



# Cryomax Cooling System Corp.

## Investor Conference

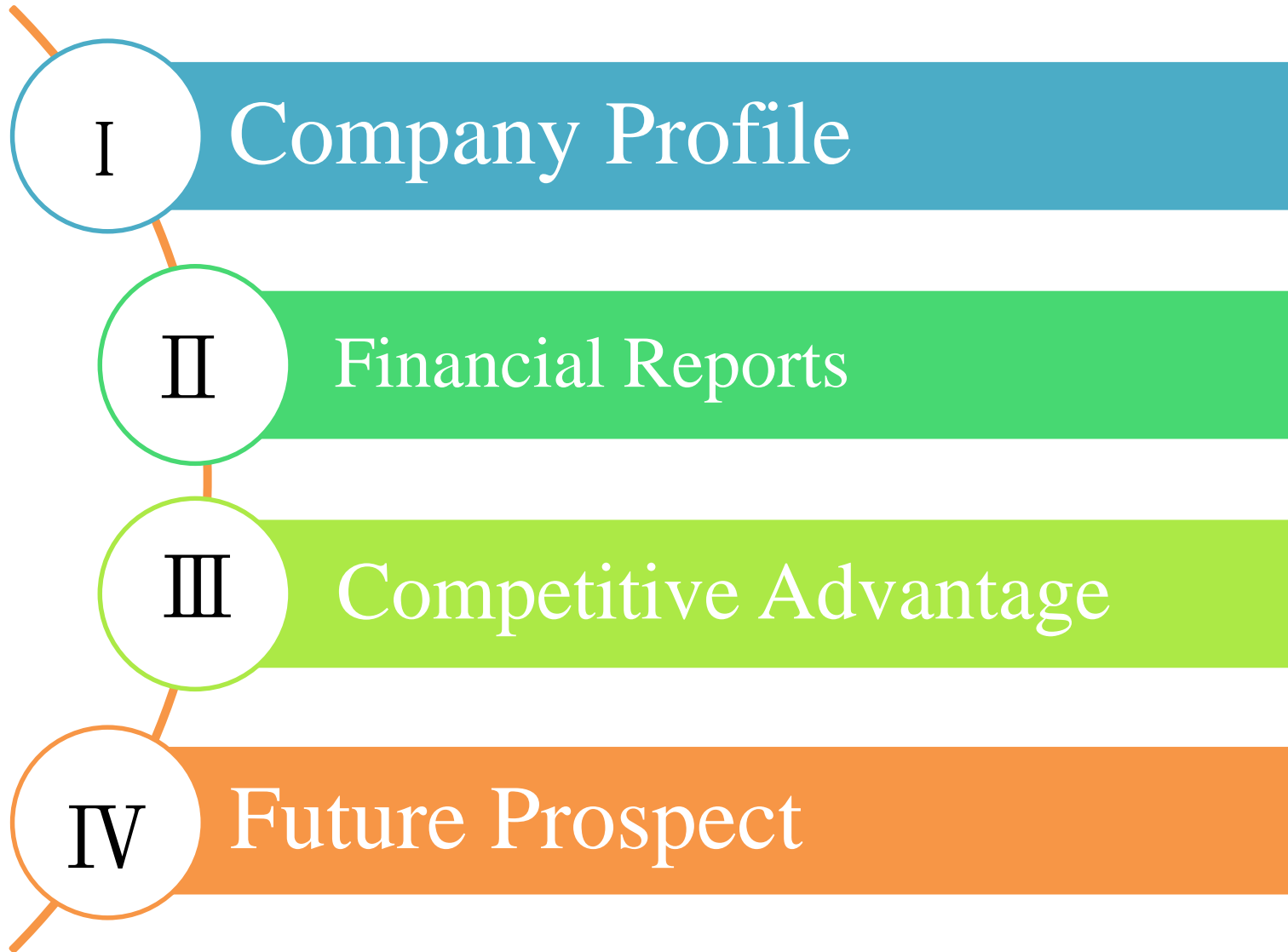


Stock Code  
1587

# Disclaimer

- This presentation contains insights into future operations. Opinions of future operations are based on many assumptions. Some of them are likely to be beyond the company's control such as changes of economy trend. Therefore, forecasts mentioned in the report may have risks and uncertainties.
- The actual results of the company's future development could be changed due to some uncontrollable factors which might be different from the current opinions.
- The forward-looking statements contained in this presentation based on our best knowledge as of the report date, and we undertake no obligation to update the forward-looking statements to reflect subsequent events or circumstances, except as required by law.

