

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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公司簡介



公司名稱	Apex International (4927)
生產產品	印刷電路板(硬板)
成立時間	2001年9月
土地面積	Apex 1 – 35,000 M ² Apex 2 & 3 – 105,000 M ² , 56,000M ² (鄰近二廠) Apex S – 8,544 M ²
實收資本	新台幣 18.9億元
員工人數	8,331(截至2021年10月) 上櫃日期：2011.10.18 於台灣證券交易所上市日期：2015.09.08
實驗室	2019成立研究發展中心及內部測試實驗室

月產能(單位：平方公尺)



工廠	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 擴廠計畫：2021年至2022年



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)
未來計畫

2021 第三季營運成果

季度業績: (QoQ/YoY比較)



(新台幣)	3Q21	2Q21	QoQ	3Q20	YoY
營業收入(泰銖)	4,266M	3,911M	+9.1%	3,425M	+24.6%
營業收入(新台幣)	3,611M	3,493M	+3.4%	3,223M	+12.0%
營業毛利	841M	667M	+26.1%	691M	+21.7%
毛利率	23.3%	19.1%		21.4%	
營業淨利	416M*	301M	+38.2%	355M	+17.2%
本期淨利	383M	293M	+30.7%	361M	+6.1%
淨利率	10.6%	8.4%		11.2%	
每股盈餘(EPS)	2.01	1.53	+31.4%	1.89	+6.3%

*內含第三季與COVID-19相關費用約 NTD 110M

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



(新台幣)	1Q~3Q21	1Q~3Q20	YoY
營業收入(泰銖)	11,659M	9,312M	+25.2%
營業收入(新台幣)	10,364M	8,811M	+17.6%
營業毛利	2,124M	1,922M	+10.5%
毛利率	20.5%	21.8%	
營業淨利	921M*	977M	-5.7%
本期淨利	830M	995M	-16.6%
淨利率	8.0%	11.3%	
每股盈餘(EPS)	4.35	5.22	-16.7%

*內含與COVID-19相關費用約 NTD 120M

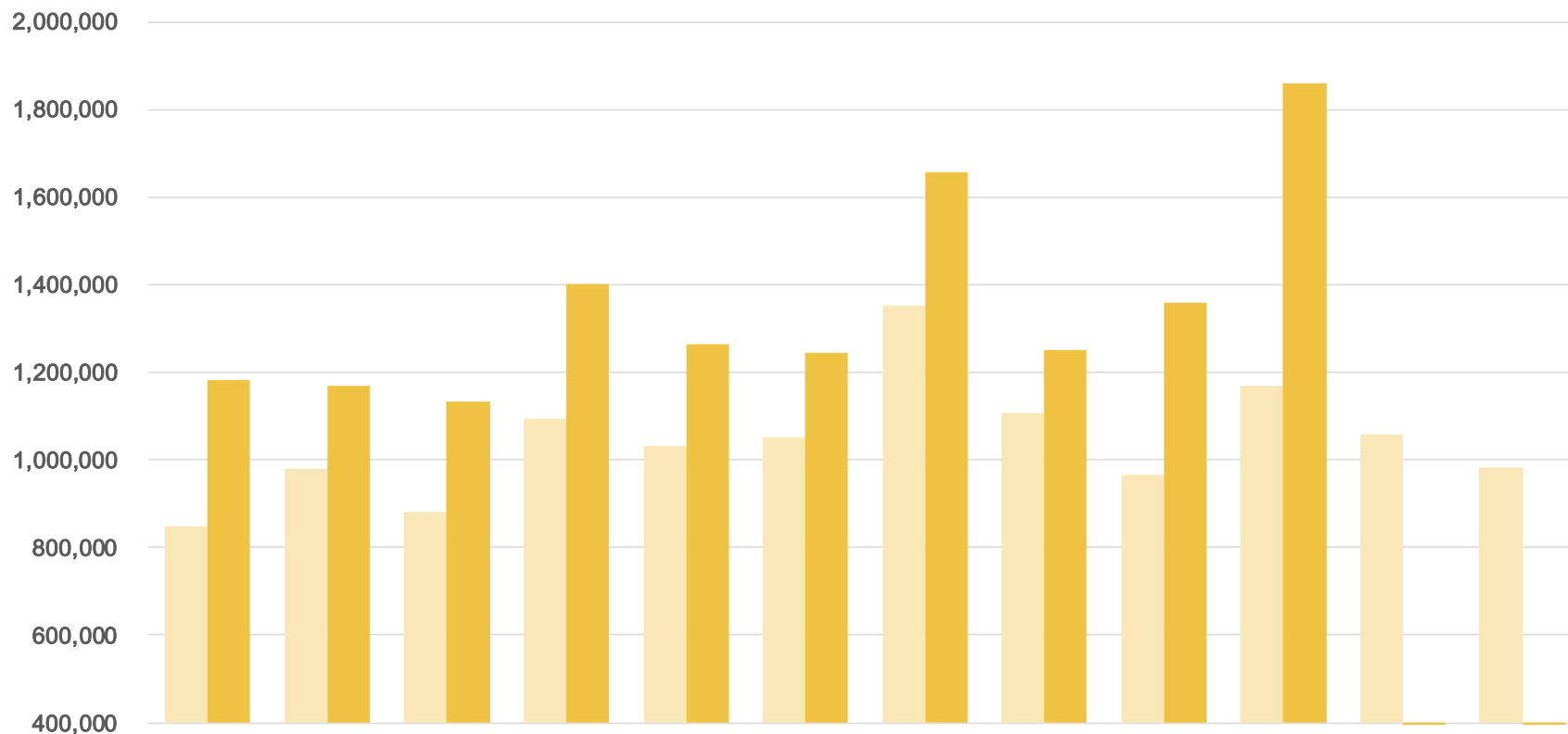
2021 月營收：1月~10月 +29%



泰銖

Unit(THB Thousand)

