

Interconnect Made Easy.



# BizLink Holding Inc 3665.TT

Investor Relations  
Company Introduction

**BizLink**



2020

June 5

## 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.

# 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
- Six 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 23-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

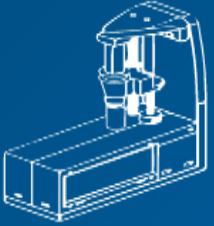


**2000**

Began making optical  
devices & cables

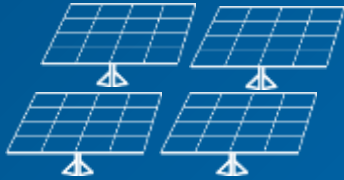
**2001**

Started making interconnect products for industrial markets



**2008**

Began making solar power interconnect products



**2014**

Mass-produced 4K2K docking stations



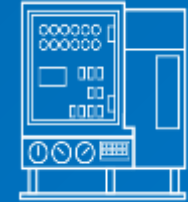
**2018**

Published our 1<sup>st</sup> corporate sustainability report



**2020**

Entered System Integration business via acquisition



**2002**

Began making medical interconnect products



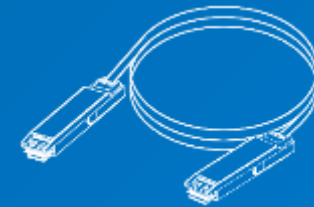
**2011**

Listed on the TWSE (3665.TT)