# Agenda



I

# Company Profile

# Company Profile

Established on	August 22, 1984
Paid-in Capital	TWD NT \$663,566,180
Company Name	Cryomax Cooling System Corporation
Employees	590 employees
Chairman	Andy Liu
Headquarter	No.28 Gongqu Rd., Fangyuan Township, Changhua County , Taiwan
Subsidiary	China & United States
Main Business	Specializes in manufacturing, developing and selling all kinds of automotive radiators , cooling systems and related components.

# Milestones

1984	<ul style="list-style-type: none"> <li>● Formation of Cryomax, start the production for copper radiator</li> </ul>
1990	<ul style="list-style-type: none"> <li>● Tooling Center Established</li> </ul>
1994	<ul style="list-style-type: none"> <li>● Approval from Military, and start supplying for military vehicles including Hummer</li> </ul>
1999	<ul style="list-style-type: none"> <li>● Establishment of complete Aluminum Radiator Manufacturing</li> </ul>
2006	<ul style="list-style-type: none"> <li>● Establishment of China Factory (in Dongguan)</li> <li>● Establishment of CRYOMAX USA (Marketing Center and California warehouse)</li> </ul>
2007	<ul style="list-style-type: none"> <li>● Establishment of the warehouse in the U.S. (Virginia warehouse)</li> <li>● TS16949 certification (Cryomax Taiwan)</li> </ul>
2010	<ul style="list-style-type: none"> <li>● Cryomax approved as a OTC listing company</li> </ul>
2011	<ul style="list-style-type: none"> <li>● Cooperation with DENSO Japan. Access to DENSO technology. Produce and supply radiators to DENSO companies.</li> </ul>
2013	<ul style="list-style-type: none"> <li>● Establishment of the China Factory (in Nanjing), and achieving a fully one-stop production.</li> </ul>
2016	<ul style="list-style-type: none"> <li>● Rewarded the only certification for U.S. Toyota OES</li> </ul>
2017	<ul style="list-style-type: none"> <li>● Became the aluminum and HD radiator partner with a famous German OE client</li> </ul>
2018	<ul style="list-style-type: none"> <li>● ...</li> </ul>

# Global Operation Site



America Office-  
VA



Cryomax Nanjing



America Office- LA



Cryomax DongGuan



Cryomax Taiwan  
(Headquarter)

# Organization

## Cryomax Group

### Cryomax Taiwan

**Date of Establishment:**  
8-22-1984

**Headquarter  
R&D Department  
Manufacturing**

**Size of factory:**  
32,166/m<sup>2</sup>

### Cryomax DongGuan

**Date of Establishment:**  
04-10-2006

**Tooling Center and  
Manufacturing**

**Size of factory:**  
7,900/m<sup>2</sup>

### Cryomax Nanjing

**Date of Establishment:**  
05-29-2013

**Manufacturing Center  
One-stop production**

**Size of factory:**  
39,092/m<sup>2</sup>

### Cryomax USA

**Date of Establishment:**  
05-15-2006

**Marketing Center (U.S.)  
Warehouses(CA/VA)**

**Size of factory:**  
3,251/m<sup>2</sup>



# Product - Radiators



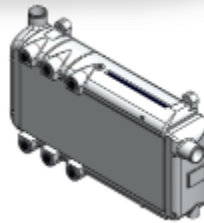
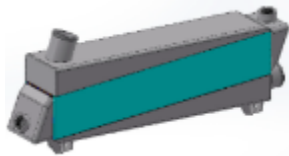
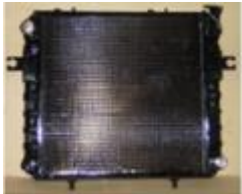
PASSENGER CAR

RADIATOR: Plastic-Aluminum/copper/aluminum  
OIL COOLER: plate / Concentric oil cooler/  
motor oil cooler



