

APEX 泰鼎

Sam Wu, Mar. 9th



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Actual results may differ materially from those contained in any forward looking statements.
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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	8,320(截至2022年2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



IATF 16949 汽車業品質管理系統證書
於2020年7月及2021年1月更新Apex 1 & 2證書

ISO 14001環境管理系統證書
於2020年10月及2019年12月更新Apex 1 & 2證書

ISO 9001品質管理系統證書
於2020年7月及2021年1月更新Apex 1 & 2證書

ISO 45001職業衛生安全管理系統證書
於2020年1月更新Apex 1 & 2證書

Green Procurement Standards
Sony/Canon Hi-Tech in 2020
Apex 1 & 2

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	240,000	400,000
A S	170,000	50,000
	1,010,000	1,050,000

APEX 擴廠計畫



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



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



主要終端客戶



最佳供應商獎項



2021 第四季營運成果

季度業績：(QoQ/YoY比較)



(新台幣)	4Q21	3Q21	QoQ	4Q20	YoY
營業收入(泰銖)	5,271M	4,266M	+23.6%	3,211M	+64.2%
營業收入(新台幣)	4,437M	3,611M	+22.9%	3,022M	+46.8%
營業毛利	995M	841M	+18.4%	585M	+70.1%
毛利率	22.4%	23.3%		19.4%	
營業淨利	557M	416M	+33.8%	218M	+155.9%
本期淨利	554M	383M	+44.6%	209M	+164.9%
淨利率	12.5%	10.6%		6.9%	
每股盈餘(EPS)	2.9	2.01	+44.4%	1.09	+166.2%

年度業績：(2021 vs. 2020)



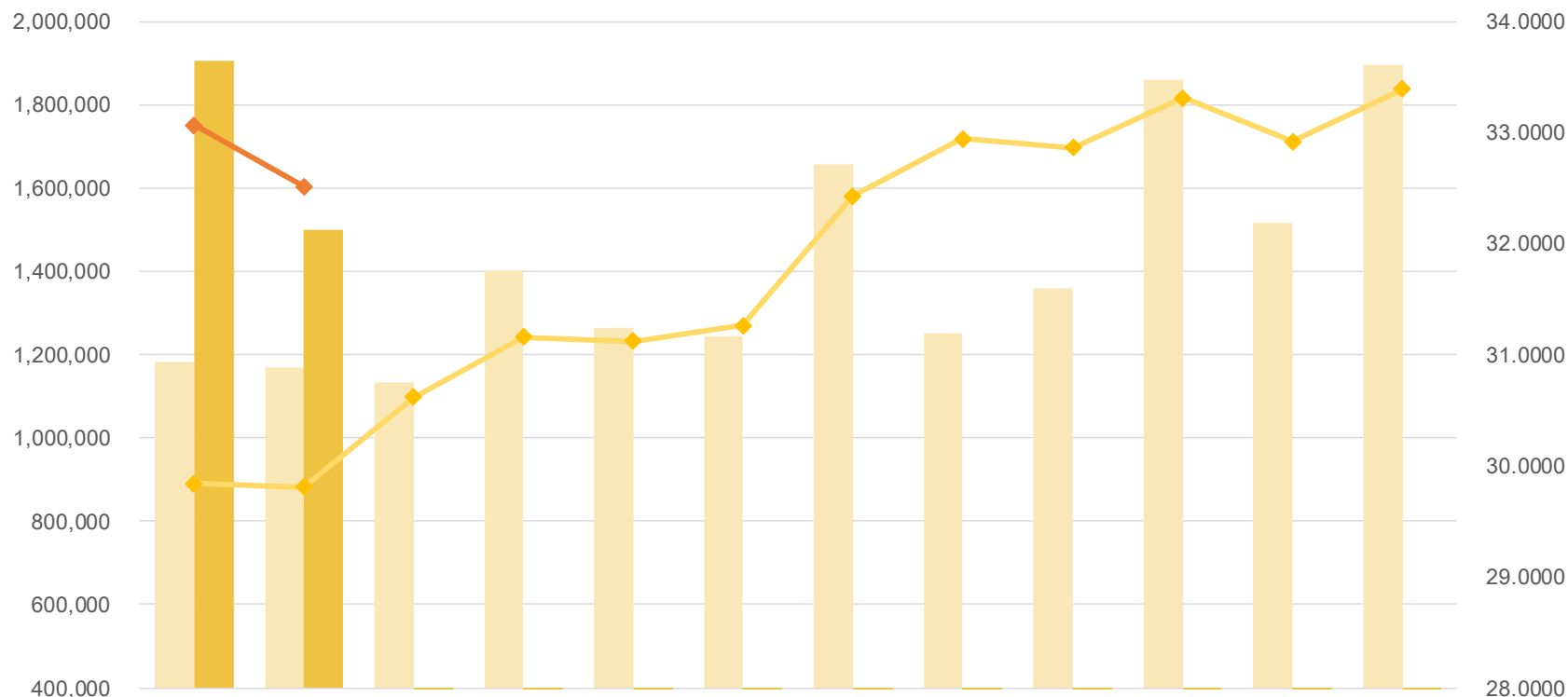
(新台幣)	2021	2020	YoY
營業收入(泰銖)	16,930M	12,523M	+35.2%
營業收入(新台幣)	14,801M	11,833M	+25.1%
營業毛利	3,119M	2,508M	+24.4%
毛利率	21.1%	21.2%	
營業淨利	1,477M	1,194M	23.7%
本期淨利	1,384M	1,204M	15.0%
淨利率	9.4%	10.2%	
每股盈餘(EPS)	7.25	6.31	14.9%

