



Apex Investors Conference



Bill Chou, CEO
Sep. 7th, 2015

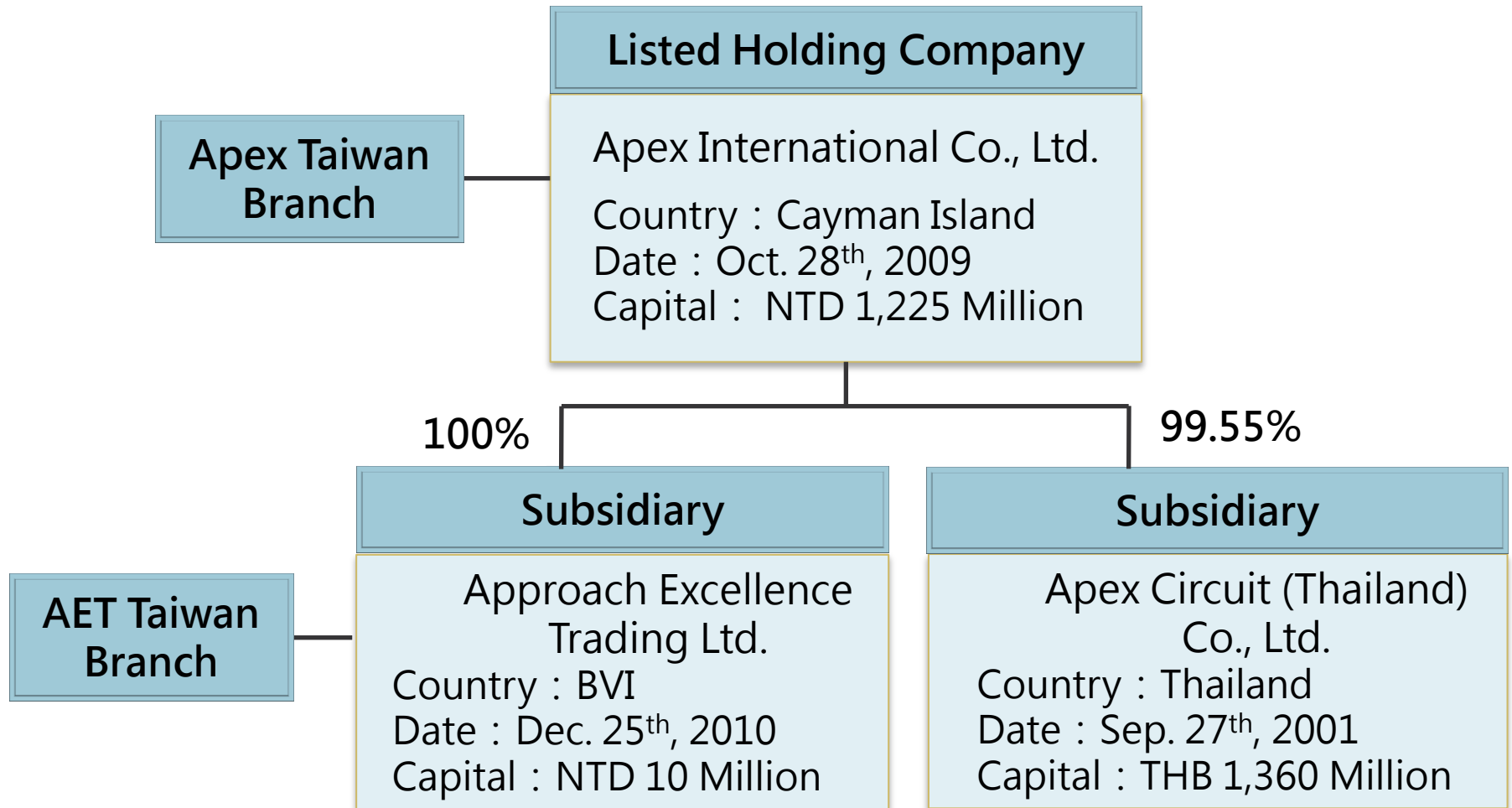


Agenda

- 1) Company Profile
- 2) Financial Information & Dividend Policy
- 3) KPI Cost Control by Process
- 4) Human Resources
- 5) Business Strategies
- 6) Appendix



Apex Group





Profile

Name : Apex Circuit (Thailand) Co., Ltd.

Founded : Sep. 27th, 2001

Chairman : Mr. SM Wang

CEO : Mr. Bill Chou

Products : Printed Circuit Boards

Ground Area : 140,000 M²

Apex 1 : 35,000 M²

Apex 2 : 105,000 M²

Employees : 5,300 (By the end of Aug., 2015)