TRUCK/HEAVY DUTY/BUS

RADIATOR: copper/aluminum



INDUSTRIAL

RADIATOR: Copper/aluminum, oil/water/gas transmission oil cooler



CONDENSER

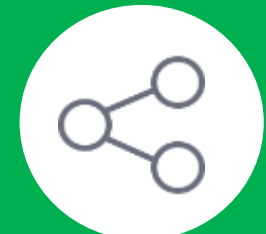


INVERTER  
COOLER



EXTERNAL OIL  
COOLER

HEATER  
EXCHANGER



# Production – Mold and Tooling

Major Production of Mold and Tooling

Injection Mold

Stamping Tooling



Professional  
Molding  
Factory



Injection Mold

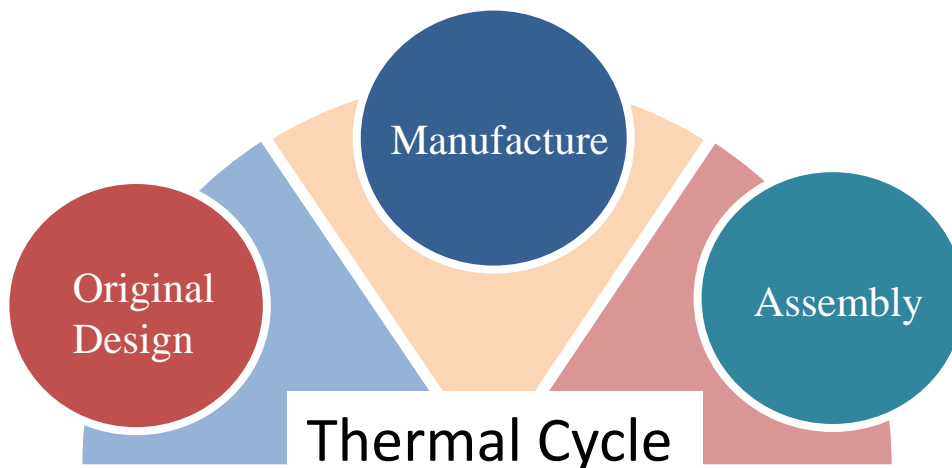
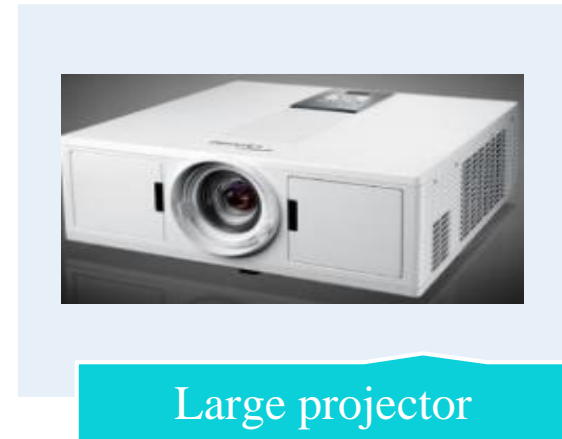
Stamping Tooling

# Product Application

(Product)

