

APEX 泰鼎

Sam Wu, Aug 17th



Safe Harbor Notice



- 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.
- 本簡報資料中所提供之資訊並未明示或暗示的表達或保證其具有正確性、完整性、或可靠性，亦不代表本公司、產業狀況或後續重大發展的完整論述。

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	7,894 (as of July 2022)
	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

Certificates



IATF 16949 汽車業品質管理系統證書
Certificate upgraded in Jul. 2020 & Jan. 2021
Apex 1 & 2

ISO 14001環境管理系統證書
Certificate upgraded in Oct. 2020 & Dec. 2019
Apex 1 & 2

ISO 9001品質管理系統證書
Certificate upgraded in Jul. 2020 & Jan. 2021
Apex 1 & 2

ISO 45001職業衛生安全管理系統證書
Certificate upgraded in Jan. 2020
Apex 1 & 2

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

Production Capacity Plan: (unit: square meter)



Plant	2021	2022
A 1	320,000	320,000
A 2	280,000	280,000
A 3	240,000	240,000
A S	170,000	70,000
	1,010,000	910,000

APEX Plan Expansion



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

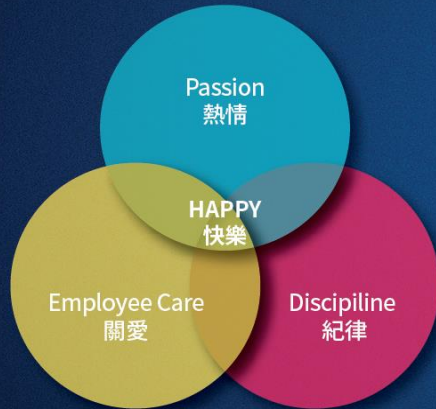
Senior Management Team



Objectives & Culture



CORPORATE CULTURE 企業文化



APPROACH + EXCELLENCE = APEX

ALL-WIN 共贏



OPERATION GOAL 經營目標



Valuable Customers



Arcelik
Airties



Skyworth
Sungrow
HKC



Freebox
Technicolor
Sagemcom



Bosch



Sony
Panasonic
Sharp
Toshiba
Daikin
Mitsubishi Sanda

Canon
Epson
Kyocera
Brother
Pioneer



LG
Samsung
SL
Humax

EMS Partner

Pegatron
Foxconn
Jabil
Goertek
New Kinpo Group



Flextronics
Gemtek
Mitrastar

Amazon
Western Digital
Commscope
HP Inc
Watchfire
Daktronics

Best Supplier Awards





2022 Second Quarter Financial Results

Quarterly Results: (QoQ/YoY Comparison)



	(NTD)	2Q22	1Q22	QoQ	2Q21	YoY
Revenue (THB)		4,637M	4,888M	-5.1%	3,911M	+18.6%
Revenue (NTD)		3,971M	4,145M	-4.2%	3,493M	+13.7%
Gross Profit		896M	855M	+4.8%	667M	+34.3%
Gross Margin		22.6%	20.6%		19.1%	
Operating Profit		402M	412M	-2.5%	301M	+33.2%
Operating Margin		10.1%	9.9%		8.6%	
Net Profit Attributable to Owners of Parent		361M	414M	-12.8%	291M	+23.9%
Net Margin		9.1%	10.0%		8.3%	
EPS		1.90	2.18	-12.8%	1.53	+24.2%

Quarterly Results: (1H22 vs. 1H21)



	(NTD)	1H22	1H21	YoY
Revenue (THB)		9,525M	7,394M	+28.8%
Revenue (NTD)		8,116M	6,753M	+20.2%
Gross Profit		1,751M	1,284M	+36.4%
Gross Margin		21.6%	19.0%	
Operating Profit		814M	505M	+61.2%
Operating Margin		10.0%	7.5%	
Net Profit Attributable to Owners of Parent		775M	446M	+73.9%
Net Margin		9.5%	6.6%	
EPS		4.08	2.35	+73.6%

