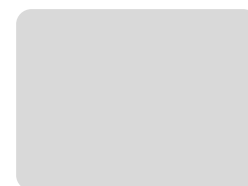




橋樁(2062) 公司簡報

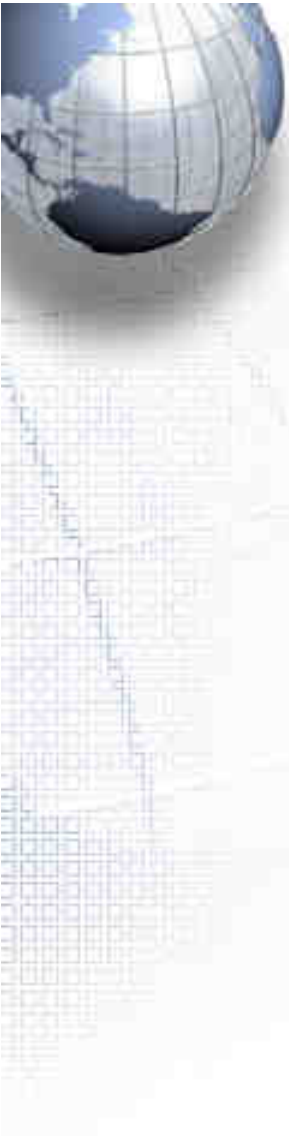
2022年9月





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橋樑是您最值得信賴的夥伴



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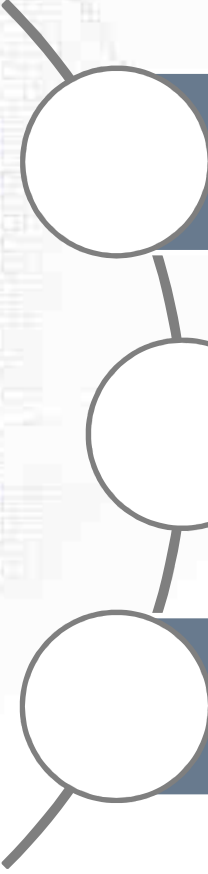


簡報摘要

- 橋椿是全球廚房衛浴產業中，裝飾設備鋅壓鑄零組件領導製造商。橋椿服務的零組件市場規模達45億美元。
- 橋椿與國際知名水龍頭品牌客戶建立了長期緊密的夥伴關係，這些客戶在北美與歐洲市場的市占率達六成以上。
- 因為成本經濟效益，鋅成為主要的替代材質是目前產業發展重要趨勢。橋椿在此領域具領導地位，可藉此機會加速成長。
- 橋椿透過對先進自動化設備與人才的持續投資，進而促進成為最佳的全方位服務提供者。



大綱



公司概況

核心能力

成長策略

A diagram consisting of three horizontal bars of different shades (dark blue, light grey, and light grey) connected by a vertical line on the left. Each bar has a white circle at its left end, and the vertical line passes through these circles.

公司概況

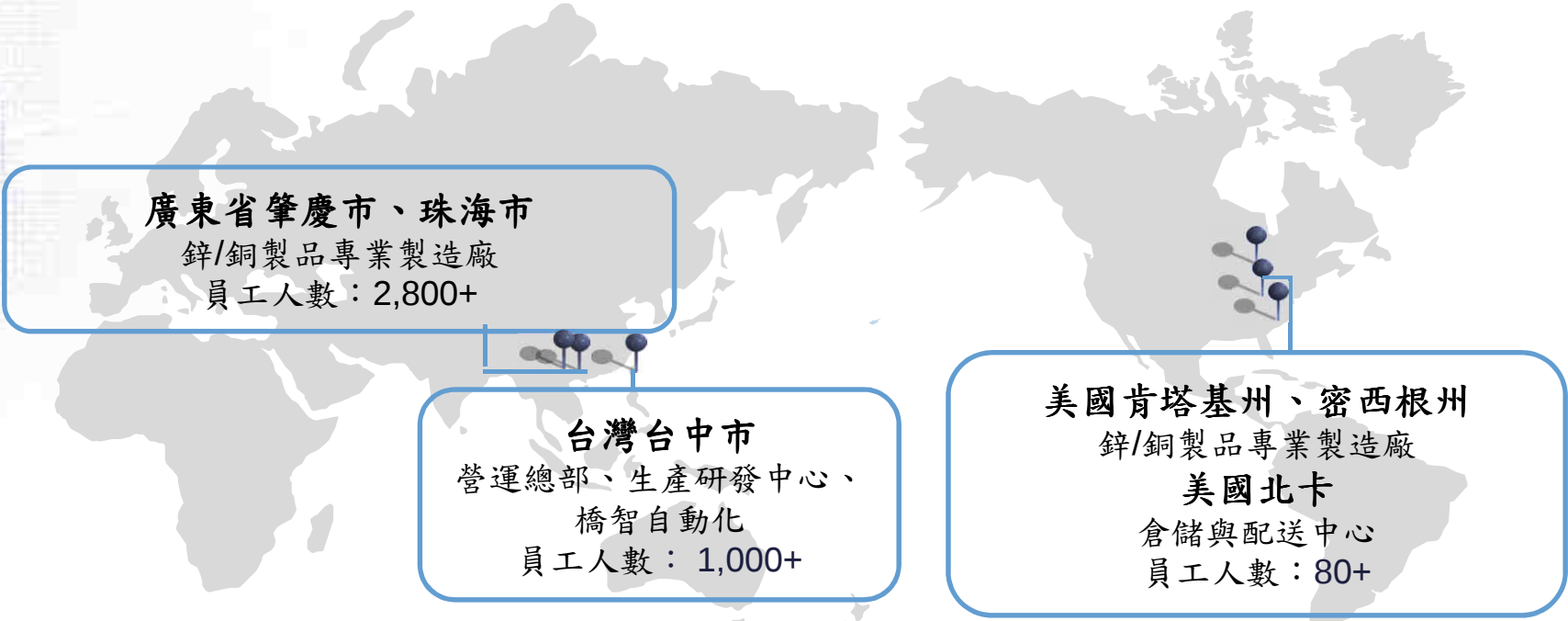
核心能力

成長策略



橋樑簡介

- 橋樑是全球廚房衛浴產業中，裝飾設備鋅壓鑄零組件領導製造商
- 主要產品：水龍頭、淋浴系統、衛浴配件的零配件與零組件
- 成立年份：1974
- 股票代碼：2062
- 2021年營收：96億台幣
- 員工人數：5,000+
- 全球共有5處營運據點，內含4處生產基地



