

Interconnect Made Easy.



BizLink Holding Inc 3665.TT

Investor Relations
Company Introduction

BizLink



2021

Aug 31

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Who We Are

Table of Contents

► [Who We Are](#)

[Key Financials](#)

[Product Offerings](#)

[ESG & Awards](#)





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



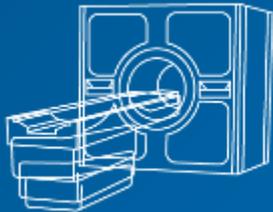
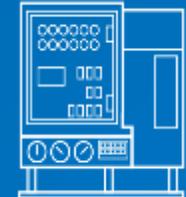
2018

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

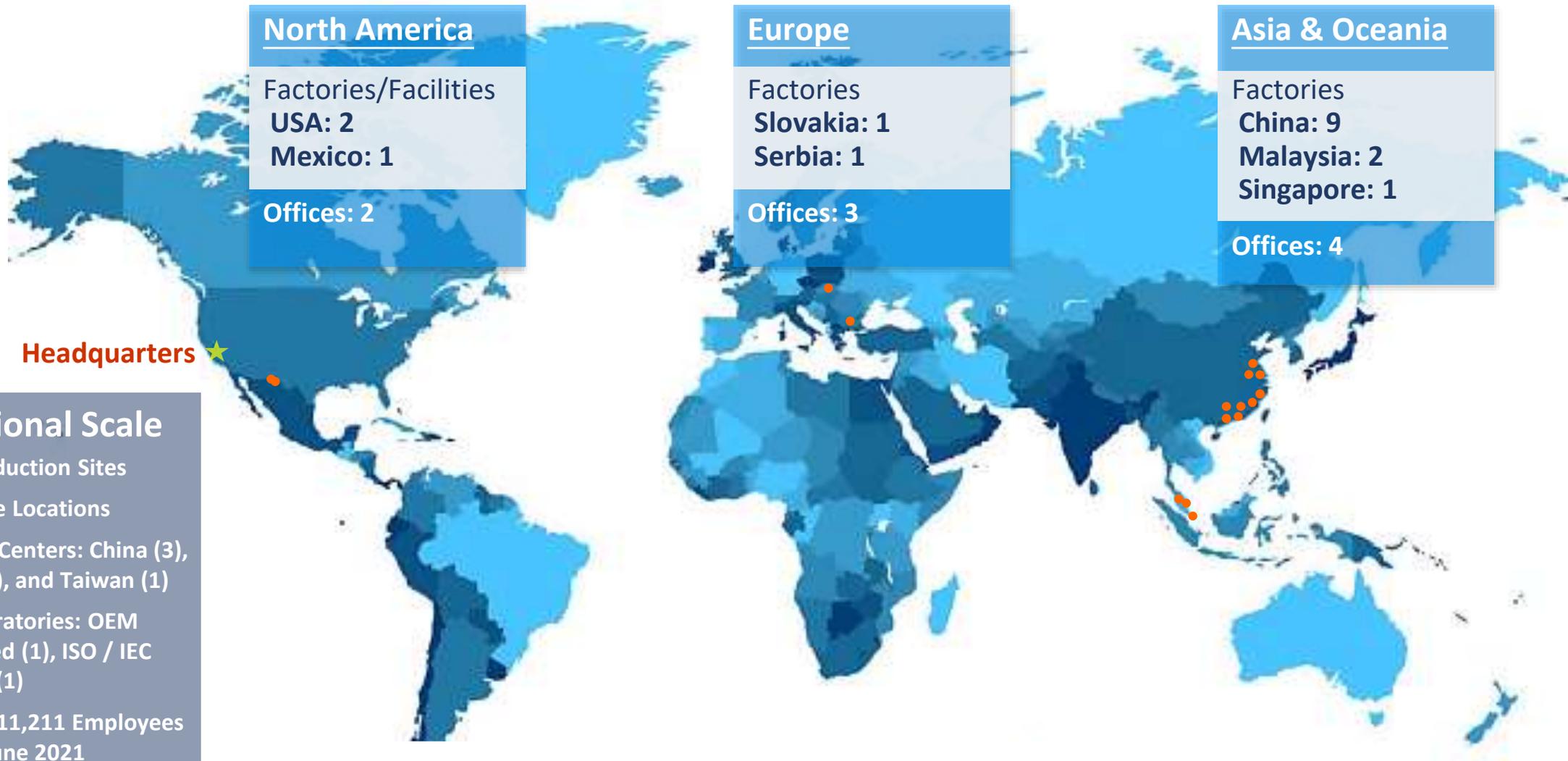
Entered into electrical appliance interconnect business via acquisition



