BizLink Holding Inc.

3665.TT

BizLink

2019

May Update

About BizLink

Who We Are

- Founded in 1996, headquartered in California
- IPO in 2011
- US $708M revenue in 2018 (unaudited)
- 15 production sites in U.S., China, Malaysia, Mexico, Slovakia and Serbia.
- Constituent stock of TWSE Taiwan Corporate Governance 100 Index

What We Do

Interconnect solutions for the IT solutions, electrical appliances, motor vehicle, industrial, semiconductor, medical, telecommunication, and photovoltaic fields

Why We Exist

BizLink exists to improve life through innovative, high quality products, and service solutions

What Makes Us Different

- Extensive design and customization capabilities with in-house component manufacturing
- Global support in sales, engineering, and logistics
- Proactive in leading environmental initiatives

Major Customers

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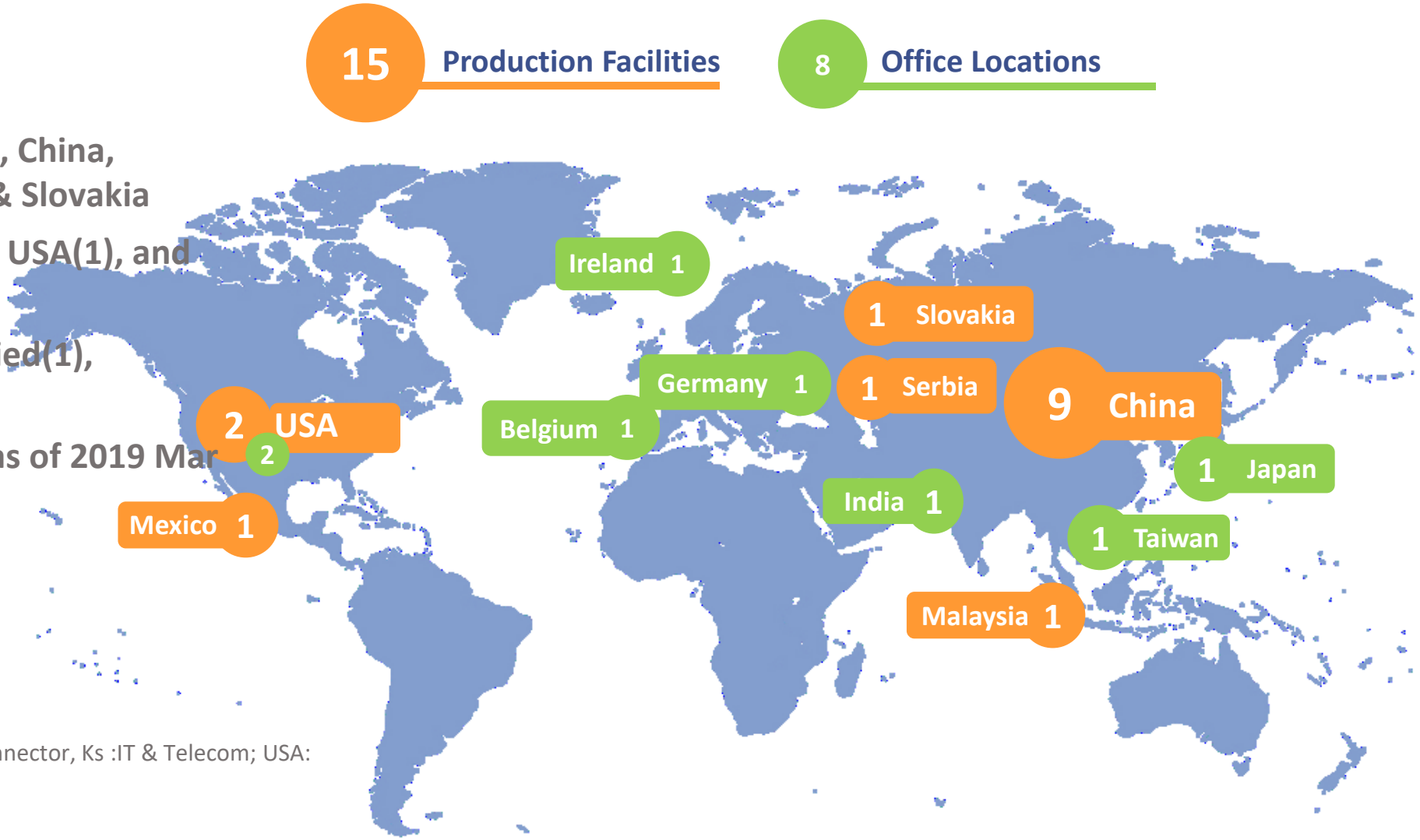
Global Footprint