廣東省肇慶市、珠海市

鋅/銅製品專業製造廠

員工人數：2,800+

台灣台中市

營運總部、生產研發中心、
橋智自動化

員工人數：1,000+

美國肯塔基州、密西根州

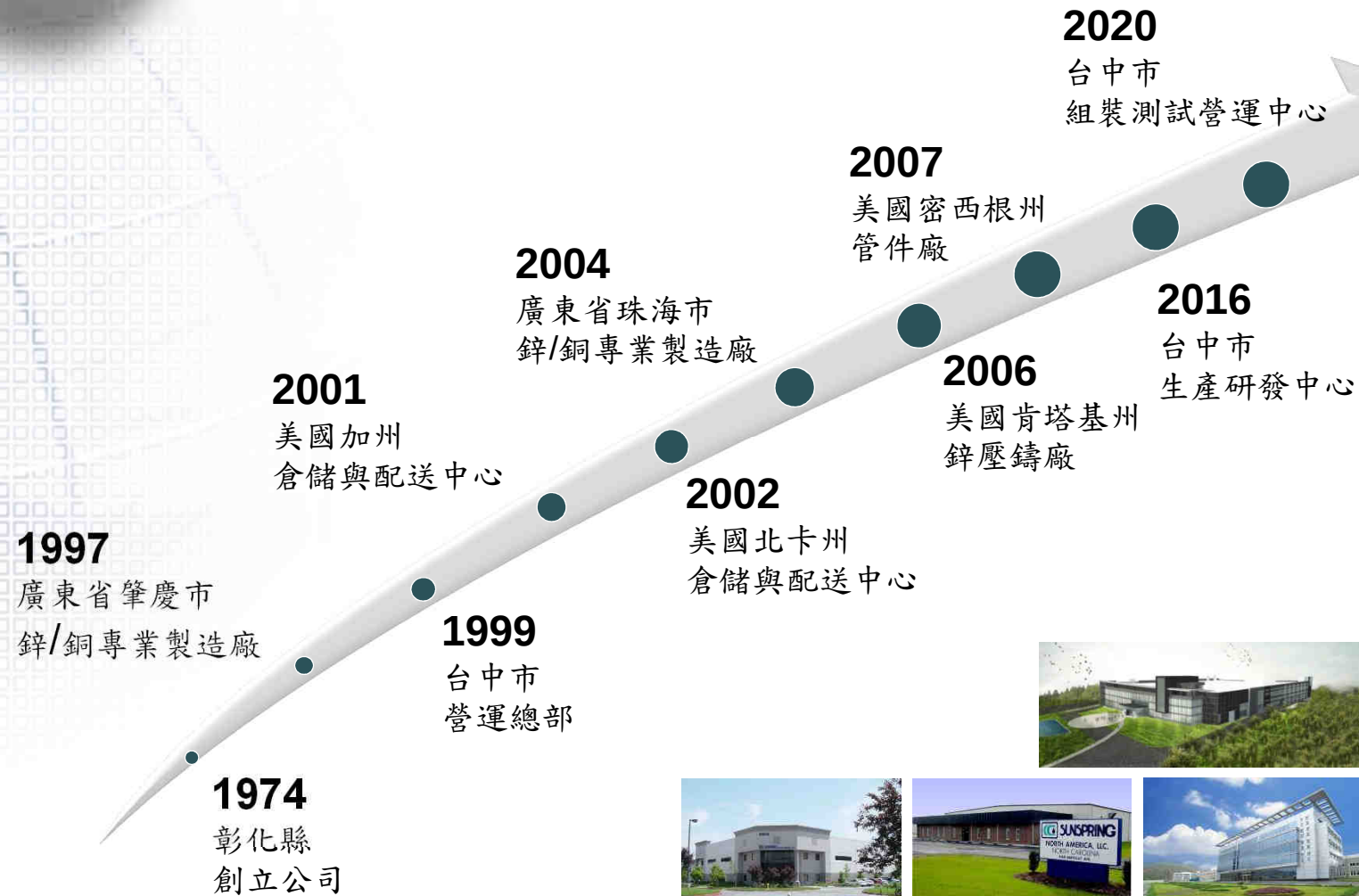
鋅/銅製品專業製造廠

美國北卡

倉儲與配送中心

員工人數：80+

公司沿革



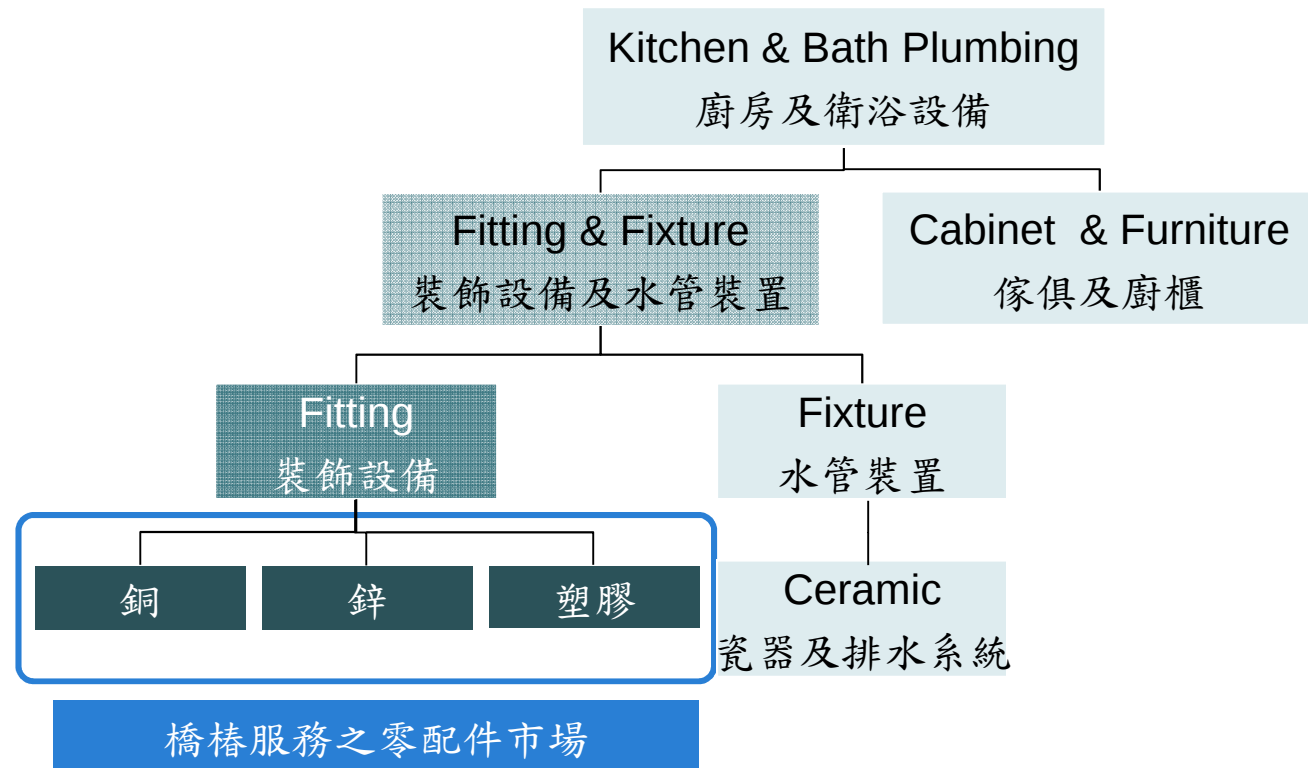
橋樑專注於廚衛裝飾設備產業

全球市場估計值

856億美元*

90億美元**

45億美元**