Apex 1 : 3,650

Apex 2 : 1,650



Apex 1



Apex 2



Thailand Ground Area

Apex 1



Apex 2





Management Team



CEO
Bill Chou



Chairman
Woody Wang



EVP
Blue Lan



VP (Japan)
Shohara Masashi



VP (G-China)
Ozzy Lee



CBO
James Cheng



CFO
Maliwan Chinvorakijkul

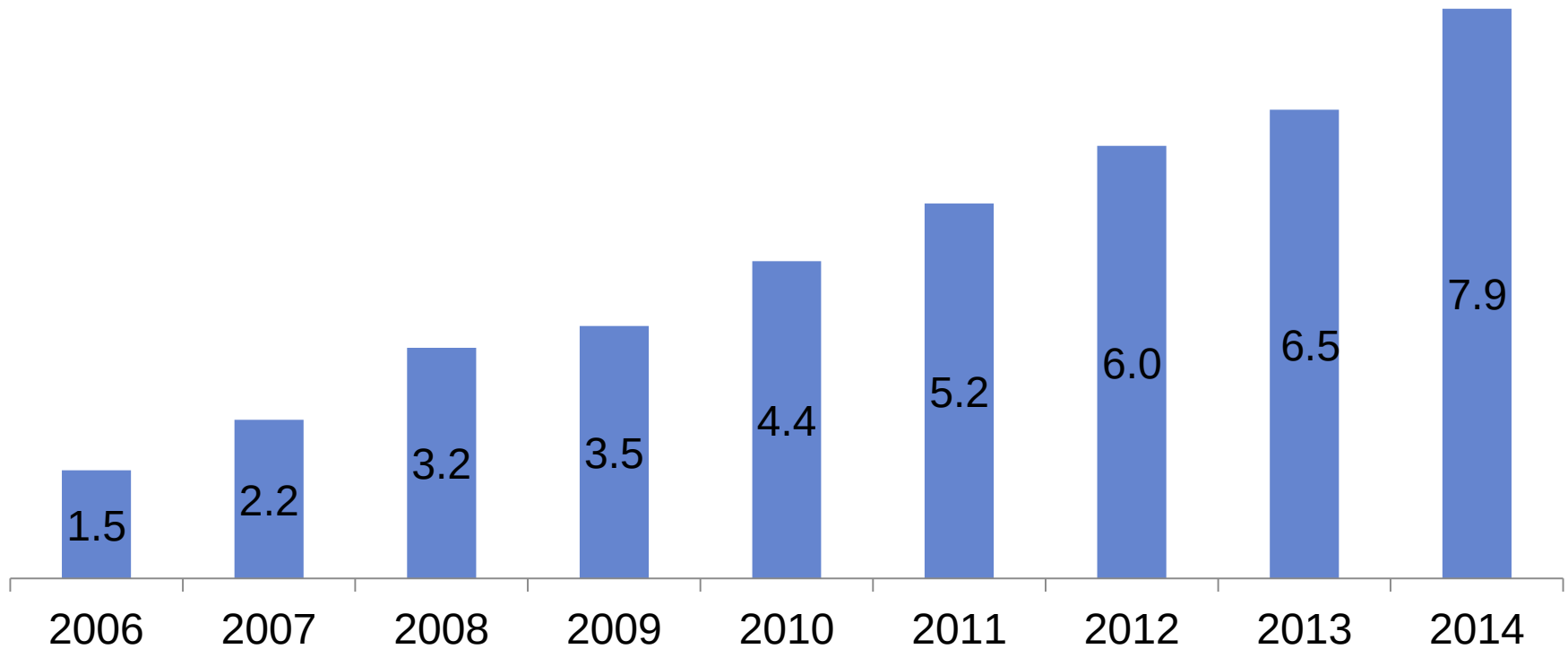