2020 2021

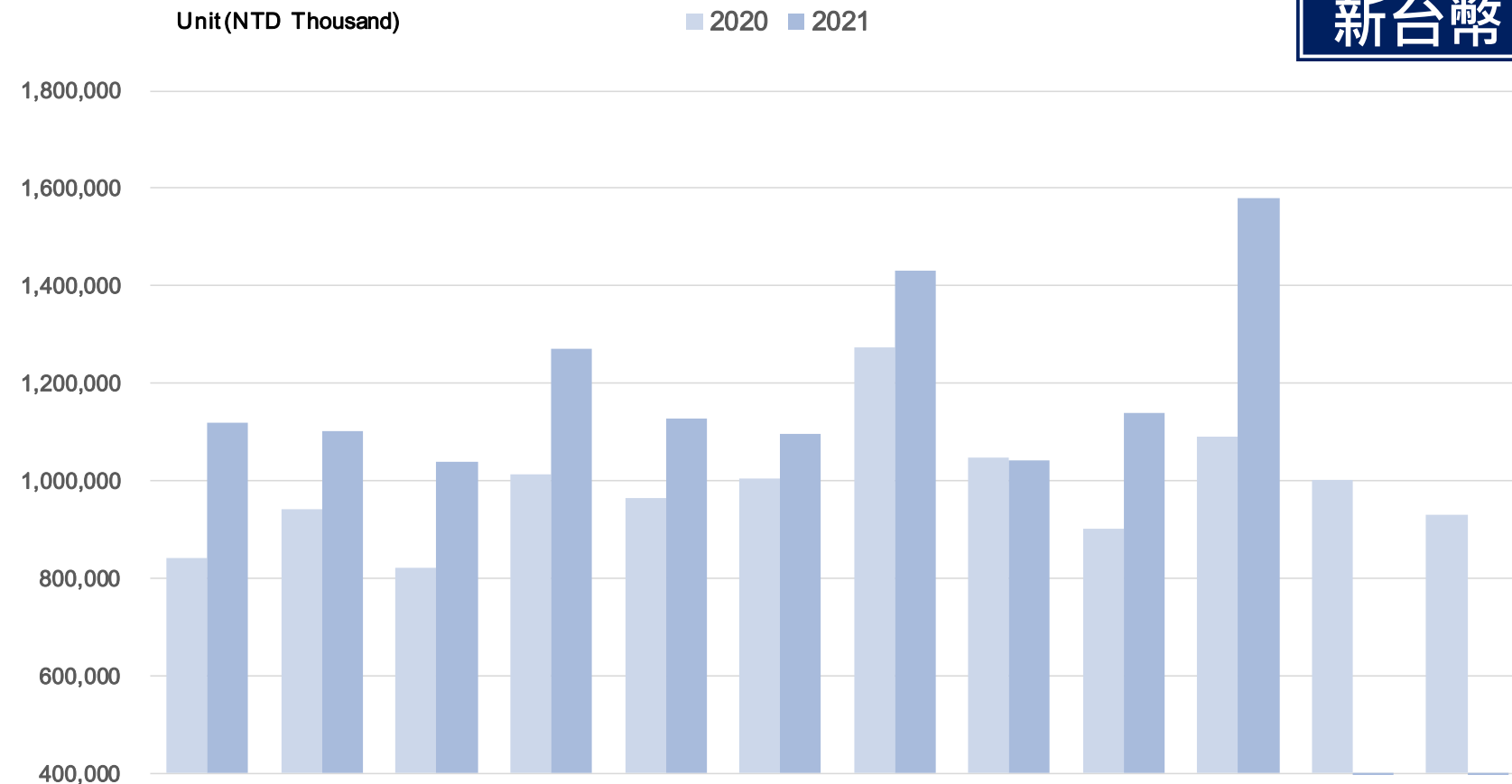


Revenue	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	1,181,332	1,167,605	1,133,766	1,402,487	1,264,827	1,243,560	1,655,723	1,251,613	1,358,546	1,860,359	-	-
2020	849,172	978,205	879,999	1,094,386	1,031,760	1,052,729	1,351,277	1,107,927	966,165	1,170,766	1,058,405	981,848