2022月營收：1月~2月 +45%



泰銖

Unit(THB Thousand) 2021 2022 2022 USD/THB 2021 USD/THB

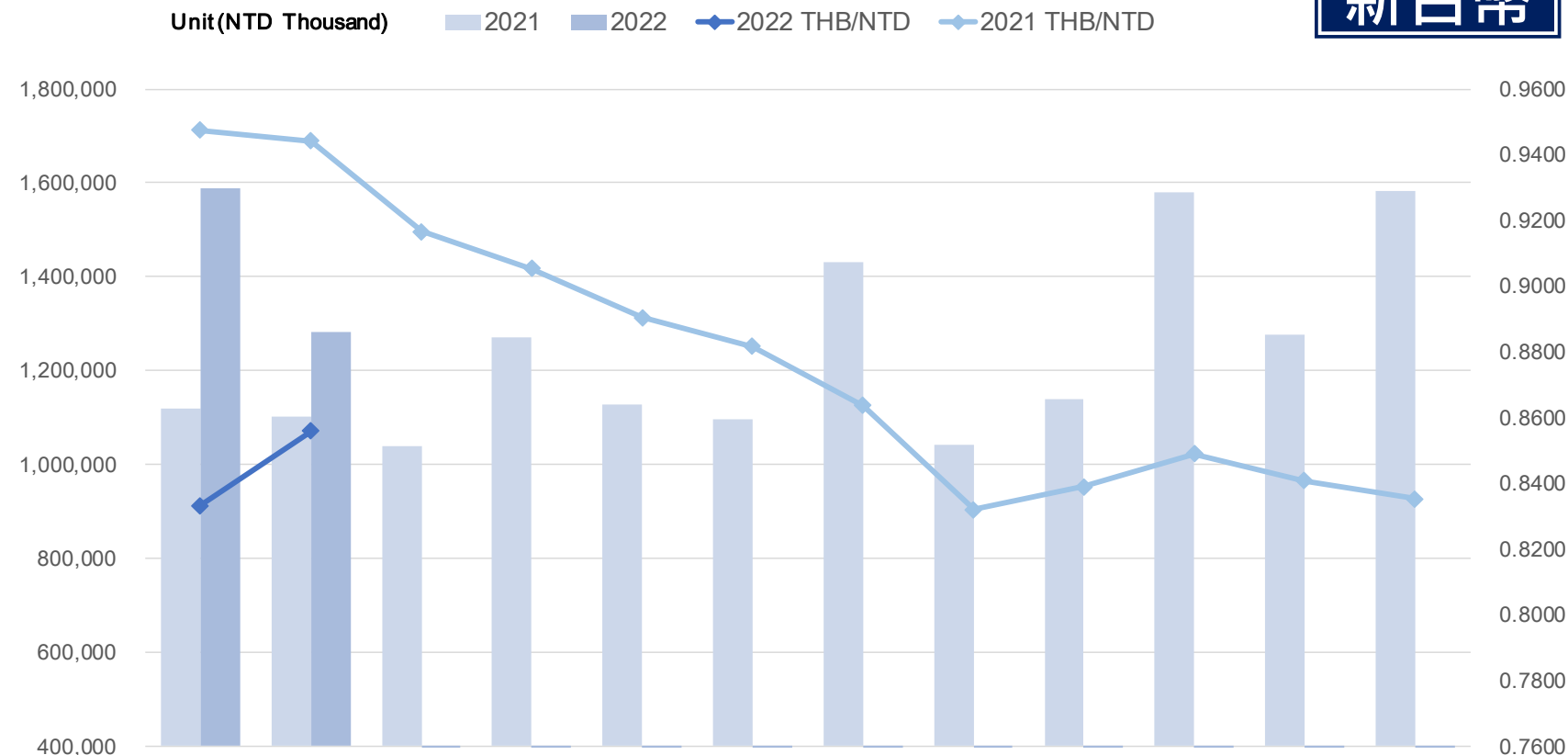


Revenue	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2022	1,906,407	1,499,224	-	-	-	-	-	-	-	-	-	-
2021	1,181,332	1,167,605	1,133,766	1,402,487	1,264,827	1,243,560	1,655,723	1,251,613	1,358,546	1,860,359	1,516,852	1,893,783
2022 USD/THB	33.0644	32.5153										
2021 USD/THB	29.8400	29.8100	30.6200	31.1600	31.1200	31.2600	32.4300	32.9400	32.8600	33.3100	32.9200	33.3900

