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Stock Symbol : 8930

CKM

CKM Applied Material Corp.
Investor Conference 2024Q3

2024.09.30



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Agenda

1. Financial Report

2. Retrospect & Prospect

3. About CKM

4. Project

5. Q&A





Financial Report



2024.Q2

Statement of Comprehensive Income(Quarter)

(In NT\$ Thousand)	2024.Q2		2024.Q1		QoQ	2023.Q2		YoY
Operating revenue	385,343	100%	377,343	100%	2%	368,744	100%	5%
Operating costs	283,935	74%	273,728	73%		256,437	70%	
Gross profit	101,408	26%	103,615	27%	(2%)	112,307	30%	(10%)
Operating expenses	38,239	10%	41,341	11%		37,113	10%	
Operating income	63,169	16%	62,274	17%	1%	75,194	20%	(16%)
Non-operating income and expenses	11,610	3%	29,825	8%		16,569	4%	
Profit before income tax	74,779	19%	92,099	24%	(19%)	91,763	25%	(19%)
Income tax expenses	14,213	4%	18,420	5%		22,109	6%	
Net profit	60,566	16%	73,679	20%		69,654	19%	
EPS (NT\$)	0.74		0.90			0.85		
Net Asset Value per Share (NT\$)	17.43		16.69			16.71		



2024. Q1-Q2

Statement of Comprehensive Income

(In NT\$ Thousand)	2024.Jan-Jun		2023.Jan-Jun		YoY
Operating revenue	762,686	100%	712,317	100%	7%
Operating costs	557,663	73%	499,790	70%	
Gross profit	205,023	27%	212,527	30%	(4%)
Operating expenses	79,580	10%	70,812	10%	
Operating income	125,443	16%	141,715	20%	(11%)
Non-operating income and expenses	41,435	5%	15,784	2%	
Profit before income tax	166,878	22%	157,499	22%	6%
Income tax expenses	32,633	4%	35,256	5%	
Net profit	134,245	18%	122,243	17%	
EPS (NT\$)	1.64		1.49		
Net Asset Value per Share (NT\$)	17.43		16.71		



2024.Q2 Balance Sheet

(In NT\$ Thousand)	2024.Q2	2024.Q1	QoQ	2023.Q2	YoY
Cash & Financial Instruments	449,057	571,092	(21%)	636,485	(29%)
Notes and accounts receivable, net	350,472	349,885		316,492	
Inventories	287,214	275,242		273,516	
Property, plant and equipment	937,091	1,017,898		1,002,690	
Total Assets	2,140,214	2,248,226		2,259,166	
Short&Long-term loans	497,505	416,450		682,790	
Accounts Payable	78,829	68,273		68,659	
Total Liabilities	713,902	882,480	(19%)	891,865	(20%)
Total Shareholders' Equity	1,426,312	1,365,746	4%	1,367,301	4%



2024.Q2 Cash Flow

(In NT\$ Thousand)	2024.Jan-Jun	2023.Jan-Jun	YoY
Cash Flow from Operation	43,397	118,586	(63%)
Cash Flow from Investment	(24,190)	(40,038)	(40%)
Cash Flow from Financing	(234,536)	(299,658)	(22%)
Capital Expenditure	(21,905)	(39,247)	(44%)
Free Cash Flow	65,302	157,833	(59%)



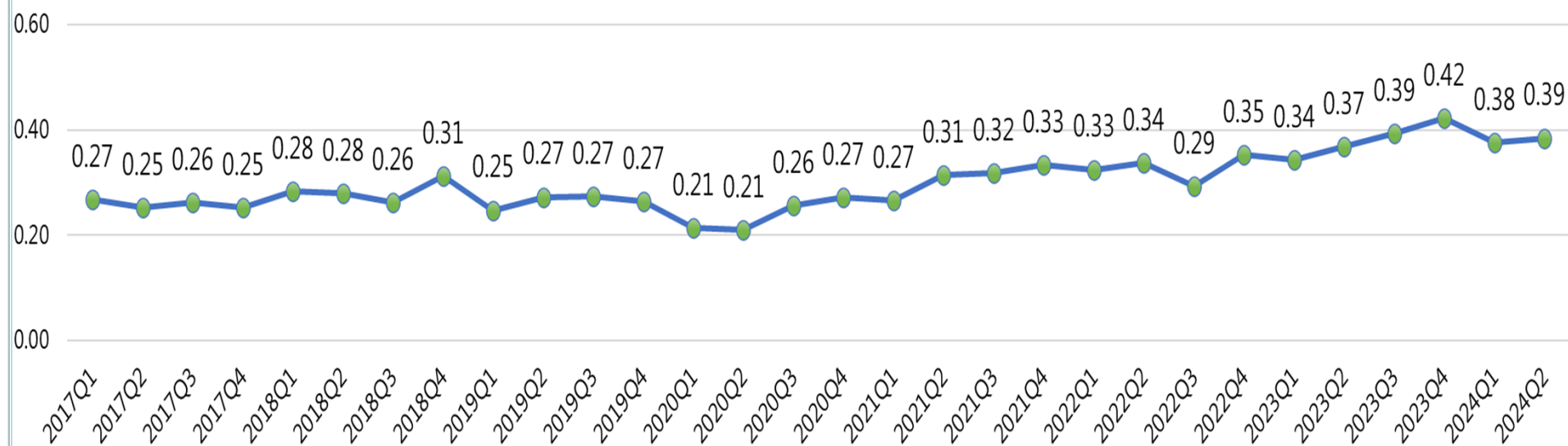
2024 Revenue Performance

(In NT\$ Thousand)	Monthly Revenue	Accumulated Revenue	MoM	YoY Monthly	YoY Accumulated
Jan	147,741	147,741	0.46%	94.94%	94.94%
Feb	92,761	240,502	(37.21%)	(25.61%)	19.96%
Mar	136,841	377,343	47.52%	(4.37%)	9.83%
Apr	137,308	514,651	0.34%	7.01%	9.06%
May	127,395	642,046	(7.22%)	10.74%	9.39%
Jun	120,640	762,686	(5.30%)	(3.79%)	7.07%
Jul	126,433	889,119	4.80%	(0.82%)	5.87%
Aug	138,966	1,028,085	9.91%	(0.64%)	4.94%