**2017**

Entered into electrical appliance interconnect business via acquisition

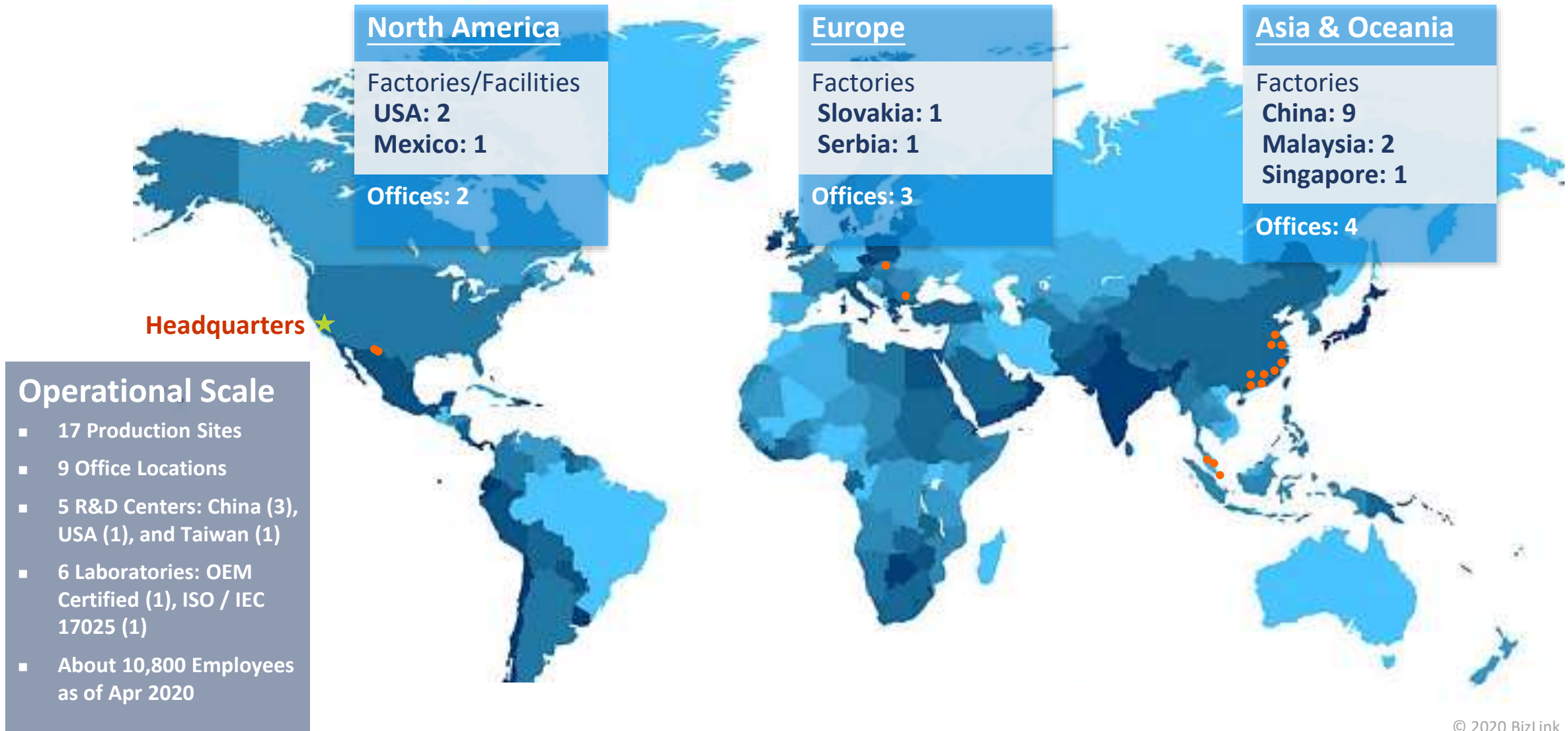


**2019**

Launched 400G QSFP-DD cables



# Our Global Footprint Brings us Closer to Customers



# 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

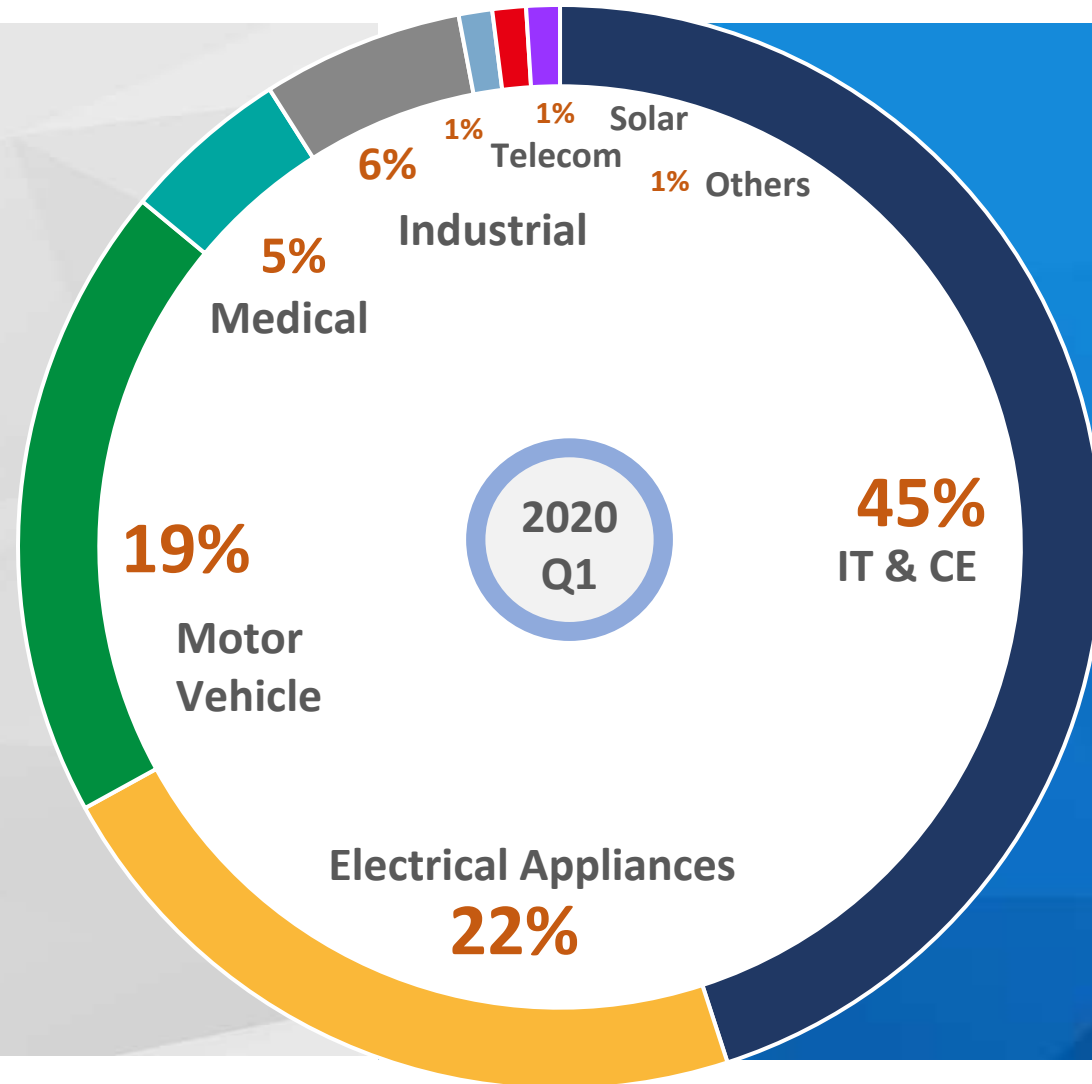
