

APEX 泰鼎

Sam Wu, CSO



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公司簡介

成立日期：2001.09

櫃買中心上櫃日期：2011.10.18

交易所上市日期：2015.09.08

櫃買中心上櫃日期：2015.09.08

實收資本：18.9億元 (至2020.09)

董事長：王樹木

執行長：周瑞祥

生產產品：印刷電路硬板

土地面積：

Apex 1：35,000 M²

Apex 2：105,000 M²

Apex S：8,544 M² (2020.01.01取得股權)

員工人數：7,030

實驗室：2019年成立研發實驗室





認證



IATF 16949
Certificate upgraded in September 2017
Apex 1 & 2

ISO 14001
Certificate upgraded in September 2017
Apex 1 & 2

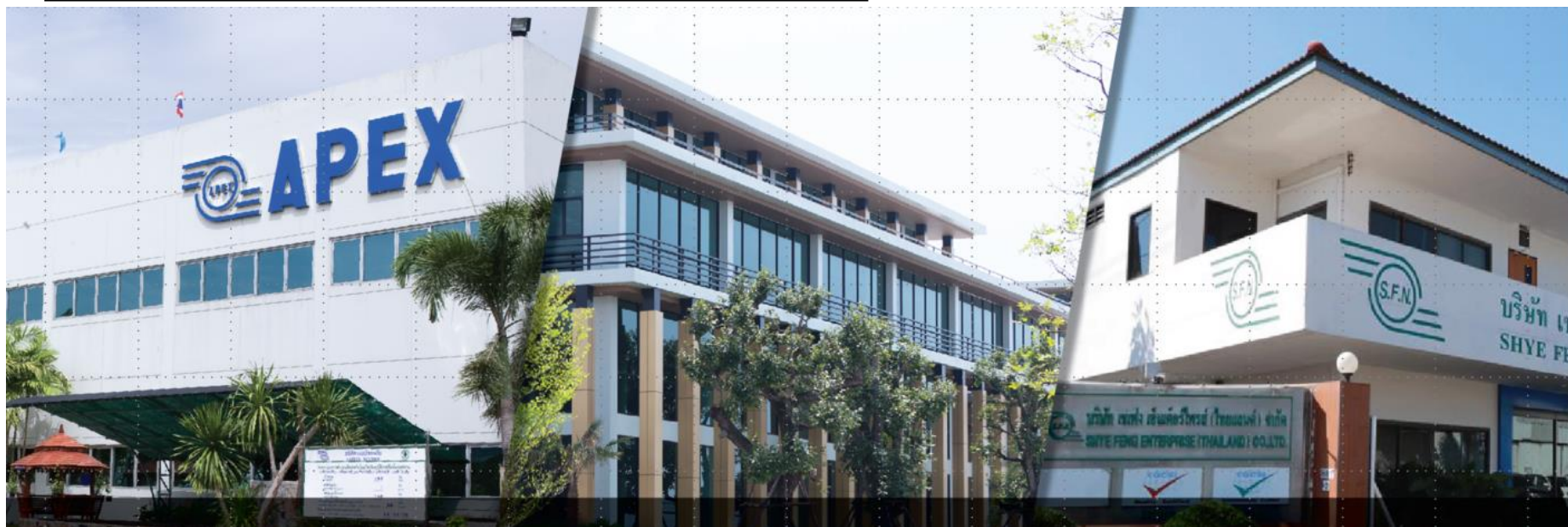
ISO 9001
Certificate upgraded in September 2017
Apex 1 & 2

OHSAS
Certified in January 2014
Apex 1 & 2

Green Procurement Standards
Sony/Canon Hi-Tech in 2018
Apex 1 & 2



產品產能計畫 (單位：平方公尺)



| Plant | Jan., 2020 | Apr., 2020 | Oct., 2020 | 2021 | Future |
|------------|------------|------------|------------|---------|-----------|
| A 1 | 250,000 | 280,000 | 280,000 | 320,000 | 320,000 |
| A 2 | 250,000 | 250,000 | 270,000 | 290,000 | 290,000 |
| A S | 100,000 | 100,000 | 100,000 | 170,000 | 170,000 |
| A 3 | n. a. | n. a. | n. a. | 70,000 | 250,000 |
| | 600,000 | 630,000 | 650,000 | 850,000 | 1,030,000 |



APEX 3 擴廠計畫: 2020年1月至2021年第三季



■ Apex 2 = 18,095 m²
111m(L) x 163m(W)
Capacity: 280,000 m²/Month
MP2014

■ Apex 3 = 7,920 m²
120m(L) x 66m(W)
Capacity: 150,000 m²/Month
MP2021: Automotive + HDI

■ TBC = 18,095 m²
111m(L) x 163m(W)
Capacity: 250,000 m²/Month
Future plan



核心優勢

ASEAN
◆ Income tax incentives

A world map with a blue flag labeled "APEX" positioned over the Southeast Asian region.

Excellent Management
◆ Centralized sale and procurement



Integrated Total Solution

- ◆ All manufacturing processes in-house



Cost Control

- ◆ Efficient cost control





高階管理團隊



Bill Chou
CEO



Woody Wang
Chairman



DC Chen
CTO



Ozzy Lee
CBO



Warren Hsu
CFO



Steven Yang
CPO



Jeff Huang
CMO



Edwin Lin
COO



Sam Wu
CSO



James Cheng
EVP



目標與企業文化

CORPORATE CULTURE 企業文化



$$\text{APPROACH} + \text{EXCELLENCE} = \text{APEX}$$

ALL-WIN 共贏



OPERATION GOAL 經營目標





團隊合作

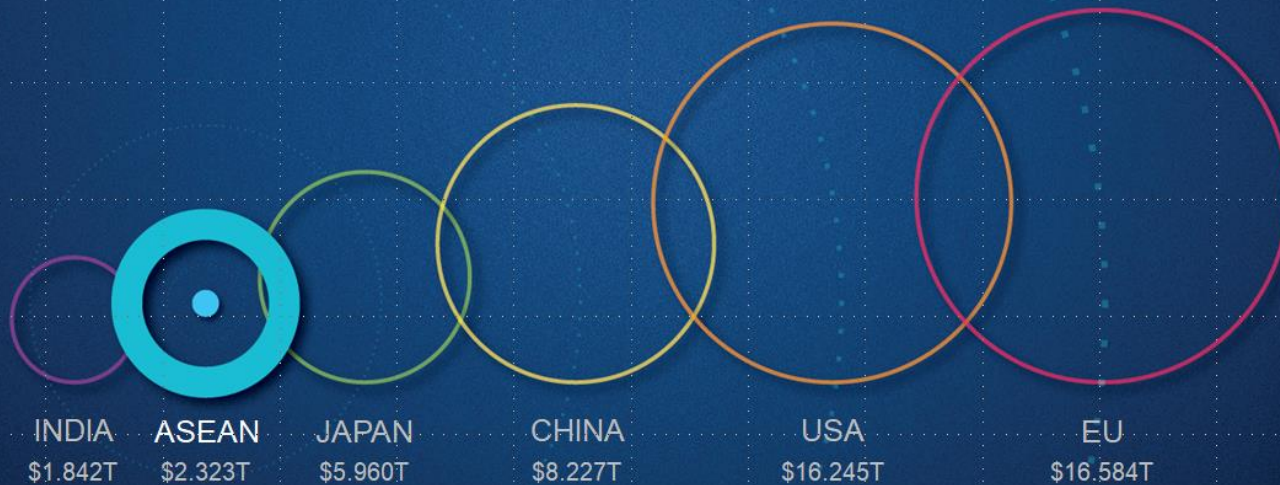




替代解決方案

Alternative Solution, Next To China

As World No.5 biggest economy unit, ASEAN countries can be next world manufacturing base. PCB suppliers have been clustering in the region.



