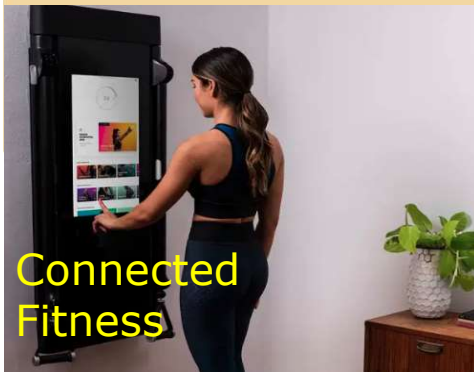


# Lemtech Holdings

## Investor Conference

12<sup>th</sup> of December, 2022

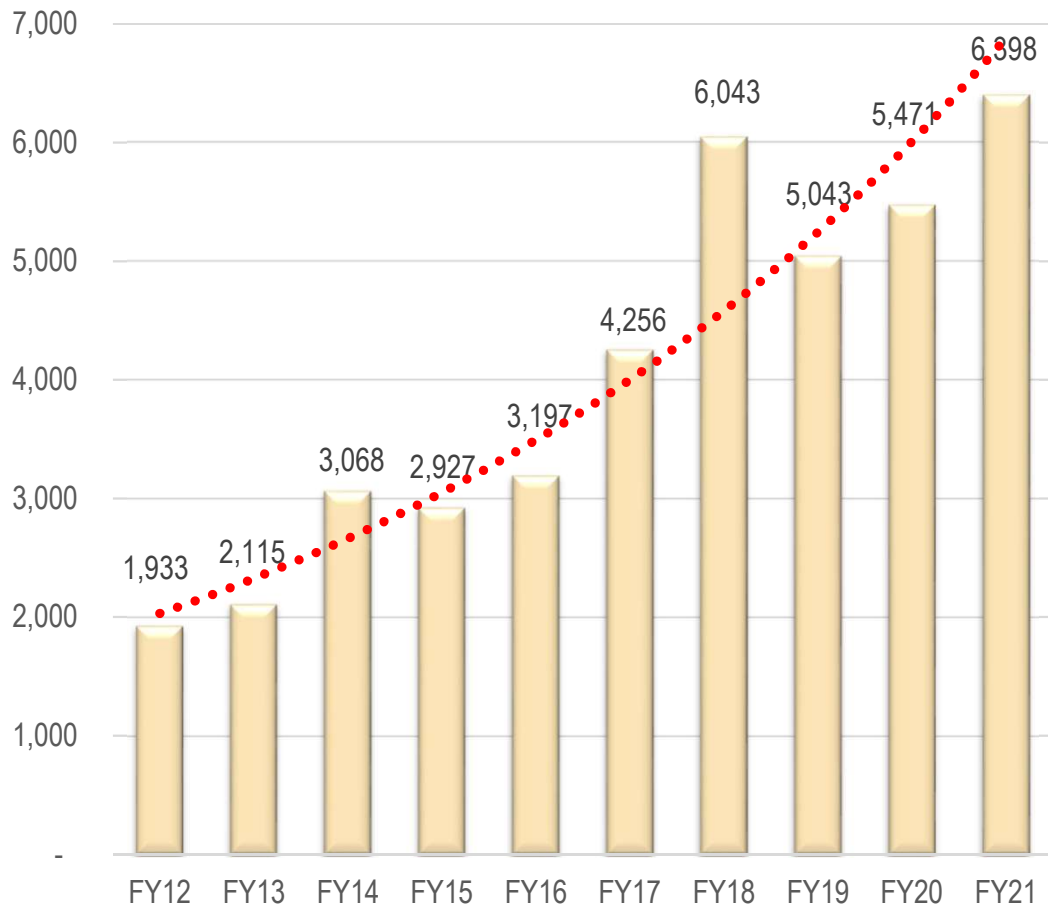




PART 1

# Background Info

# Corporate Profile



Sales Revenue Trend

- *Founded as a Tooling and Precision Stamping Company in 2003.*
- *IPO on the Taipei Exchange in 2011, and promoted to TWSE Main Stock Trading Board in 2015.*
- *Built up competencies in Stamping Tool Design & Fabrication, Precision Metal Stamping, Thermal Solutions, Slide Rails Kits, Precision Hinges, Mechanical Assemblies and Rack Enclosures.*
- *ISO9001:2000, IATF16949, ISO3834, ISO27001, ISO14001:2004 Certified.*
- *Manufacturing Sites and Offices in 5 Countries (Asia/Europe/USA).*