CTO
DC Chen



Revenue

Unit : Billion Bath



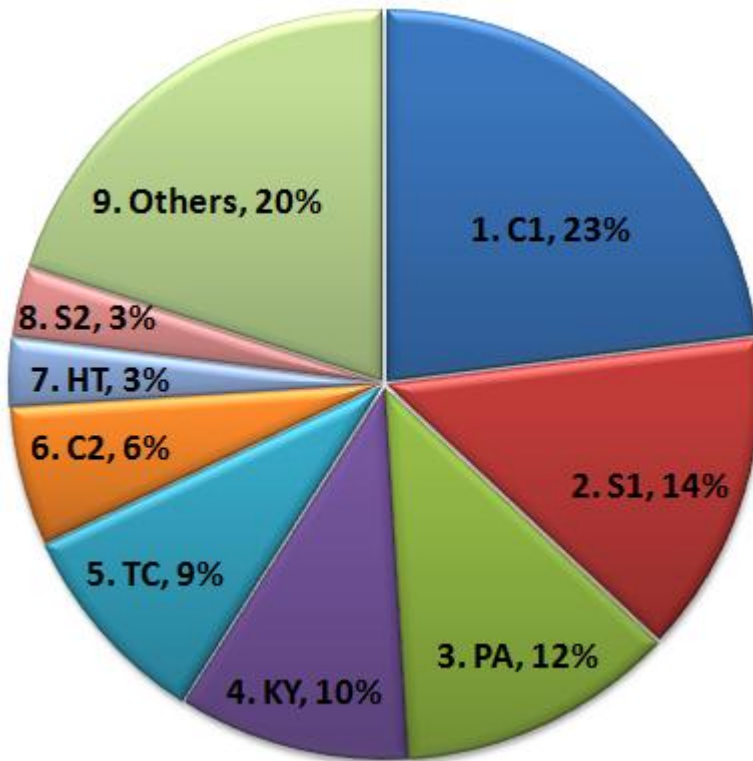
% of Growth

2007	2008	2009	2010	2011	2012	2013	2014
47%	45%	9%	26%	18%	15%	8%	22%

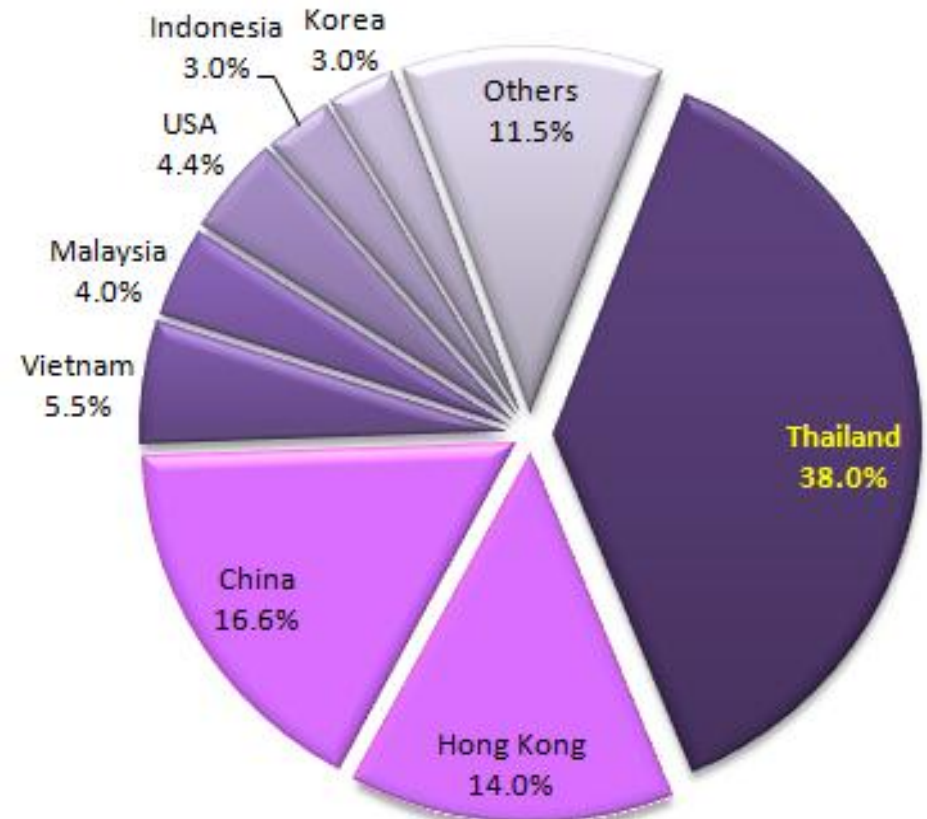


Low Concentrate Risk of Sales Strategy

Customer Ranking (Top 8)



Ship to Locations (22 Countries)

