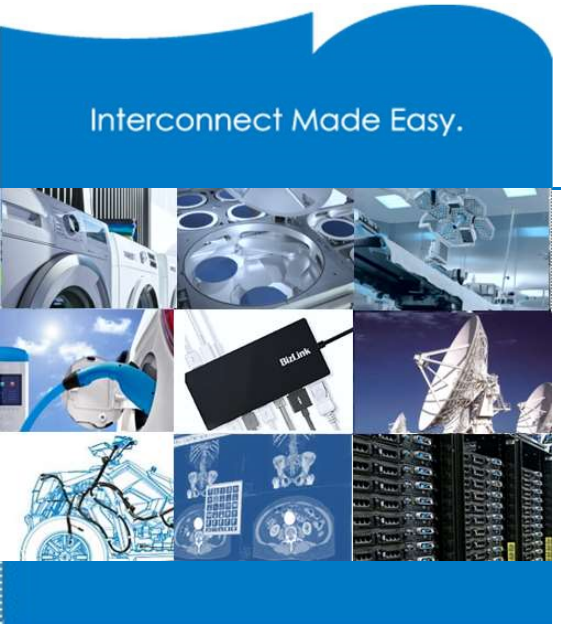

BizLink Holding Inc.

3665.TT

BizLink **2019**

Aug Update

About BizLink

Who We Are

- Founded in 1996, headquartered in California
- IPO in 2011
- US $709M revenue in 2018
- 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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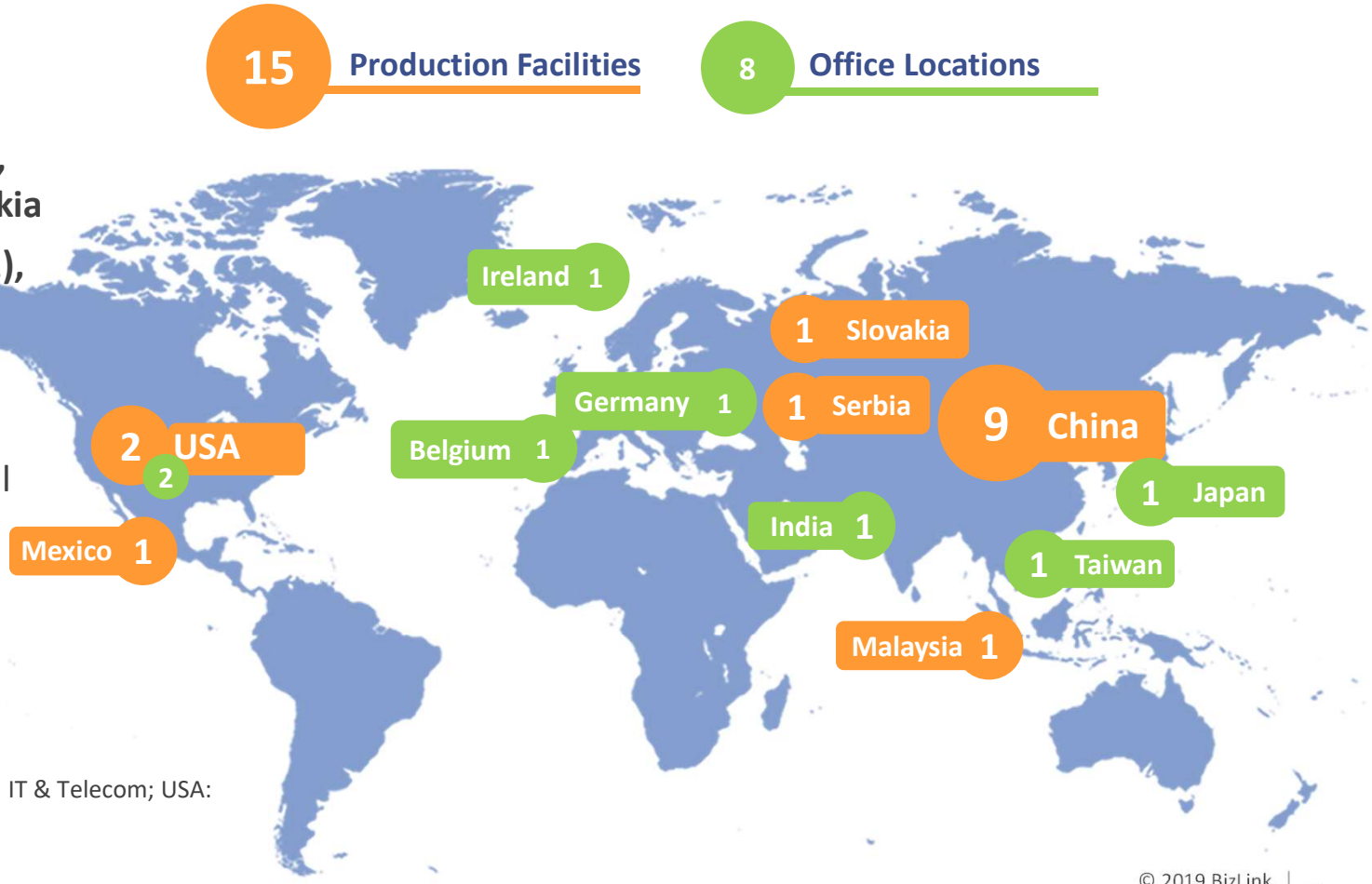
Global Footprint

