

APEX 泰鼎

Sam Wu, Nov. 10

※本場會議中請勿錄音錄影・謝謝您的配合



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- Apex's statement of its current expectations are forward looking statements which are subject to significant risks and uncertainties.
Actual results may differ materially from those contained in any forward looking statements.
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Company Profile



Company Name	Apex International (4927)
Product	Rigid Printed Circuit Boards
Founded	September 2001
Ground Area	Apex 1 – 35,000 M ² Apex 2 & 3 – 105,000 M ² , 56,000M ² (Nearby) Apex S – 8,544 M ²
Paid-in Capital	NTD 1.89 Billion
Employee	8,331(as of October 2021) IPO listed in Taiwan OTC on 18 th October 2011 Relisted in TWSE on 8 th September 2015
Physical Lab	R&D center and in-house testing lab 2019

Production Capacity Plan: (unit: square meter)



Plant	2021	2022
A 1	320,000	320,000
A 2	280,000	280,000
A 3	160,000	400,000
A S	170,000	50,000
	930,000	1,050,000

APEX Plan Expansion: 2021 to 2022



Apex 2 = 18,093 m²
111m(L) x 163m(W)
Capacity: 280,000 m²/Month
MP2014

Apex 3 = 14,430 m²
120m(L) x 174m(W)
Capacity: 400,000 m²/Month
MP: 2H2021

Apex 4 = 28,800 m²
180m(L) x 160m(W)
Next Plan



2021 Third Quarter Financial Results

Quarterly Results: (QoQ/YoY Comparison)



(NTD)	3Q21	2Q21	QoQ	3Q20	YoY
Revenue (THB)	4,266M	3,911M	+9.1%	3,425M	+24.6%
Revenue (NTD)	3,611M	3,493M	+3.4%	3,223M	+12.0%
Gross Profit	841M	667M	+26.1%	691M	+21.7%
Gross Margin	23.3%	19.1%		21.4%	
Operating Profit	416M*	301M	+38.2%	355M	+17.2%
Net Profit	383M	293M	+30.7%	361M	+6.1%
Net Margin	10.6%	8.4%		11.2%	
EPS	2.01	1.53	+31.4%	1.89	+6.3%

*Including Covid-19 related expense of NTD110M in Q3.

Quarterly Results: (1Q~3Q21 vs. 1Q~3Q20)



(NTD)	1Q~3Q21	1Q~3Q20	YoY
Revenue (THB)	11,659M	9,312M	+25.2%
Revenue (NTD)	10,364M	8,811M	+17.6%
Gross Profit	2,124M	1,922M	+10.5%
Gross Margin	20.5%	21.8%	
Operating Profit	921M*	977M	-5.7%
Net Profit	830M	995M	-16.6%
Net Margin	8.0%	11.3%	
EPS	4.35	5.22	-16.7%

*Including Covid-19 related expense of NTD120M.

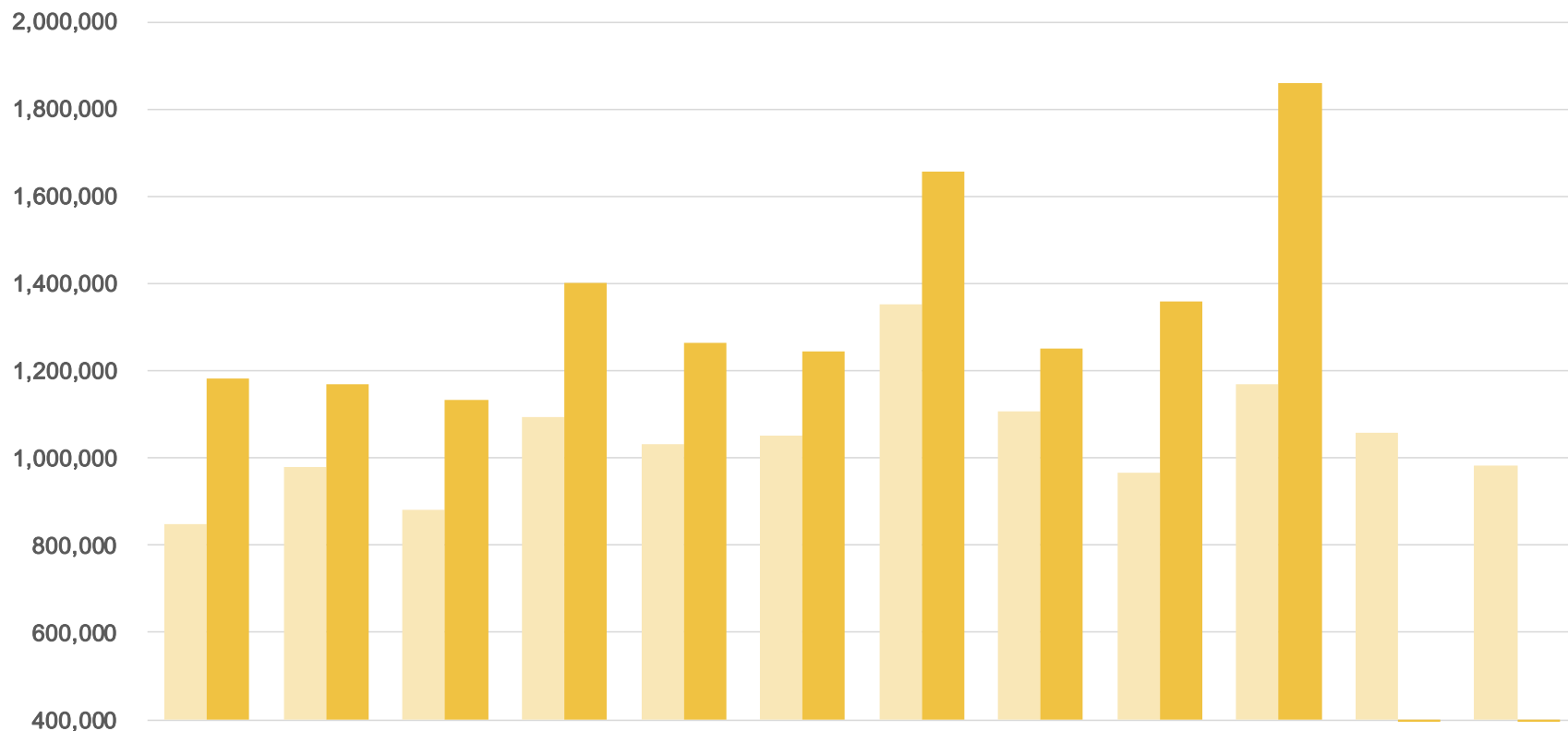
2021 Monthly Revenue: Jan. to Oct. +29%



THB

Unit(THB Thousand)