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National Policy



Environmental Issue

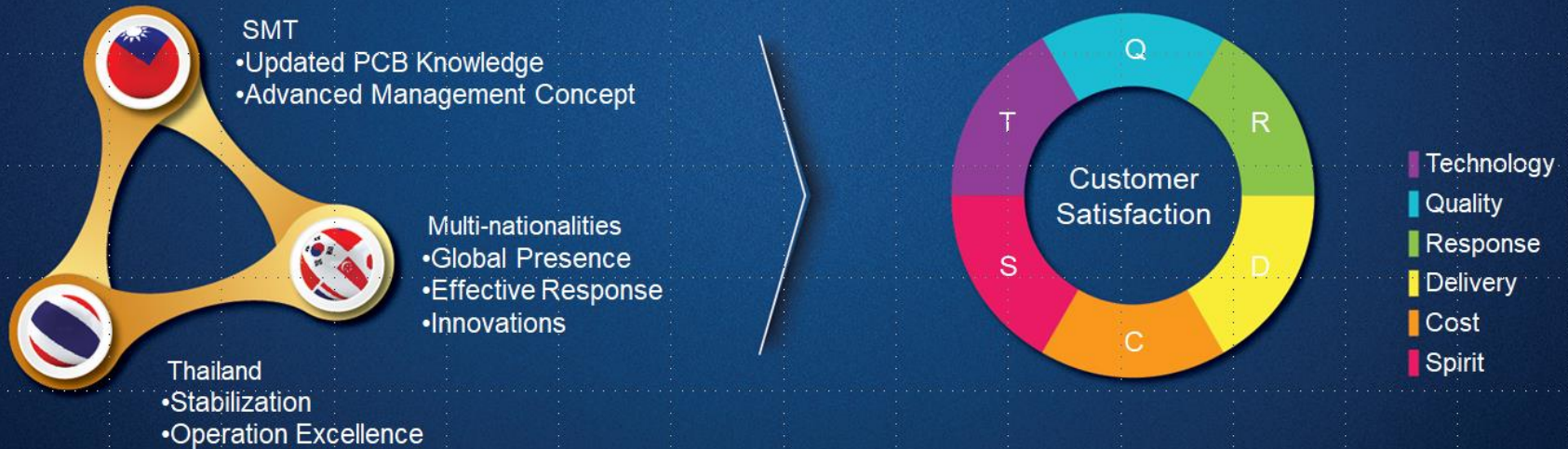


Rising Wages



替代解決方案

TEAM WORK makes us excellent performance.
The unique team perfectly fits to PCB industry.