2019

Launched 400G QSFP-DD cables

Our Global Footprint Brings us Closer to Customers



Headquarters ★

- ### 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 11,211 Employees as of June 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

Table of Contents

Who We Are

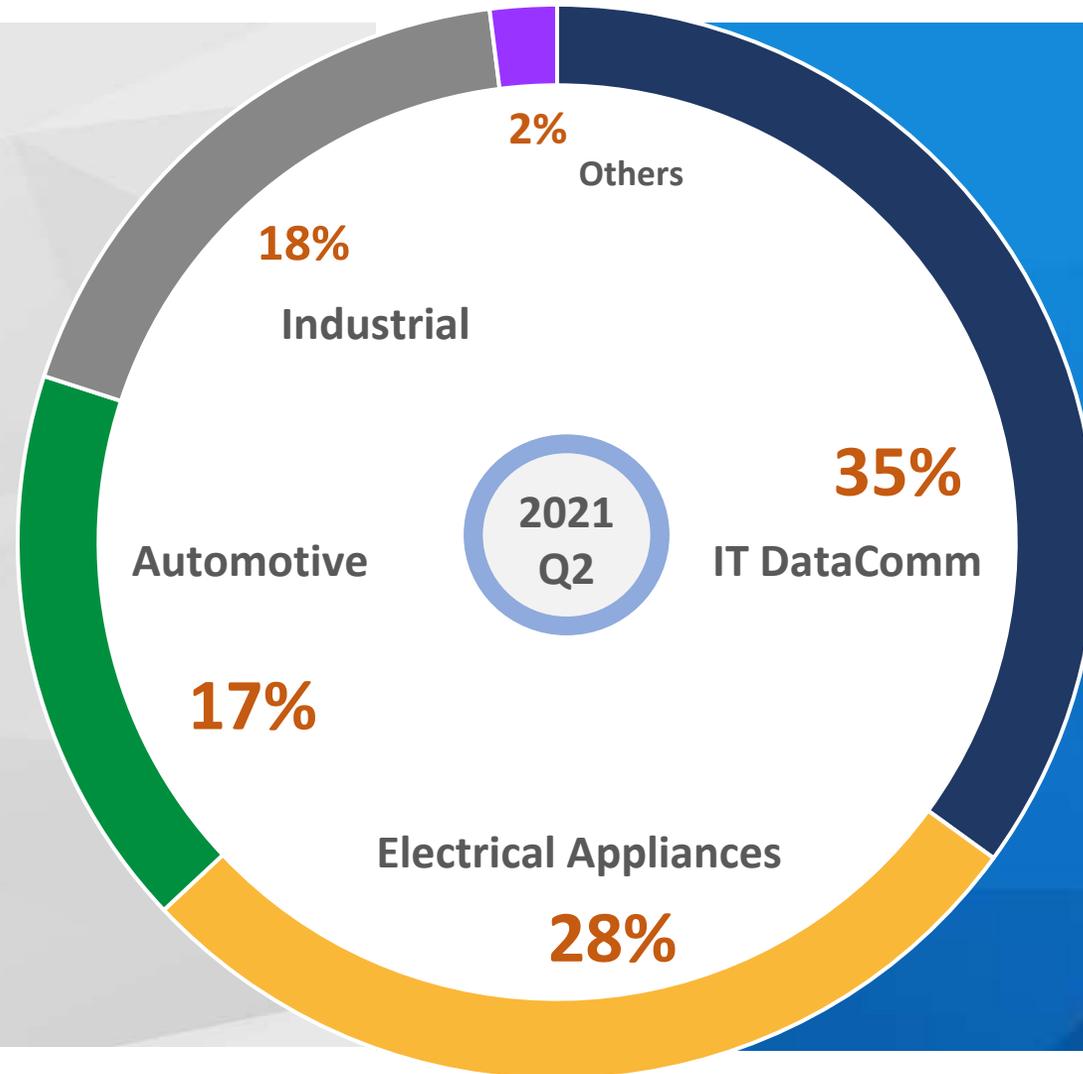
► **Key Financials**

Product Offerings