► **Key Financials**

Product Offerings

ESG & Awards



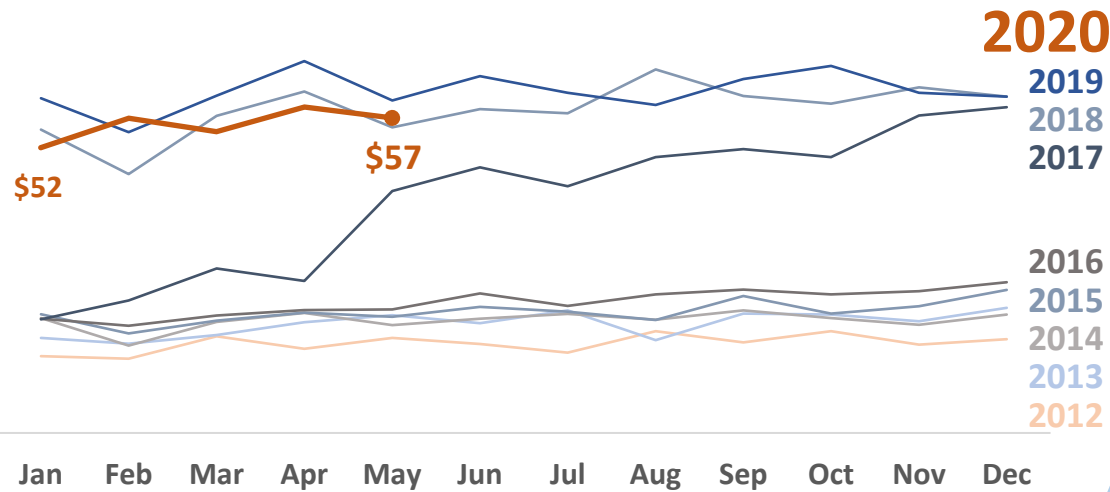
# Product Sales Breakdown



# Sales and Sales Mix

## Consolidated Net Sales

USD, Million, Monthly



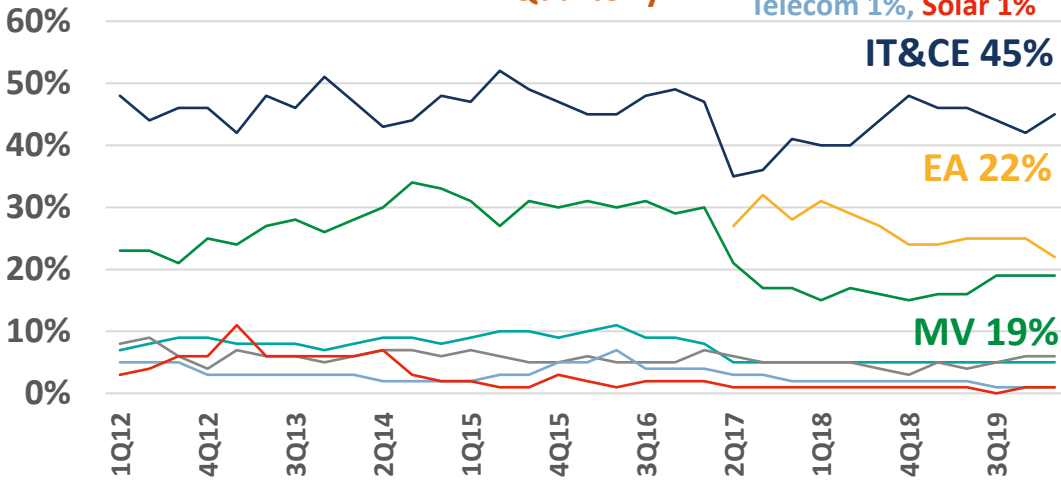
Note: Speedy's Financials Consolidated from Apr 8, 2020