2021 月營收：1月~10月 +21%

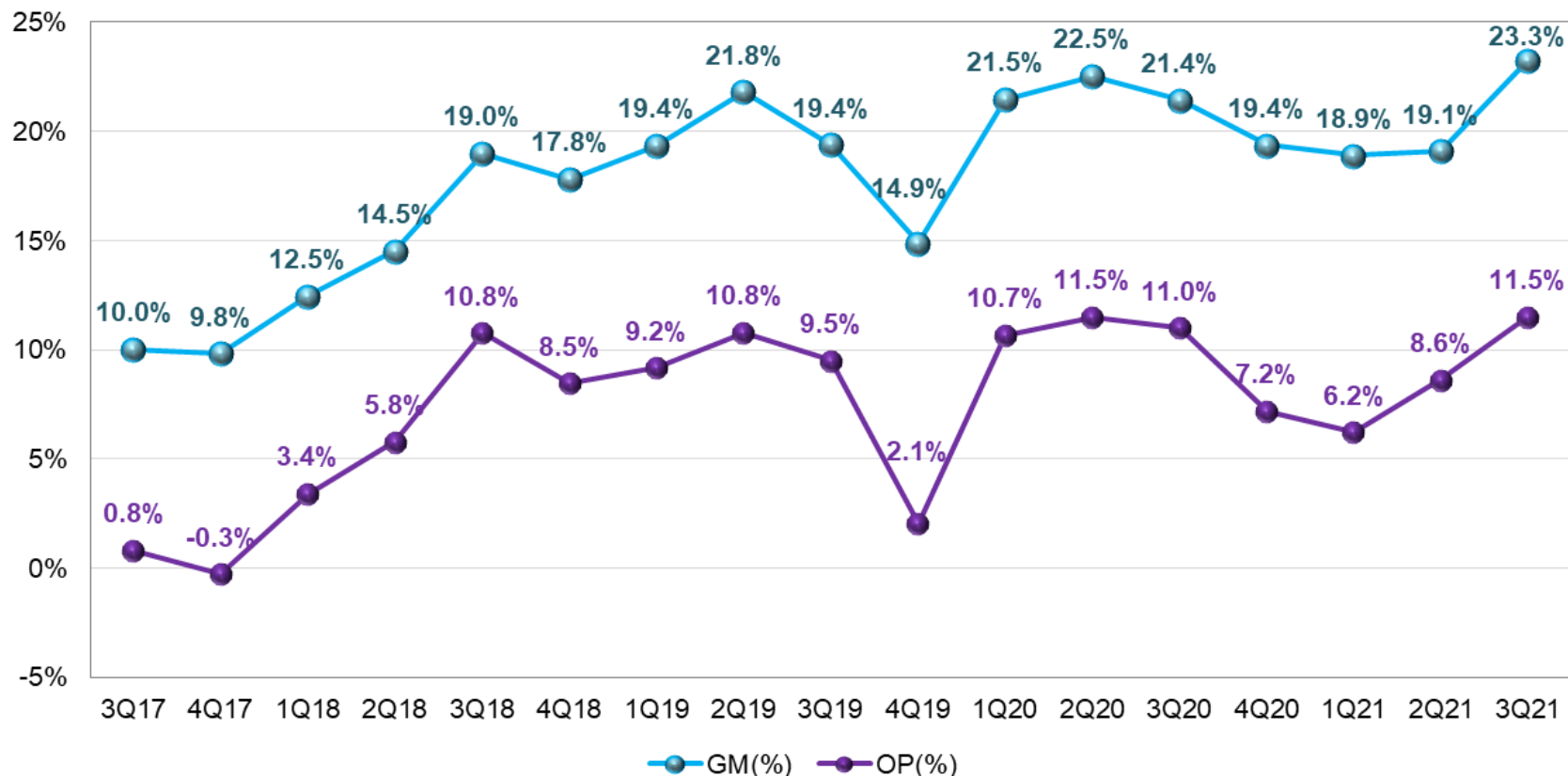


新台幣



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 季度毛利率及營業利益率

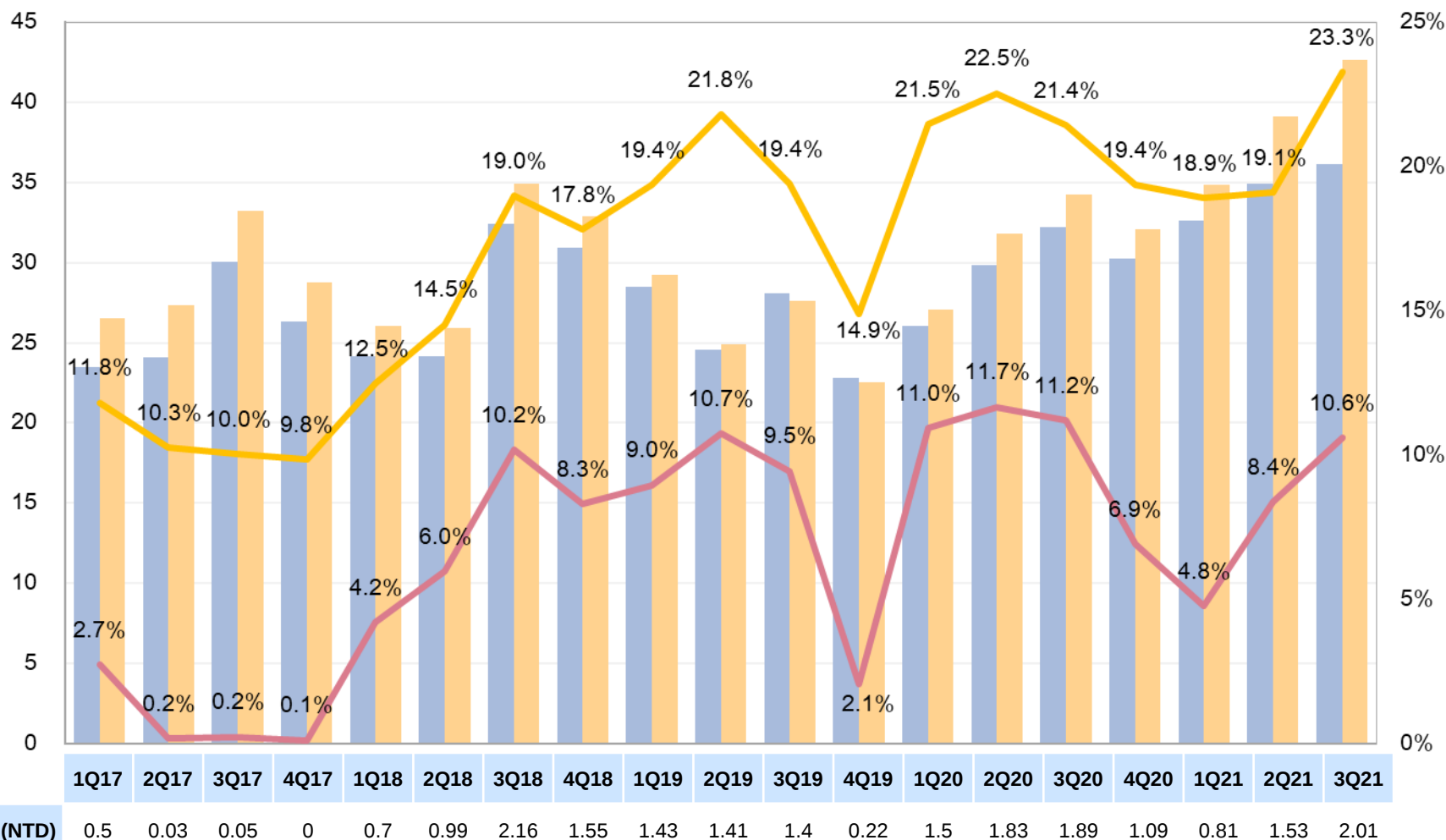