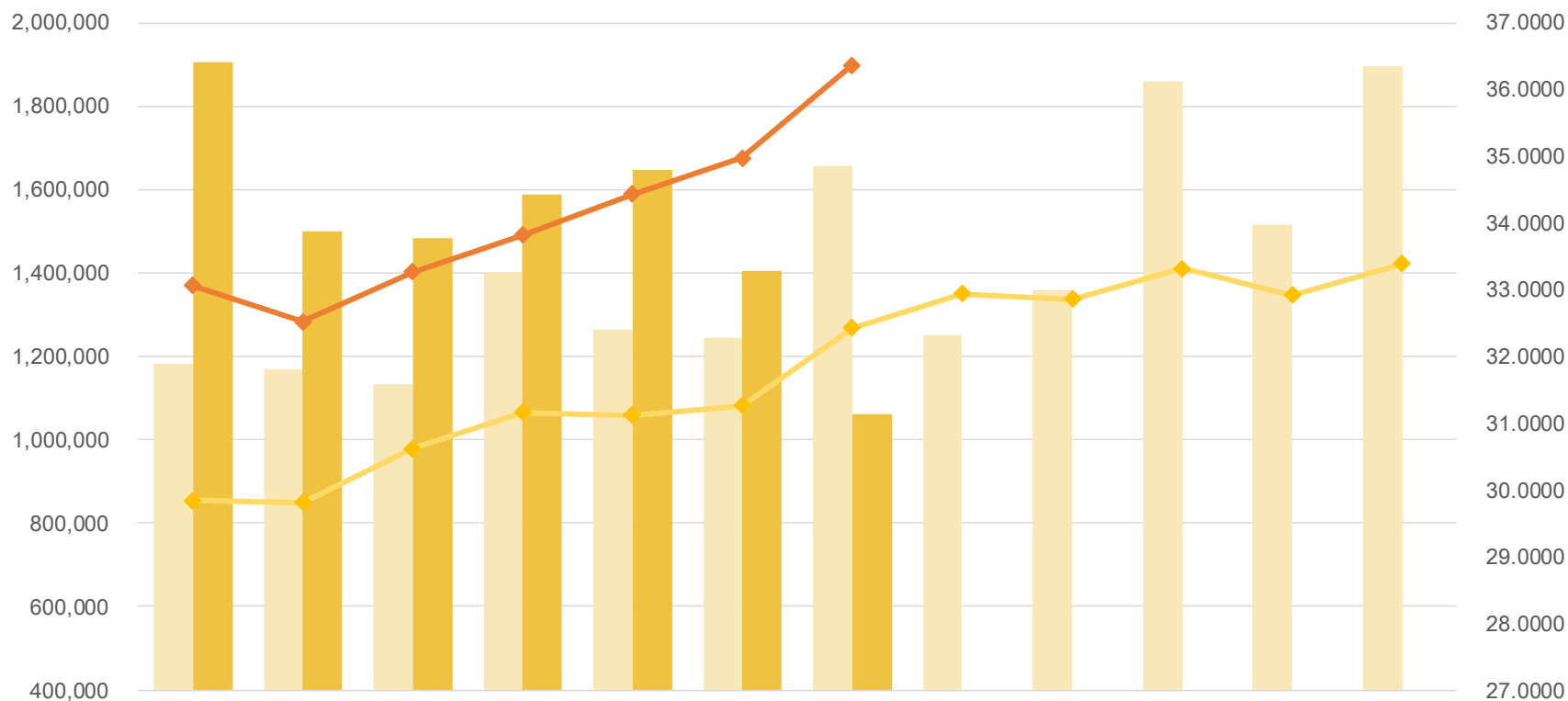
2022 Monthly Revenue: Jan. to Jul. +17%



THB

Unit(THB Thousand)

2021 2022 2022 USD/THB 2021 USD/THB



Revenue	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2022	1,906,407	1,499,224	1,482,806	1,586,842	1,645,890	1,403,862	1,061,273						10,586,304
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	9,049,300
2022 USD/THB	33.0644	32.5153	33.2589	33.8184	34.4243	34.9700	36.3655						
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	