2022月營收：1月~2月 +29%

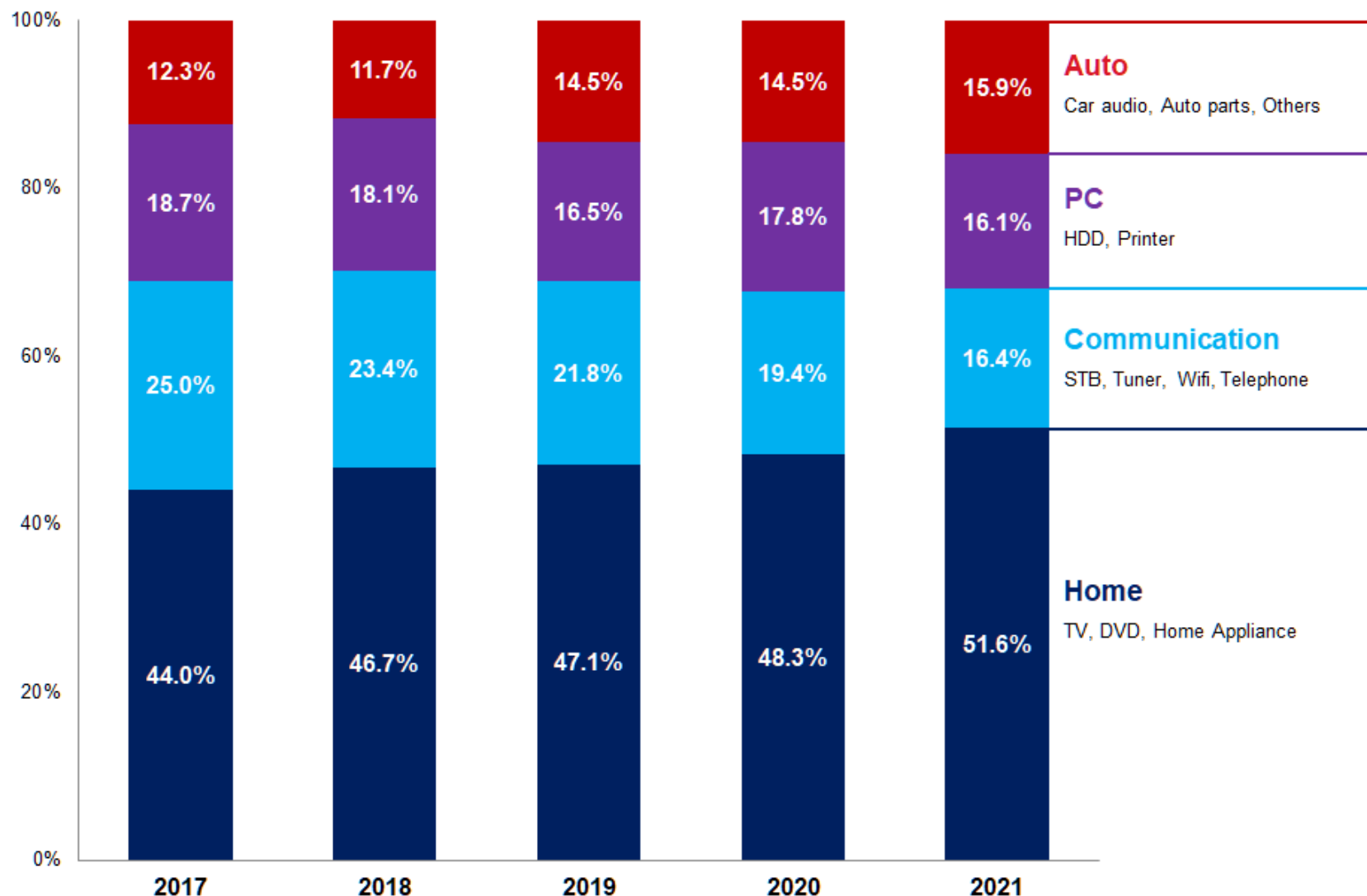


新台幣

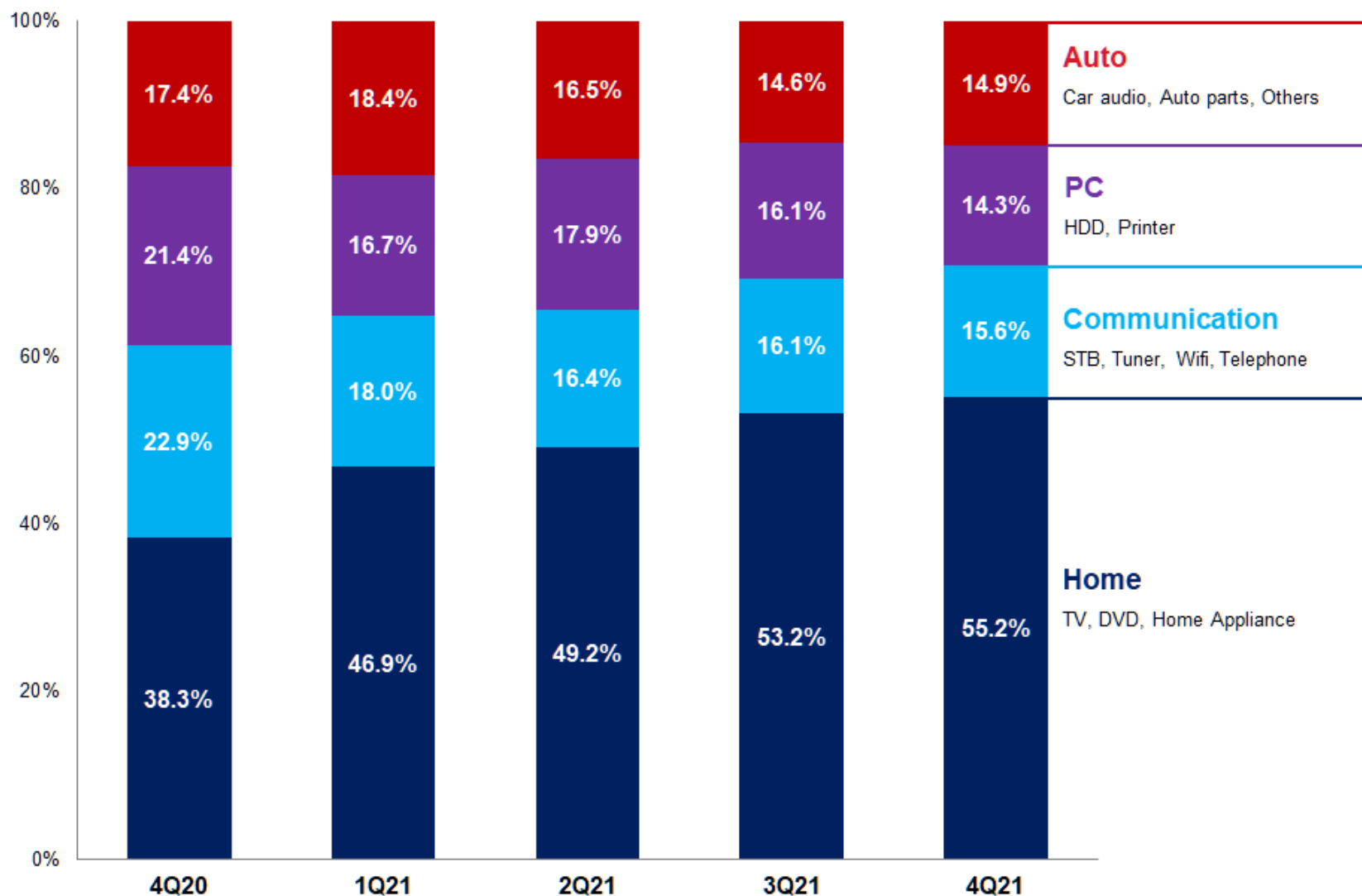


Revenue	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2022	1,588,418	1,283,210	-	-	-	-	-	-	-	-	-	-
2021	1,119,312	1,102,313	1,039,230	1,269,671	1,126,261	1,096,507	1,429,989	1,041,186	1,139,625	1,579,315	1,275,329	1,581,865
2022 THB/NTD	0.8332	0.8559										
2021 THB/NTD	0.9475	0.9441	0.9166	0.9053	0.8904	0.8817	0.8637	0.8319	0.8389	0.8489	0.8408	0.8353

