

# BizLink

3665.TT



**Interconnect Made Easy.**

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

Aug 2015

## Who We Are

- Founded in 1996, headquartered in California
- IPO in 2011
- US\$246M revenue in 2014

## What We Do

Interconnect solutions for the medical, motor vehicle, industrial, IT, semiconductor and photovoltaic industries

## Why We Exist

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

## Characters

- Extensive design and customization capabilities with in-house component manufacturing
- Productions in U.S., China, Malaysia, and Mexico
- Global support in sales, engineering and logistics
- Proactive and leading in environmental initiatives

## Major Customers

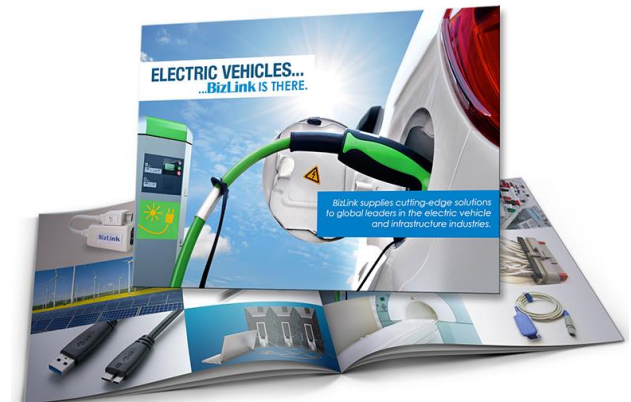


## AGENDA

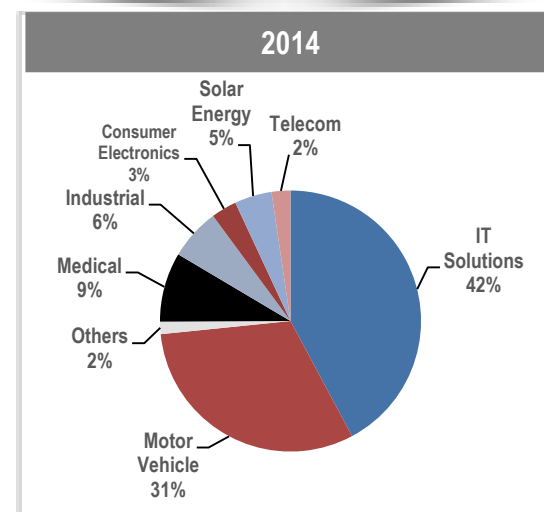
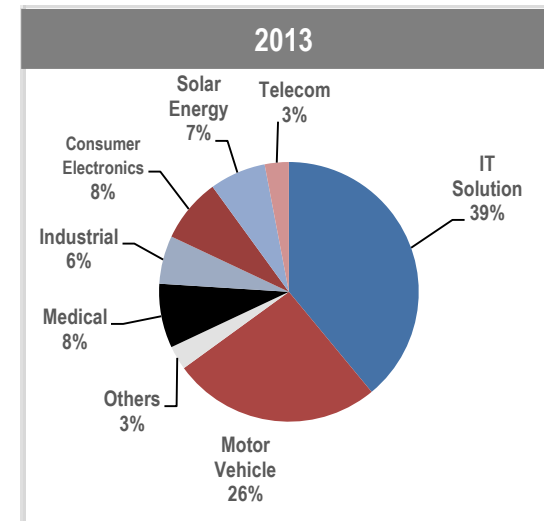
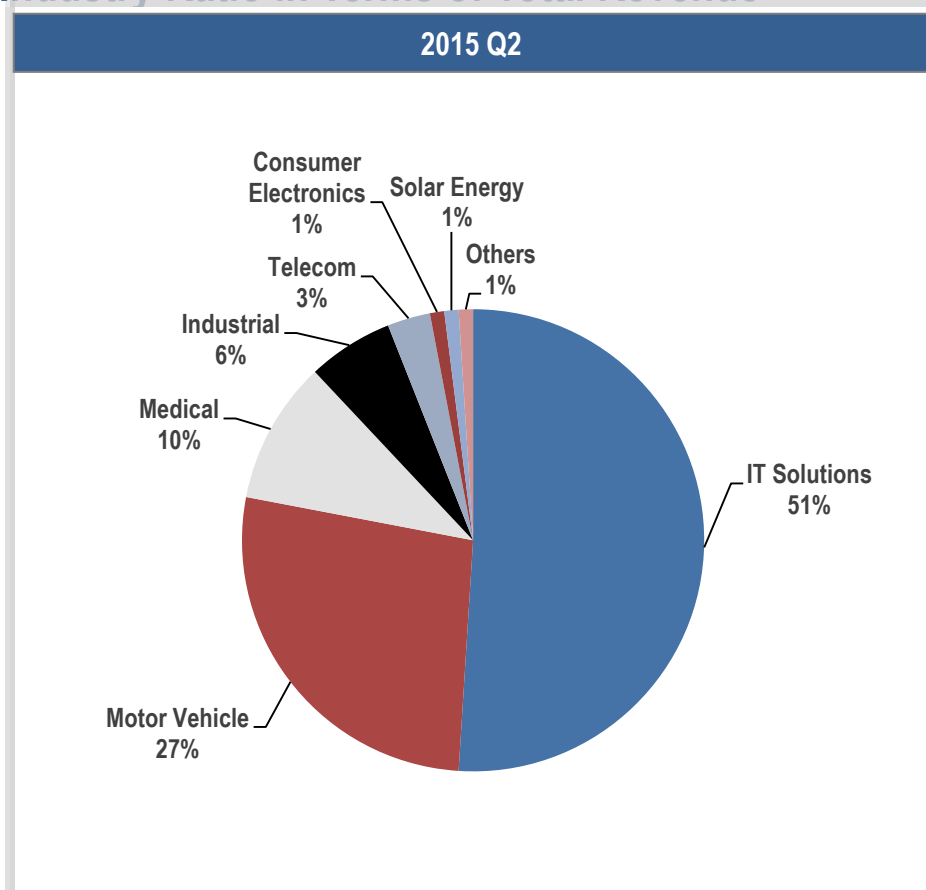
- ▶ Numbers
- ▶ Business Update