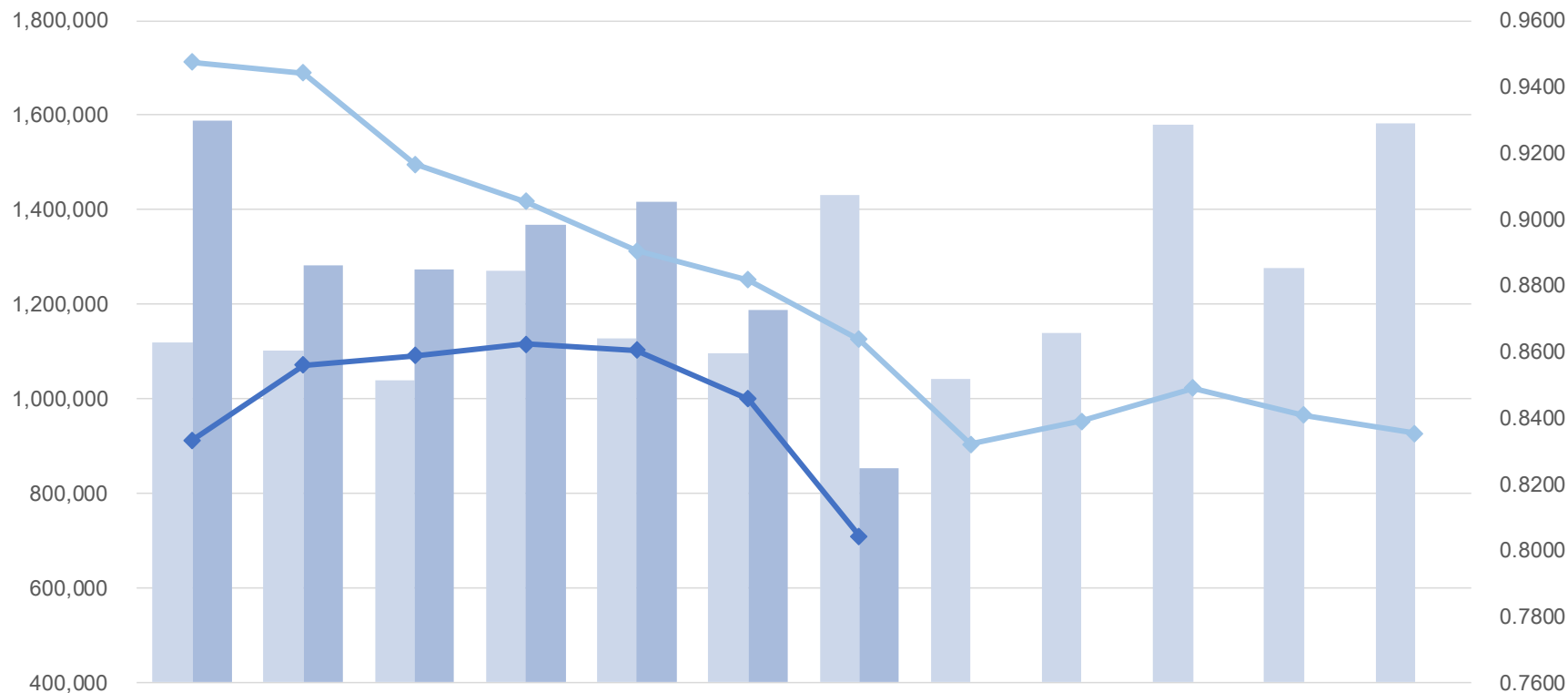
2022 Monthly Revenue: Jan. to Jul. +10%



NTD

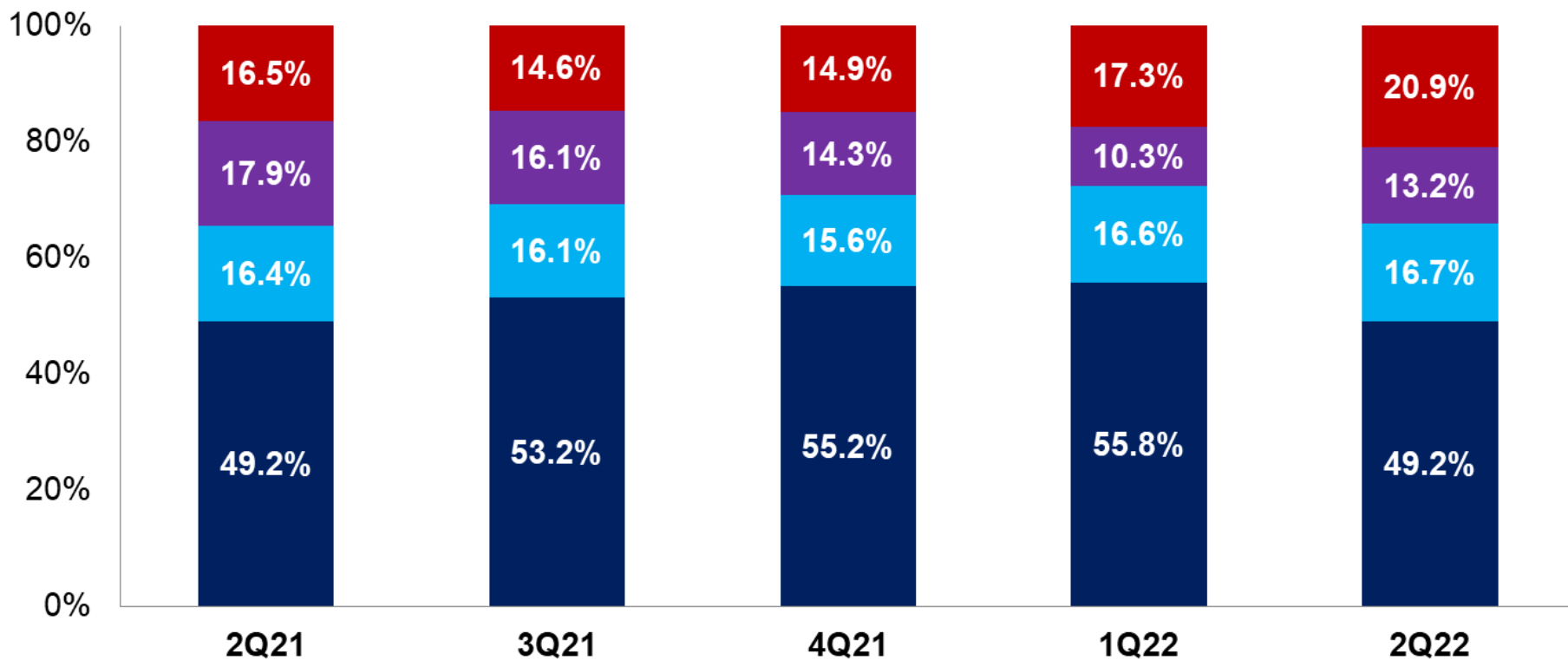
Unit(NTD Thousand)

2021 2022 2022 THB/NTD 2021 THB/NTD



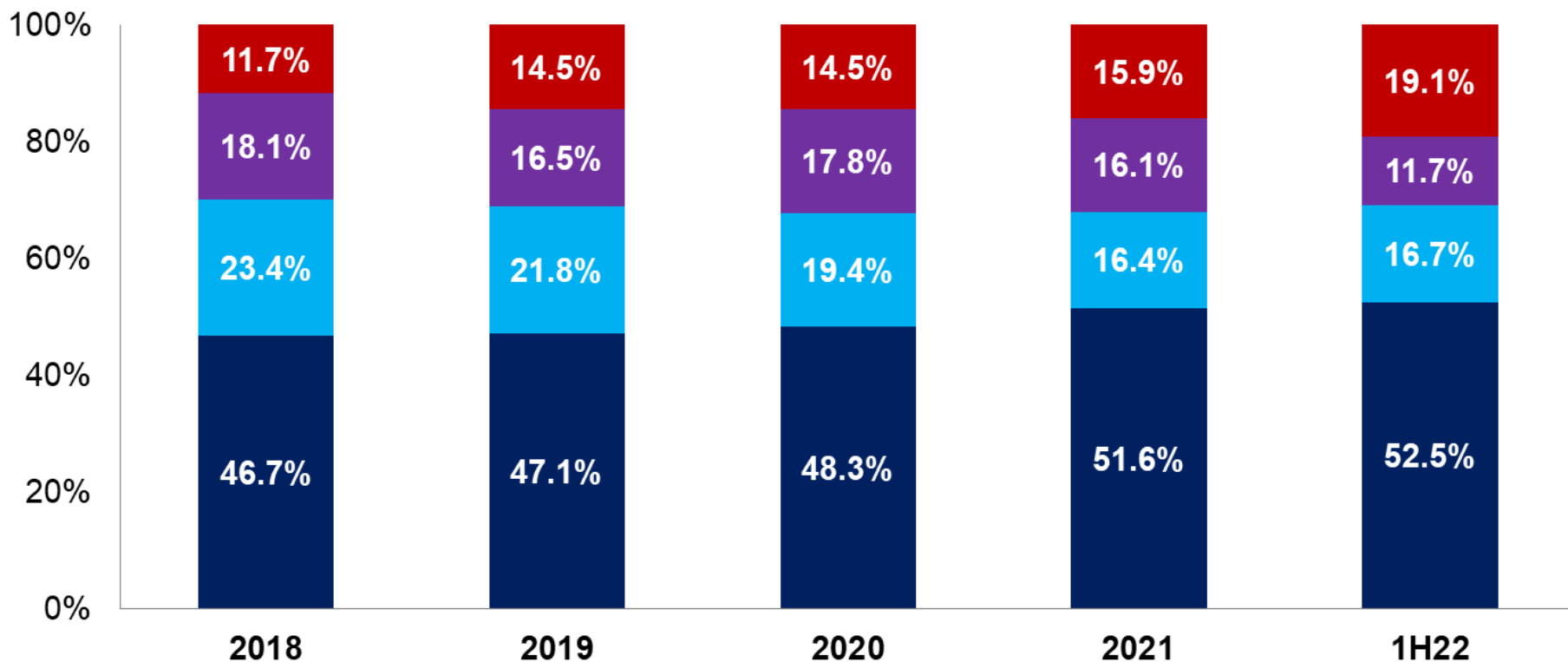
Revenue	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2022	1,588,418	1,283,210	1,273,278	1,368,147	1,415,929	1,187,297	853,497						8,969,776
2021	1,119,312	1,102,313	1,039,230	1,269,671	1,126,261	1,096,507	1,429,989	1,041,186	1,139,625	1,579,315	1,275,329	1,581,865	8,183,283
2022 THB/NTD	0.8332	0.8559	0.8587	0.8622	0.8603	0.8457	0.8042						
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	

Quarterly Revenue by Product Mix



2Q22	Home	Communication	PC	Auto
QoQ	(16%) ↓	(5%) ↓	22% ↑	14% ↑
YoY	19% ↑	21% ↑	(12%) ↓	51% ↑