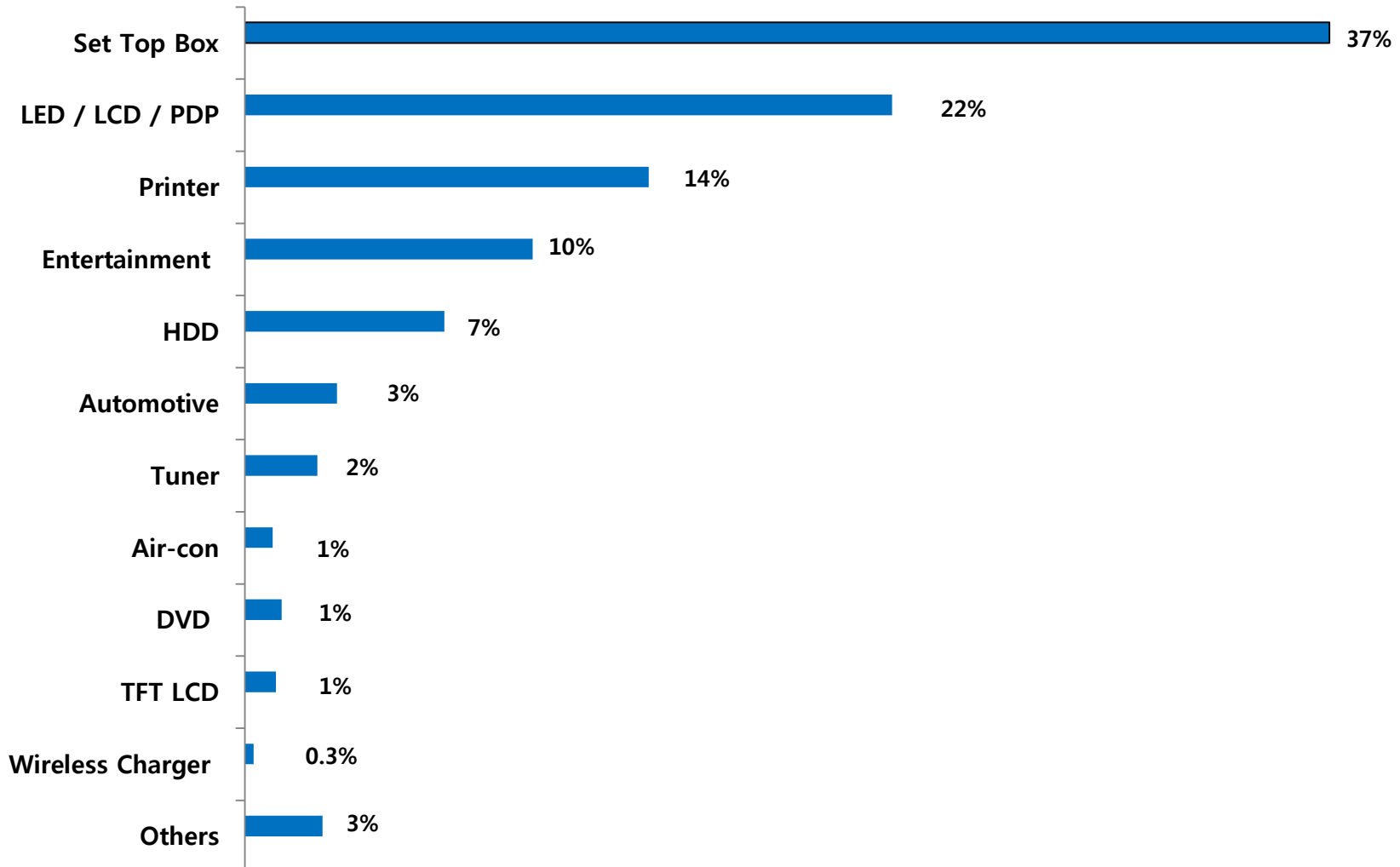


International End Customer





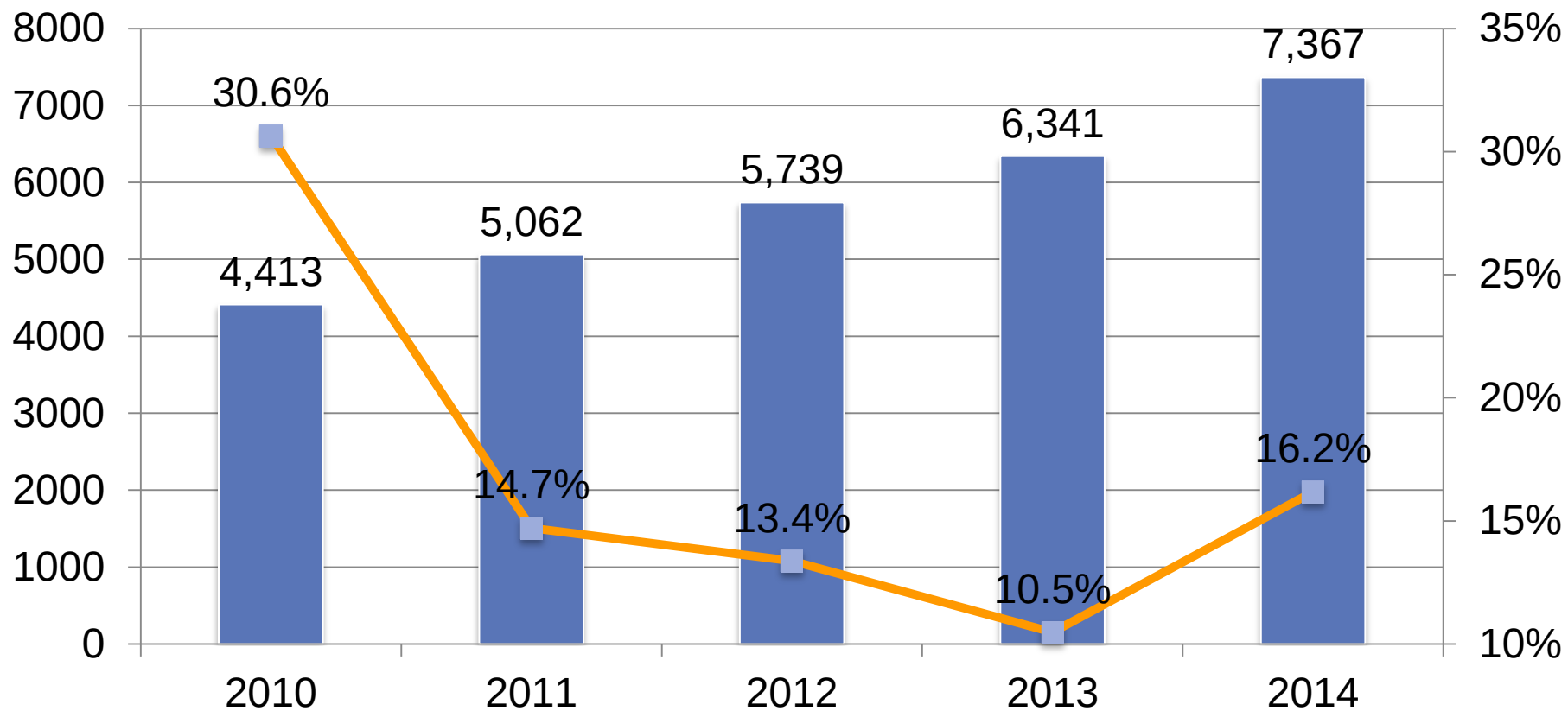
2014 End Product Distribution





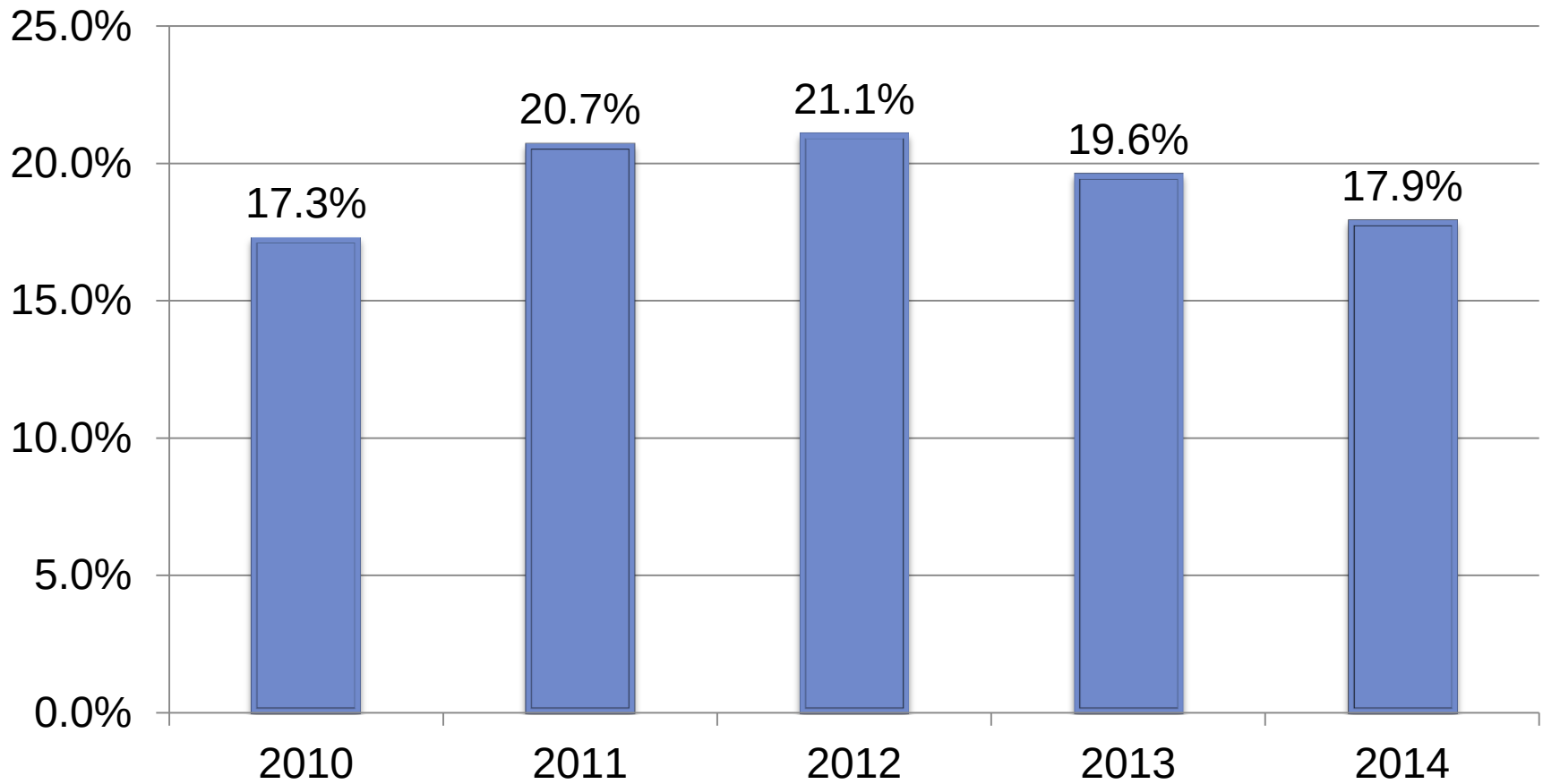
Revenue

Unit : Million NTD





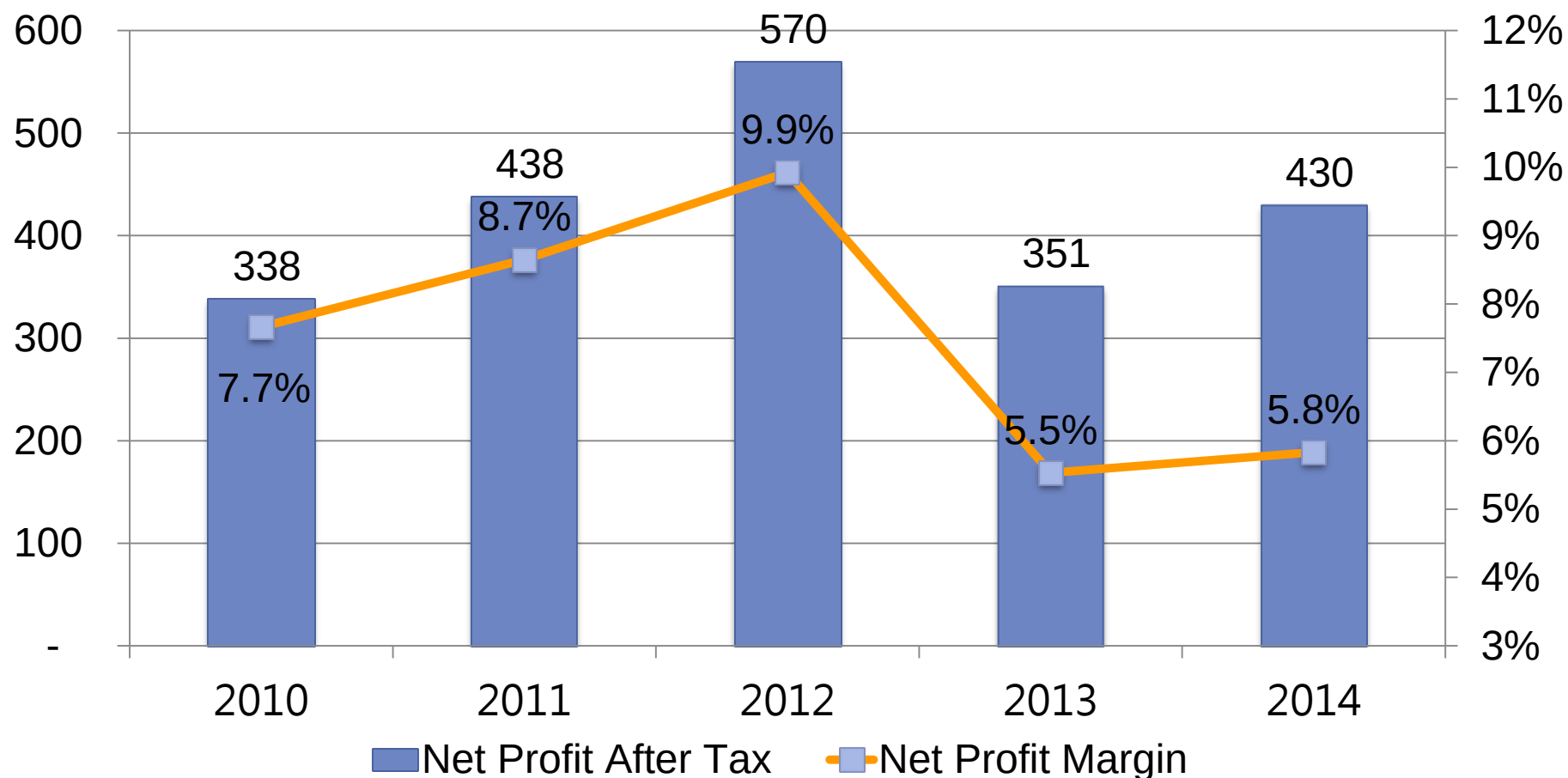
Gross Margin Rate





Net Profit After Tax

Unit : Million NTD





Dividend Policy

Unit : NTD

Year	Cash Dividend	%	Stock Dividend	%	Total Dividend	EPS	AGM Date	Dividend Issue Date
2014	2.50	100	-	-	2.50	4.06	Jun., 15	Sep. 11 th , 15
2013	1.83	100	-	-	1.85	3.70	Jun., 14	Sep. 3 rd , 14
