

# Sun Max Tech Limited

(TWSE 6591)

**2021.Q3 Investor Conference**

Nov. 2021

EVGA GeForce GTX 1070 Ti

## Disclaimer

The following pages contain projections & estimates of financial information as well as market and product developments for future periods. These projections & estimates are based on information currently available which we believe to be reliable, but may involve risks and uncertainties.

Our actual results of operations and financial condition may differ significantly from those contained in the projections & estimates. These projections & estimates should not be interpreted as legally binding commitments, but rather as flexible information subject to change occasionally

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2022

# Company Profile



# Background

Established Date: 2013.11.28

Listing Date: 2017.12.28

President & GM: Vincent Hsu

Product : DC Cooling Fans

Employee: 50 in Taipei and 1,160 in China

Paid in Capital: NT\$312 million

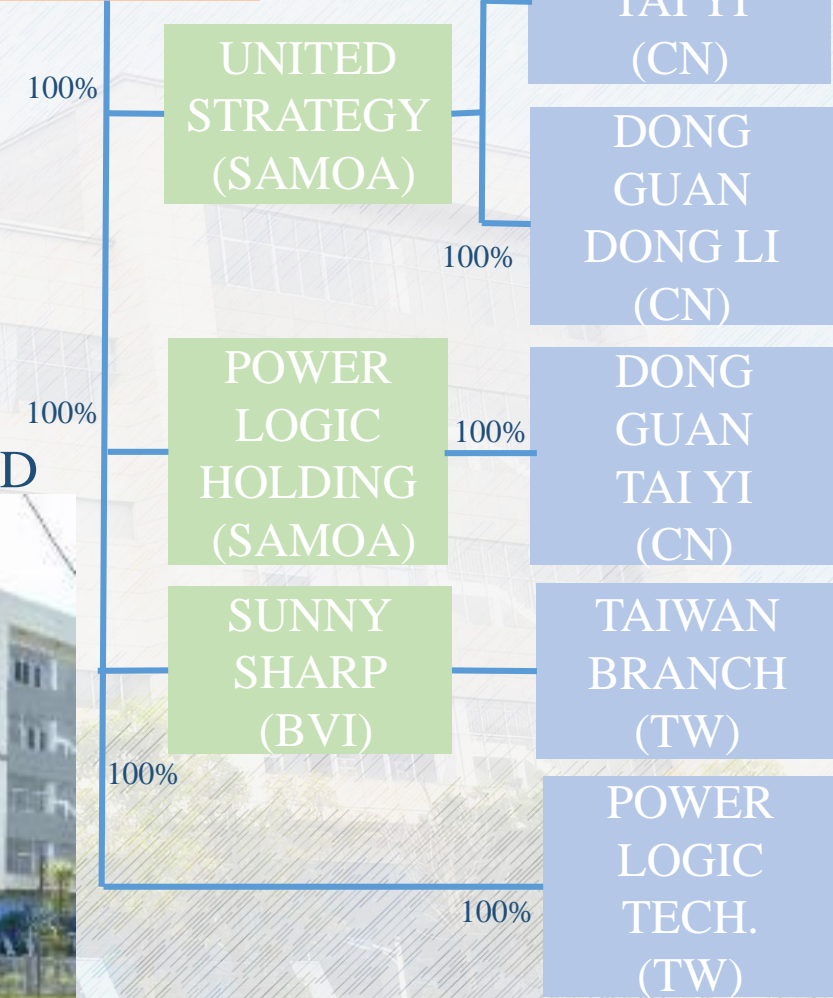


# Headquarters and Production Base

## Sun Max Tech CO.,LTD



SUN MAX  
(KY)  
(6591.TT)