1H22 Revenue by Product Mix



1H22

Home

Communication

PC

Auto

YoY

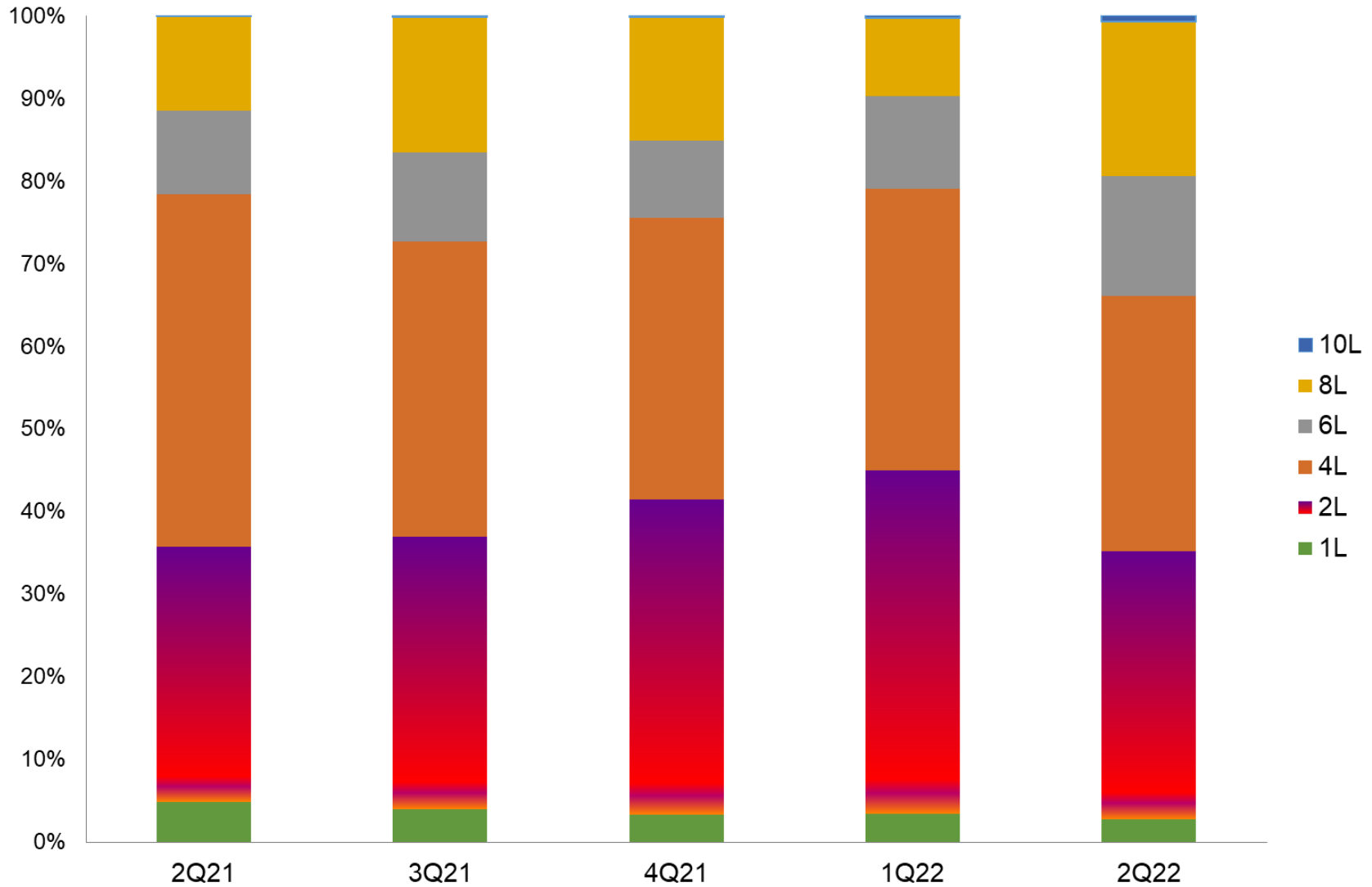
41%↑

25%↑

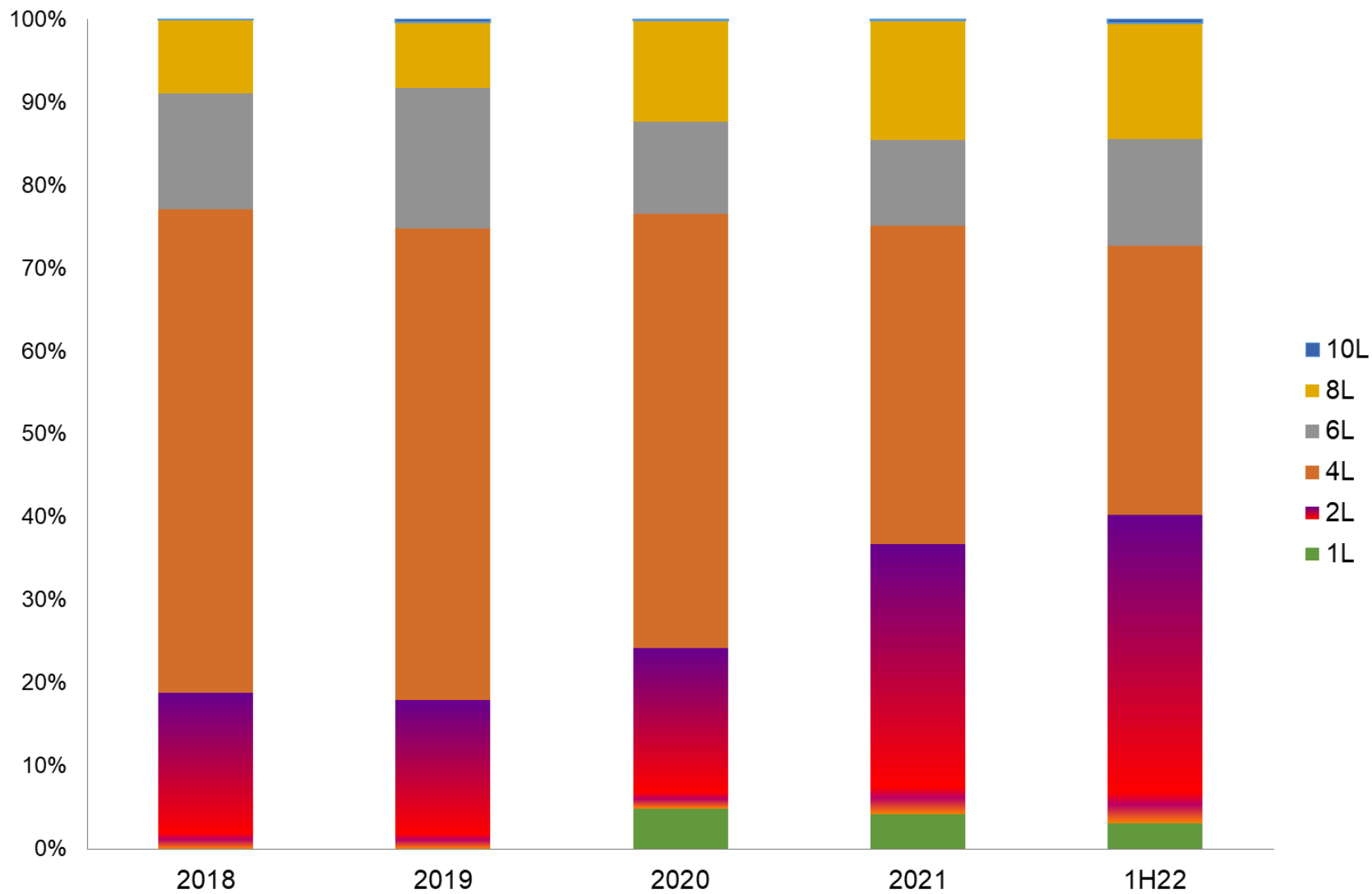
(13%) ↓

42%↑

Quarterly Revenue by Layer Count



1H22 Revenue by Layer Count

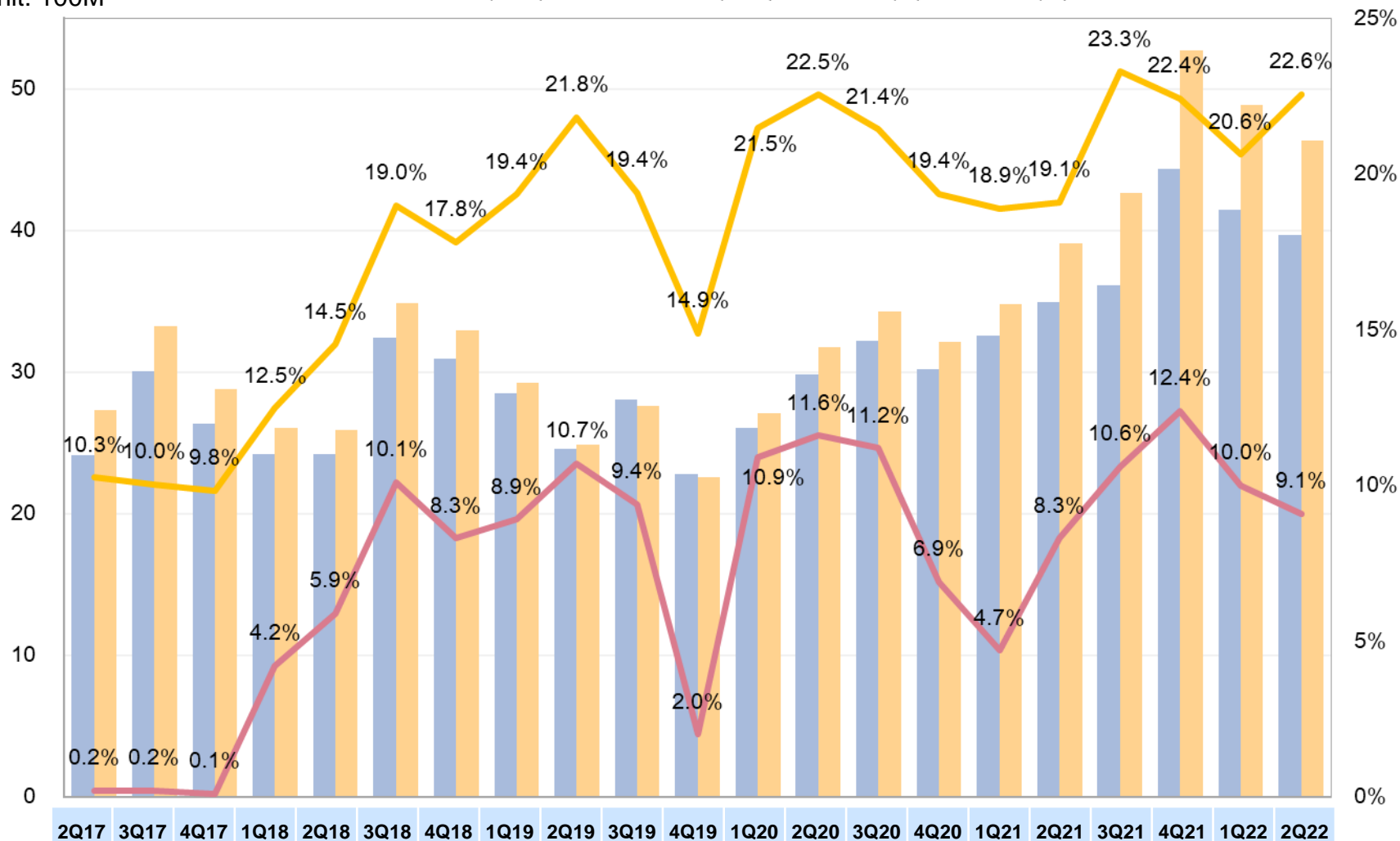


Revenue and Profit Trend: by Quarter



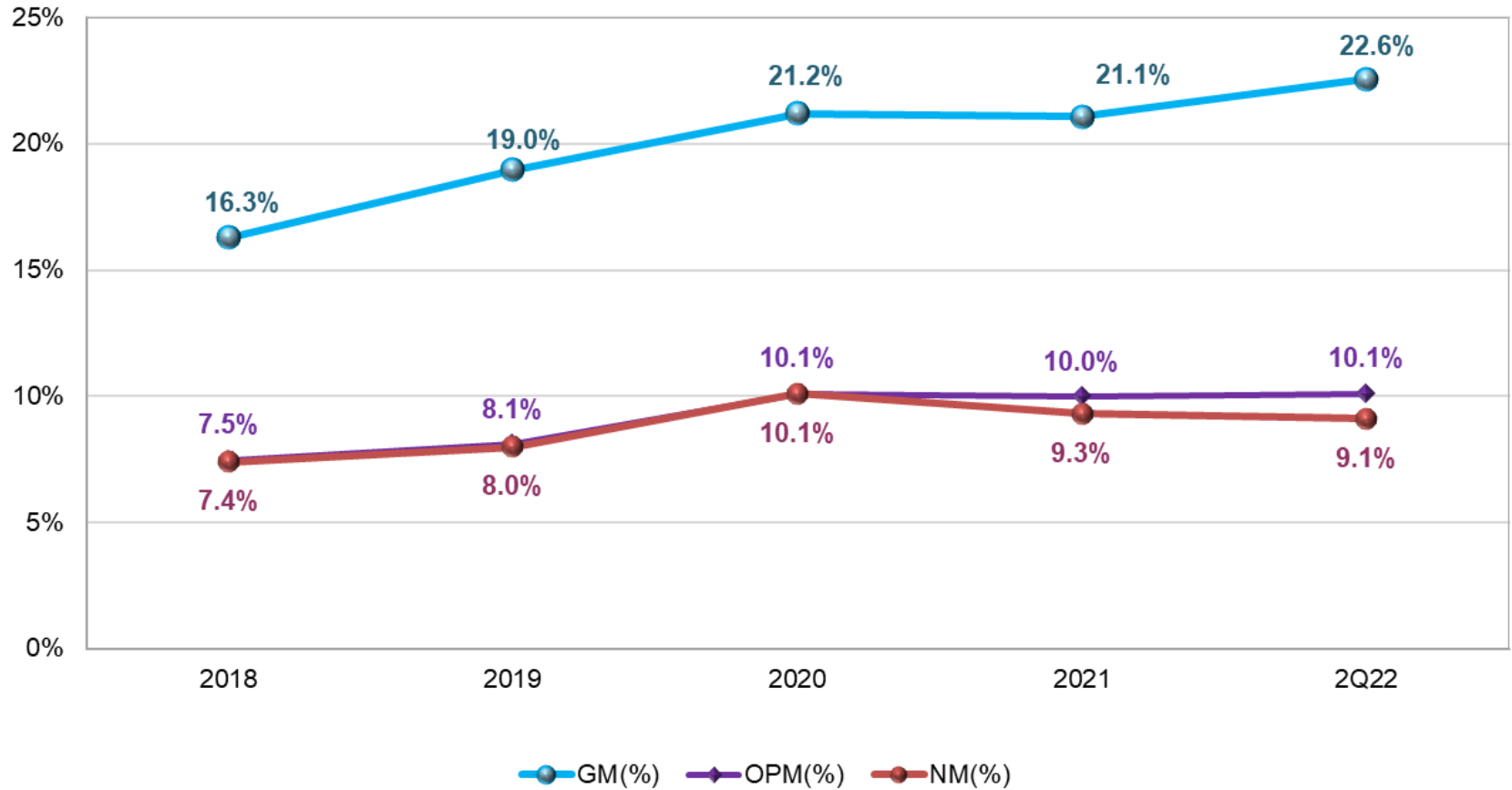
Unit: 100M

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

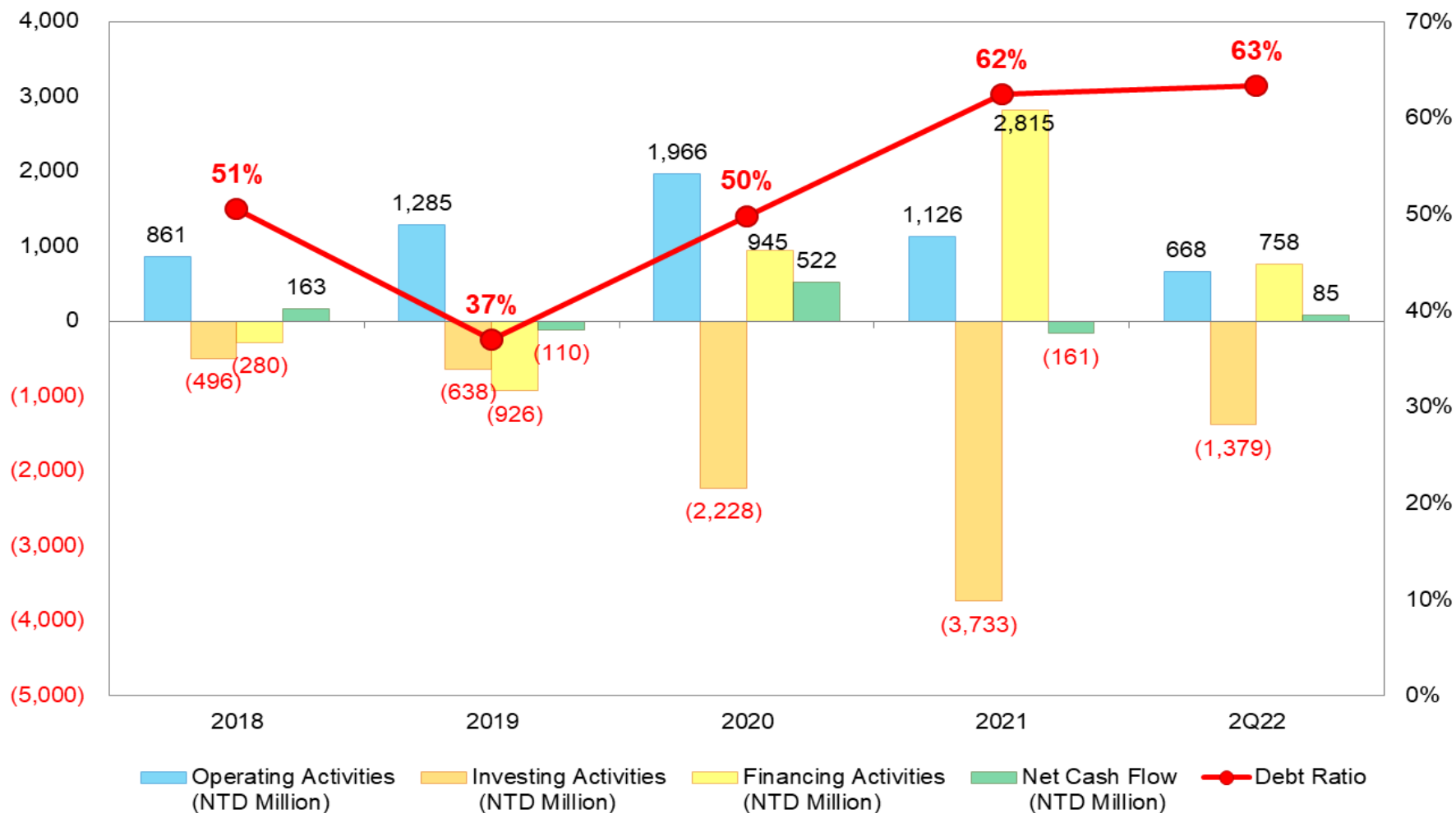


EPS (NTD) 0.03 0.05 0 0.7 0.99 2.16 1.55 1.43 1.41 1.4 0.22 1.5 1.83 1.89 1.09 0.81 1.53 2.01 2.9 2.18 1.9

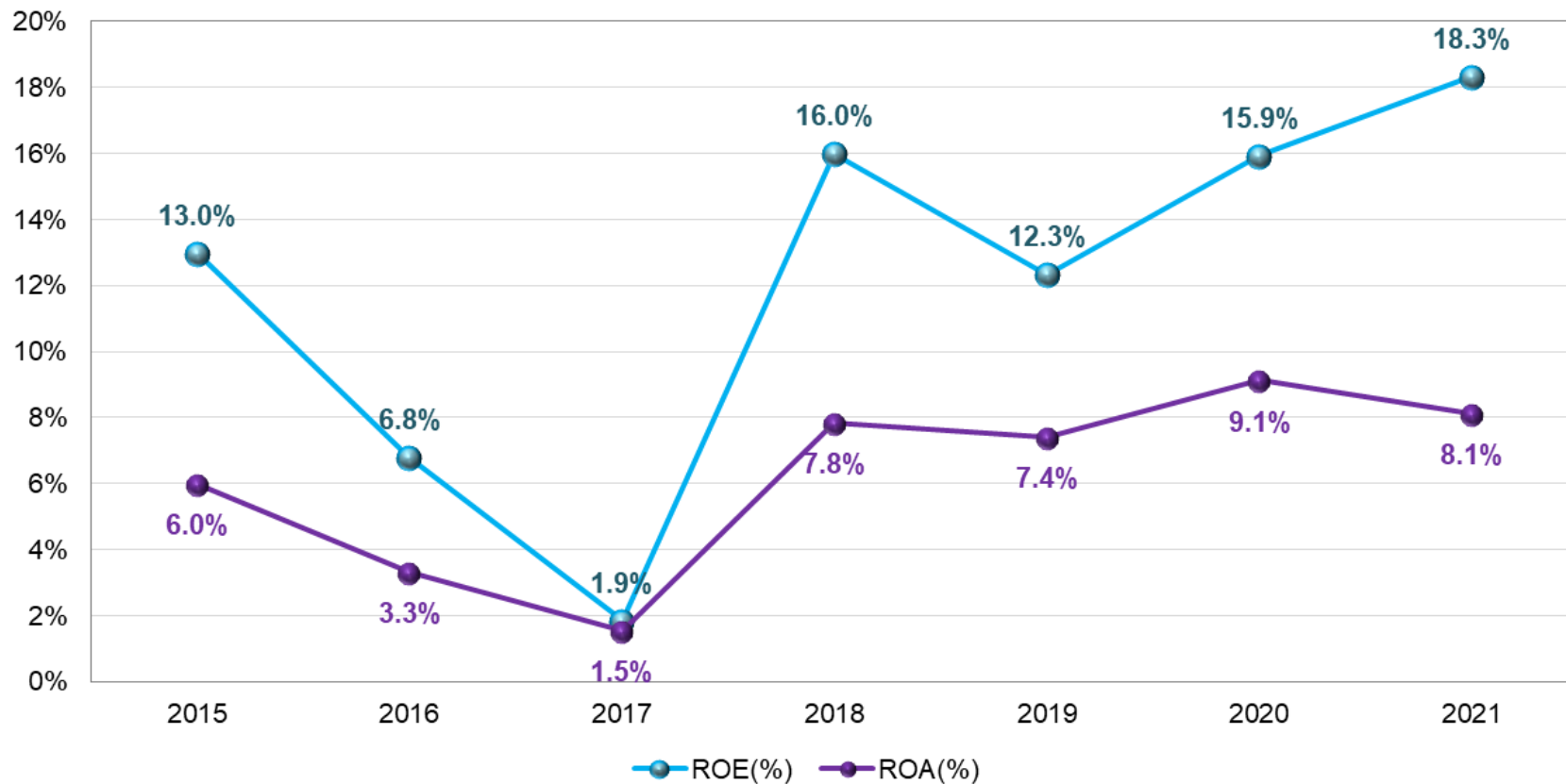
GM & OPM & NM Trend



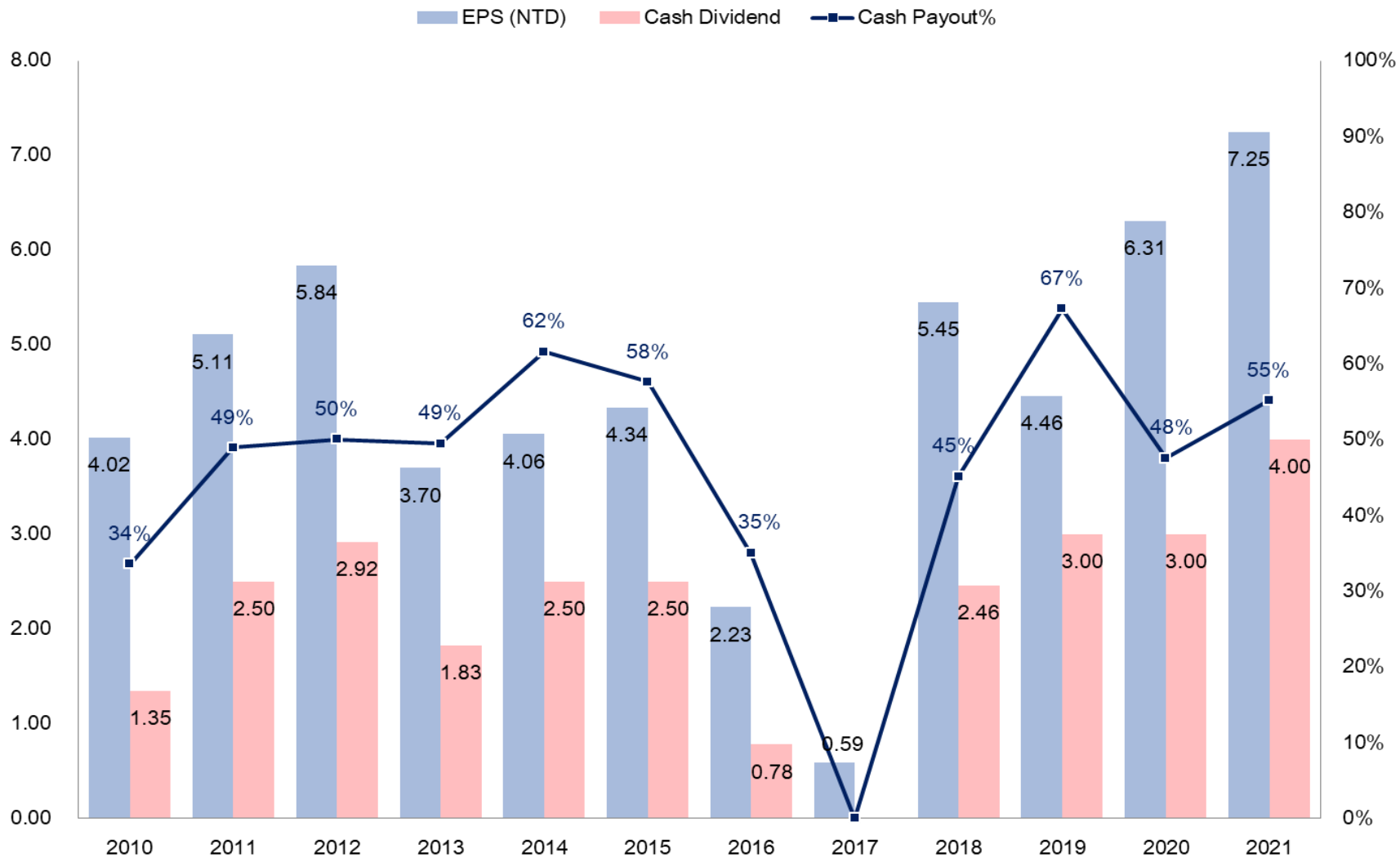
Cash Flows



ROE and ROA



Dividend Policy: Average of Cash Payout is 46%



APEX ESG: From Compliance to Competitiveness



E

Renewable Energy



Apex Solar Project



S

Nation & People Happy & Safe Workplace



Apex Sandbox Project



Apex Songkran

G

Top 6-20% in Corporate Governance Evaluation



2022/06/24
Sustainable
Development