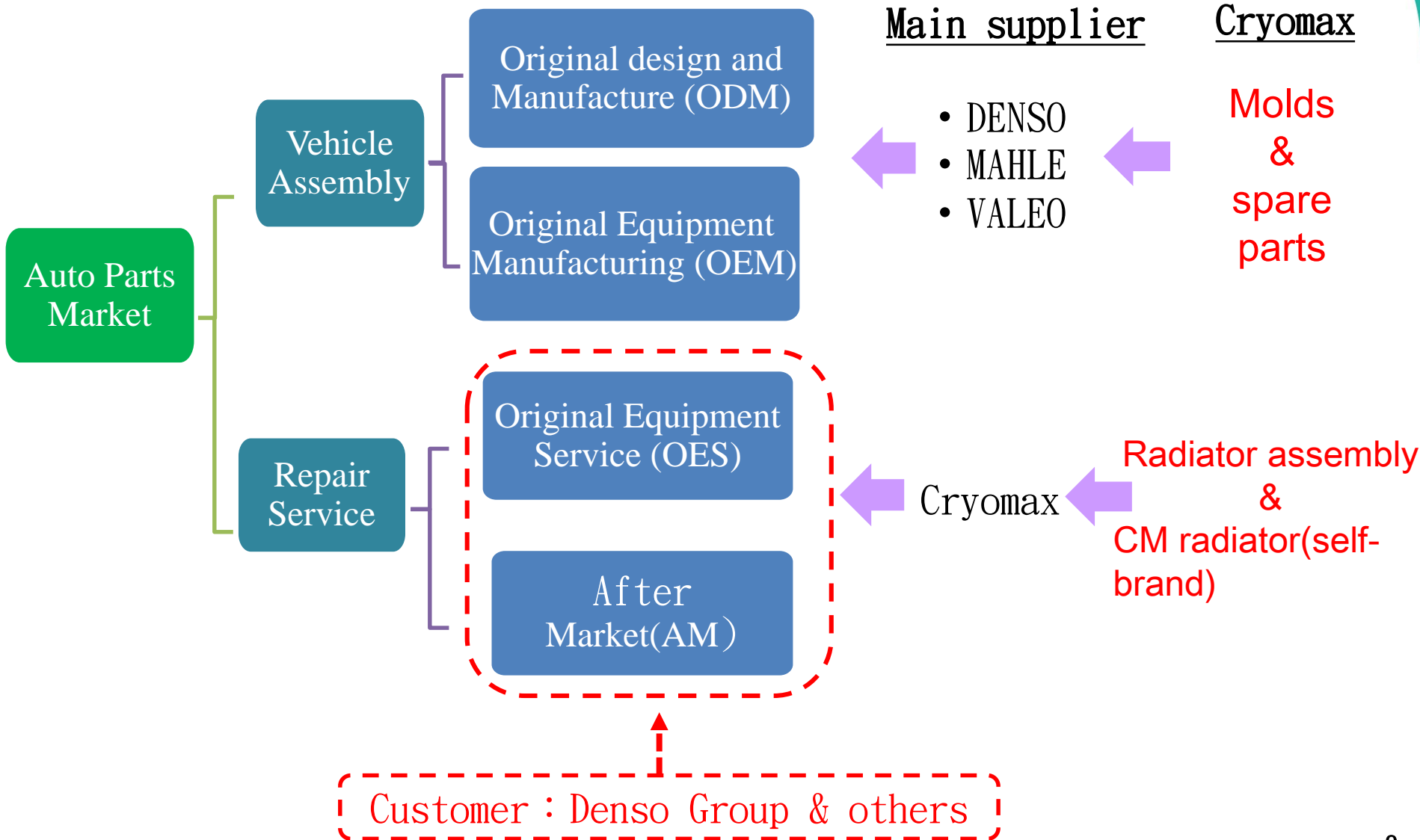


(Application)



- Patent under examination in 2020 :  
An invention patents & two utility model patent

