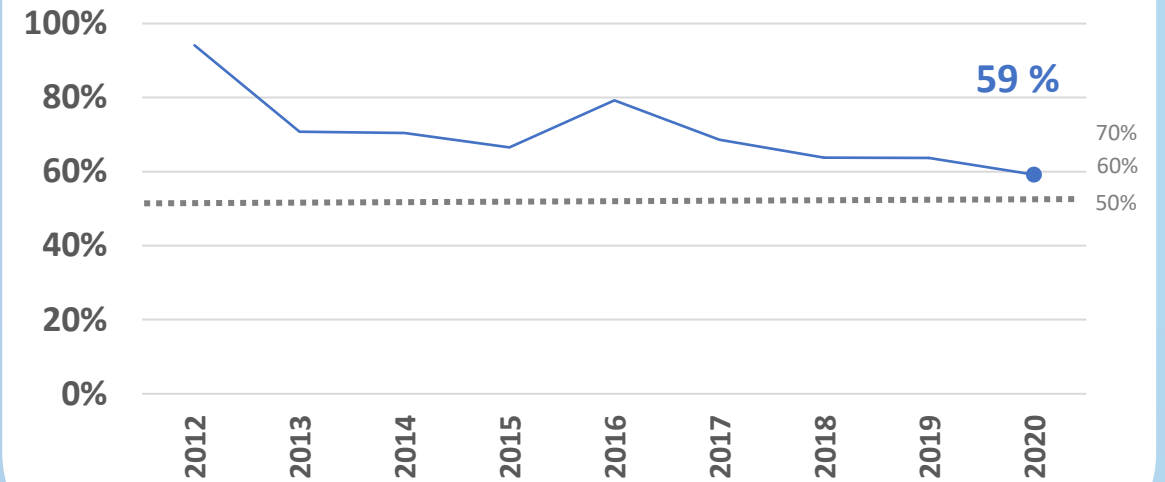
CapEx and DPR

Capital Expenditure

USD, Million, Budget



Dividend Payout Ratio



Quarterly Update and Outlook

Key Takeaways

- Third quarter 2021 sales reached a historical high.
- Input costs continued to rise as did our efforts to partially pass some of these costs to customers.
- Our secular sales mix visibly rose, helping to offset some of the rising input costs.
- Major Milestone: We announced our acquisition of Leoni's Industrial Solutions business group on October 1, 2021. Closing is expected in early 2022. This M&A deal will accelerate our long-term plans with new production sites across three continents, new industry-leading customers, and new technical and service capabilities to sustainably boost our long-term stakeholder value.

Quarterly Update and Outlook

Operational Highlights

3Q 2021 sales rose to a record high. Input cost pressures persisted while partial cost-pass thru to customers and a higher secular mix (semiconductor, energy generation & storage, data-center, electric vehicle & charging) helped to offset most of the impact. Supply chain interruptions were minimal due to our multi-year diversification strategy.

- Industrial: shipments to semi cap customers continued to grow despite a temporary reduction in direct headcount in Malaysia due to government-induced COVID-19 restrictions as other sites picked up some of the slack while shipments to energy customers also noticeably picked up.
- IT DataComm: persistent efforts to work-around IC shortages for docking and dongles lowered their overall impacts while data-center shipments to customers further grew as commercial-oriented cloud service providers continued to out-spend their consumer-oriented peers.
- Automotive: our key EV customer's strong in-house capabilities lowered overall impacts from component and material shortages thus far while our key off-road vehicle customer tempered its expectations for the rest of 2021 but still expects low channel inventories for the foreseeable future.
- Electrical Appliance: shipments to our major customers stayed strong with our key UK-based and Germany-based customers' order momentum still building up, development of new products for 2022 ongoing, and with new products on track to be launched in the next few months.