Committee





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

The impact of Covid pandemic did not stop in 2021. In order to protect employees and shareholders’ equity, Apex has paid lots of efforts on employee health and safety and maintenance of productivity, hence Apex could be able to pass through this arduous period and successfully and smoothly made the third, new, factory to get into mass production. This contribution to revenue and profit was significant and remarkable and that was also precious outcome from whole employees paying great efforts under situations of Covid pandemic, obstructive travel between nations, roaringly rising-up material price and tight shipment etc.

As the major 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 2021, in addition to achieving our targets in carbon saving, maintenance of water recycling and standard procedures of waste, Apex kept researching set-up of renewable energy supply devices, wastewater reuse and carbon footprint inventories and disclosures.

Social Dimension

We always focus on employees’ rights and social participation. Employees are Apex’s greatest asset and we pay high attention on their physical and mental health and their work environment as well. APT has passed ISO 14001 and ISO 45001 (OHSAS 18001) the certificate of occupational safety and hygiene management system; APS has passed ISO 14001. In 2021, we provided more than 8,500 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 2021, socially feedback activities that Apex employees joined were to support afforestation to industrial area, to provide resource to children welfare, mobile cabin hospital, local hospital, labor welfare institution, local government, Thai Red Cross Society, to promote regulation and policy of traffic safety etc. totally counted as 13 activities. Among those activities, Apex’s donation amounted 1.46 million Baht. Besides, because Covid pandemic kept lasting in 2021, Apex also provided additional subsidy to all employees during August to December of 2021 which amounted 