

Interconnect Made Easy.



# BizLink Group

Investor Relations  
Company Introduction

**BizLink**

2020

2020.04.06

## Safe Harbor Statement

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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 15 locations
- Silicon Valley Mindset on a global scale
- Strong business relationships, many lasting over a decade
- Six founders continue to be deeply involved in daily operations

## What We Do

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 testing and manufacturing
- Close to markets with 15 production sites
- Focus on commercial and industrial market
- 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

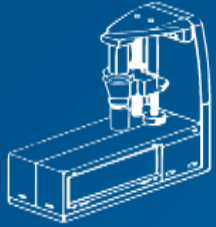


**2000**

Began making optical  
devices & cables

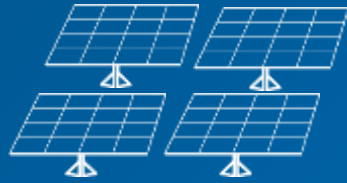
**2001**

Started making interconnect products for industrial markets



**2008**

Began making solar power interconnect products



**2014**

Mass-produced 4K2K docking stations



**2017**

Entered into electrical appliance interconnect business via acquisition



**2019**

Launched 400G QSFP-DD cables



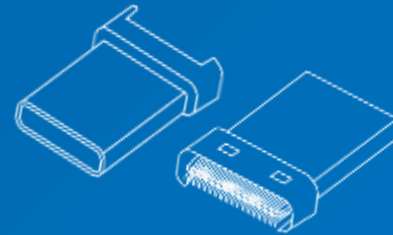
**2002**

Began making medical interconnect products



**2011**

Listed on the TWSE (3665.TT)



**2015**

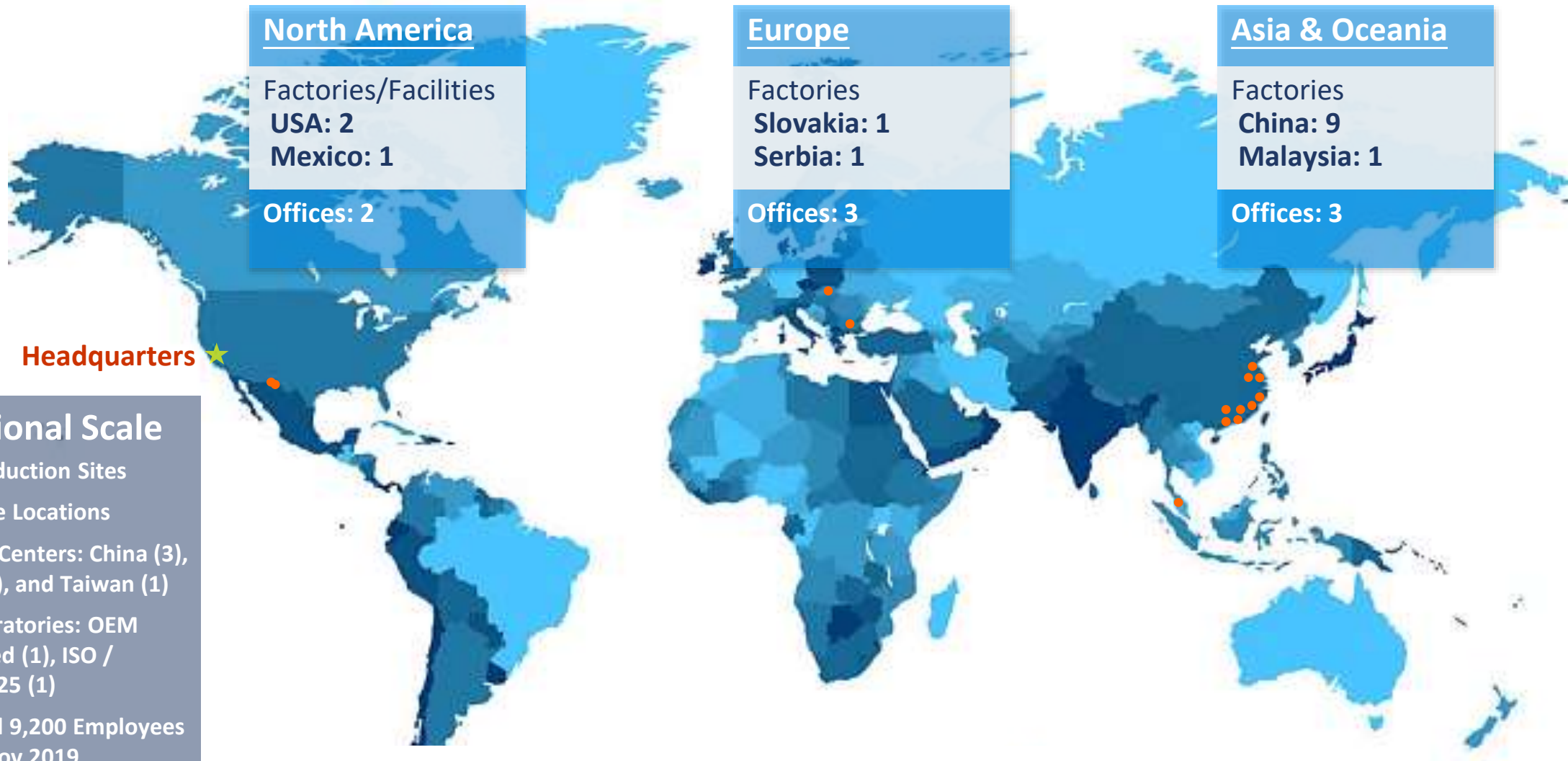
Became global supplier of USB-C products