2017-2021 季度營收及淨利比較

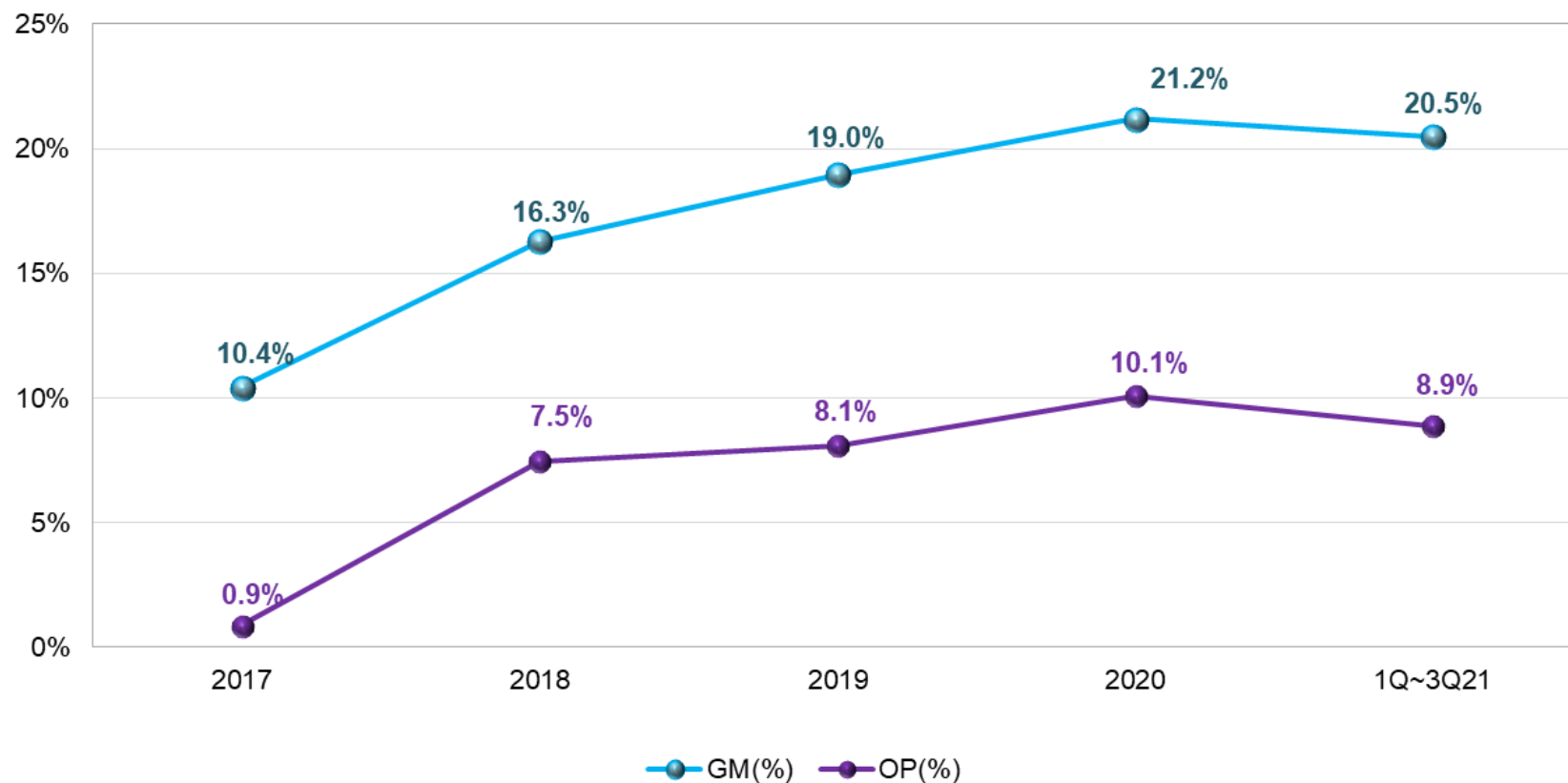


Unit: 100 Million NTD

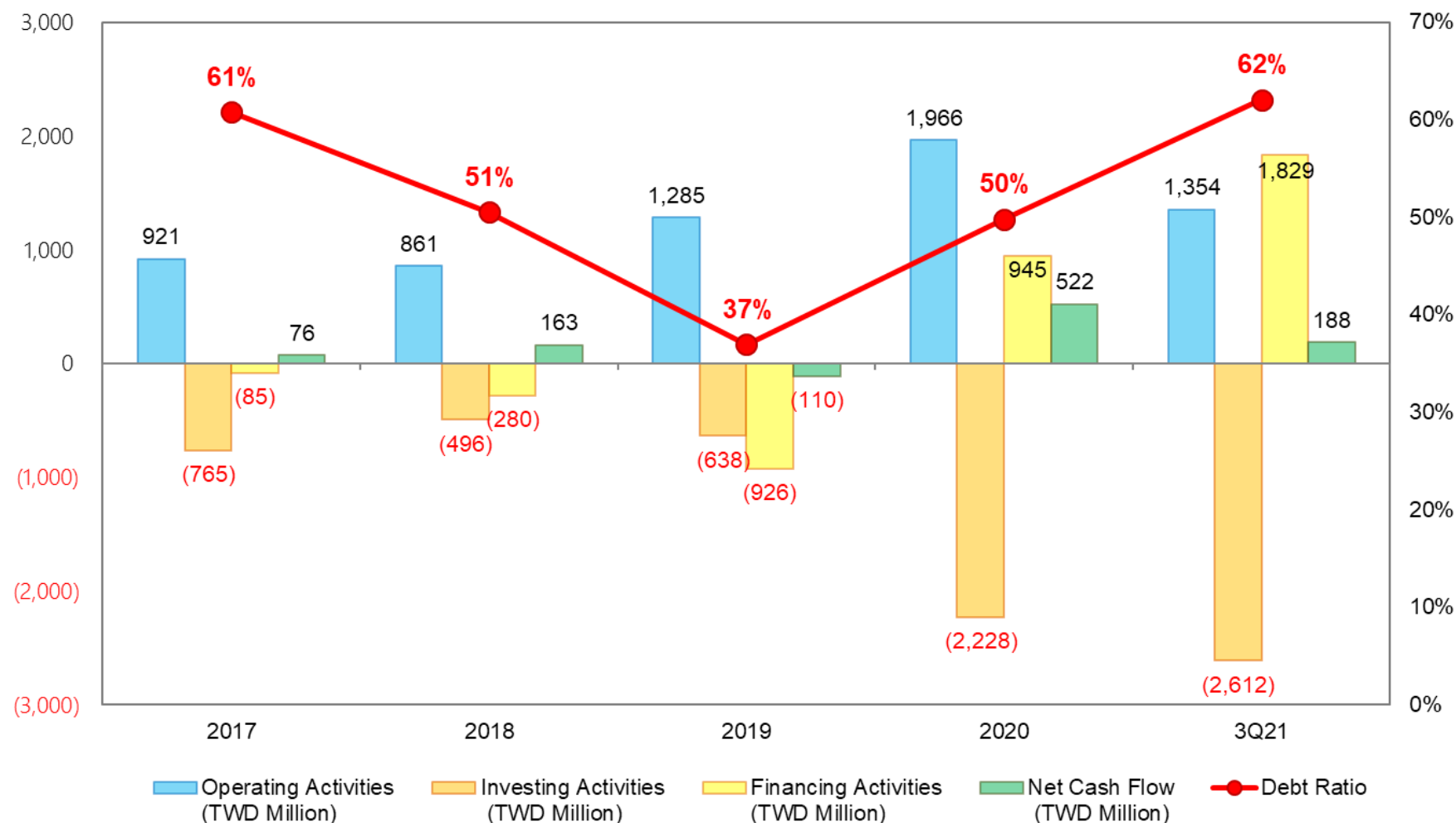
Revenue Revenue (100Million THB) Gross Margin Net Margin