全球據點





終端客戶





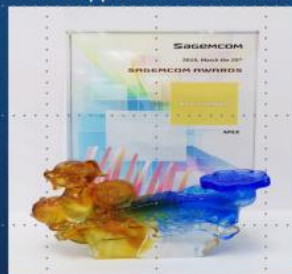
技術夥伴



Samsung VD
VD Global Partner in 2019



Sagemcom
Best Supplier Awards in 2019

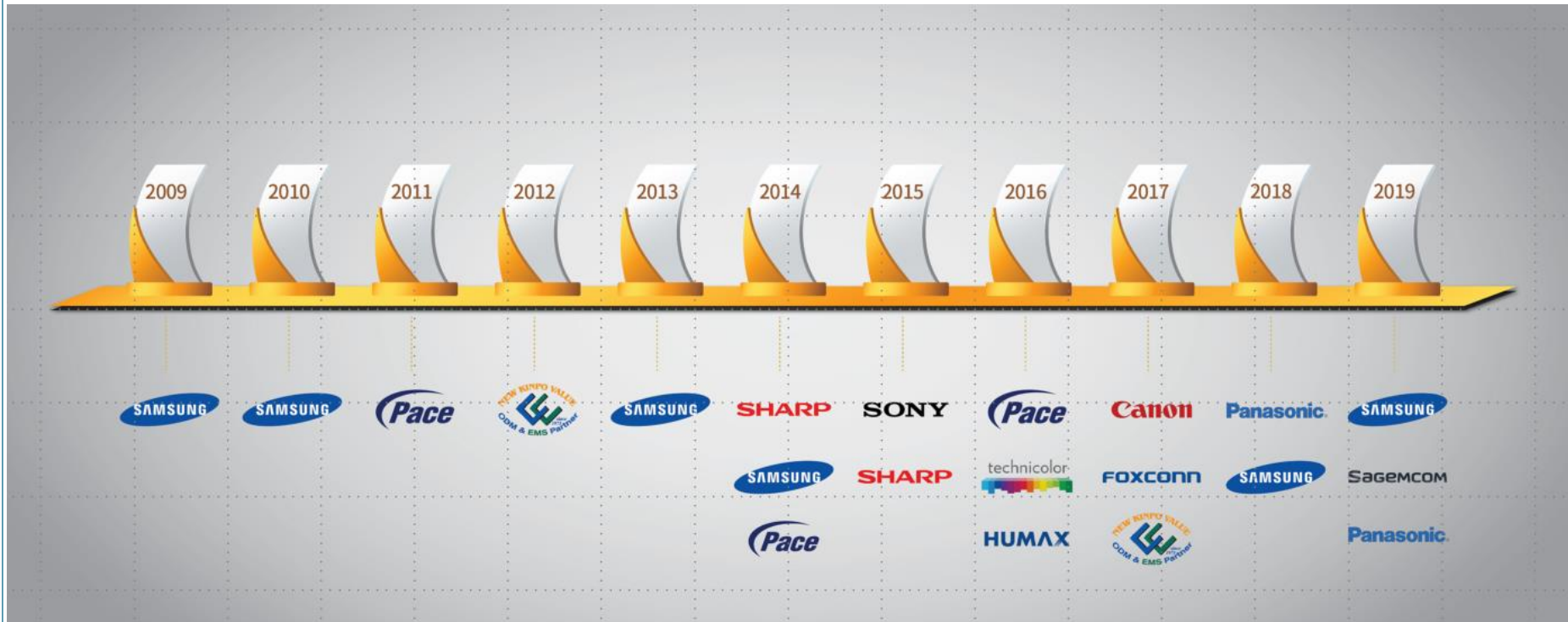


Canon Hi-Tech
Best Supplier Awards in 2019





最佳供應商獎項



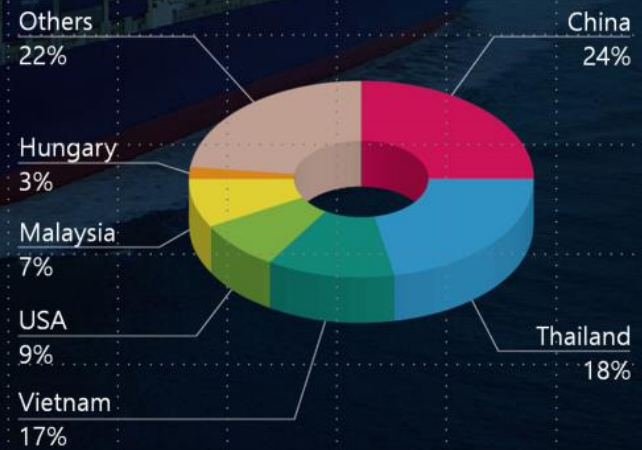


收入分布情形

2019 Sales by Region