# Global Presence



**United State America**

- San Jose CA



**Czech Republic**

- Jihlava



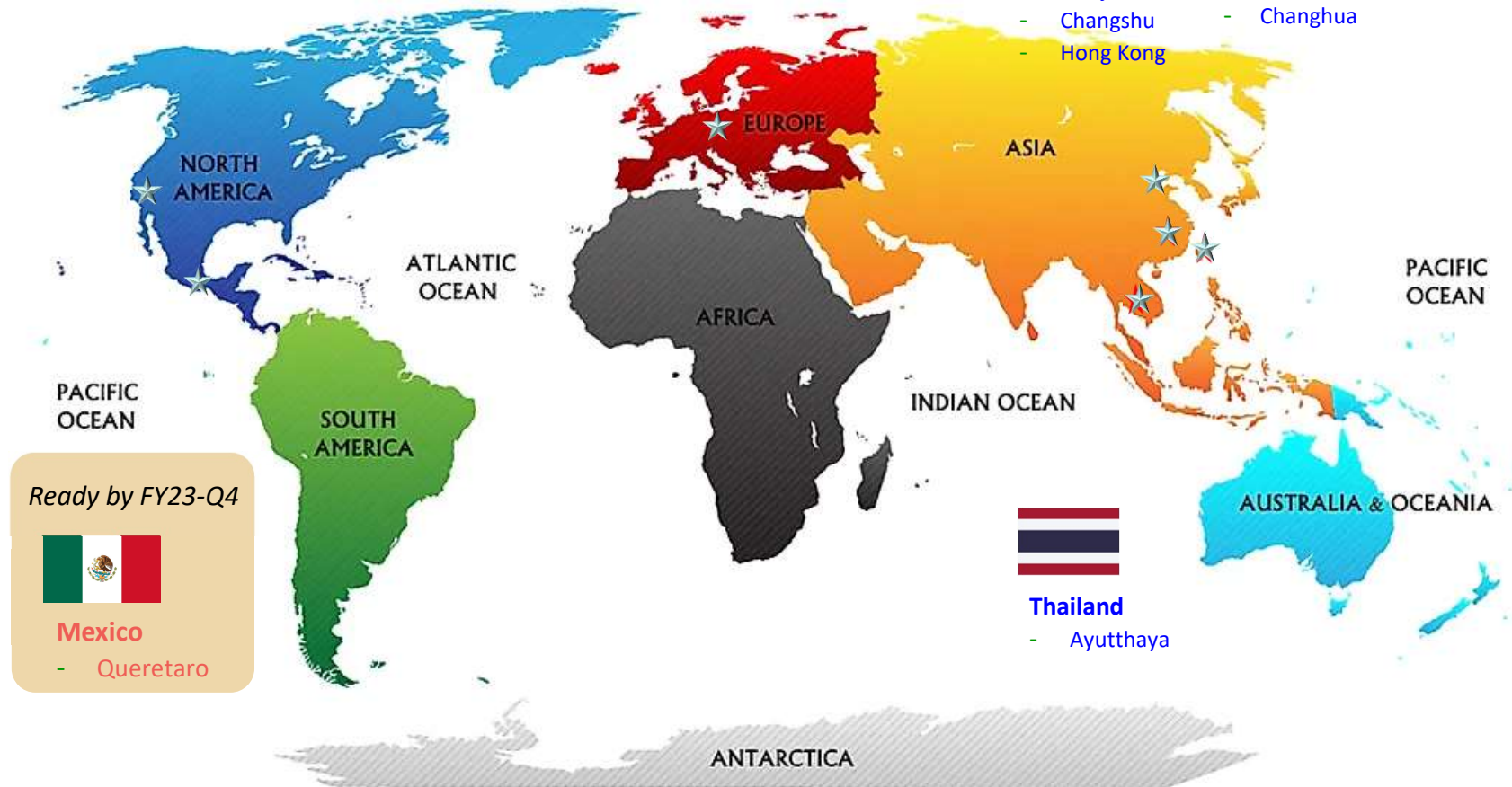
**China**

- Kunshan
- Tianjin
- Changshu
- Hong Kong



**Taiwan**

- **New Taipei City (HQ)**
- Taoyuan
- Changhua



# Global Presence – Key Lemtech Sites



**Taiwan, ZhongLi** (26,910 m<sup>2</sup>)  
Group HQ + Assembly Solutions



**Taiwan, Bade** (3,300 m<sup>2</sup>)  
Thermal Module Solutions



**China, Kunshan** (50,000 m<sup>2</sup>)  
Tooling + Stamping + Plastic Injection Solutions



**China, Kunshan** (5,000 m<sup>2</sup>)  
Assembly Solutions



**China, ChangShu** (8,700 m<sup>2</sup>)  
Thermal Module Solutions



**China, TianJin** (5,460 m<sup>2</sup>)  
Stamping Solutions