* 資料來源:Plumbing Fittings & Fixtures, 1/1/2021, Global Industry Analysts

** 資料來源: 以橋樑客戶的採購金額推算

廚房與衛浴設備

Fitting
裝飾設備



Fixture
水管裝置



Cabinet & Furniture
傢俱及廚櫃



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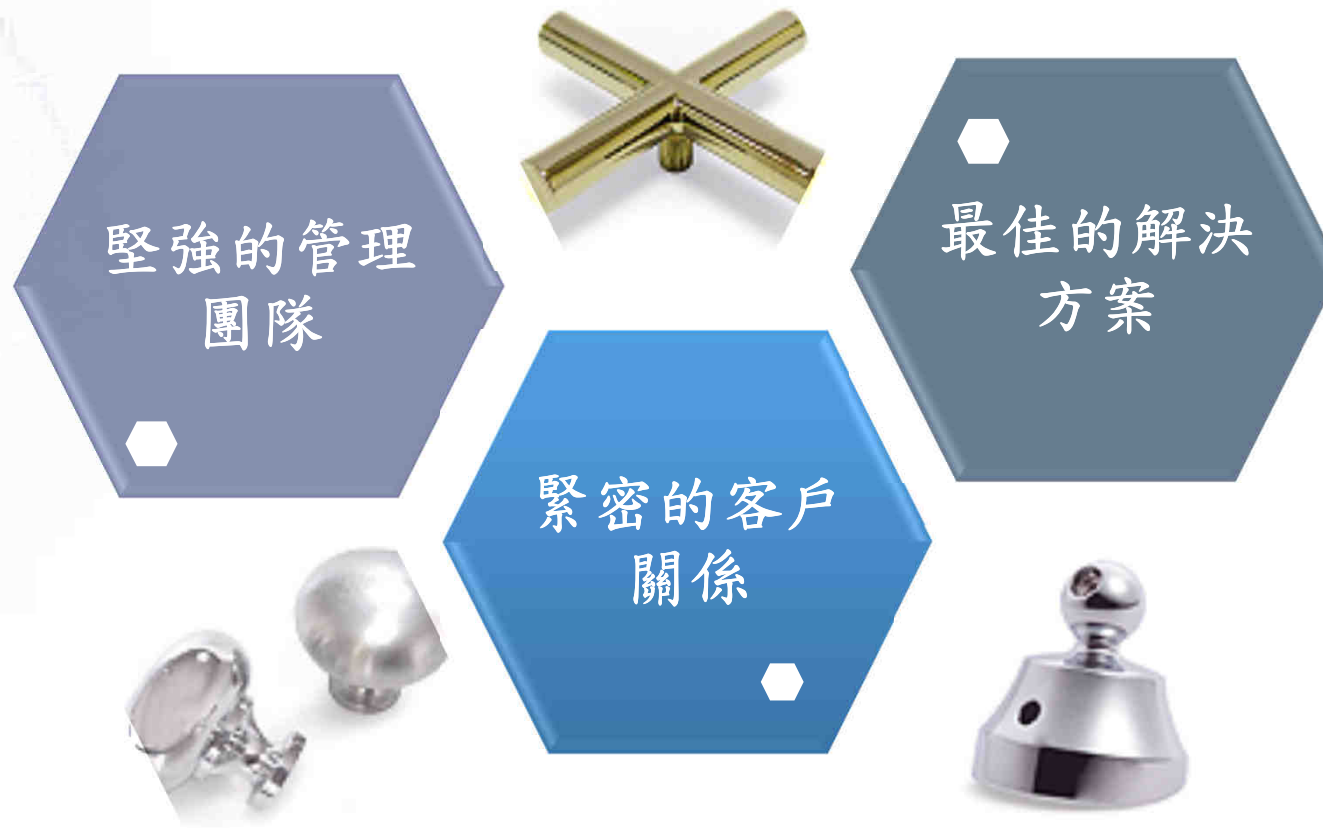


