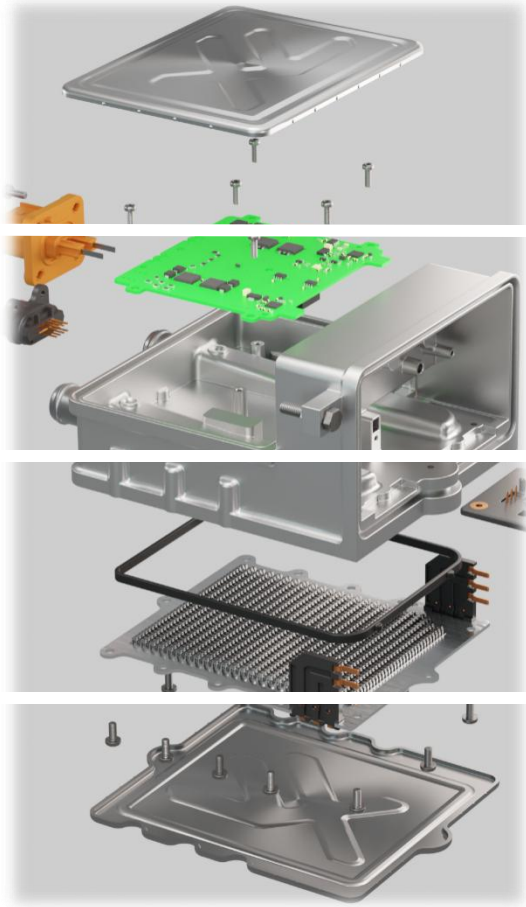


# HIGH VOLTAGE HEATER



Xianglong Electronic Bussiness Unit  
Zhejiang Xianglong Manufacturing Co., Ltd  
Website: [www.cn-sps.com](http://www.cn-sps.com)



01 **COMPANY PROFILE**

02 R&D CAPABILITY

03 LAB CAPABILITY

04 PRODUCT LINE PLANNING

05 BENCHMARK

## SPS Shareholding Structure

US\_VEM

**45%**

CN\_Jialong

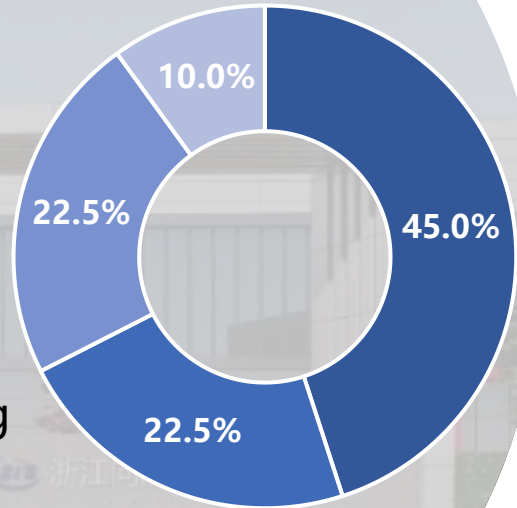
**22.5%**

CN\_Hangzhou Xiebang

**22.5%**

CN\_Employee Shareholding

**10%**



**Mission:** Make travel safer and more comfortable with high-quality products and Services.

**Vision:** To become strategic partners of mainstream auto brands.

**Values:** Customer-oriented, Employee-rooted, Realistic and innovative, Continuously-improved.

**Spirit:** Unswerving Responsible Aggressive Sharing.

**Enterprise Culture:** Diligence, innovation and win-win cooperation.



## Drive Shaft Department

- Light Weight
- High Strength
- High Transfer Efficiency
- High NVH Performance

## Hub Bearings Department

- Gen II Hub Bearing
- Gen III Hub Bearing
- Gen IV Hub Bearing

## Electronic Controls Department

- Thermal Management System
- High Voltage Heater
- PTC Heater

## Modularisation Department

- Steering Gearbox
- Hub Unit
- Brake Disc
- Steering Column
- Stabilizer Bar

# COMPANY PROFILE

2

R&D Center

- Ningbo
- Germany(CPO)

4

Production Plant

- Jiangbei District,Ningbo
- Cixi City,Ningbo
- Haining City,Jiaxing
- Rayong,Thailand

2

Planning Plant

- Mexico
- Poland

1000+

The Number of Employees

-  Drive shaft
-  Thermal Management
-  Modularity
-  Hub Bearing



**Jiangbei Plant**



**Cixi Plant**



**Haining Plant**

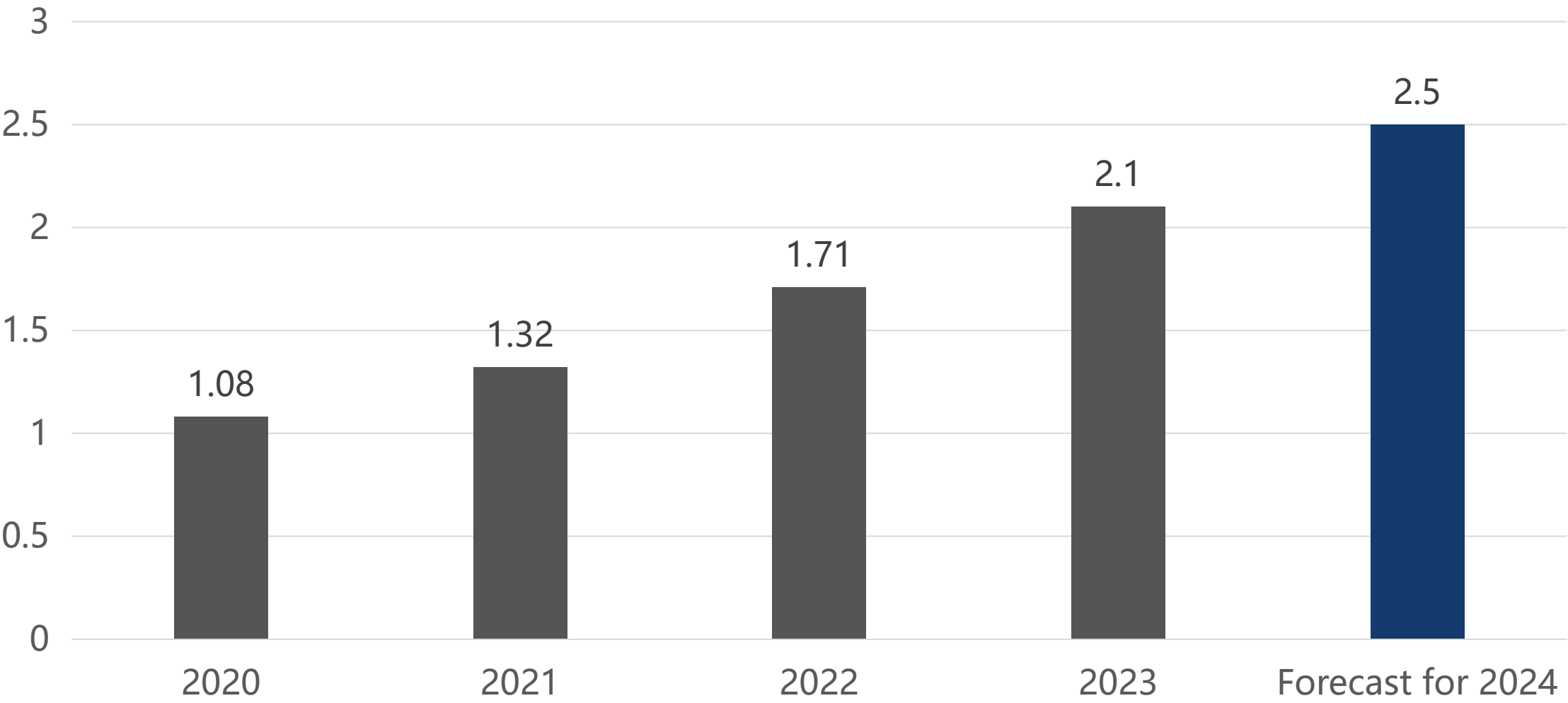


**Rayong Plant**



# SALES IN RECENT YEARS

Sales Volume/Billion( ¥ )