Unaudited

## Sales Mix

Quarterly

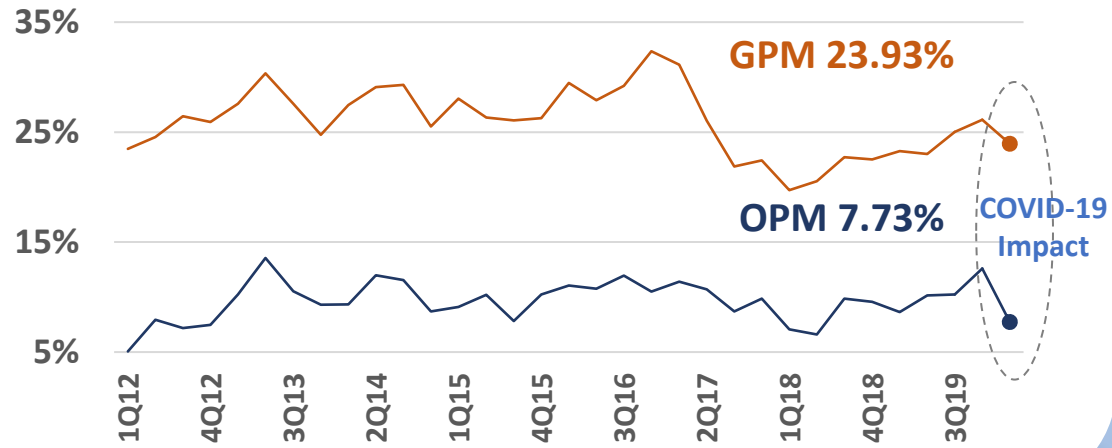
Medical 5%, Industrial 6%,  
Telecom 1%, Solar 1%