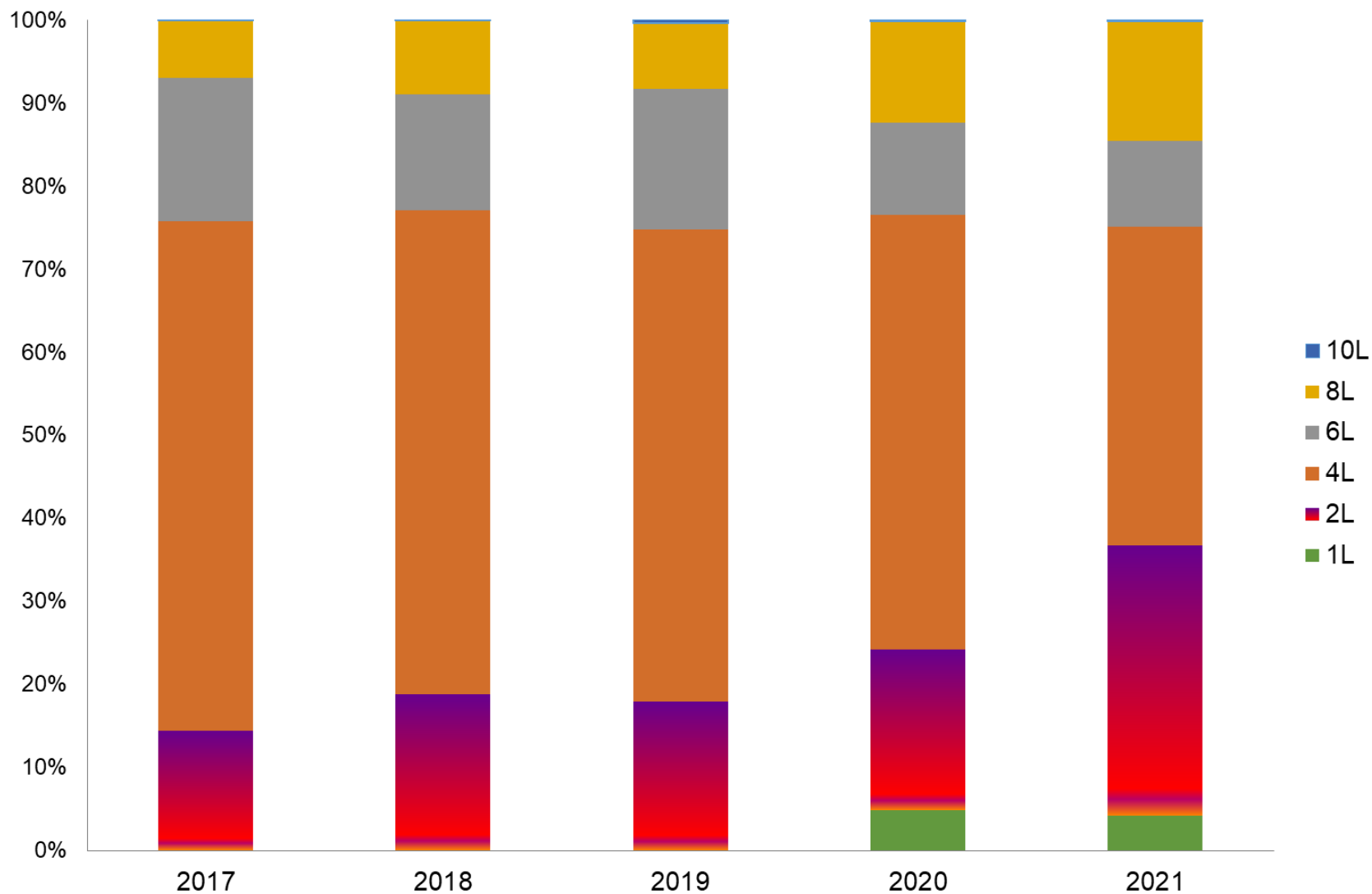
2021年度營收-依產品組合



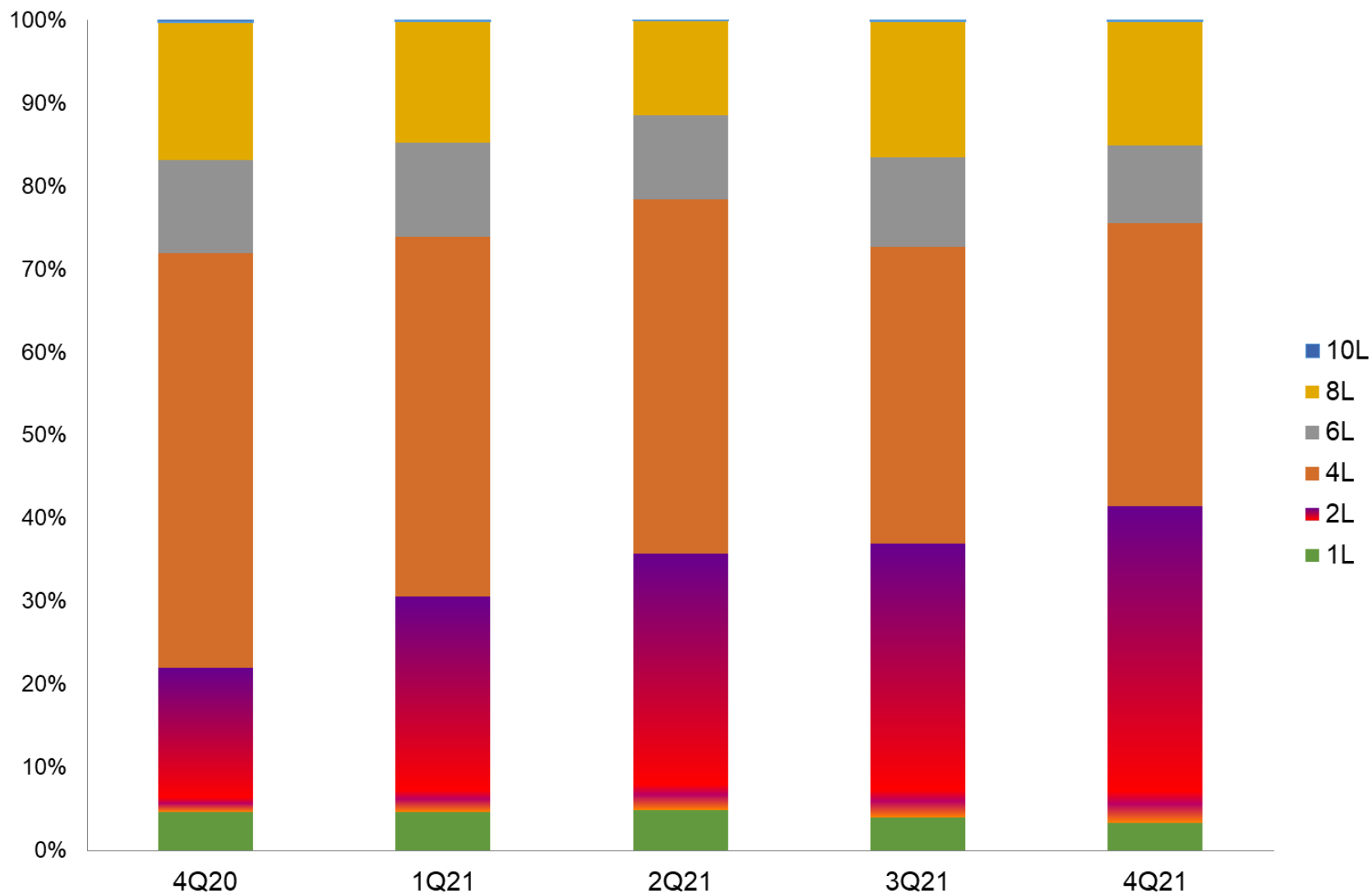
季度營收-依產品組合



2021年度營收-依層板數



季度營收-依層板數

