



吉茂精密股份有限公司

Cryomax Cooling System Corp.

2023 Investor Conference



Stock Code
1587

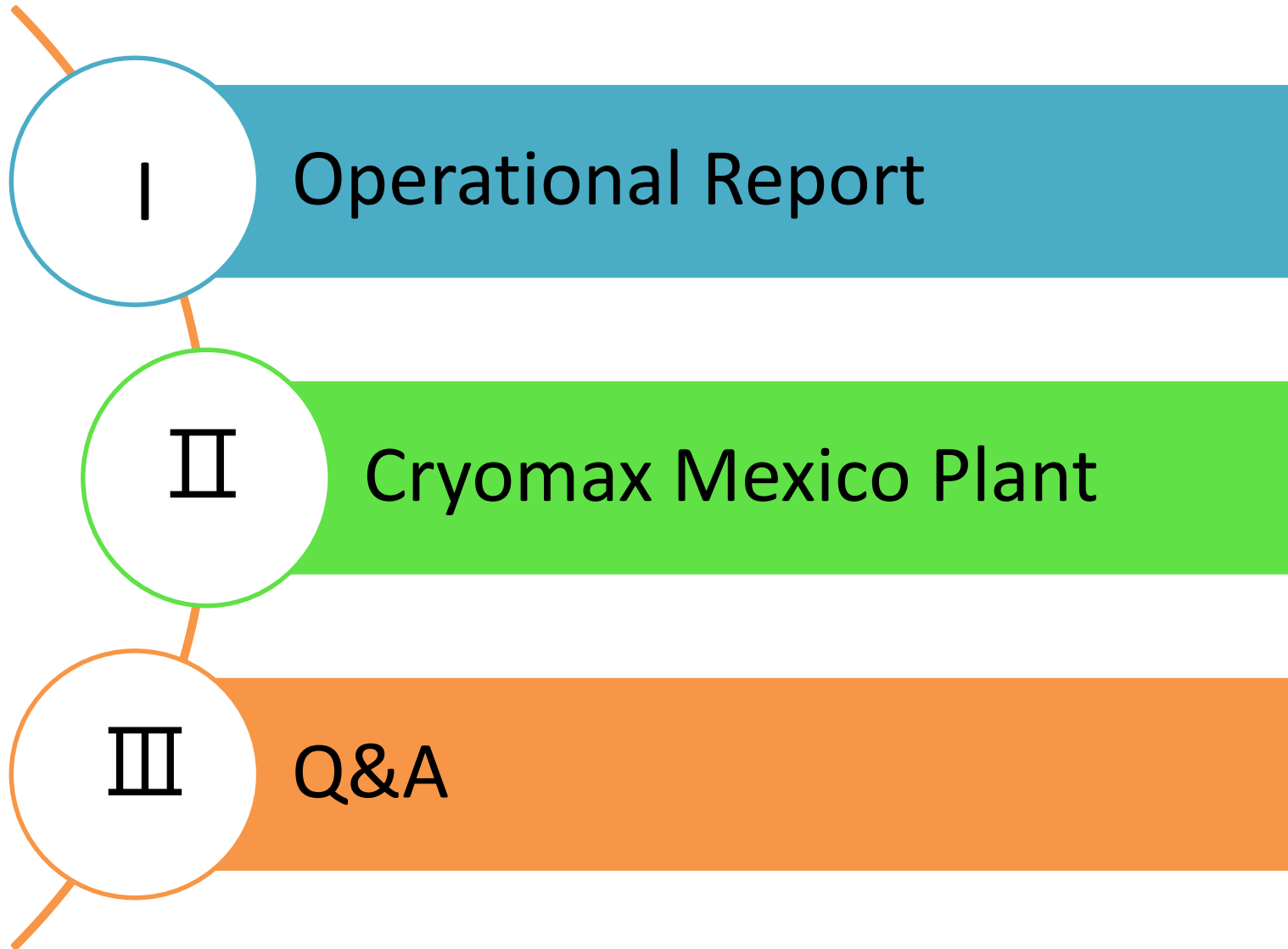
Liability Disclaimer

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

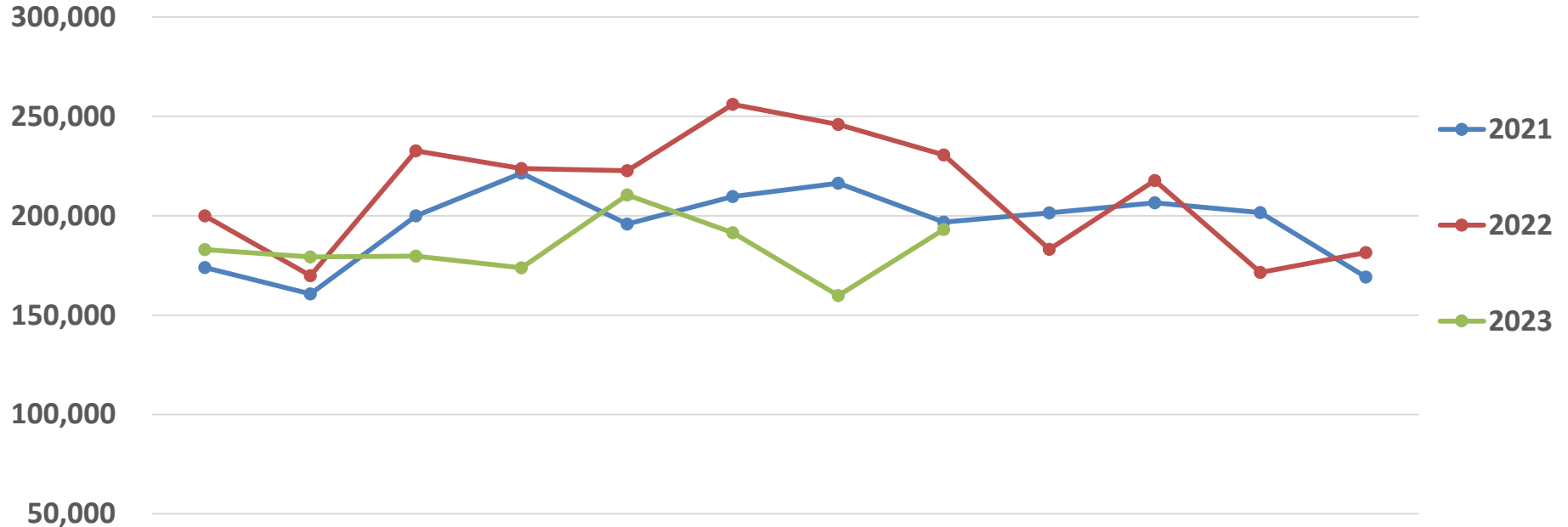




I . Operational Report

Revenue

Unit : NTD thousand



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
● 2021	173,964	160,643	200,002	221,466	195,806	209,596	216,327	196,793	201,499	206,454	201,570	169,123
● 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				

Revenue Share

	2021		2022		Q2 in 2023	
	Amount (thousand)	%	Amount (thousand)	%	Amount (thousand)	%
US	1,694,731	72.02	1,759,210	69.39	673,707	60.28
Taiwan	238,119	10.12	264,067	10.42	149,023	13.33