**China, ZhenJiang** (5,000 m<sup>2</sup>)  
Surface Treatment Solutions

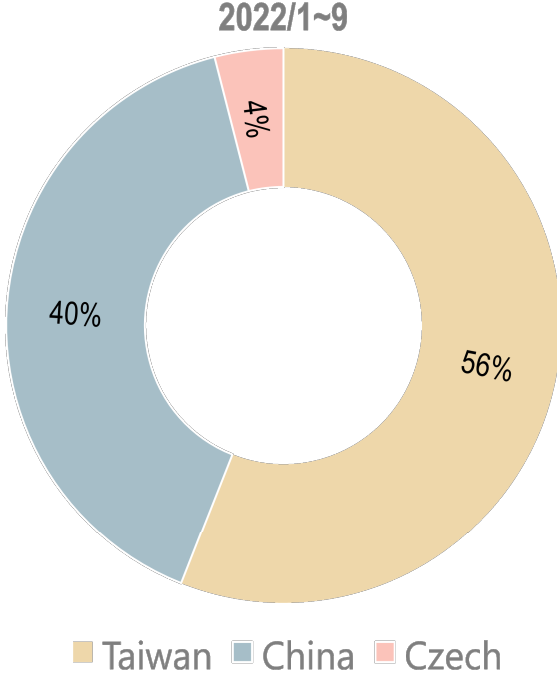
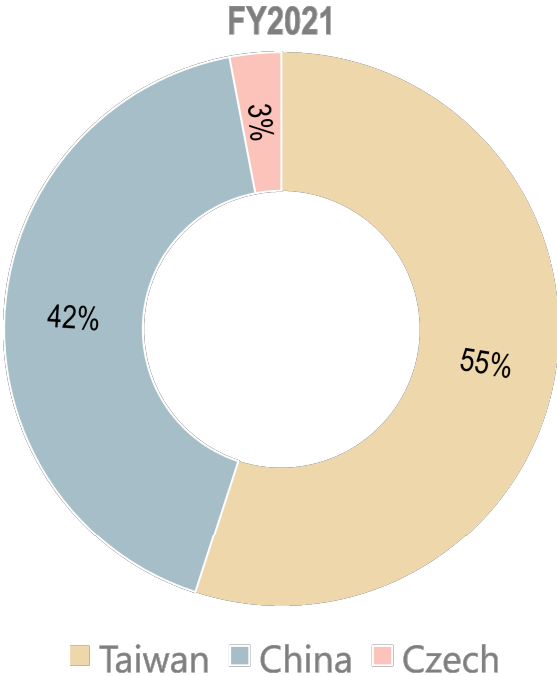


**Thailand, Ayutthaya** (3,150 m<sup>2</sup>)  
Stamping Solutions



**Czech Republic, Jihlava** (4,000 m<sup>2</sup>)  
Stamping Solutions

# Sales Revenue By Region





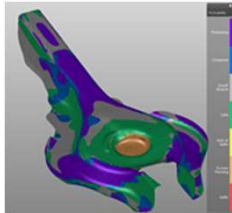
# PART 2

## Services & Manufacturing Capabilities

# Services & Manufacturing Capabilities



*One stop manufacturing solutions.....*



## **INDUSTRIAL DESIGN & PRODUCT DEVELOPMENT**

---

*NPI Management & Early Involvement  
Product Simulation  
Industrial & Product Design for Heatsink  
Racks & Slides*