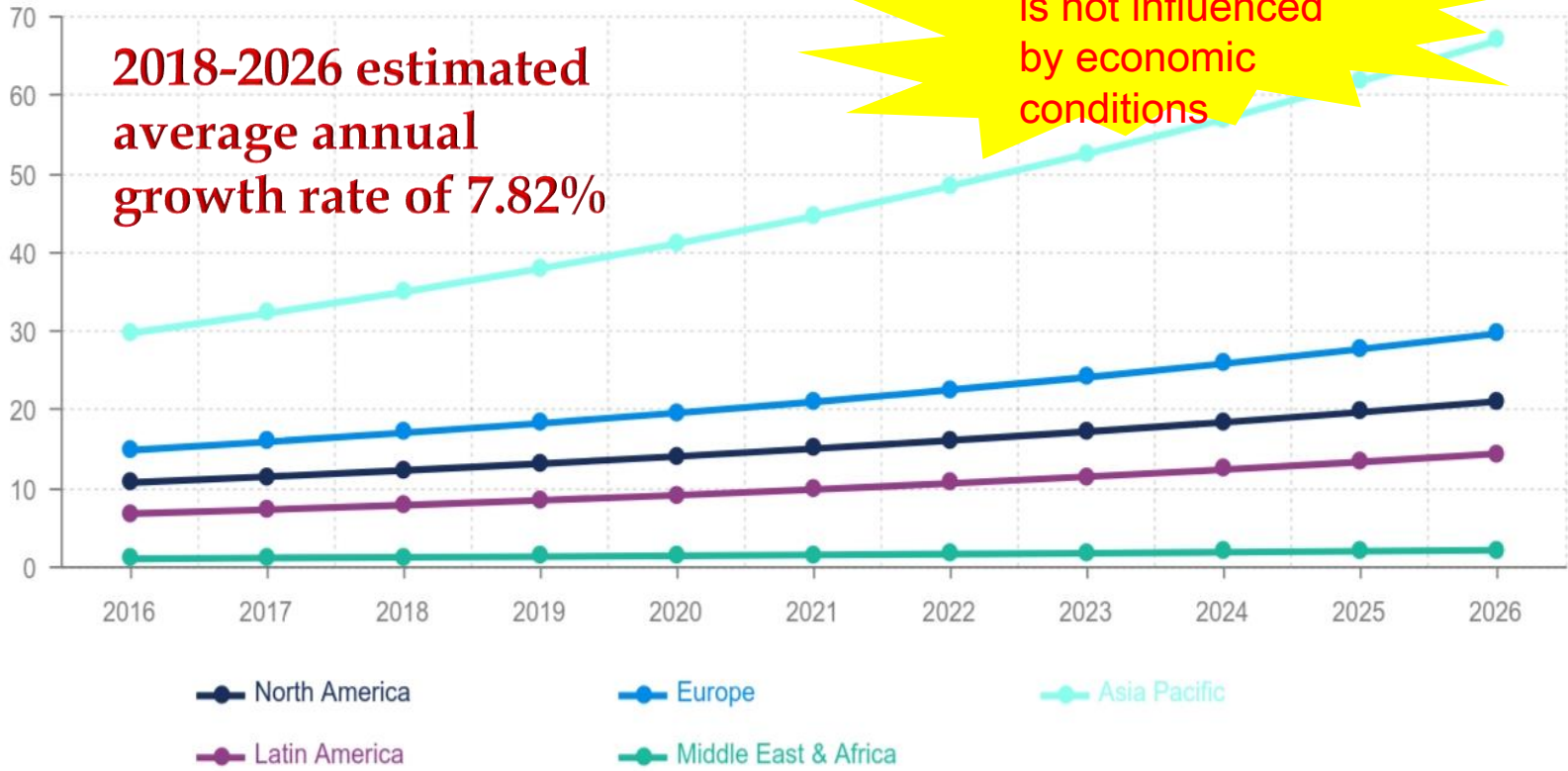
# Auto Parts Market Breaks Down





# GLOBAL AUTOMOTIVE HEAT EXCHANGER MARKET

Global Automotive Heat Exchanger Market  
2018-2026 (\$ million)