# OUR CLIENTS

- Global Markets



# OUR CLIENTS

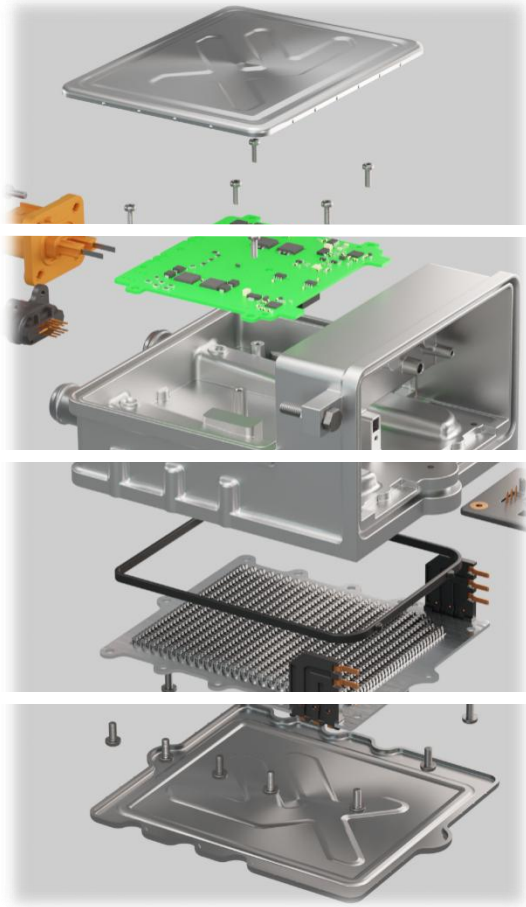
- CN Market-ICE Vehicle



## OUR CLIENTS

- CN Market-EV/PHEV





01 COMPANY PROFILE

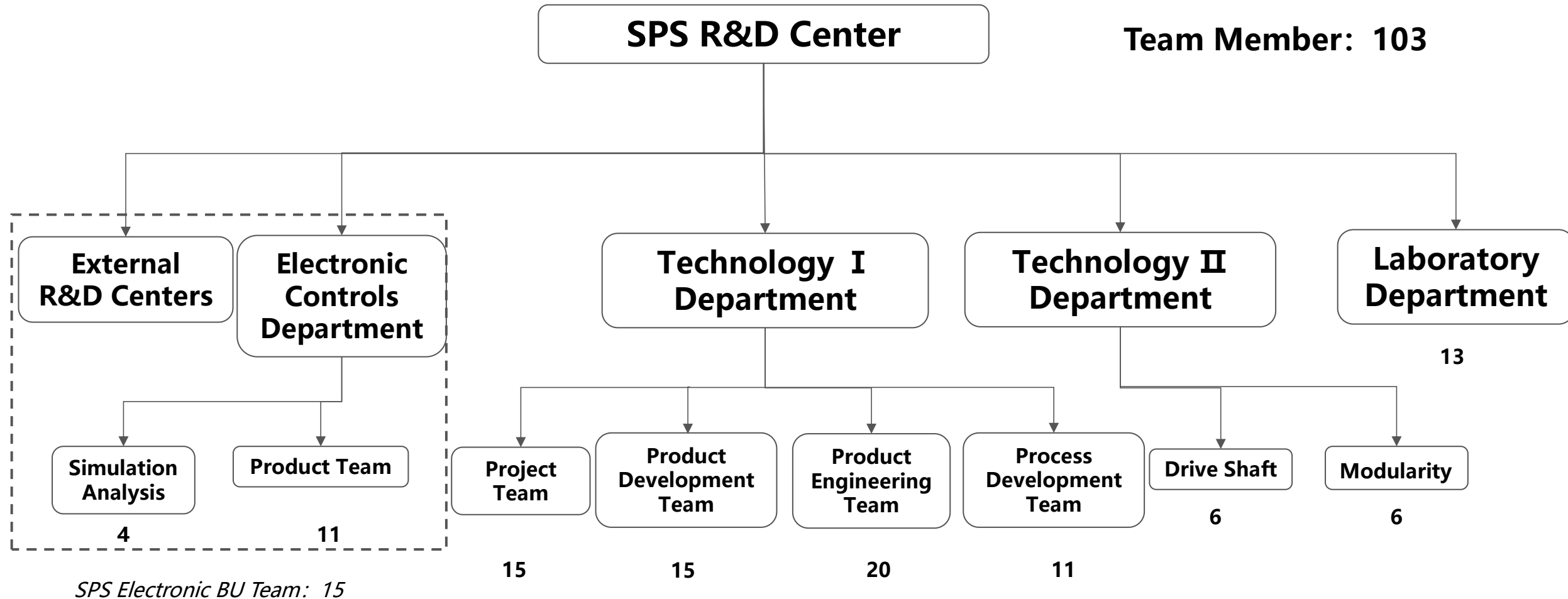
02 **R&D CAPABILITY**

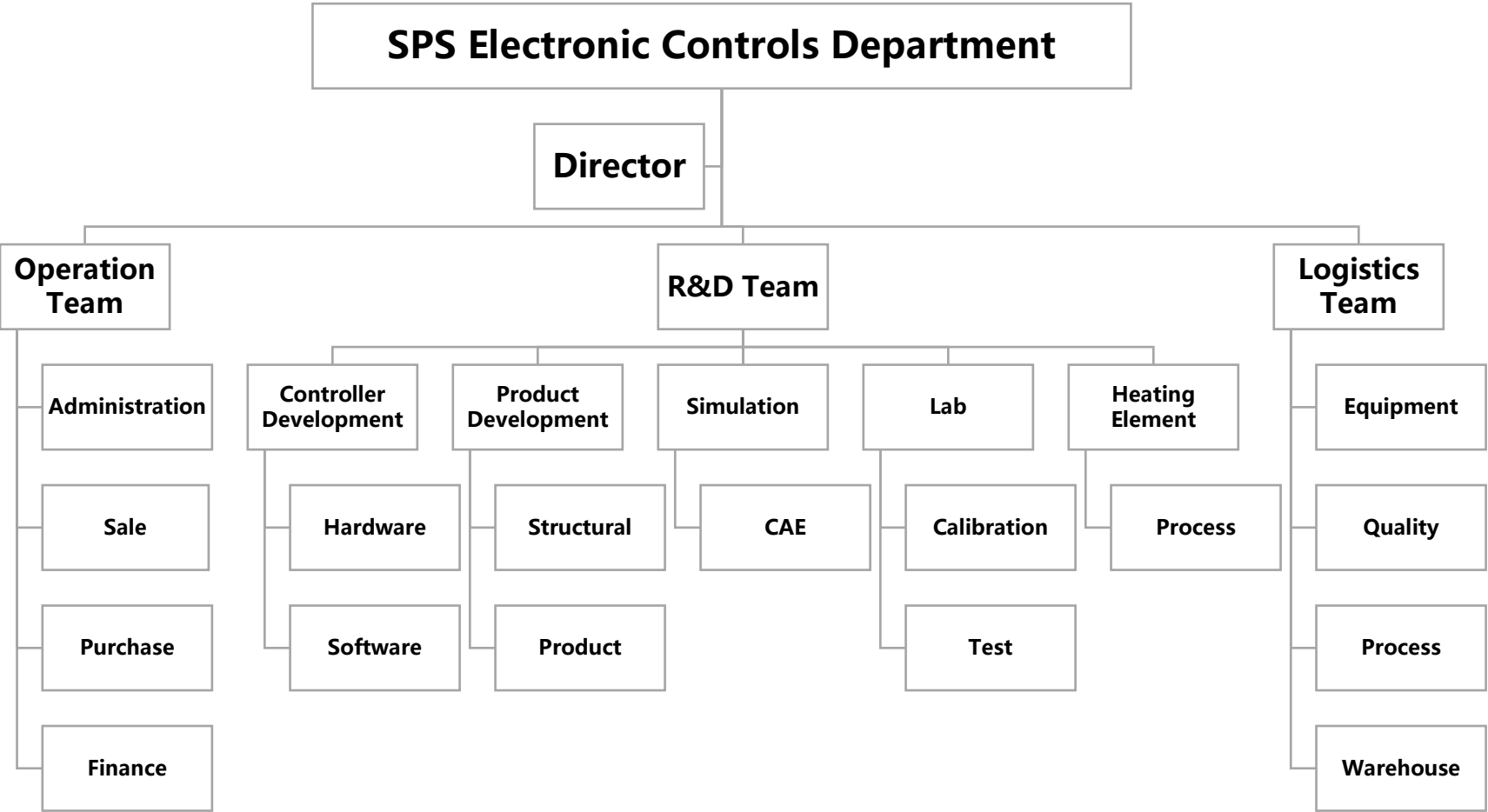
03 LAB CAPABILITY

04 PRODUCT LINE PLANNING

05 BENCHMARK

## Pre-research Development Optimization

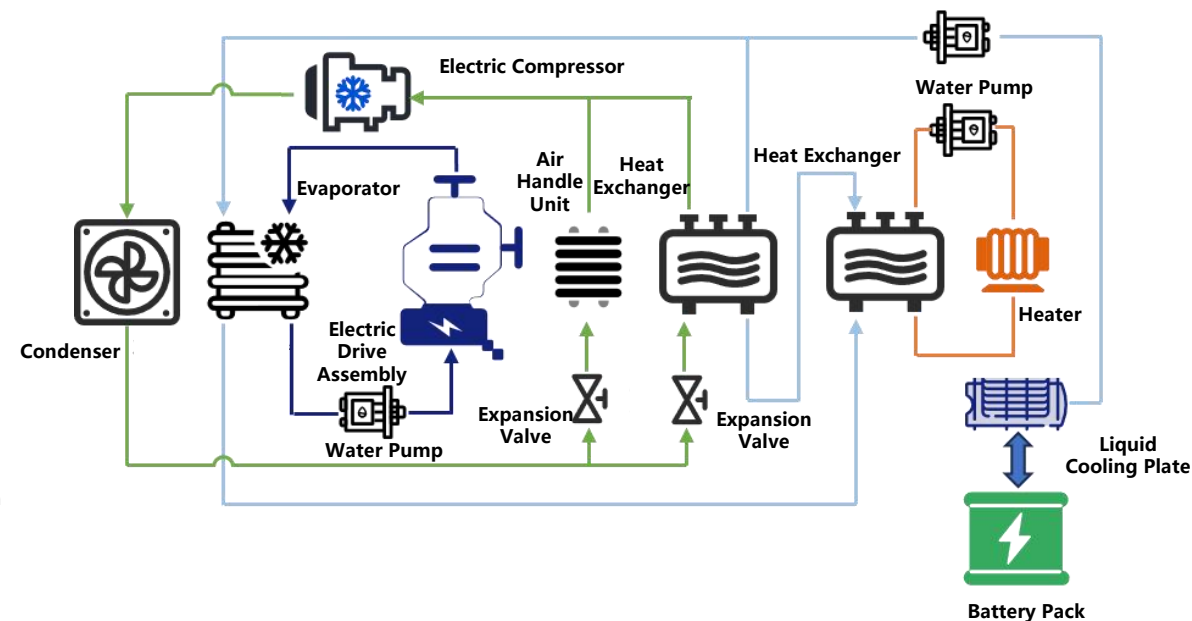
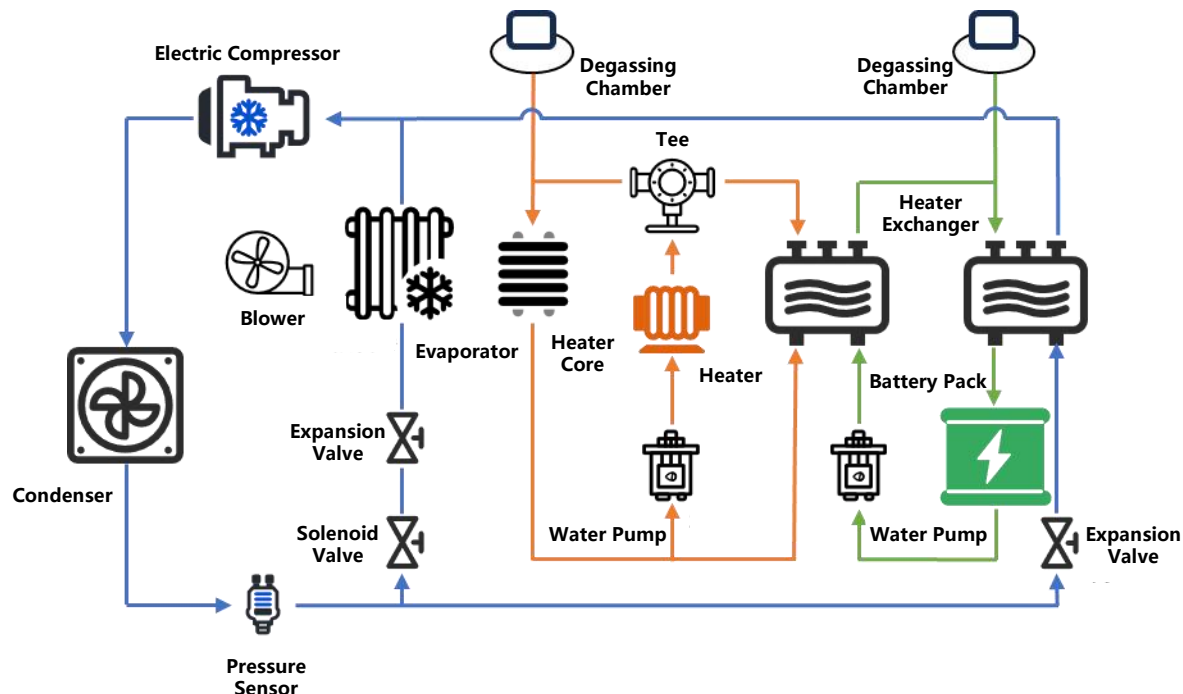




## Expert Introduce:

| Experience          | Time      | Worked for                                                                   |
|---------------------|-----------|------------------------------------------------------------------------------|
| Electronic Controls | >20 years | OEM and leading auto parts company                                           |
| Structure           | >10 years | First-tier automotive research institute and a foreign-funded heater company |