ESG & Awards



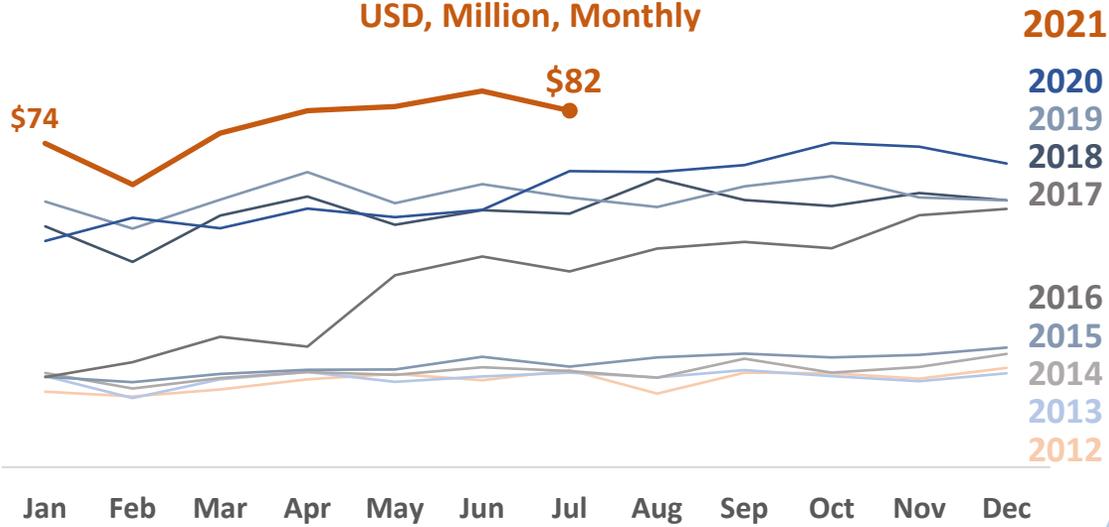
Product Sales Breakdown



Sales and Sales Mix

Consolidated Net Sales

USD, Million, Monthly

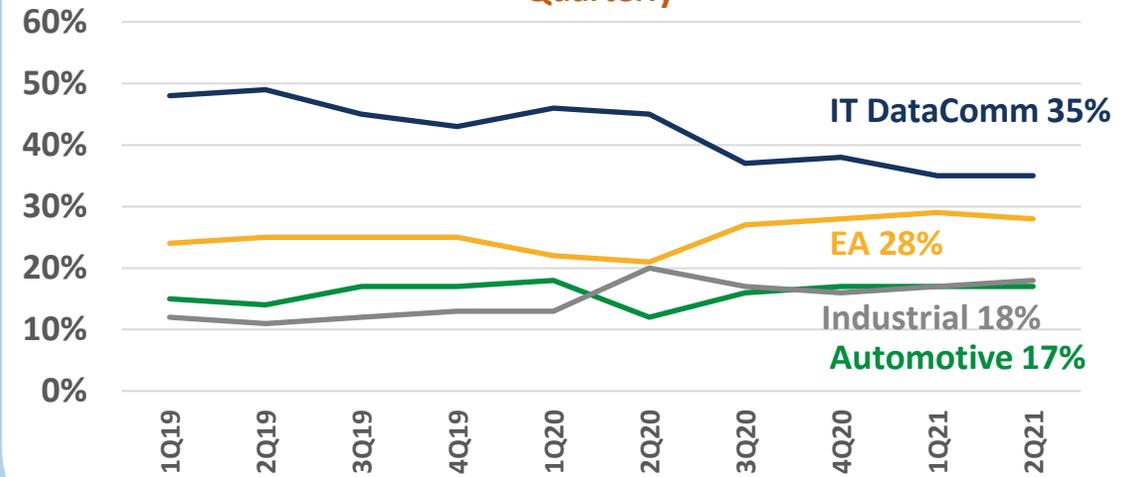


Note: Speedy's Financials Consolidated from Apr 8, 2020

Unaudited

Sales Mix

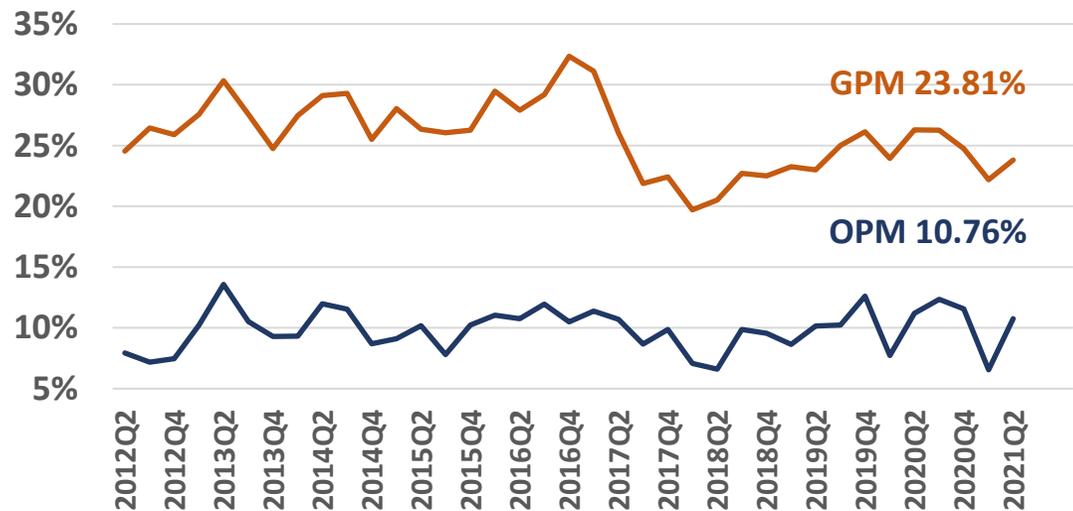
Quarterly



Margins and ROIC

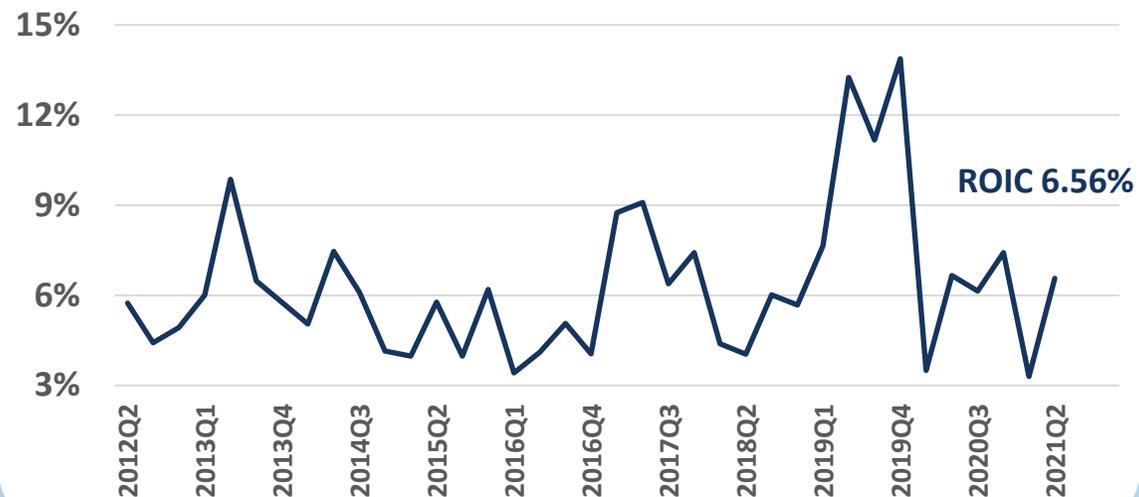