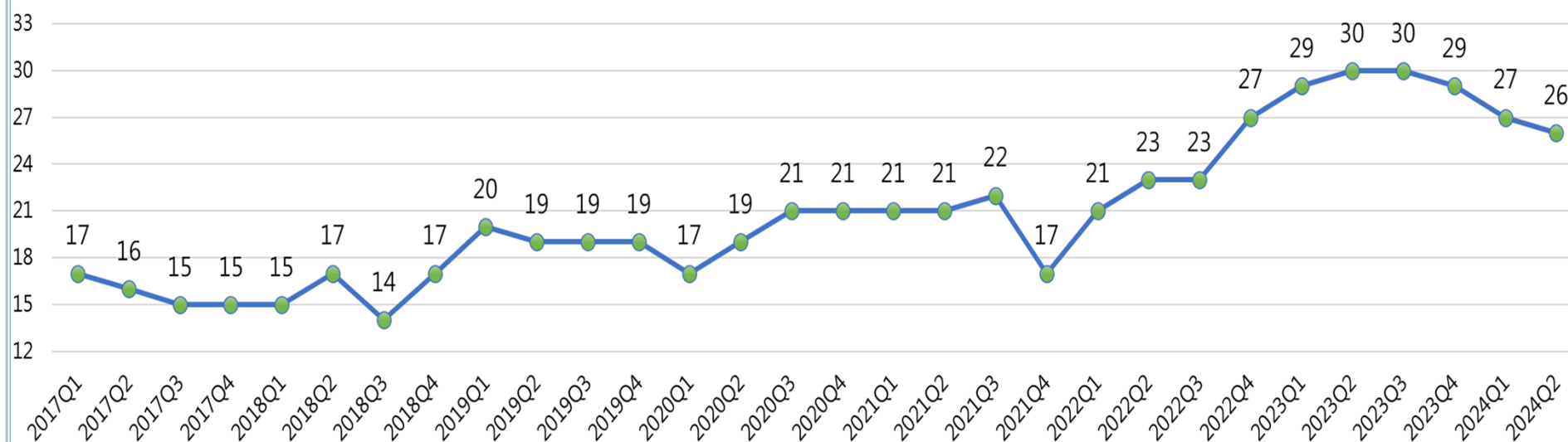


Review and prospect of Operation

Net Sales Revenue(Billion)



Gross margin(%)





Review and prospect of Operation

- A. It is assessed that the impact on the operation of CKM is less by the central bank's loan restriction measures in the short term. There are two reasons for this:
 - 1. The quantity change in the housing market to the interior decoration market is affected after one year at least. That is, current housing decoration market has not been affected by the central bank's measures.
 - 2. The products of CKM are not only for the housing market, but also for the factories, offices, hospitals, group headquarters, large shopping malls and public construction, etc., and the changes in the housing market are limited to the whole.
- B. The shortage of workers at the construction site of drywall partition market has delayed the progress of the projects, resulting in the inability of the turnover of drywall partition products to grow continuously.
- C. Metal Ceilings products (including SoundMicro micro-perforated products): the progress of Taoyuan International Airport Terminal 3 has been delayed, and the accurate delivery time depends on the real progress of this project. However, lots of bigger projects are expected to start the goods delivery in this Q4, such as Taipei MRT West Gate and Ximen Station, Taipei Main Station Underground Shopping Mall, TSMC Kaohsiung Factory, Taichung Shuinan Transfer Station and Taoyuan Aerotropolis.
- D. CKM is committed to improving product performance, starting from product design and product construction specifications. In 2023, we started planning the seismic test of the products with the international standard AC156, and completed the tests at the National Center for Research on Earthquake Engineering (NCREE) in the Q3 of 2024. These tests cost a 10 million NT dollars. A total of 8 types CKM ceiling products were simulated for the tests by NCREE, and the ceilings products were shaken on a giant seismic platform lasting for one minute. The test results show that the whole series of products are safe and non-destructive, CKM products were proved by these tests and its “Anti-Seismic” .

- **TEST METHOD**
- **TEST PROCESS**
- **TEST TYPES**
- **TEST RESULT**
- **TEST VIDEO**
- **NOTE**



ICC-ES AC156 Anti-Seismic Test

1. Available for all type ceiling Systems
2. Entire ceiling system is installed in the testing platform, simulated the shake as earthquake by 60 sec. And check the damage after the shake.

Standard and commentary of Anti-seismic design for building (Append.B)

1. Available for Lay on (in) ceiling only
2. Specified the compression, loading capacity and installation methods. The tests of compression and loading capacity are static tests.

財團法人國家實驗研究院 函

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受文者：青銅應用材料股份有限公司

發文日期：中華民國111年12月30日

發文字號：國研授震設字第1110604713號

連別：普通件

密等及解密條件或保密期限：

附件：

主旨：有關貴司函詢「建築耐震設計規範及解說」之「附錄B 懸吊式輕鋼架天花板耐震施工指南」(以下簡稱天花板施工指南)之適用範疇乙案，復如說明，請查照。

說明：

- 一、復貴公司111年12月14日TR-Q015號函。
- 二、援引天花板耐震施工指南中第二節「相關標準」之解說內容「...。本施工指南主要ASTM E580-06及-08內容，配合國內狀況並參酌專家意見編修而成，鑑於國內地震之高危險度，主要參考ASTM E580-06之強震區規定。」。
- 三、經查，ASTM E580「Standard Practice for Installation of Ceiling Suspension Systems for Acoustical Tile and Lay-in Panels in Areas Subject to Earthquake Ground Motions」之適用範圍(scope)第一條敘明，ASTM E580適用於「Ceiling Suspension Systems for Acoustical Tile and Lay-in Panels」，意指天花板板材直接放置於天花板骨架上之天花板系統，即國內一般俗稱「明架天花板系統」。
- 四、貴公司來函附件二係屬「暗架天花板系統」，將天花板板材透過螺絲直接鎖固於天花板暗主架上，其天花板建造工法相異於「明架天花板系統」。





TEST METHOD

- **ICC-ES AC156-** Standard of vibration platform

Test result: ★**NO DROP**★ !