Quarterly Update and Outlook

Business Outlook

Near-term operating conditions remain challenging, but our long-term strategy to diversify our production footprint as well as our product segments will help to soften the overall impacts as our global brand customers increasingly look towards regionalizing their global supply chains to lower their risk and effect from further disruptions. This presents us with a unique but narrow window of opportunity to better serve them as we have and will continue to build out our capabilities and expand them across more sites. New customers are also approaching us as well.

Our secular sales mix broke above 30% of quarterly sales for the first time with semiconductor and electric vehicle plus charging sales mixes each breaking above 10% for the first time as well. Semiconductor sales continues to be larger than electric vehicle sales. Our data-center sales mix will likely be next to break above 10% of total. Our secular sales will further grow, including our “Green Revenues”, and will become even more important drivers of our future potential. However, we will also continue to look for new innovative ways to better service our customers.

Quarterly Update and Outlook

ESG Update

Our sustainability efforts continue to be part of our long-term strategic direction with various processes now officially in their 4th year of execution. The emerging global green energy disruption will necessitate not just the building out and maintenance of the relevant infrastructure, encompassing energy generation, storage, and discharge on the hardware side, to support electrification and digitization, but will also require corporates to do their part in bolstering long-term sustainability across Environmental, Social, and Corporate Governance aspects of their business.

- 4th CSR Report: English and Chinese versions of our 4th ESG progress update are available on our website.
- AsiaMoney: ranked as the top company in AsiaMoney's Asia's Outstanding Companies Poll 2021 in the Taiwan Automobiles and Components sector for the third straight year.

Product Offerings

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Products We Provide

IT DataComm



Product Applications

High Speed Cable for Data Centers

- 400G: QSFP-DD DAC
- 32G (PCIe 5.0): GenZ, MCIO
- Loopback Modules
- DCS Power Whips

Cable Solutions

- Thunderbolt, USB-C Passive / Active
- VR: Interface Adapters and Active

Docking Stations

- 4K and Thunderbolt-3 Models, Ergonomic Docks for Tablets
- Audio Conferencing: Headset-Free Calls

USB-C Dongles



400G QSFP-DD Direct Attach Cable



USB 3.1 Gen 2 USB-C Active Cable



Power Whip



Active VR Cable



4K, Thunderbolt-3 Docking Stations



Ergonomic Tablet Dock



Audio Conferencing Dock



USB-C to HDMI HDR Dongle

Products We Provide Electrical Appliances



Product Applications

World Plugs & Customized Power Cords and Connectors

- Variety of Standardized & Customized Plugs

Wire and Cable Harness with Special Features

- Ready-to-Fit
- Additional Features: Integration of Electrical & Mechanical Parts, Over-Moldings, & More

Systems and Customized Solutions

- Customer-Specific
- Sample Applications: Tooling, Kitchenware, Batteries



World Plugs & Connectors



In-line Filter Power Cord



Harness Systems with Integrated Features



Premium Power Cord with Integrated LED



Over-Molding of Fixings and Housings



Cable System with Shock Absorption



Systems & Customized Cord Winder Systems



Cable Storage Solution

Products We Provide

Automotive



Product Applications

EV Battery Management Systems Harness

High Voltage Charging

- Harness and Module Solutions

EV Supply Equipment (EVSE)

- USA, EU and GB Regional Standards

Energy Storage Harness

Sports Vehicle Main Power Harness

ADAS / Autonomous Driving Harness

In-Vehicle Infotainment

ABS Braking System Sensor Wiring



EV Battery Mgt System
Harness



EV Temp. Voltage
Stability Harness



High-Current Power
Harness



High-Current
Acceleration Fuse



Portable EV Charger



EV Battery Pack High-
Voltage Harness



Main Power & Engine
Harness



Tail-Light Harness:
Motorcycle / Off-Road

Products We Provide

Medical

Product Applications

General Diagnostic Equipment

- MRI / CT / PET
- Ultrasound Machine
- Oximeter
- X-Ray Machine

Laboratory Equipment

- Life Science and Analytical Instrument
- Modular Microscope

Life Support Equipment

- Anaesthetic Machine
- Defibrillator

Medical Monitors

- ECG / EKG Device
- Patient Monitor

Professional Specialty in

- Highly Integrated and Complex Cable
- High Frequency Signal and Image Transmission