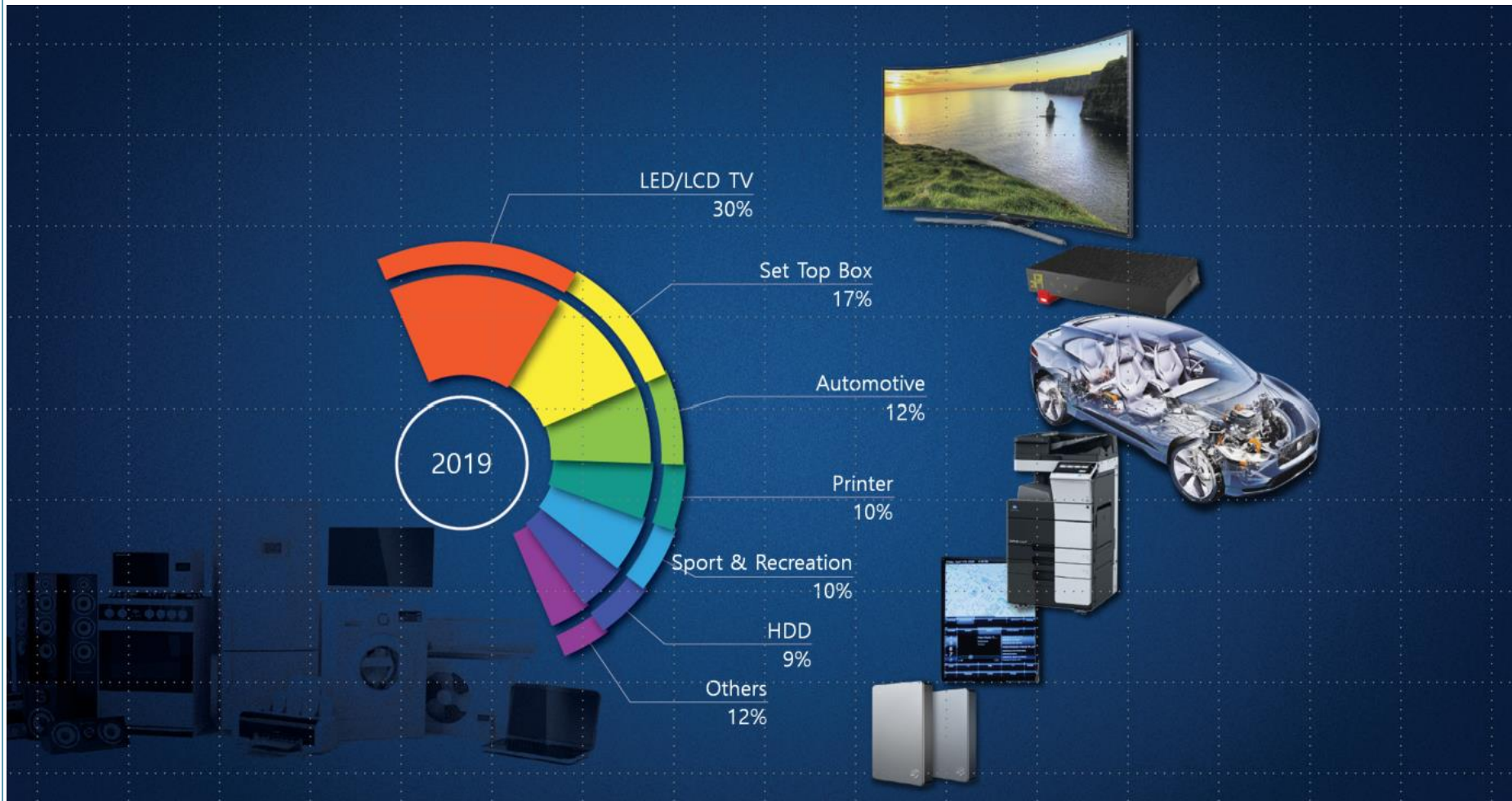
2019 Ship to Locations



*Others: 20 Countries

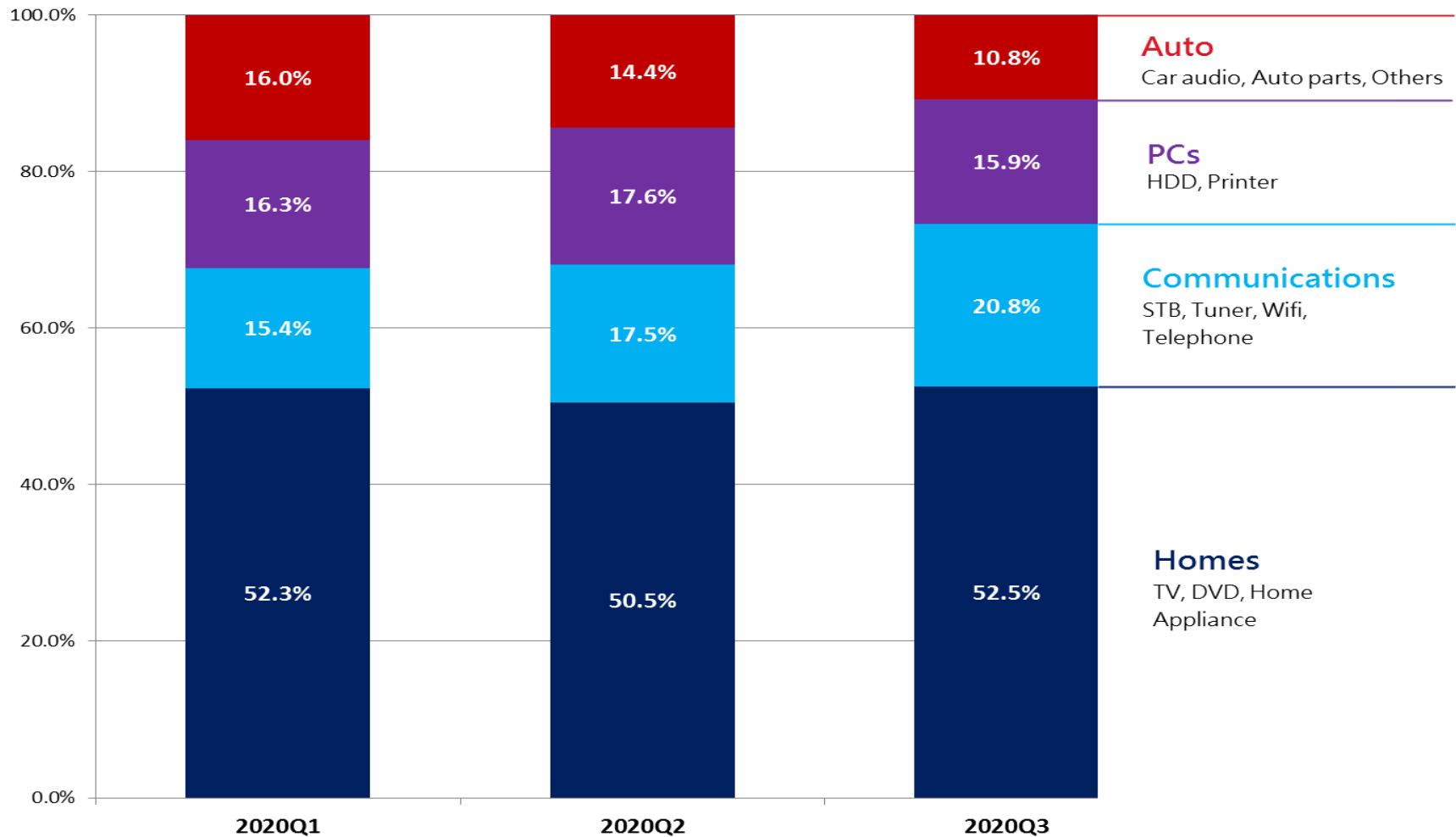


終端產品收益