## **PLASTIC INJECTION MOLDING**

---

*Insert Molding  
Outsert Molding  
Double Shot Molding*



## **PROTOTYPE / LVHM MANUFACTURING**

---

*CNC Turret  
CNC Laser Cut  
CNC Press Brake  
Soft Tool Fabrication*



## **BONDING, MACHINING & FINISHING**

---

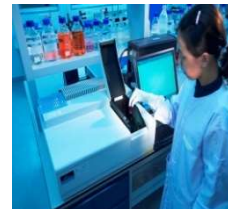
<i>Precision Machining</i>	<i>Powder Coating</i>
<i>Spot Welding</i>	<i>Anodizing</i>
<i>Robotic Welding</i>	<i>ED Coating</i>
<i>CMT &amp; Laser Welding</i>	<i>Plating</i>
<i>Mechanical Fastening</i>	<i>Heat Treatment</i>



## **TOOLING DESIGN & FABRICATION**

---

<i>CAD/CAM</i>	<i>CNC Machining Centre</i>
<i>CNC Milling</i>	<i>EDM &amp; Wire-EDM</i>
<i>CNC Turret</i>	<i>Surface &amp; Profile Grinding</i>



## **IN-HOUSE LAB TESTING**

---

*Hazardous Substances Testing including  
RoHS Compliance  
Failure Testing & Analysis  
Salt Spray Testing*



## **PRECISION METAL STAMPING**

---

*Single-stage Stamping  
Progressive Stamping  
Transfer Stamping  
Deep Draw Stamping*



## **MECHANICAL & PRODUCT ASSEMBLY**

---

*Sub Modular Assembly  
Mechanical Chassis Assembly & Kitting  
Final Product Build for Heatsink  
19" Racks & Cabinets Assembly*

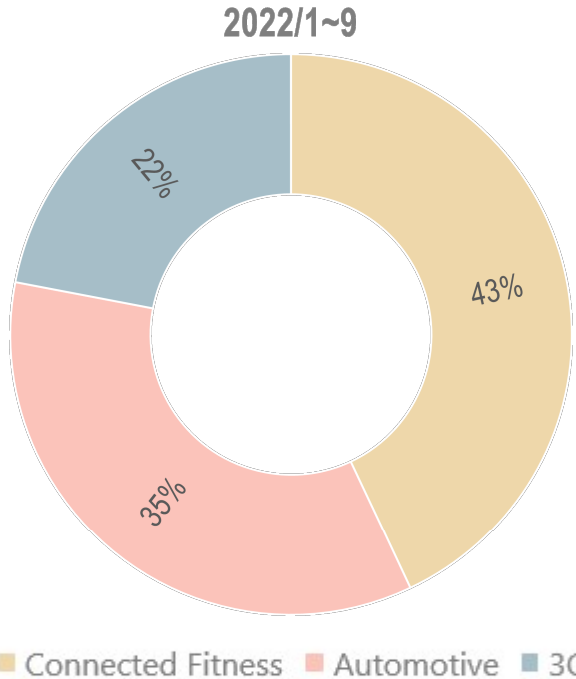
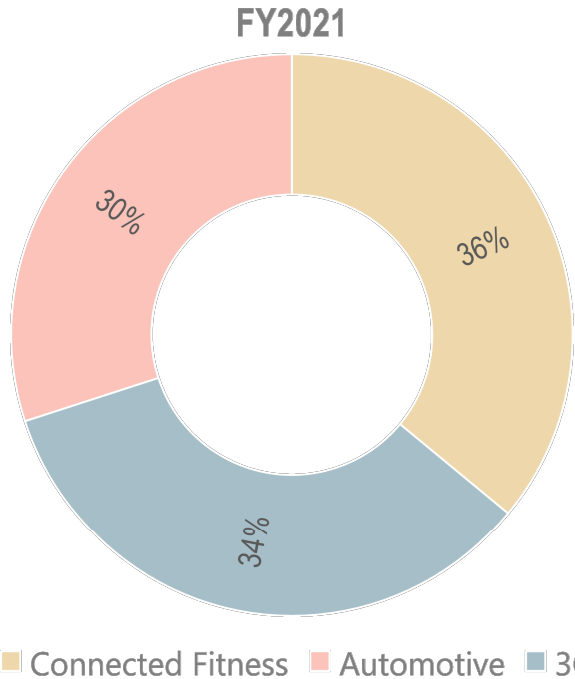