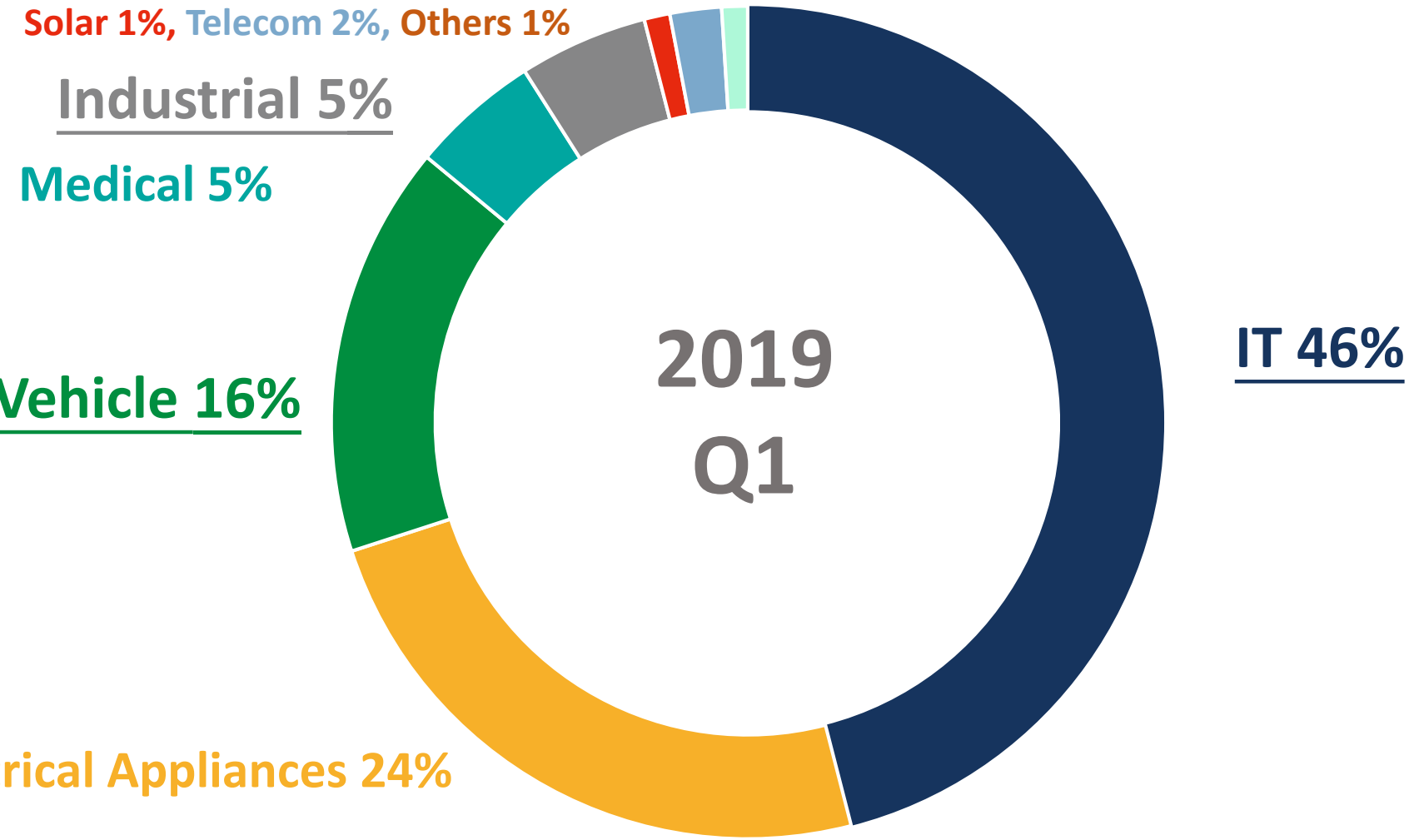
Operation Scale

- 15 production sites in USA, China, Malaysia, Mexico, Serbia & Slovakia
- 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 2019 Mar



*5 R&D centers including China: Sz Connector, Ks :IT & Telecom; USA: Motor Vehicle & NPI; Taiwan: IT.