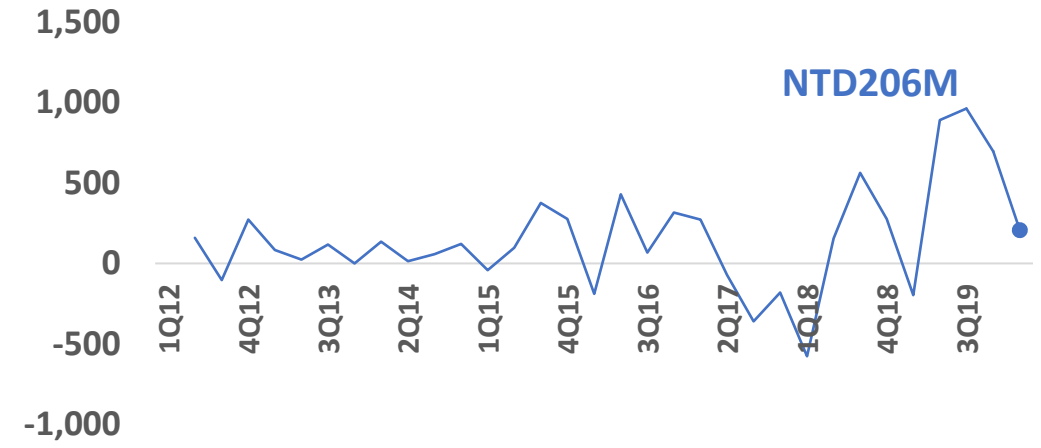
## Margins

Quarterly



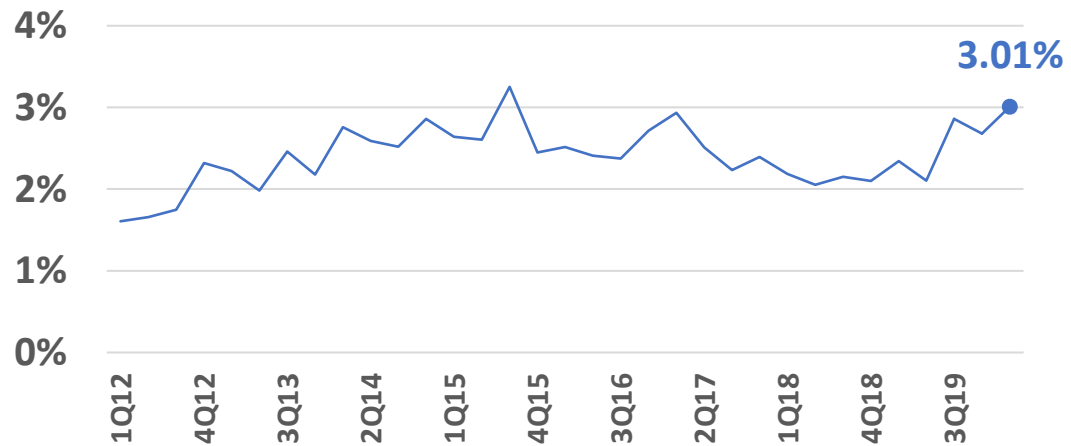
## Free Cash Flow

Quarterly



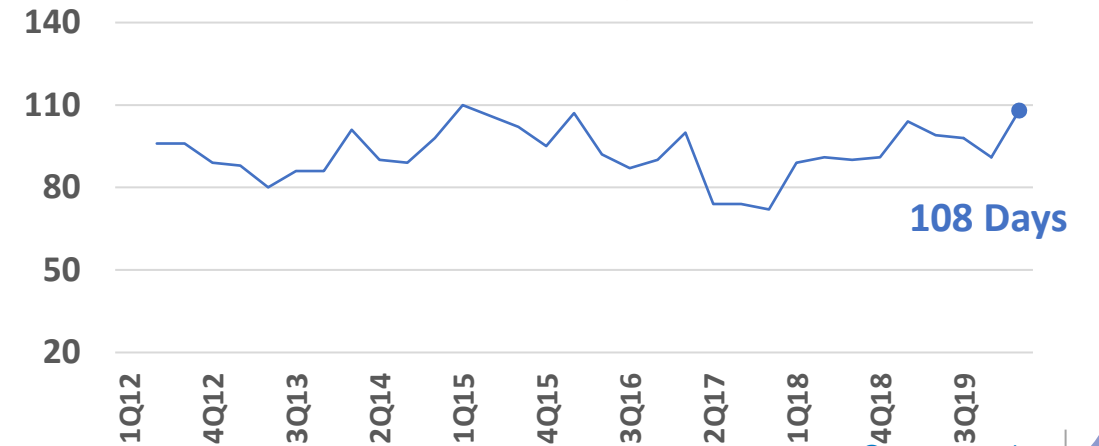
## R&D / Sales Ratio

Quarterly



## Cash Conversion Cycle

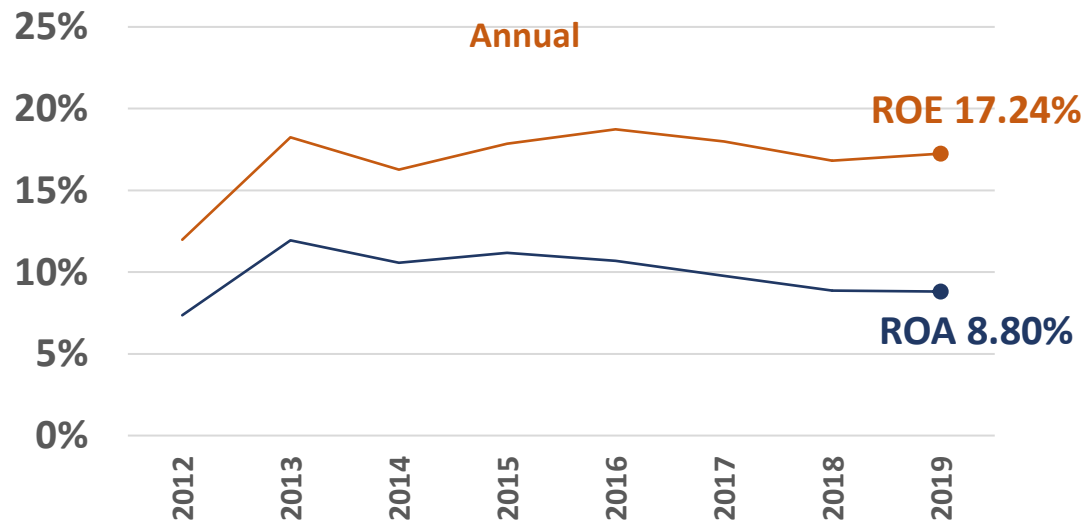
Quarterly



# ROE & ROA and DPR

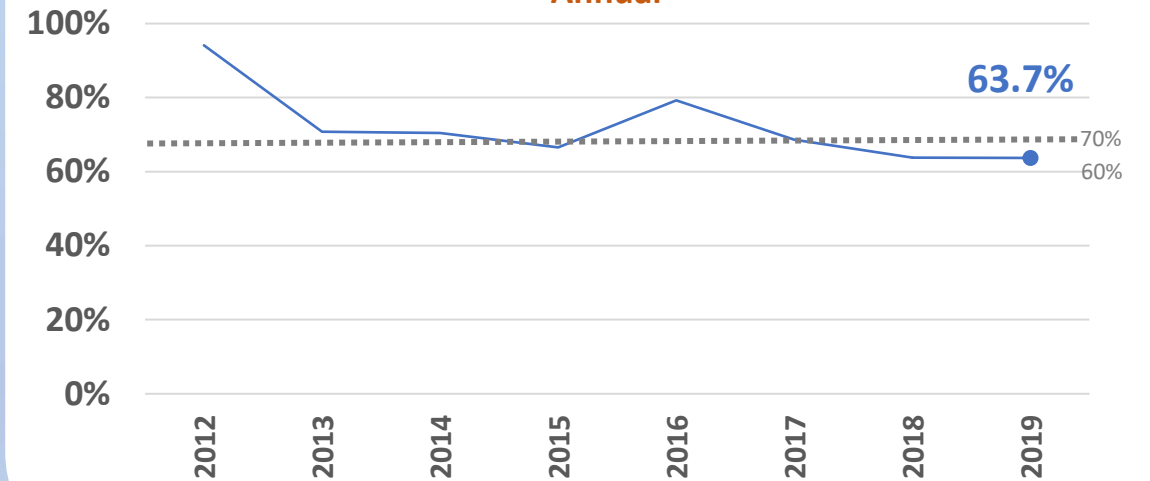
## ROE & ROA

Annual



## Dividend Payout Ratio

Annual



# Product Offerings

## Table of Contents

Who We Are

Key Financials

► **Product Offerings**

ESG & Awards





# Products We Provide

## IT & CE

### 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

# Motor Vehicle



## 