**2018**

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

# Our Global Footprint Brings us Closer to Customers



Headquarters ★

## Operational Scale

- 15 Production Sites
- 8 Office Locations
- 5 R&D Centers: China (3), USA (1), and Taiwan (1)
- 6 Laboratories: OEM Certified (1), ISO / IEC17025 (1)
- Around 9,200 Employees as of Nov 2019

# What Makes Us Different?

the DNA of  
BizLink

## Culture



- Silicon Valley Mindset
- Global Partnership with Customers

## Support



- High Flexibility
- Quick Response
- Customer-Oriented

## Product



- Forerunner in IT, EV, EA, and Optical industries
- Design with Customers

## Manufacture



- Innovation & Collaboration
- One-stop shop: from design to mass production
- Automated manufacturing capabilities



# Key Financials

## Table of Contents

Who We Are

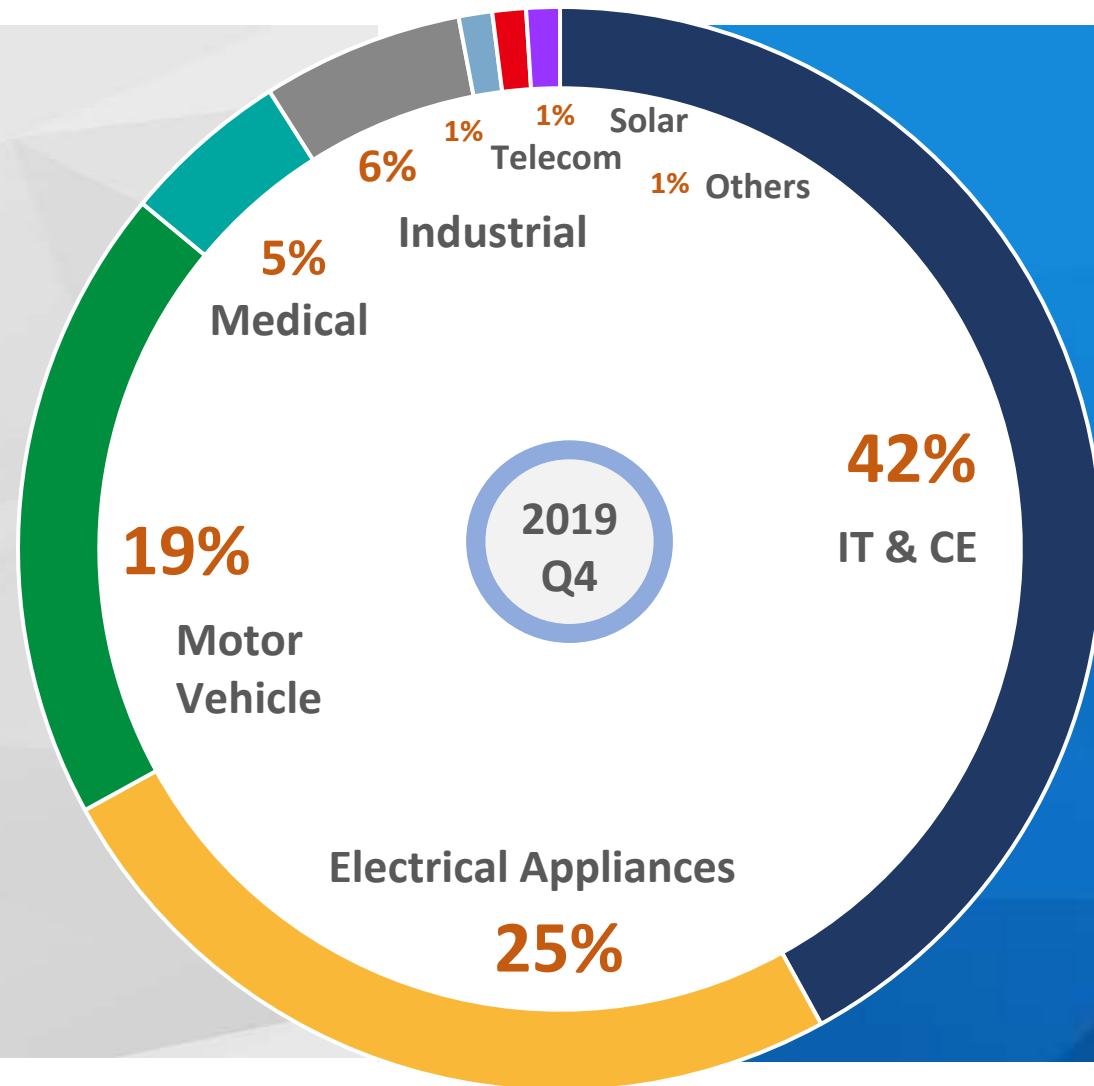
► **Key Financials**

Product Offerings

ESG & Awards