150 million Baht that Apex wished to support employees and their families to pass through this tough period together. In addition, Apex supported government policies to take care of highly potential diagnosed or diagnosed employees and their families, Apex set up quarantine and caring area which cost around 30 million Baht. Therefore, Apex proactively cares employees’ physical and psychological needs that makes employees be able to feedback society gladly and creates positive cycle in return.

APEX ESG: From Compliance to Competitiveness

For more information, please refer to [APEX's ESG report](#) and [News Center](#)



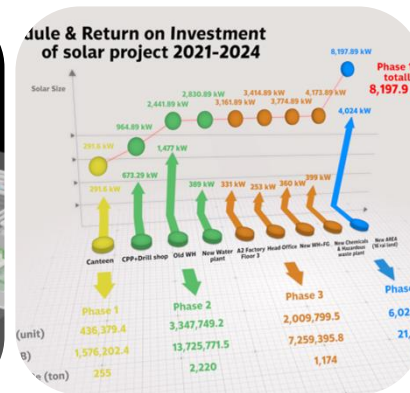
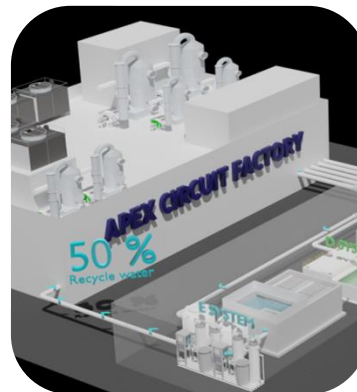
APEX ESG Report

2021	2021 Annual ESG Report	↓
2020	2020 Annual ESG Report	↓
2019	108 Annual Corporate Social Responsibility Report	↓
2018	107 Annual Corporate Social Responsibility Report	↓
2017	106 Annual Corporate Social Responsibility Report	↓
2016	105 Annual Corporate Social Responsibility Report	↓

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

2022-05-01	【Apex GREEN project】 Apex solar project news report	Hot
2022-04-30	【Apex GREEN project】 In response to the international carbon reduction policy, the first phase Apex solar project was completed	
2022-04-27	【Apex ESG】 Apex has dedicated in developing the sustainable strategy, with the plan to launch Apex GREEN project	
2022-04-15	【Apex ESG】 The Company attaches great importance to employee welfare and holds Songkran Day activities for employees to celebrate the Thai New Year	
2022-04-03	【Apex ESG】 For Reducing the Usage of Tap Water, the Company Launched the Wastewater Recycling Project	

APEX ESG NEWS and Link



URL: http://www.apex-intl.com.tw/en/news.php?index_m_id=7

A photograph of a large, ornate golden temple complex at night. The temple features multiple tiered spires and intricate carvings, all illuminated with a warm golden light. The sky is dark blue with some clouds. The text "Thank You" is overlaid in the center in a white, sans-serif font.

Thank You