PART 3

# Products Overview

# Sales Revenue By Industry



# Products Overview—

## Automotive

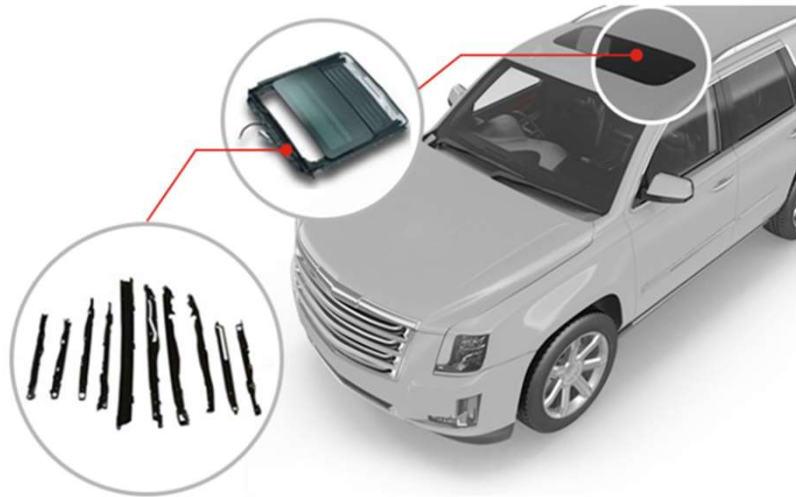
# LemTech



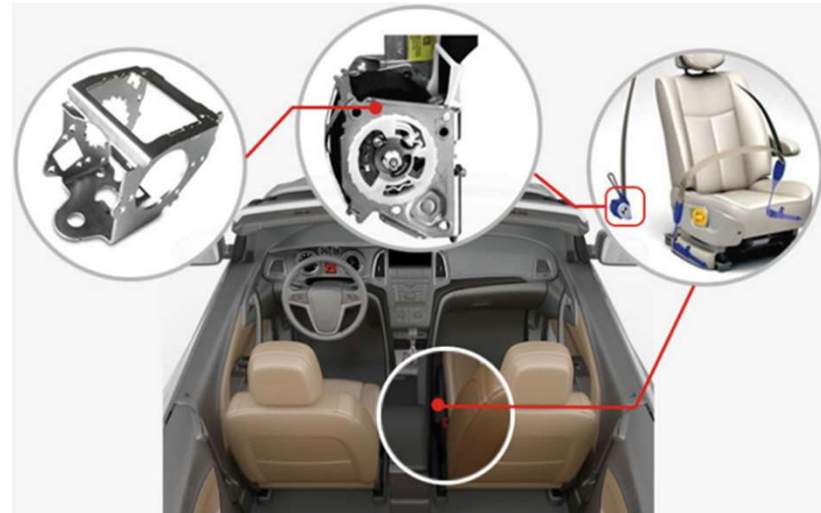
**Air Bags**



**Steering Columns**



**Sun Roofs**



**Seat Belts**

**Products Overview—**  
*Automotive*

**LemTech**



**Aluminum Parts for E-Car Battery Casing**



**Aluminum Parts for E-Car Inverter**



**Welded Assembly Parts for Car Seat Armrest**

# Why investment in Mexico



## 1. USA-Mexico-Canada Agreement (USMCA)

- Require 75% of passenger vehicle and light truck components to be manufactured in a USMCA country without being subjected to tariffs by 2023.



## 2. Trade tension between USA and China causing economic conflicts

- USA imposed 25% tariffs on imported automobiles and automotive parts.
- Companies have accelerated new supply chains strategies and looking at shortening the supply chains by building factories close to consumers.