2012	2.92	100	-	-	2.92	6.13	Jun., 13	Aug. 30 th , 13
2011	2.50	100	-	-	2.50	5.11	Jun., 12	Aug. 9 th , 12
2010	1.35	100	-	-	1.35	4.02	Jun., 11	Sep. 9 th , 11
				Total	11.12	23.02	48.3%	



Compare to 2006 vs. 2014

APT	2006				2014				ASP change
Layer	Sales		Sales Value (M Baht)	ASP (Baht/SQM)	Sales		Sales Value (M Baht)	ASP (Baht/SQM)	
	SQM	%			SQM	%			
2	506,415	87%	1,223	2,415	763,157	24%	1,455	1,906	-21%
4	56,771	10%	197	3,470	1,912,986	60%	4,582	2,395	-31%
6	17,686	3%	96	5,428	538,261	17%	1,811	3,364	-38%
Others			24				28		
Total	580,872	100%	1,540	2,651	3,214,404	100%	7,875	2,441	-8%
Gross Margin (M Baht) GM%			92				1,399		
			6.0%				17.8%		
Employee Headcount		1,588			4,700				
Revenue / Headcount (Baht)		80,814			139,623				



Cost Control

Unit : K Baht/Month

Revenue per Person	2006	2013	2014	2015 1H
	80	131	140	167

Material Cost	2012	2013	2014	2015 1H
	30.5%	29.7%	28.5%	29.4%

Scrap Rate	2012	2013	2014	2015 1H
	4.5%	4.8%	3.8%	4.2%

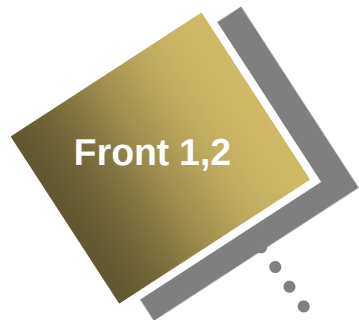
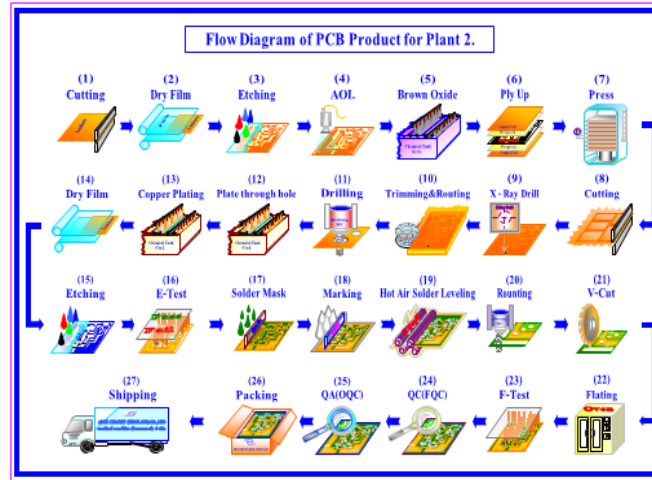