Taiwan  
New Taipei City

## Power Logic (Jiang Xi TAI YI) CO.,LTD

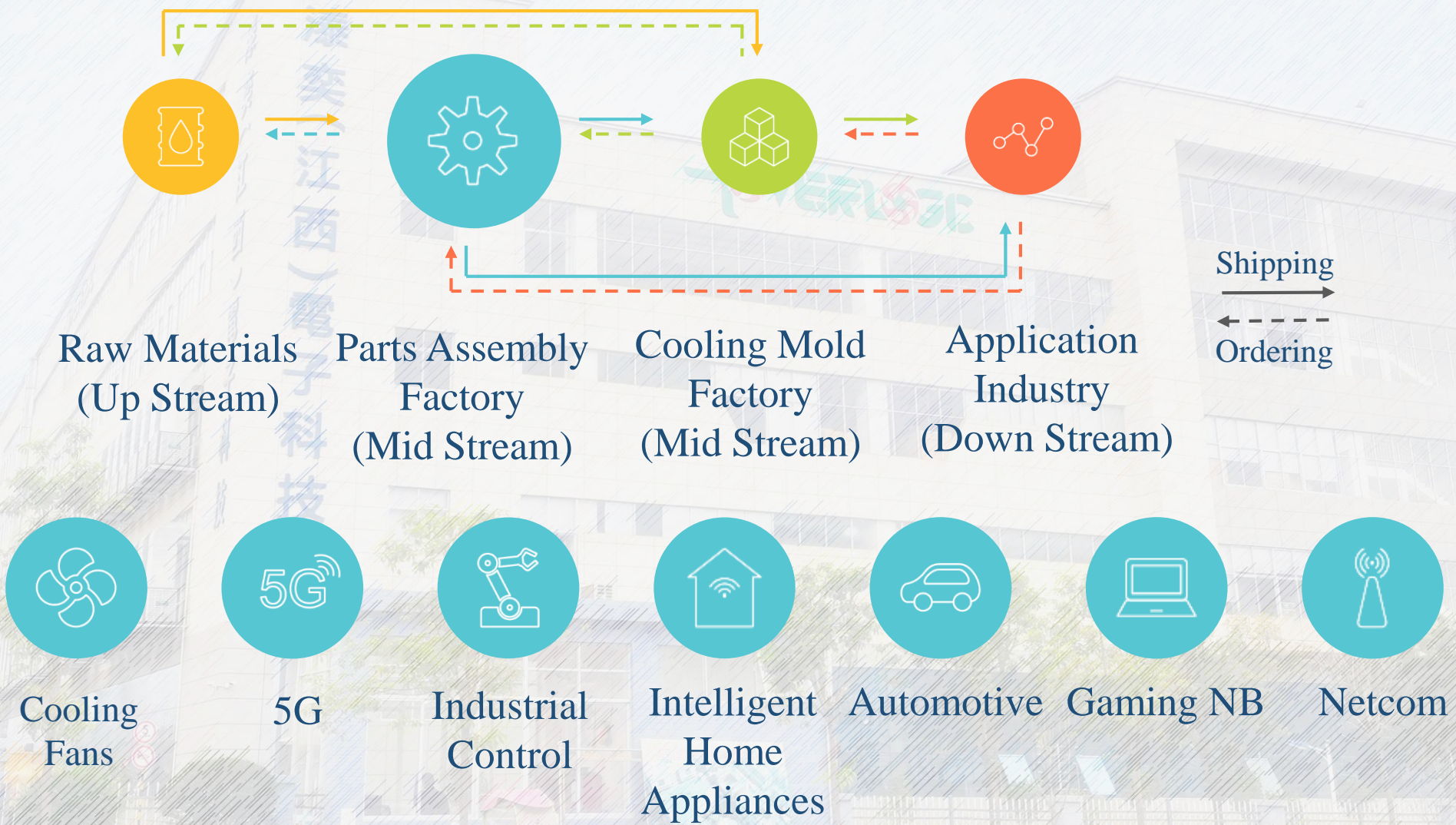
## Dong Guan Dong Li Dian Zi CO.,LTD



Production Base ( DONG GUAN DONG LI DIAN ZI CO. LTD. )