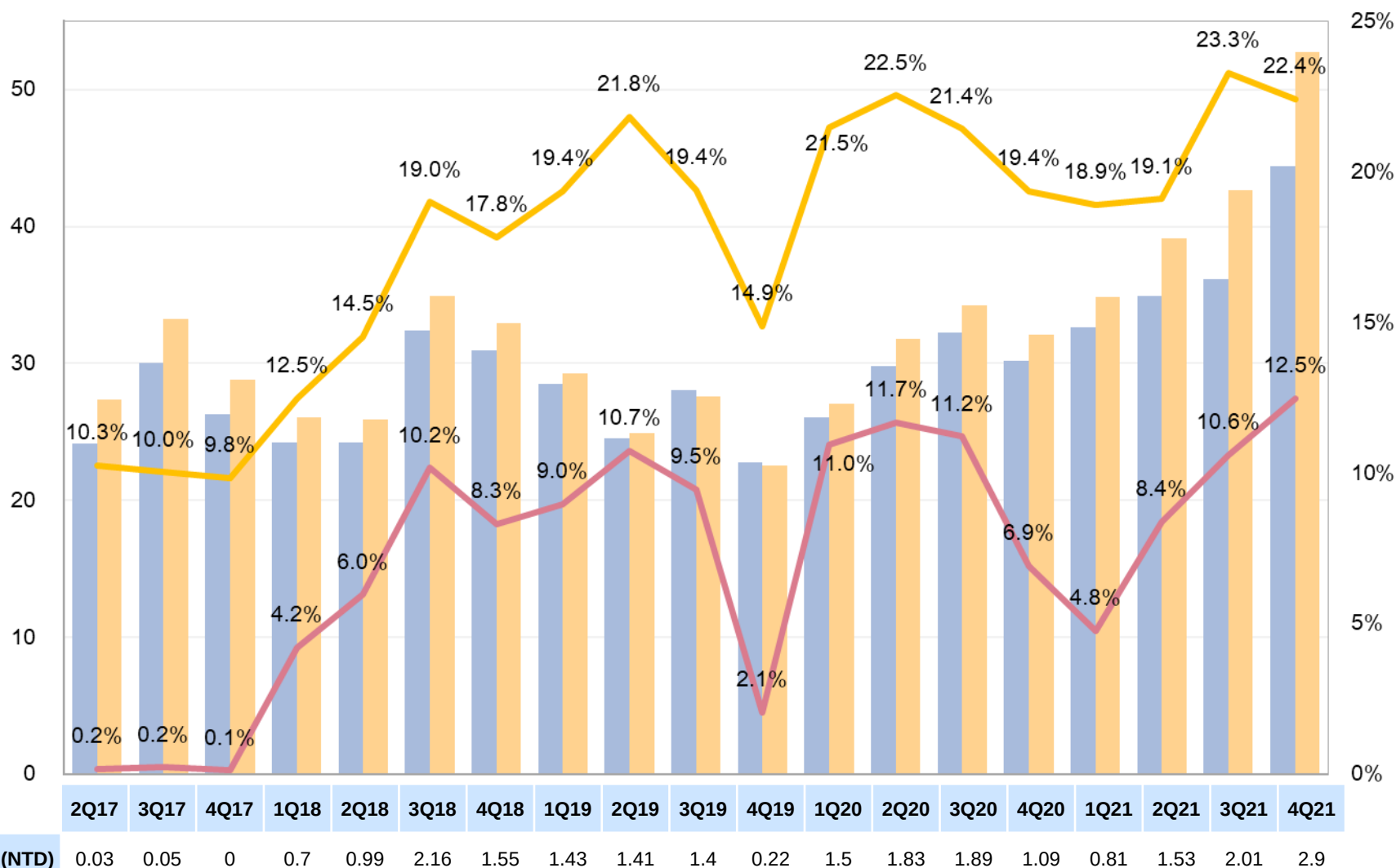


季度營收及淨利比較

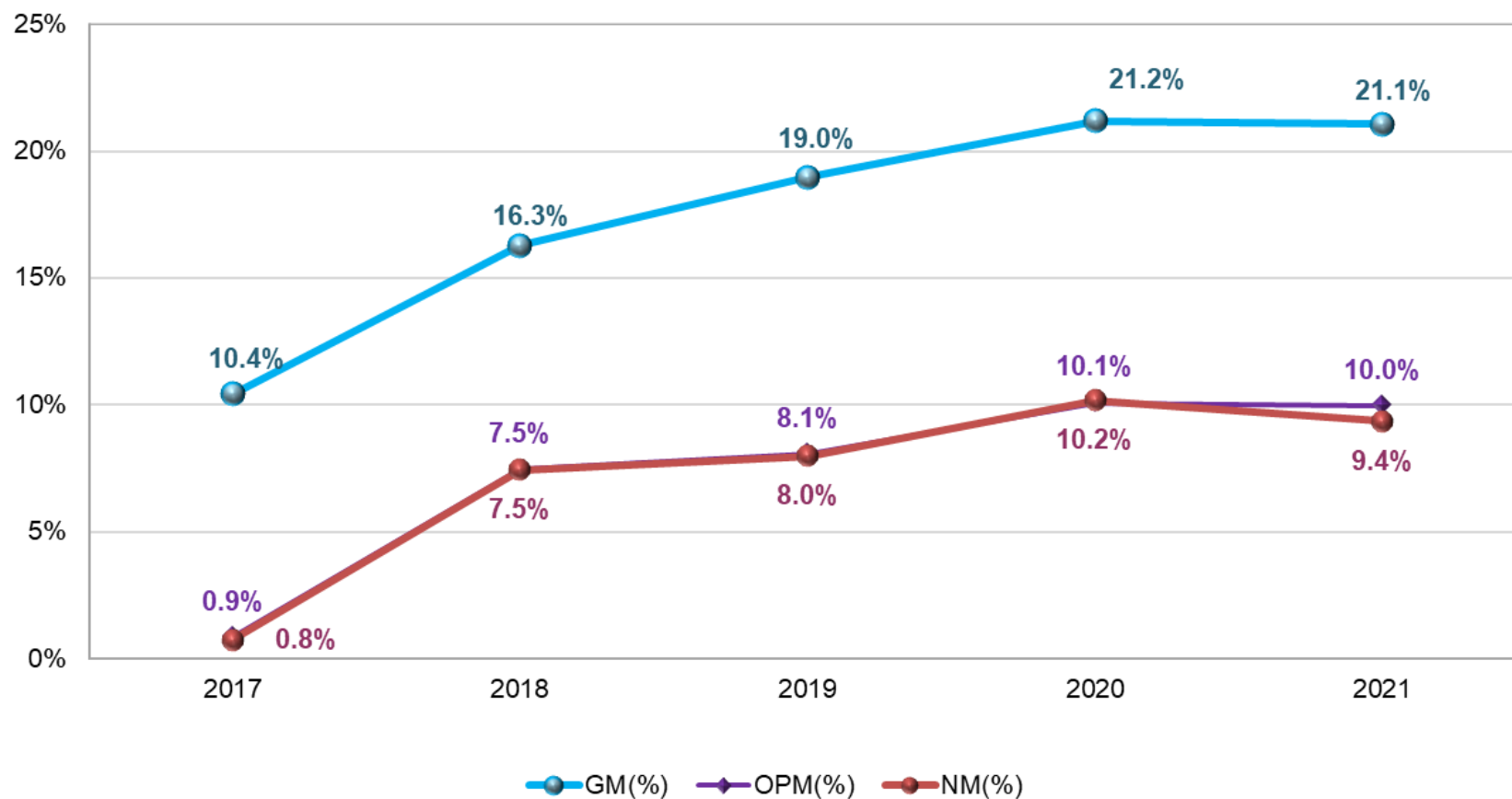


Unit: 100M

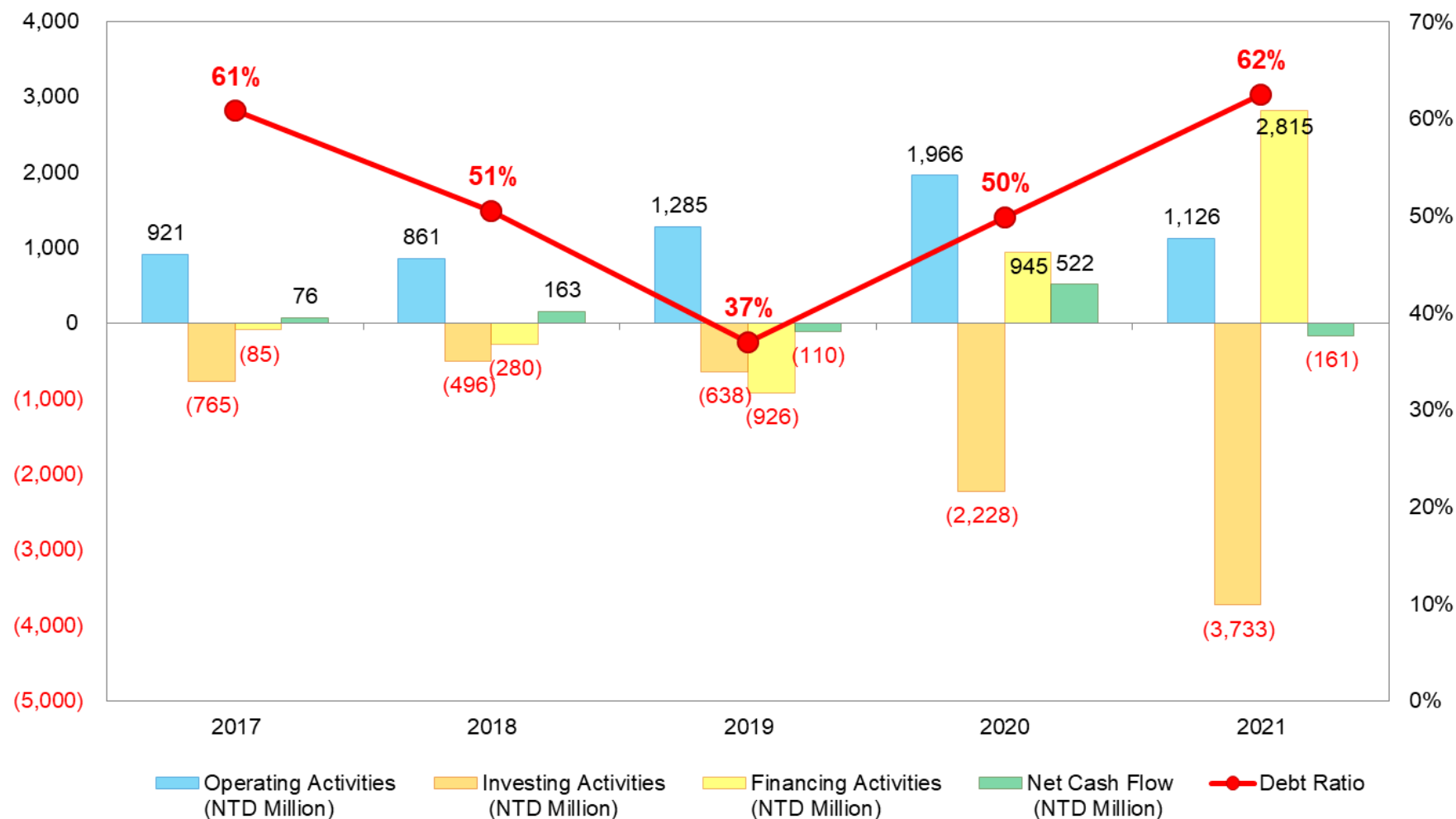