Balun Cable



USB Extender Cable



Phase Cable



Micro-Coaxial Cable



Drag Chain Cable



Photo-Electric Hybrid Cable



Defibrillator Cable



FPC Cable

Products We Provide

Industrial

Product Applications

Semiconductor Equipment

- Deposition & Etching Equipment
- Chip and Wafer Defect Inspector
- MLCC Production Tester

Testing Equipment

Oil & Gas Equipment

Passenger Aviation Systems

- Box Build – Galley Air Chiller
- Cable Harness – Inflight Infotainment

Train & Monorail Electronic Systems

Robotics, Power, Heavy Electrical Equipment & Automation



Semicon. Pedestal
Temperature Cable



Semicon. Equipment
Cable Assembly



Power Cable for Data
Storage Equipment



Power Supply Converter
Cable Assembly



Cable Assembly for
Power Supply Testing



Oil & Gas Cable
Assembly



Air Chiller Machine:
Electrical Box Harness



Train & Monorail Cable
Assembly

Capability We Provide

One-Stop System Integration

Full Turnkey Solutions for System Integration / Box-Build Assemblies

Experienced Engineering Team

- Early Involvement: Engineering / Manufacturing Design
- Reverse Engineering

Supply Chain & Project Management

- Tailored Order Planning / Contracts to Customer Requirement

Under One-house Production Capabilities

- Sheet Metal Fabrication for Enclosures and Mechanical parts
- Wire Harness and Cable Assembly
- PCBA Assembly – SMT and MI Line Production
- System Integration Assembly – including Software Loading and Function Testing



System Integration



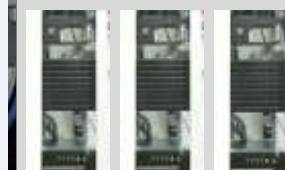
Box Build Assembly



PCBA Assembly



Sheet Metal Fabrication



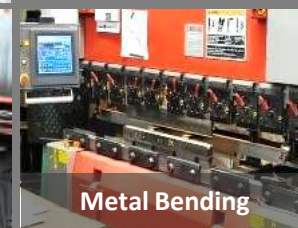
Rack Assembly



Metal Laser Cutting



Turret Punching



Metal Bending

Products We Provide

Optical

Product Applications

Data Center

- Active Optical Cables
- High Speed Transceivers

Telecommunication

- Optical Protection Switch
- High Density Tap Module
- Free Space DWDM, CWDM, WM1 and CEx Modules
- AOC and Transceivers

IT & Medical

- USB-C AOC for Conference Room and VR/AR
- Medical Equipment AOC



QSF28-AOC Active Cable



QSF28 Transceivers



High Density Tap Module



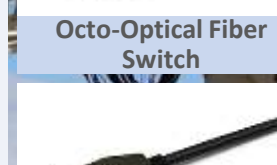
O/E Integrated Module



Octo-Optical Fiber Switch



Ultra-Compact CWDM / DWDM



HDMI-AOC Active Cable



DP-AOC Active Cable

Products We Provide

Solar

Product Applications

In-House Designed Solar Interconnect Solutions

- In-line Fuse Holder Design for Roof-top and Power Plant Protection Solutions
- Levelized Cost of Energy: Branch Cable to Realize LCOE
- Power Plant Projects: IEC / UL 1500V Certified Junction Box and Solar Power Plant Accessories