# Supply Chain & Applications



# Applications

## NB Fan



## GPU & PC Related Fan



## Industrial Control & Server & Netcom



## Automotive Fan



## Led Fan

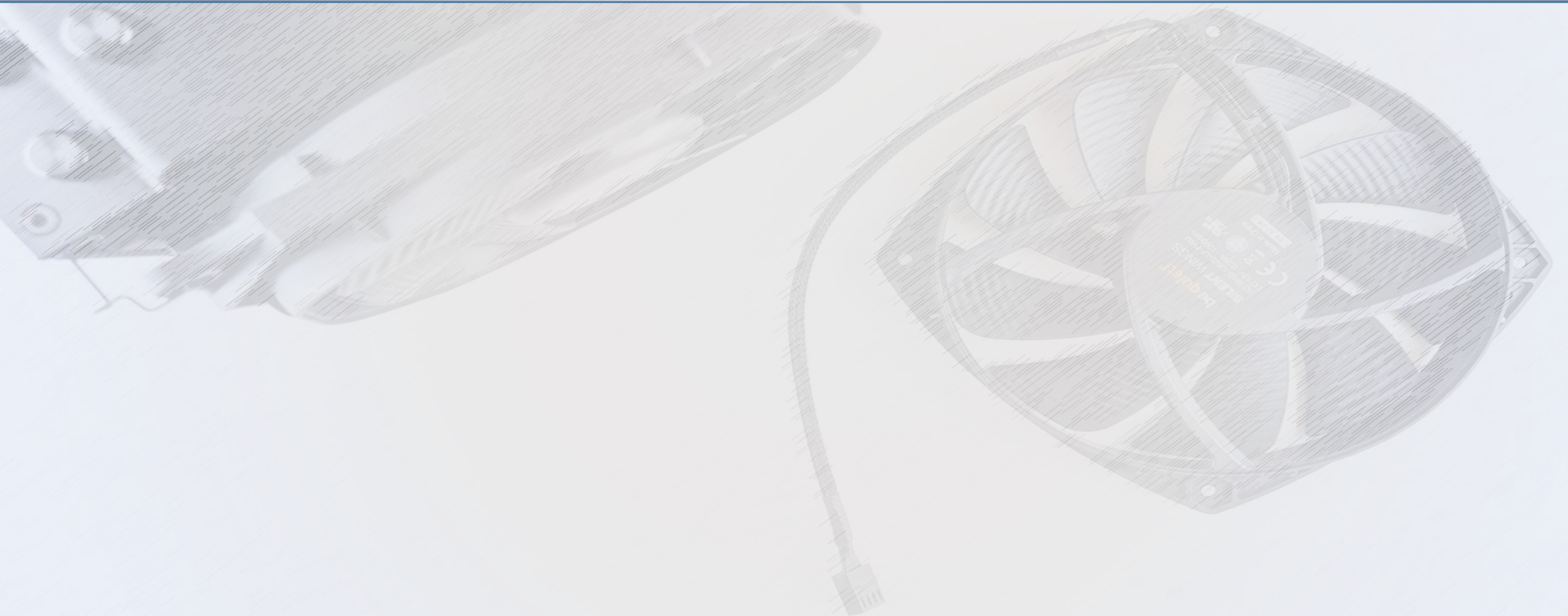


## Home appliances

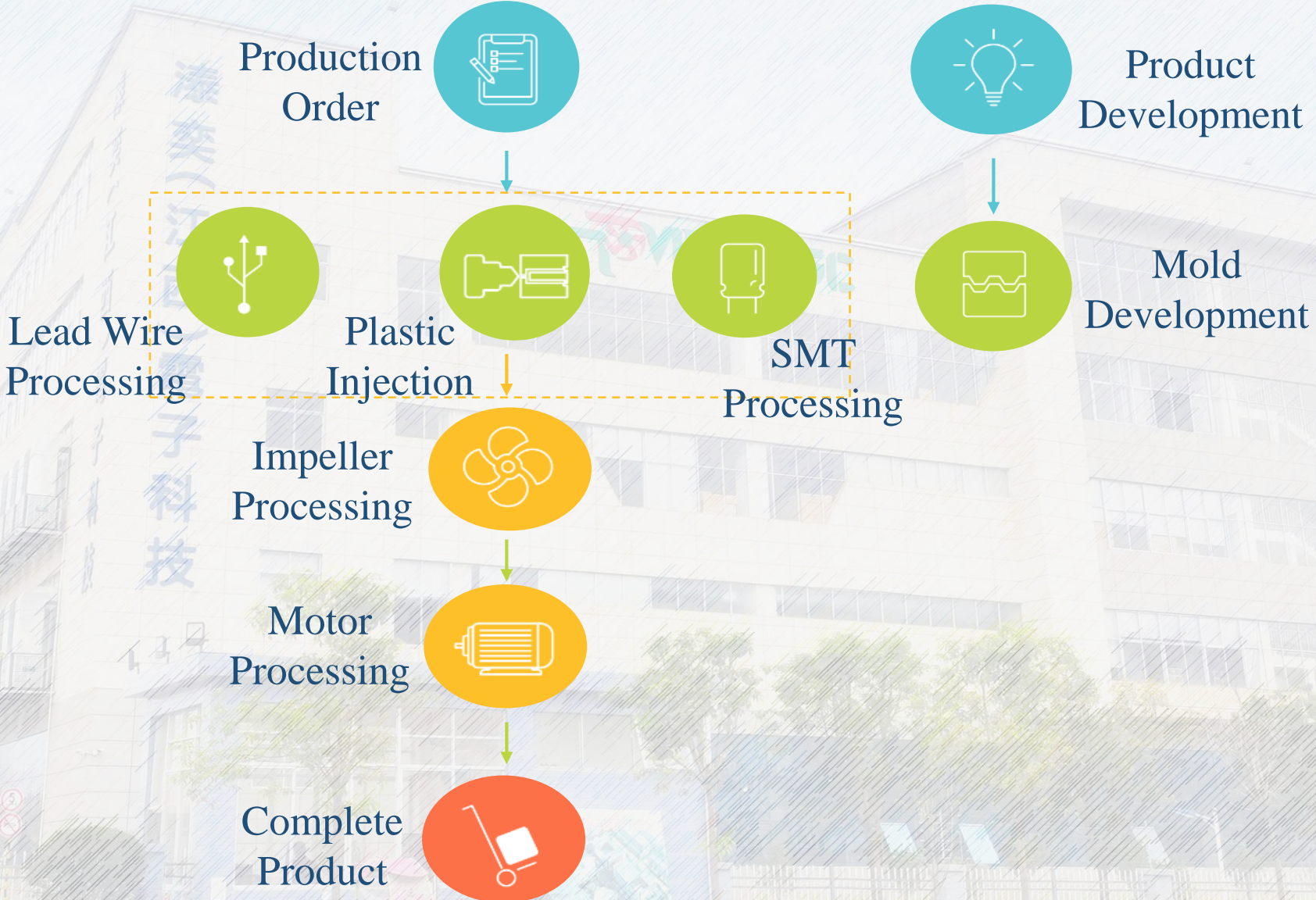




# Core Competitiveness



# Vertical Integration



# Equipment (Automated Manufacturing)

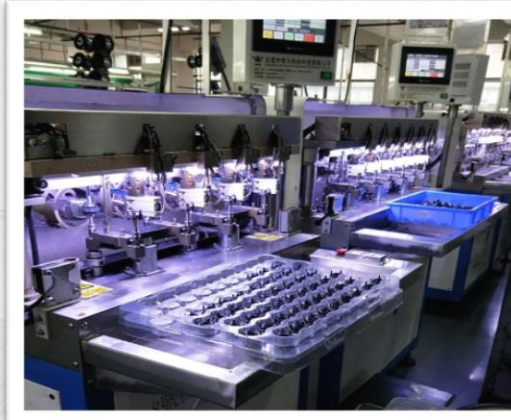
## Injection Process



## SMT Machine



## Winding Process



## PCB Process



## Dynamic Balancing Machine



## Assembly Process



## PWMFunction Test



## Burn-in Machine



# R&D Capability

## Motor Design



Power Saving  
Motor System



Magnetic Floating  
Energy Engineering



Anti-Vibration  
System



Thermal-Fluid  
Analysis  
Engineering



Photo-Electric  
Application  
Engineering

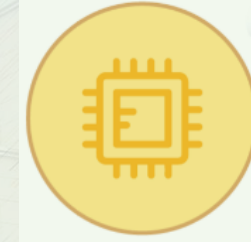


Sound Quality  
Engineering

## Innovative Production Design



AI Intelligent  
Software Design



Dynamic  
Structural Design



Anti-Vibration  
Design



Electromechanical  