Revenue (NTD) Revenue (THB) GM(%) NM(%)



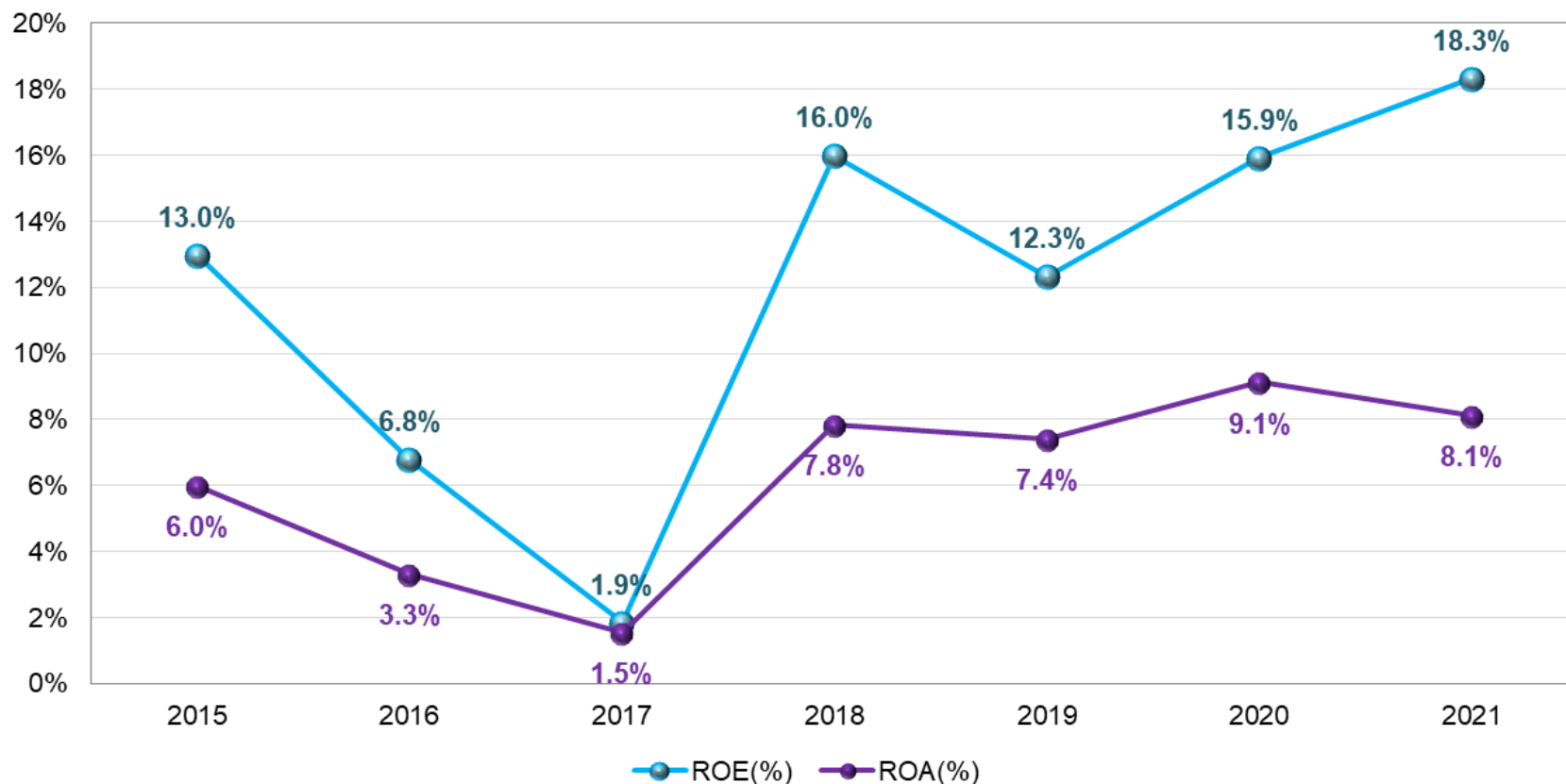
毛利率、營業利益率及淨利率



現金流



股東權益報酬率(ROE)及資產報酬率(ROA)