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 Jul 2019)



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

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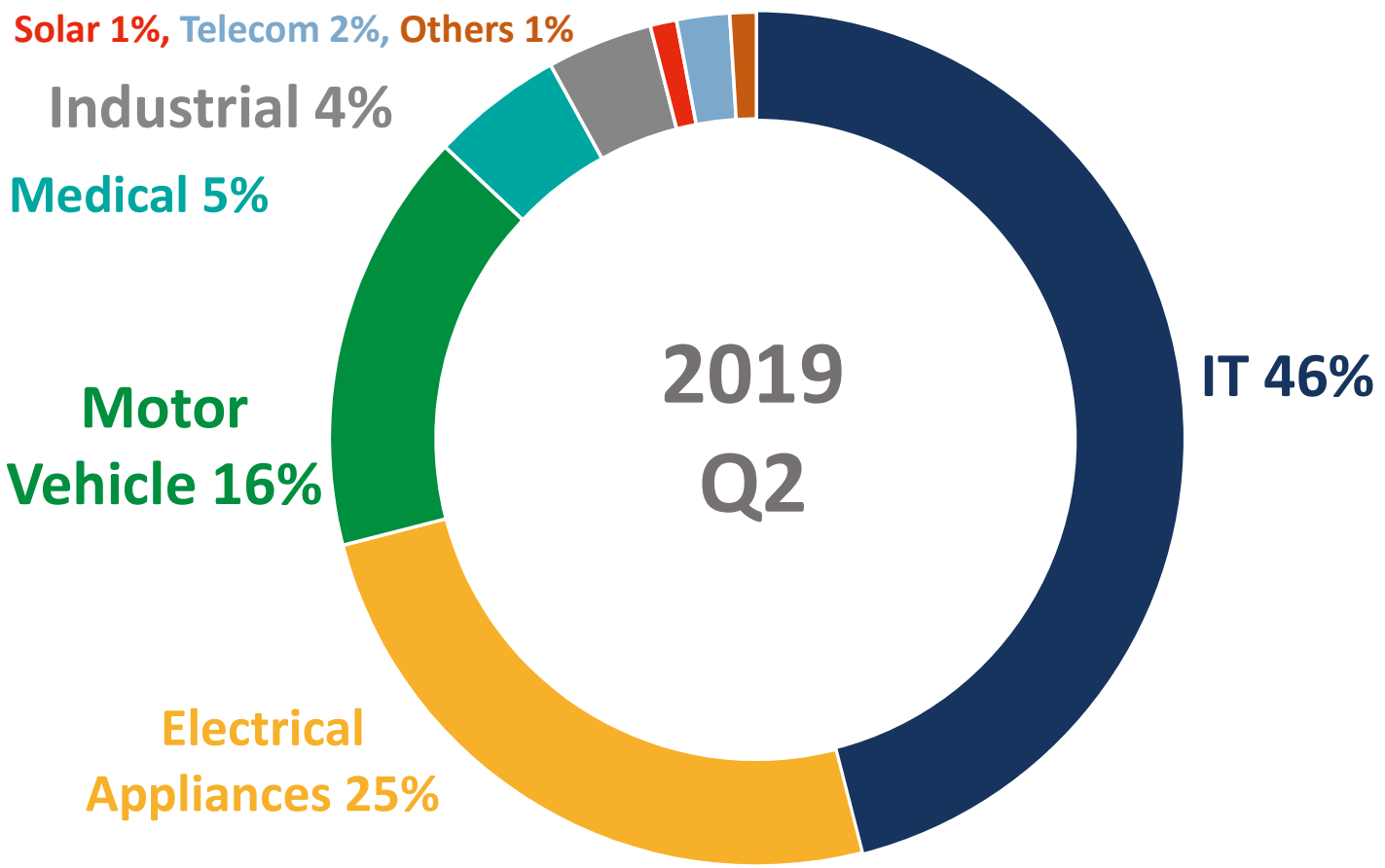
Product Mix by Segment



