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SOCIALLY RESPONSIBLE

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Since the invention of plastic by the British 100 years ago, human living standards have been greatly enhanced.

Milton was set up in 1990, and has been growing steadily every year. The professional team at Milton constantly boosts the competitive edge of our customers and the Milton team is always my pride.

一百多年前英國人發明塑料後,人類的生活品質從此快速提升。

萬通自1990年創業後,公司的業績亦每年穩步上升。 萬通的專業團隊能不斷提升我們客戶在市場上的競爭力,萬通團隊令我自豪。



Sunny Liu(廖錦新) Managing Director 董事總經理



Bobby Liu(廖錦興) Chief Executive Officer 行政總裁

Guan Zhong, a politician of the Warring States Period of China over two millennia ago, emphasized the importance of "human assets".

Recognizing the importance of "human assets", Milton strongly agrees that employees, customers and suppliers are the most vital assets of any organization.

The pursuit of incessant learning of employees has become the cornerstone of Milton's success; close collaboration with strategic partners and project-oriented focus are the foundation of Milton's development. Milton remains fully committed to continuous improvement in order to create new and rewarding opportunities for our customers, our suppliers, and ourselves.

戰國時代政治家管仲已提出「以人為本」的重要性。

萬通對此了然於胸,明白員工、客戶及供應商是最重要的資源。

員工的持續性學習是公司賴以成功的基石; 而緊密的策略性夥伴關係、項目主導皆是我們成功的元素, 能令各方受惠, 達至雙贏。 萬通承諾持續努力改進, 為客戶、供應商, 以及企業本身積極創造新商機。

Milton, now holding a leading position in China's plastic supplying market, is the result of holistic planning and the perpetual endeavor of the Milton's team.

With abundant experiences we have accumulated in the past, we will continue to devote effort in extending our businesses in China. While Milton strives for maximized business successes, our corporate social responsibility is an equally important goal.

萬通在中國塑料供應市場上穩佔領導地位,並正在迅速發展中。這一切並非偶然,全是依賴周詳的計畫和部署,以及全體員工多年的努力經營,才獲得今天的成就。

今後, 萬通將以累積多年的經驗為基礎, 繼續努力拓展中國市場。並在謀求最大公司成就的同時, 積極肩負社會責任並回饋社會。



Monnie Hung(洪若村) Chief Operating Officer 營運總監

**OUR NETWORK** 

我們的網絡 Milton office 萬通辦事處 Joint Venture with KRAIBURG TPE GmbH 與KRAIBURG TPE GmbH的合資項目 Changchun長春 Tianjin 天津 Qingdao青島 Shanghai上海 Wuhan武漢 Chengdu成都 Dongguan 東莞 Guangzhou廣州 Taiwan 台灣 Hong Kong 香港 Malaysia馬來西亞 02

## ORGANIZATIONAL STRUCTURE 組織架構



#### Milton Holdings International Ltd 萬通集團國際有限公司

Milton Plastics Ltd 萬通塑料有限公司 Hong Kong Plastics (Dongguan) Ltd 東莞港塑有限公司 Hong Kong Plastics (Shanghai) Ltd 上海港塑有限公司

Milton Industrial (AP) Ltd 萬通實業(亞太)有限公司 Milton Enterprise Development Ltd 萬通企業發展 有限公司

Hong Kong 香港 Dongguan 東莞 Shanghai 上海 Milton Technologies Ltd 萬通應用科技 Joint Venture with Kraiburg TPE China Ltd 與凱柏膠寶合資 Joint Venture with KRAIBURG TPE TECHNOLOGY (M) 與凱柏膠寶 (馬來西亞) 合資

Guangzhou 廣州

Tianjin 天津 Hong Kong 季港 Hong Kong 乖世 Malaysia 馬來西亞

Chengdu 成都

Changchun 長春 Shanghai 上海 Shanghai 上海

Qingdao 青島

Wuhan 武漢



**2007** Formation of Milton Holdings International Ltd, consolidating strength of the Group 強化集團結構,成立萬通集團國際有限の司

Hong Kong Plastics (Dongguan) Ltd established 成立東莞港塑塑料有限公司

Granted the "Outstanding Entrepreneurial Management Award" from Capital Entrepreneur 榮獲資本企業家頒發"傑出企業管理大獎"