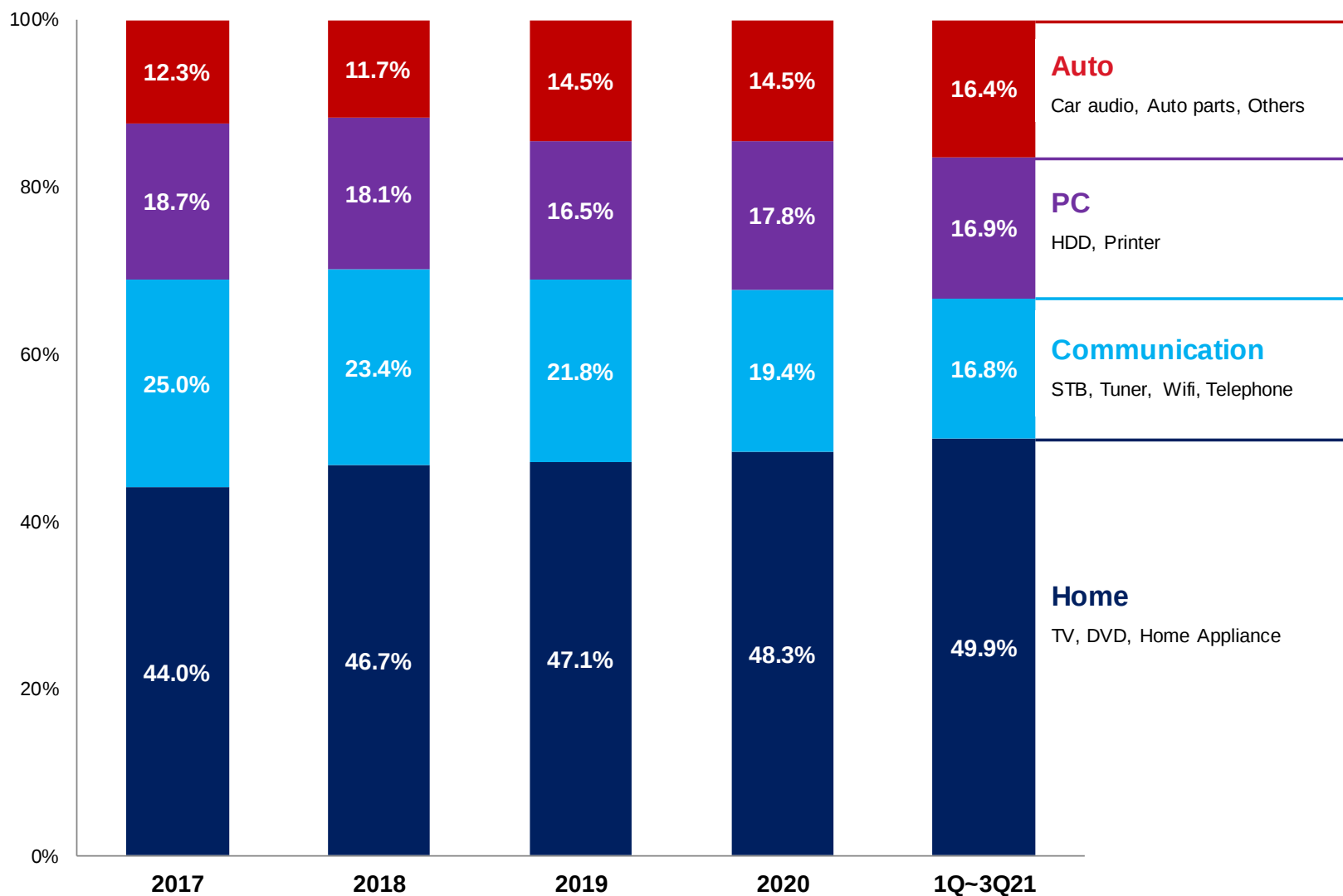
毛利率及營業利益率：FY20 vs. 1Q~3Q21



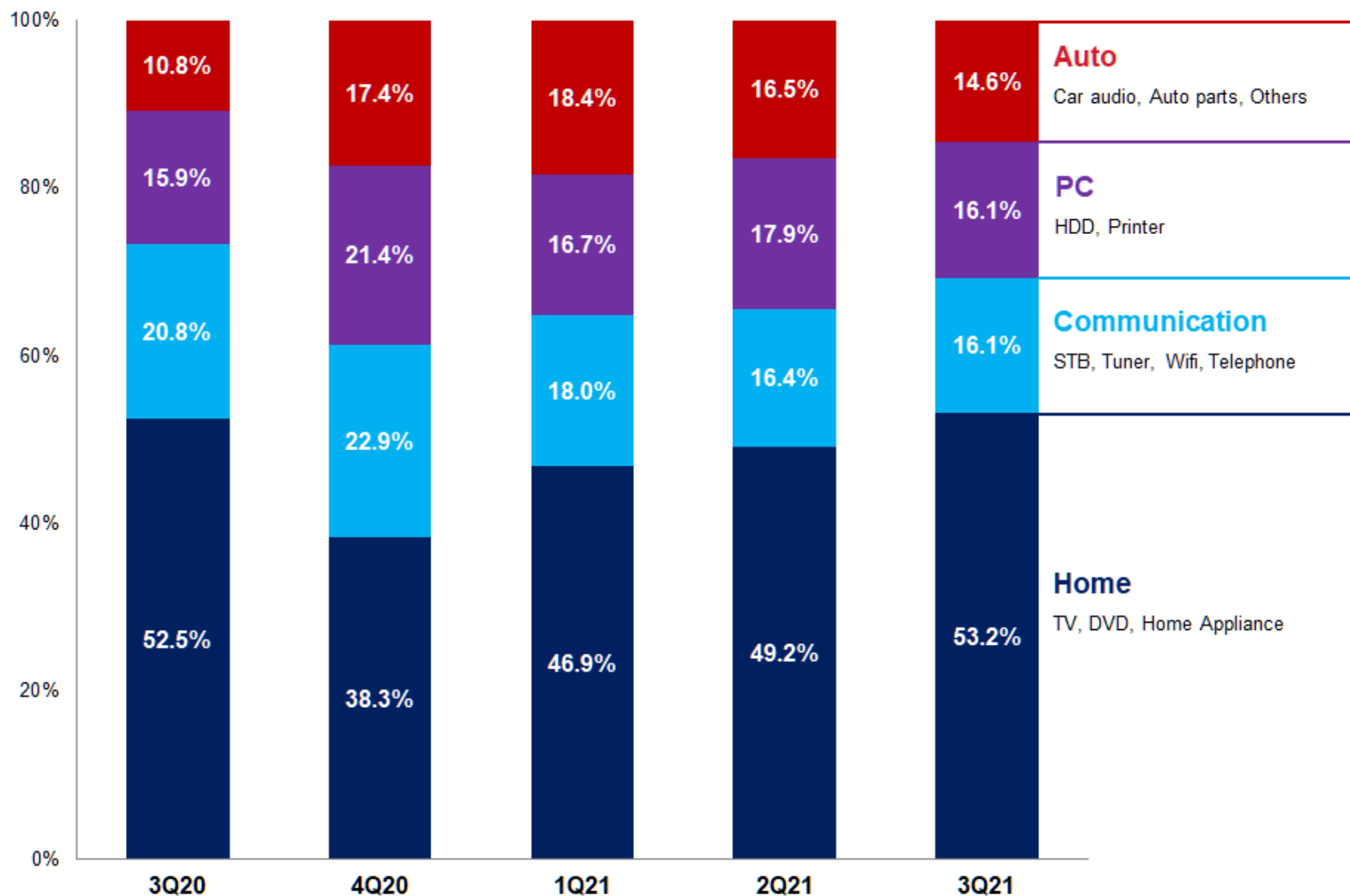
現金流



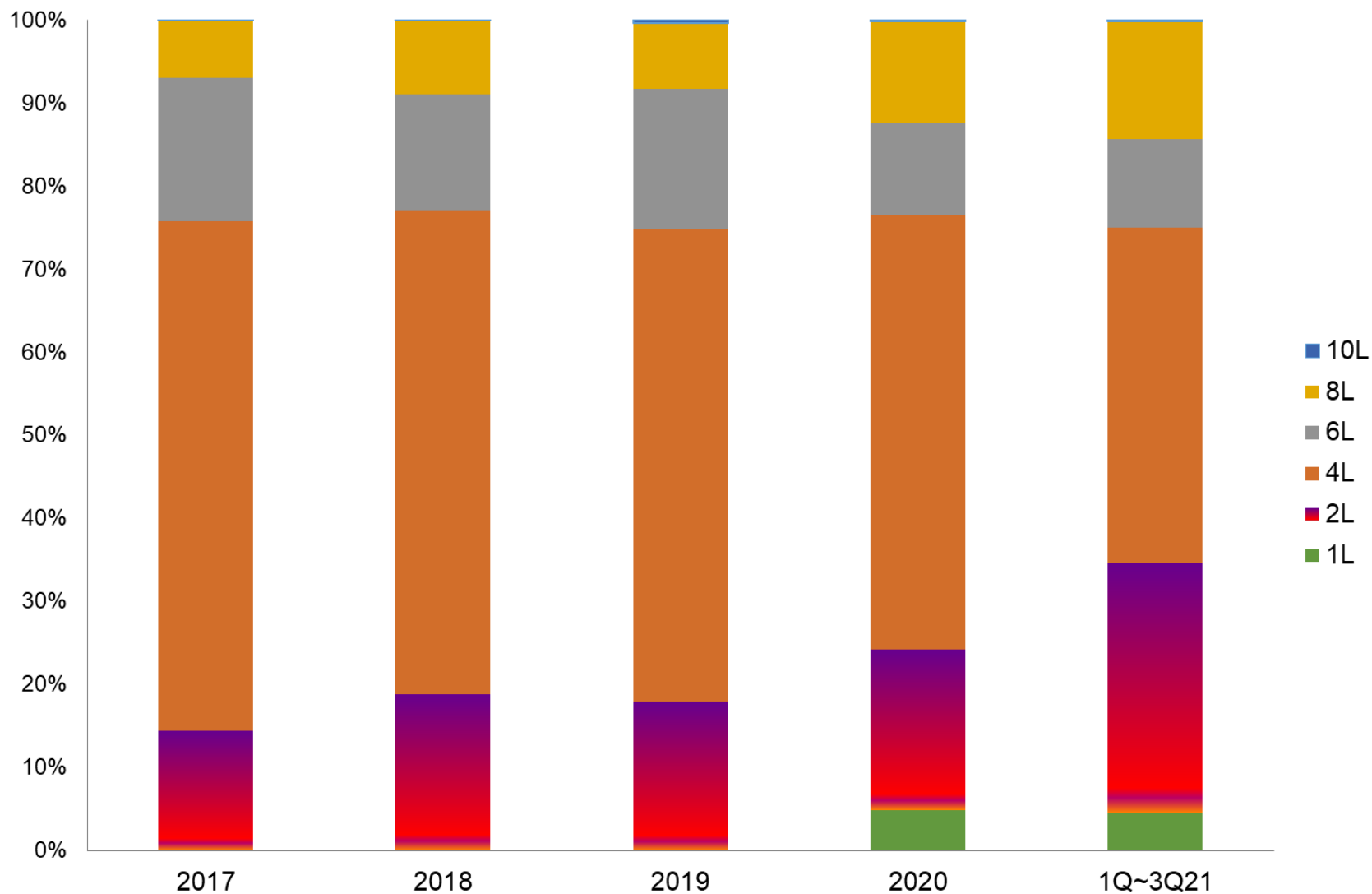
1Q~3Q21 營收-依產品組合



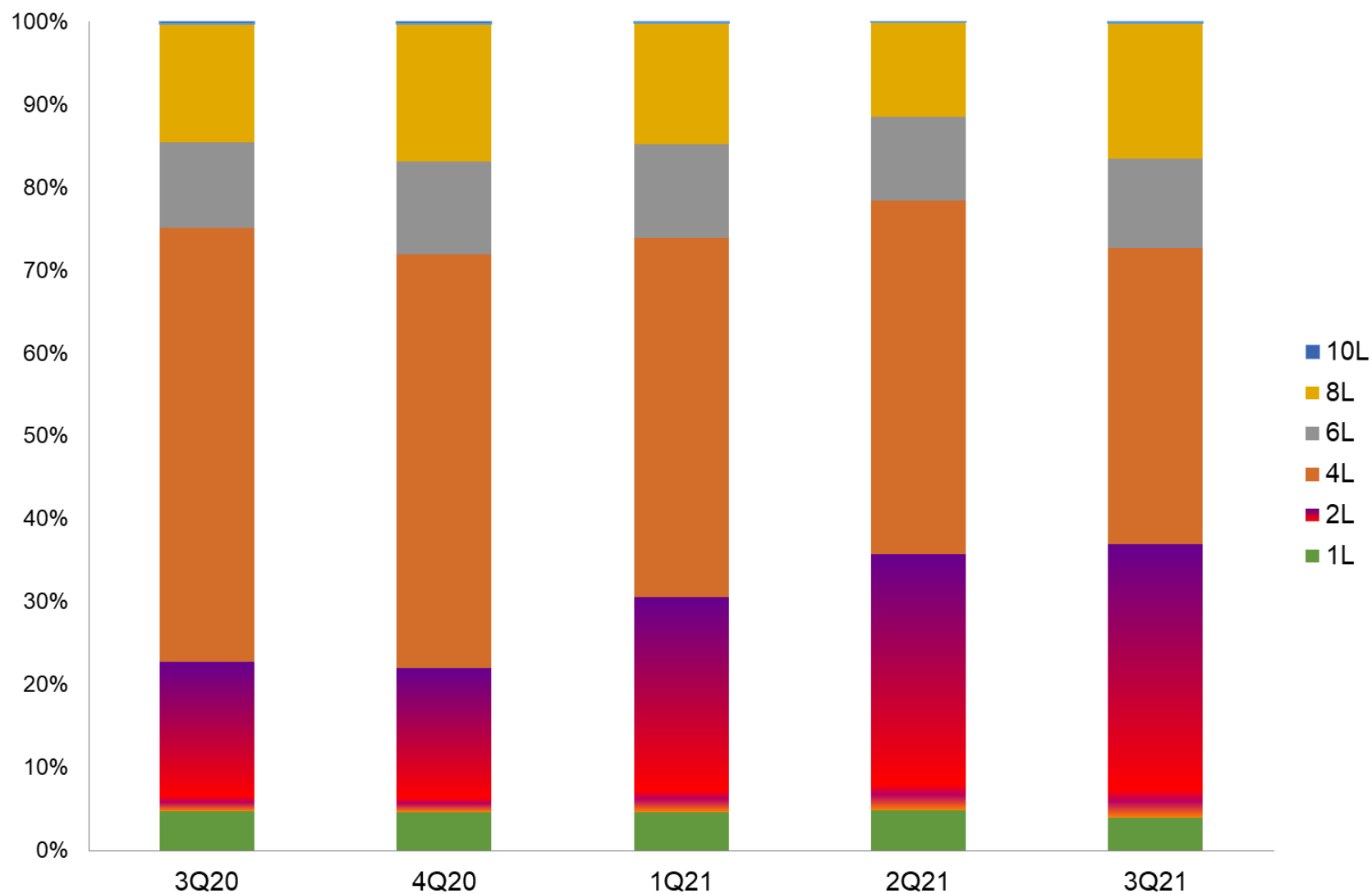
季度營收-依產品組合



1Q~3Q21 營收-依層板數



季度營收-依層板數



節能、節水、廢棄物回收
泰國工廠溫室氣體盤查與揭露



泰鼎及員工積極進行
社會回饋與捐助活動
快樂和安全的工作場所
客戶服務與供應商管理



公司治理評鑑位列前
6%~20%
AREA-健康衛生推廣獎項;
Zero Fire Project





來自企業永續經營委員會主席的一封信

在邁向永續發展的目標上，除了專注本業、追求營收獲利及股東報酬最大化之外，泰鼎始終相信，必須同時思考企業對環境的影響與社會責任，為社會的良性循環提供一分力量。

泰鼎於2015年制定企業永續經營政策後，希望在永續經營的基礎上，將「公司治理」、「永續環境」及「社會公益」三大目標貫徹於日常營運之中，透過內部各個權責單位，了解利害關係人關心的重大議題，並加強企業永續經營資訊的揭露：