2020 2021

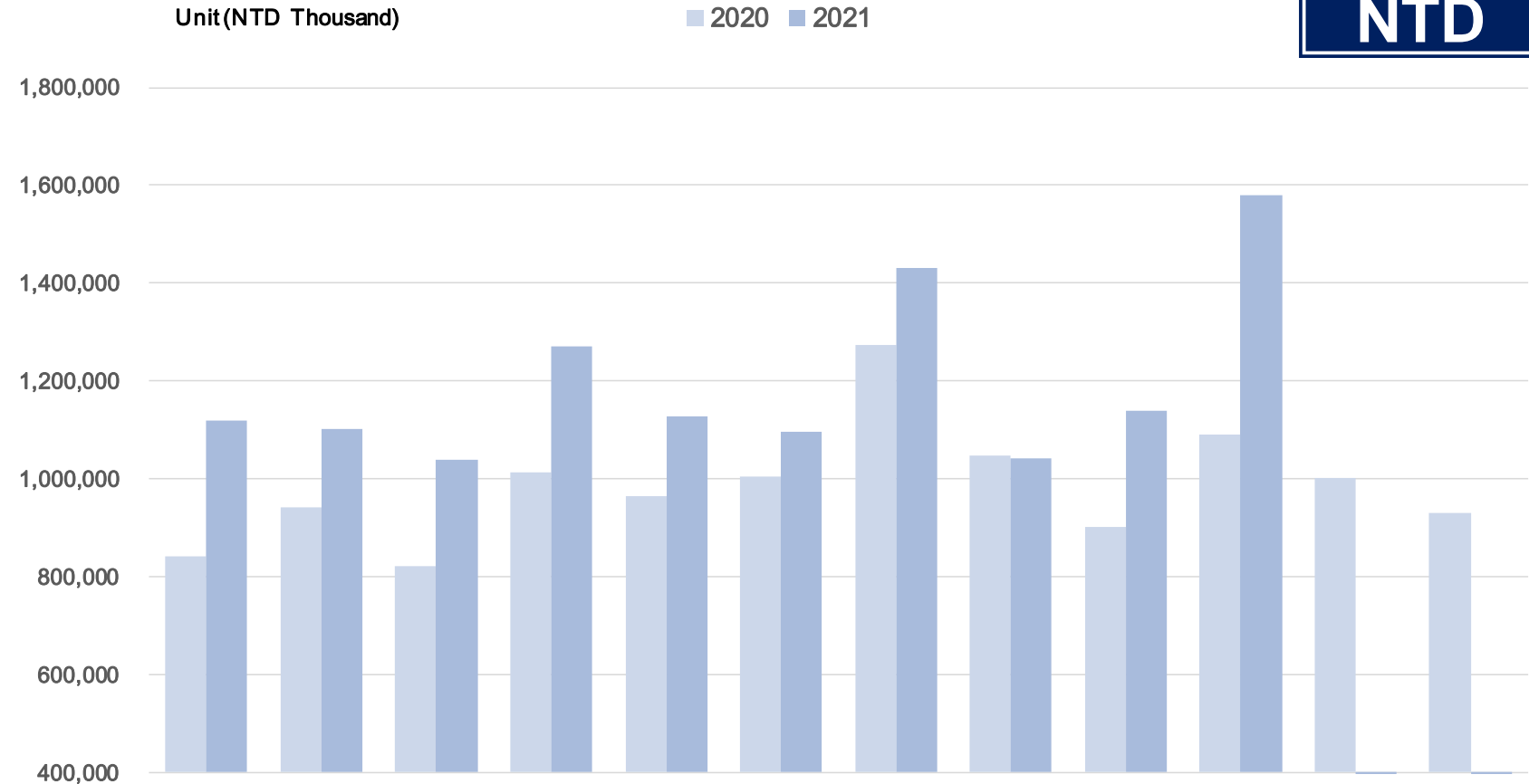


Revenue	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	1,181,332	1,167,605	1,133,766	1,402,487	1,264,827	1,243,560	1,655,723	1,251,613	1,358,546	1,860,359	-	-
2020	849,172	978,205	879,999	1,094,386	1,031,760	1,052,729	1,351,277	1,107,927	966,165	1,170,766	1,058,405	981,848