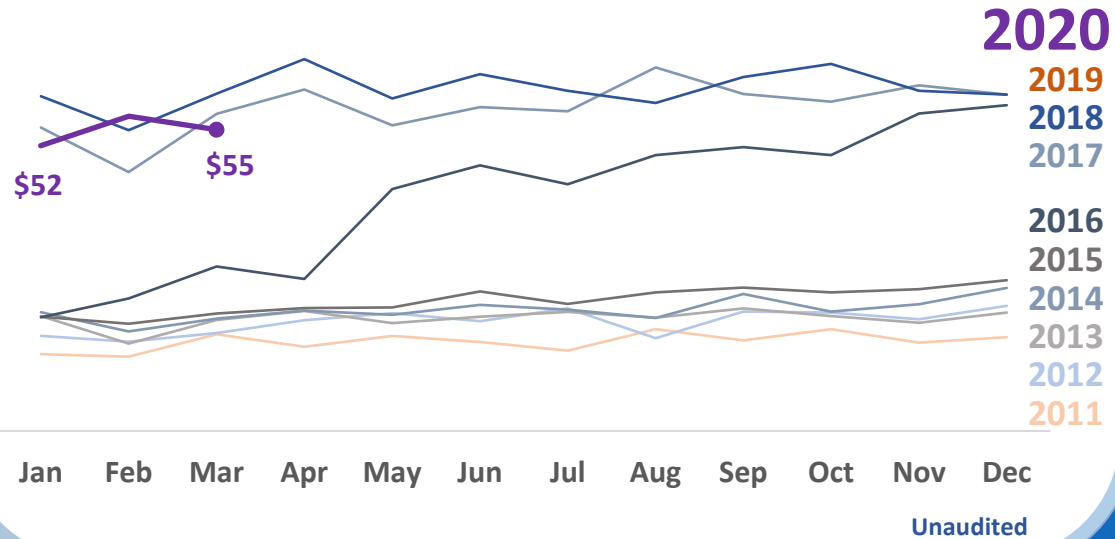
# Product Sales Breakdown



# Sales and Sales Mix

## Consolidated Net Sales

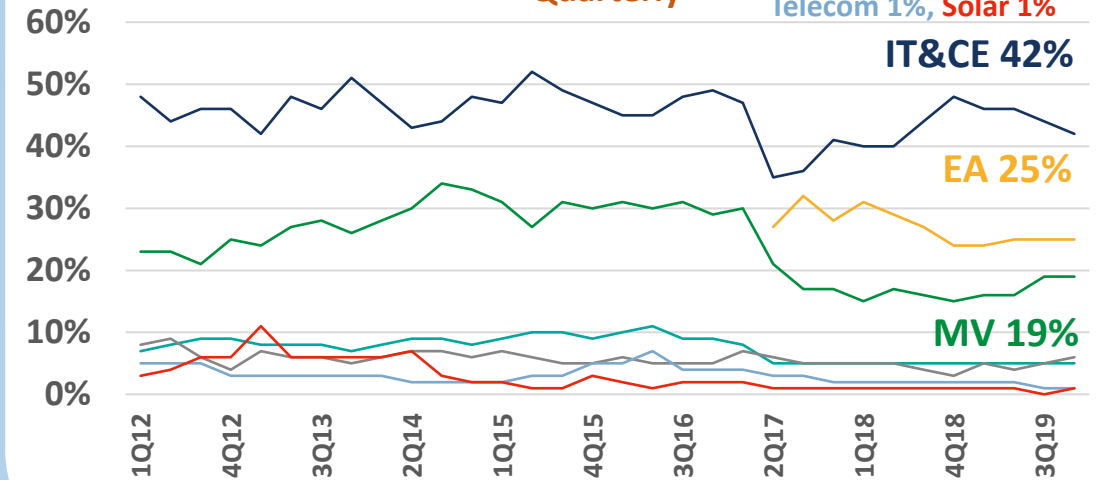
USD, Million, Monthly



## Sales Mix

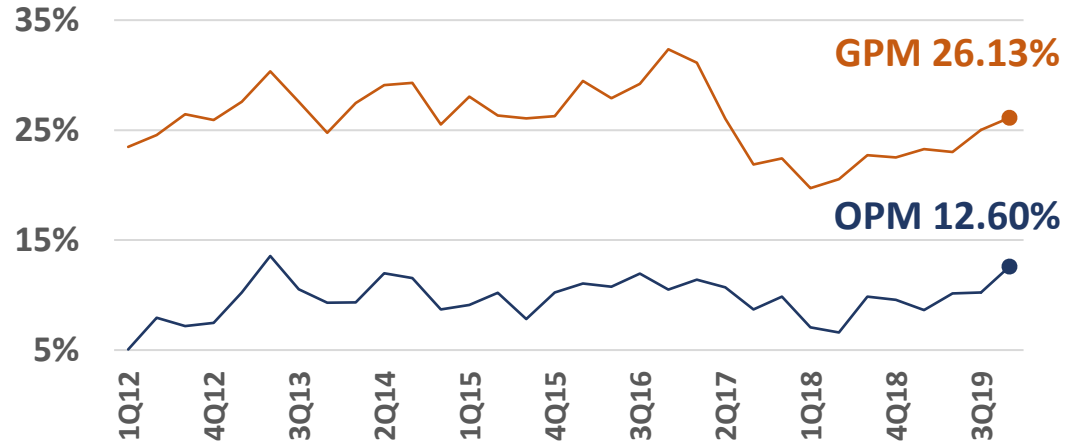
Quarterly

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



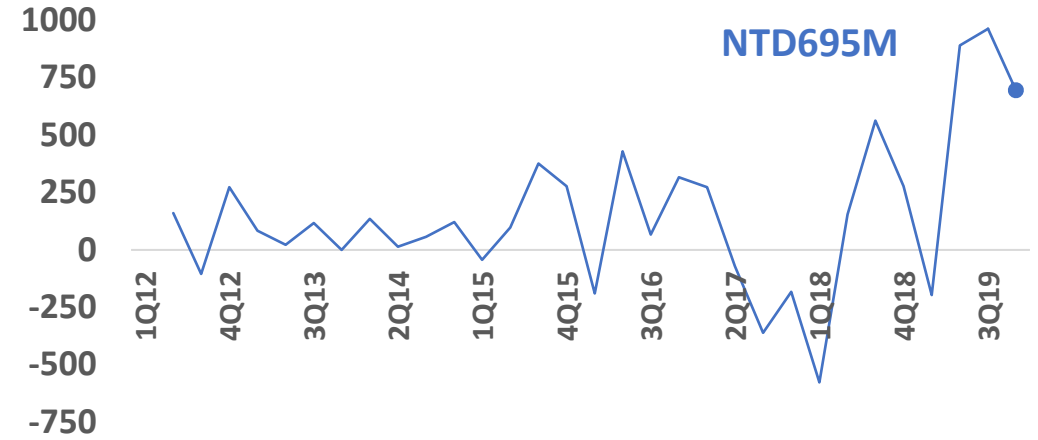
## Margins

Quarterly



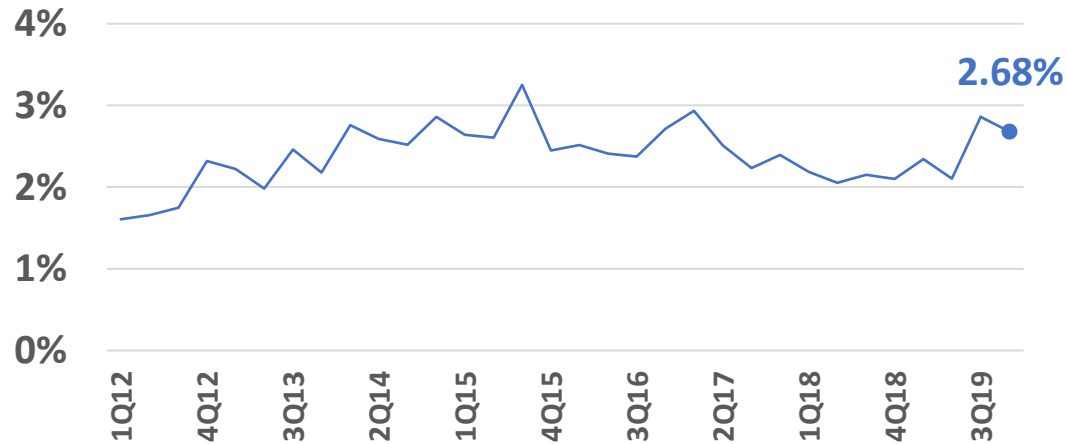
## Free Cash Flow

Quarterly



