

# 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 M<sup>2</sup>

Apex 2：105,000 M<sup>2</sup>

Apex S：8,544 M<sup>2</sup> (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

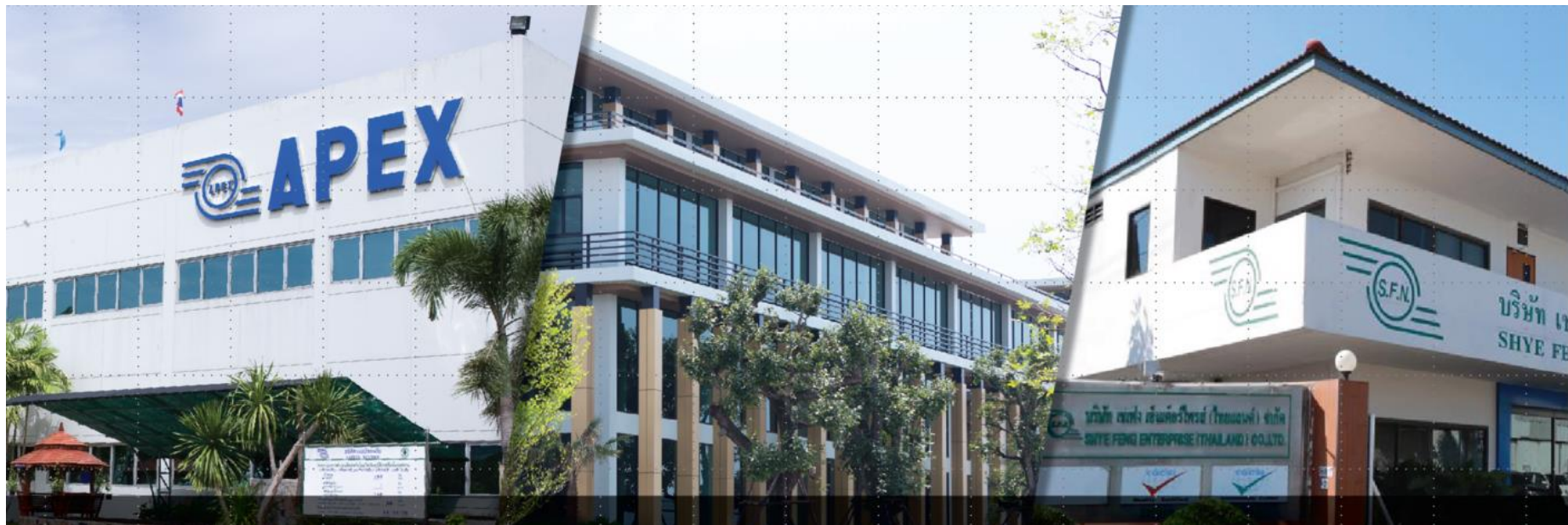
Certified in January 2014  
Apex 1 & 2

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





## 產品產能計畫 (單位：平方公尺)

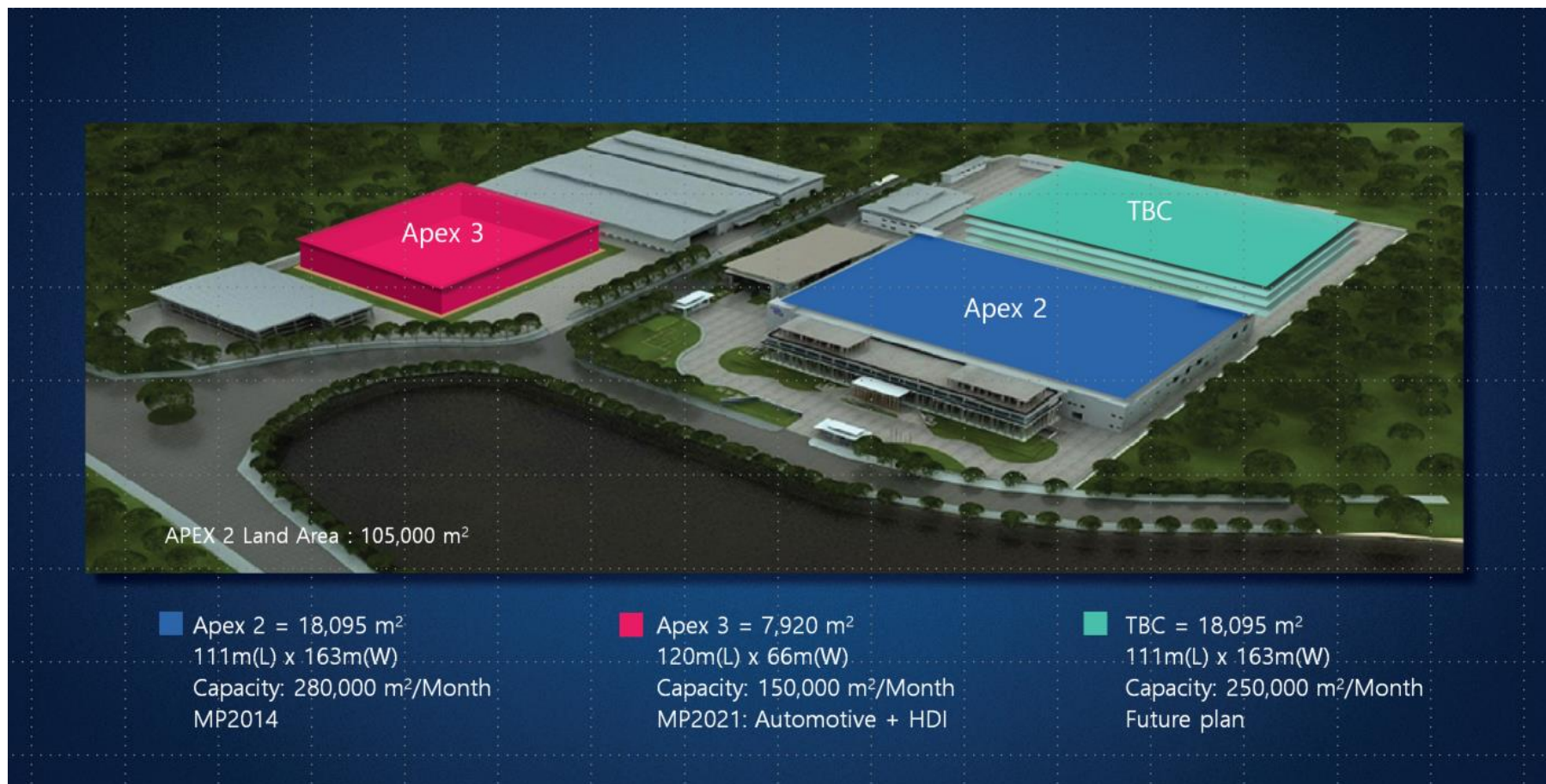


Plant	Jan., 2020	Apr., 2020	Oct., 2020	2021	Future
<b>A 1</b>	250,000	280,000	280,000	320,000	320,000
<b>A 2</b>	250,000	250,000	270,000	290,000	290,000
<b>A S</b>	100,000	100,000	100,000	170,000	170,000
<b>A 3</b>	n. a.	n. a.	n. a.	70,000	250,000
	600,000	630,000	650,000	850,000	1,030,000