**2008** Milton Plastics' sixth and seventh branches established in Changchun and Chengdu, China 於中國長春及成都成立萬通塑料第六及第七分部

Became a shareholder of KRAIBURG TPE TECHNOLOGY (M) SDN. BHD. in Malaysia 成為於馬來西亞的KRAIBURGTPE TECHNOLOGY(M) SDN. BHD. 之股東

Granted "The Best SME Partners 2008" award by Economic Digest 榮獲經濟一週頒發"中小企最佳營商伙伴 2008"大獎

Milton Technologies Ltd appointed flooring supplier for "Hong Kong Olympic Equestrian Venue", "Beijing Olympic Sports Centre" and shooting range by the Chinese Government 萬通應用科技有限公司獲奧運會認可為香港馬術場地及北京體育場地地材之指定供應商;成為中國政府防彈地材指定供應商

2009 Mr. Bobby Liu, CEO of Milton, granted "Young Industrialist Awards of Hong Kong" by Federation of Hong Kong Industrialists 萬通行政總裁廖錦興先生獲香港工業總會頒發"香港青年工業家獎"

2010 Granted "The Best SME Partners 2010" by Economic Digest, and "Prime Awards for Eco-Business 2010" by Prime Communications Ltd 榮獲經濟一周頒發 "中小企最佳營商夥伴 2010" 獎項,及盛世傳播有限公司頒發 "盛世環保企業獎2010"

2012 Milton's joint venture partner - KRAIBURG TPE TECHNOLOGY (M) SDN BHD doubled its TPE production capacity in Malaysia 萬通的合資企業夥伴 - KRAIBURG TPE TECHNOLOGY (M) SDN. BHD. 將其馬來西亞之TPE產能增倍

Milton Technologies Ltd started cooperation with Hong Kong's government departments, including Architectural Services Department (ASD) and Leisure and Cultural Services Department (LCSD) 萬通應用科技有限公司成為香港政府部門 - 建築署與康樂及文化事務署的認可供應商

**2014** Milton Plastics' eighth branch established in Wuhan, China 萬通塑料的第八個分部在中國武漢成立

Granted the "Hong Kong's Most Valuable Companies" for the category of "Most Reliable Industrial Solutions Provider" by the Mediazone Group 榮獲Mediazone頒發的"香港最有價值企業2014大獎"之"最可靠工業方案提供商" 漿

Reengineer our business processes together with a new and fully integrated ERP and CRM solution - a holistic management strategy to equip the Group for sustainable growth and development 在集團內配套全面整合的企業資源計劃系統與客戶關係管理系統,從戰略管理層面出發,再造企業流程,將集團的持續發展戰略提升到了新的高度

Granted the "The 4th Outstanding SME Social Responsibility Award 2015" by The Mirror Post 榮獲《鏡報》"第四屆傑出中小企業社會責任獎"

### MILTON HOLDINGS INTERNATIONAL LTD

萬通集團國際有限公司

**WE SUPPLY MATERIALS AND** 

### [ TOTAL SOLUTION ]

\_\_ 萬通為您供應材料及「全方位解決方案」



### Since 1990, Hong Kong 來自香港,始於壹玖玖零

China was starting to accelerate her opening to the world. Foresaw the coming growth in the need for highest quality plastics materials, we hitched our wagon to that star – to become a leading plastics material supplier in China. At present, we have built up our network in China, which allies our branches and subsidiaries along the east coast and central vital cities. We continuously expand central and western market in China.

有見於中國迅速的向世界開放,對高品質塑料的需求日益增加。我們立志要成為中國市場內具規模的塑料供應商。現時,我們已經成功建立起業務網絡,覆蓋東部沿海及內陸地區的核心省市,並積極開拓中西部市場。

Since established, we have kept diversifying our product range, developing services and our relationships with valued customers and strategic partners, all of these endeavors have contributed to our success today.

自萬通成立以來,我們一直努力地增加多元化產品 及服務,建立和鞏固我們所重視的客戶和合作伙伴 的關係,這一切都是造就我們成功的要素。

## Our Distinct Logo - Ongoing Evolution of Company's Brand 我們獨特的商標 — 品牌的持續革新

The very strong and solid interface exemplifies our strength as a group and solid reputation. The graphic treatment of the "O" in our logo is a symbol of our centralized organization, with diversified development, reaching out to new markets and opportunities.