Margins

Quarterly



ROIC

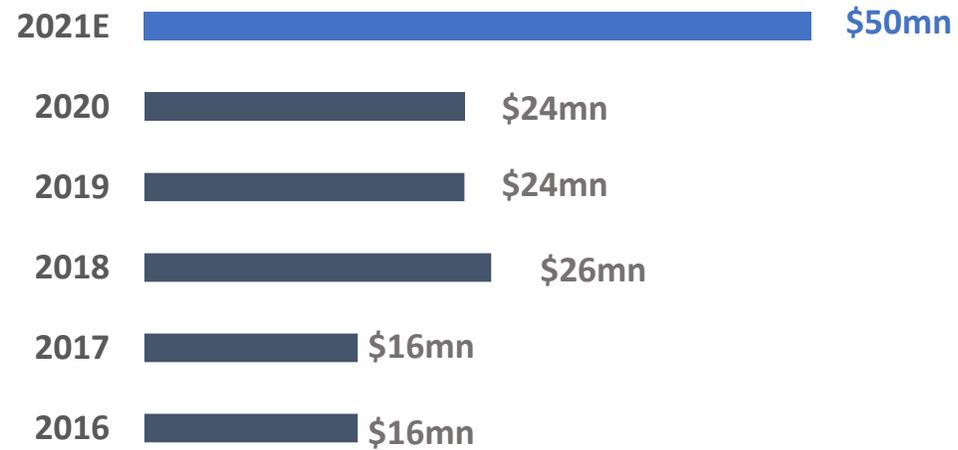
Quarterly



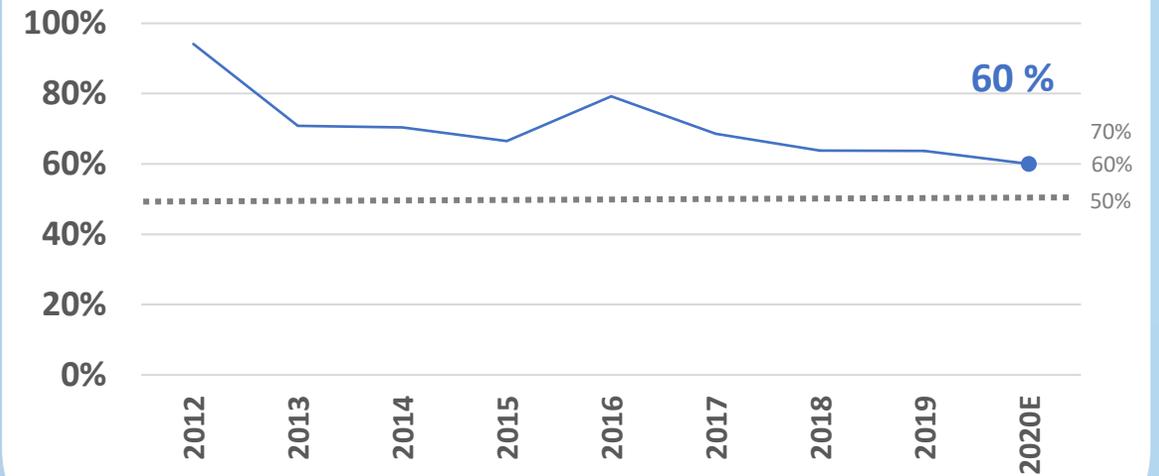
CapEx and DPR

Capital Expenditure

USD, Million, Budget



Dividend Payout Ratio



Quarterly Update and Outlook

2021 Q2 Highlights

Quarterly sales reached a new record high, rising by +15.86% QoQ (in USD terms), driven by strong growth across all four product segments. Our secular drivers (semiconductor, energy storage plus solar, data-center, electric vehicle plus charging) grew to 25-30% of total sales, and continued to gradually but steadily grow larger versus total docking station and dongle sales, which was just 20-25% of total sales, leading to an increasingly more favorable product mix.