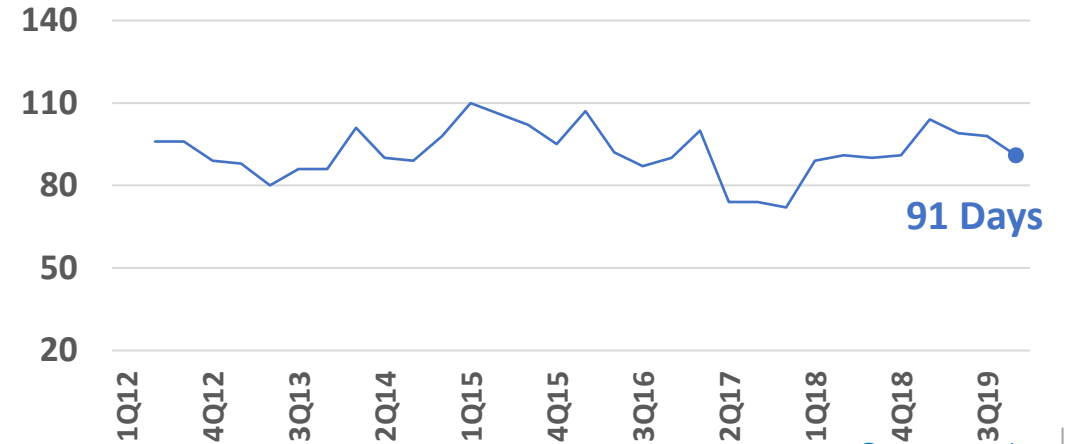
## R&D / Sales Ratio

Quarterly



## Cash Conversion Cycle

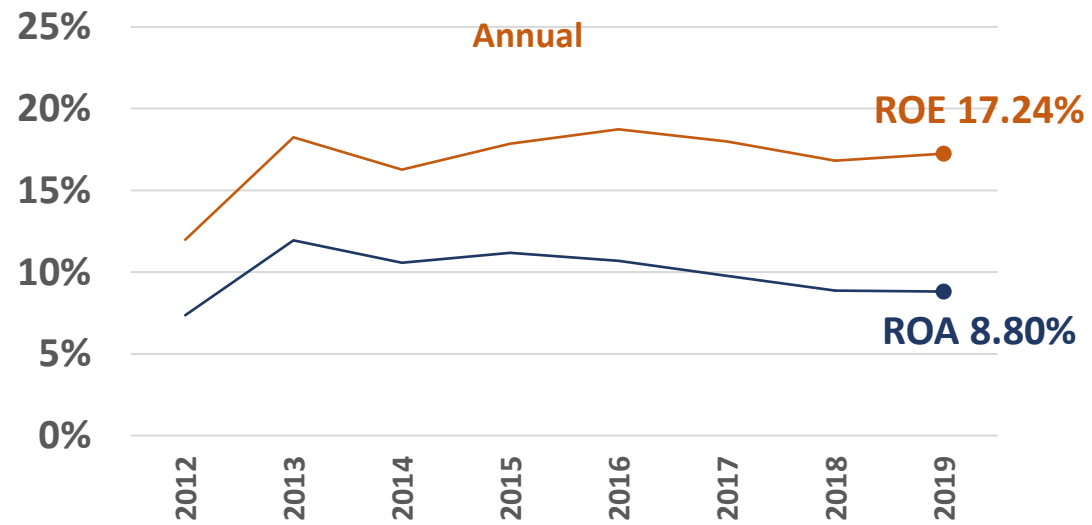
Quarterly



# ROE & ROA and DPR

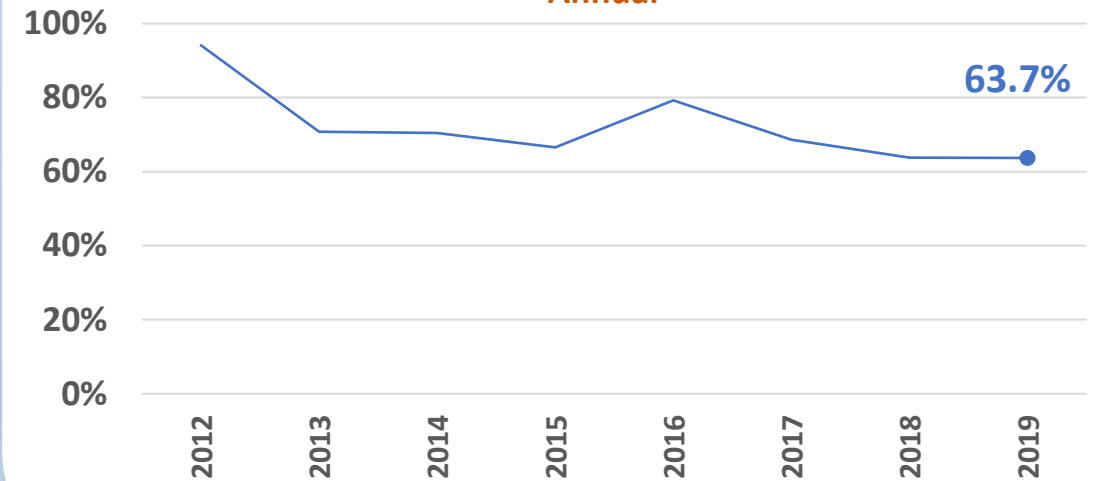
## ROE & ROA

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

#### Testing Equipment

#### Oil & Gas Equipment

#### Passenger Aviation Systems

- Galley Air Chiller (Box Build)
- Entertainment