標誌中強而有力的字款,正好表現我們的集團實力, 以及多年來所建立的企業信譽。集團英文名稱中的字 母「O」特別以圖像表現,象徵我們由集團帶領的網 絡,配合多元化的發展,向新市場及機會邁進。



### Delivering High Performance and Innovation 傳遞高性能與創新

Innovation is the key to future. We build partnerships with chemical innovators and customers who are continuously striving for advancements. We support them by supplying high performance plastic materials, special polymers, and diversified high-tech products, propelling the realization of designs ahead of time.

我們堅信創新開啟未來,樂於與新型化學材料研發者和渴求持續革新的客戶合作。我們供應高性能的工程塑料原料、特殊高分子材料、和多樣化的高科技產品,滿足先進工業設計需求,推動實現創新夢想。



### Connecting Business Partners 連接業務夥伴

We bridge between business partners, be they manufacturers and customers, allowing each party to take advantage of other's core competencies; enabling all to focus on maximizing own competitiveness.

我們是連結生產商與客戶的橋樑,讓我們的業務 夥伴從彼此的優勢中獲益,同時把自己的競爭能 力最大化。

## CORE VALUES 核心價值





We apply the diverse talents of our staff, making the best use of our skills to improve working methods and systems, which center on efficiency, innovation and better service

我們發揮員工的各項才能,善用我們的技術,優化工作流程及 系統,務求達致高效率、創新及最佳服務





All components of the organization, including processes, experience, knowledge, and people are carefully coordinated and integrated

機構內各個部份,包括流程、經驗、知識和人力,均得以有效協調及整合,以實現協同與高效





We are knowledge-oriented. Continuous learning is the cornerstone of our long-term success

我們確信知識就是力量。員工的持續性學習是公司賴以成功的 基石





The culture of accountability that we are building for ourselves fosters trust within and beyond this organization

我們重視嚴謹的工作作風,以建立對內及對外的互信





The openness to embrace change for the better is an embedded attitude at the heart of our business

我們以真誠坦率、開放的態度, 欣然接受不同意見, 保障集團 持續發展





Our strong market network expands opportunities to better serve customers, simultaneously allows the capture of new information and knowledge across geographic boundaries

強大的市場網絡給予我們更多機會服務客戶,同時獲得全球最 新市場資訊及相關知識



creating value for them and for ourselves

Our commitment to our COre ValueS guides the way we approach each and every day in the pursuit of our vision

我們不斷努力改善、增強實力和能力

我們致力為客戶、供應商及業務伙伴,以至企業本身創造新商機, 從而提升業務營運的價值,成為他們最理想的伙伴

我們承諾會以公司的核心價值為基礎,努力實現公司的願景

## OUR COMPETITIVE EDGE

我們的企業優勢



The "TOTAL SOLUTION" mindset and support we deliver have resulted in our large and growing base of satisfied customers. Customers value us as preferred business partners.

我們致力為客戶提供「**全方位解决方案**」,依靠優質服務贏得客戶的信任與 支持。我們是客戶首選的合作伙伴。



項目管理主導

## MANAGEMENT BY PROJECTS

Milton is "more than just a material supplier". Our project management and technical services set us apart. We take a holistic approach to each and every project we undertake. Right from the design stage forward, customers can count on knowledgeable input from Milton's experts. Our information management system adapts to industrial specifications, which aids us in tracking each project detail. We care about every project as much as our customers, which means service and support from start to finish.

萬通「不只是原料供應商」,更為客戶提供至臻完善的管理和支援服務,讓我們得以在行業中獨樹一幟。我們對每一個項目均予以全面性管理,由最初的設計階段開始,客戶已獲得由我們的專家所提供的專業意見。優化的信息管理系統更貼合行業特性,使我們清晰把控每一個項目細節,提供切合客戶所需的產品、原料及服務。





#### 技術支援

## **TECHNICAL SERVICES**

Technical Support is a vital part of our full-service approach. Our technical specialists stand ready to advice and support at every stage, to ensure effective usage of our materials or products.

We leverage capabilities of a large number of suppliers. We get real time updates on products and material information, from which we transfer into professional knowledge to assist customers achieving their project goals and objectives. Thanks to the long term relationship with industrial pioneers and our conscientiousness, we gain customers' trusts.