2021 Monthly Revenue: Jan. to Oct. +21%

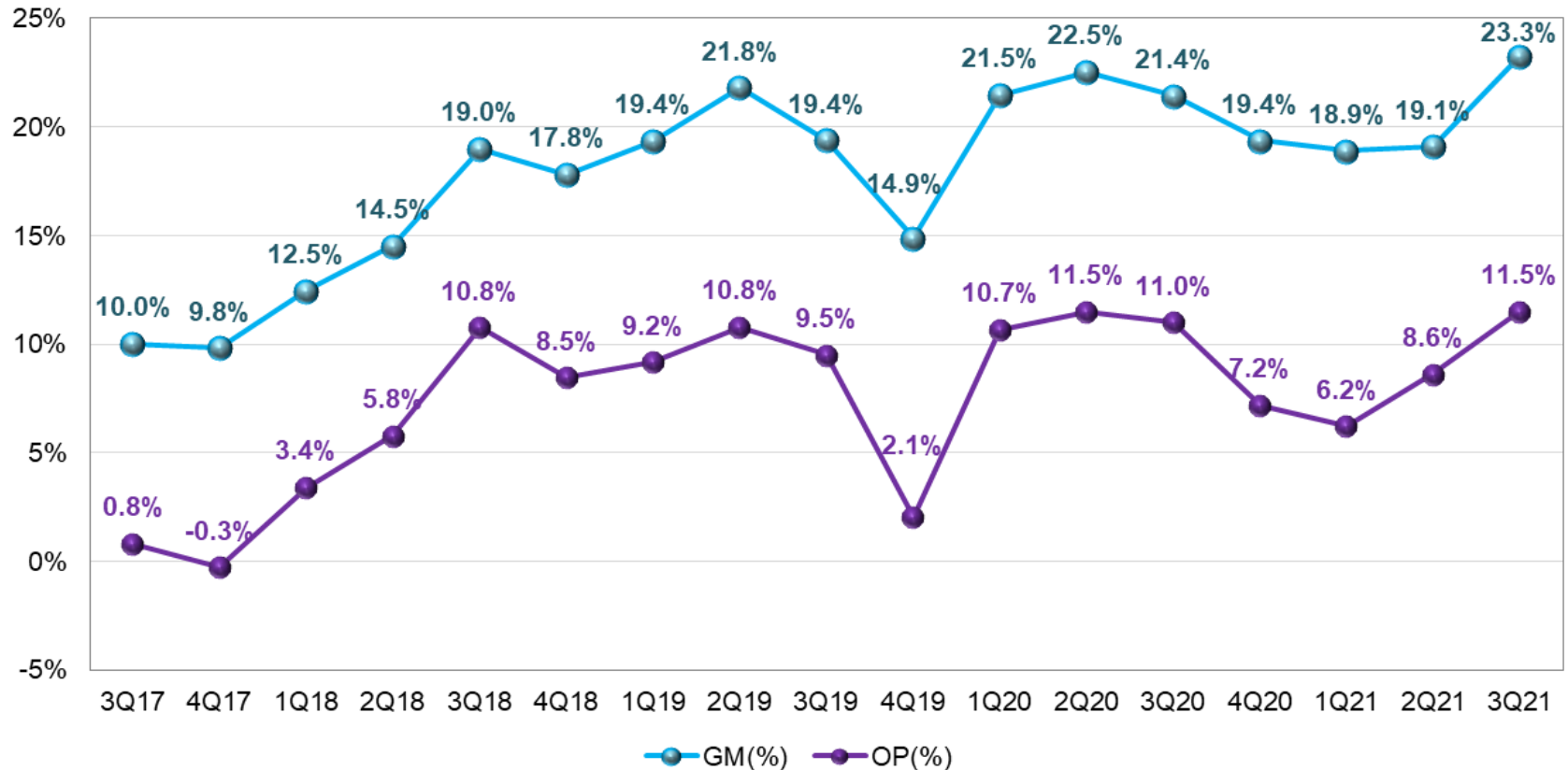


NTD



Revenue	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	1,119,312	1,102,313	1,039,230	1,269,671	1,126,261	1,096,507	1,429,989	1,041,186	1,139,625	1,579,315	-	-
2020	840,001	942,240	822,525	1,013,750	964,629	1,004,673	1,272,634	1,048,535	901,667	1,088,910	1,001,866	931,210