# Cryomax Market's Position

## Supplier

DENSO

**High Price  
(OES)**

DENSO/Taiwan  
Cryomax

**Middle Price  
(AM)**

Competitors in China  
/Cryomax Nanjing  
**(One stop production)**

**Low Price  
(AM)**

## II

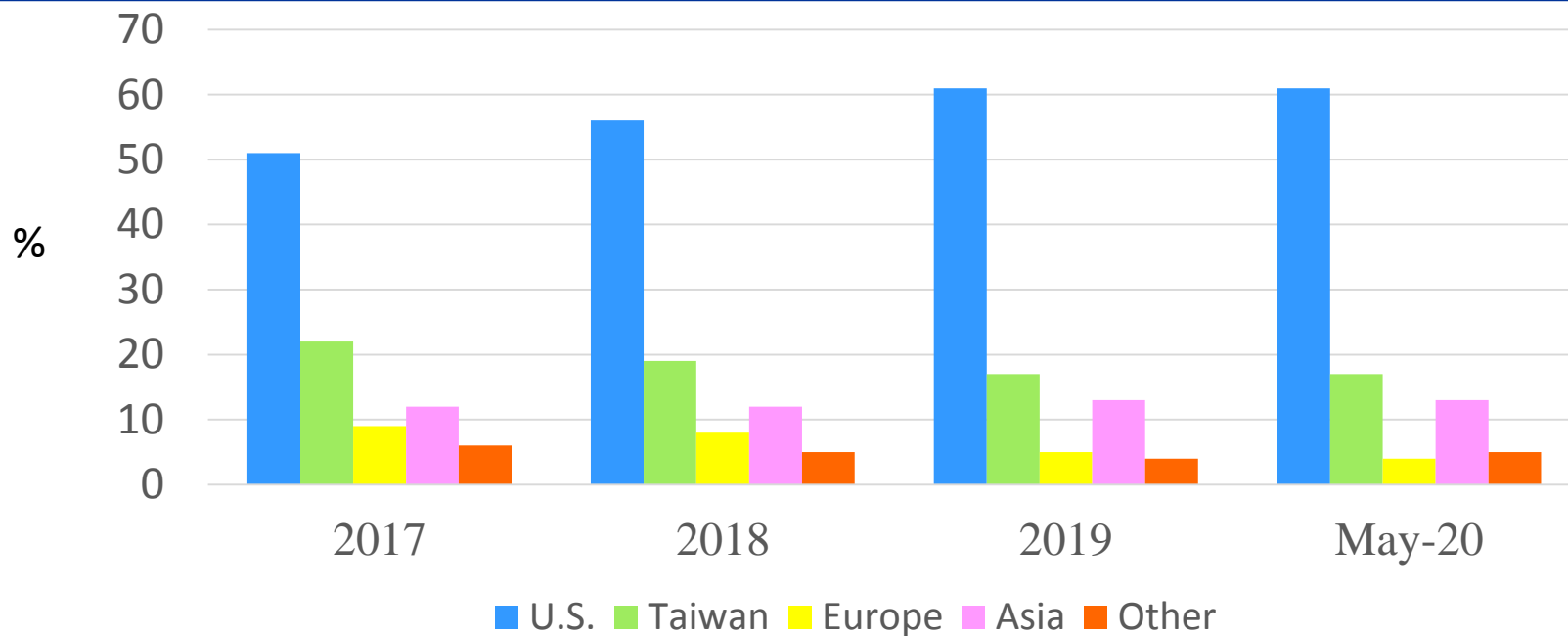
# Operation Overview

# Financial Results

Currency: TWD NT Thousands ; %

<b>Item \ Year</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>Mar 2020</b>
Operating revenue	1,353,380	1,460,985	1,516,467	354,517
Gross profit (loss)	288,272	326,134	342,043	74,425
Gross Margin (%)	21.30%	22.32%	22.56%	20.99%
Net operating income (loss)	31,995	46,475	25,279	3,127
Operating Margin(%)	2.36%	3.18%	1.67%	0.88%
EPS	0.27	0.58	0.05	0.09