Product Mix by Segment



- BizLink completed acquisition of LEONI's Electrical Appliance Assemblies Business Group in May 2017.
- Sales breakdown referred to 2018 Q3 numbers.

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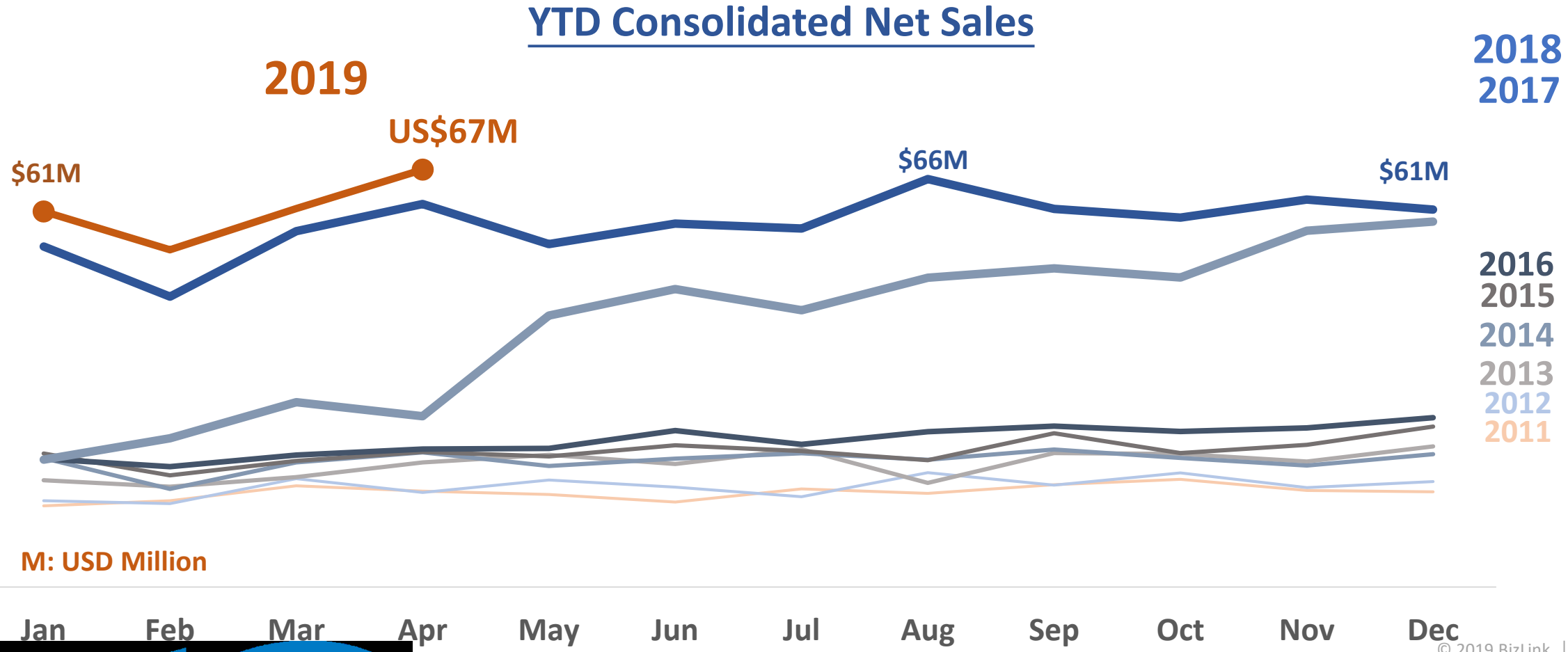
YTD Consolidated Net Sales

2019 Jan to Apr YTD consolidated net sales increased 10.14% YoY.
2018 full-year consolidated net sales increased 38.83% YoY.



* BizLink completed acquisition of LEONI's Electrical Appliance Assemblies Business Group in May 2017.