Customized Connectivity and Energy Storage Solutions

	
S418 1500V Connector	S415 1500V Branch Connector
	
DC Branch Fuse Holder	S417 1500V Fuse Connector
	
DC Branch Cable 1500V / 1000V	TUV & UL PV Cable



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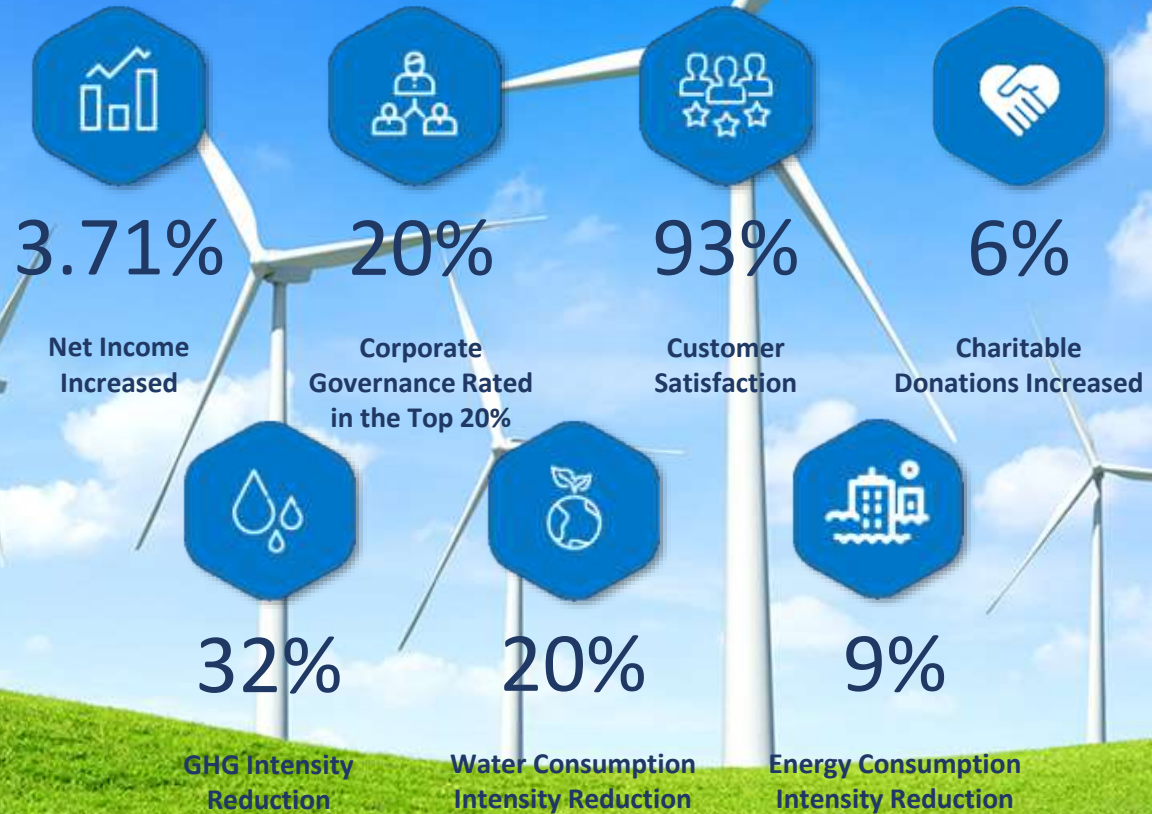
ESG - Sustainability Achievements in 2020



Scan QR Code or View CSR Reports:
www.bizlinktech.com/about/corporate



Our commitment to corporate sustainability creates value for BizLink and our stakeholders by helping us mitigate risks, reduce costs, and build brand value.



Awards – Recognizing Excellence

**Newsweek –
2021 America’s Most
Responsible
Companies #149**

**Sustainalytics
2020 Evaluation**
– Rated as a Low
Risk Company

**FTSE Russell
2020 Evaluation**
– Rated as a Low
Risk Company

**Taiwan Stock
Exchange –
2020 Corporate
Governance
Top 6% - 20%**



**TWSE 2021
Taiwan Indices**
– Corporate
Governance 100
(effective 7/16/2021)

**TCSA – 2020
Silver Awards**

AsiaMoney
– 2019 & 2020
Asia’s Outstanding
Companies
– Taiwan Automobiles &
Components Sector

**Philips – 2020
Sustainability
Gold Award**