- ASTM E580 is only applied to Lay on(in) ceiling, it is a result of static calculation without dynamic testing, unable to be sure “no drop” when the earthquake occurred.
- AC156 test is the dynamic and simulated Anti-seismic test, experienced the strong shake as earthquake! Same as the car crash test is also the simulated and necessary test.



**Frame
installation
(5M*5M*2.5M)**



**Testing
products
installation**



**Vibration grade
of testing
Intense grade**

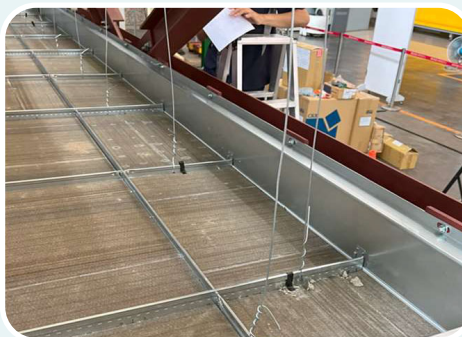




TEST TYPES



417
+
OWA
SYSTEM



FUT588
+
OWA
SYSTEM



498
+
6mm
Calcium
Silicate
Board



**CA
TYPE
STRIP
CEILING**



**CLIP IN
TYPE
METAL
CEILINGS**



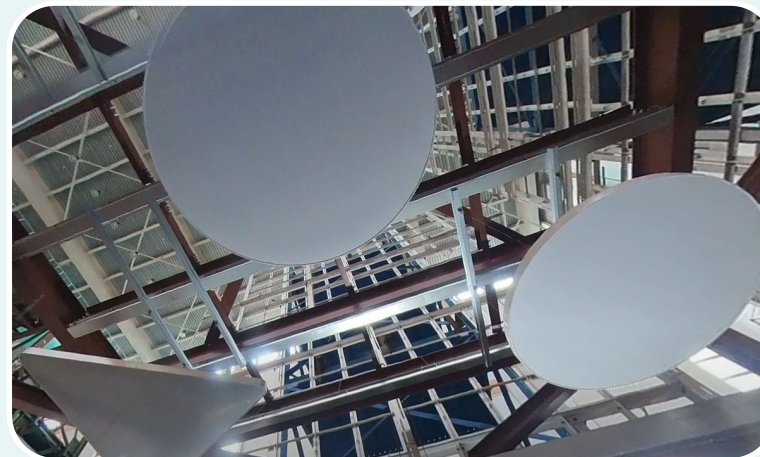
**BAFFLE
TYPE
METAL
CEILINGS**



TEST TYPES



**SBC
TYPE
METAL CEILINGS**



**SoundMicro
ISLAND
CEILINGS**



TEST RESULT

No.	TYPE	SUSPENSION SYSTEM	RESULT	As E3118 STANDARD
1	417+OWA SYSTEM	APPENDIX B	NO DROP	CRITERION 3
2	FUT588 + OWA SYSTEM	APPENDIX B	NO DROP	CRITERION 3
3	498 + 6mm Calcium Silicate Board	NO STANDARD	NO DROP	CRITERION 3



TEST RESULT

No.	TYPE	SUSPENSION SYSTEM	RESULT	As E3118 STANDARD
4	CA TYPE STRIP CEILING	NO STANDARD	NO DROP	CRITERION 3
5	CLIP IN TYPE CEILINGS	NO STANDARD	NO DROP	CRITERION 3
6	BAFFLE TYPE CEILINGS	NO STANDARD	NO DROP	CRITERION 3



TEST RESULT

No.	TYPE	SUSPENSION SYSTEM	RESULT	As E3118 STANDARD
7	SBC TYPE CEILINGS	NO STANDARD	NO DROP	CRITERION 3
8	SoundMicro ISLAND CEILINGS	NO STANDARD	NO DROP	CRITERION 3

- [417骨架+OWA礦纖板明架系統，AC156地震台耐震模擬測試 – YouTube](#)
- [FUT588骨架+OWA礦纖板明架系統，AC156地震台模擬測試 – YouTube](#)
- [498骨架+6mm矽酸鈣板暗架系統，AC156地震台模擬測試 – YouTube](#)
- [CA型卡麗板金屬天花系統，AC156地震台模擬測試– YouTube](#)
- [金屬天花暗架系統，AC156地震台耐震模擬測試– YouTube](#)
- [障板金屬天花系統，AC156地震台耐震模擬測試– YouTube](#)
- [SBC金屬天花系統，AC156地震台耐震模擬測試– YouTube](#)
- [微孔幾何吸音體系統，AC156地震台耐震模擬測試– YouTube](#)

第 五 節 耐震設計

第 41-1 條 建築物耐震設計規範及解說（以下簡稱規範）由中央主管建築機關另定之。

第 42 條 1 建築物構造之耐震設計、地震力及結構系統，應依下列規定：

- 一、耐震設計之基本原則，係使建築物結構體在中小度地震時保持在彈性限度內，設計地震時得容許產生塑性變形，其韌性需求不得超過容許韌性容量，最大考量地震時使用之韌性可以達其韌性容量。
- 二、建築物結構體 **非結構構材及設備**，應設計、建造使其能抵禦任何方向之地震力。
- 三、地震力應假設橫向作用於基面以上各層樓板及屋頂。
- 四、建築物應進行韌性設計，構材之韌性設計依本編各章相關規定辦理。
- 五、風力或其他載重之載重組合大於地震力之載重組合時，建築物之構材應按風力或其他載重組合產生之內力設計，其耐震之韌性設計依規範規定。