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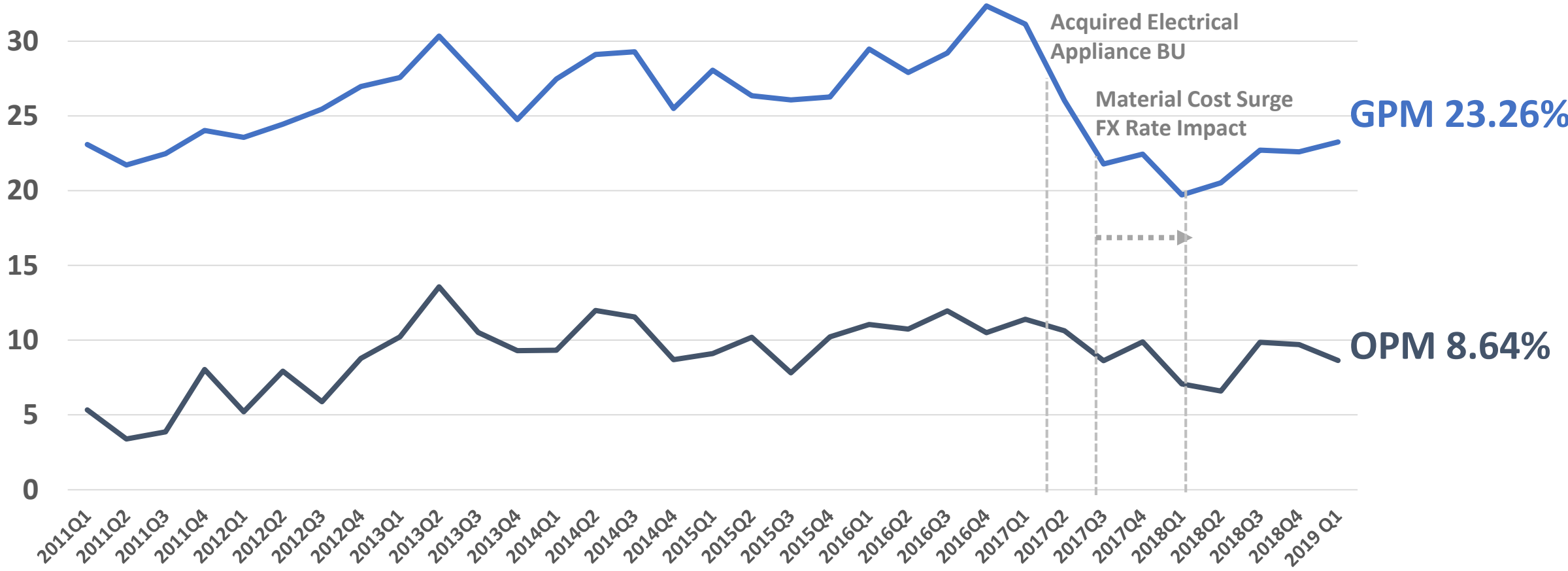
GPM & OPM

GPM improved in 2019 Q1



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Financial Ratio

In USD Thousands	2018Q4	2017Q4	increase%	2018Q1~4	2017Q1~4	increase%
Revenue	186,460	168,157	10.9%	709,608	512,431	38.5%
Net Income - Attributable to Shareholders of the Parent	14,858	12,016	23.7%	46,184	38,187	20.9%
EPS (US$/per share)	0.1262	0.1074	17.5%	0.3930	0.3058	28.5%
EPS (NT$/per share)	3.85	3.26	18.1%	11.86	10.68	11.0%
Total Assets	577,441	465,358	24.1%	577,441	465,358	24.1%
Total Liabilities	282,447	210,355	34.3%	282,447	210,355	34.3%
Total Shareholders' Equity	294,994	255,003	15.7%	294,994	255,003	15.7%
Book Value (US$/per share)	2.474	2.206	12.2%	2.474	2.206	12.2%
Book Value (NT$/per share)	75.99	65.65	15.8%	75.99	65.65	15.8%
NI %	7.97%	7.15%	11.5%	6.51%	7.45%	-12.7%
PBT%	10.59%	9.76%	8.5%	8.68%	9.65%	-10.0%
ROA(%)	2.57%	2.58%	-0.3%	8.00%	8.21%	-2.5%
ROE(%)	5.07%	4.71%	7.5%	15.75%	14.98%	5.2%
Current ratio	2.52	1.71	47.4%	2.52	1.71	47.4%
Quick ratio	1.65	1.11	48.6%	1.65	1.11	48.6%

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Quarterly Update & Outlook

2019 Q1 Highlight

- IT cables: Shipments were stable despite weaker seasonality.
- Motor Vehicle cables: Sales of an EV customer's new mass market model started in Europe and China with shipments rising; although one prior model was phased out at the end of 2018, leading to a drop in production volume, shipments were fairly stable; shipments were slightly up sequentially.
- Electrical Appliance cables, Medical Equipment cables: Utilization rates improved during the quarter.
- Industrial cables: Shipments recovered despite weaker seasonality.