## 3. Organic growth for Lemtech automotive business in North America

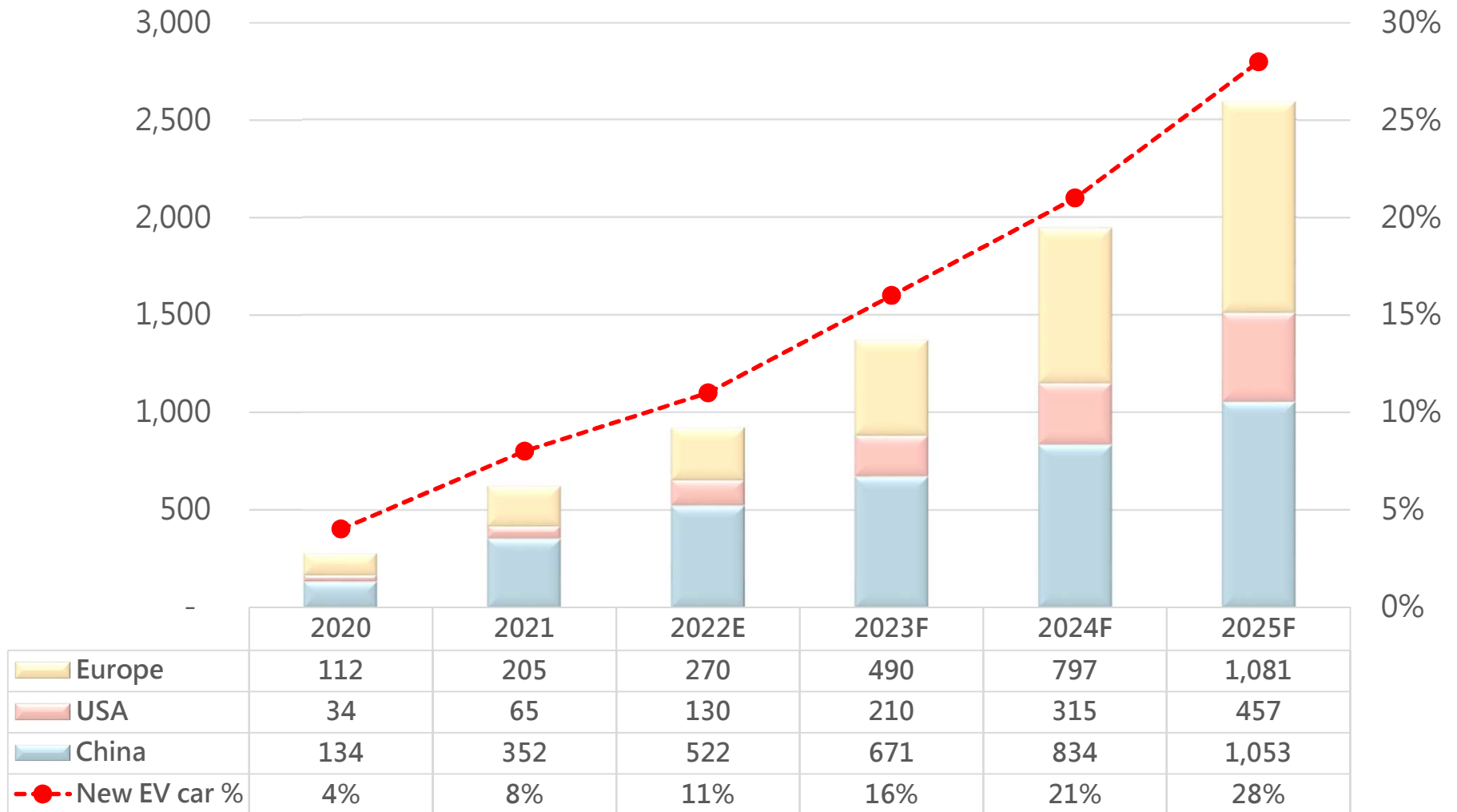
- Lemtech current automotive business is mainly coming from China and Europe region.
- USA has the 2<sup>nd</sup> largest automotive sales market worldwide.

Region	2021	2020	2019	2018	2017	2016	2015	2014	2013
Europe (EU+UK+EFTA)	11,774,900	11,961,200	15,805,800	15,624,500	15,631,700	15,131,700	14,201,900	13,006,500	12,308,200
Russia*	1,666,800	1,598,800	1,759,500	1,800,600	1,595,700	1,425,800	1,601,200	2,491,400	2,777,400
USA*	14,913,700	14,450,800	16,965,200	17,215,200	17,134,700	17,465,000	17,386,300	16,435,300	15,531,600
Japan	3,675,700	3,810,000	4,301,100	4,391,200	4,386,400	4,146,500	4,215,900	4,699,600	4,562,300
Brazil*	1,977,100	1,954,800	2,665,600	2,475,400	2,176,000	1,988,600	2,480,500	3,333,400	3,579,900
India	3,082,400	2,435,100	2,962,100	3,394,700	3,229,100	2,966,600	2,772,700	2,570,500	2,554,000
China	21,090,200	19,790,000	21,045,000	23,256,300	24,171,400	23,693,400	20,047,200	18,368,900	16,303,700