# Regional Revenue Ratio

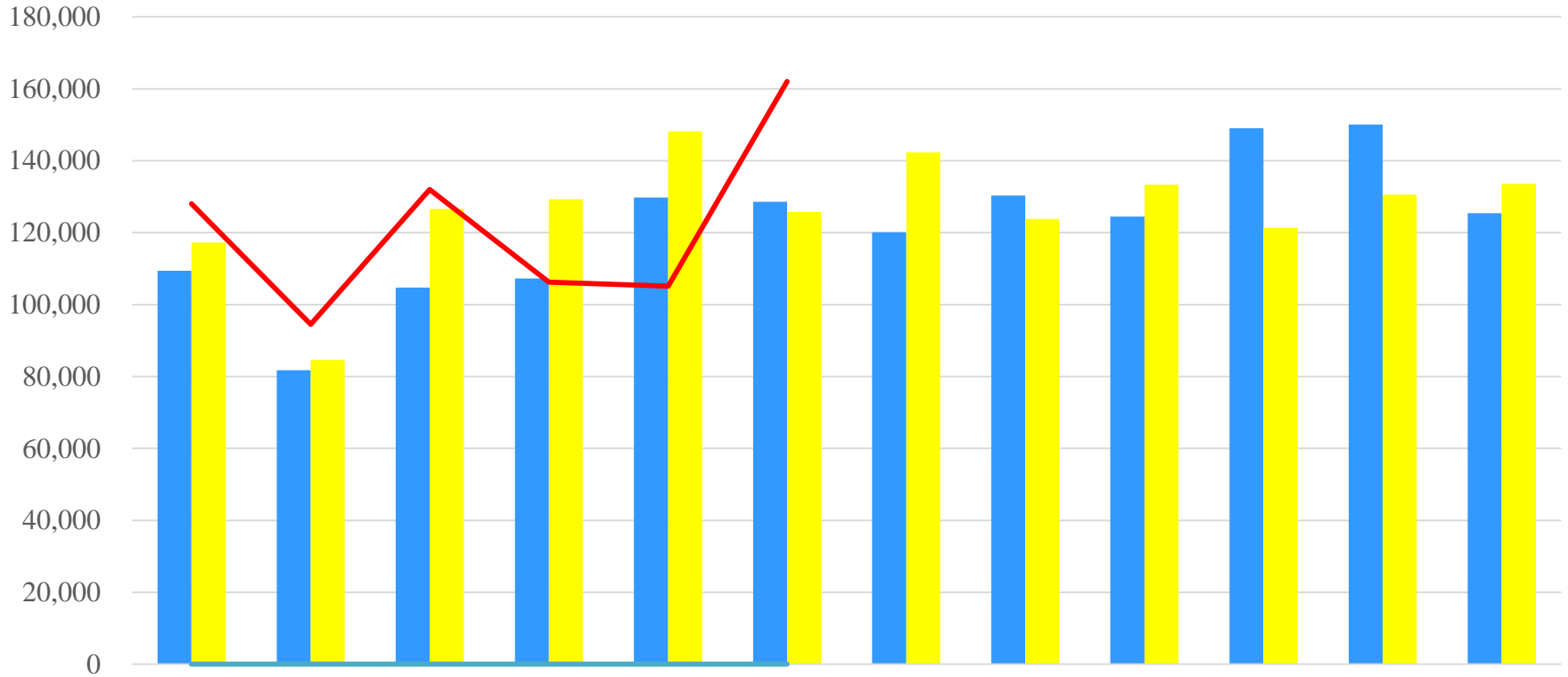


	2017		2018		2019		May 2020	
	NT\$ 000	%	NT\$ 000	%	NT\$ 000	%	NT\$ 000	%
<b>U.S.</b>	683,718	51	825,356	56	918,795	61	347,364	61
<b>Taiwan</b>	295,161	22	277,205	19	253,250	17	96,131	17
<b>Europe</b>	116,452	9	109,084	8	74,949	5	19,968	4
<b>Asia</b>	171,669	12	179,476	12	199,885	13	74,454	13
<b>Other</b>	86,380	6	69,864	5	69,588	4	27,953	5
<b>Total</b>	1,353,380	100	1,460,985	100	1,516,467	100	565,870	100