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

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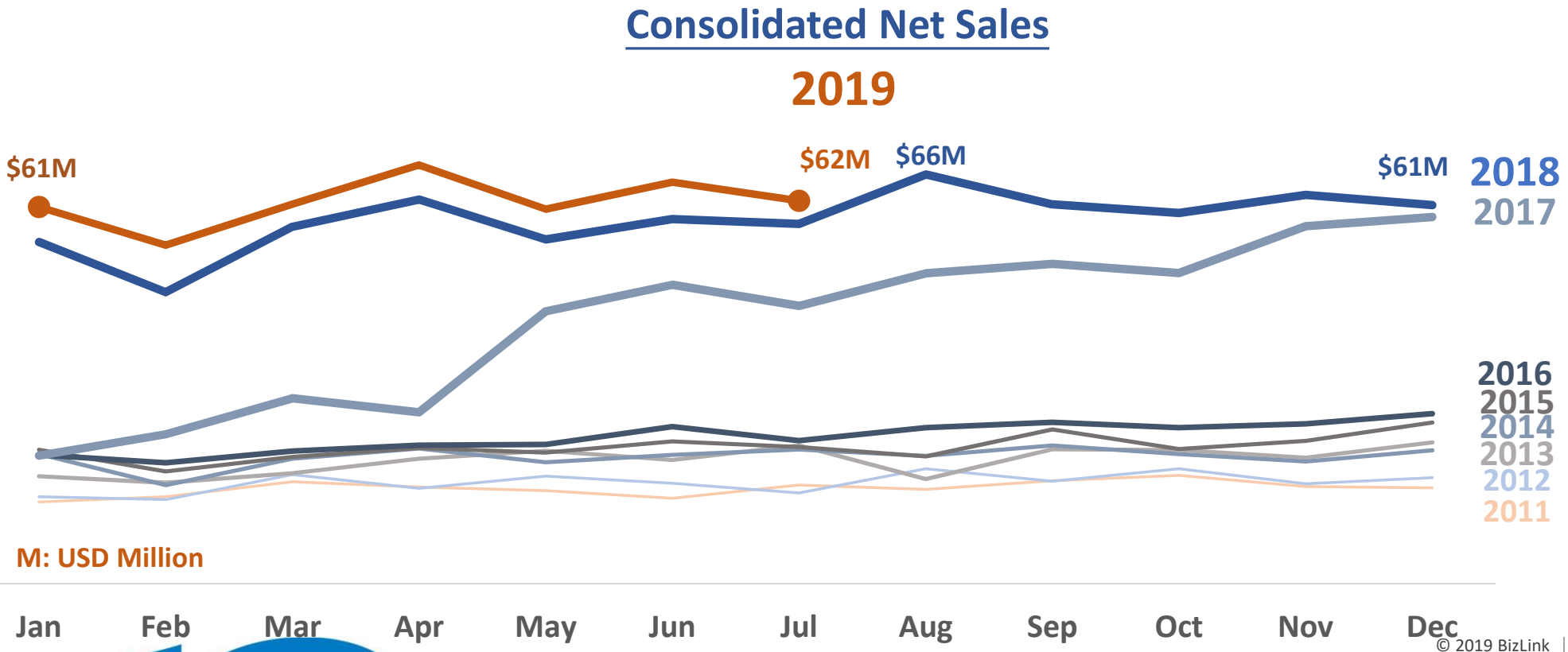
Consolidated Net Sales