# Numbers



## Industry Ratio in Terms of Total Revenue



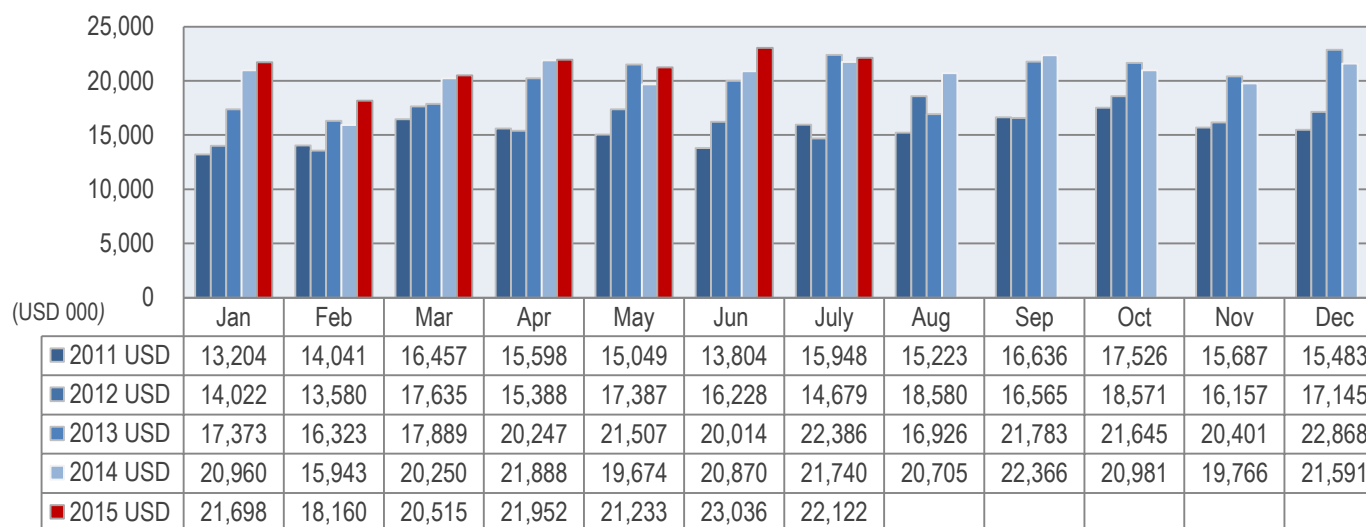
## Sales YoY

In USD Thousand

| Year     | Net Sales |
|----------|-----------|
| 2015 Q2  | 66,216    |
| 2014 Q2  | 62,605    |
| Change % | 8.33%     |

As of July, the YTD consolidated net sales increased by 5.23% YoY.