2017-2021 GM% & OP%: by Quarter

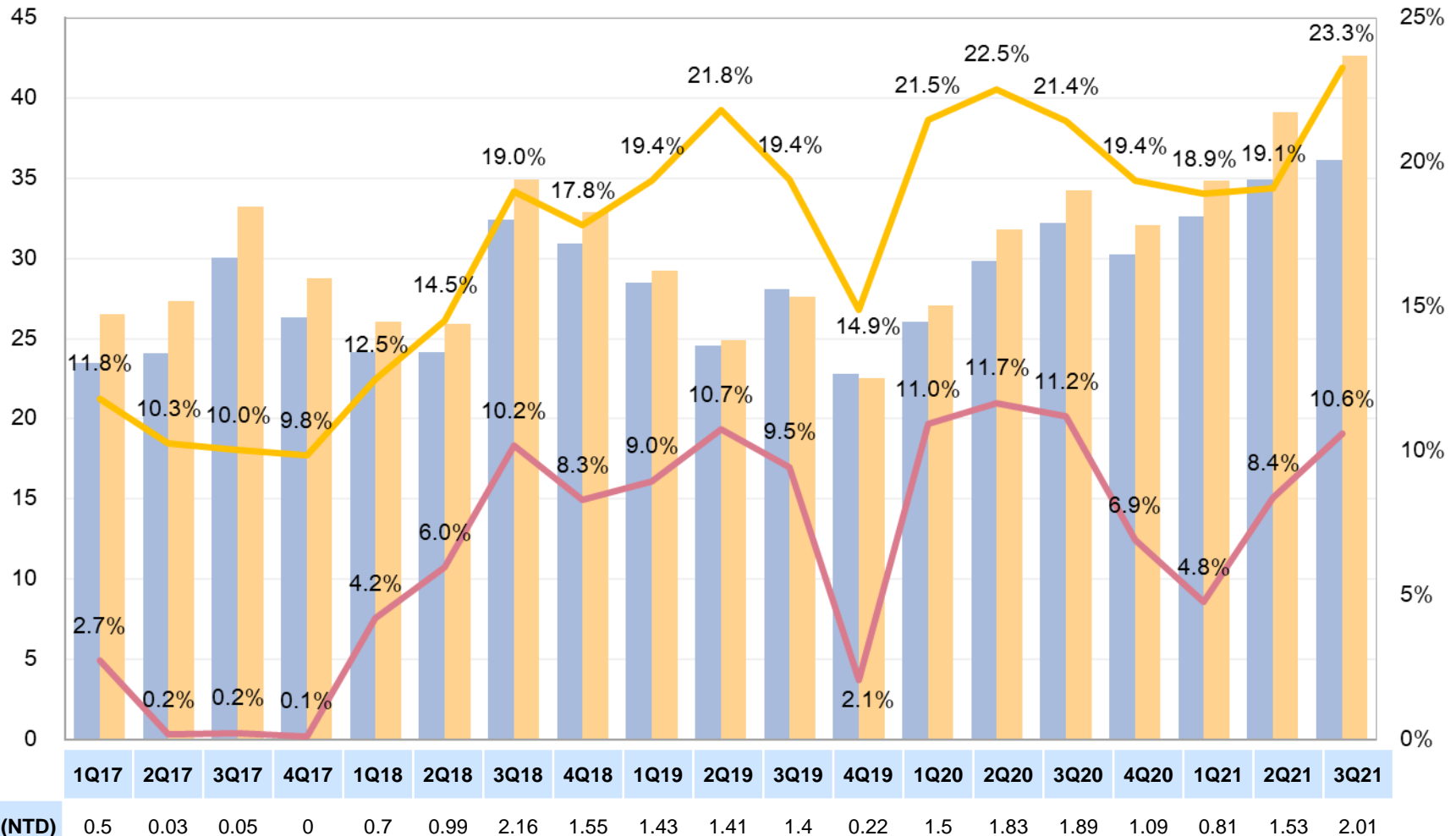


2017-2021 Revenue and Profit: by Quarter

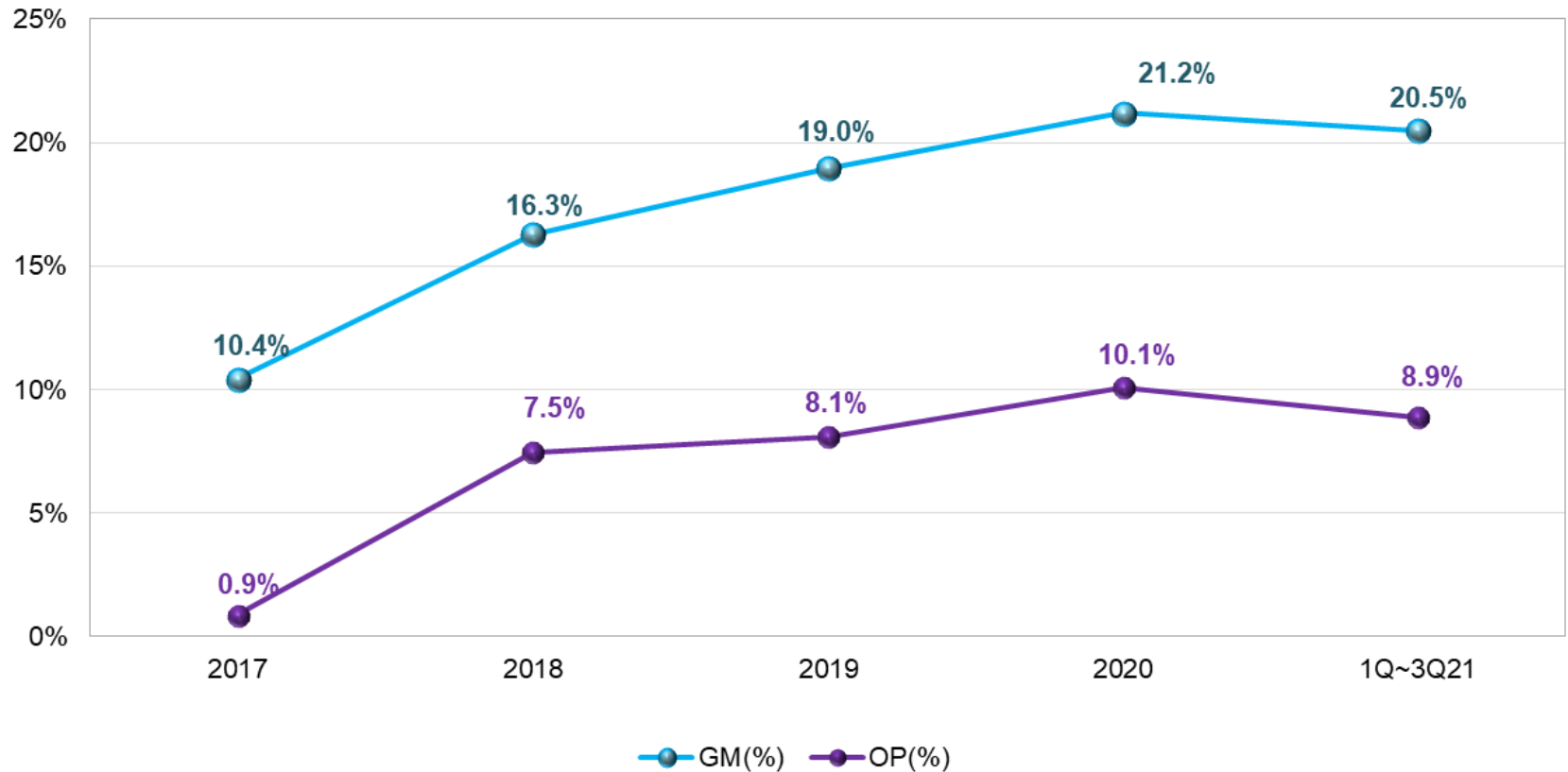