第 45-1 條 1 附屬於建築物之結構物部分構體及附件、**永久性非結構構材**與附件及支承於結構體設備之附件，其設計地震力依規範規定。

2 前項附件包括錨定裝置及所需之支撐。



Official Letters of Public Construction Commission (PCC)

檔 號：
保存年限：

行政院公共工程委員會 函

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承辦人：黃百勤
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受文者：金門縣政府

發文日期：中華民國111年11月14日
發文字號：工程管字第1110301233號
類別：普通件
密等及解密條件或保密期限：
附件：

主旨：為確保公有建築物之安全，請督促所屬各機關學校確實要求天花板耐震設計，並納入查核重點檢核項目，請查照。

說明：

- 一、臺灣位處地震頻繁區域，建築物耐震安全尤為重要，鑒於111年9月18日臺東6.8級地震發生公有建築物天花板掉落事件，其發生主因係設計未考量周延，致使天花板支撐架鎖固強度不足，過地震搖晃即掉落，造成人員安全疑慮。
- 二、為維公共工程品質及公有建築物使用之安全，請督促所屬各機關學校於執行工程確實注意及要求，天花板支撐架固定方式之設計需與建築物耐震等級相同，以確保其安全性，並請各機關工程施工查核小組列為查核重點檢核項目確實督導。

正本：行政院各部會行總處署、直轄市政府、各縣市政府
副本：立法委員賴香伶國會辦公室

2022/11/14
交 換 章

工務處 111/11/14 17:
1110101986 無附件

第 1 頁，共 1 頁

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受文者：臺中市政府

發文日期：中華民國111年11月14日
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2022/11/14
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工程品質管理處文：111/11/14
1110306296 無附件

第 1 頁，共 1 頁

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受文者：原住民族委員會

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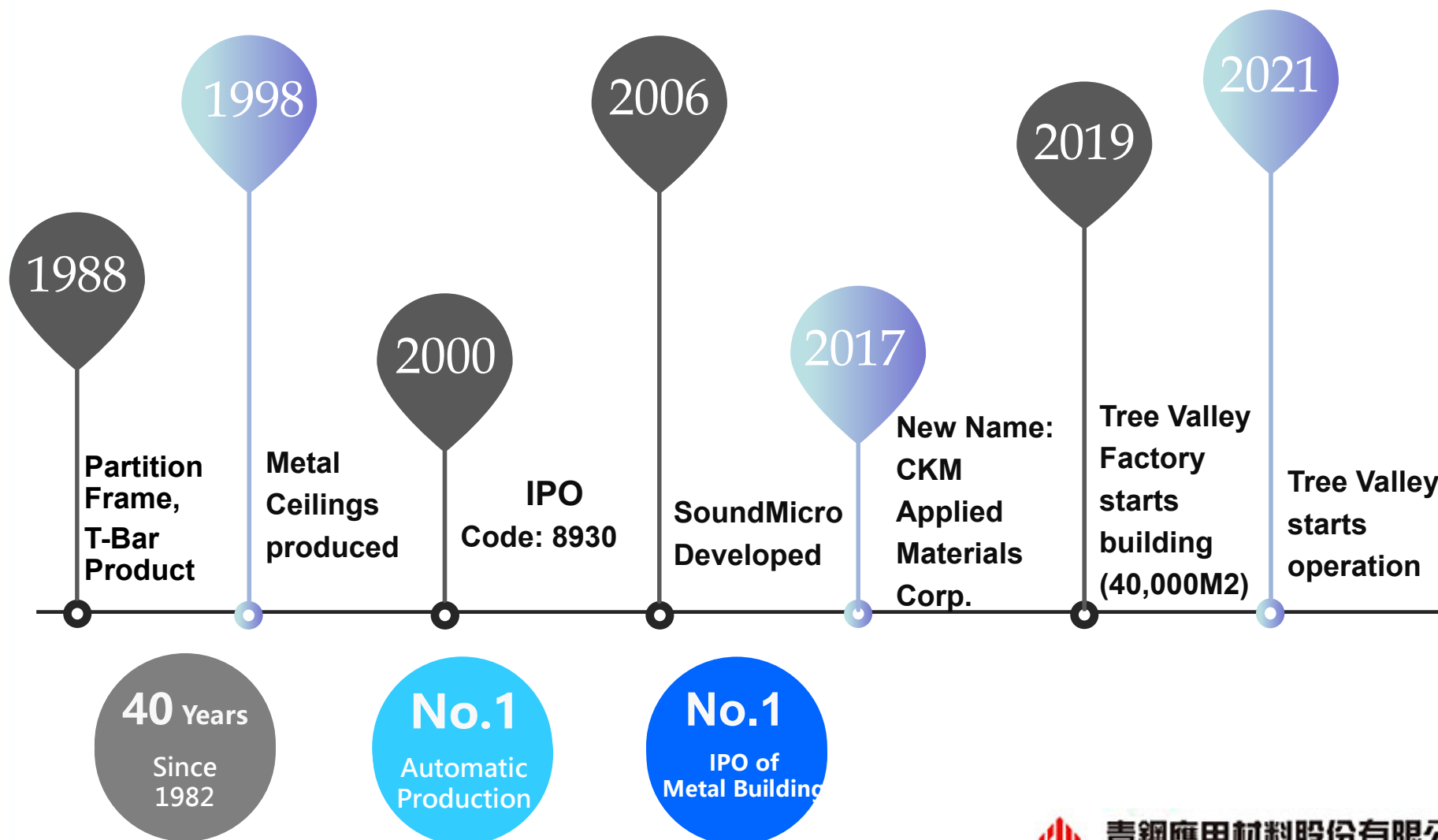
副本：立法委員賴香伶國會辦公室
2022/11/14
交 換 章