公司概況

核心能力

成長策略

核心能力



堅強的管理團隊

楊正發

創辦人/集團總裁
超過50年產業經驗

楊淑絹

執行長室 資深特助

>15年經驗

史申

中國生產中心 營運長

>35年經驗

王明勝

生產研發中心 副總

>25年經驗

葉俊廷

執行長室 資深副總

>30年經驗

楊慶祺

董事長/執行長
超過20年產業經驗

Ken Slusher

北美營運中心 資深副總

>35年經驗

黃進芳

生產研發中心 副總

>40年經驗

胡之琪

業務處 副總

>35年經驗

汪政弘

業務處 副總

>30年經驗

鄭進發

中國生產中心 副總

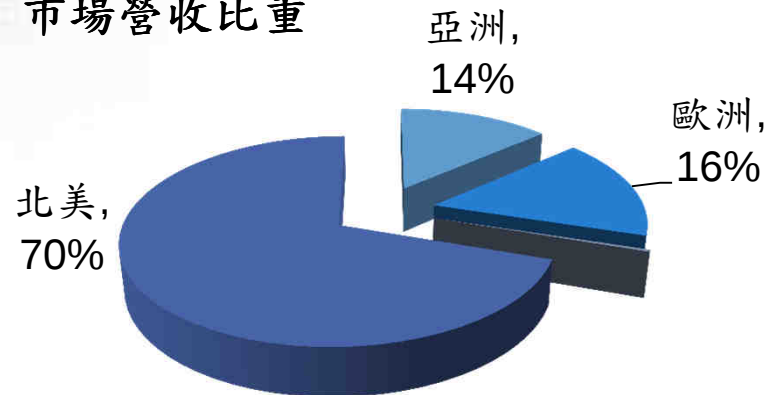
>40年經驗

緊密的客戶關係

我們的客戶在北美及歐洲水龍頭市占率超過六成

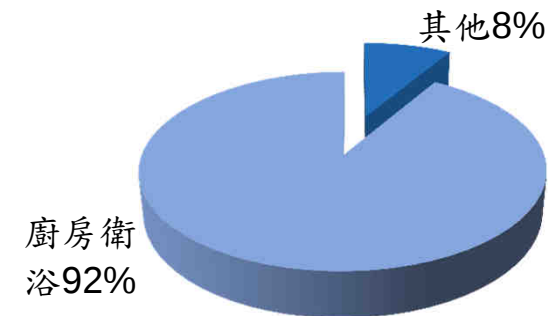


市場營收比重



註: 202209YTD資料

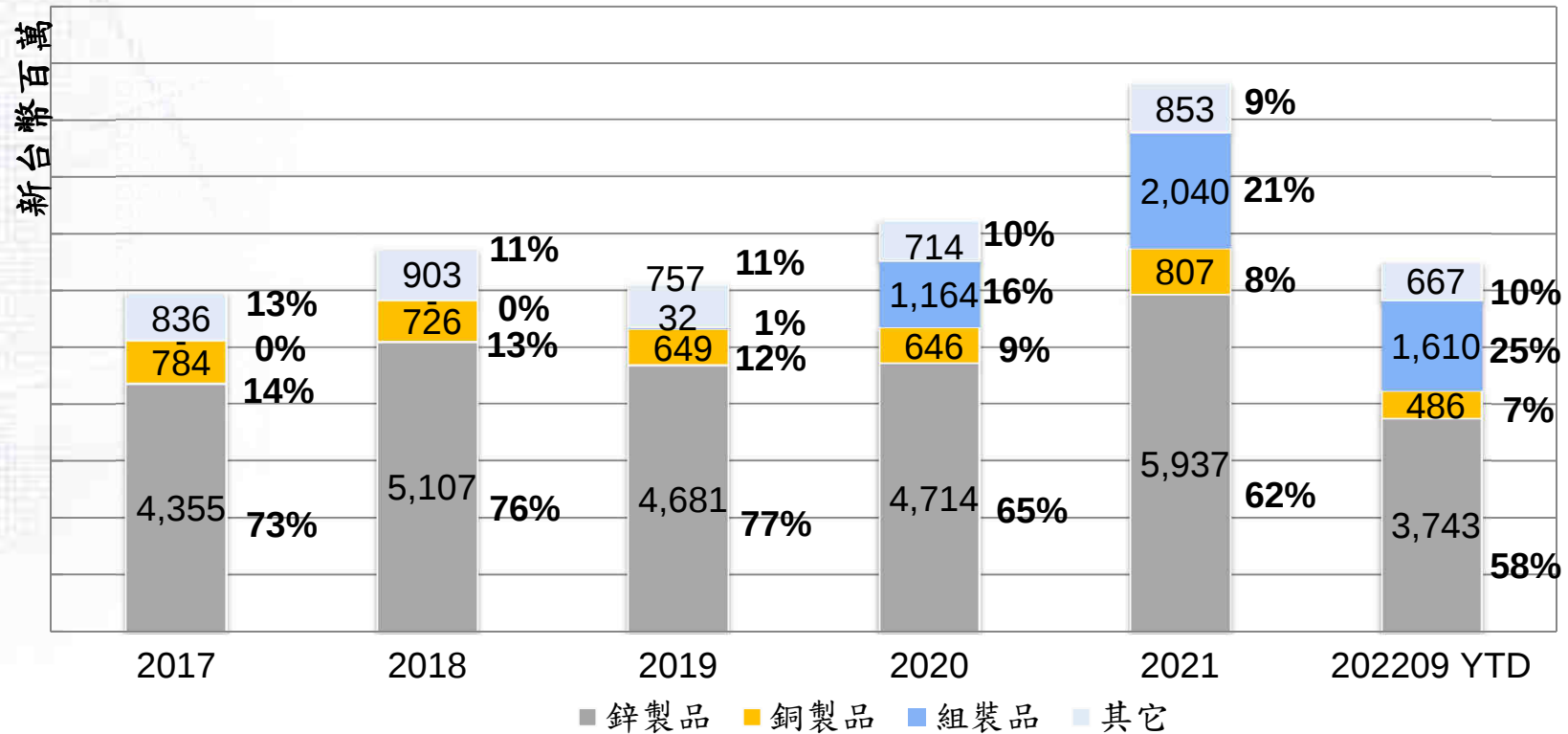
產業營收比重



* 其它包括家居裝飾和其它應用

最佳的解決方案

■ 全球廚房衛浴產業中，裝飾設備鋅壓鑄零組件領導製造商
鋅製品為主產品



註：

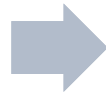
1. 鋅製品包含直接出售給客戶及自製轉供內部成品組裝的零配件與零組件
2. 組裝品(不含自製轉供內部組裝的零配件與零組件)