IC shortages further curtailed docking station and dongle production although our commercial customers continued to pull from our inventory hubs. Input cost pressures persisted, but we were able to partially pass-through some of these costs onto our customers, which enabled second quarter gross margins to improve from the first quarter lows.

- Industrial: sales grew the most among our four product segments with Semiconductor, Energy (energy storage plus solar), Medical, and Others (inc. Aerospace, Instrumentation) all visibly growing during the second quarter.
- IT DataComm: sales grew the second most with data-center sales firmly rebounding from the first quarter lows while docking station and dongle sales rose as our commercial customers actively built their inventory levels.
- Automotive: total electric vehicle sales grew with contribution from startup customers continuing to slowly build momentum despite their new product launch delays to the second half while off-road vehicle sales were flattish.
- Electrical Appliances: sales rose on sustained volume growth on shipments for existing and new project launches while pricing also continued to rise on successful customer negotiations to reflect changes in input costs.

Quarterly Update and Outlook

2021 Q3-Q4 Outlook

Our secular driver sales mix surpassed that of docking stations and dongles in the first half of 2021, and will continue to gain more ground over the long-term on regionalization of global supply chains, digitization and electrification, and the global push towards a greener future, and to lead to an increasingly more favorable and sustainable product mix.

Input cost pressures, shortages, and COVID-19 remain near-term industry headwinds with climate change emerging as a new risk, all of which will accelerate the regionalization of global supply chains to lessen their impacts as well as to maintain a higher level of business continuity. Our 4 key production regions will help our global brand customers to hedge against these risks, and to minimize downtime as much as possible. Semiconductors are at the center of rising digitization and electrification trends across multiple end-markets, and renewable energy generation and storage solutions will be needed to help stabilize power grids on higher consumption levels and from severe weather events.

ESG: Environmental, Social, and Corporate Governance

Regionalization of global supply chains will mean less logistics-related travel, lowering carbon emissions as well as supporting the local workforce and supply chain. We will continue to diversify our global production footprint to become even closer to our global brand customers as well as to become their most preferred responsible partner.