Unit: 100 Million NTD

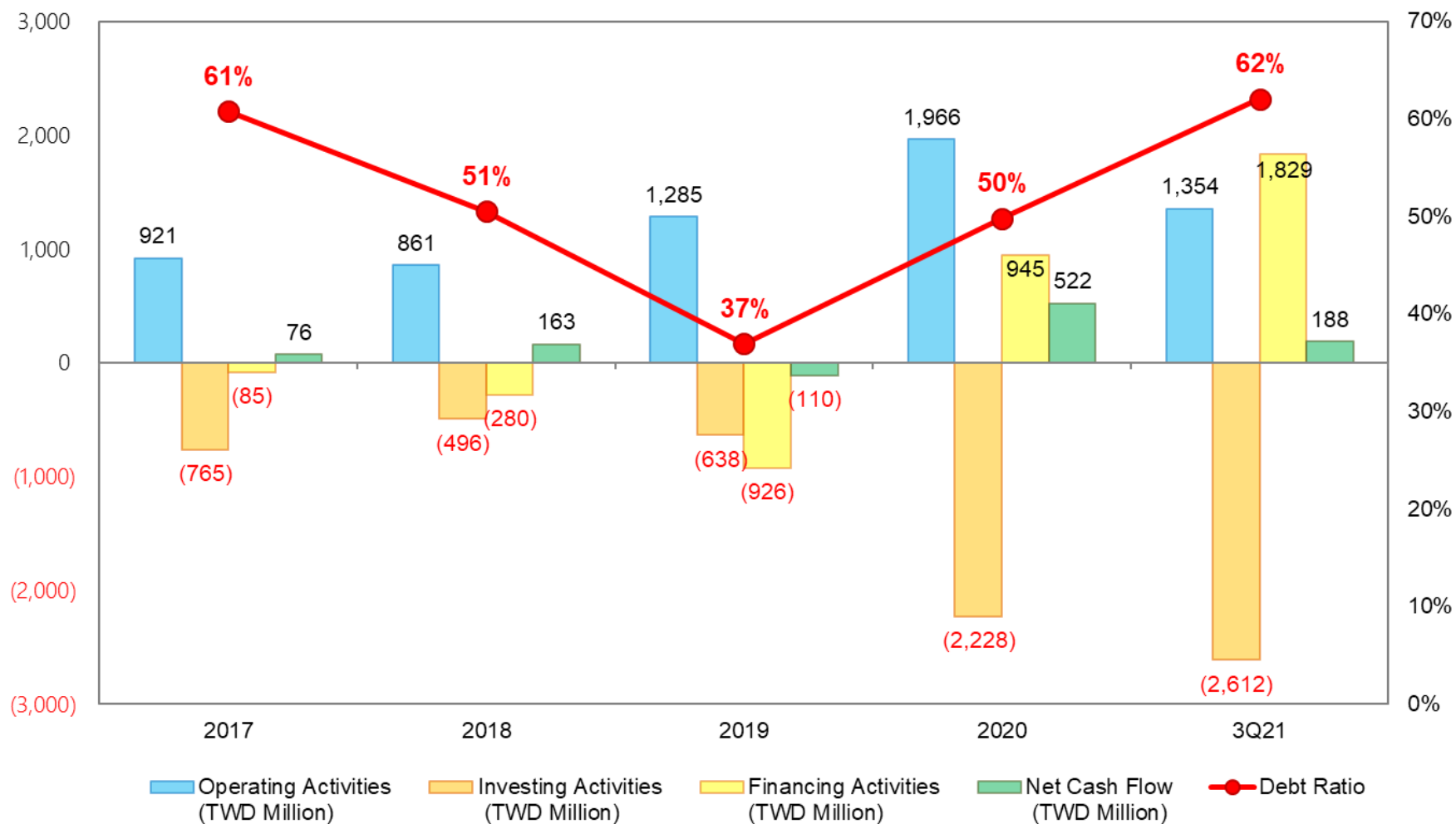
Revenue Revenue (100Million THB) Gross Margin Net Margin