從鋅製品到全方位的解決方案

背景

- 鋅的原料成本是銅的1/3
- 更趨嚴謹的飲用水法規
- 鋅替代銅製品的趨勢從美國擴展到歐洲及亞洲的水龍頭市場

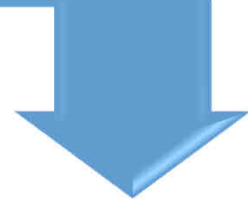


橋樑利基

- 橋樑自1990年代即投入鋅產品的研發與製造
- 橋樑專精鋅製程，產品良率穩定、生產週期快速
- 橋樑與全球知名衛浴品牌，在鋅製品解決方案上有緊密的合作關係

展望未來

鋅替代銅製品的趨勢持續中



全方位的解決方案

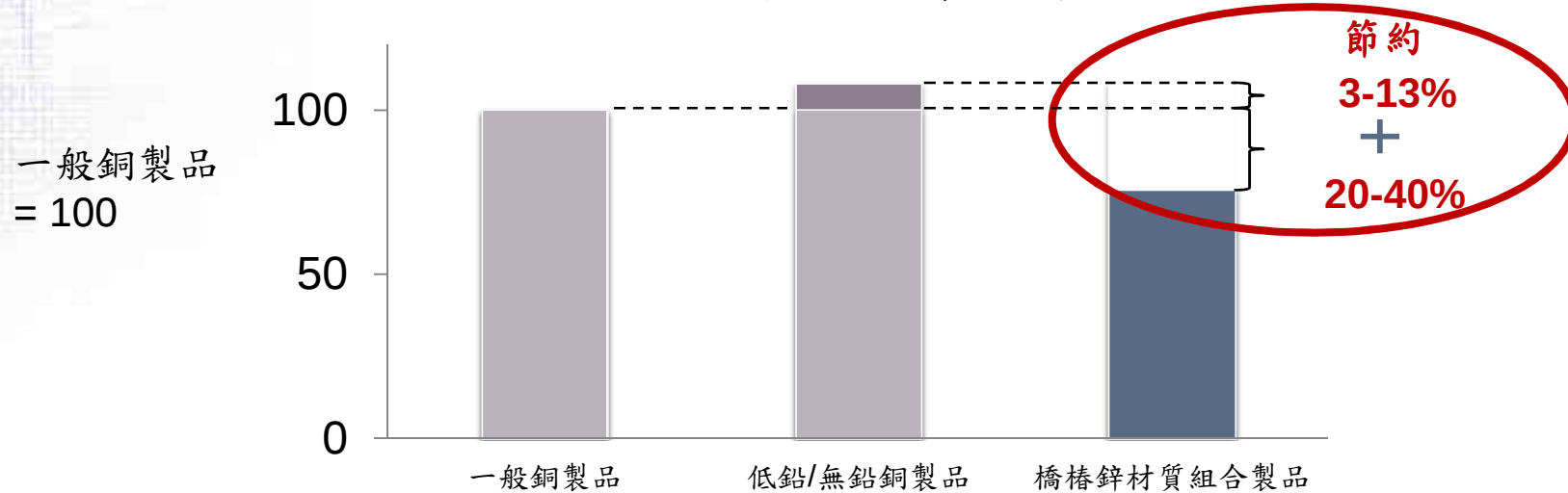
最佳的解決方案

相關規範日趨嚴謹，促使客戶尋求更佳方案

市場持續尋找更經濟的替代方案

獲取市場機會
需要快速反應能力

水龍頭零組件之製造成本



資料來源：橋樑估計

*註：橋樑鋅材質組合製品＝鋅製水龍頭本體＋彈性水路

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鋅模組產品設計 解決方案

我們的鋅模組產品設計* 提供 > 20% 製造成本節約 VS 一般黃銅

獨立彈性水路設計

水沒有接觸鉛或者鎳金屬

100%符合飲用水與低鉛含量標準規定



*註: 鋅模組產品設計: 鋅壓鑄水龍頭本體 + 彈性水路

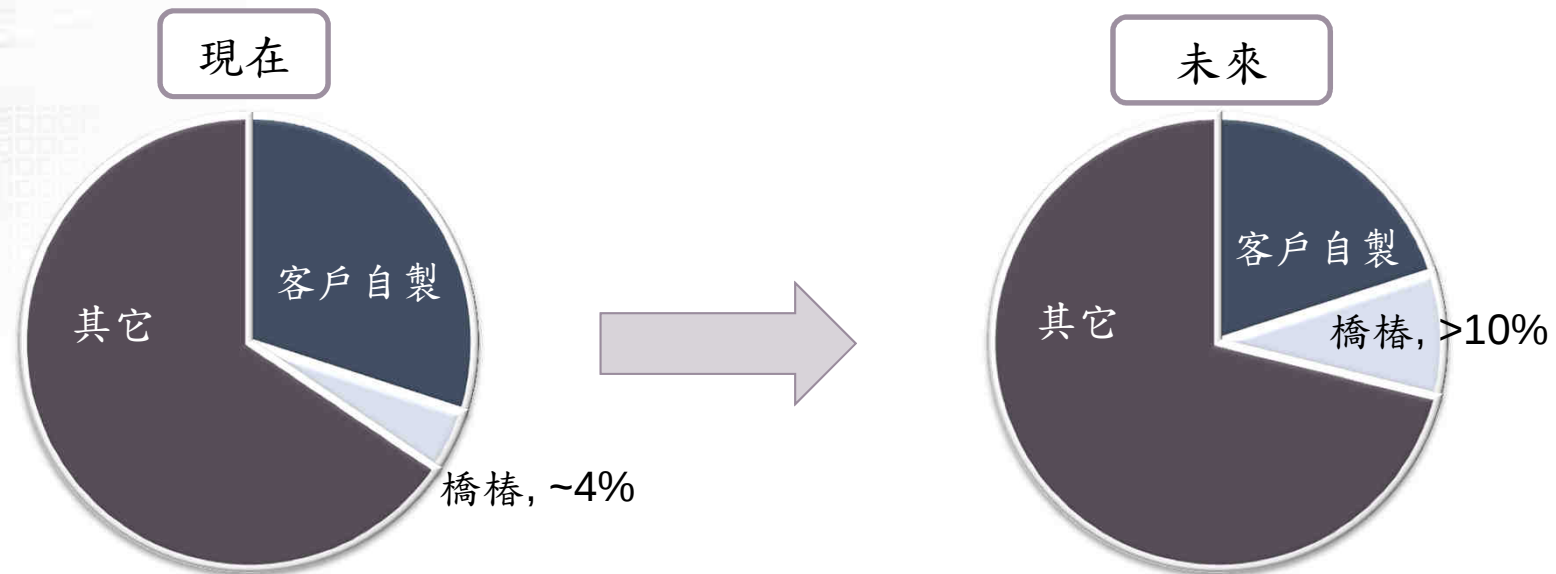
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橋樑致力成為全方位服務提供者