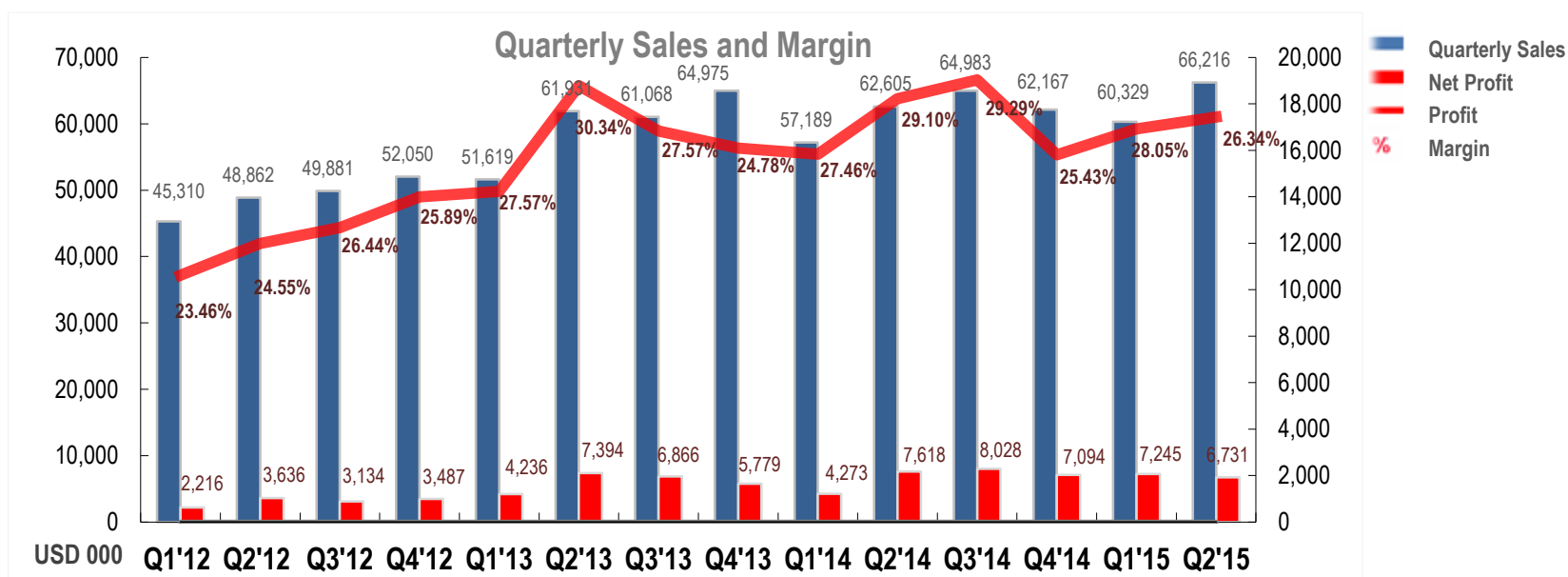
2011-2015 Monthly Revenue YoY



## Gross Margin Rate 2012-2015

|                | Q2'12  | Q3'12  | Q4'12  | Q1'13  | Q2'13  | Q3'13  | Q4'13  | Q1'14 | Q2'14 | Q3'14 | Q4'14  | Q1'15  | Q2'15  |
|----------------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|--------|--------|--------|
| Gross Margin % | 24.55% | 25.40% | 26.89% | 27.57% | 30.34% | 27.57% | 24.78% | 27.5% | 29.1% | 29.3% | 25.43% | 28.05% | 26.34% |