2019 Jan-Jul consolidated net sales increased 9.40% 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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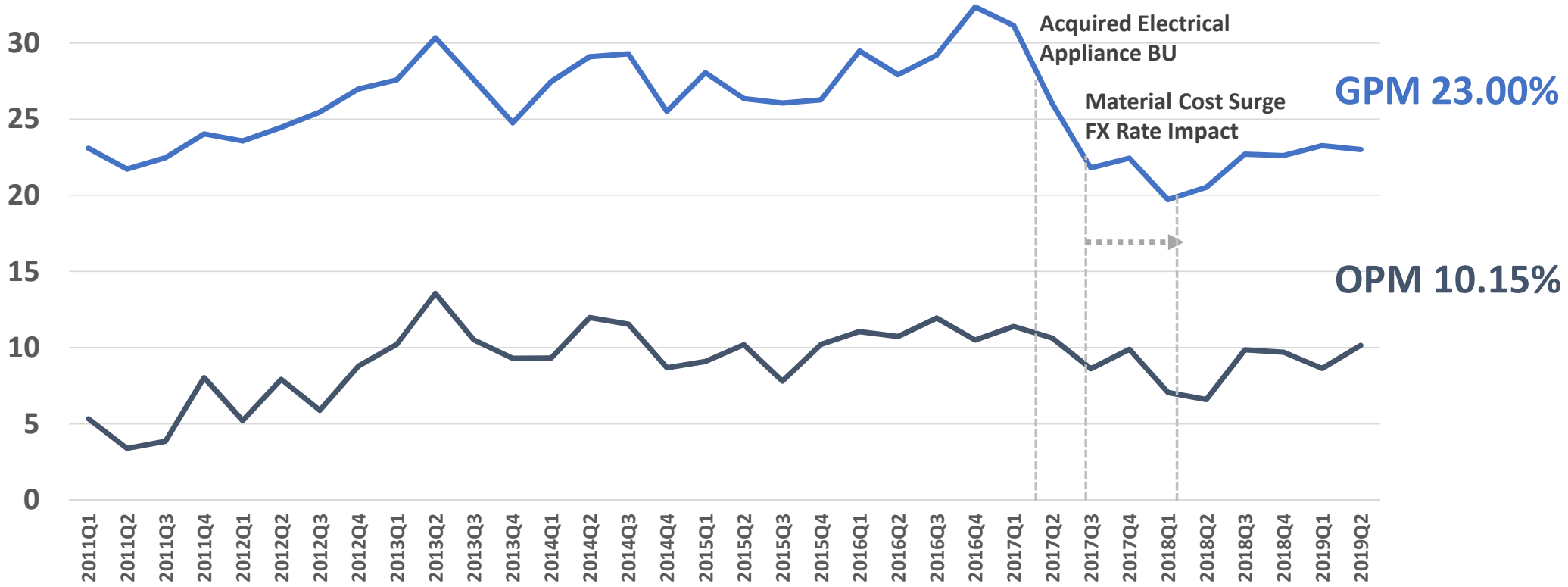
Gross and Operating Margin

OPM improved in 2019 Q2



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Quarterly Update & Outlook

2Q 2019 Highlight

Both sales and shipments in the IT, Motor Vehicle, Electrical Appliances, and Medical segments increased sequentially while both sales and shipments in the Motor Vehicle and Medical segments increased on a year-on-year basis.

- **IT & CE: USA-based customers replenished inventories, leading to an increase in overall shipments.**
- **Electrical Appliance: many customers launched new products during the quarter, pulling shipments up.**
- **Motor Vehicle: EV shipments rose QoQ while ATV shipments were flat and truck container shipments were marginally up.**
- **Industrial: overall shipments slowed during 2Q.**

2H 2019 Outlook

The USA announced that the latest round of tariffs will be split into two parts (Sept 1st and Dec 15th) with consumer electronics included in the list from Dec 15th.

BizLink's IT products focus on the commercial market while our Motor Vehicle products focus on the Electric Vehicle market, and other segments' products focus on industrial applications, so the direct impact from the increase in tariffs is expected to be limited.

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IT & CE Solutions

Server & Data Center Service Cable

- External:
  - Active Optical Cables (AOC): QSFP+ 40
  - High speed copper cable: QSFP 28, 100G, 400G
- Internal:
  - PCIe-4: SSD module
  - 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 & Thunderbolt-3 power delivery

Dongle

For commercial workstations, Ultrabook, handheld devices

USB-C Applications

- Solutions supplier with complete product line
- Thunderbolt-3 cables

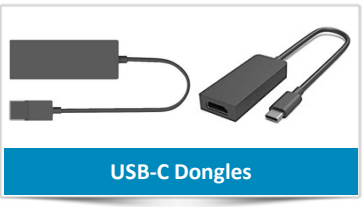
Consumer Electronics

- VR / AR cables

Three Screens Docking Stations

Thunderbolt-3 Cables

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
  - EV Supply Equipment (EVSE): Portable AC charger with control pilot box
  - Energy Storage System (ESS) harness
- **Sports Vehicle Main Harness**
  - ATVs, snowmobiles, sport water-craft, luxury motorcycles
- **Car Electronics Harness**
  - Advanced Driver Assistance Systems (ADAS) and autonomous driving system harness – visual and radar sensor harness
  - In-Vehicle Infotainment
  - ABS sensor wiring