| Calibration         | >10 years | Domestic first-tier automobile research institute                            |
| Quality             | >10 years | Leading auto parts company                                                   |

## Application Scenarios for Both Series



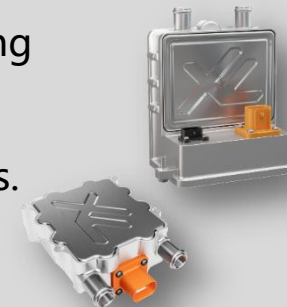
### Cabin air conditioning, battery temperature controlled parallel thermal management system

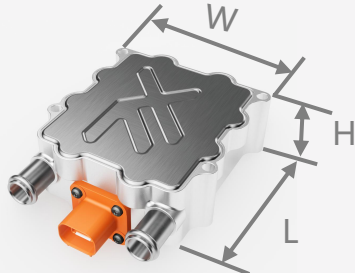
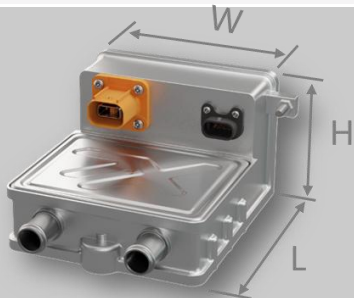
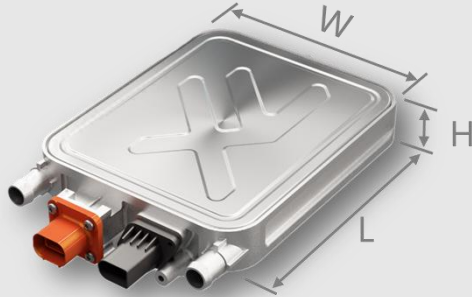
- ◆ This series is responsible for the main function of both battery pack heating and cabin heating for EV and PHEV Vehicles.
- ◆ Thermal Power: 7~10KW



### Thermal management system for cabin air conditioning, battery cooling, and motor waste heat recovery

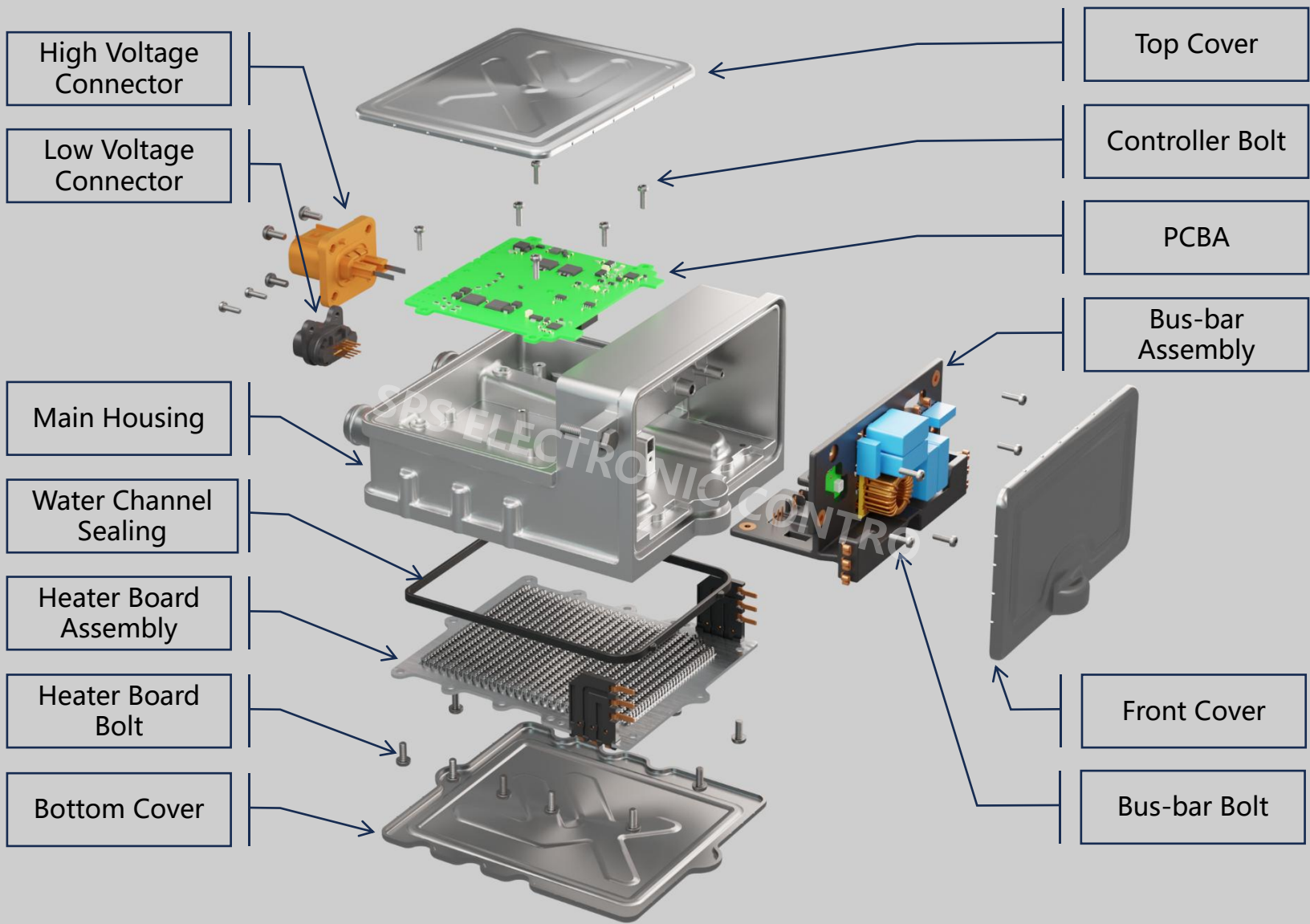
- ◆ This series is only responsible for heating the battery packs or some extreme environments for EV and PHEV Vehicles.
- ◆ Thermal Power: 3~5KW