我們的技術顧問隨時準備為項目的各個階段提供綜 合性的咨詢及支援服務,力求客戶在使用我們的原 料及產品時,更能得心應手。

與生產商的緊密關係使我們的技術團隊受益良多。我們與供應商同步更新產品及原料的最新訊息,並轉化 為專業知識來協助客戶。我們與行業領導者長期穩定 的合作關係與負責的態度得到了客戶的信任。

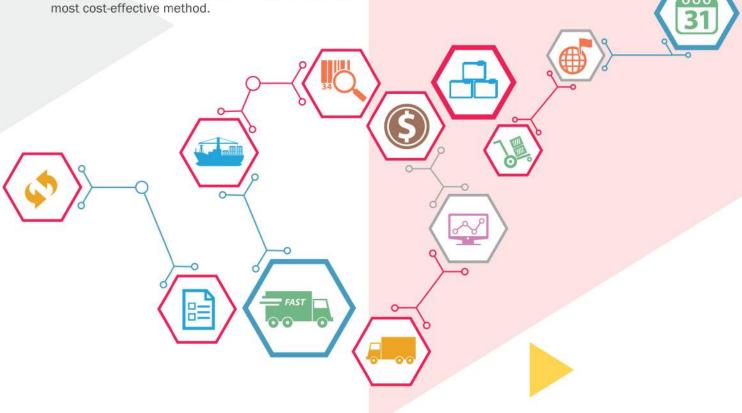


#### 有效整合供應鏈

### RELIABLE SUPPLY CHAIN COORDINATOR

The Full Service Approach includes supply chain solutions. We assist our customers to optimize their supply chain strategies, be it in the area of sourcing, procurement and logistics. Our people with profound knowledge of Chinese Customs Regulations and Taxation Rules are ready to offer support and advices. Our objective is to ensure our customers getting the right quantity and right quality of products, at the right time to the right place, with the most cost-effective method.

全方位服務包括供應鏈規劃。我們協助客戶優化供應鏈管理,提升採購、訂貨,以及物流環節的效率。我們的團隊熟知中國海關與稅務方面的規章制度,能夠為客戶提供專業的咨詢和協調。我們的目標是以成本效益最佳的方法將客戶所需的正確產品、按最佳數量、正確質量、在最佳時間到達目的地。



### PLASTICS DIVISION

#### 塑料業務

Milton is a Total Solution provider for engineering plastics and special polymers, facilitating manufacture by supplying high performance plastic materials and value-added solutions.

萬通為您供應工程塑料及特殊高分子材料的同時,亦為您 提供全方位解決方案。

### Partnership is the central of our business

#### 我們珍視並受惠於合作夥伴

We have continuously allied ourselves with established, renowned international plastics material producers, such as Bayer, Lanxess, Celanese and Styrolution. The close cooperation with producers distinct us on real time information, optimized product ranges, and professional technical support.

我們一直與多個國際著名塑料原材料製造商保持密切合作 關係,齊頭並進。與製造商之間的緊密關係使我們在產品 信息、種類與技術支持方面更具優勢。

Of particular note is our successful relationship with KRAIBURG TPE GmbH, a major thermoplastic elastomers producer based in Germany and a leading supplier across Europe. We have been their exclusive distributor in China since 1997. Mutual benefit, trust and development grew to the point where a joint venture was the natural next step. In March, 2004, KRAIBURG TPE China Company Ltd was set up in Hong Kong — a great example of our commitment to long-term cooperation with market leaders. In 2008, we have become a shareholder of KRAIBURG TPE TECHNOLOGY (M) SDN BHD, which was set up by KRAIBURG TPE GmbH in Malaysia.

另一方面,我們與KRAIBURG TPE GmbH的伙伴關係尤其重要。KRAIBURG TPE GmbH是德國的熱塑性彈性體製造商,並且是歐洲各地的主要供應商。我們自1997年已成為他們的中國特約經銷商。隨後雙方之間的互惠、互信關係和業務發展漸趨成熟,並且順勢成立合資企業。2004年3月,凱柏膠寶中國有限公司在香港創立,見證了我們與行業領導者緊密合作的承諾。於2008年,我們更成為其位於馬來西亞的KRAIBURG TPE TECHNOLOGY (M)SDN. BHD. 之股東。







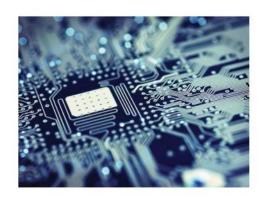


### Energizing industries, future-oriented 推動工業,佈局未來

High performance plastic materials and special polymers support product designs, and provide innovators with diversified materials. The materials and polymers we supply fulfill the advanced product design and applications in the following industries:

高性能塑料與特殊高分子材料能夠更好地支持現代產品設計。我們所供應的材料滿 足這些行業的先進產品設計與應用:

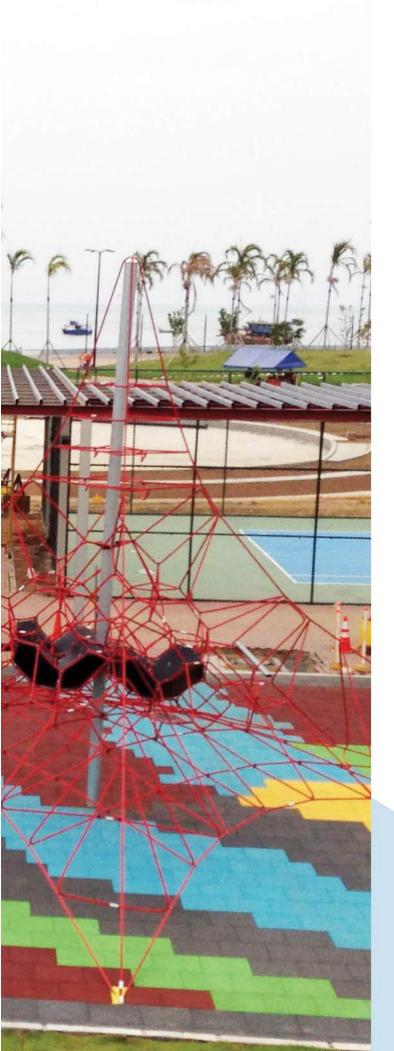
- ▶ Automotive 汽車
- ▶ Medical 醫療
- ▶ Electronics and Electrical 電子零件及電器
- ▶ Information and Communications Technology 信息和通訊技術
- ▶ Premium Consumer Products 優質消費品





## RUBBER FLOORING DIVISION





The rubber flooring devision was formed in 2005.

Milton Technologies is the exclusive distributor in China, Hong Kong and Macau for the products of KRAIBURG RELASTEC GmbH, a renowned supplier of recycled rubber floorings for sports and recreational facilities, and acoustic insulation solutions for building industry.

All products of KRAIBURG RELASTEC are manufactured by a proprietary, environmentally friendly process utilizing up to 90% recycled raw materials. The process itself fulfils ISO EN 9001.

This business diversification is another successful outgrowth of our long-standing partnership with KRAIBURG Holding GmbH & CO. KG of Germany – a well-respected producer of rubber and high-quality compound materials since 1947.

萬通橡膠地材業務自2005年成立。

我們是KRAIBURG RELASTEC於中、港、澳等地區的特約經銷商。我們通過供應KRAIBURG RELASTEC之橡膠地材,為康樂及運動場地提供安全防護與減震地墊,並為建築行業提供有效的隔音方案。

KRAIBURG RELASTEC的產品可達90%環保橡膠製造,絕對符合環保要求。所有生產過程均符合ISO EN 9001國際標準認可。

我們在橡膠地材之業務拓展是萬通與德國 KRAIBURG Holding GmbH & CO. KG (自1947年以 來馳名國際的橡膠及高品質合成原料之製造商)長期 合作的另一體現。















#### Laying for premium surroundings 以品質打造優越環境

EUROFLEX® shock absorbent surfacing systems providing impact protection in recreational facilities
EUROFLEX®為康樂場地提供衝擊防護

SPORTEC® high quality, custom-formulated products for specific application in sports flooring and game halls
SPORTEC®為優質運動場地地材,可應用於各種多用途運動場中

DAMTEC® are acoustic underlays based on recycled rubber granulate for outstanding impact sound insulation improvement DAMTEC® 為專業隔音地墊,由環保回收橡膠製成,可吸收震動及大幅度減少敲擊聲

KRAITEC® specially designed structural protection used over waterproofing systems in the construction field KRAITEC® 結構保護系統為特別設計的防護物料,可用於建築物之防水系統

**KOMFORTEX®** elastic surfacing for horse farms and riding facilities

KOMFORTEX®是專為馬廐及賽馬設施而設的彈性表層

GEZOFLEX®EPDM premium granules for excellent colorful surface solutions for indoor and outdoor sport, playground and other areas which need impact protection

GEZOFLEX®EPDM優質橡膠顆粒為室內外運動場、遊樂場及 其他需要有衝擊性防護的場地表層增添色彩

BELMONDO® rubber floorings for horses
BELMONDO®橡膠地墊為馬匹提供清潔舒適的居住環境



Beyond the purely corporate facts behind the Milton name, there is another human story.