# 2020 Business Growth Trend

Currency: TWD NT Thousands



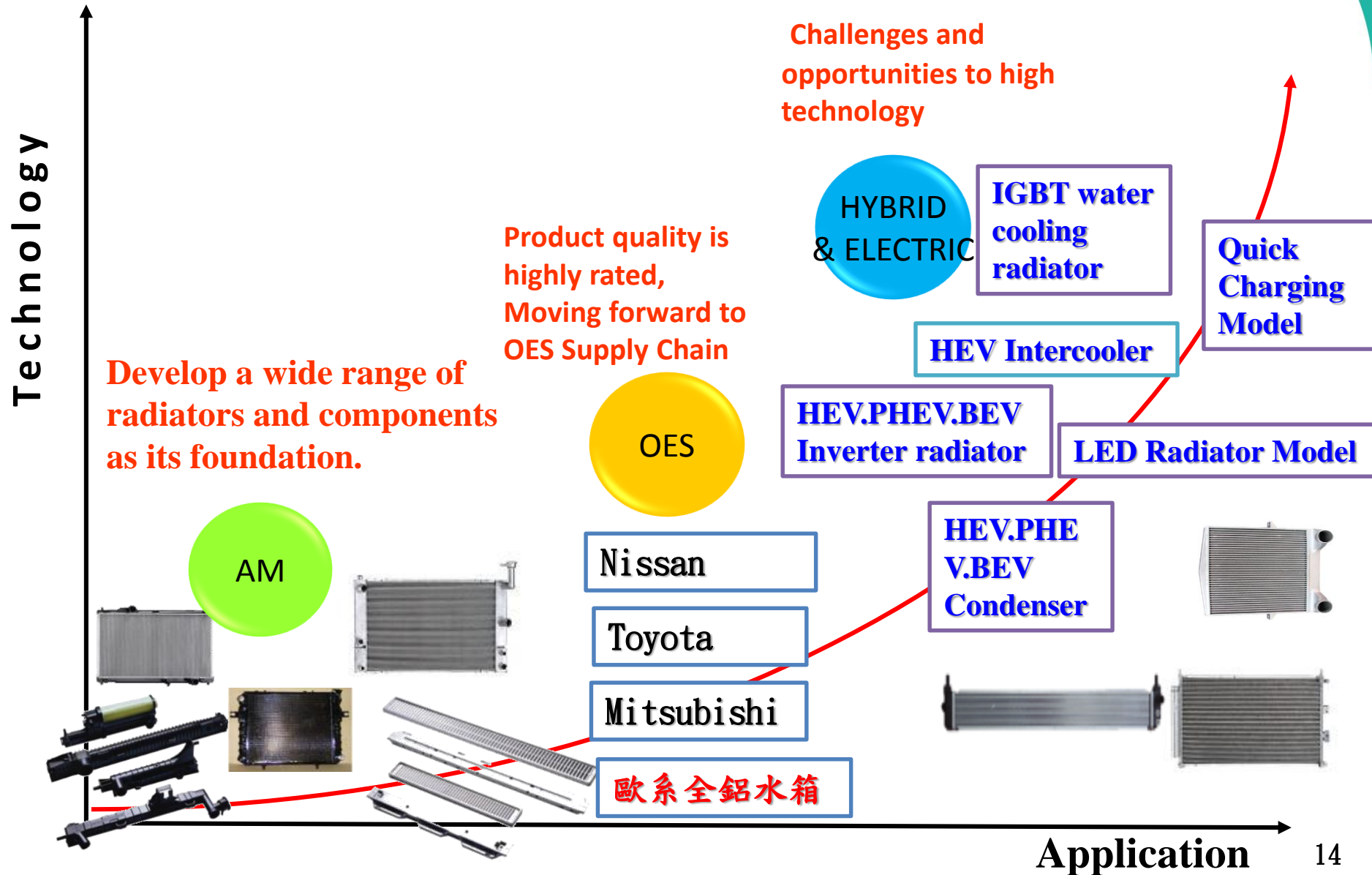
-20,000

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	109,424	81,732	104,698	107,286	129,793	128,613	120,072	130,331	124,475	149,062	150,047	125,452
2019	117,220	84,588	126,594	129,316	148,132	125,740	142,265	123,848	133,318	121,352	130,538	133,556
2020	128,019	94,524	131,974	106,226	105,127	162,049						
Growth Rate	9%	12%	4%	-18%	-29%	29%						

**III**

**Competitive Advantage**

# History of Major Automotive Product Development



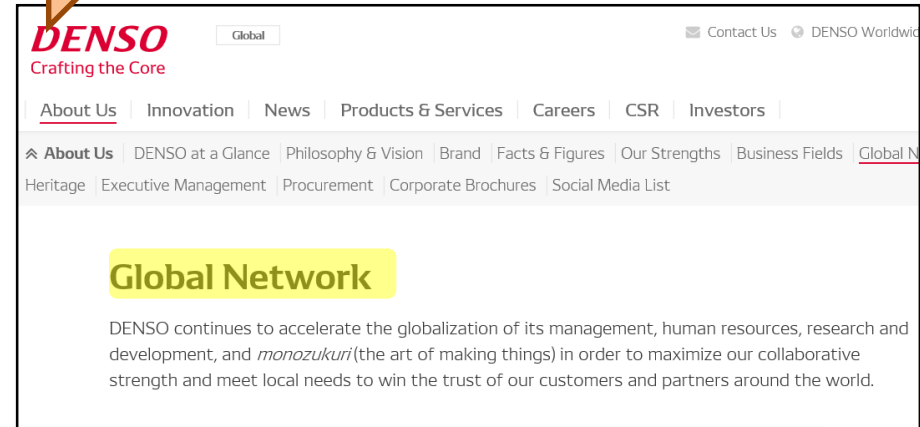
# Cryomax's Core Competitiveness

## Quality, Lead time, Technical, production and marketing advantages

- One stop production(in house) → **Delivery time advantages.**
- Self-made components and molds → **Quality advantages.**
- Technical background advantages → **Denso & Mahle**
- Location wise advantages → **Taiwan and China factories located long trading advantages**
- **CM USA**



## Cryomax participates in global network of DENSO



## Affiliates under the Equity Method

\*As of March 31th, 2020

### CRYOMAX COOLING SYSTEM CORP.

<b>Main Business</b>	Manufacture and sale of aftermarket radiators, parts and molding
<b>Established</b>	1984
<b>Employees</b>	550
<b>Owned by DENSO</b>	22%
<b>Address</b>	No. 28, Kung-Chiu Road, Fang-Yuan Industrial District, Changhua, Taiwan
<b>Tel</b>	+886-4-896-7892
<b>Fax</b>	+886-4-896-7907
<b>Web</b>	<a href="http://www.cryomaxcooling.com/default.asp">http://www.cryomaxcooling.com/default.asp</a>

IV

Future Prospect

# Future development goals

1. **To expand the production capacity of the Taiwan plant to meet the needs of customer orders.**
2. **New business development ( condenser, thermal cycle product application).**
3. **To keep an eye on the international situation and evaluate the production allocation in the third place.**
4. **To target potential customers globally.**
5. **Continuous improvement by internal projects to create optimal production scale and increase profitability.**



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**Thank you**