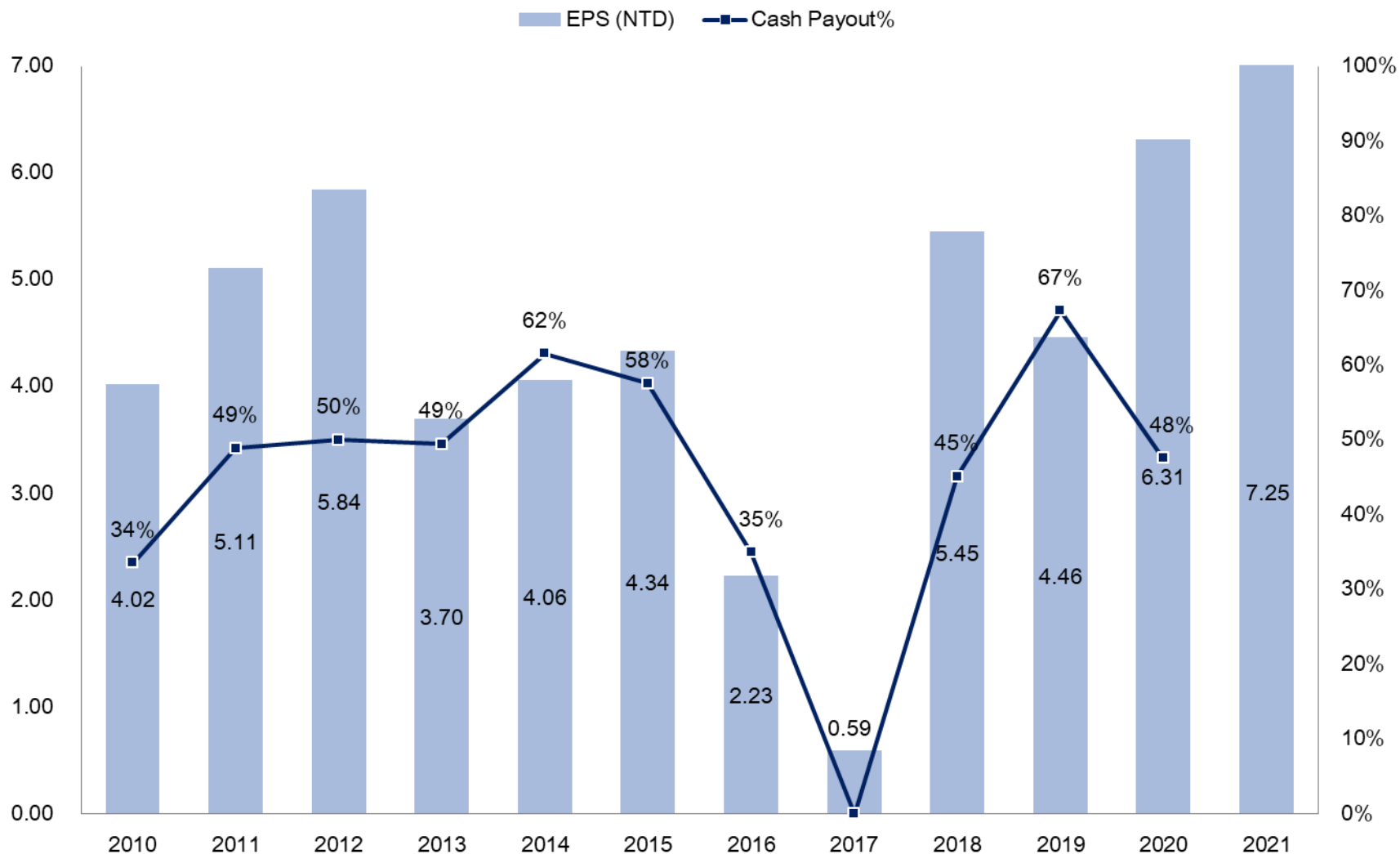
股利政策



年度	現金股利	股票股利	每股盈餘(EPS)	股東會日期
2021	TBD	-	7.25	May 24
2020	3.00*	-	6.31	July 2
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

*以完全稀釋股數為基準

股利政策：平均現金股利發放率為45%



APEX ESG:從被動到主動推行



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;
Apex沙盒計畫





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住人才。

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。

2021 AREA 健康衛生推廣獎項



APEX 沙盒計畫：2021年10月啟動

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

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.



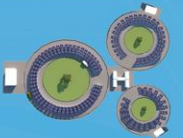
Function 6
Gutter Flood Prevention System.

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.