Asia	245,751	10.44	335,184	13.22	221,338	19.80
Middle East	99,345	4.22	93,362	3.68	44,829	4.01
Europe	59,461	2.53	62,660	2.47	21,469	1.92
New Zealand & Australia	14,784	0.63	18,630	0.73	6,532	0.58
Others	1,052	0.04	2,182	0.09	730	0.07
	2,353,243	100.00	2,535,296	100.00	1,117,628	100.00

Financial Info

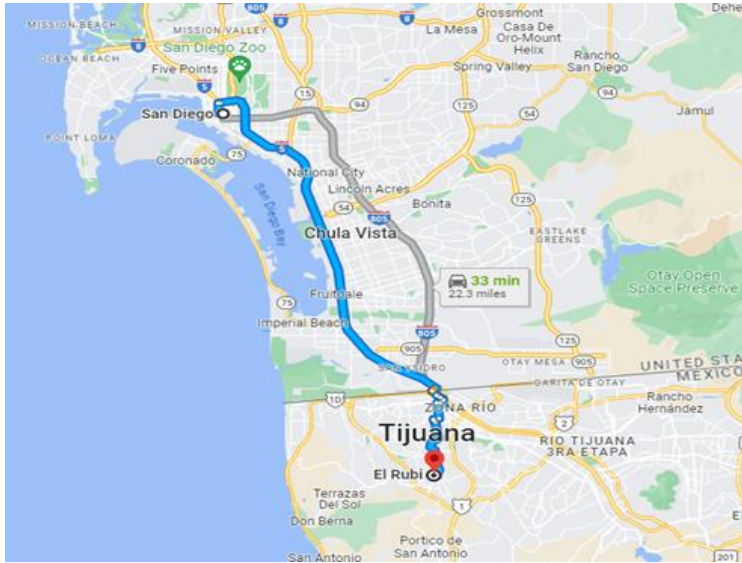
Unit : NTD thousand; %

Content \ Year	2021	2022	Q2 in 2023
Operating Revenue	2,353,243	2,535,296	1,117,628
Operating Profit	531,651	589,390	224,565
Gross Margin(%)	22.59%	23.25%	20.09%
Operating Expense	374,925	423,032	191,751
Operating Margin	156,726	166,358	32,814
Operating Margin(%)	6.66%	6.56%	2.94%
EPS	1.49	2.01	0.39
Dividend	Cash Dividend \$1	Cash Dividend \$1	-
	-	-	-