#### 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

# Products We Provide

## Medical

### Product Applications

#### General Diagnostic Equipment

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

#### 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
- Cable Management

### Telecommunication

- Protection Switch
- TAP & Monitoring
- Wavelength Management: CWDM/DWDM

### IT & Medical

- HDMI, DP, & USB-C through Optical Fiber
- Medical Equipment Connectivity



QSF28-AOC Active Cable



QSF28 Transceivers



TAP & Monitoring



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**



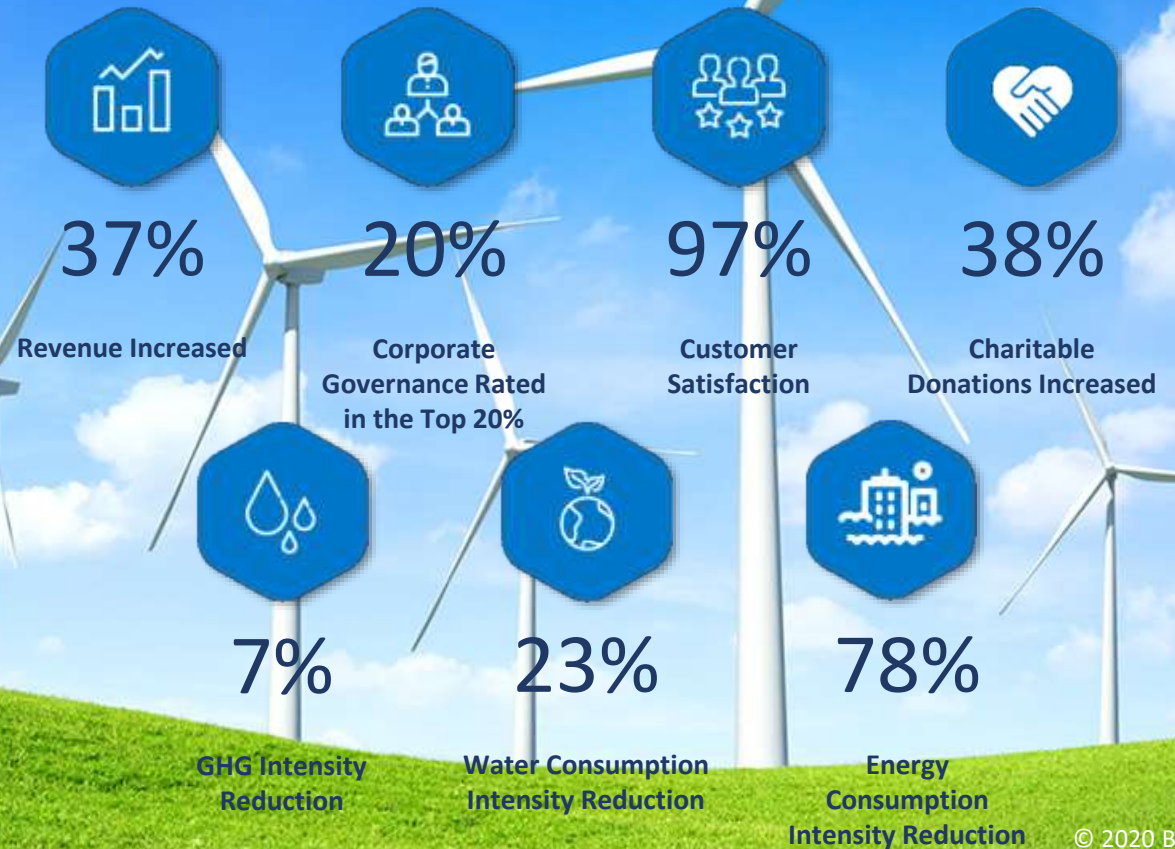
# ESG - Sustainability Achievements in 2018



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**

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

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

**CHERVON –  
Strategic Supplier  
Collaboration**

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