執行目標

- 提升在鋅製品解決方案的市場地位
- 以鋅製品解決方案為基礎，跨足組測成品服務
- 滿足客戶一站購足需求
- 提升市占率

廚房衛浴產業裝飾設備零組件市場



資料來源：橋樑估計



公司概況

核心能力

成長策略



追求穩健成長的投資計劃

短期方案

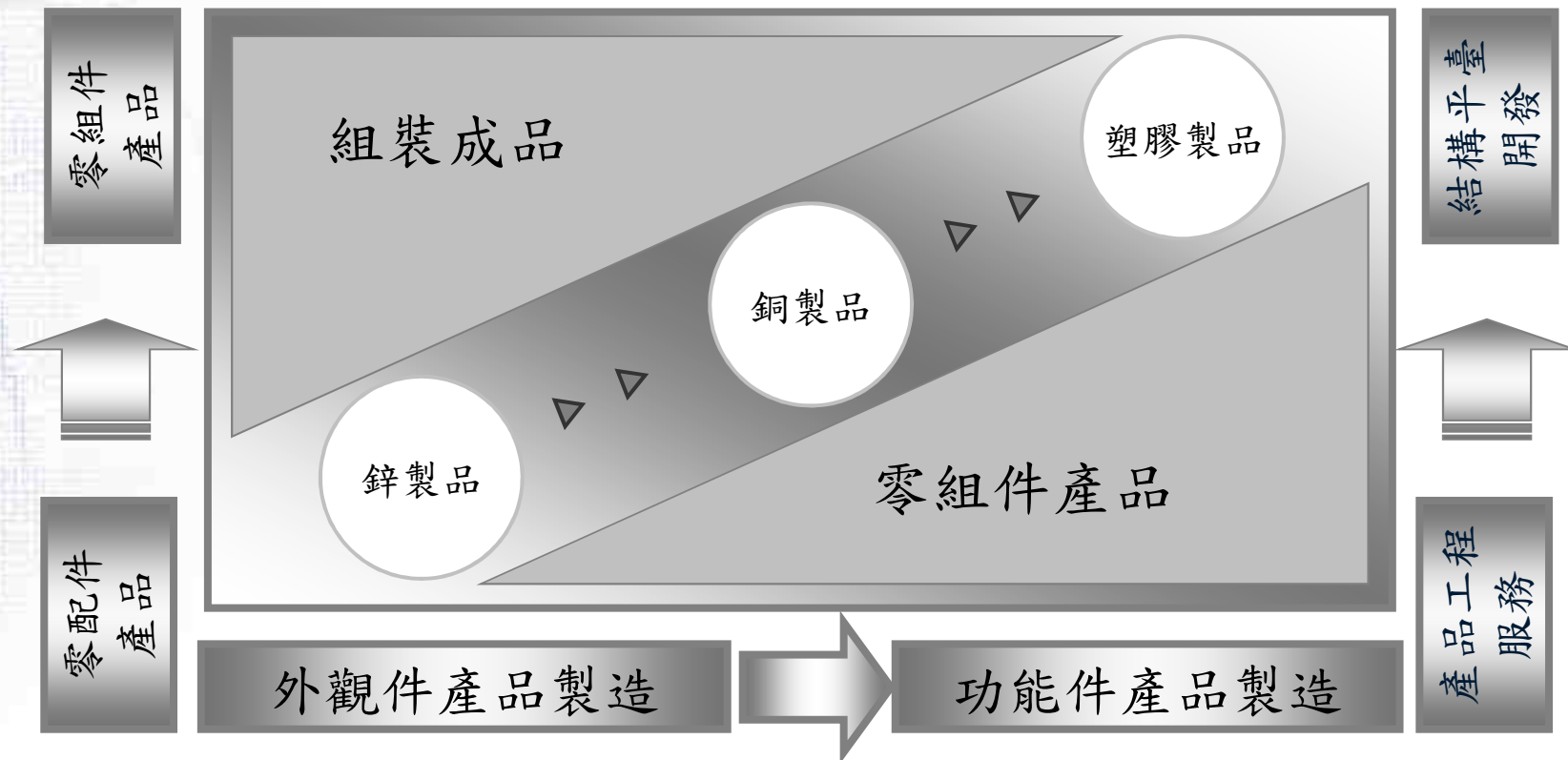
- 解決產能瓶頸
- 優化中國的勞工管理

長期對策

- 三階段自動化計畫：提昇生產效率和品質
- 台中新廠：生產研發中心及組裝測試營運產能擴充
- 擴展管理團隊以因應未來成長

製造能力發展策略