2019 Q1 – Q2 Outlook

- IT cables: Expect stable shipments of commercial models in the first half, closely watching developments in the ongoing USA-China trade war and its potential impact on second half shipments. Product roll-out for tablet-use and Thunderbolt-based models from new USA customer to begin and ramp up during Q2-Q3.
- Motor Vehicle cables: As an EV wiring harness customer is expanding its presence in Asia and Europe, and is slated to start running their Shanghai factory by the end of the year, second half shipments should rise.
- Electrical Appliance cables: Overall shipments to depend on the health of the global economy. However, European customers are contemplating either prolonging the life-cycle of a previously hot-selling model or to introduce new generation models, so shipments are generally expected to increase. Fluctuations in copper prices to be gradually passed onto customers in Q2-Q3.
- Medical Equipment cables: Expect shipments to be flat to slightly up.
- Industrial cables: Overall shipments to be stable with those for semiconductor equipment continuing to rise.

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IT & CE Solutions

Server & Data Center Service Cable

- Active Optical Cables (AOC): QSFP+ 40
- High speed copper cable: QSFP 28, 100G, 400G
- PCIe-4 & SAS-4: Oculink, Slim SAS, Mini-SAS HD

Cable Docking & HUB

Multiple-monitor solutions with 4K resolution, all-in-one display signal integration features, and USB-C Power Delivery

Dongle

For commercial workstations, Ultrabook & handheld devices

USB Type-C applications

- Solution supplier with complete product line in the world
- Thunderbolt Gen3 cables

Consumer Electronics

Three Screens Docking Stations

Thunderbolt - 3

Portable Docking Stations

USB-C Dongles

DCS High Speed Cables

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Motor Vehicle

- **Electric Powered Application Harness**
  - Battery Management Systems (BMS) harness
  - EV DC Charging station harness
  - Electric Vehicle Supply Equipment (EVSE): Portable EV AC charger with control pilot box
  - Energy Storage System (ESS) harness
- **Sports Vehicle Main Harness**
  - ATVs, snowmobiles, sport air/watercraft, and luxury motorcycles
- **Car Electronics Harness**
  - Advanced Driver Assistance Systems (ADAS) and autonomous driving system harness – Visual and radar sensor harness
  - In-Vehicle Infotainment
  - ABS Braking system sensor wiring

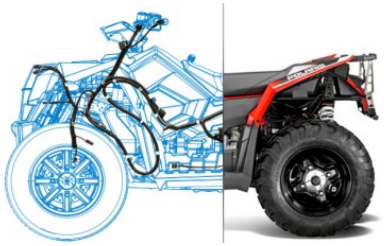
EV BMS Harness

Energy Storage Cable

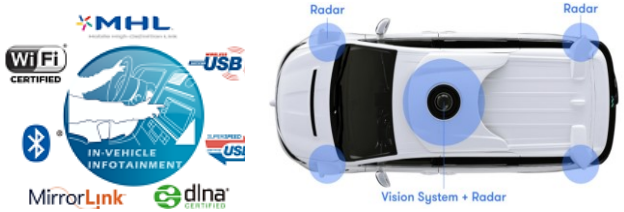
EVSE

Charging Equipment Cables

Main Power Harness



Car Electronics & ADAS Harness



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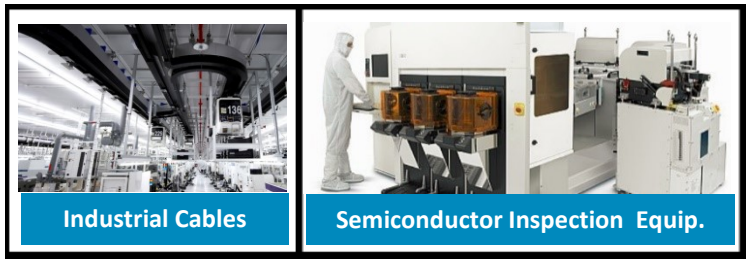
Industrial & Medical Equipment

Industrial

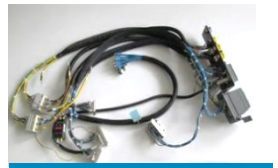
- **Cables for Semiconductor Equipment**
  Wafer fabrication and testing equipment
- **Cables for Automation Equipment**
  New installations and annual maintenance programs for wafer foundries and panel fabrications
- **Passenger Aviation Harness**
  Galley air chiller and aviation entertainment

Medical Equipment

- **CT & MRI Imaging Harness**
- **Medical Imaging Cables for Digital Radiography**
- **Automated Analyzer Harness**
- **Therapy Device Cable**


Industrial Cables

Semiconductor Inspection Equip.