# High growth of the global EV car market



Units : 0,000



Resource : Marklines、中汽協、EOA、MIC、Oct 2022

# Products Overview— Cloud Computing & Data Storage

# LemTech



*Heat Sinks / Thermal Modules*



*Custom Frames for Data Center*



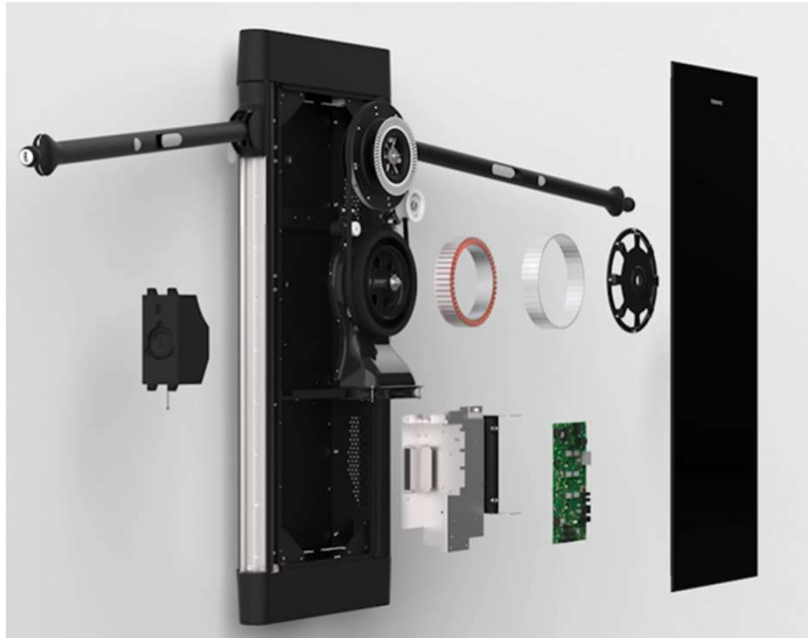
*Server Enclosures*



*Rack Enclosures*

# Products Overview— Connected Fitness

# LemTech





# Our Valued Customers



## 3C Customers :-



## Automotive Customers :-





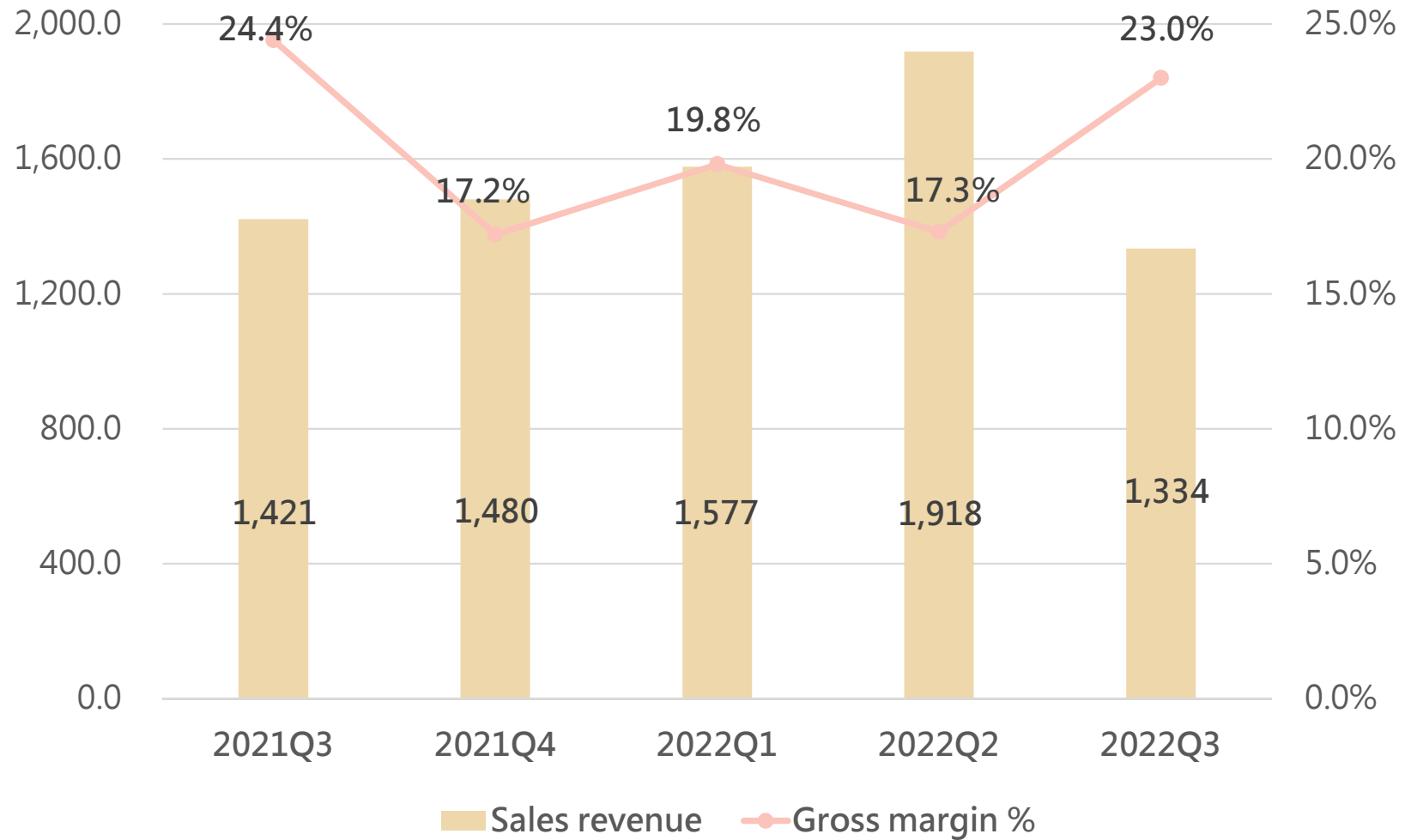
PART 4

# Financial Summary

# Finance Performance Trend



NT\$000,000



## Finance Performance Trend



Currency: NT\$000,000	2022Q3	2022Q2	Quarterly growth %	2021Q3	Annual growth %
<b>Sales Revenue</b>	1,322	1,918	-31.1%	1,421	-7.0%
<b>Gross Margin</b>	348	331	+5.1%	347	+0.3%
<b>GM %</b>	26.3%	17.3%	+9.0%	24.4%	+1.9%
<b>Profit after Tax</b>	123	117	+5.1%	136	-9.6%
<b>EPS (NT\$)</b>	1.97	1.88	+4.8%	2.18	-9.6%

## Balance Sheet Trend

**LemTech**

<i>Currency: NT\$000,000</i>	Sep 30, 2022	Dec 31, 2021	Sep 30, 2021
Cash and cash equivalents	1,307	3,393	1,555
AR+NR	2,449	1,914	2,008
Inventories	997	874	975
Real estate, plant, and equipment	2,353	1,247	1,239
<b>Total Assets</b>	<b>8,429</b>	<b>8,096</b>	<b>6,583</b>