Our staff, customers, and suppliers – they are people who make up our business life.

在萬通這個名字的背後,除了企業本身的宗旨外, 更重要的是 — 我們的僱員、客戶及供應商 — 賦予萬通活力。





員工是我們最重視的資產

We encourage all employees to set the company objectives. We have a common goal, all moving forward in the same direction. We prepare for improving our services quality.

We invest generously in employees' training and development. We recognize and reward employees who demonstrate spirit, determination, commitment and performance.

We balance openness and professional accountability. We are knowledge-seekers, always ready to absorb new learning from strategic partners or the marketplace itself. This fosters innovation at every stage of our development.

Our employees support one another, sharing knowledge, learning together. And as they grow, Milton grows too.

我們鼓勵員工積極地參與及制定集團的整體方向,同 心協力地迎接改變與挑戰,改善服務質素,鞏固我們 在市場上的競爭力。

我們投放大量資源在員工的培訓與發展上,讓員工增進知識、與時並進。因應員工的進取精神、決心、承諾和表現給予適當的獎勵及發展機會。

我們營造了一個開放且專業的工作環境,鼓勵員工接受來自業務伙伴或市場上的嶄新事物,吸納新知識。 我們的開放態度,令發展里程中的每一階段都充滿着 新思維。

我們的員工彼此間互相支持,分享新知識,共同取得 進步。他們在不斷成長時,更為萬通創造了一個有利 的成長環境。

### SHARE THE SAME GOAL WITH CUSTOMERS

### 以客戶的目標為導向

We are enhancing our own competences while contributing to customers' competitiveness. Our services always surpass customers' expectations.

- ➤ We fulfill customer needs efficiently and effectively, and go a step further, taking the initiative to anticipate their future demands
- ▶ We offer the total solution, be it technical advisory or logistics support, at every stage of a project
- We share our experience and professional knowledge, helping our customers improve their own business

我們與客戶為著同一個目標而努力 — 提升競爭力。在給客戶帶來實際價值的同時,我們也提升了自身的市場價值,萬通為提供超越客戶期望的服務而努力。

- ▶ 快捷及有效地滿足客戶的現有需求,並積極主 動預測他們需要
- ▶ 供應高品質原料,為客戶提供全面性技術支援 與物流服務
- ▶ 我們非常樂意與客戶分享我們累積多年的經驗及專業知識,以協助客戶改善其業務



## A TWO-WAY STREET WITH SUPPLIERS

#### 與供應商相輔相成

Our network extends the market reach of strategic partners; we build partnerships with manufacturers, continuously enhancing our own offerings.

We maintain and continuously upgrade professional knowledge; and update our partners with the latest market feedback so as to seize the development opportunity.

Openness and straightforward communication systems ensure accurate and fast solutions, aids us in fulfilling commitments to customers.

Goodwill and corporate integrity serve as the foundation of trust between partners; promises are kept; quality and reliability are assured; and shared determination to achieve positive results guarantees mutual success and profits.

我們的業務網絡為戰略伙伴提供更廣闊的市場; 與不同供應商建立夥伴關係,豐富了我們的原材料 和產品種類。

我們堅持並不斷提升對原材料的認知,與業務伙 伴分享最新市場資訊,把握市場良機。

與供應商開放及直接的溝通,令我們能給予客戶 準確、快捷的解決方案,一絲不苟地履行承諾。

親善與正直的合作態度,是伙伴之間建立互信的重要基石。我們不僅重視承諾,更確保服務的品質和可靠性,與合作伙伴齊頭並進,達致 雙贏局面。

## SOCIALLY RESPONSIBLE

### 肩負社會責任

We, with our staff, actively participate in charity and community services. Our management sets the example.

Caring about our environment, we supply fully recyclable materials and products, which add an advantage to customers at the same time.

We are committed to being a good corporate citizen. When moving ahead we always take into consideration the interests of our partners, our employees and our communities.

我們與僱員一起積極投身慈善及社區服務。我們的管 理層更經常以身作則。

我們關注環境問題,致力於供應可循環再用的原材 料與產品,既符合環保要求,亦大大增強了產品的 競爭力。

我們承諾會成為良好的企業公民,積極承擔社會責任。在我們向前發展的同時,兼顧客戶、僱員及社會的需要及利益。





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