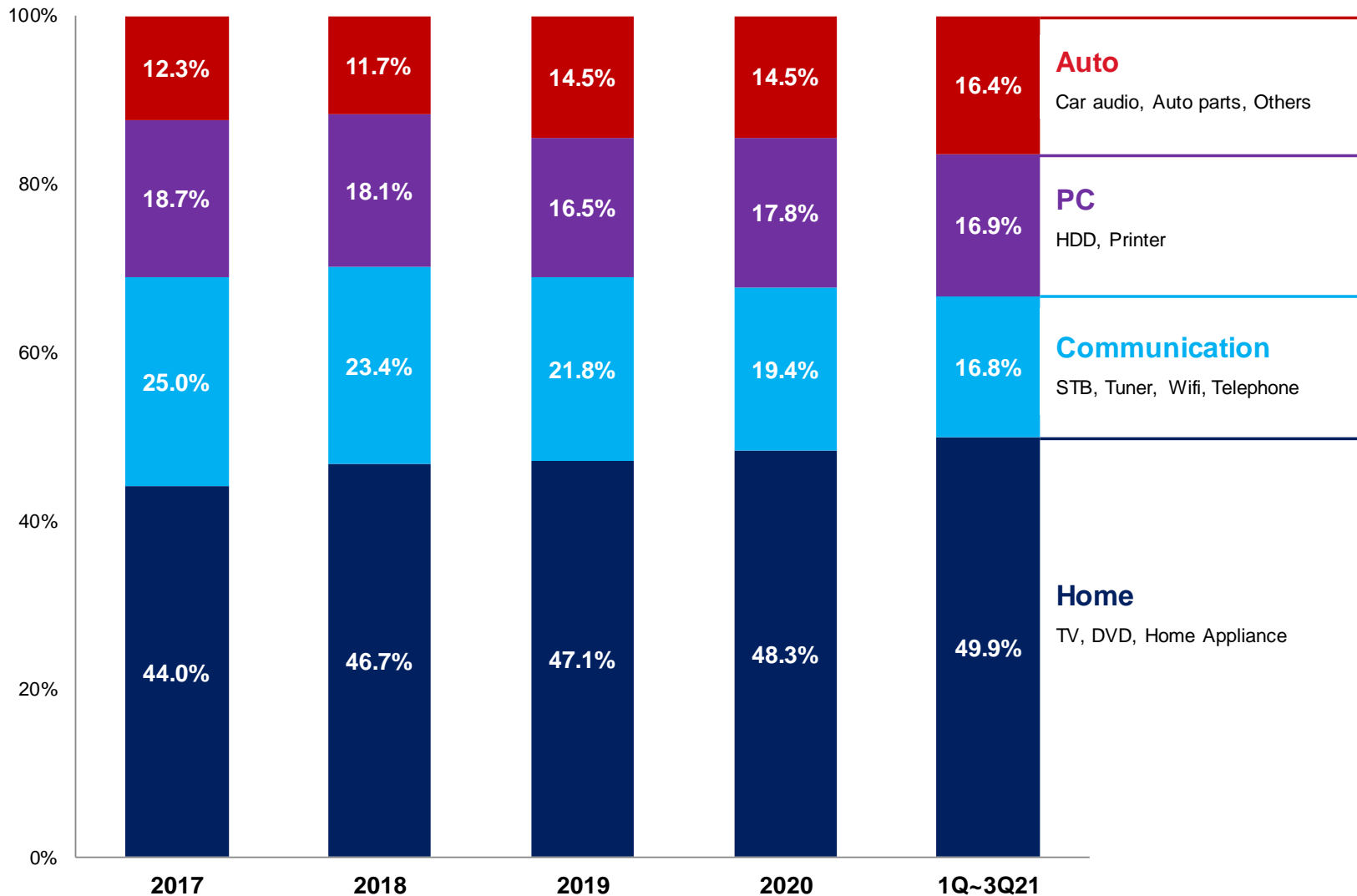
GM% & OP%: FY20 vs. 1Q~3Q21



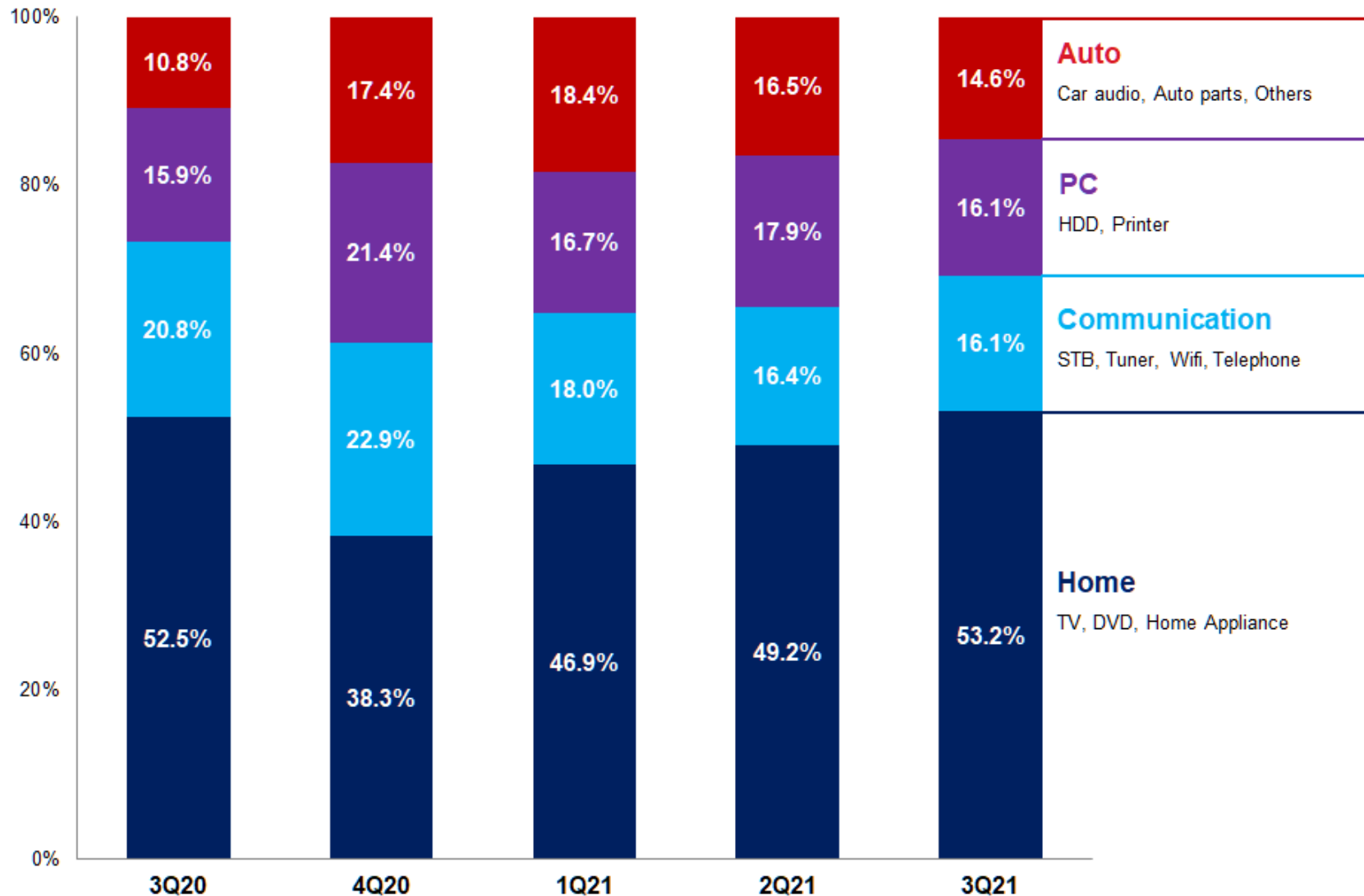
Cash flows



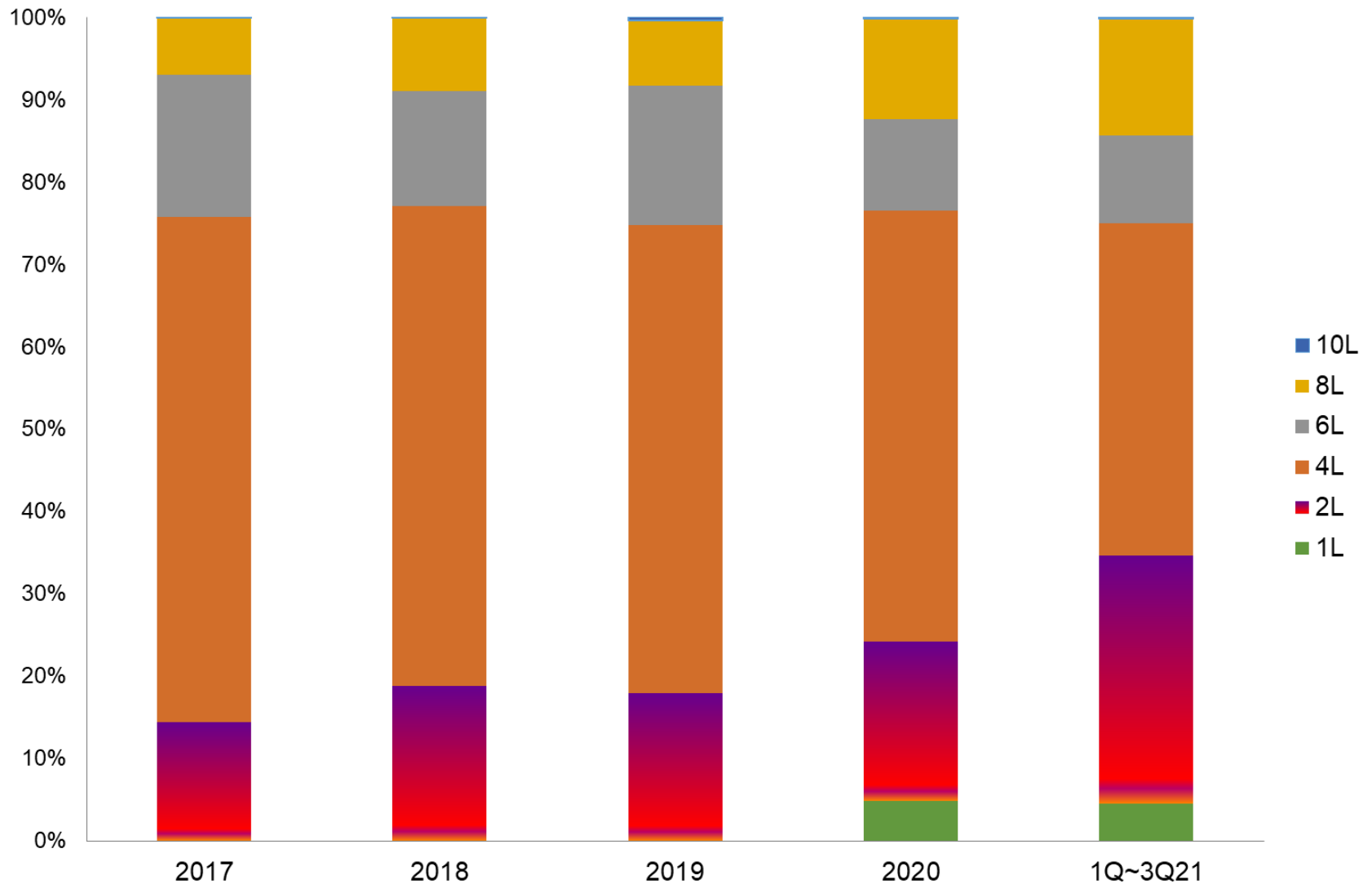
1Q~3Q21 Revenue by Product Mix



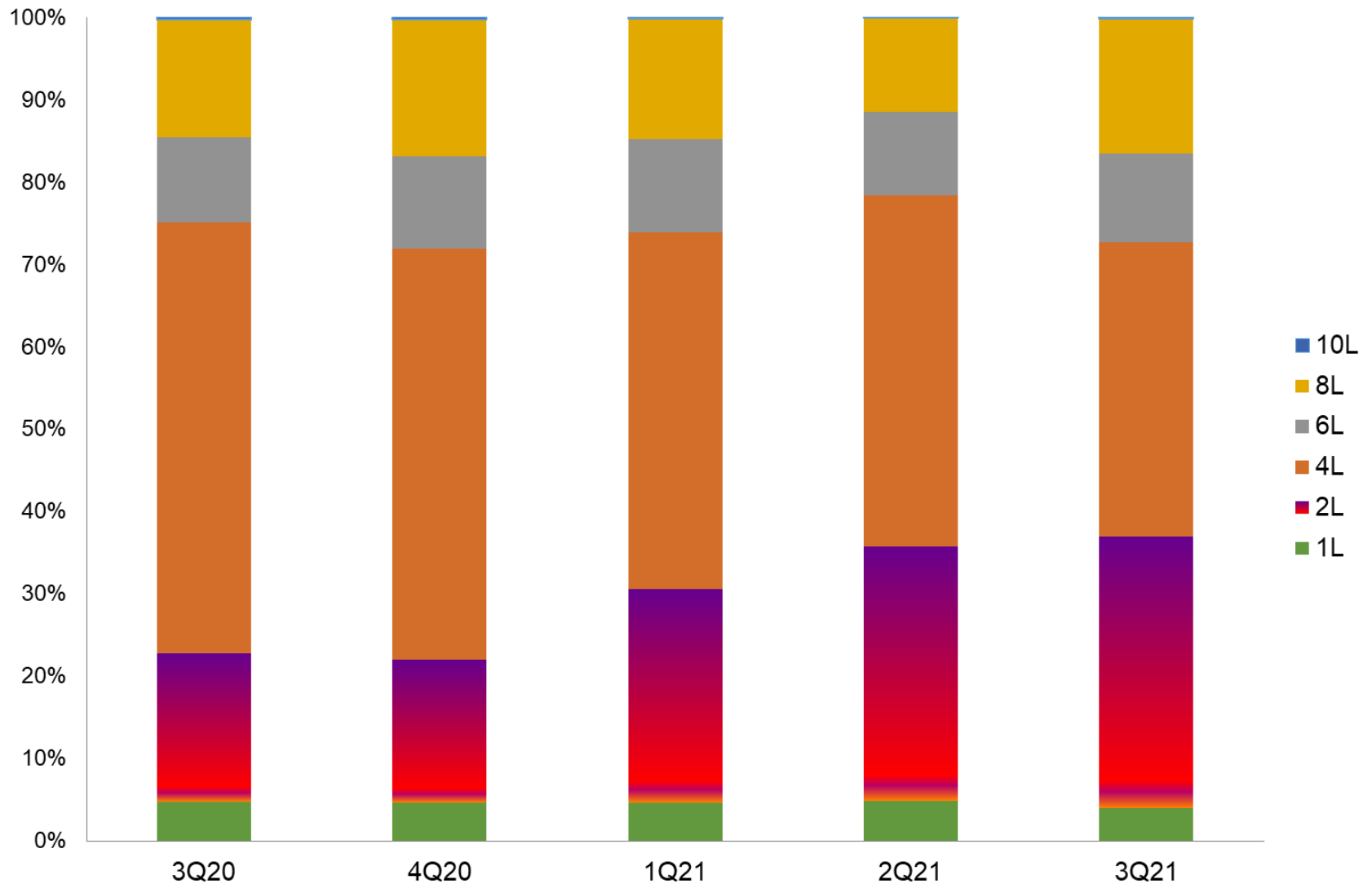
Quarterly Revenue by Product Mix



1Q~3Q21 Revenue by Layer Count



Quarterly Revenue by Layer Count







Letter from the Corporate Sustainability 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 material topics, and try our best to disclose the results of our actions through Company announcements.