Oil and Gas Equip.

Galley Air Chiller

New Generation CT

Automated Analyzer

Medical Imaging Cable

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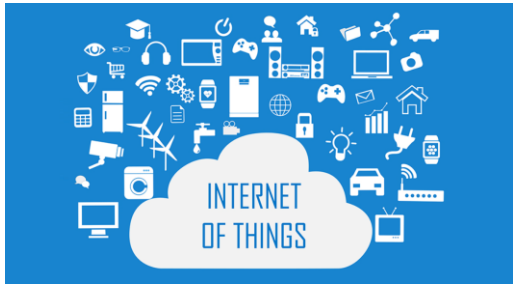
Electrical Appliances

Electrical Appliances

Customized power cords and harness solutions covering white goods, power and garden tools, kitchen appliances, industrial, special cables, and professional copiers.

- **Get Connected: IoT for Smart Home**
- **New Business Models for Appliances**

  IoT realized the visions of the sharing economy, the time-sharing leasing, and the resource sharing



Wireless & Connected Appliances

Product						
Application	Washing Machine	Refrigerator	Hair Dryer	Food Processor	Rice Cooker	Demolition Hammer
Category	White Goods	White Goods	Personal Care	Kitchen Appliances	Kitchen Appliances	Power Tools & Gardening
End Product						

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Telecom & Solar

Telecom

Optical Technology for Data Center

- Active optical cable (AOC) & Transceiver
- Trunk cable（ LC, MPO & Fanout ）

Telecom

- Interconnect protection
- TAP & Monitoring application
- Wavelength management

Solar

Solar Projects

- Solar rooftop and power plant solutions
- High current in field application: branch cable & fused products
- Energy storage solutions

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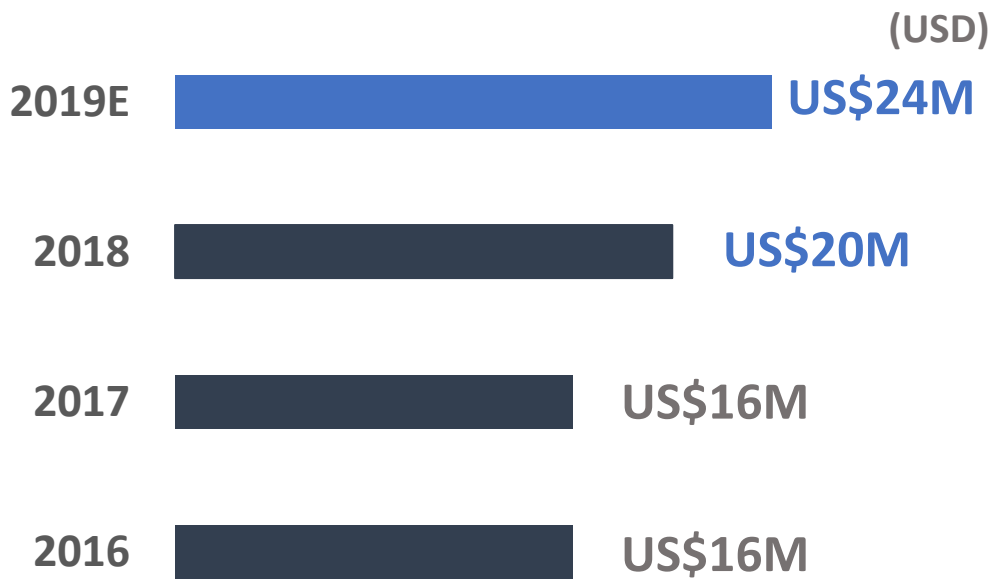
Capacity Expansions

Annual Capex Plan



BizLink expanded new production facilities in Malaysia

BizLink expanded new production facilities in Mexico

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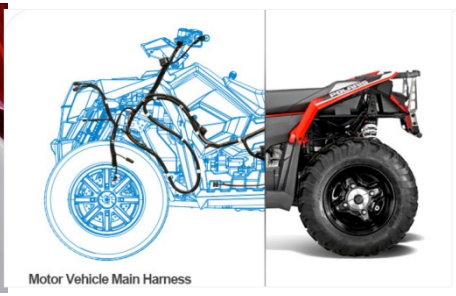

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