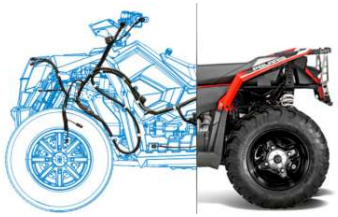
EV BMS Harness

Energy Storage Cables

EVSE

Charging Equipment Cables

Main Power Harness



Car Electronics & ADAS Harness

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Industrial & Medical Equipment

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Industrial

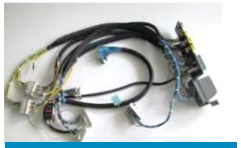
- **Cables for Semiconductor Equipment**
  Wafer fabrication and testing equipment
- **Cables for Automation Equipment**
  New installations and annual maintenance programs for wafer foundries and panel production lines
- **Passenger Aviation Harness**
  Air galley chiller and aviation entertainment

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.

Air Galley Chiller

CT/MRI Scanner Cables

Automated Analyzers

Image Transmission Cables

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Electrical Appliances

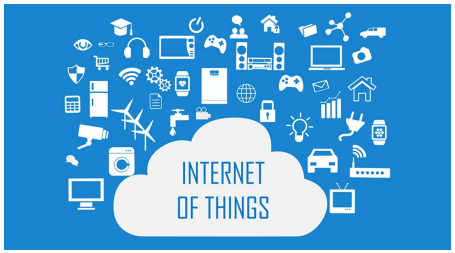
- **Customized Power Cords and Harness Solutions**

  White goods, power and garden tools, kitchen appliances, industrial, special cables, and professional copiers

- **Get Connected: IoT for Smart Home**

- **Sharing Economy Opportunities Thru IoT**

  Time-sharing leasing and resource-sharing appliances



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 data protection
- TAP & monitoring application
- Wavelength management

5th Gen. Networks

Telecom

FTTH Module

Security Monitoring

Big Data & Cloud Computing

Solar

Solar Projects

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

Branch Connectors

DC Branch Cable Series

Fuse Connectors

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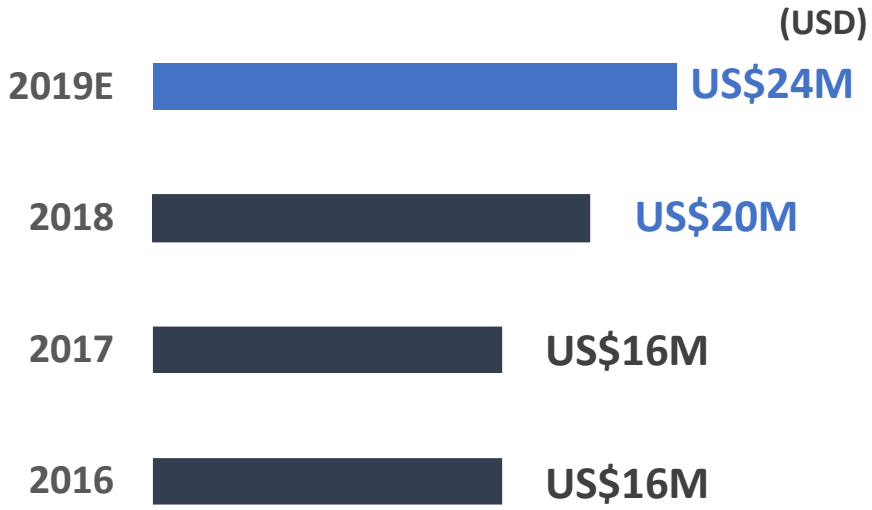
Capacity Expansions

Annual Capex Plan



BizLink expanded new production lines in Malaysia

BizLink expanded new production lines in Mexico

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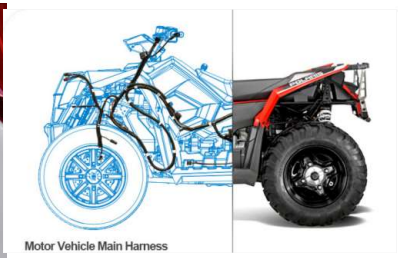

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