



吉茂精密股份有限公司

Cryomax Cooling System Corp.

2024 Investor Conference



Stock Code
1587

Liability Disclaimer

This presentation contains views on future operations. These views about the future are based on many assumptions, such as changes in the general environment, may be beyond the company's control, so these forecasts have risks and uncertainties.

The actual results of the company's future development will differ from views at this point in time due to changes in these uncontrollable factors.

The future outlook in this presentation reflects the company's views on the future up to now. If there are any changes or adjustments in the future, the company does not assume any obligation to update or revise this report.

Overview

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Cryomax Mexico Plant

III

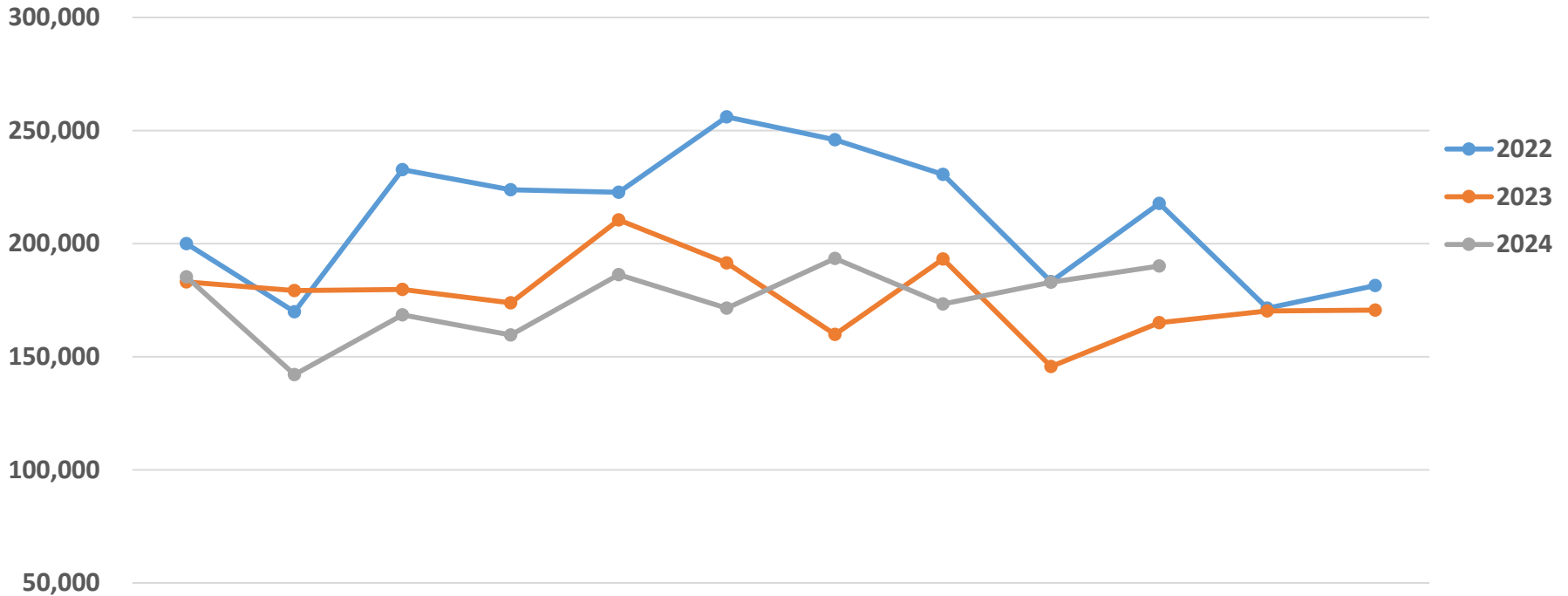
Q&A



I . Operational Report

Revenue

Unit : NTD thousand



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2022	199,961	169,813	232,711	223,761	222,731	256,061	245,881	230,637	183,167	217,706	171,472	181,395
2023	183,000	179,268	179,703	173,771	210,431	191,455	159,852	193,155	145,650	165,038	170,197	170,541
2024	185,270	142,072	168,522	159,579	186,206	171,462	193,441	173,296	182,886	190,030		