## Gross Profit Trends



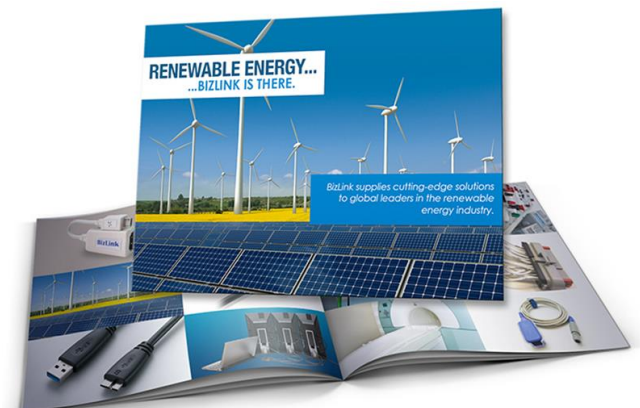
Note: From 2012Q1 onward, figures were provided by TIFRS.

| In USD Thousands            | 2015Q2  | 2014Q2  | increase% | 2014Q1~4 | 2013Q1~4 | increase% |
|-----------------------------|---------|---------|-----------|----------|----------|-----------|
| Revenue                     | 66,216  | 62,605  | 5.8%      | 246,945  | 239,593  | 3.1%      |
| Net Income (TIFRS)          | 5,476   | 5,496   | -0.4%     | 20,362   | 18,986   | 7.2%      |
| EPS (US\$/per share)        | 0.0599  | 0.0655  | -8.6%     | 0.2403   | 0.2453   | -2.0%     |
| EPS (NT\$/per share)        | 1.85    | 1.97    | -6.3%     | 7.28     | 7.28     | 0.0%      |
| Total Assets                | 215,387 | 194,670 | 10.6%     | 205,738  | 171,962  | 19.6%     |
| Total Liabilities           | 89,091  | 84,261  | 5.7%      | 75,531   | 56,648   | 33.3%     |
| Total Shareholders' Equity  | 126,296 | 110,409 | 14.4%     | 130,207  | 115,314  | 12.9%     |
| Book Value (US\$/per share) | 1.381   | 1.316   | 5.0%      | 1.499    | 1.445    | 3.7%      |
| Book Value (NT\$/per share) | 42.60   | 39.62   | 7.5%      | 45.41    | 43.30    | 4.9%      |
| NI %                        | 8.27%   | 8.78%   | -5.8%     | 8.25%    | 7.92%    | 4.1%      |
| PBT%                        | 10.17%  | 12.17%  | -16.5%    | 10.92%   | 10.13%   | 7.8%      |
| ROA(%)                      | 2.54%   | 2.82%   | -9.9%     | 9.90%    | 11.04%   | -10.4%    |
| ROE(%)                      | 4.34%   | 4.98%   | -12.9%    | 15.64%   | 16.47%   | -5.0%     |
| Current ratio               | 2.18    | 1.98    | 10.1%     | 2.57     | 2.49     | 3.2%      |
| Quick ratio                 | 1.38    | 1.98    | -30.2%    | 1.67     | 1.72     | -3.4%     |

Note: From 2012Q1 onward, figures were provided by TIFRS



# Business Update



## Highlights in 2015

- Electric powered applications
- Car electronics
- Supply full portfolio of USB Type-C solutions

## Q2 Status

- IT: Revenue share ↑5pps from strong adapter and docking station contribution
- Motor Vehicle: Affected by backlog of shipments caused by West Coast Port Strikes (↓4pps)
- Medical: Increased shipments led to 1pps improved revenue contribution (to 10%)

## Outlook for the coming quarter

- Docking stations: Continued sustained growth
- USB Type-C: Launch of new interface peripherals will further increase IT contribution
- Motor Vehicles: Impact of manufacturers' annual break will be minimized by upswing of sports vehicles and launch of a new SUV model electronic vehicle
- Energy Storage: Device harnesses start mass production in late Q3

## IT Solution

### ► Docking stations & HUB - new

All-in-one solution in display signal integration, networking, and power delivery.