## APEX 3 擴廠計畫: 2020年1月至2021年第三季





## 核心優勢



### 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



**APPROACH + EXCELLENCE = APEX**

## ALL-WIN 共贏



## OPERATION GOAL 經營目標







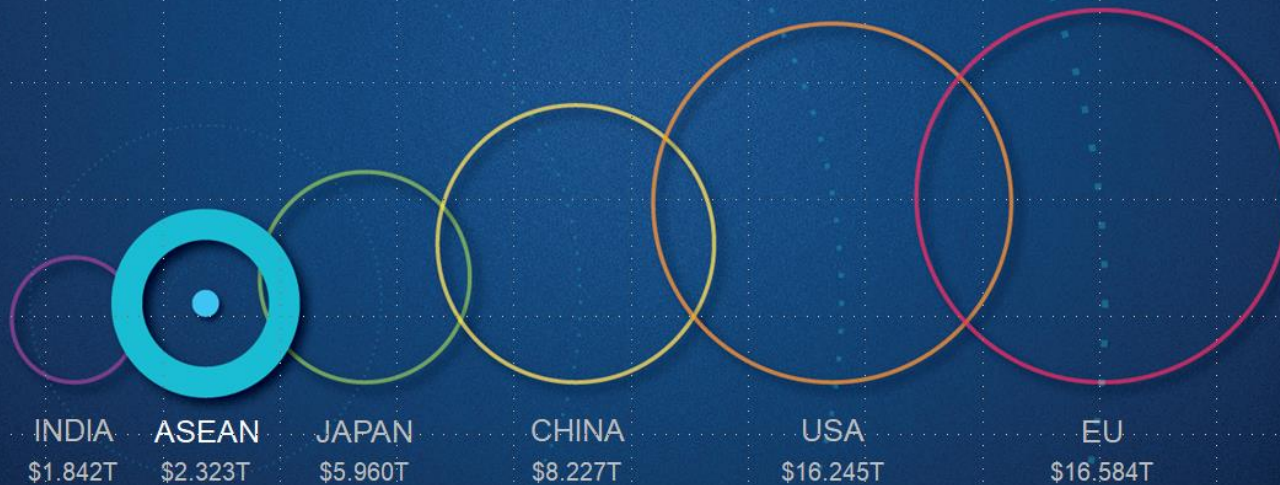
## 團隊合作



## 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.





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

## 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

2019 TV PCB  
Global Share  
(43/223Mset)



2019 STB PCB  
Global Share  
(40/240Mset)



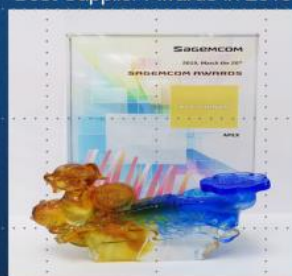
2019 Printer PCB  
Global Share  
(26/94Mset)