公共建設處 111/11/14
1110059690

第 1 頁，共 1 頁

About CKM

Introduction , Organization
Milestones, Facility



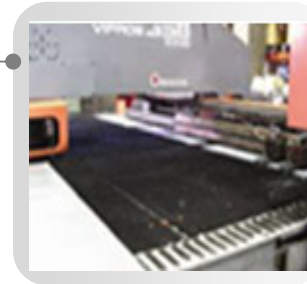


Manufacturing Facility

Roller Forming



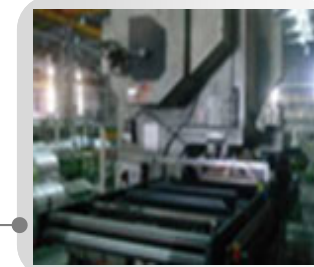
Perforation



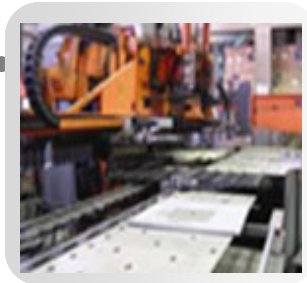
Flating



Cutting



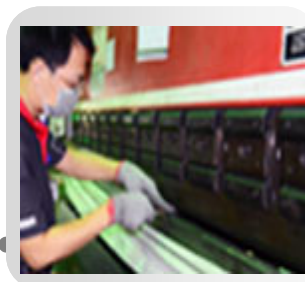
Bending



Packing



Bending



01 Ceiling Suspension



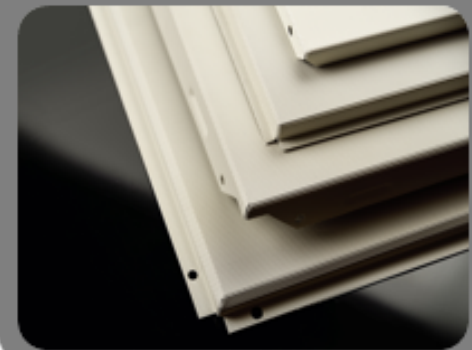
- T-Bar Ceiling Grid
- Groove Ceiling Grid
- Anti-Seismic Ceiling Grid

02 Partition Frame



- Partition Frame
- Anti-Seismic Carrying Channel

03 Metal Ceilings



- Metal Ceiling/Wall
- Designed Ceiling/Wall
- Acoustic Ceiling/Wall





Ceiling suspension system





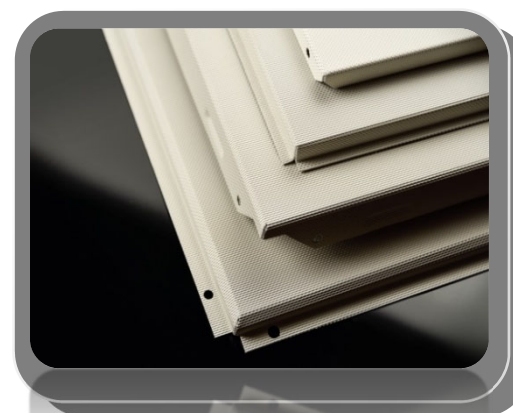
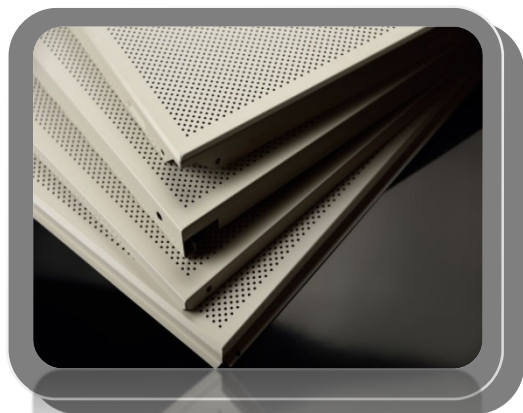
Partition frame system



青銅應用材料股份有限公司
CKM APPLIED MATERIALS CORP.



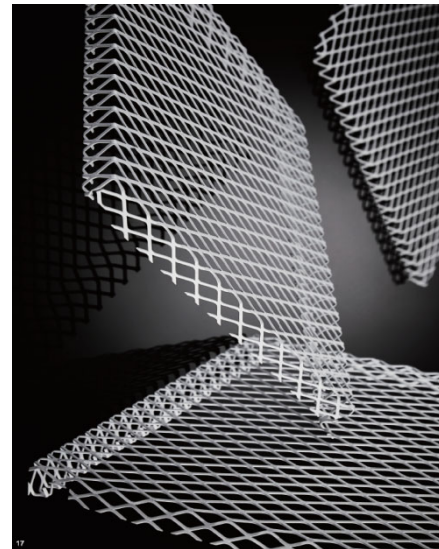
Perforated Metal Panels



Normal Perforated Panel	Tiny Perforated Panel	SoundMicro
Hole Dia.: $> 1\text{mm}$	Hole Dia.: 0.5mm	Hole Dia.: 0.04mm
Non-woven back side	Non-woven back side	Fiber Free
NRC 0.7	NRC 0.65	NRC 0.75
Dust	Dust	Dust Free