Integration

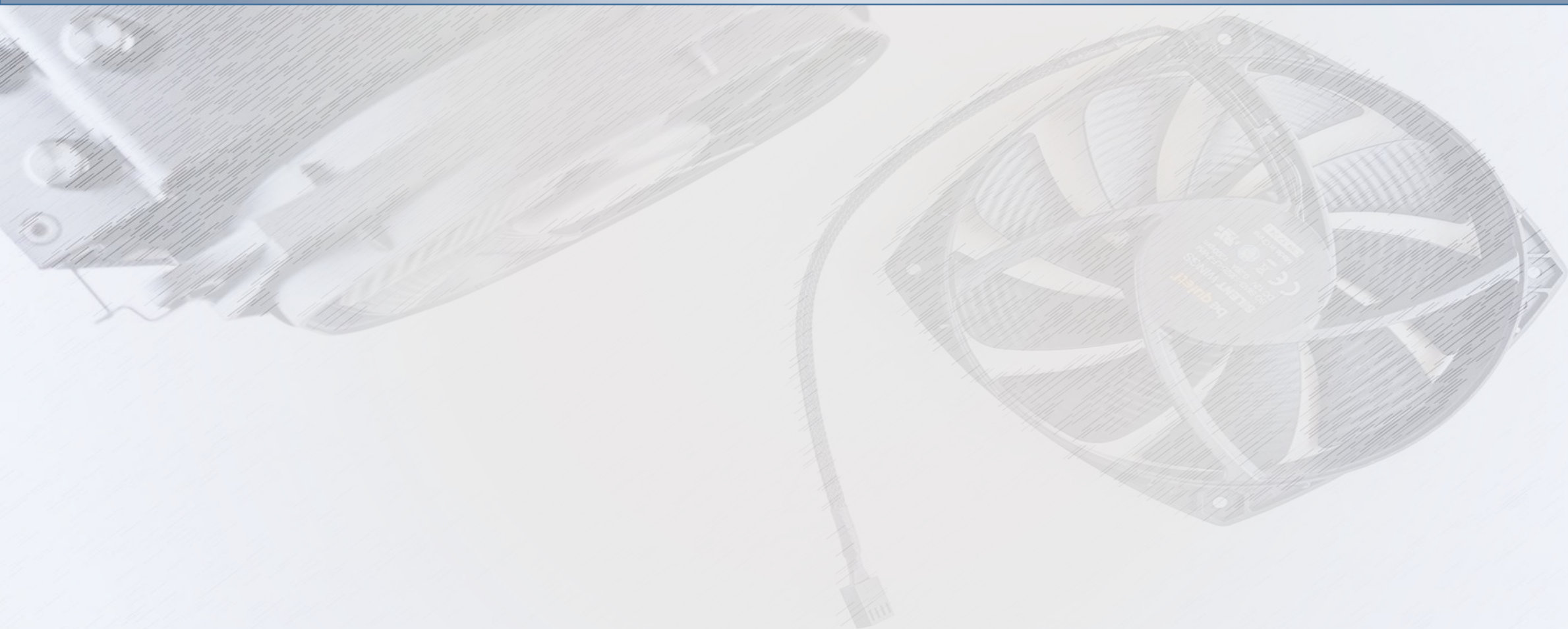


High Performance  
and Power Saving  
Production Design



Intelligent  
Platform  
Design

# Operation Results

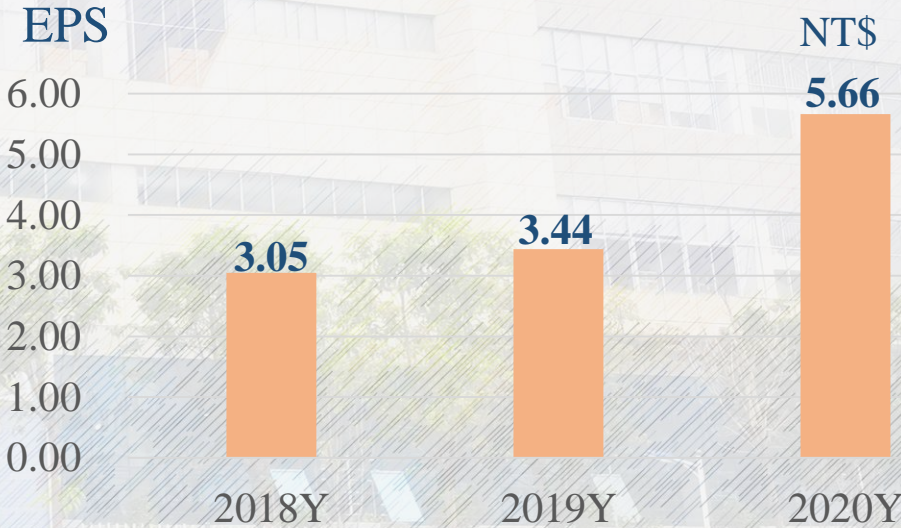
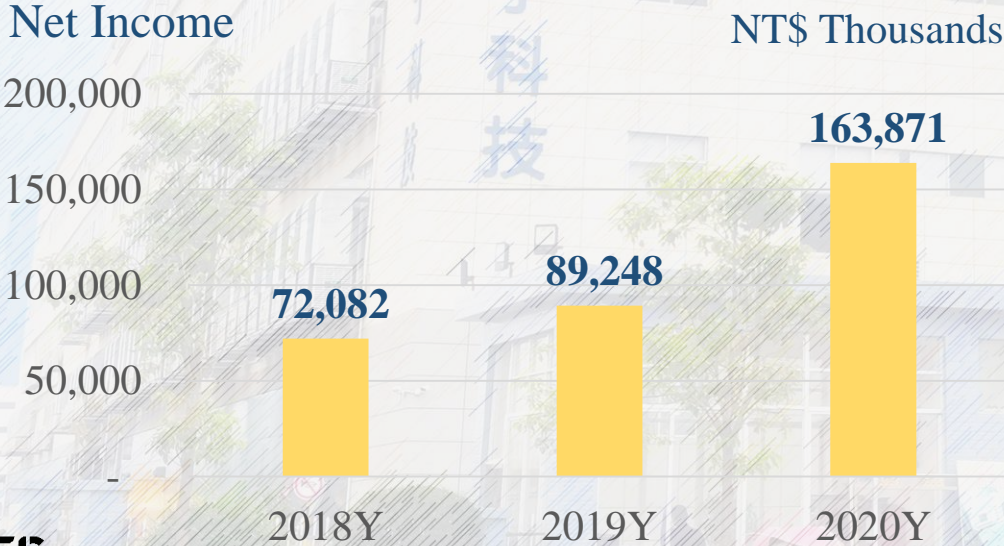
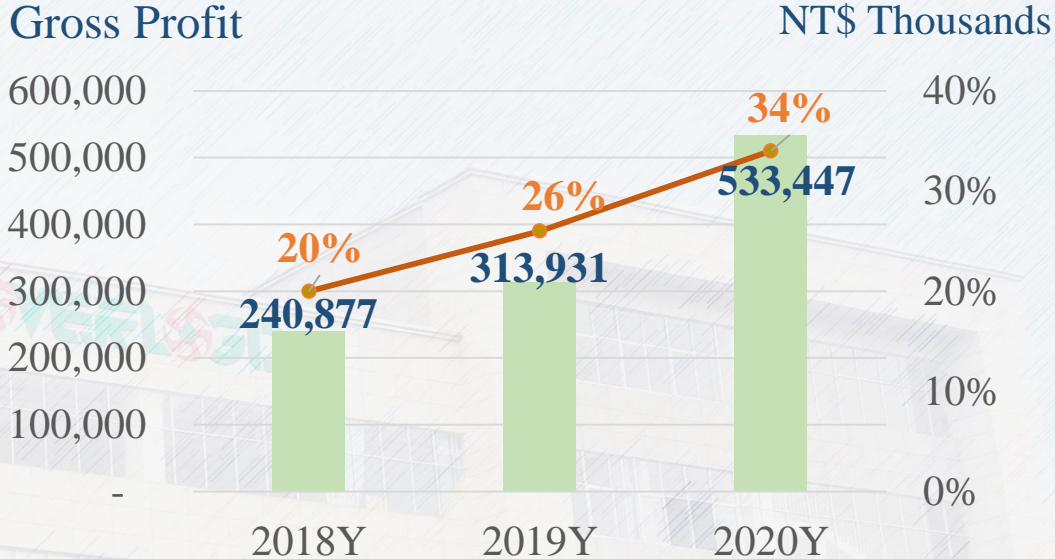
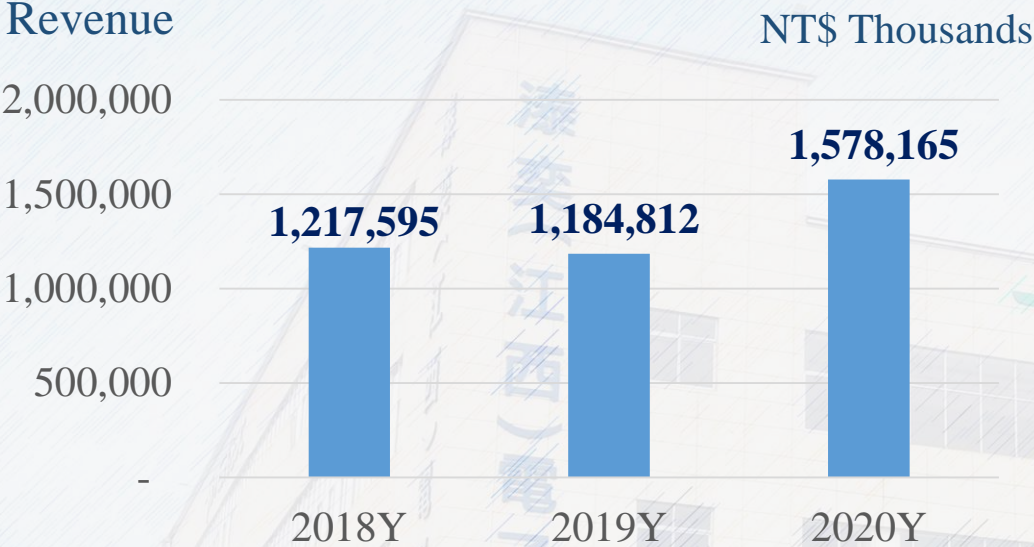


