



News Release

BizLink Announces Fourth Quarter and Full Year 2021 Results

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

Issued On: March 25, 2022

BizLink Holding Inc. (TWSE code: 3665) announced that our Board of Directors have approved 2021 consolidated financial statements. 2021 consolidated net sales totaled NT\$28,564,375 thousand (US\$1,019,836 thousand), net income (attributable to shareholders of the parent company) totaled NT\$2,036,138 thousand (US\$72,696 thousand), and consolidated EPS totaled NT\$15.22 (US\$0.5435).

Fourth Quarter Highlights:

- Fourth quarter 2021 sales reached a historical high.
- Net sales were NT\$7,998,723 thousand, up 28% YoY. ^{Note 1}
- Net income was NT\$568,796 thousand, down -3% YoY. ^{Note 2}

Full Year 2021 Highlights:

- 2021 sales reached a historical high.
- Net sales were NT\$28,564,375 thousand, up 26.74% YoY (an increase of 33.72% in USD). ^{Note 3}
- Net income was NT\$2,036,138 thousand, up 11.37% YoY (an increase of 17.50% in USD). ^{Note 4}
- Major Milestone: We completed our share transfer to acquire [LEONI Industrial Solutions business group](#) ("INBG") on January 20, 2022. BizLink will focus on post-merger integration and consolidation efforts, and continue to work towards the optimization of technology development, manufacturing facilities, and strengthening of stakeholder relationships.
- Robust growth in secular drivers (semi-cap, energy, data-center, EV & charging), rising from over 20% of 2020 sales to nearly 30% of 2021 sales.
- Our global teams continue to effectively manage the impacts from higher material and component costs through pricing actions to partially pass along these costs to customers as well as actively look for alternative suppliers.

Key Figures:	4Q21 P&L					Full Year P&L		
NT\$, '000	4Q20	3Q21	4Q21	Y/Y	Q/Q	2020	2021	Y/Y
Revenue	6,266,652	7,415,446	7,998,723	+28%	+8%	22,537,767	28,564,375	+27%
Gross Profit	1,550,737	1,754,141	1,842,970	+19%	+5%	5,710,324	6,629,472	+16%
Operating Profit	722,565	731,305	769,465	+6%	+5%	2,445,028	2,658,401	+9%
Profit Before Tax	645,308	757,981	744,978	+15%	-2%	2,255,242	2,641,395	+17%
Net Profit	587,151	606,283	568,796	-3%	-6%	1,828,336	2,036,138	+11%
EPS	4.50	4.54	4.20	-7%	-7%	14.01	15.22	+9%

Segment Trend:	Quarterly Sales					Full Year Sales		
Segment Mix	4Q20	3Q21	4Q21	Y/Y	Q/Q	2020	2021	Y/Y
Industrial	16%	19%	20%	+72%	+16%	16%	19%	+55%
IT DataComm	38%	34%	34%	+15%	+8%	41%	34%	+11%
Automotive	17%	17%	18%	+43%	+14%	16%	17%	+47%
Electrical Appliance	28%	28%	26%	+25%	+2%	25%	28%	+50%
Others	1%	2%	2%	+141%	+3%	2%	2%	+48%

Note: percentages are rounded off of product revenue.

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Operational Highlights:

- **Industrial:** Delivered strong results in all product categories. Semi-cap sales almost doubled while Energy grew more than 50% year-over-year. Medical was up by double-digits. Global infrastructure underspend during 2020-2021 will lead to sustained growth to support the continued rise of smart devices across multiple industries and applications.
- **IT DataComm:** Transitioned further towards data-center and continued to deemphasize legacy products, i.e. docking stations and dongles. Data-center grew more than 50% year-over-year.
- **Automotive:** EV + Charging grew nearly 70% year-over-year, driven by both existing customers and new ones. We are focusing on developing higher-value added solutions as we continue to move up the value chain.
- **Electrical Appliances:** The segment grew 50% year-over-year. Higher material and component costs will be more impactful to this segment. We will continue to optimize operational efficiency to maximize long-term profit.

Business Outlook:

We remain committed to executing our long-term strategy on transforming to a more diversified and global business with well-rounded product segments, technical and service capabilities, customer profiles, and production regions. We continue to navigate well under the complex, ever-changing environment, and actively manage costs through continued negotiation with our suppliers and customers despite the challenges in the broader supply chain. We are confident the post-merger integration of INBG will run smoothly given our successful experience with the acquisitions of the EA business group and of Speedy Industrial. We will continue to proactively look for more opportunities to sustainably expand our business.

We are budgeting for a lower capital intensity in 2022 as we tactically spend on areas that will generate sustainable long-term growth. Our secular sales will continue to grow by double-digits, and this gradual but consistent growth will lead to a more stabilized overall sales trend over the longer-run. We also expect to add parts of INBG to our secular drivers. Industrial will become the largest segment, and be one of the key growth drivers for 2022. Our global teams continue to capitalize on the growth trends in end-market applications, which will better position us to benefit from the macro environment. Our efforts in reinforcing the diversity of our product portfolio and footprint will translate into continued long-term out-performance and value creation for all of our stakeholders.

ESG Update:

Our ESG initiatives continued to be recognized. We were named to Newsweek's 2022 list of "America's Most Responsible Companies" for the 3rd straight year, and our ESG score improved with Sustainalytics, where we remained as a Low-Risk company, and ranked number 1 among global peers in "Capital Equipment". We were honored to once again receive the "Greater China 2021 Best in Sector: Technology" award from IR Magazine.

We are also committed to our goal of zero carbon emissions by 2030, and an internal plan has been formulated to reduce greenhouse gas emission intensity by 42% in 2030 compared to 2020. Most importantly, our "Green Revenues" continued to grow, rising from a contribution of about 10% in 2020 to over 12% of total sales in 2021. We currently have three production sites that adopt renewable solar energy generation: Fremont (our headquarters), Malaysia, and Kunshan with more sites to follow in the future. In addition, all 9 production sites in China have successfully acquired the ISO 14001 certification. An [ESG summary](#) is available on our website, which will help to understand our progress to drive sustainability initiatives across BizLink.

(NOTE 1) 4Q 2020 audited consolidated net sales totaled NT\$ 6,266,652 thousand.

(NOTE 2) 4Q 2020 audited consolidated net income totaled NT\$ 587,151 thousand.

(NOTE 3) 2020 audited consolidated net sales totaled NT\$ 22,537,767 thousand (US\$ 762,668 thousand).

(NOTE 4) 2020 audited consolidated net income totaled NT\$ 1,828,336 thousand (US\$ 61,870 thousand).

-End of Release-

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About BizLink

We are a U.S.-headquartered and vertically integrated supplier of interconnect solutions. Our global manufacturing footprint stretches across 32 sites on three major continents 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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