Samsung VD  
VD Global Partner in 2019



Sagemcom  
Best Supplier Awards in 2019

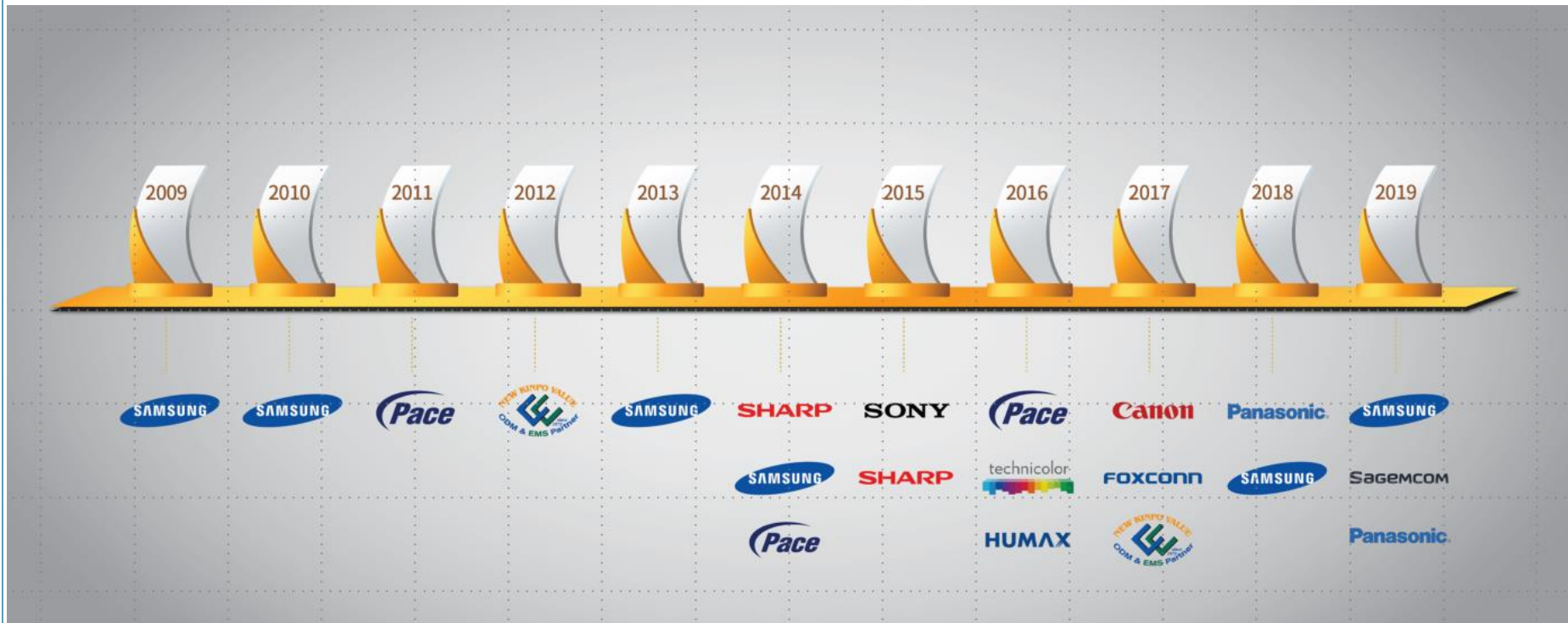


Canon Hi-Tech  
Best Supplier Awards in 2019





## 最佳供應商獎項





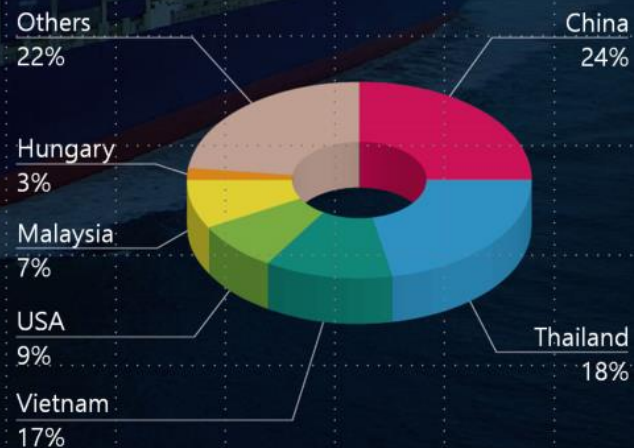


## 收入分布情形

2019 Sales by Region