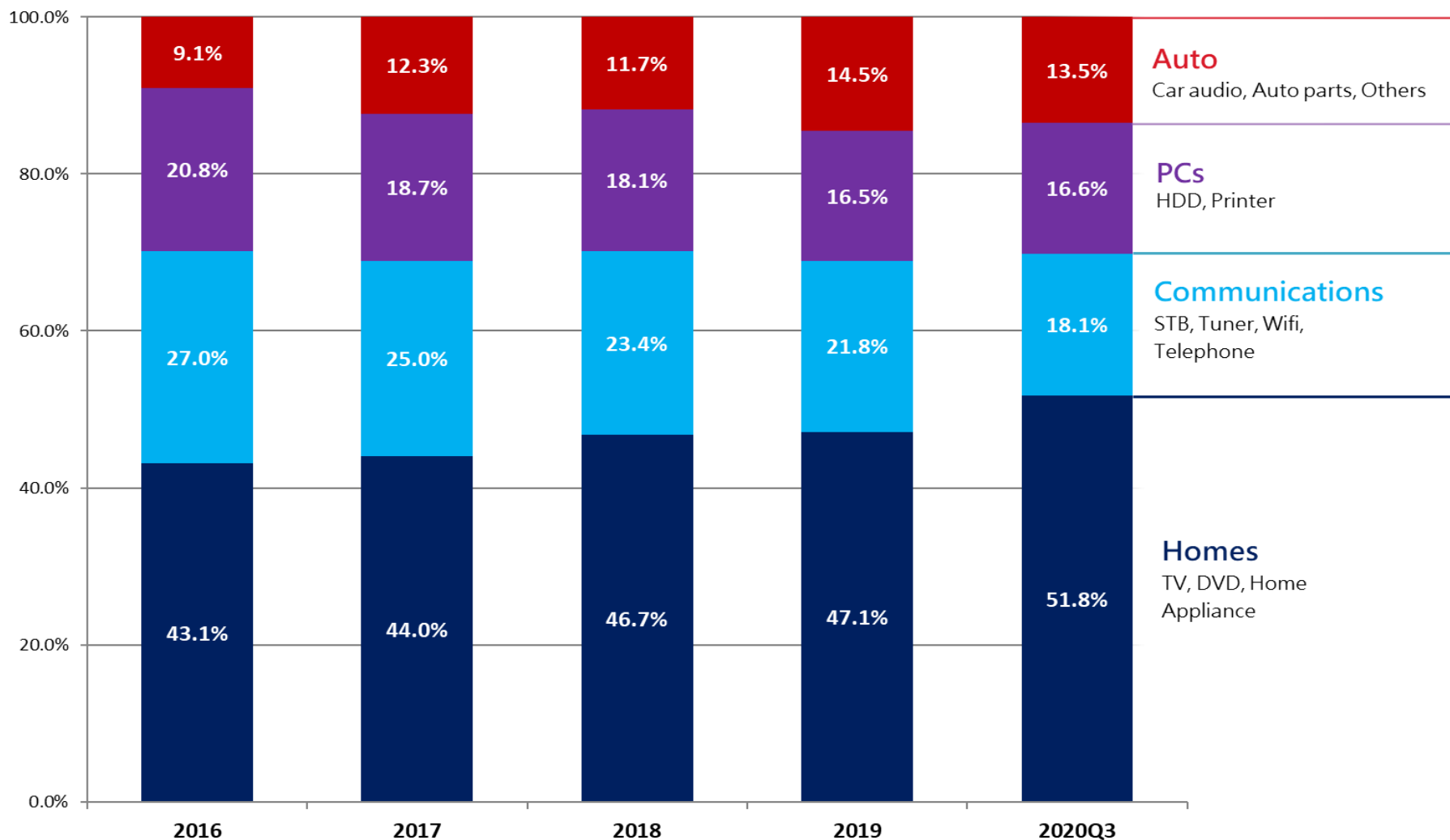


季度產品組合



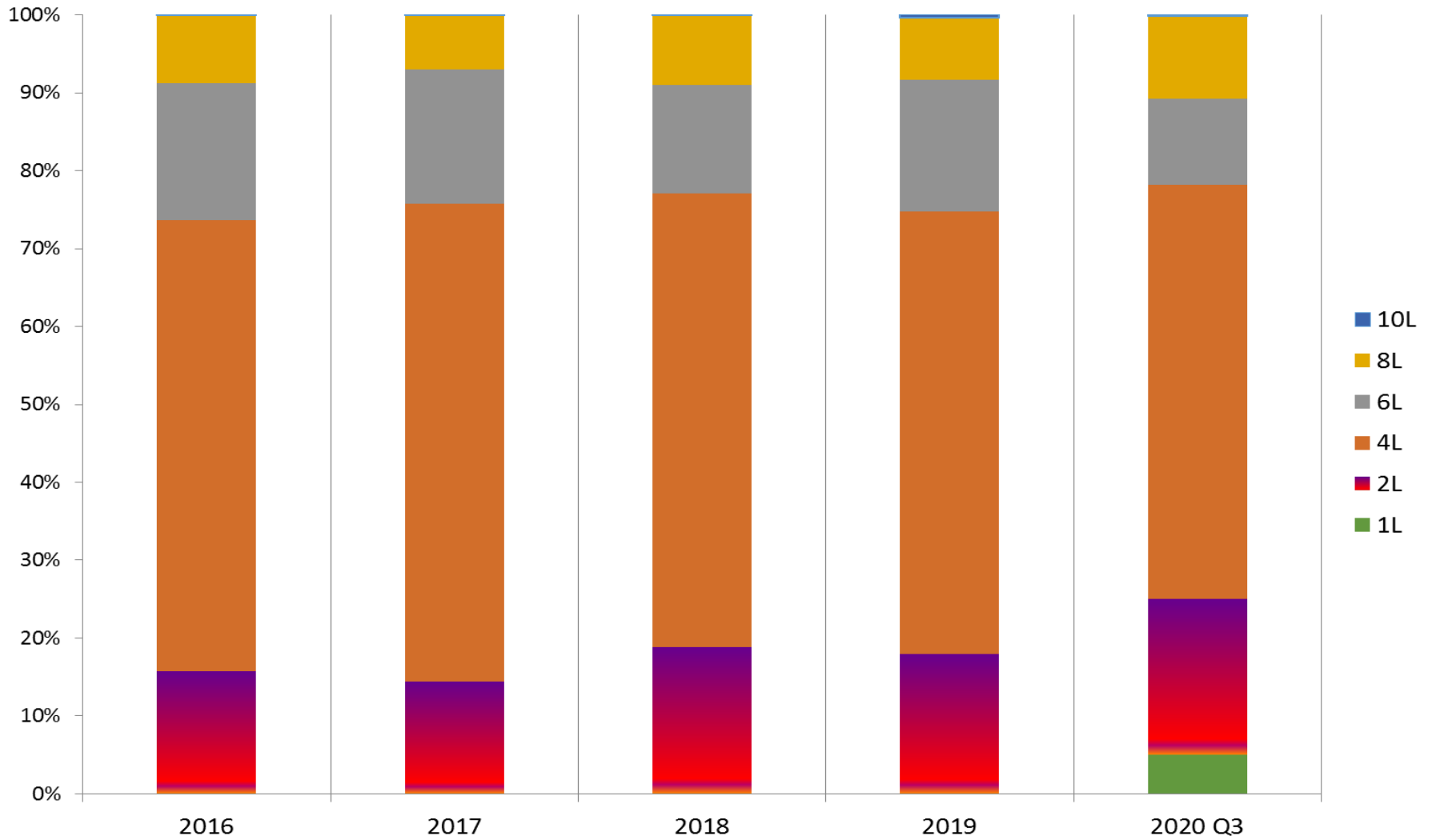


年度產品組合



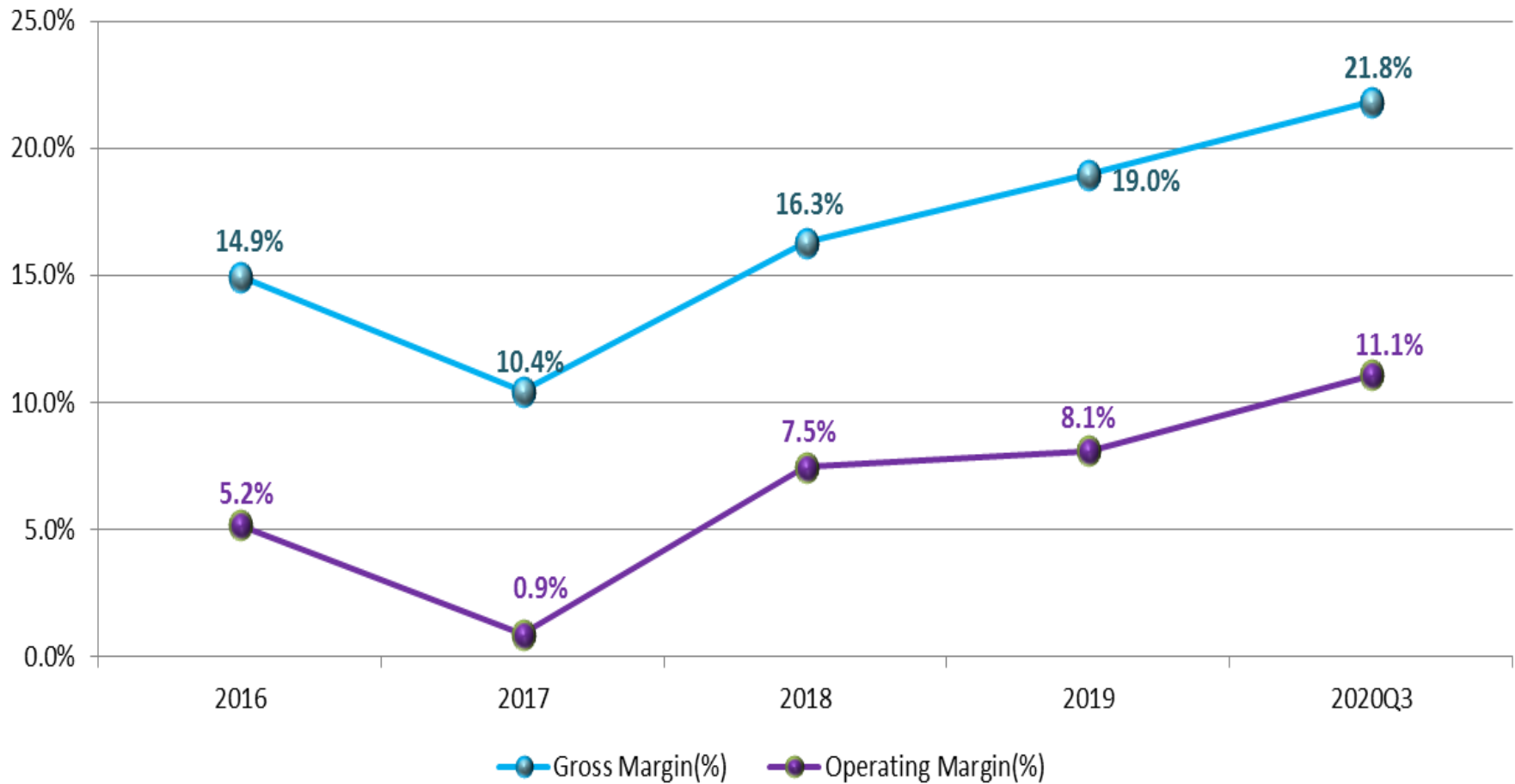


PCB層板組合