KPI Cost Control by Process(Operators)

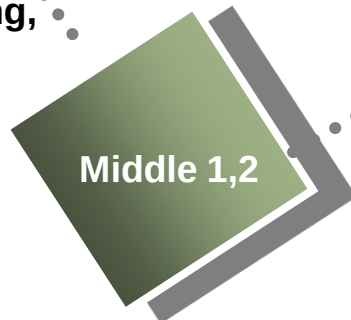




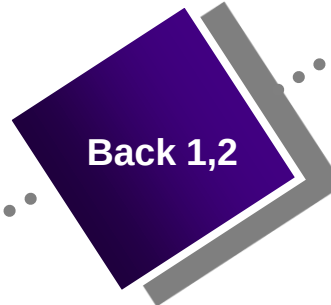
Process Control



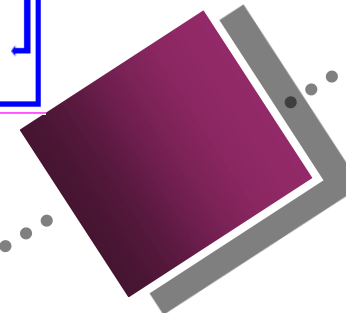
Process : Cutting,
Drilling
PL-A,PL-B,CPP
MPL



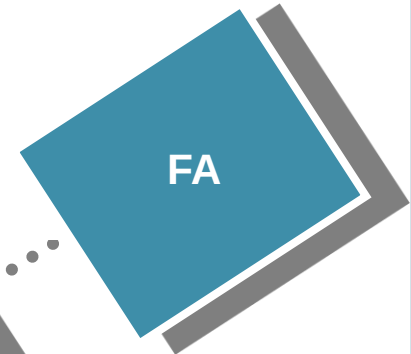
Process : DF,SM,MK



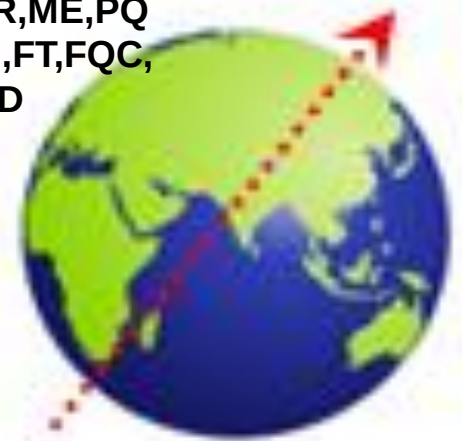
Process :
Pu,VC,OSP,PK,Routi
ng,IAG,Inner



Process :AOI,
ABRR,BRR,ME,PQ
C,IQA,MRI,FT,FQC,
LAB,QC,ED



Process
:FA,MC,WC,EC,TL,
FIX MDR





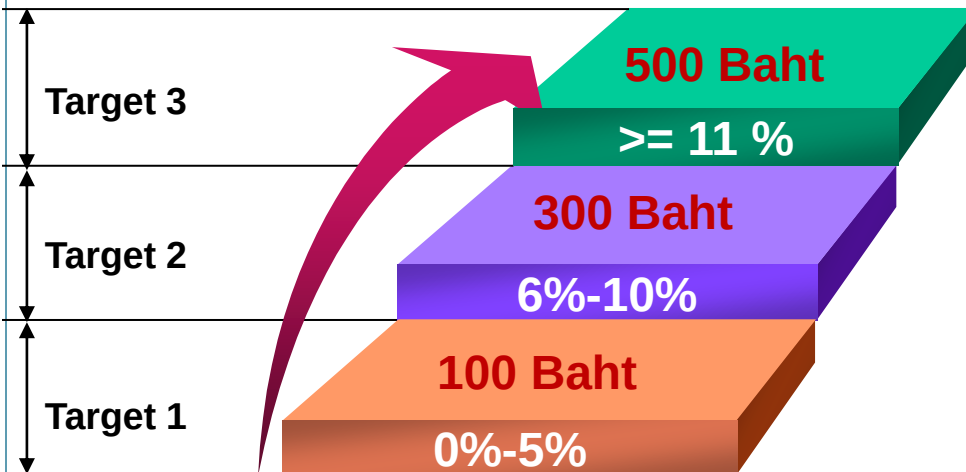
KPI Cost Control by Process



KPI Step 2

		Target 1	Target 2	Target 3
		0%-5%	6%-10%	>=11%
Q1	Jan Feb Mar	300	400	500
Q2	Apr May Jun	600	800	1,000
Q3	Jul Aug Sep	900	1,200	1,500
Q4	Oct Nov Dec	1,200	1,600	2,000
Total		3,000	4,000	5,000

KPI Step 1





KPI Cost Control by Process

KPI of Jul 2015

Dept.	Section Code	Section Name	Status	Percentage
Front 1.	B1003	Cut-B	O	10%
	B1004	DR-B	X	-2%
Front 2.	1005	PL1	O	2%
	1007	PL2	X	-3%
	B1005	PLB	O	12%
	9203	CPP	O	2%
Middle 1	1006	DF-A	O	14%
	B1006	DF-B	O	9%
	C1006	DF-C	X	-5%
Middle 2	1008	SM-A	O	9%
	B1008	SM-B	O	11%
	C1009	MK-C	X	-4%