### ► Server & Data Center Service cables

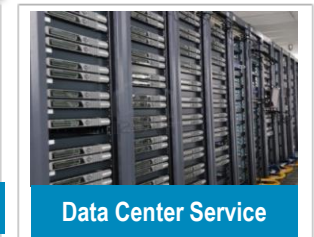
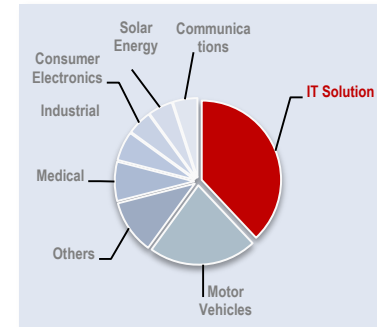
High speed data transmission cables.

### ► Dongles

For workstations & handheld devices

### ► USB Type-C applications - new

A complete product line solutions supplier in the world



Connector



Passive Cable



Dongle (Active)



Mini-dock



Full Function Docking Station



## Motor Vehicle

### ► EV harnesses

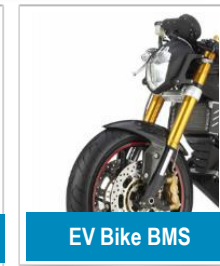
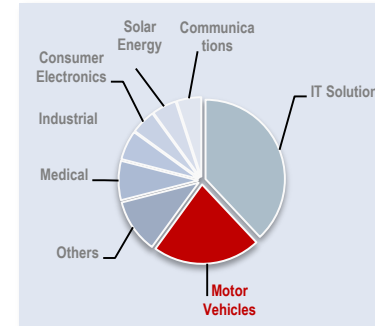
- EV Sedan Battery Management Systems (BMS)
- Electric motorcycle harnesses - **new**
- Power storage equipment harnesses- **new**
- Fast charging station harness
- Hybrid pickup truck harnesses - **new**

### ► Sports vehicle harnesses

Snowmobiles, ATVs and sport air/watercrafts

### ► Car electronics harnesses

- In-Vehicle Infotainment
- Advanced Driver Assistance Systems – Radar sensor and camera harness

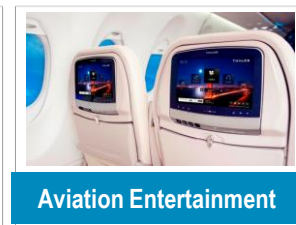
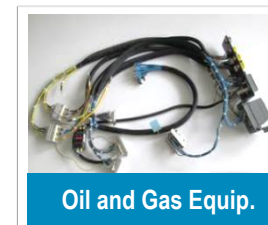
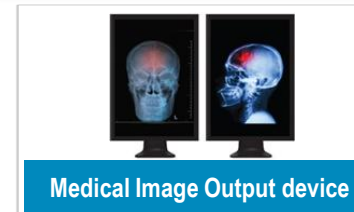
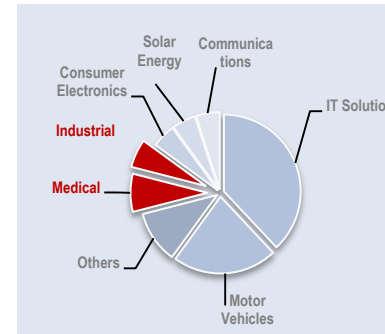


## Medical

- ▶ New generation CT scan harnesses - **new**
  - ▶ High resolution image output devices & cables
  - ▶ Automated analyzer harness
- Expect the mass production in 2015.

## Industrial

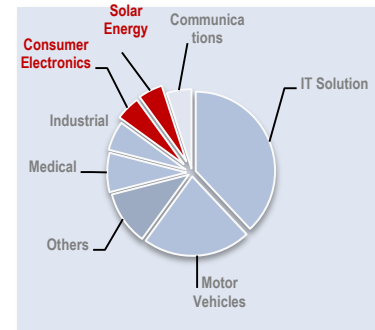
- ▶ Cables for automation equipment  
New installations and annual maintenance programs for wafer foundries and panel fabrications.
- ▶ Non-IT equipment wire harness
- ▶ Passenger aviation harnesses  
Galley air chiller and aviation entertainment



## Solar

### Solar projects demand slow down

- High-end market : TUV1500V certified High voltage junction box. Targeted at Power plant projects
- Low-end market : Economy model for lower-end markets
- Future demand : Development of advanced junction boxes with watt-monitoring



## Consumer Electronics

### Audio & video accessories in retail channels

- Commercial accessories
- Home theater accessories



## Q&A





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

©2015 BizLink Holding Inc.  
All rights reserved.