## 2021.Q1~Q3 Statements of Comprehensive Income (YOY)

Unit: NT\$ Thousands, except EPS (NTD)

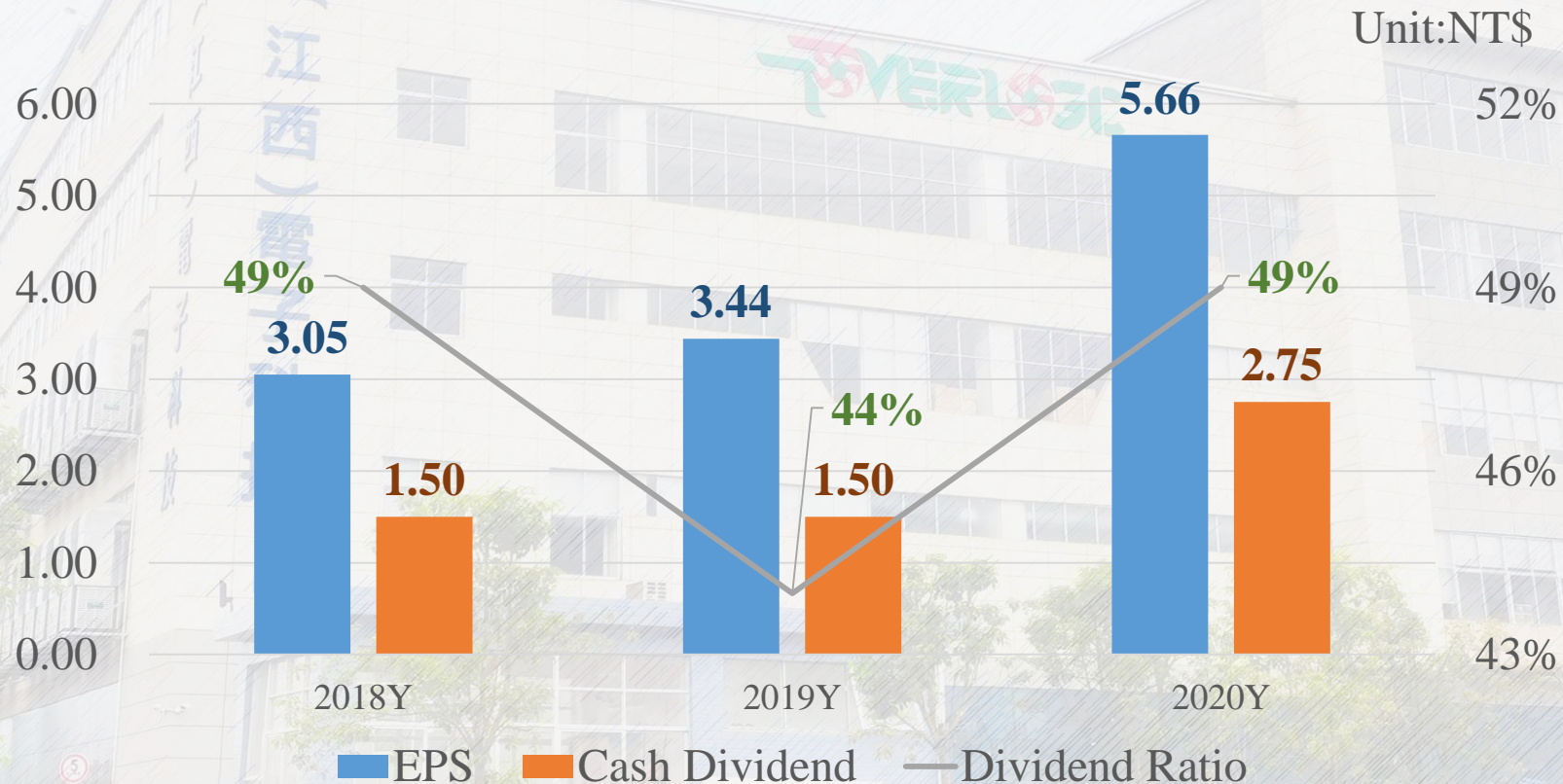
Item	2021.Q1~Q3	%	2020.Q1~Q3	%	Diff.	YOY
Revenue	1,346,401	100.0%	1,090,019	100.0%	256,382	23.5%
Gross Profit	424,587	31.5%	328,453	30.1%	96,134	29.3%
Selling Expenses	22,426	1.6%	18,591	1.7%	3,835	20.6%
G&A Expenses	109,812	8.2%	110,521	10.2%	(709)	(0.6%)
R&D Expenses	45,750	3.4%	38,514	3.5%	7,236	18.8%
Operating Expenses	177,988	13.2%	167,626	15.4%	10,362	6.2%
Operating Profit	246,599	18.3%	160,827	14.7%	85,772	53.3%
Non-Operating Items	(4,187)	(0.3%)	(15,720)	(1.4%)	11,533	(73.4%)
Pre-Tax Income	242,412	18.0%	145,107	13.3%	97,305	67.1%
Net Income	158,120	11.7%	85,845	7.9%	72,275	84.2%
EPS(NT\$)	4.96		3.05			