Square Metal ceiling Panel

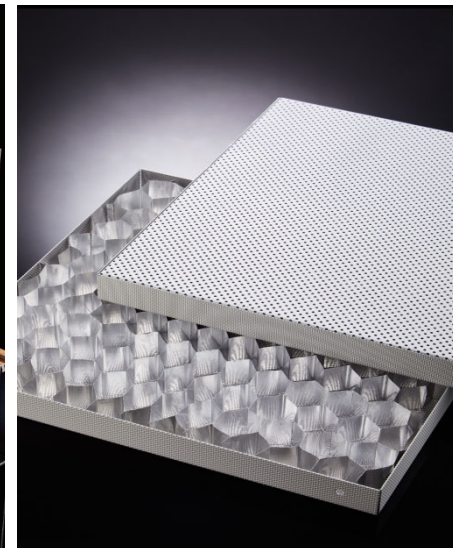
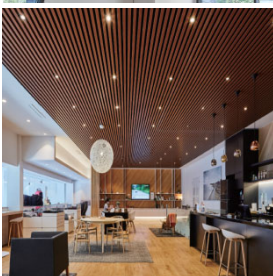
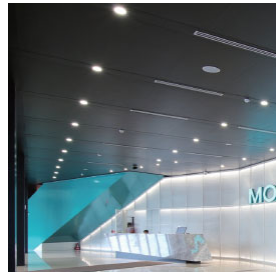
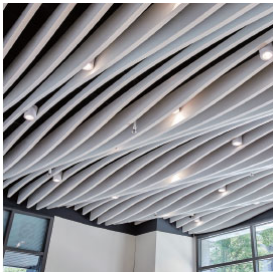
Plain/Perforated
Concave
Mesh



- Fine outlook
- Perforated Panel with Acoustic function
- Durability
- Recyclable
- Fire Resistance

Designed Metal ceilings

Baffle Type
Curve Type
C Frame Type
Honeycomb Type
Alu. Extrusion Type
Custom Design



- Perfect Curve Line
- Designed Style
- Echo Reduced
- Alu. Extrusion Designed
- Fashion Style



Metal Strip Ceilings

Carli Strip Ceiling
Fasten Strip Ceiling
Cell Ceiling

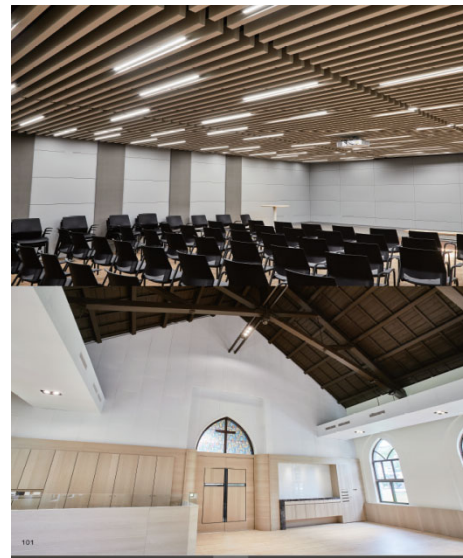
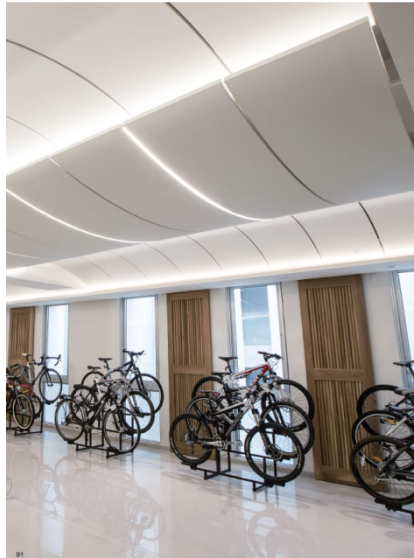


- Easy to assemble/disassemble
- Easy installation
- Fireproof, anti-acid and alkali, anti-rust, non-oxidation, anti-wind pressure
- Cell Ceiling, similar combination and installation as T Bar