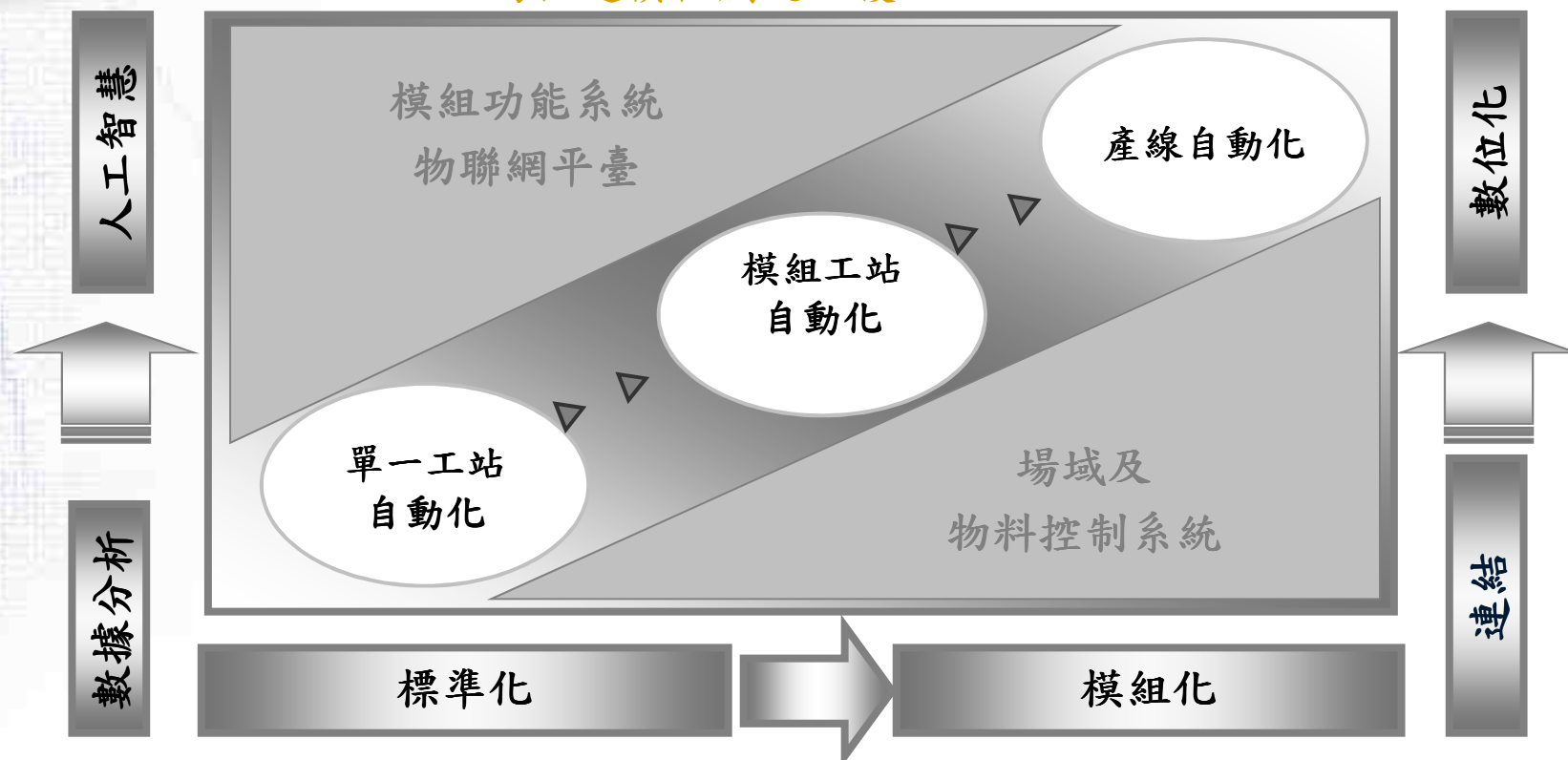
- 全方位服務提供者, 滿足客戶一站購足需求



快速反應市場
降低營運成本
達成客戶期望

製程自動化策略藍圖

- 整合計劃與執行
- 為快速價值創造而優化

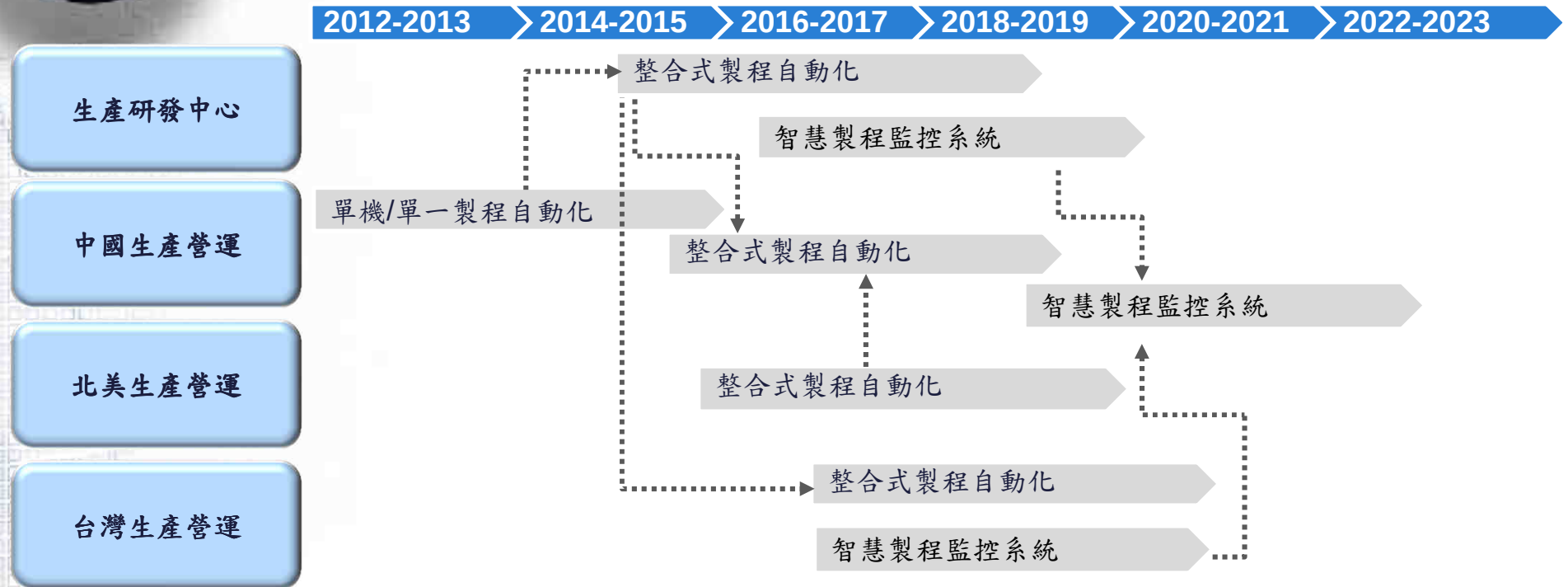


充分可視；可追溯性及透明度

營運效率優化

透過整合控制與資訊以達成任務

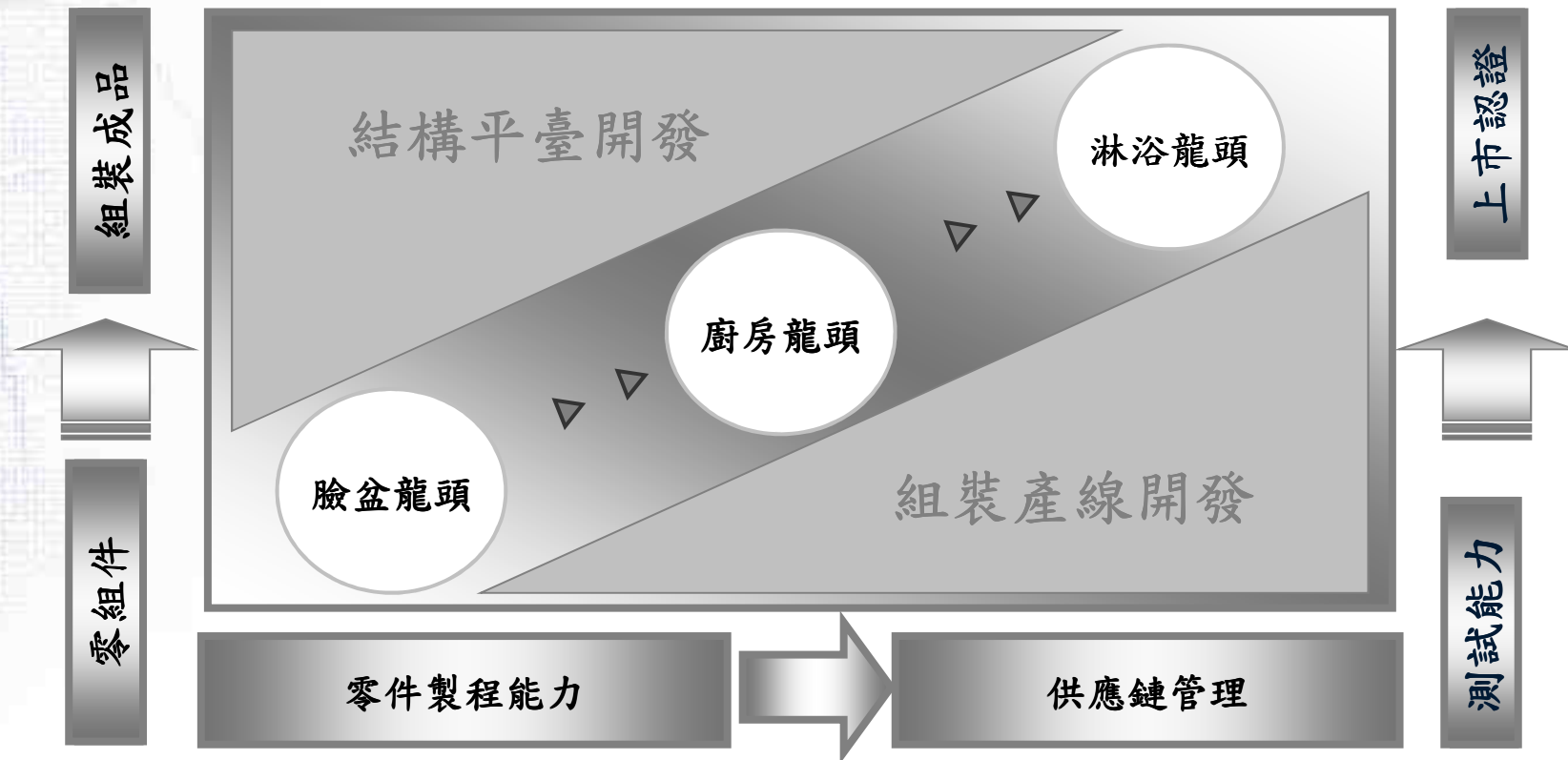
三階段自動化生產



	第一階段 (2012-2015)	第二階段 (2015-2019)	第三階段 (2016-2022)
重點	單機/單一製程自動化	整合式製程自動化	智慧製程監控系統
主要目標	提升生產量穩定性 & 降低勞動力依賴度	穩定良率和產出、減少搬運報廢率	提升良率 & 效能優化 及時製程監控

組裝能力發展里程碑

✦ 成為“解決方案提供者”





Thank You for Your Attention!

PRIDE



Passion



Reliability



Integrity



Dedication



Excellence

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