經濟面向方面

泰鼎於2020年度延續2019年強化成本之成效，持續保持成本管控成效，雖於2020年第一季遇新冠肺炎亂流致訂單受影響，然又因宅經濟及遠距會議需求致下半年營收獲得成長動能。此外，過去一年受新冠肺炎影響，公司全體共同防疫，已建立起良好的控管機制，至今仍隨經驗持續改善中，目的即為了盡力做好員工安全保護，以維持生產穩定，其成功來自於公司全員同心努力方能達成。

身為泰國第二大印刷電路板硬板製造業者，泰鼎同時希望帶動供應鏈共創永續的經營模式，因此我們已將勞工及環境準則納入稽核的一環，要求供應商共同遵循本公司之企業永續經營政策與責任商業聯盟行為準則(Responsible Business Alliance, RBA)的行為規範。

環境面向方面

2020年除達成節能、節水及廢棄物回收等既定環保目標外，並持續進行再生能源的設置、廢水回收方案之研究、及泰國工廠之溫室氣體盤查與揭露。

社會面向方面

泰鼎始終強調員工權益與社會參與二大領域。員工是泰鼎國際的最大資產，我們十分關注員工的身心健康及職場環境，每一廠區皆必須通過ISO 14001及ISO 45001(原OHSAS18001)職業安全衛生管理系統認證。2020年提供超過7,300個工作機會，並以具競爭力的薪酬水準、多元訓練課程及各項工作生活平衡措施來積極留任人才。

2020年，泰鼎員工進行之社會回饋活動，包含提供盲人按摩工作機會、捐錢、捐血、捐書、捐生活用品或醫療用品予學校單位、當地醫療院所及當地政府機關等，共計18項活動，金額達78萬泰銖。泰鼎主動照顧員工身心需求，而員工在工作之餘，也樂於回饋社會，形成一個良善循環。

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-健康衛生推廣獎項



APEX 沙盒計畫 – 與COVID-19共存



APEX 沙盒計畫 – 9大功能





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, Thia 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, Thia 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.

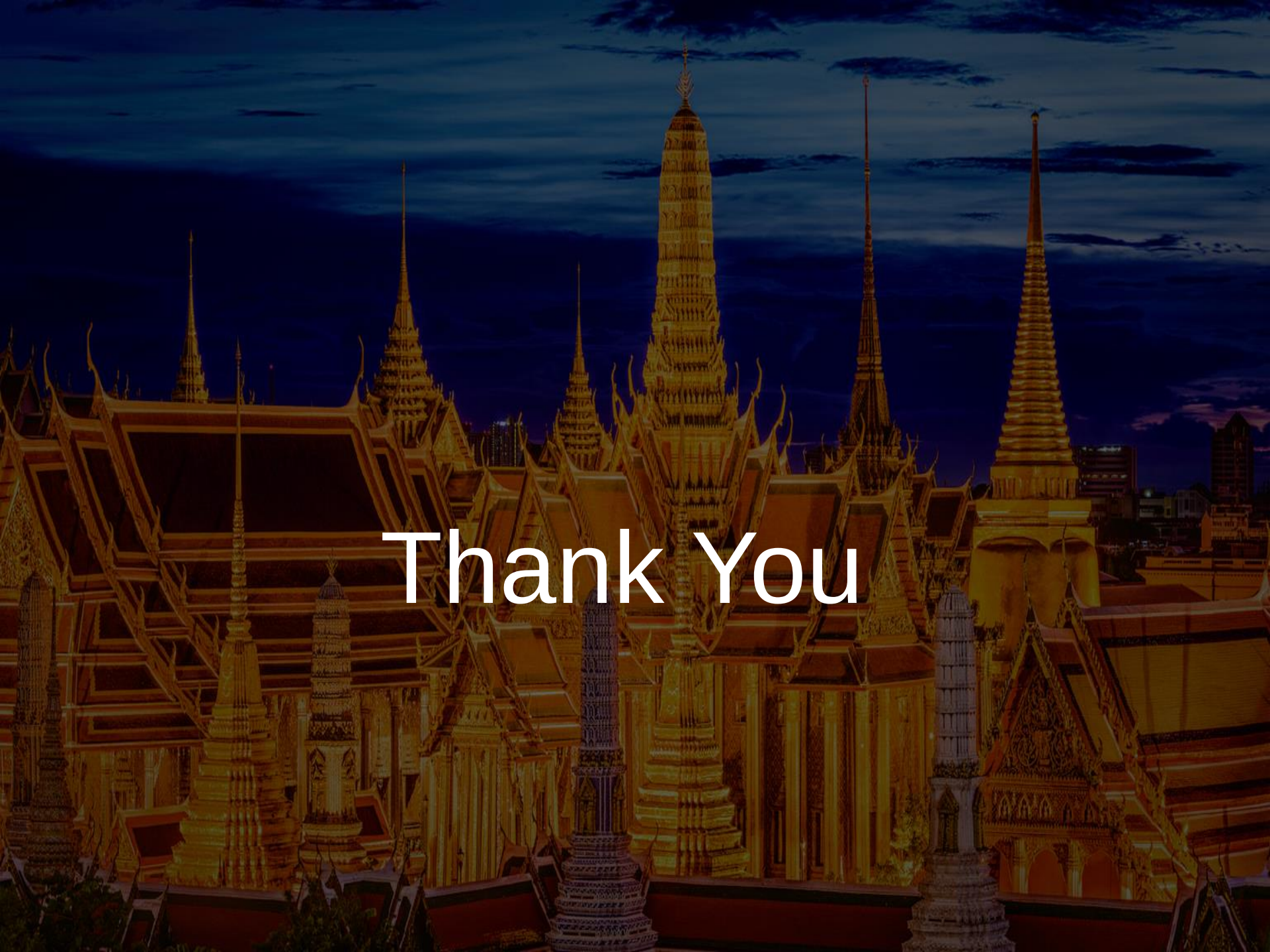
APEX 沙盒 – 實景



更多資訊請參閱 本公司永續經營報告書

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





Thank You