| Technical Specifications     |                                                                                            | Product Parameters                                                                   |                                                                                    | Product Series |  |
|------------------------------|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|----------------|--|
| Rated Power                  | 3KW/5KW/7KW                                                                                |   | 3KW Serial                                                                         |                |  |
| Operating Voltage            | 200 ~850 V                                                                                 |                                                                                      | ◆ Using with integrated thermal management systems for auxiliary heat;             |                |  |
| Low Voltage Operating Range  | 9~16 V                                                                                     |                                                                                      | ◆ Optional internal controller;                                                    |                |  |
| Electro-thermal Efficiency   | > 95%                                                                                      |                                                                                      |                                                                                    |                |  |
| Communication Protocol       | Lin / PWM                                                                                  |                                                                                      |                                                                                    |                |  |
| Control Accuracy             | Power: ±2.5% (Request Vs Actual Measurement)<br>Temperature: ±3°C (Steady State 5 min)     |   | 5KW Serial                                                                         |                |  |
| Dielectric Strength          | 3000 VDC                                                                                   |                                                                                      | ◆ Can replace the current mass-produced water heating PTC products                 |                |  |
| Insulation Resistance        | > 50MΩ @1000 VDC                                                                           |                                                                                      |                                                                                    |                |  |
| High Voltage Interlock       | Yes                                                                                        |                                                                                      |                                                                                    |                |  |
| Working Medium               | 50%(Water) + 50%(Ethylene Glycol)                                                          |                                                                                      |                                                                                    |                |  |
| Pressure Drop                | < 5KPa (10L/min;60°C)                                                                      |  | 7~10KW Serial                                                                      |                |  |
| Medium Operating Temperature | -40~80°C                                                                                   |                                                                                      | ◆ Can replace the current mass-produced water heating PTC or heating rod products  |                |  |
| Flame Retardant Rating       | V0                                                                                         |                                                                                      |                                                                                    |                |  |
| Protection                   | IP6K9K/IP67                                                                                |                                                                                      |                                                                                    |                |  |
| Weight                       | 3KW:<1Kg (without controller) ; <1.2Kg(without controller)<br>5KW: < 1.8Kg<br>7KW: < 2.2Kg |                                                                                      | New product development cycle outside the series: 6~10 Months (Bench DV Completed) |                |  |

# SPS HIGH VOLTAGE HEATER STRUCTURE

## Product Exploded Diagram



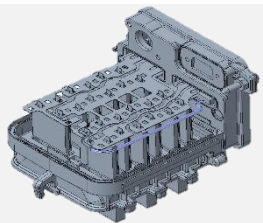
## Technical Characteristics

- 1.Volume and weight , compared to mass-produced PTC heaters in the same power class:**
  - ◆ 20% reduction in volume,
  - ◆ 20% reduction in weight;
- 2.Thick Film Heater Technology:**
  - ◆ Effectively circumvent PTC related patent barriers  
Patent Number: 202420286173.3
  - ◆ Rapid heating, no delay in starting time;
  - ◆ Power is not graded and can be finely adjusted;
  - ◆ Power control or water temperature control optional;
- 3.Internal Connection:**

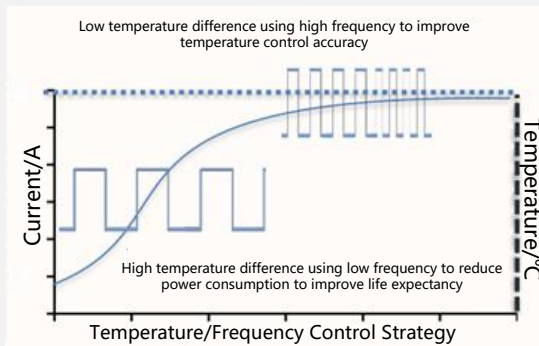
| Category   | Connection                                 |
|------------|--------------------------------------------|
| PTC Heater | Flying Wire Plug-in                        |
| SPS Heater | Welding(Except for high-voltage interlock) |
- 4.System Protection:**
  - ◆ Temperature sensors in the heating board, controller (board temperature and power components) and inlet/outlet provide effective monitoring and protection.

# SPS ADVANTAGES OF HIGH VOLTAGE HEATER

## Control Accuracy

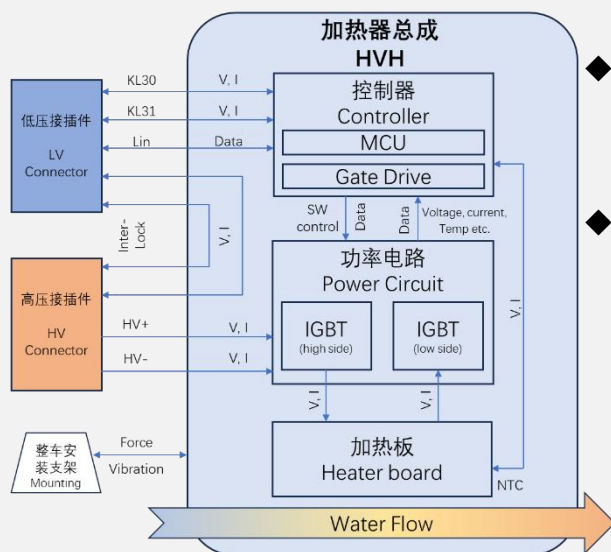


| Stage                        | Heating Request |
|------------------------------|-----------------|
| Stage 0: all heater legs off | 0 - 16 %        |
| Stage 1: heater leg 1 on     | 17 - 32 %       |
| Stage 2: heater leg 2 on     | 33 - 49 %       |
| Stage 3: heater leg 1 & 2 on | 50 - 66 %       |
| Stage 4: heater leg 1 & 3 on | 67 - 82 %       |
| Stage 5: heater leg 2 & 3 on | 83 - 99 %       |
| Stage 6: all heater legs on  | 100 %           |
| Stage 0: all off             | > 100 %         |