Regional Revenue Share

Regional	2022		2023		2024Q3	
	Amount (thousand)	%	Amount (thousand)	%	Amount (thousand)	%
US	1,759,210	69.39	1,344,727	63.37	1,000,401	64.02
Taiwan	264,067	10.42	270,643	12.76	220,010	14.08
Asia	335,184	13.22	366,419	17.27	218,169	13.96
Middle East	93,362	3.68	81,031	3.82	83,068	5.32
Europe	62,660	2.47	46,467	2.19	29,873	1.91
New Zealand & Australia	18,630	0.73	11,921	0.56	9,969	0.64
Others	2,183	0.09	730	0.03	1,244	0.08
Total	2,535,296	100.00	2,122,061	100.00	1,562,734	100.00

Product Revenue Share

Product	2022		2023		2024Q3	
	Quantity	Amount (thousand)	Quantity	Amount (thousand)	Quantity	Amount (thousand)
Radiators	1,770,671	2,100,268	1,526,035	1,792,443	1,106,573	1,273,246
Oil coolers	164,317	114,911	131,411	111,653	117,856	91,888
Semi-finished products		182,701		139,748		118,966
Other related products		137,416		78,217		78,634
Total		2,535,296		2,122,061		1,562,734

Financial Info

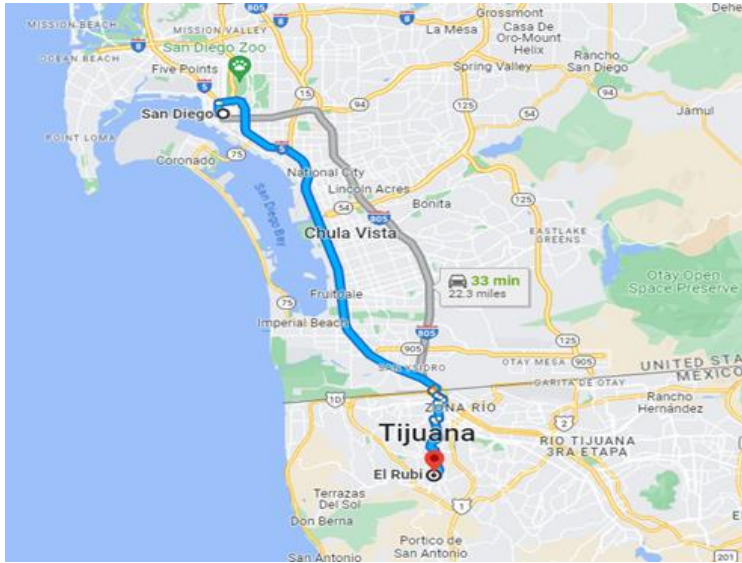
Unit : NTD thousand; %

Content \ Year	2022	2023	2024Q3
Operating Revenue	2,535,296	2,122,061	1,562,734
Operating Profit	589,390	444,667	341,303
Gross Margin(%)	23.25%	20.95%	21.84%
Operating Expense	423,032	389,755	365,824
Operating Margin	166,358	54,912	(24,521)
Operating Margin(%)	6.56%	2.59%	(1.57%)
EPS	2.00	0.61	(0.43)
Dividend	Cash Dividend \$1	Cash Dividend \$0.5	-
	-	Stock Dividend \$0.5	-



II. Current status of Cryomax Mexico Plant

Factory information Introduction



- **Company Name:** CRYOMAX MEXICO S.A. de C.V.
- **Date of establishment:** 2022
- **Location:** Tijuana, Mexico
(It takes about 30 minutes driving to San Diego)
- **Land area:** 40,975.79 m²
- **Building area:** 20,424.67 m²
- **Amount of investment in fixed assets:** 257.37 million Mexican pesos (including 126.29 million pesos for land)
- **Production Line :** radiators

Capacity & Leadtime

2024

- Current production quantity: 4,000P CS/month
- Manpower: 25*
- Lead time: 45days

2025

- Estimated production quantity : 150,000 to 200,000/year
- Manpower: 70*
- Lead time: 35days

2026

Estimated production quantity: 360,000 to 420,000/year

Advantages Of Cryomax Mexico



SHORT DELIVERY & LOWER INVENTORY COST(The advantage becomes particularly evident when sea freight rates increase.)

Ocean Shipping	CMTW	CMMEX
Western US	21 days	3-5 days
Eastern US	28 days	7-10 days



LOWER TARIFF TO AZ

	TW	CN	MEX
US Tariff	2.97%	27.97%	2.97%

- Tariff issues are likely to resurface after Donald J. Trump takes office.



Aligning with the purchasing strategies of larger U.S. distributors

LOCATION ADVANTAGE

- avoiding additional cost due to political factors
- CM MEX facility could be the closest to North American customers.



III. Q&A



THANK YOU