Economic Dimension

In 2020, Apex extended projects of cost control from 2019, continued to improve manufacturing efficiency and cost management that made our margin improved. Though the covid-19 pandemic causes our orders to be affected in the first quarter of 2020, the revenue in the second half of the year gained momentum due to the stay-at-home economy and remote meeting demand. With the impact of covid-19 pandemic in the past year, Apex has established a good control mechanism through the pandemic prevention. We are still improving to do our best to protect employees and maintain production stability. The success comes from the efforts of all the staff 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 2020, 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. 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 ISO 45001 (former OHSAS 18001) management system standards. In 2020, we provided more than 7,300 job opportunities, and retained talent with competitive compensation, diverse training courses, vacation time above regulatory requirements, and an array of work-life balance measures.

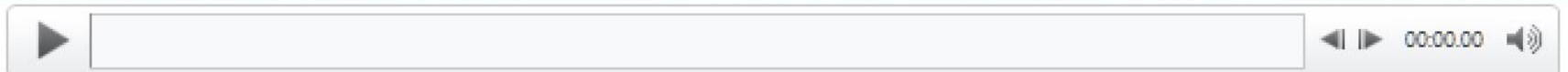
In 2020, Apex provided work opportunities to blind people, book donations, blood/money/supplies donation to schools, hospitals and institutions among other things. Apex spends approximately 780 thousand baht for Community/Social event and donation, total 18 events in 2020. We take the initiative to care for employees, and our employees are happy to give back to society after work, creating a positive cycle to make society better.

Good to you, Good to your Family, Good to Apex



**APEX
SANDBOX**
Check | Treat | Control | Take care

โครงการ Apex Sandbox (Phase 1) อยู่ในพื้นที่ของ Apex ตั้งอยู่ในนิคมอุตสาหกรรมสินสาคร จ. สมุทรสาคร



2021 AREA-Health Promotion Category



APEX Sandbox - Live with COVID-19



APEX Sandbox – 9 Functions of Apex Sandbox



Function 1
Mindset of design, divided the space into 2 parts

Section 1: The inner area known as the donut is a closed area, truly only for the patients.
Section 2: The outside area is the area for all support staff.

Apex Sandbox consists of 3 main parts with a total area of 4,144 sqm, as follows:
1. Health & Security Center is an area for professional nurses, screening officers, necessary doctors, SWAB staffs, security guards and registration and stay system.
2. Quarantine Area consists of 50 rooms, 2 people per room.
3. Power Plant & Facility System is a system of utilities linked to the room located in the suitable position to be able to manage resources thoroughly and with maximum efficiency.

Function 2
The room with amenities.

Enable 2 people to stay in a room. There is an IT system for communication and monitoring of symptoms from the nursing team, internet and television signal, hygienic bathroom, air conditioning system, clean drinking water, used water system, Thair herbal steam system and a cleaning system by spraying disinfectant after the patient leaves the accommodation. All systems are automatic, connected and operated from an external Power Plant & Facility System. The system in all rooms does not require any people to operate in the internal area.

Function 3
Goods-Delivery Robot.

In the Quarantine area, there will be robots serving food, medicine and other stuff. There will be 2 robots responsible for 25 rooms each (running in a semicircle) loading items from the staff at the loading point outside.

The first one's name is Panda-kun, taking care of room number 1-25.
The second one's name is Panda-chan, taking care of room number 26-50.

Both robots have a sensor system to run to the parking area of the sliding window of each room (or Panda Parking), then the Robot will send a signal to the patient. The patient opens a sliding window and can pick up the things by himself. Also, the robot will have a sensor to stop when someone or any obstacle approaches.

Function 4
Routes for emergency vehicles to run inside.

It is the only function to use the emergency driver to enter the area where the infected person is. The car will park at the front door of the room in case of an emergency to bring the patient to the hospital immediately.

Function 5
The service system can be connected from the back of all cabinets (uninfected area).

1. All devices and system connection such as air conditioning system, disinfection system, drinking water system, water system, electricity system, internet system, Thair herbal steam system, waste water system, and infectious waste management system will be connected from the back of the cabinet for repair and external care without caregivers having to go into the patient area.
2. Behind the cabinet, there is a path so that the car can drive to collect the infectious waste. The patients can throw away the garbage by pushing the door compartment behind the cabinet without having someone to collect and the car will go to collect garbage according to the schedule time.

Function 6
Gutter Flood Prevention System.

The flood prevention system is designed with a drainage ring inside to prevent flooding from inside and the outer ring to prevent flooding from outside. Therefore, the area of the patient will be dry and not be flooded.

Function 7
Solar Power System (Solar Cell).

Apex Sandbox uses electricity generated from all solar cells. It is an On-Grid system (no batteries required). The total area can be equipped with 300 solar panels. The maximum power generation capacity is up to 165 kW in which the Sandbox Phase 1 is 81.22 kW. The excess capacity can continue to be used in the Sandbox Phase 2&3.

Function 8
Optional Function.

Health & Security Center can additionally connect Quarantine Boxes in Phase 2 and Phase 3 if the number of patients exceeds the capacity supported by the Sandbox Phase 1.

Function 9
Green Park View

The Green Park View is a green area where the patients can look out of the window and can come out and experience the outside atmosphere to relax.

APEX Sandbox – On Site



For more information, please refer to APEX's ESG report

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





Thank You