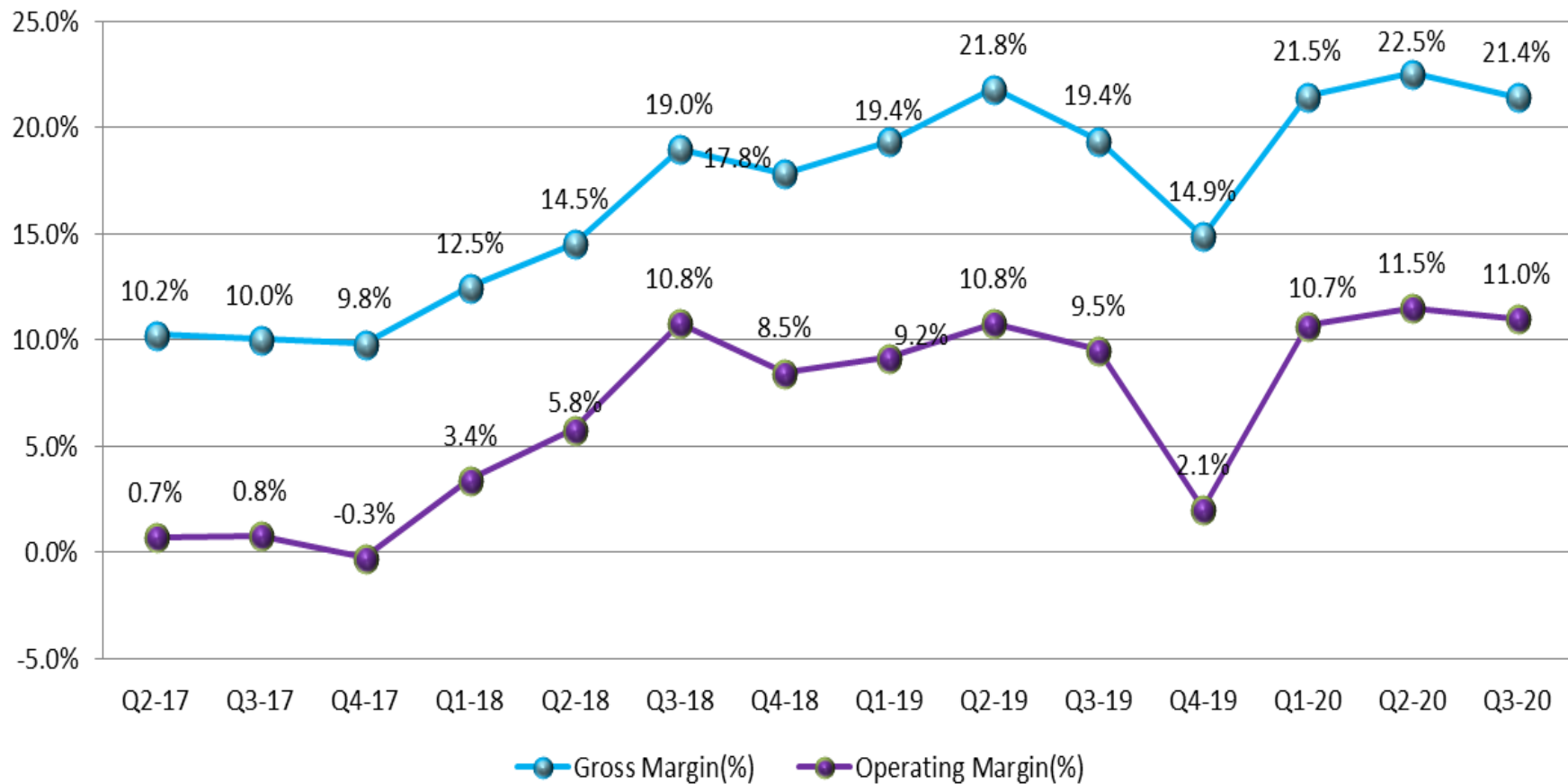


年度銷售及獲利狀況



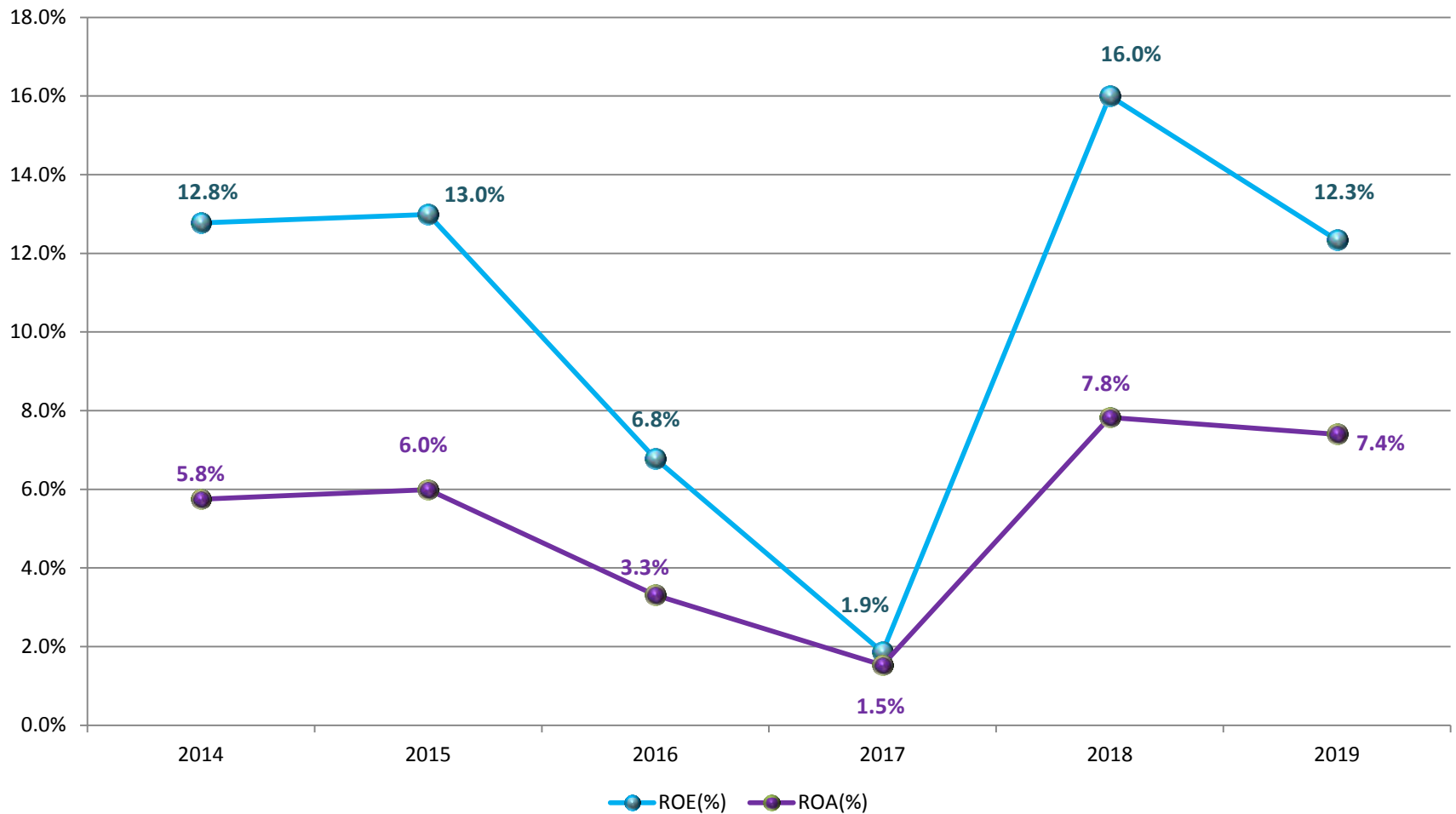


季度銷售及獲利狀況



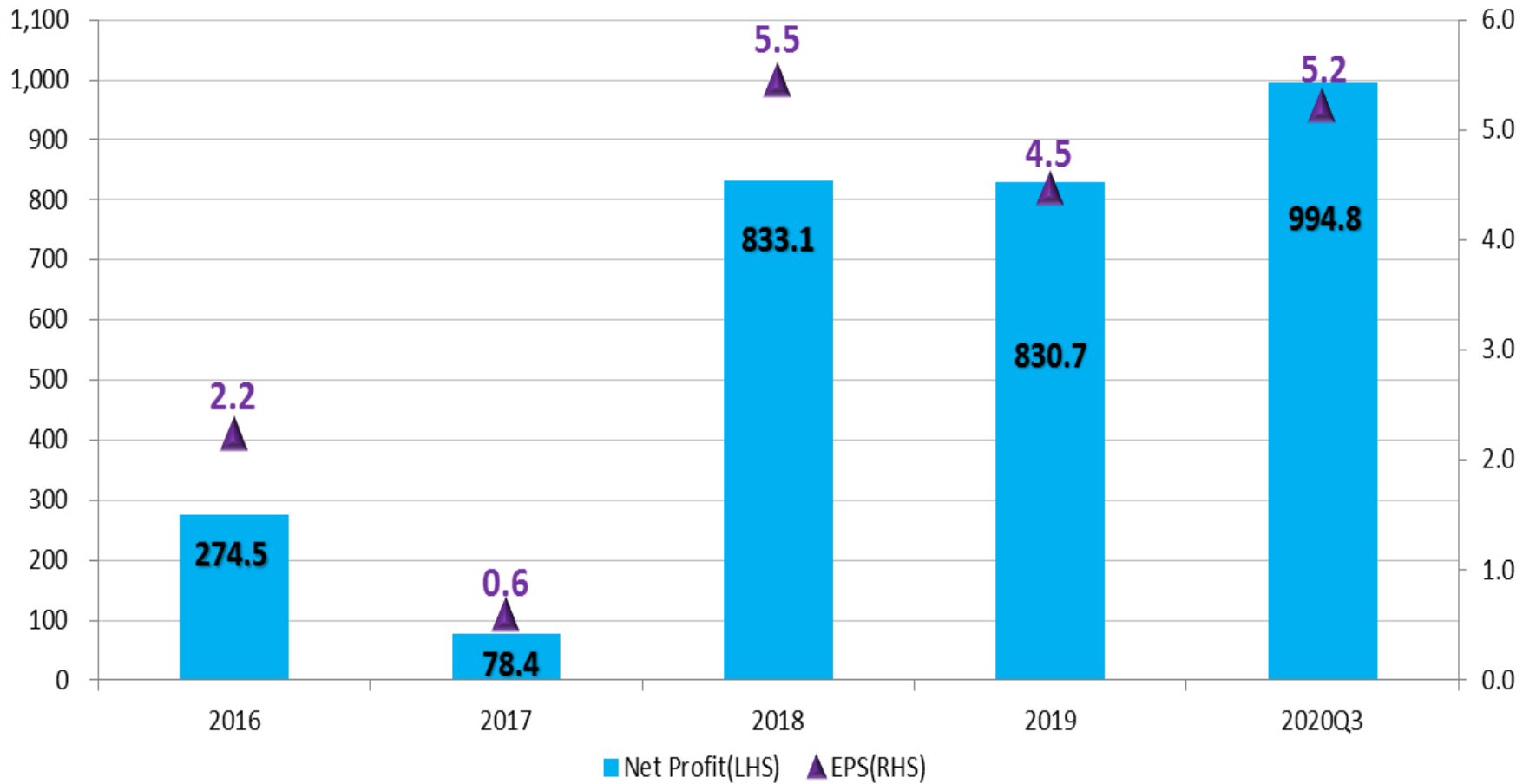


股東權益報酬率(ROE)及資產報酬率(ROA)