Product Offerings

Table of Contents

Who We Are

Key Financials

► **Product Offerings**

ESG & Awards



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

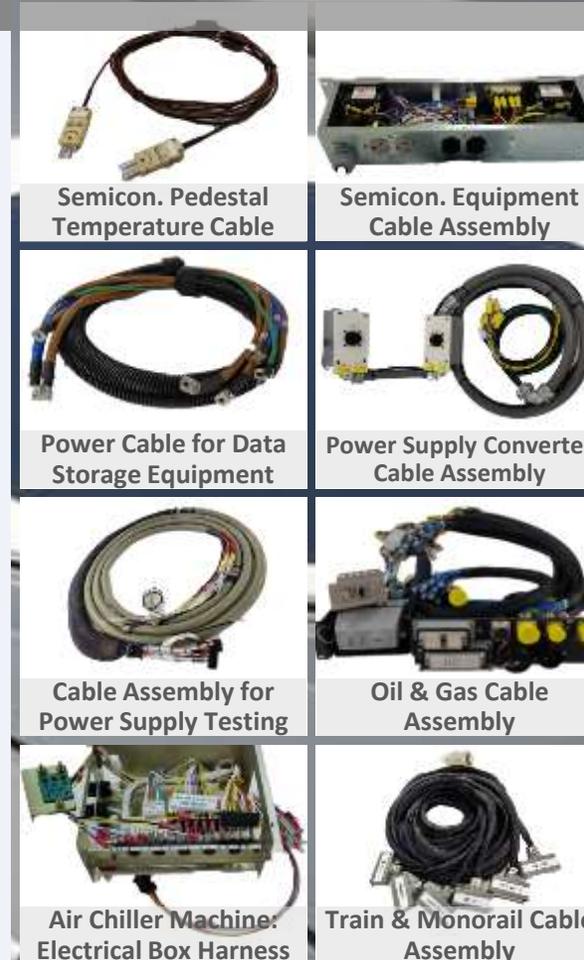
Oil & Gas Equipment

Passenger Aviation Systems

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

Train & Monorail Electronic Systems

Robotics, Power, Heavy Electrical Equipment & Automation



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



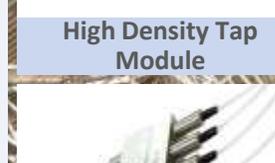
QSF28 Transceivers



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



ESG & Awards

Table of Contents

Who We Are

Key Financials

Product Offerings

► **ESG & Awards**



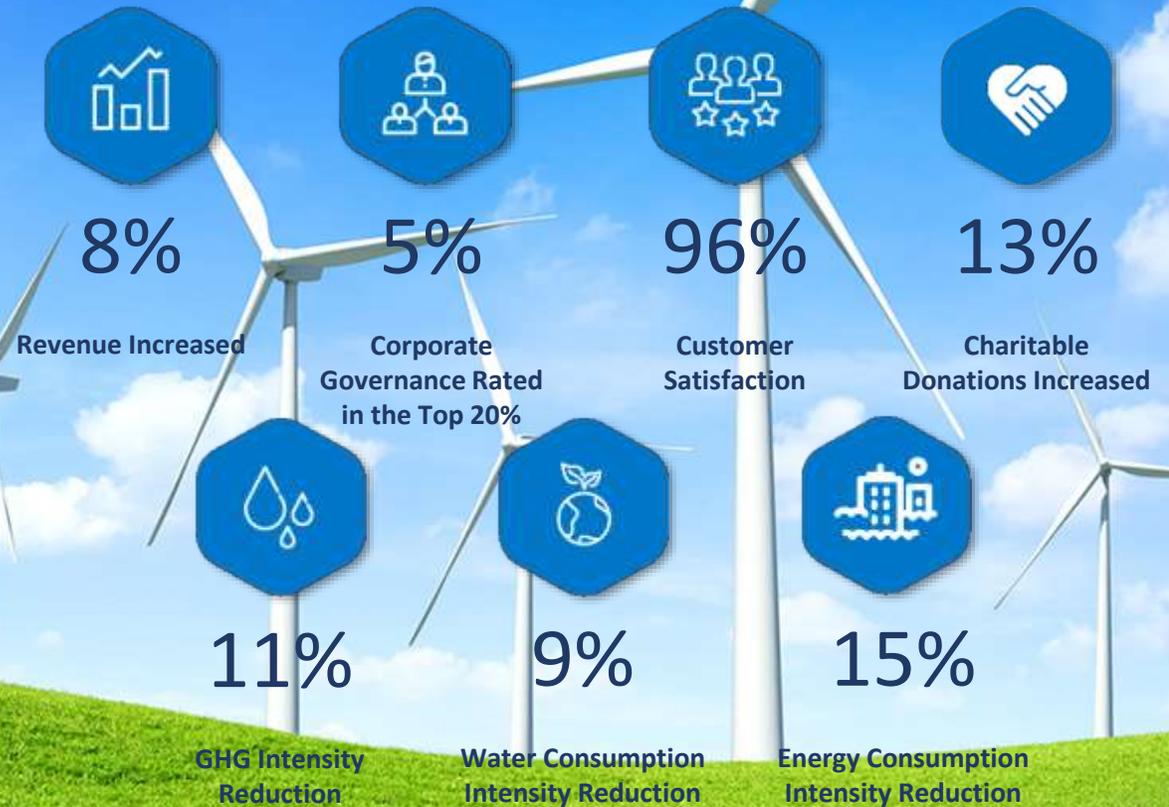
ESG - Sustainability Achievements in 2019



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**