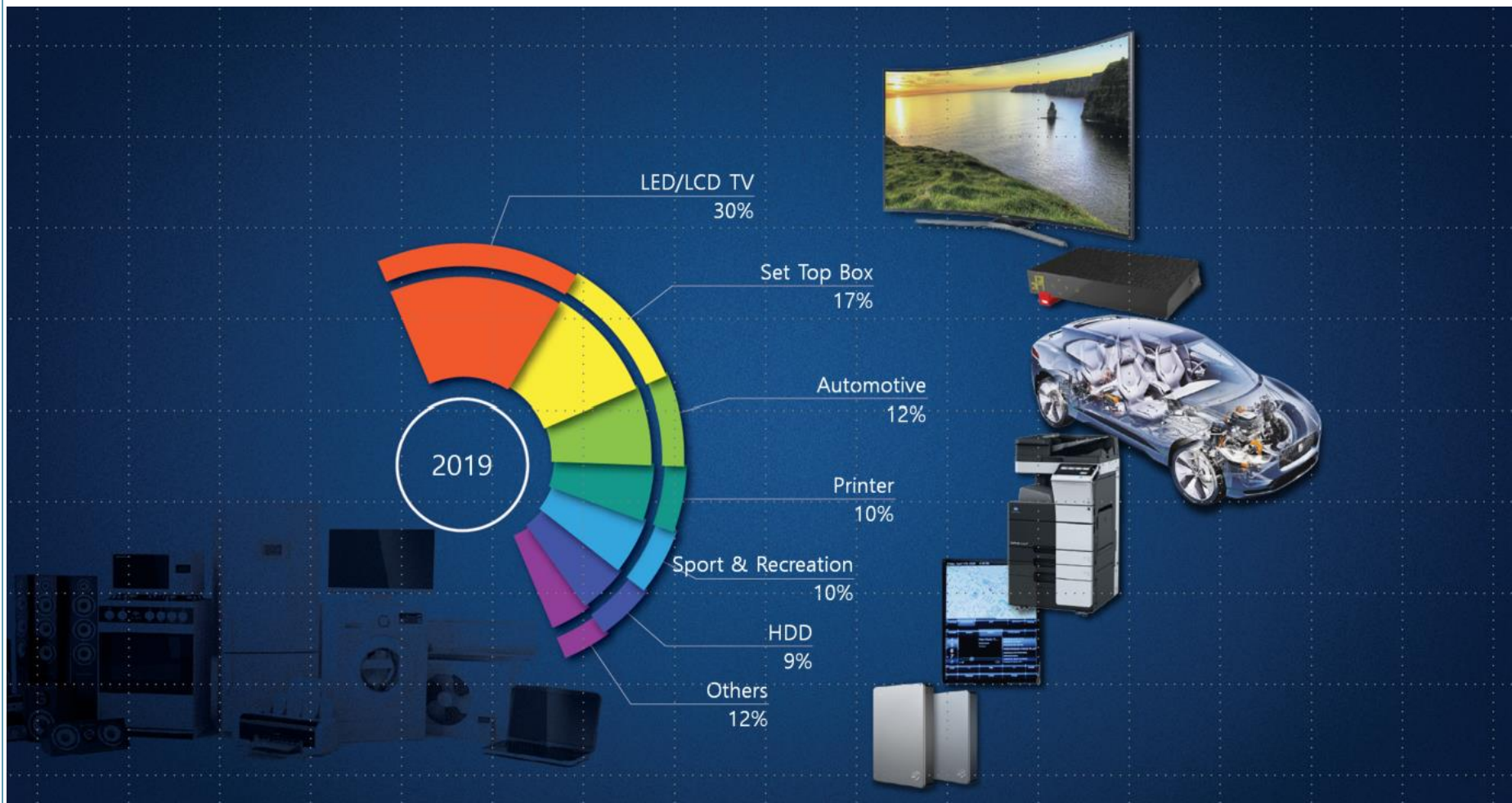
2019 Ship to Locations



\*Others: 20 Countries

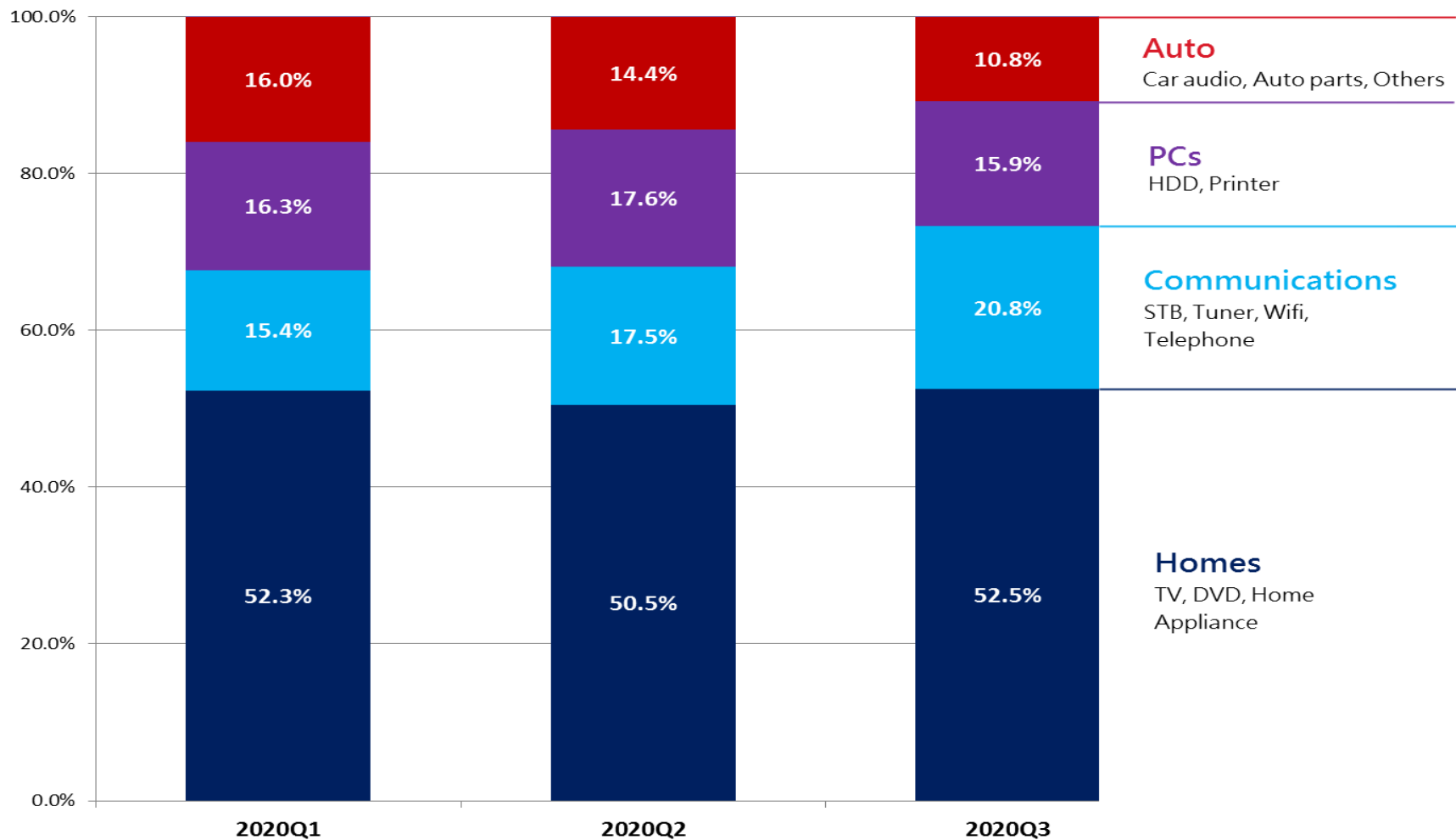


## 終端產品收益





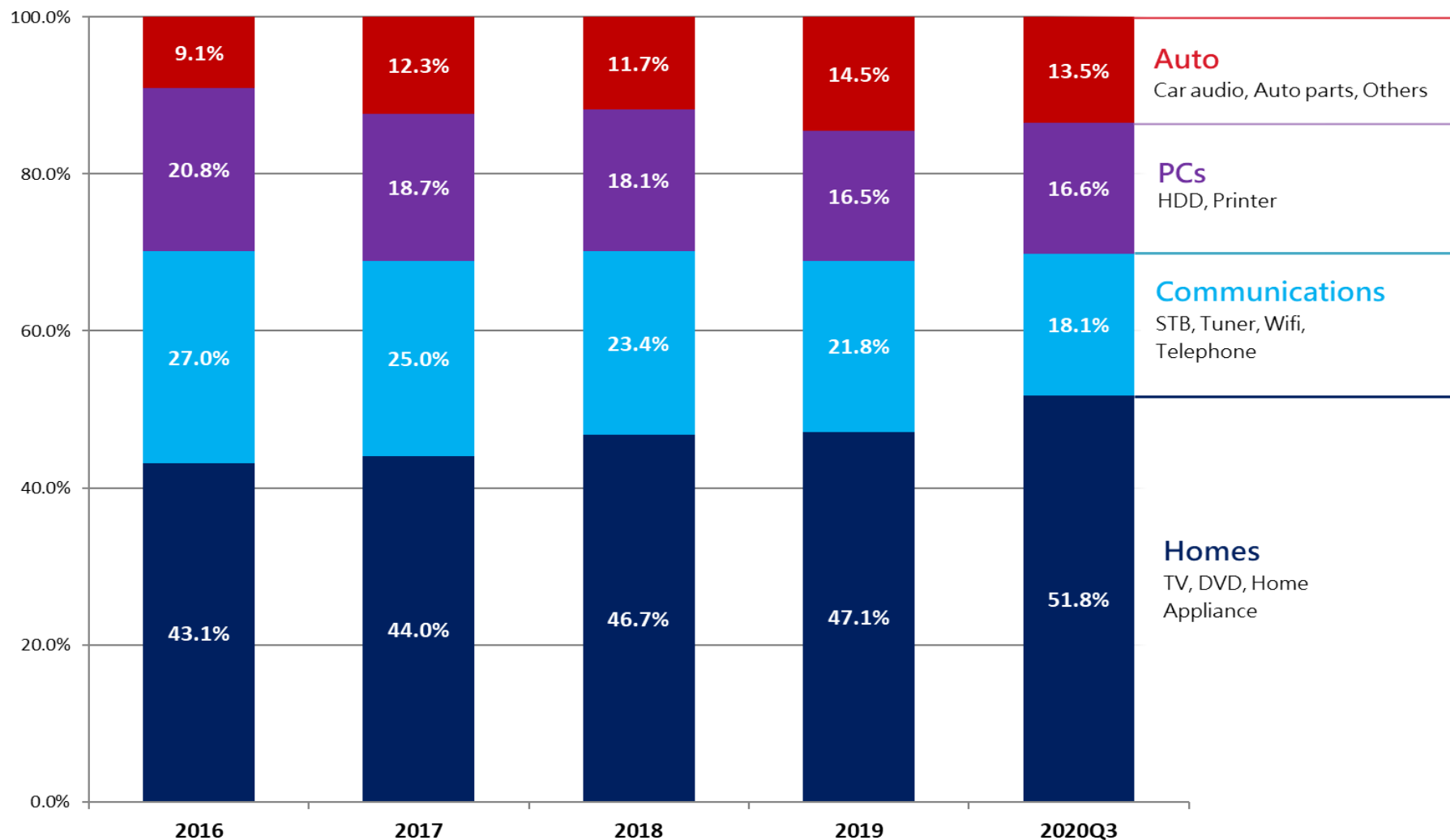
## 季度產品組合





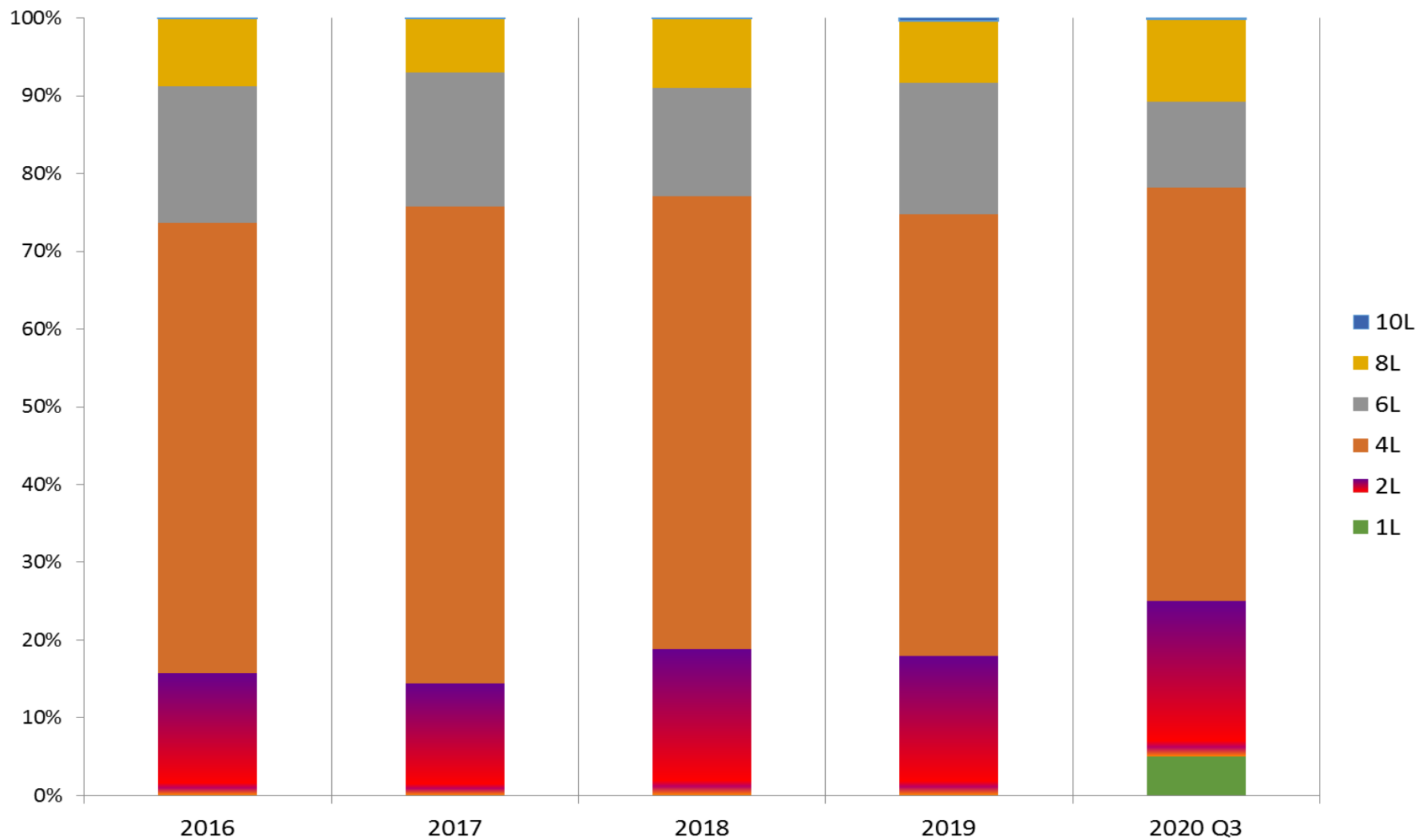


## 年度產品組合



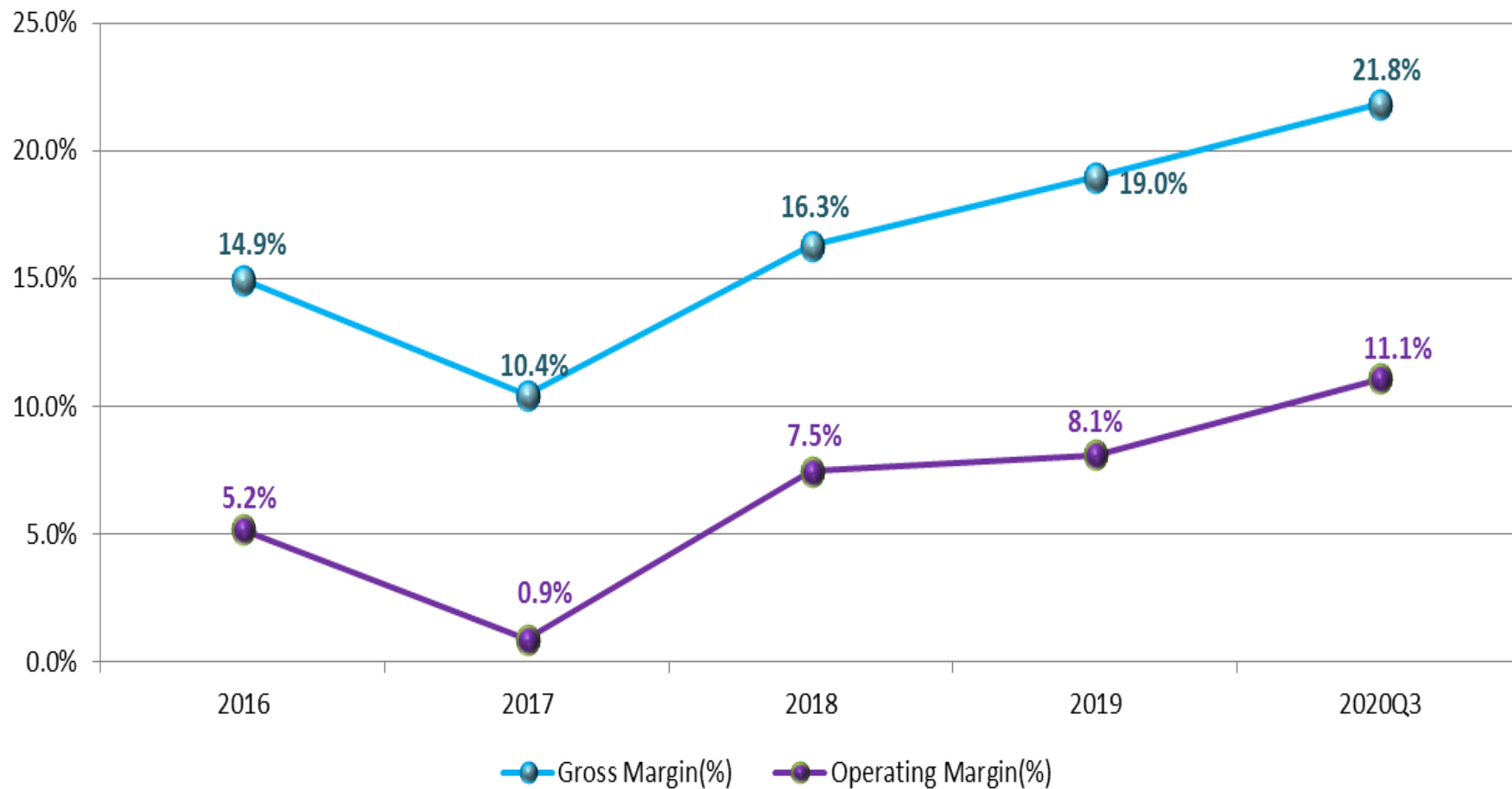