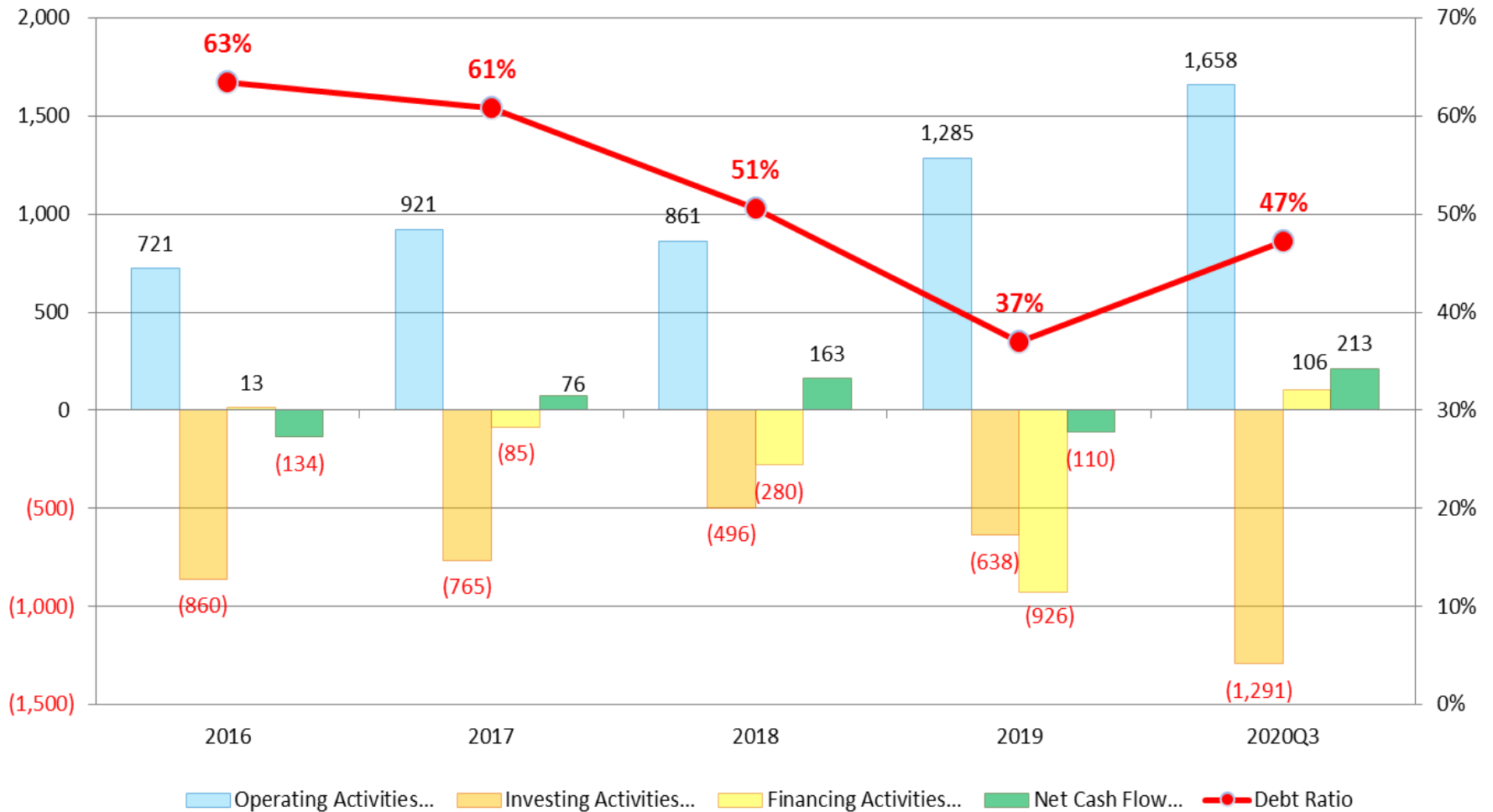


獲利狀況及每股盈餘(EPS)





現金流及財務結構





股利政策

| Year | Cash Dividend | Stock Dividend | EPS | AGM Date |
|------|---------------|----------------|------|----------|
| 2019 | 3.00* | - | 4.46 | June 5 |
| 2018 | 2.46 | - | 5.45 | June 5 |
| 2017 | 0.00 | - | 0.59 | June 15 |
| 2016 | 0.78 | 0.32 | 2.23 | June 15 |
| 2015 | 2.50 | - | 4.34 | June 15 |
| 2014 | 2.50 | - | 4.06 | June 2 |
| 2013 | 1.85 | - | 3.70 | June 25 |

*Based on fully-diluted shares



季度業績: (THB vs. NTD)

| | 2020Q3 | 2020Q2 | 2019Q3 |
|---------------------|--------|--------|--------|
| Revenue (In THB) | 3,425M | 3,179M | 2,762M |
| QoQ | 7.7% | | |
| YoY | 24.0% | | |
| Revenue (in NTD) | 3,223M | 2,983M | 2,806M |
| QoQ | 8.0% | | |
| YoY | 14.9% | | |
| Gross Margin | 21.8% | 22.5% | 20.1% |
| Net Margin | 11.2% | 11.7% | 9.4% |



季度業績: (QoQ/YoY比較)

| (NTD) | 2020Q3 | 2020Q2 | 2019Q3 |
|--------------|--------|--------|--------|
| Revenue | 3,223M | 2,983M | 2,806M |
| QoQ | 8.0% | | |
| YoY | 14.9% | | |
| Gross Profit | 691M | 672M | 544M |
| QoQ | 2.8% | | |
| YoY | 27.0% | | |
| Net Profit | 361M | 348M | 265M |
| QoQ | 3.7% | | |
| YoY | 36.2% | | |
| EPS | 1.89 | 1.83 | 1.40 |



季度業績: (2020Q1~Q3 vs. 2019)

| (NTD) | 2020Q1-Q3 | 2019Q1-Q3 | Growth % |
|------------------|-----------|-----------|----------|
| Revenue | 8,810M | 8,108M | +8.7 |
| Gross Profit | 1,922M | 1,630M | +17.9 |
| Operating Profit | 977M | 794M | +23.0 |
| Net Profit | 995M | 784M | +26.9 |
| EPS | 5.22 | 4.24 | +23.1 |



企業社會責任





The 22nd Overseas Taiwanese SMEs Award 第二十二屆海外台商磐石獎





企業社會責任



Letter from the CSR Committee Chairperson

Apex has always believed that a sustainable enterprise must not only excel in its core business and pursue the highest revenues, profits, and shareholder returns, it must also fulfill its responsibilities to the environment and society, and serve as an uplifting force in society.



In 2015, Apex established its Corporate Social Responsibility Policy, aiming to build on a foundation of sustainable operations and carry out our three missions of “Corporate Governance”, “Sustainable Environment”, and “Social Care” in our daily operations. We gain understanding of the key issues of concern for our stakeholders through organizations in our company responsible for these issues, and try our best to disclose the results of our actions through Company announcements.

Economic Dimension

Although Apex faced significant rise of material cost in 2017, under such turbulence, Apex started to proceed improvements in order to decrease production cost then was able to face challenges from the environment. During July of 2017 to June of 2018, Apex kept strengthening SOP of fundamental employees; built up costing control team to closely communicate with production line to find room for improvement; improved purchase strategy on supplies; improved manufacturing process etc. These made operating performance quickly improved in 2018. It was made by the whole members of Apex.

As the Top 2 rigid PCB manufacturer in Thailand, Apex hopes to leverage its hard-won leadership position in the industry and move our supply chain towards sustainable operations. We were making labor and environmental standards a part of our audits and requiring suppliers to follow the RBA (Responsible Business Alliance) Code of Conduct.

Environmental Dimension

In 2018, in addition to achieving our targets in energy saving, water conservation, waste reduction, and other environmental goals, Apex plans to set up renewable energy supply device, wastewater reuse and carbon footprint inventories and disclosures.

Social Dimension

Our focus is on employee rights and social participation. Employees are Apex’s greatest asset, and we pay close attention to their physical and mental health as well as their work environment. Each factory must maintain the ISO 14001 and the OHSAS 18001 (occupational health and safety) management system standards. In 2018, we provided more than 6,000 job opportunities, and retained talent with competitive compensation, diverse training courses, vacation time above regulatory requirements, and an array of work-life balance measures.

We take the initiative to care for employees, and our employees are happy to give back to society after work, creating a positive cycle to make society better. In 2018, Apex provided book donations to schools, blood/money/supplies donation to hospitals, and work opportunities to blind people among other things. Apex spends approximately 0.34M baht for Community/Social event and donation, total 9 events in 2018.



企業社會責任



Top 6-20% in Corporate Governance Evaluation;
AREA-Investment in People;
Zero Fire Project

Community Services and Donations;
Happy and Safe Workplace;
Customer Services and Suppliers Cooperation



Energy Saving;
Water Saving;
Waste Recycling;
GHG Inventory and Disclosure;





企業社會責任



Caring Homeless Program



APEX Green Program



Songkran-Donation Program



Community Services



企業社會責任



Providing Scholarship for Local School



Providing Scholarship for Employee



Blood Donation



Anti-drug with Thai Government



2019 泰國宋干節(Songkran)





企業社會責任

更多資訊請參閱本公司企業社會責任報告書

網址：<http://www.apex-intl.com.tw/en/csr-7.php>



A night-time photograph of a large, ornate golden pagoda complex, likely the Shwedagon Pagoda in Yangon, Myanmar. The pagodas are illuminated with warm golden light, contrasting with the dark blue and black night sky. The architecture features multiple tiers and spires with intricate carvings. The text "Thank You" and "大家平安" is overlaid in the center of the image.

Thank You
大家平安