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

## 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





# 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

## 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



QSFP28-AOC Active Cable



QSFP 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





# ESG & Awards

## Table of Contents

Who We Are

Key Financials

Product Offerings

► **ESG & Awards**





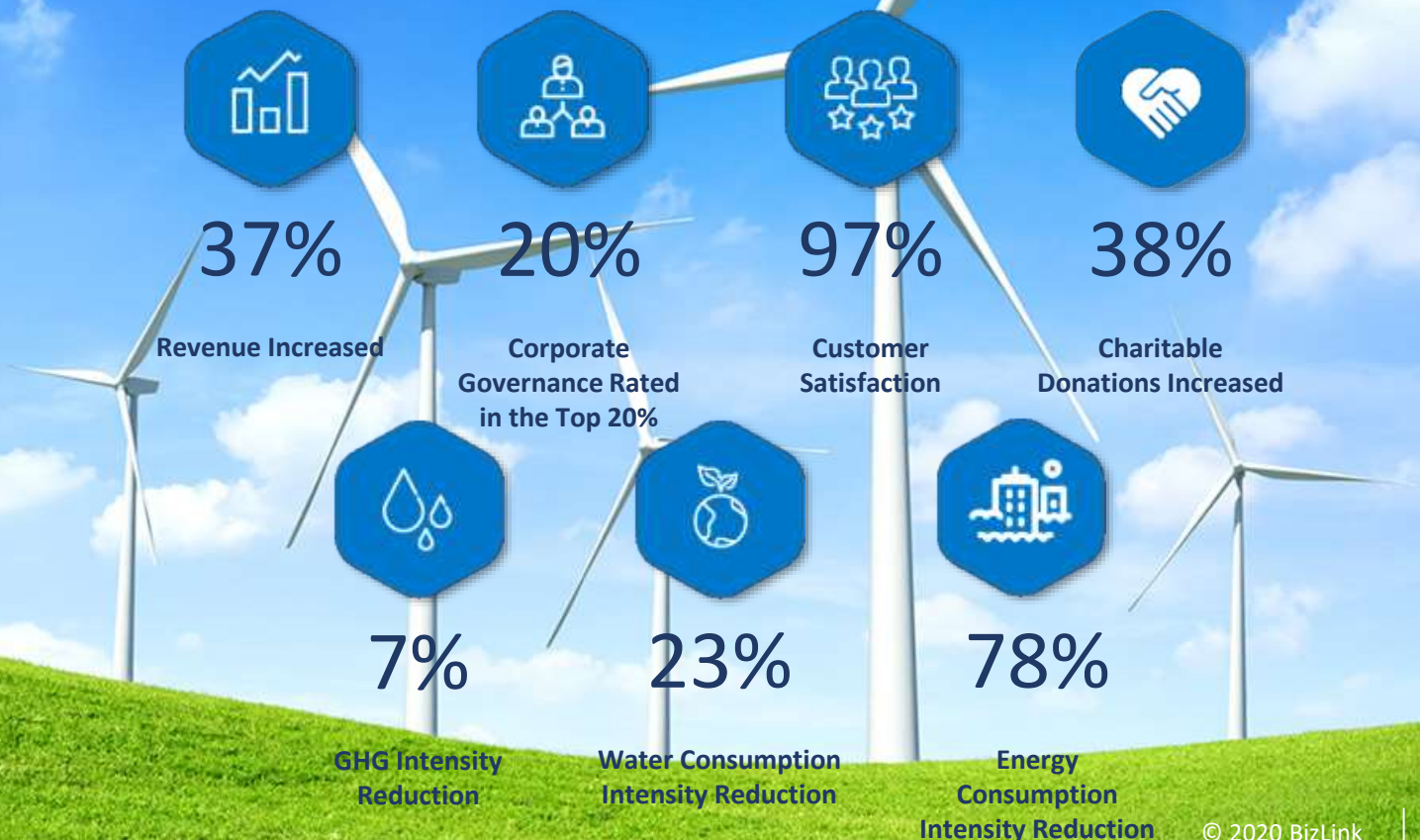
# ESG - Sustainability Achievements in 2018



Scan QR Code or View CSR Reports at  
[www.bizlinktech.com/about/corporate](http://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 –  
2020 America's  
Most Responsible  
Companies #149**

**AsiaMoney –  
2019 Asia's  
Outstanding  
Companies –  
Taiwan Automobiles &  
Components Sector**

**IR Magazine –  
2019 Best IR Award  
- Best IR in Taiwan  
- Best IR in Greater  
China (Technology  
Sector)**

**2020  
2019**

**Taiwan Stock  
Exchange –  
2019 Corporate  
Governance  
Top-5%**

**GE Healthcare  
Group (China) –  
2019 Supplier  
Responsibility  
Award**

**CHERVON –  
Strategic Supplier  
Collaboration**

**Deloitte –  
2019 Technology  
Fast 500 Asia  
Pacific  
#59 in Taiwan  
#420 Overall**



**CORPORATE  
GOVERNANCE  
  
2019  
TWSE Top 5%**





[www.bizlinktech.com](http://www.bizlinktech.com)