## PCB層板組合





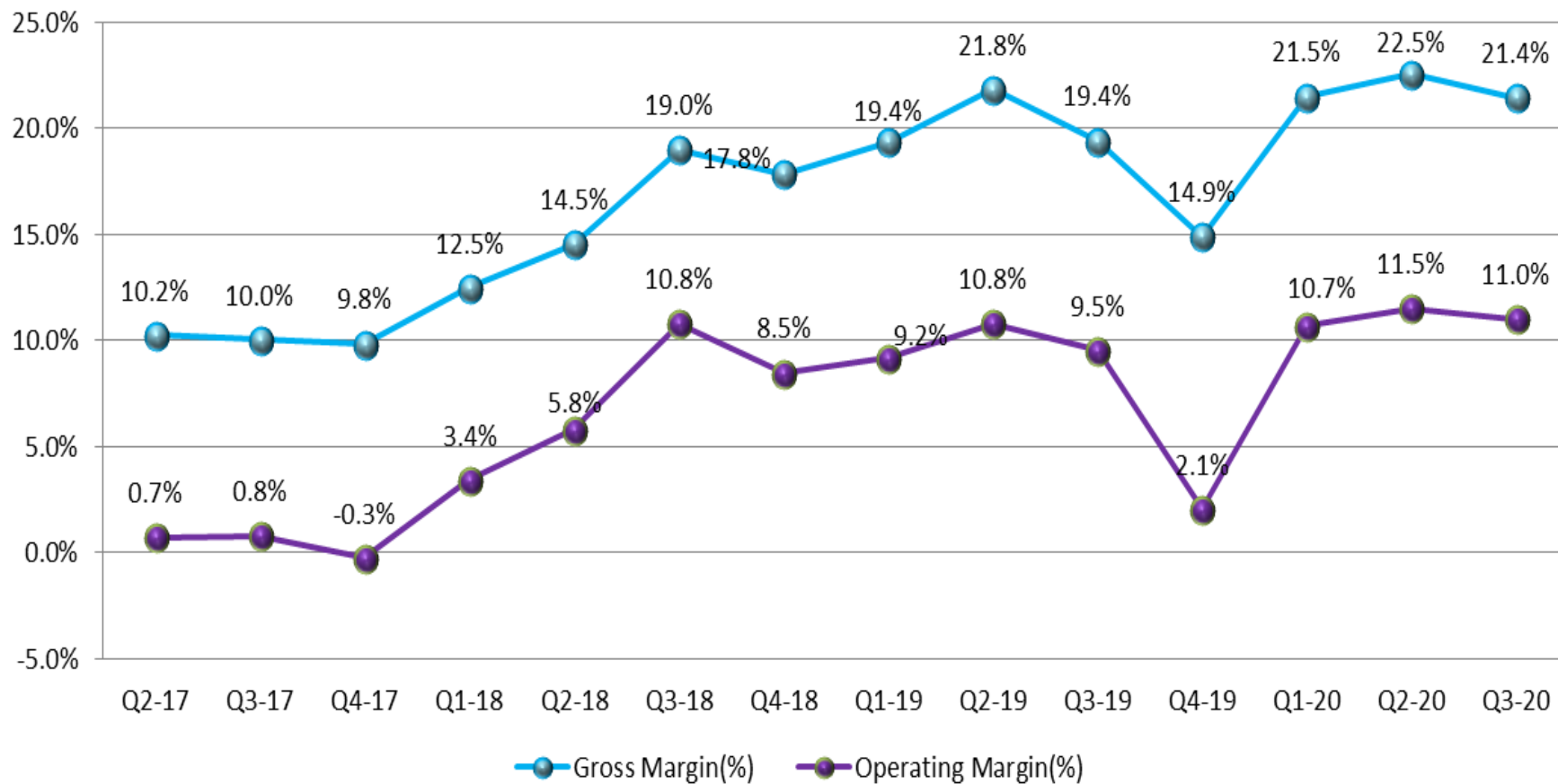
## 年度銷售及獲利狀況





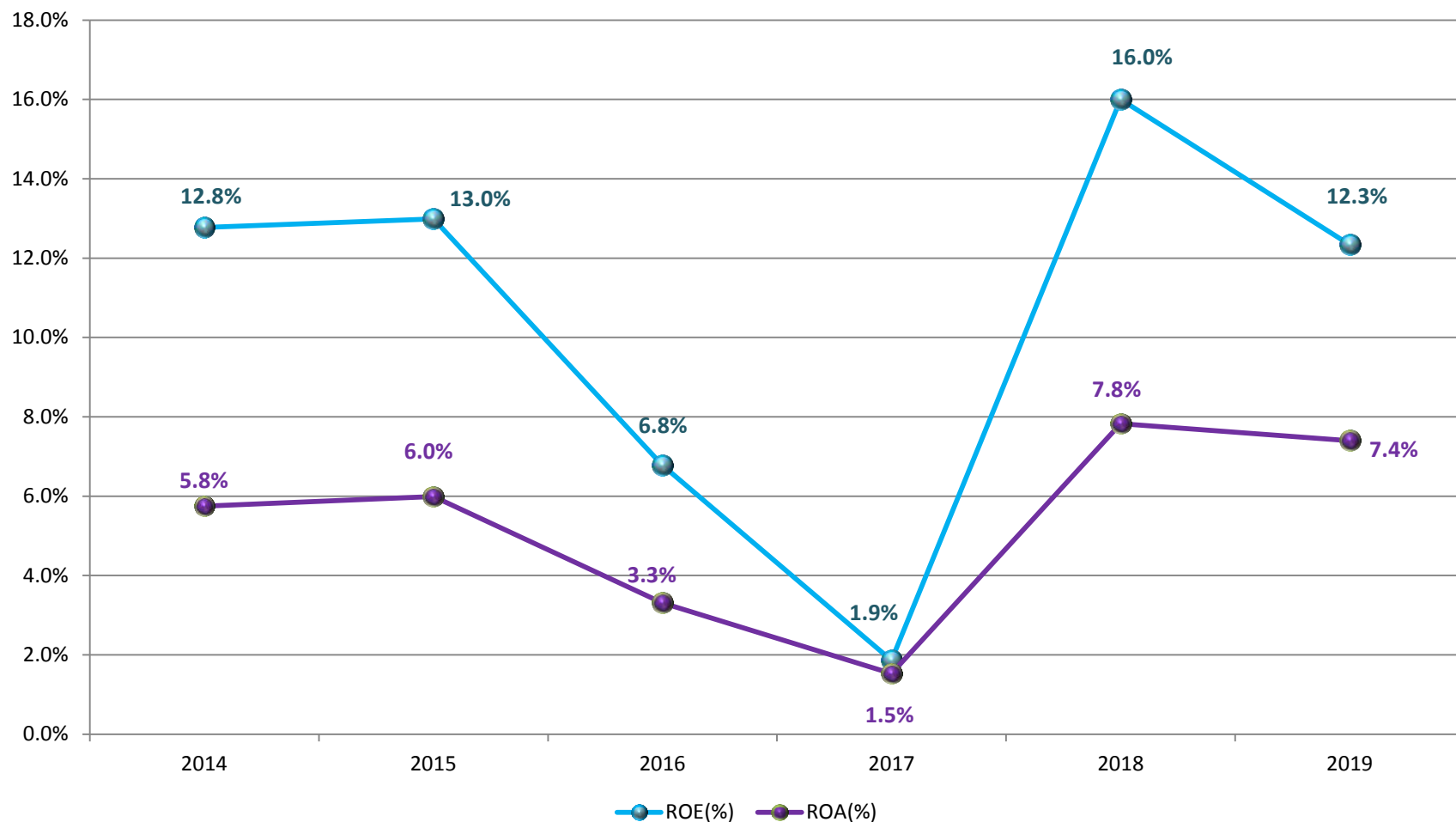


## 季度銷售及獲利狀況



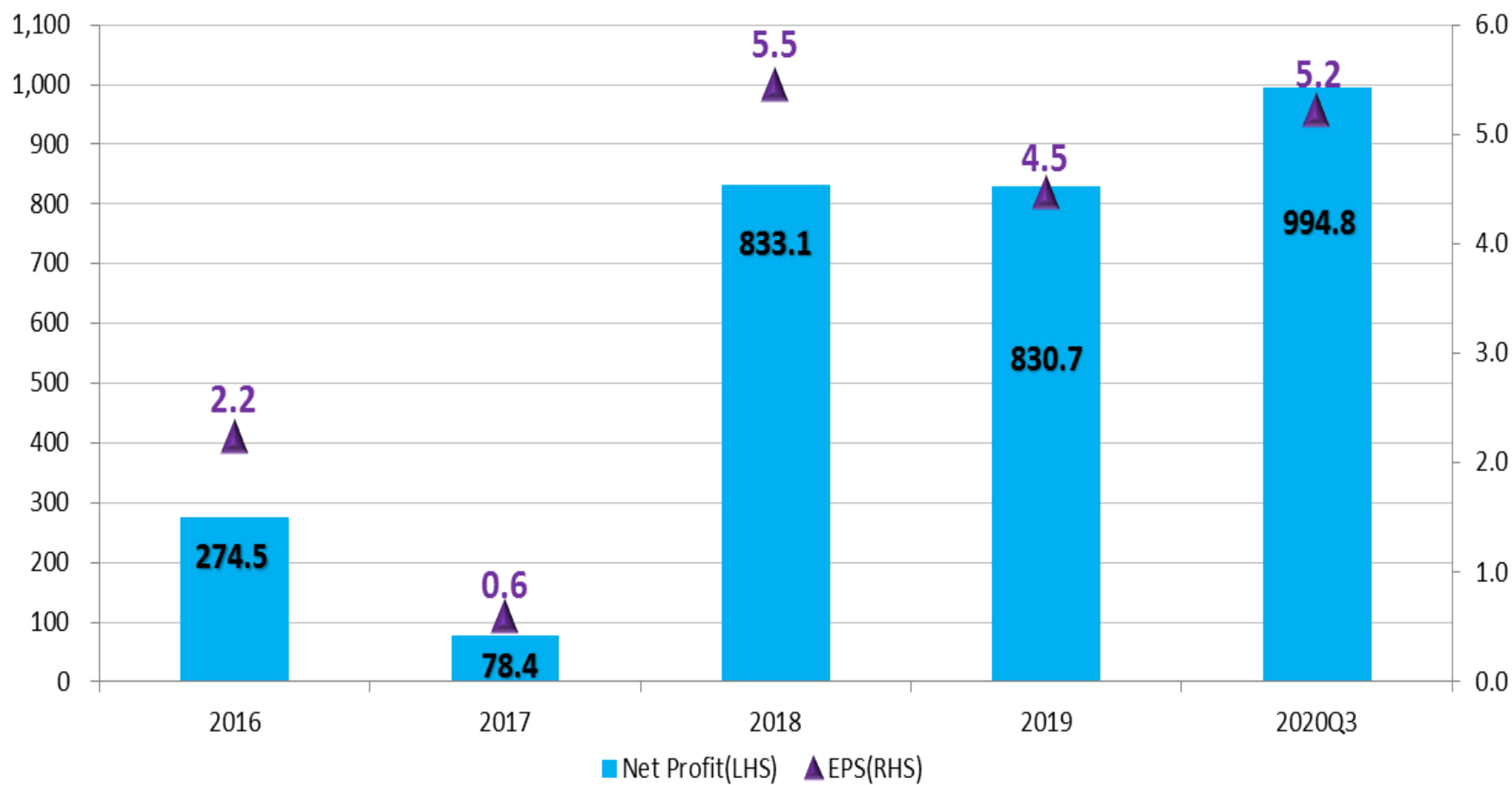


## 股東權益報酬率(ROE)及資產報酬率(ROA)





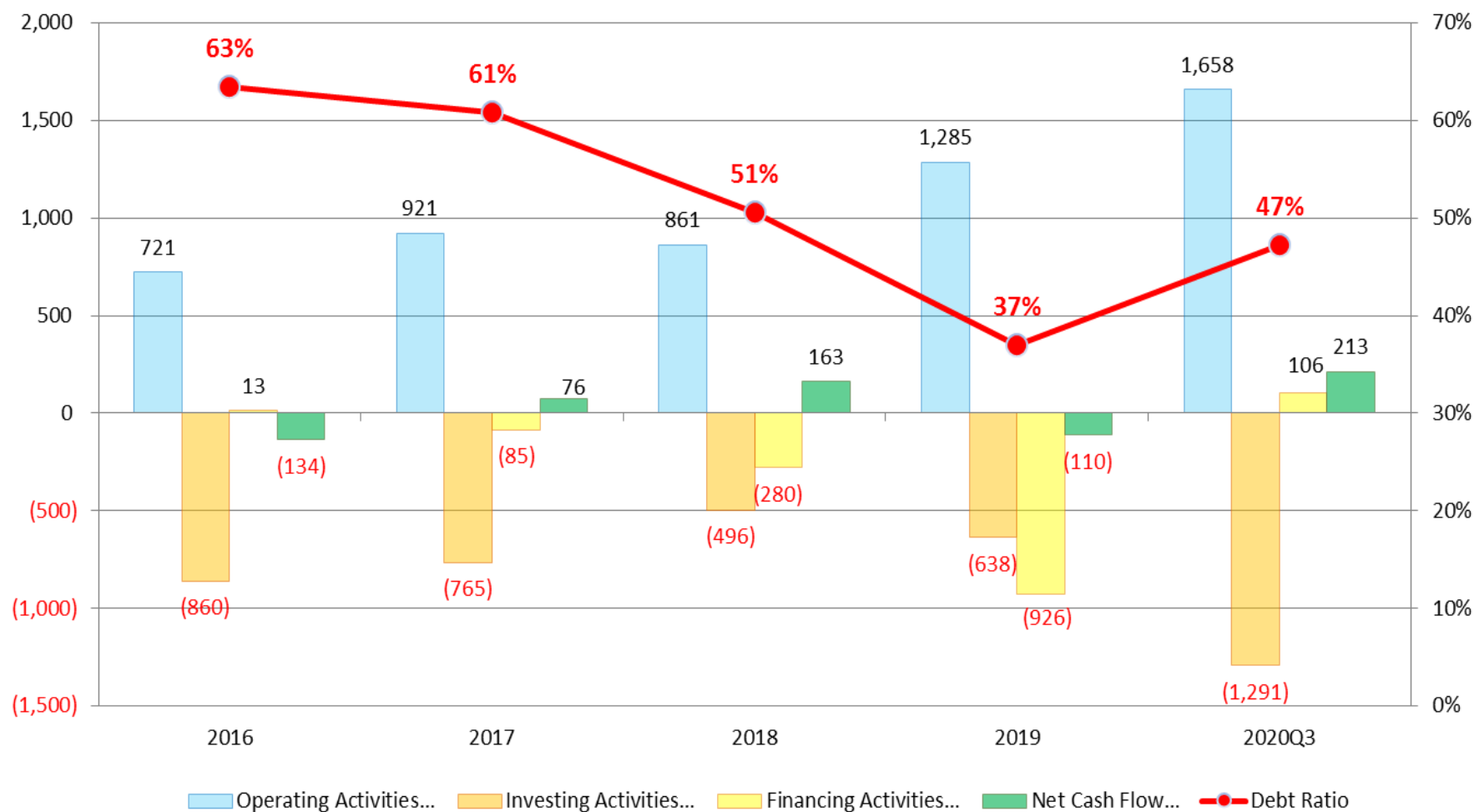
## 獲利狀況及每股盈餘(EPS)







## 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
<b>Revenue (In THB)</b>	<b>3,425M</b>	3,179M	2,762M
<b>QoQ</b>	<b>7.7%</b>		
<b>YoY</b>	<b>24.0%</b>		
<b>Revenue (in NTD)</b>	<b>3,223M</b>	2,983M	2,806M
<b>QoQ</b>	<b>8.0%</b>		
<b>YoY</b>	<b>14.9%</b>		
<b>Gross Margin</b>	<b>21.8%</b>	22.5%	20.1%
<b>Net Margin</b>	<b>11.2%</b>	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

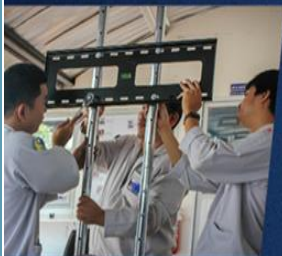


## 季度業績: (2020Q1~Q3 vs. 2019)

(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 22<sup>nd</sup> 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 photograph of a large, ornate golden temple complex at night. The temple features multiple tiered spires and intricate carvings, illuminated by warm lights. The sky is dark blue with some clouds. The text "Thank You" and "大家平安" is overlaid in the center.

Thank You  
大家平安