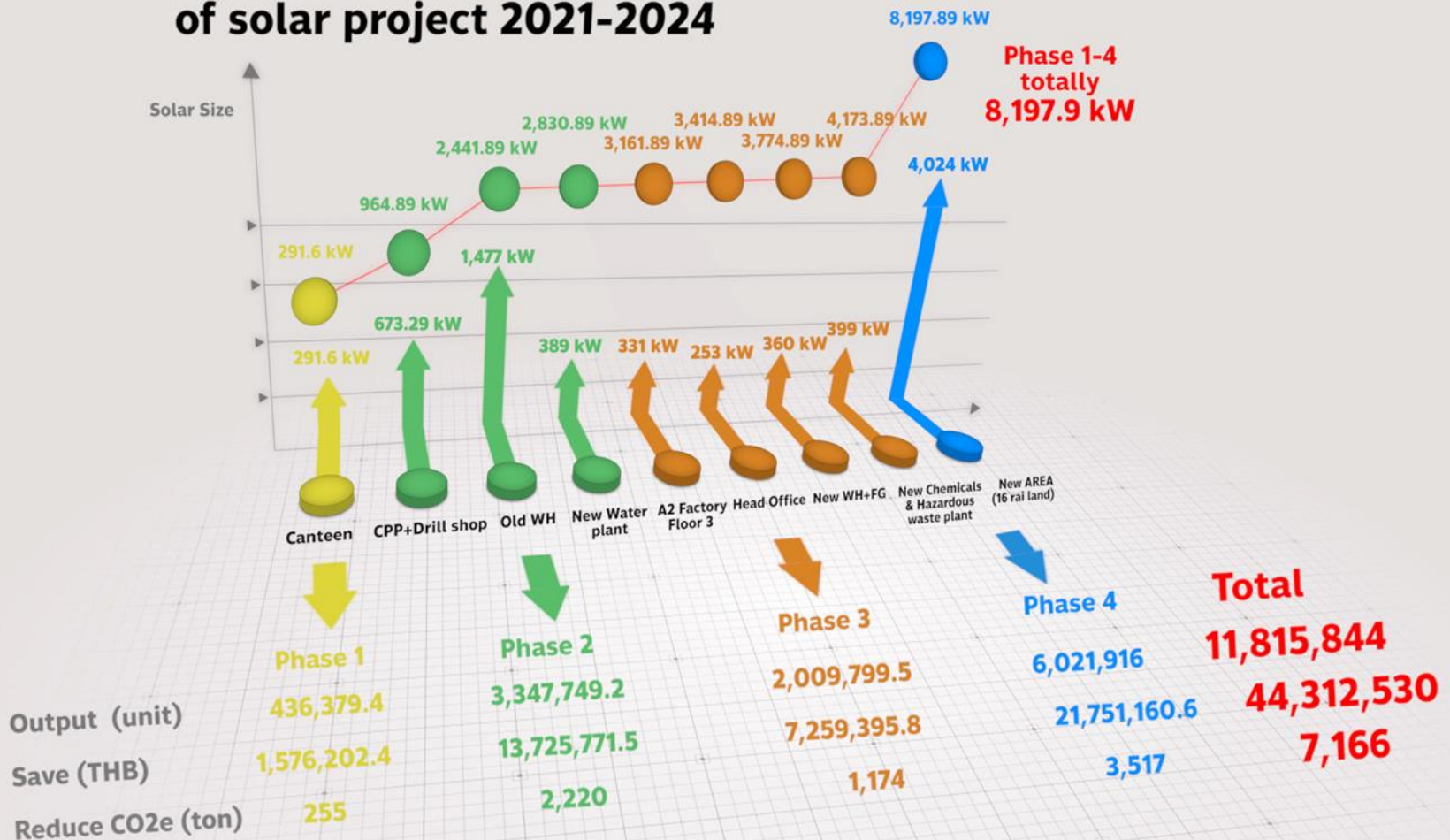
APEX 沙盒計畫：實景



APEX 太陽能計畫：2021年10月至2024年



Schedule & Return on Investment of solar project 2021-2024



APEX ESG:從被動到主動推行



更多資訊請參閱本公司永續經營報告書

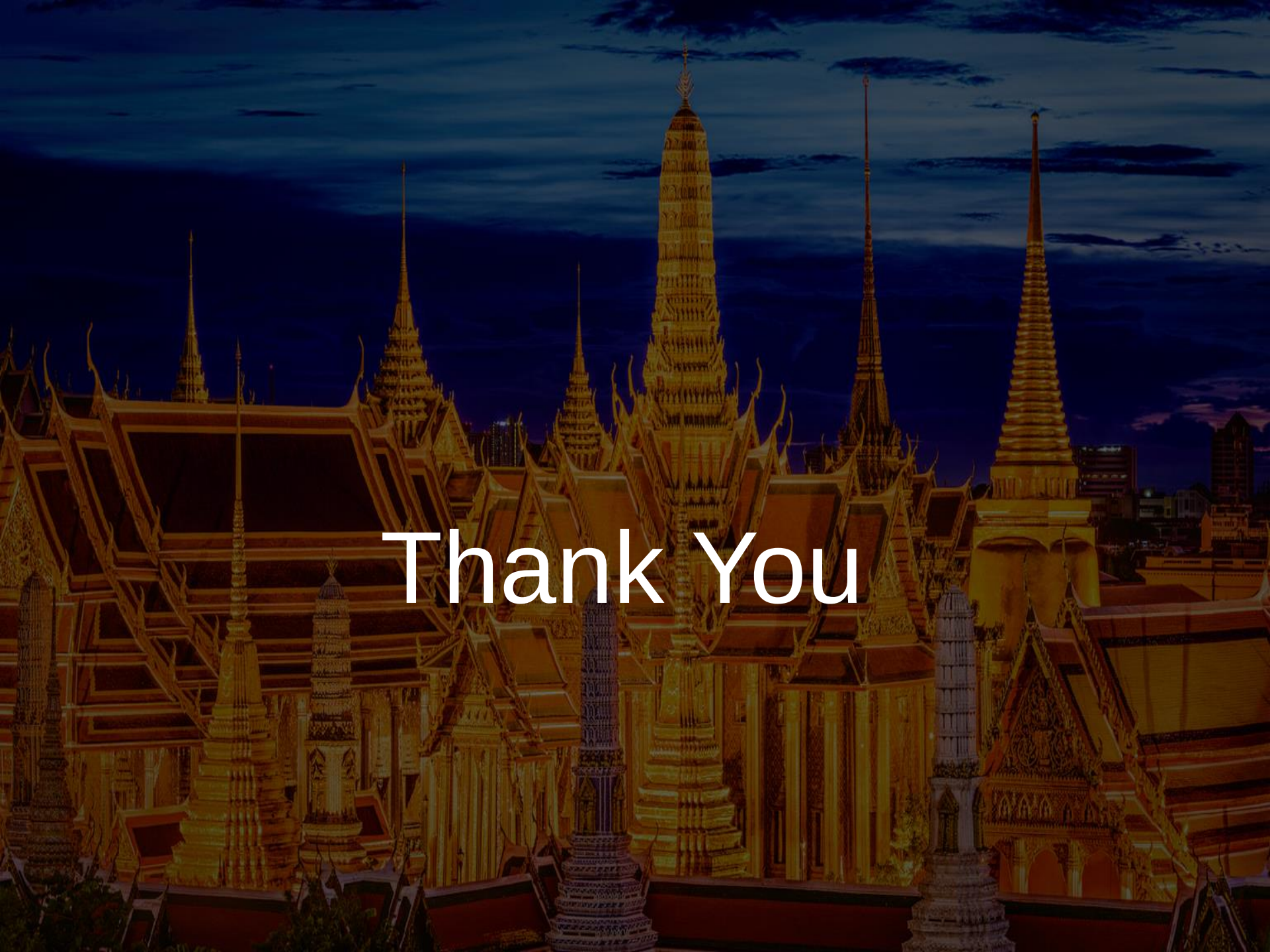
URL : <http://www.apex-intl.com.tw/csr-7.php>



ESG報告書下載

泰鼎重視各位利害關係人的建議，敬請您撥冗協助填答「[永續議題調查問卷](#)」以幫助我們了解外界關注本公司永續議題，謝謝。

2020	109年度ESG報告書	↓
2019	108年度企業社會責任報告書	↓
2018	107年度企業社會責任報告書	↓
2017	106年度企業社會責任報告書	↓
2016	105年度企業社會責任報告書	↓



Thank You