

## BizLink Announces Third Quarter 2021 Results

Issued By: BizLink Holding Inc (TWSE code: 3665)

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BizLink Holding Inc. (TWSE code: 3665) announced that our Board of Directors have approved third quarter 2021 consolidated financial statements. Third quarter 2021 consolidated net sales totaled NT\$7,415,446 thousand (US\$266,185 thousand), an increase of 22.58% YoY (an increase of 29.61%)<sup>Note 1</sup>. Third quarter 2021 consolidated net income (attributable to shareholders of the parent company) totaled NT\$606,283 thousand (US\$21,763), an increase of 21.36% YoY (an increase of 28.32%)<sup>Note 2</sup>. Third quarter 2021 consolidated EPS totaled NT\$4.54 (US\$0.1628).

### 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.

### Summary P&L Figures:

NT\$, '000	3Q 2021	3Q 2020	YoY	3Q 2021	2Q 2021	QoQ
Revenue	7,415,446	6,049,454	22.58%	7,415,446	7,015,992	5.69%
Gross Profit	1,754,141	1,589,297	10.37%	1,754,141	1,670,731	4.99%
Operating Profit	731,305	747,901	-2.22%	731,305	755,036	-3.14%
Profit Before Tax	757,981	646,769	17.20%	757,981	706,872	7.23%
Net Profit	606,283	500,550	21.12%	606,283	551,411	9.95%
EPS	4.54	3.83	18.54%	4.54	4.13	9.93%

### 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

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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 Appliances:** 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.

### Sales Mix Trend:

	<b>3Q 2020</b>	<b>4Q 2020</b>	<b>1Q 2021</b>	<b>2Q 2021</b>	<b>3Q 2021</b>
Industrial	17%	16%	17%	18%	19%
IT DataComm	37%	38%	35%	35%	34%
Automotive	16%	17%	17%	17%	17%
Electrical App.	27%	28%	29%	28%	28%
Others	3%	1%	2%	2%	2%

**Note:** percentages are rounded.

### 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.

### ESG Update

Our sustainability efforts continue to be part of our long-term strategic direction with various processes now officially in their 4<sup>th</sup> 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.

- **4<sup>th</sup> CSR Report:** English and Chinese versions of our 4<sup>th</sup> 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.



## News Release

(NOTE 1) 3Q 2020 audited consolidated net sales totaled NT\$ 6,049,454 thousand.

(NOTE 2) 3Q 2020 audited consolidated net income totaled NT\$ 499,580 thousand.

-End of Release-

### About BizLink

We are a U.S.-headquartered and vertically integrated supplier of interconnect solutions. Our manufacturing sites in China, Malaysia, Singapore, Mexico, Slovakia, Serbia, and the USA allow for seamless integration into our customers' supply chains by serving the Industrial, IT DataComm, Automotive, and Electrical Appliance industries with new product introduction (NPI) and box build as well as system integration capabilities ready at selective sites. Please visit our [website](#) for more information about us, including our [Corporate Sustainability](#) section for our ESG track record.

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