AP+NP	1,496	1,518	1,764
Short-term borrowings	890	935	891
Bonds payable	1,559	1,544	0
<b>Total Liabilities</b>	<b>5,014</b>	<b>5,000</b>	<b>3,573</b>
<b>Total Equity</b>	<b>3,415</b>	<b>3,096</b>	<b>3,010</b>
Days sales outstanding	125.2	119.3	126.4
Days inventory on-hand	71.7	57.9	60.0
Days payables outstanding	107.8	118.1	125.8
Current ratio (%)	190.6	213.2	156.3
Quick ratio (%)	152.4	181.6	122.2



# PART 5

## Outlook & Strategy Plans

# Lemtech 2023 Outlook & Strategy Plans




**Sales Revenue Growth**  
Projected Sales in Automotive to continue to grow in 2023



**Acquired New Customer in Semiconductor Industry**  
With Focus on Semiconductor Equipment Manufacturing



**Company Acquisition**  
South East Asia - For New Global Footprint & Inorganic Growth



**Factory Expansion**  
Kunshan Factory Expansion - To Enhance Value Added Services & Organic Growth



**Enhance Manufacturing Capabilities**  
Application of Robots in Production to Ensure Production Sustainability



**New Capabilities Development**  
To Design and Manufacture Thermal Cooling Solutions for Electric Vehicle

# Thanks!

***LEMTECH ...YOUR TRUSTED PARTNER IN BUSINESS***

**[WWW.LEMTECH.COM](http://WWW.LEMTECH.COM)**