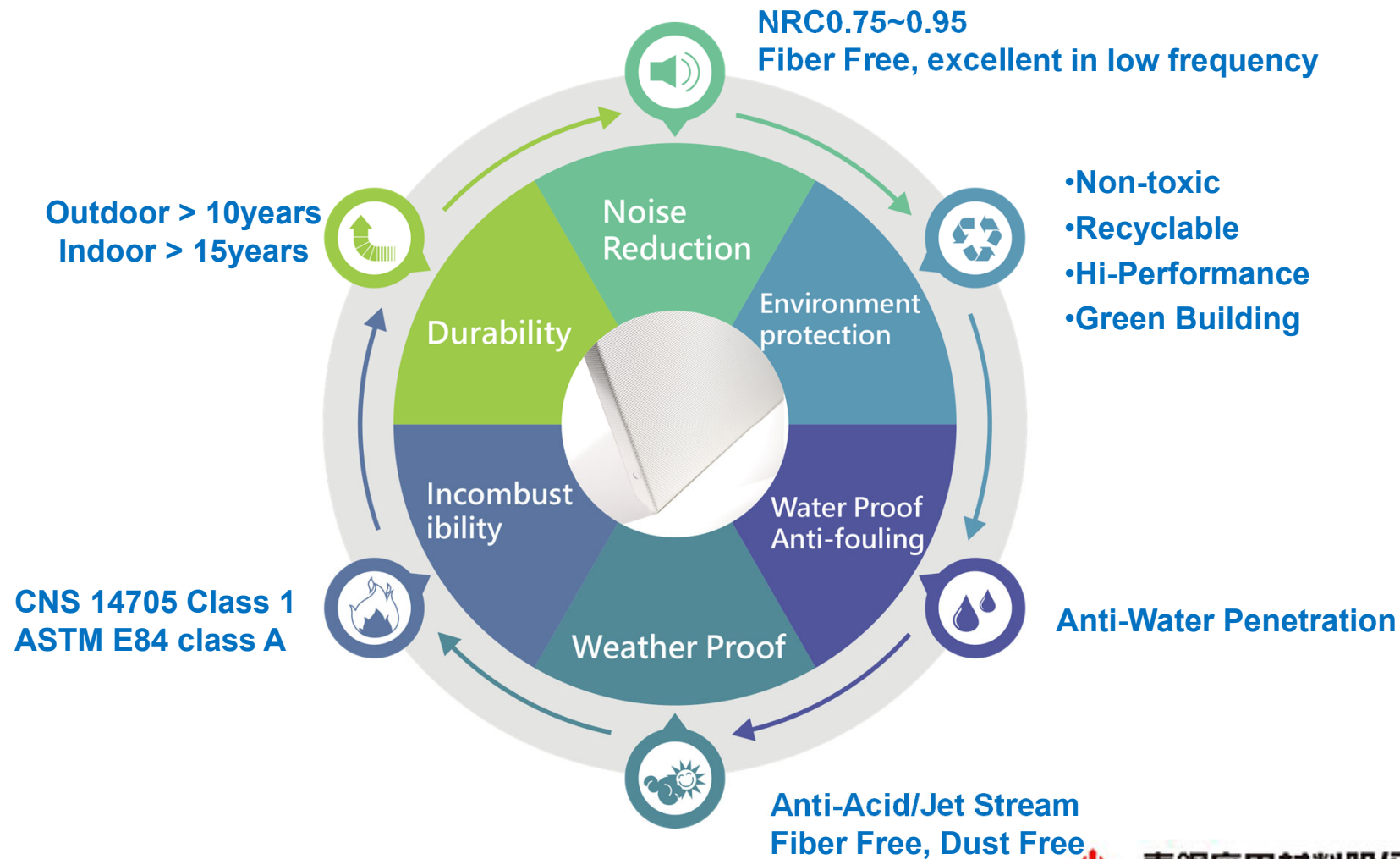


Micro Perforated Panel

Tile Ceiling
Baffle Ceiling
Curve Ceiling
Honeycomb Panel
Wall & Noise Barrier



- Hi-Performance
- Green Building Material
- Fiber Free
- Washable / Water Proof
- Fire Resistance
- Durability





Project

The image is a composite of three photographs showing different applications of micro-perforated panels. The leftmost photo shows a curved, white, ribbed wall with several small, circular, recessed lights. The middle photo shows a ceiling with a grid of square, white, micro-perforated panels. The rightmost photo shows a large, industrial-looking space with a ceiling made of a grid of square, white, micro-perforated panels. A large, dark blue, semi-transparent geometric shape is overlaid on the center of the image, containing the text 'Micro Perforated Panel -Indoor-'.

Micro Perforated Panel -Indoor-



Micro Perforated Panel -Indoor-



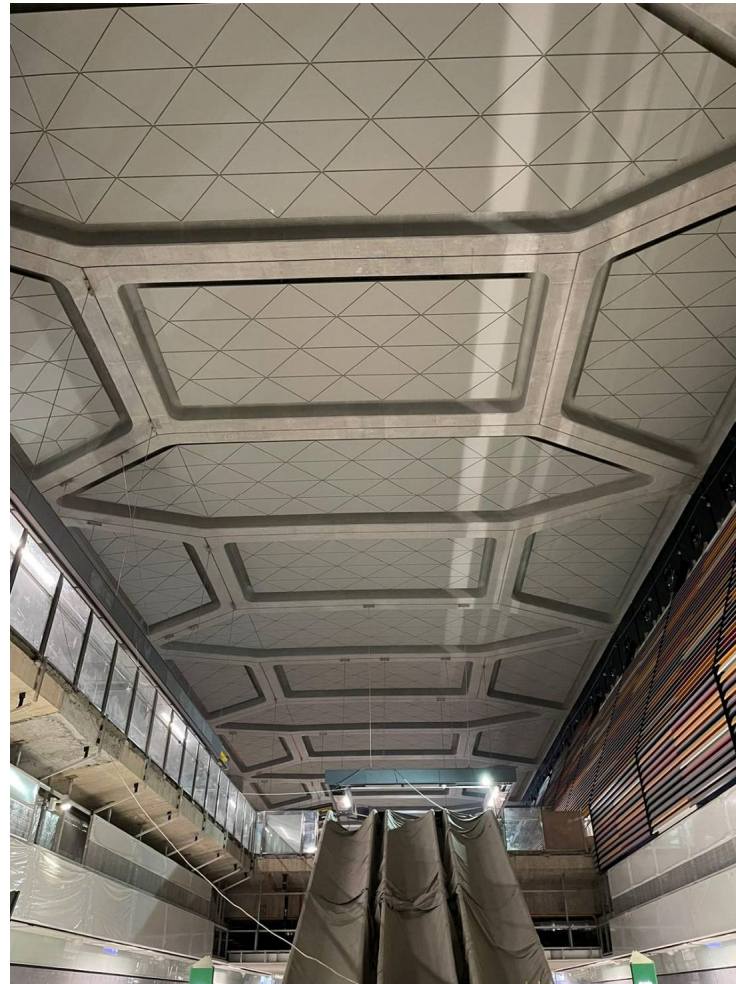
Taipei MRT- Xindian Sun Yat-Sen Memorial Hall Station