# Financial Performance for the past 3 years



## Dividend Policy

In order to build a good growth for medium and long-term operations, Sun Max will retain the surplus as the company's new plant in Jiangxi. In recent years, the dividend payout rate has been around 50%.





# Industry Overview & Future Prospects



# Industry development trend



5G base stations, AI, Internet of Things, cloud data centers, gaming and other application areas have increased their computing performance, driving increased heat dissipation requirements, and other applications such as automobiles and industry have continued to pay attention. The application of various heat dissipation methods and fans have become essential designs, and will also become the growth momentum of related industries such as cooling fans in the future



# 2022 Operational Development Strategy

## GPU

Research organization, Jon Peddie Research (JPR) expects that the overall GPU market size will slowly increase year by year after reaching a high of 29 billion USD in 2020 last year. **After reaching 44.1 billion USD in 2023, it will exceed 54 billion USD in 2025.**

## 5G Server

The emergence of new application scenarios has made server product lines more diversified. With the popularization of concepts such as micro data centers and intelligent computing centers, **it can be expected that 5G, edge and AI servers will become new growth drivers for servers.**

## Auto-motive

With the rise of electrification, key technologies such as batteries, connected optical modules related to the Internet of Vehicles, self-driving logic calculation technology and software are compared with traditional fuels, which are mainly transmission mechanical parts such as engines and gearboxes. Automobiles have undergone technological changes, **affecting the composition of the supply chain.**

## Smart Home Appliances

According to a global research report, affected by COVID-19, the smart home appliance market will rebound sharply in 2021, with an annual growth rate of more than 15%. **This is mainly due to the increase in consumer purchasing power and the continuous emergence of integrated products,** which stimulate consumers the demand for smart home appliances.

# Smart home appliances /Intelligence robot



Intelligent mobile air purifier



Small indoor air purifier



Car/Desk air purifier



Personal antibacterial cooling fan



Folding ultraviolet sterilizer



Medium-sized antibacterial air purifier

# Automotive Fan Application

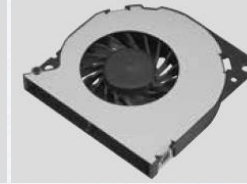
Driving System



Air purifier



Communication & Entertainment devices



Air conditioner



LED headlamp



Cooling fan



Oil/ Water Pump



Electronic control system



Instrument cluster

Fuel Pump



Front bumper

Cooling fan for battery



Rear bumper

Inside of car body



Cooling system



Rear air conditioner



Seat



Car radio devices



# Appendix



# ESG-Summary of Results



## Environmental

- ◆ SUM MAX is an ISO9001 certified company. It establishes a suitable environmental management system based on the characteristics of the industry, and continuously improves the production process with the principle of energy saving and carbon reduction.
- ◆ Remaining plastic materials produced during the production process, and other defective products or scraps from the production process are all scrapped and recycled by the legal cleaning and transportation company



## Social

- ◆ Participated in the Taiwan Merchant Association Dongguan -Changping Branch, regularly organizing blood donation
- ◆ Donate NTD 320,000 per year scholarship to the Civil Engineering Department of Tamkang University (2019-2021)
- ◆ Donate NTD100,000 scholarships and bursaries to the Alumni Association Tamkang University in Taipei



## Governance

- ◆ The "Code of Practice for Social Corporate Responsibility" has been formulated, which will fulfill corporate social responsibilities and implement the standards of the code
- ◆ The "Code of Practice on Corporate Governance" has been formulated to protect the rights and interests of shareholders and strengthen the functions of the board of directors



**Thank you for your interest**

You may contact **Sun Max Tech Limited** via  
website *<http://www.sun-max.com.tw>* or  
e-mail to *[IR@powerlogic.tw](mailto:IR@powerlogic.tw)*