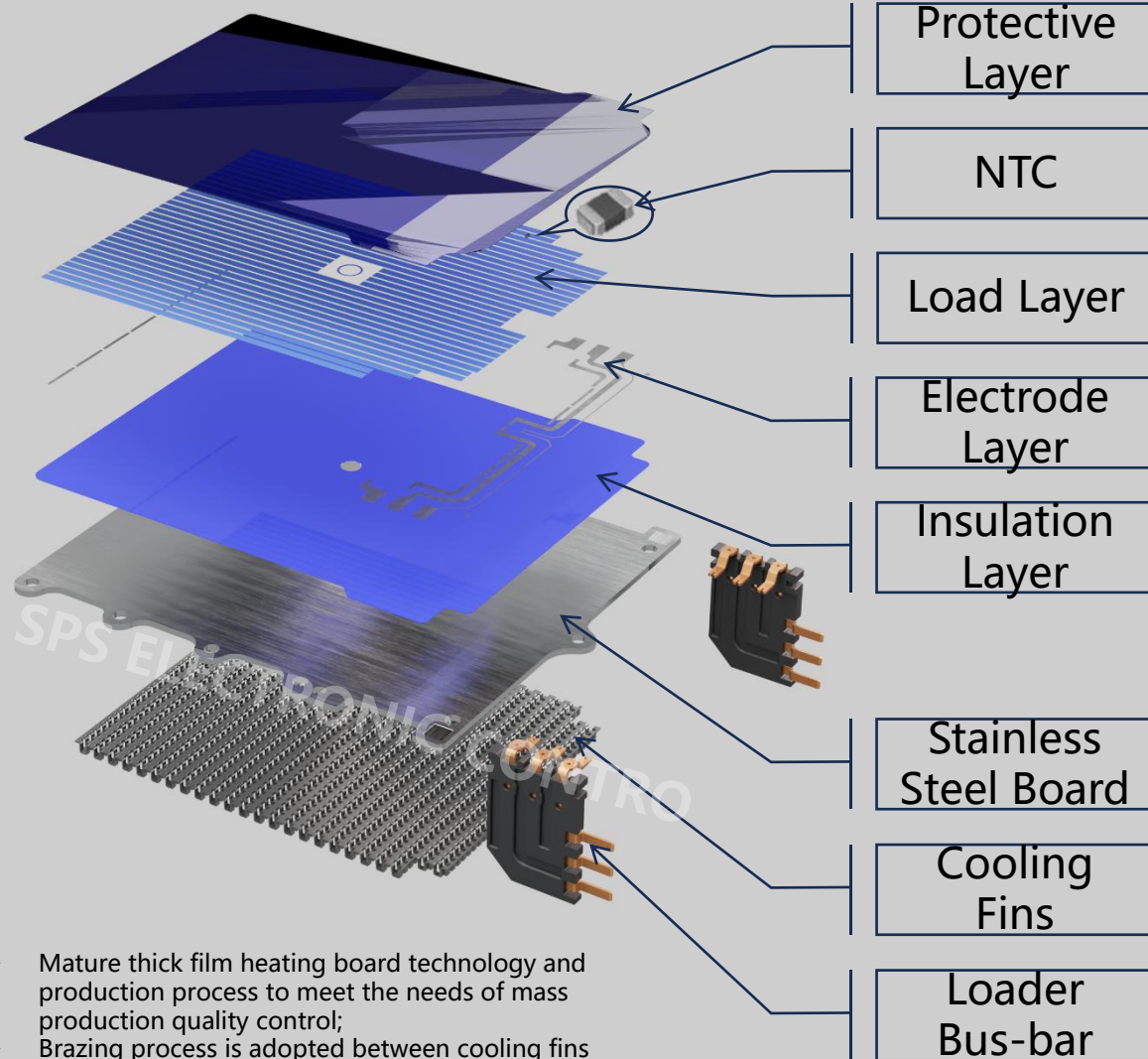
- ◆ Traditional PTC heater are gear-controlled, and thick film allows for 1% to 100% power control;
- ◆ Different test frequency are used for high and low temperature differences to maximise control accuracy and efficiency.

## Control Security



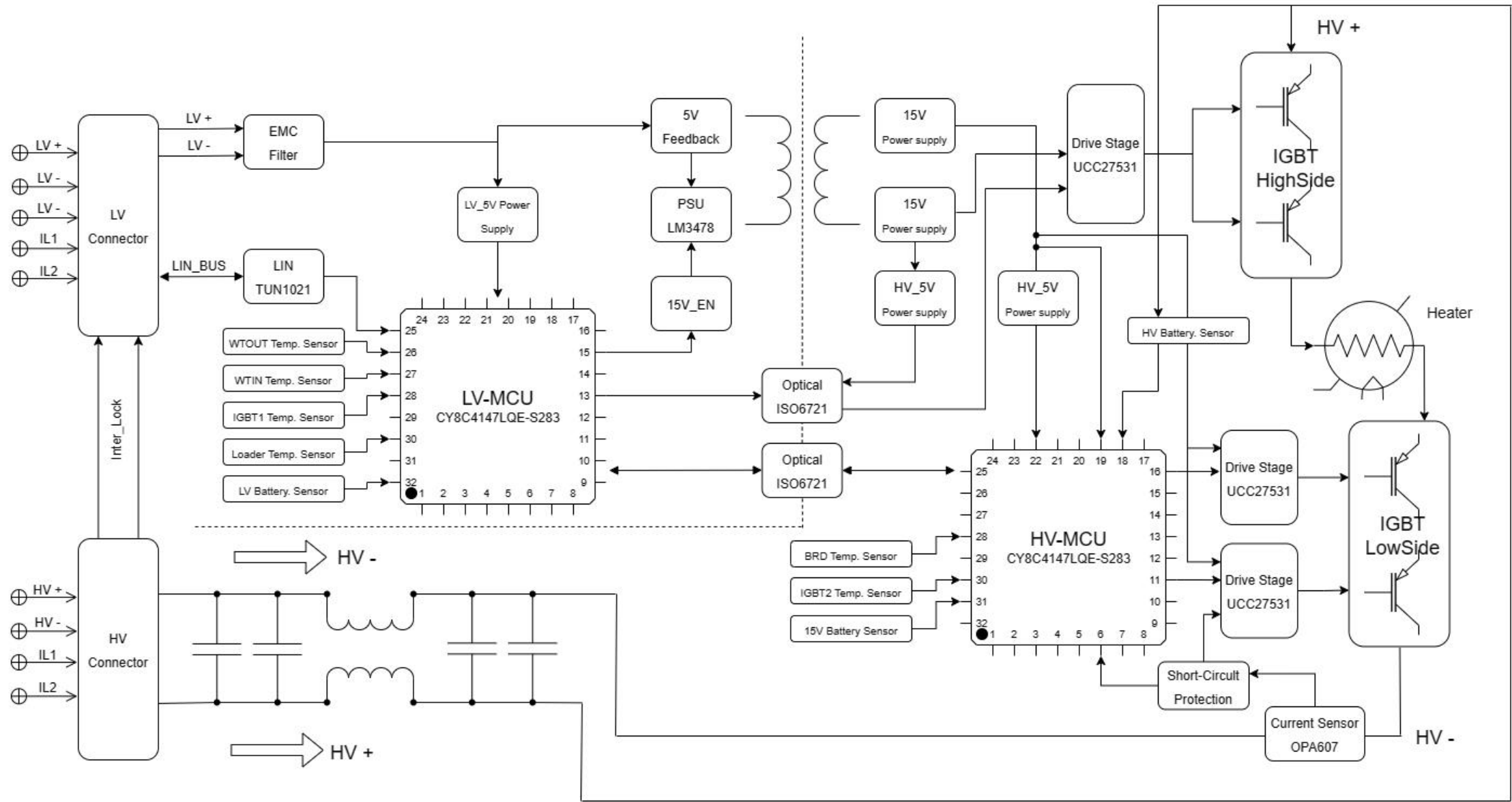
- ◆ All heat generating devices are arranged with NTC to monitor the temperature in real time;
- ◆ Power Circuit(IGBT) are located on the high and low sides of the heating board; redundant disconnect mechanisms are provided to ensure that they are shut down in time to avoid thermal overload.

## Thick Film Assembly



- ◆ Mature thick film heating board technology and production process to meet the needs of mass production quality control;
- ◆ Brazing process is adopted between cooling fins (Aluminium) and stainless steel board; NTC and load leads adopt reflow soldering process, automatic welding and online AOI inspection.