Human Resources

Senior Management Team	8
GM Office (technical/administration staff)	9
Mid-Management Team	42
Production Department	3,826
Production Engineers	193
Facility Maintenance	177
Logistics	21
Administration	105
Finance / MIS	81
Sales, Marketing and Business	93
Quality Control	615
Quality Assurance (QA)	130
Total	5,300

Indirect Employees	1,225 (23%)
Direct Employees	4,075 (77%)



Human Resources

Employee Headcount

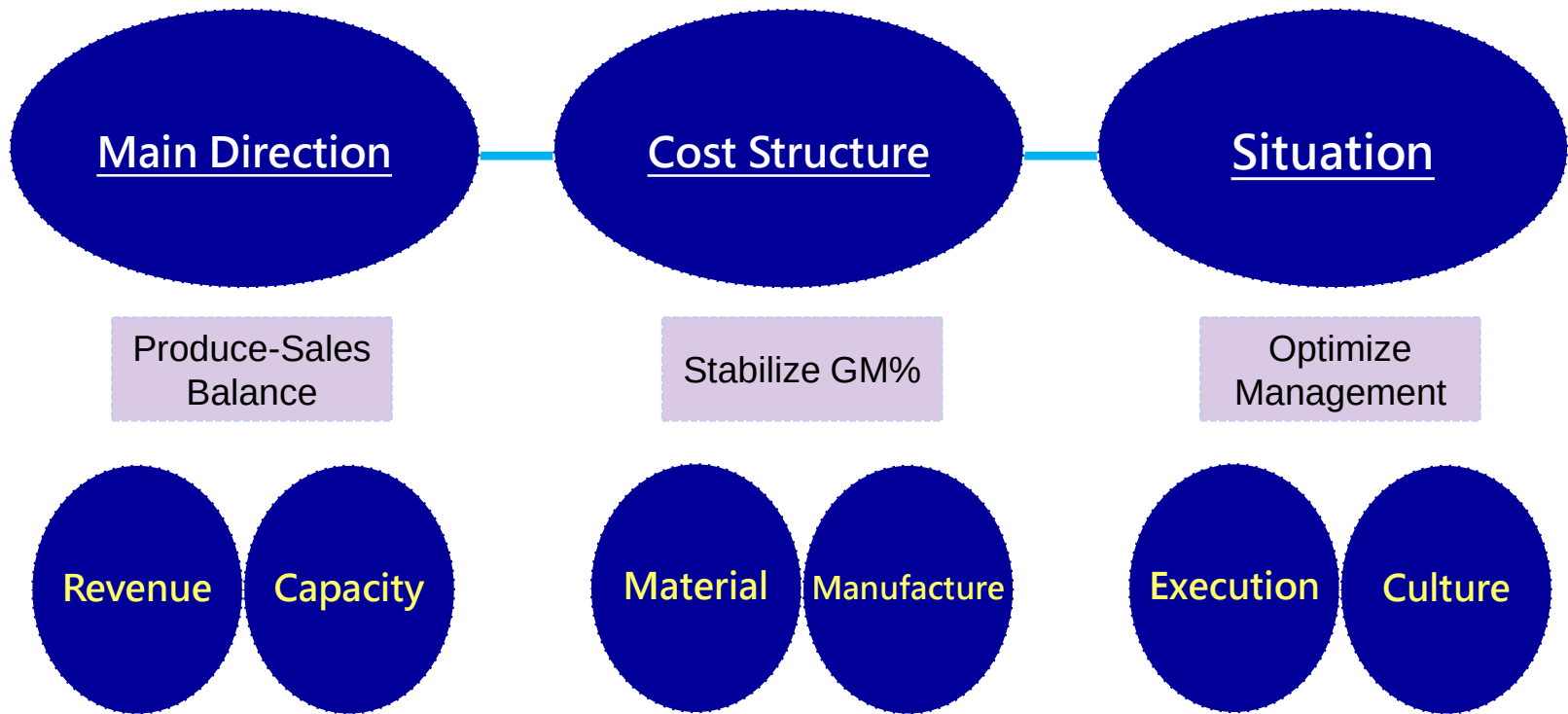
Nation		Thai Area		Age		Gender	
Thai	Foreign	Local	Nonlocal	≤35y	>35y	Male	Female
5,239	61	921	4,379	4,693	607	2,062	3,238
98.84%	1.16%	17.38%	82.62%	88.55%	11.45%	38.90%	61.10%

Average Monthly Turnover Rate

2011	2012	2013	2014
Apex 1	Apex 1	Apex 1	Apex 1+2
3.95%	3.88%	3.61%	3.90%



Business Strategies (2015-2016)





CEO Directly Control

Plan

- Culture
- Positioning
- Products
- Customers

Line

- Sales
- Cost
- 5 S
- Safety

Point

- Welfare
- Guard/Driver
- Cook/Lavatory
- Anti-Drug



SongKarn





Anti - Drug





Dung Kai





Company Bus





CSR





CSR





View from Lakeside





Official Visit





Senior Management Team





Year-End Party





泰國 Thailand

Thank You!

For Your Time and Attention
Apex International Co., Ltd.