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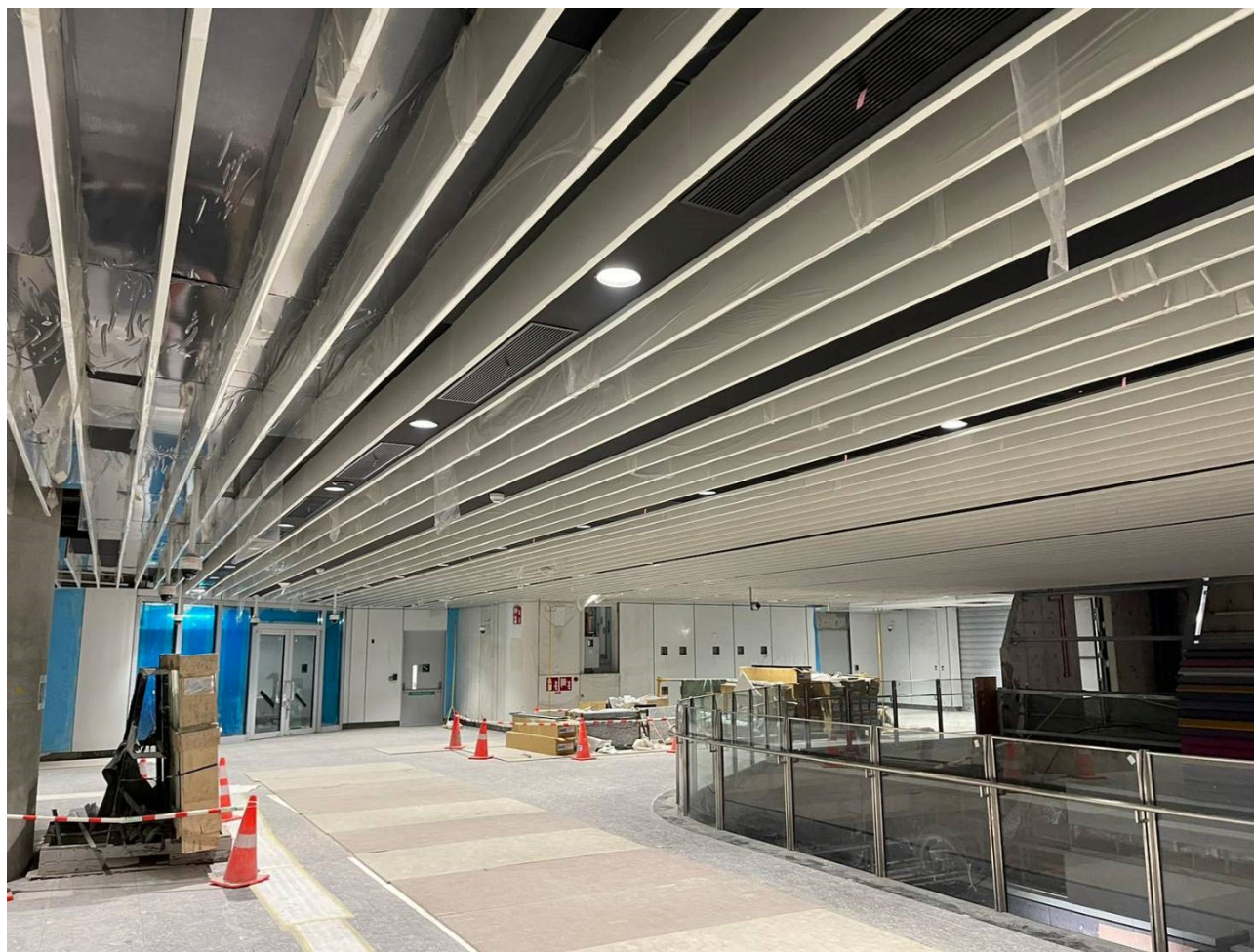
Micro Perforated Panel -Indoor-



Punggol Coast MRT, Singapore



Micro Perforated Panel -Indoor-



Punggol Coast MRT, Singapore



Micro Perforated Panel -Indoor-



National Theater & Concert Hall



Micro Perforated Panel -Indoor-



National Museum of History



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Micro Perforated Panel
-Outdoor-



Micro Perforated Panel -Outdoor-



Xizhi-Wugu Elevated Road



Micro Perforated Panel -Outdoor-



Taipei MRT- Danshui line



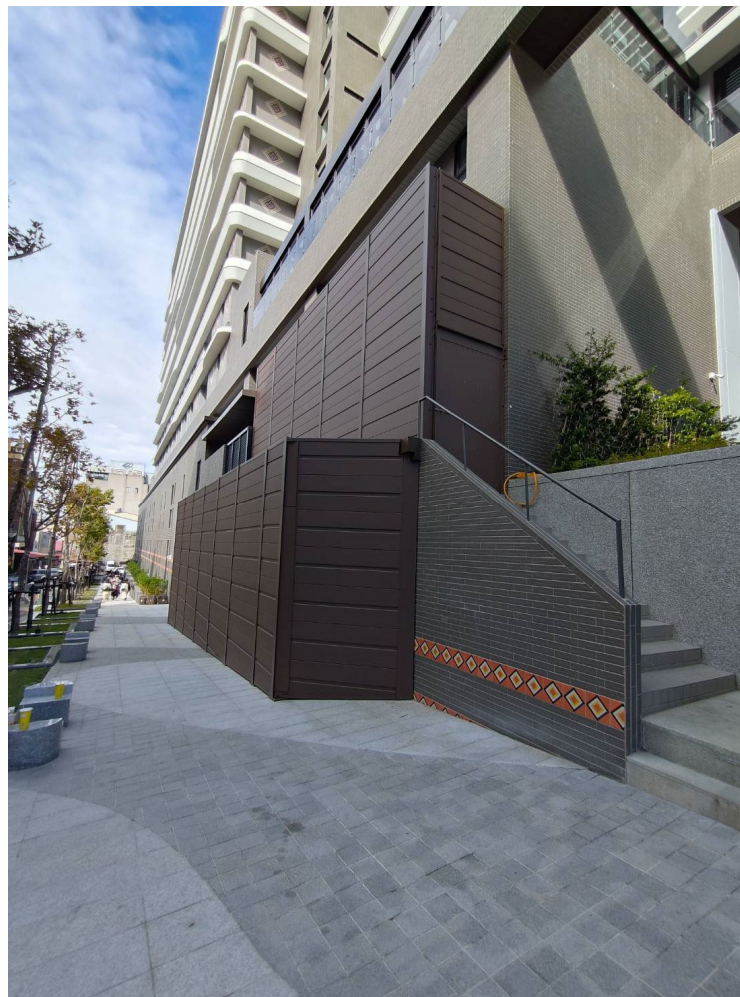
Micro Perforated Panel -Outdoor-



Tainan-Zhuxi Temple



Micro Perforated Panel -Outdoor-



Reducing noise from exhaust fans



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Micro Perforated Panel -Outdoor-



Acoustic wall of American company



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Micro Perforated Panel -Outdoor-



THSR Zuoying Station



Micro Perforated Panel -Outdoor-



Flyover Mumbai, India



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Thank you