# SPS HIGH VOLTAGE HEATER CONTROLLER SCHEMATIC

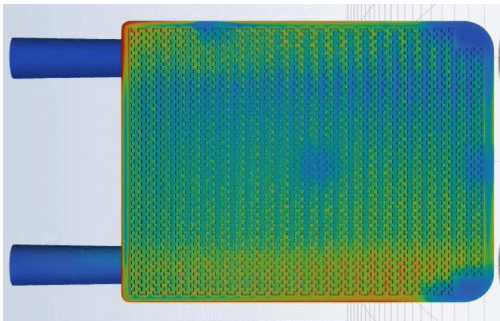


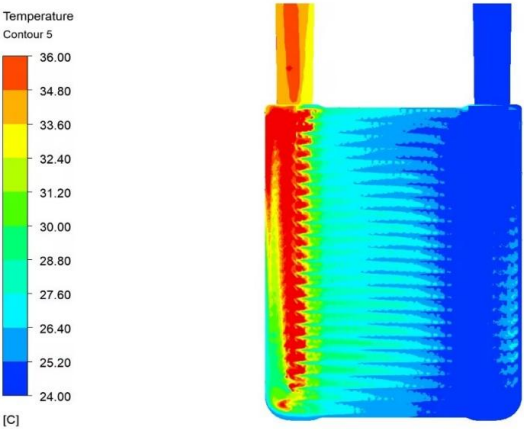
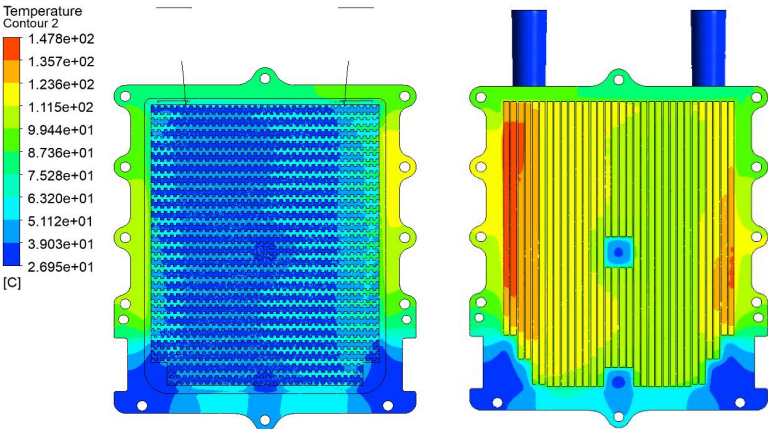
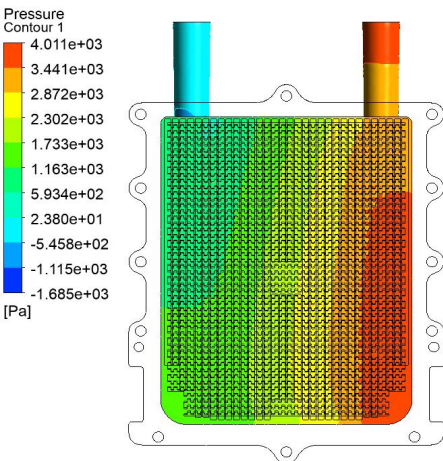
# SPS SIMULATION ANALYSIS OF HIGH VOLTAGE HEATER-5KW

|           |              |                                                                                   |
|-----------|--------------|-----------------------------------------------------------------------------------|
| Condition | Media        | 50% Glycol Aqueous Solution, T=25°C                                               |
|           | Fluid        | Flow Rate 10L/min, Relative Pressure 0 pa (*)                                     |
|           | Heater Power | 5KW, Base Board Thermal Conductivity 16.27, Fin Thermal Conductivity 202.4(W/M·K) |

OUT ←

IN →

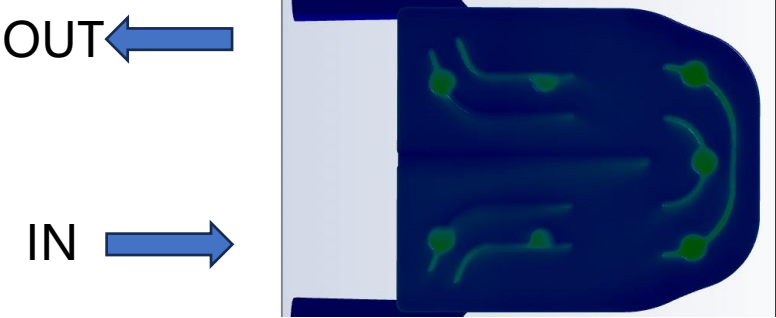


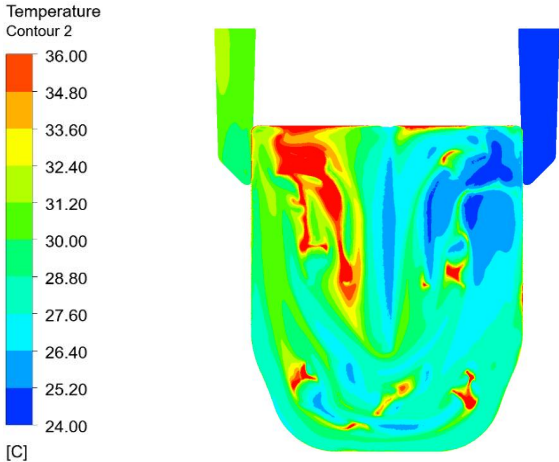
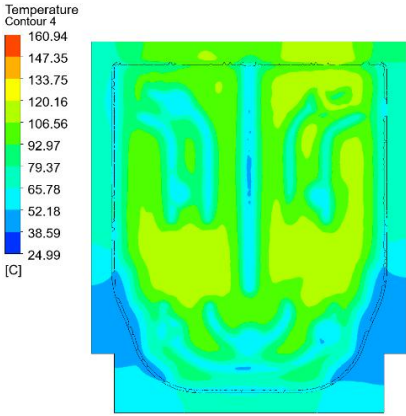
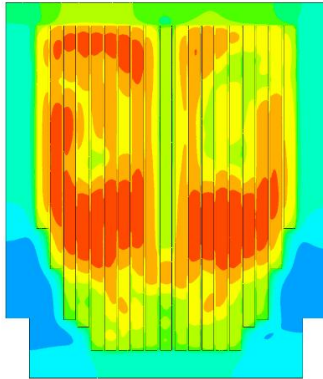
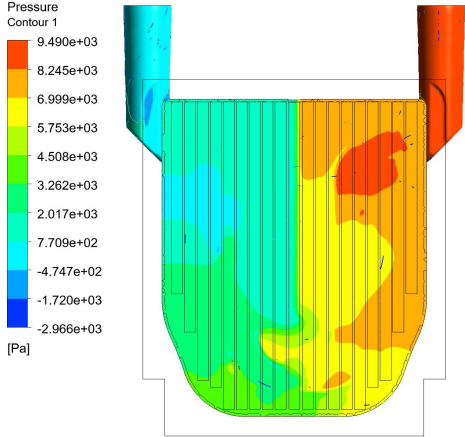
| Medium Temperature                                                                                                     | Heater Temperature                                                                                                                                                                                 | Medium Pressure                                                                      |
|------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
|                                      |                                                                                                                 |  |
| <ul style="list-style-type: none"><li>◆ Inlet Temperature: 25°C;</li><li>◆ Outlet Temperature: 34.3°C (Max);</li></ul> | <ul style="list-style-type: none"><li>◆ Optimised by simulation for more uniform temperature distribution;</li><li>◆ Maximum backside temperature of 147°C with no risk of over-heating;</li></ul> | <ul style="list-style-type: none"><li>◆ Flow resistance~4 KPa;</li></ul>             |

(\*) : Relative pressure is the difference between the current ambient pressure and the standard atmospheric pressure, where 0 means that the ambient pressure is the standard atmospheric pressure (101Kpa).

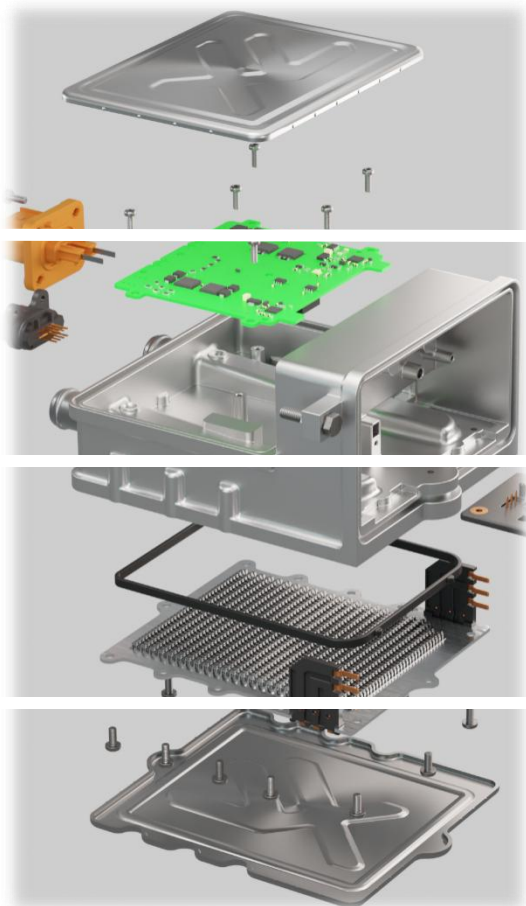
# SPS SIMULATION ANALYSIS OF HIGH VOLTAGE HEATER-3KW

|           |              |                                                    |
|-----------|--------------|----------------------------------------------------|
| Condition | Media        | 50% Glycol Aqueous Solution, T=25°C                |
|           | Fluid        | Flow Rate 10L/min, Relative Pressure 0 pa (*)      |
|           | Heater Power | 3.3KW, Base Board Thermal Conductivity 23.9(W/M·K) |



| Medium Temperature                                                                                                                                                                                                                                                     | Heater Temperature                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Medium Pressure                                                                                                                                                                                                        |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div><p>Temperature Contour 2</p><p>[C]</p></div> <div><ul style="list-style-type: none"><li>◆ Inlet Temperature: 25°C;</li><li>◆ Outlet Temperature: 30.86°C (Max);</li></ul></div> | <div><p>Temperature Contour 4</p><p>[C]</p><p>Temperature Contour 4</p><p>[C]</p><div><ul style="list-style-type: none"><li>◆ Optimised by simulation for more uniform temperature distribution;</li><li>◆ Maximum backside temperature of 160°C with no risk of over-heating;</li></ul></div></div> | <div><p>Pressure Contour 1</p><p>[Pa]</p><div><ul style="list-style-type: none"><li>◆ Flow resistance~9 KPa;</li></ul></div></div> |

(\*) : Relative pressure is the difference between the current ambient pressure and the standard atmospheric pressure, where 0 means that the ambient pressure is the standard atmospheric pressure (101Kpa).