II. Cryomax Mexico Plant

Plant Brief Profile

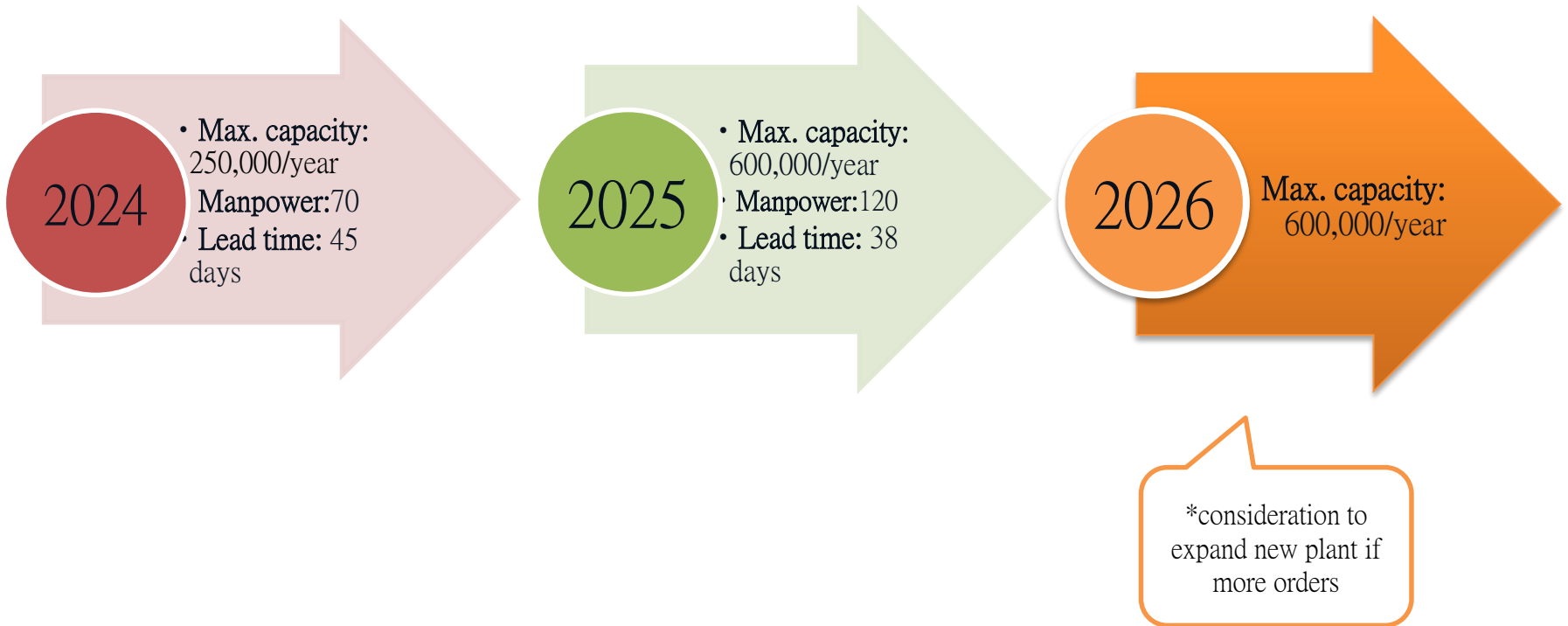


- **Company Name:** CRYOMAX MEXICO S.A. de C.V.
- **Date of establishment:** 2022
- **Location:** Tijuana, Mexico
(It takes about 30 minutes driving to San Diego)
- **Land area:** 40,975.79 m²
- **Building area:** 20,424.67 m²
- **Capital amount:** Estimated investment USD15,000,000
- **Production Line :** radiators

Running Timeframe

AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024	JUN 2024
factory repairing										
	equipment set-up & adjustment									
	recruitment & training training									
		trial running of each work process process								
					mass production					
								orders taking		

Capacity & Leadtime



Market & Product Info

YEAR	CAR MODEL	MARKET	CORE THICKNESS	SKU	REMARK
2024	passenger car	fast moving items in in US	16mm & 26mm	100	
2025	passenger car, car, pickup	fast moving items in in US, MEX & Central and South South America	16mm, 26mm & 58mm	200	58mm is considered as the
2026	passenger car, car, pickup	fast moving items in in US, MEX & Central and South South America	16mm, 26mm & 58mm	300	

Advantages



SHORT DELIVERY & LOWER INVENTORY COST

Ocean Shipping	CMTW	CM MEX
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%	0%



LOWER SHIPPING COST



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