01 COMPANY PROFILE

02 R&D CAPABILITY

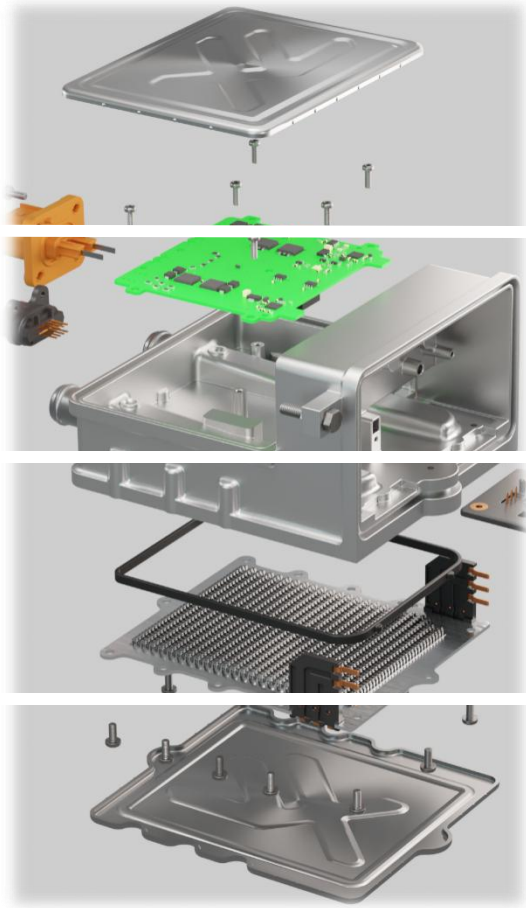
03 **LAB CAPABILITY**

04 PRODUCT LINE PLANNING

05 BENCHMARK

■ Test Resources (Some test by the third-party Lab)

| NO. | Test Name                        | Laboratory             |                                                                                                                       |
|-----|----------------------------------|------------------------|-----------------------------------------------------------------------------------------------------------------------|
| 1   | Heating Characteristics Test     | Internal Laboratory    | <div>Performance Test Bench</div>  |
| 2   | Functional Test 1 point          |                        |                                                                                                                       |
| 3   | Functional Test 3 point          |                        |                                                                                                                       |
| 4   | Flow Resistance Test             |                        |                                                                                                                       |
| 5   | Fluid Corrosion Test             |                        |                                                                                                                       |
| 6   | Test without Coolant Test        |                        |                                                                                                                       |
| 7   | Storage Temperature Test         |                        |                                                                                                                       |
| 8   | Temperature Range Test           |                        |                                                                                                                       |
| 9   | Low Temperature Test             |                        |                                                                                                                       |
| 10  | Temperature/Humidity Cyclic Test |                        |                                                                                                                       |
| 11  | Endurance Test                   | Third-party Laboratory | <div>Endurance Test Bench</div>   |
| 12  | High Temperature Durability Test |                        |                                                                                                                       |
| 13  | Power Endurance Test             |                        |                                                                                                                       |
| 14  | Powered Temperature Cycle Test   |                        |                                                                                                                       |
| 15  | Enhanced Endurance Test          |                        |                                                                                                                       |
| 16  | Temperature Shock Test           |                        |                                                                                                                       |
| 17  | Random Vibration Test            |                        |                                                                                                                       |
| 18  | Mechanical Shock Test            |                        |                                                                                                                       |
| 19  | Ice Water Shock Test             |                        |                                                                                                                       |
| 20  | Vacuum & Fill Test               |                        |                                                                                                                       |
| 21  | Resistance to Static Pressure    |                        |                                                                                                                       |
| 22  | Burst Pressure Test              |                        |                                                                                                                       |
| 23  | Pressure Cycled Test             |                        |                                                                                                                       |



01 COMPANY PROFILE

02 R&D CAPABILITY

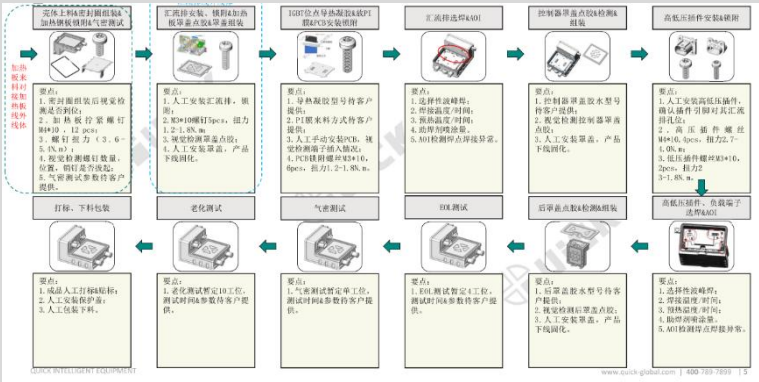
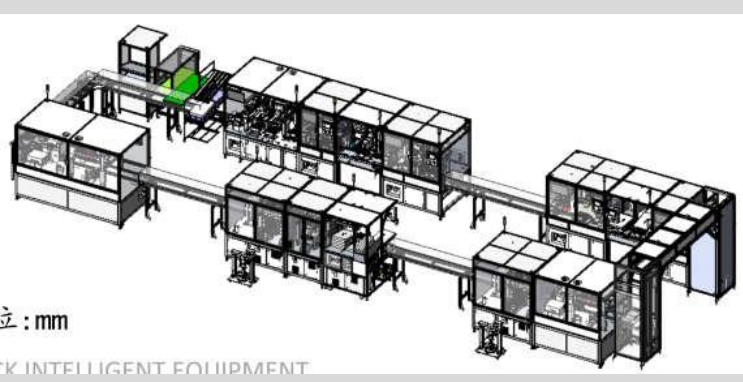
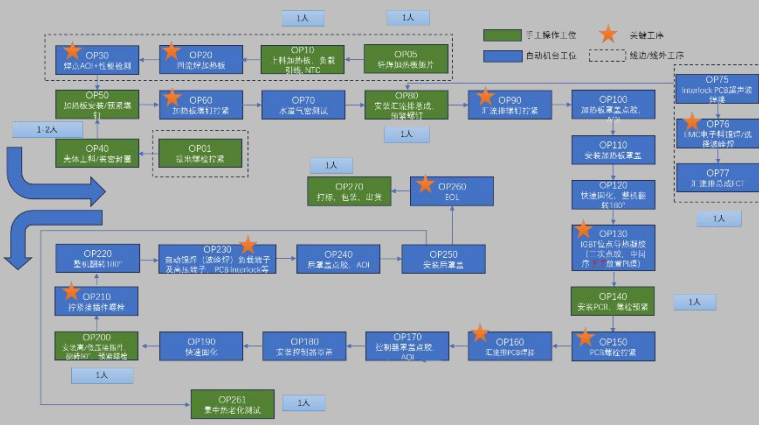
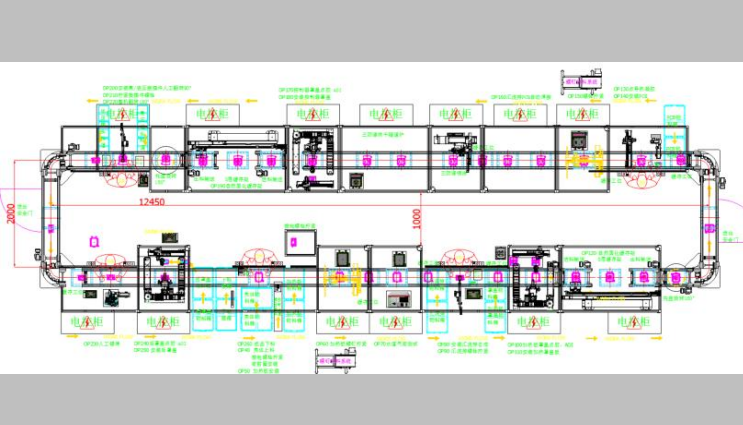
03 LAB CAPABILITY

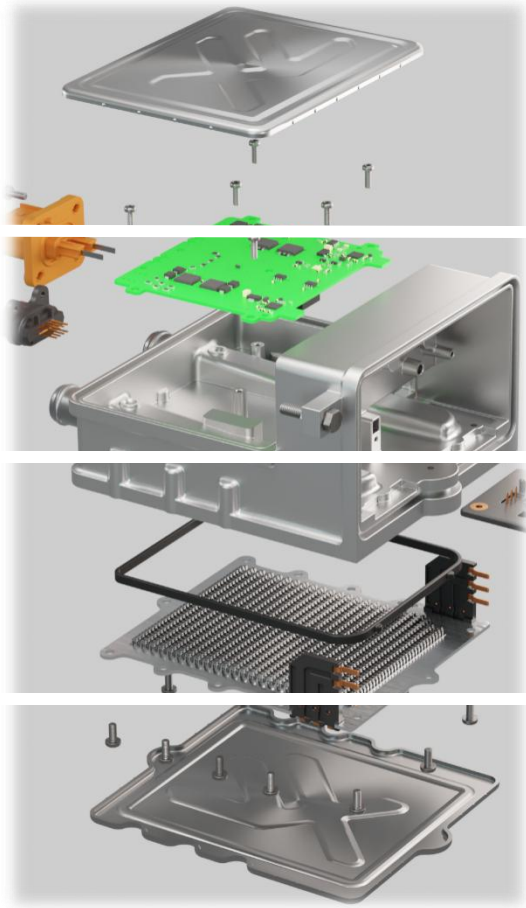
04 **PRODUCT LINE PLANNING**

05 BENCHMARK

PRODUCTION CAPACITY

- Class 100,000 clean room (Phase I) 2500 m<sup>2</sup>, a total of 3 production lines, heater planning capacity of 500,000 pcs/year;
  - 100% safety protection; using AGV unmanned handling solution; using QCD lean production system operation management.

|                         | Process Flow Diagram                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Production Line Programme                                                                                                                                                                                                                                       | Delivery Time                                              | Remark               |
|-------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|----------------------|
| One Semi-automatic Line |  <p>The diagram shows a linear production process with 12 steps. Each step includes a small image of the equipment and a list of key points (要点) in Chinese. The steps are: 1. 完成上料6面封固面测试, 2. 完成上料6面封固面测试, 3. 完成上料6面封固面测试, 4. 完成上料6面封固面测试, 5. 完成上料6面封固面测试, 6. 完成上料6面封固面测试, 7. 完成上料6面封固面测试, 8. 完成上料6面封固面测试, 9. 完成上料6面封固面测试, 10. 完成上料6面封固面测试, 11. 完成上料6面封固面测试, 12. 完成上料6面封固面测试.</p> |  <p>The image shows a 3D perspective view of the production line equipment, which is a long, narrow structure with multiple workstations and material handling systems.</p>  | 2024.06.31                                                 | CT:120s<br>MES Trace |
| Two Automatic Lines     |  <p>The diagram shows a complex production process with multiple parallel lines. It includes a legend for '手工操作工位' (Manual Operation Station) and '自动工位' (Automatic Station). The steps are numbered from OP1 to OP26, with some steps having sub-steps. The process starts with OP1 (加料) and ends with OP26 (出货).</p>                                                            |  <p>The image shows a 3D perspective view of the production line equipment, which is a long, narrow structure with multiple workstations and material handling systems.</p> | 2024.12.31<br>(delivery time of the first production line) | CT:60s<br>MES Trace  |



01 COMPANY PROFILE

02 R&D CAPABILITY

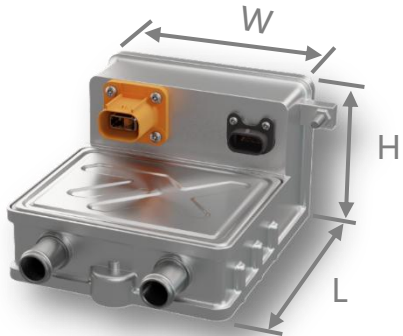
03 LAB CAPABILITY

04 PRODUCT LINE PLANNING

05 **BENCHMARK**

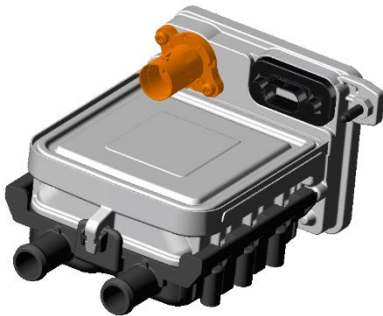
# SPS THICK FILM HEATER LIGHTWEIGHT ADVANTAGE

SPS 5kw Thick Film Heater



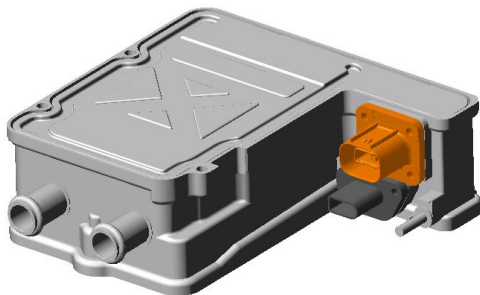
| Length | Width | Height | Weight |
|--------|-------|--------|--------|
| 192mm  | 149mm | 102mm  | 1690g  |

Competitor 5kw PTC Heater



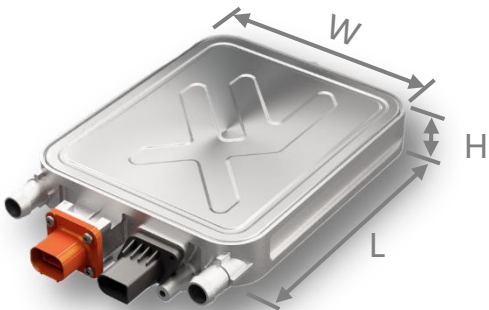
| Length | Width | Height | Weight |
|--------|-------|--------|--------|
| 197mm  | 145mm | 107mm  | 2048g  |

Competitor 5kw Thick Film Heater



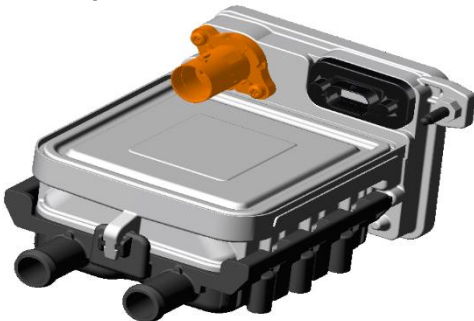
| Length | Width | Height | Weight |
|--------|-------|--------|--------|
| 214mm  | 204mm | 73mm   | 1817g  |

SPS 7kw Thick Film Heater



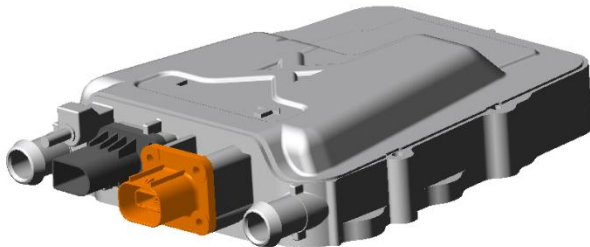
| Length | Width | Height | Weight |
|--------|-------|--------|--------|
| 254mm  | 185mm | 59mm   | 2050g  |

Competitor 7kw PTC Heater



| Length | Width | Height | Weight |
|--------|-------|--------|--------|
| 204mm  | 164mm | 112mm  | 2709g  |

Competitor 7kw Thin Film Heater



| Length | Width | Height | Weight |
|--------|-------|--------|--------|
| 265mm  | 196mm | 55mm   | 2000g  |

# SPS THICK FILM HEATER PERFORMANCE ADVANTAGES

- Medium Ratio: 60% Ethylene Glycol+40% Water
  - Density( $\rho$ ): 1083.87kg/m<sup>3</sup>; Specific Heat Capacity(C): 3106 J/(kg/K)
- Medium temperature: 25°C
- Environmental Temperature: 23°C

| DUT             | Voltage U(V) | Current I(A) | Electric Power P <sub>1</sub> (W) | Flow Q (L/min) | Inlet Temperature T <sub>1</sub> (°C) | Outlet Temperature T <sub>2</sub> (°C) | Difference in Temperature $\Delta T_a$ (°C) | Thermal Power P <sub>2</sub> (J/s=W) | Heat Exchange Efficiency $\eta$ (%) |
|-----------------|--------------|--------------|-----------------------------------|----------------|---------------------------------------|----------------------------------------|---------------------------------------------|--------------------------------------|-------------------------------------|
| XL Thick Film#1 | 290.12       | 17.49        | 5074.33                           | 9.6            | 24.9                                  | 34.0                                   | 9.1                                         | 4901.62                              | 96.60%                              |
|                 | 289.72       | 18.879       | 5338.23                           | 9.6            | 24.9                                  | 34.5                                   | 9.6                                         | 5170.94                              | 96.87%                              |
| XL Thick Film#2 | 289.79       | 17.922       | 5068.97                           | 9.5            | 25.0                                  | 34.2                                   | 9.2                                         | 4903.87                              | 96.74%                              |
|                 | 289.78       | 18.54        | 5305.32                           | 9.6            | 25.0                                  | 34.5                                   | 9.5                                         | 5117.08                              | 96.45%                              |
| PTC#1           | 289.82       | 17.819       | 5164.41                           | 9.6            | 25.4                                  | 34.6                                   | 9.2                                         | 4955.49                              | 95.95%                              |
| PTC#2           | 289.7        | 17.622       | 5105.1                            | 9.6            | 25.1                                  | 34.0                                   | 8.9                                         | 4793.90                              | 93.89%                              |

# Thanks!



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