

橋椿(2062) 公司簡報

2024年3月











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橋椿是您最值得信賴的夥伴











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。橋椿服務的零組件及裝飾設備市場規模分別達45億美元及90億美元。
- 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。

橋椿簡介

• 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

• 主要產品:水龍頭、淋浴系統、衛浴配件的零配件、零組件與組裝品

• 成立年份:1974

• 股票代碼:2062

• 2023年營收:76億台幣

• 員工人數:3,300+

• 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:2,300+

台灣台中市

營運總部、生產研發中心、 橋智自動化

90110

員工人數: 900+

美國密西根州 銅製品專業製造廠 美國肯塔基州

倉儲與配送中心員工人數:80+



公司沿革



2020

台中市 組測營運中心

2007

美國密西根州

管件廠

2006

美國肯塔基州 鋅壓鑄廠

2016

台中市 生產研發中心

2001

美國加州 倉儲與配送中心

1997

廣東省肇慶市 鋅/銅專業製造廠

1999

台中市 營運總部

2004

廣東省珠海市

鋅/銅專業製造廠

1974

彰化縣 創立公司

2002

美國北卡州 倉儲與配送中心







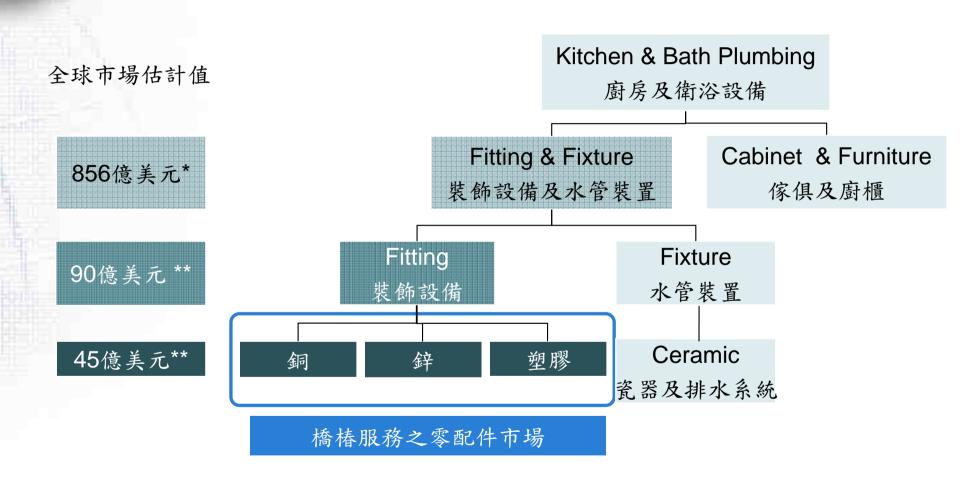








橋椿專注於廚衛裝飾設備產業



- * 資料來源:Plumbing Fittings & Fixtures, 1/1/2021, Global Industry Analysts
- ** 資料來源: 以橋椿客戶的採購金額推算



廚房與衛浴設備

Fitting 裝飾設備

















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









SLOAN. () OSTNOR















SHOWERS





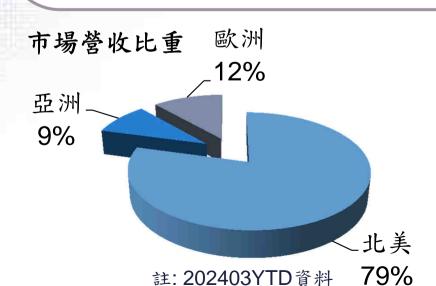




GROHE







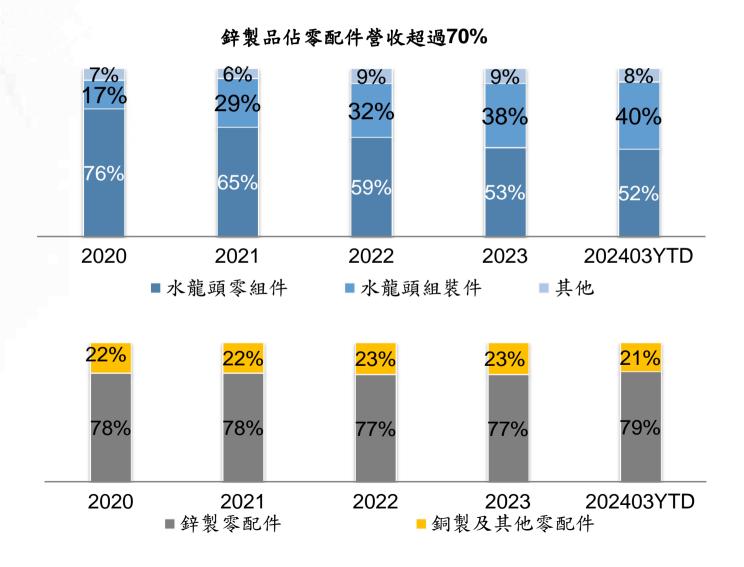


* 其它包括家居裝飾和其它應用



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





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

橋椿利基

- 橋椿自1990年代即投入 鋅產品的研發與製造
- 橋椿專精鋅製程,產品 良率穩定、生產週期快速
- 橋椿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



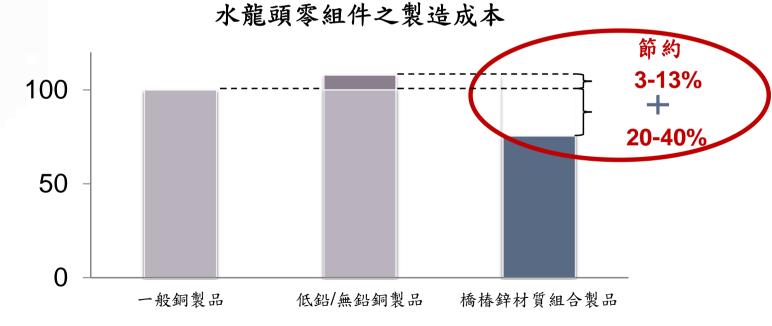
最佳的解決方案

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





資料來源: 橋椿估計

*註: 橋椿鋅材質組合製品=鋅製水龍頭本體+彈性水路



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

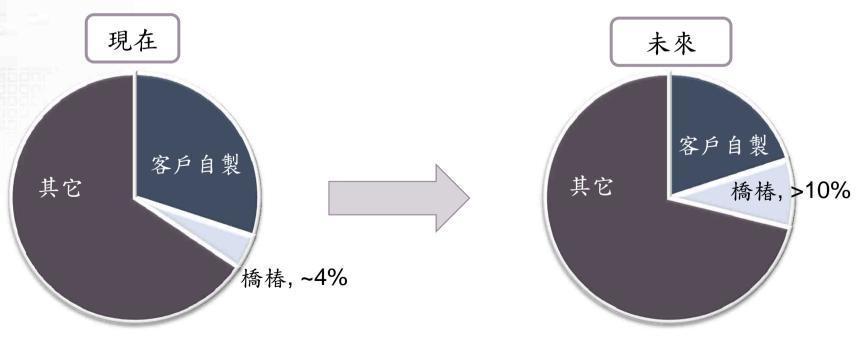


橋椿致力成為全方位服務提供者

執行目標

- 提升在鋅製品解決方案的市佔率
- 以鋅製品解決方案為基礎,跨足組測成品製造服務
- 滿足客戶一站購足需求

廚房衛浴產業裝飾設備零組件市場



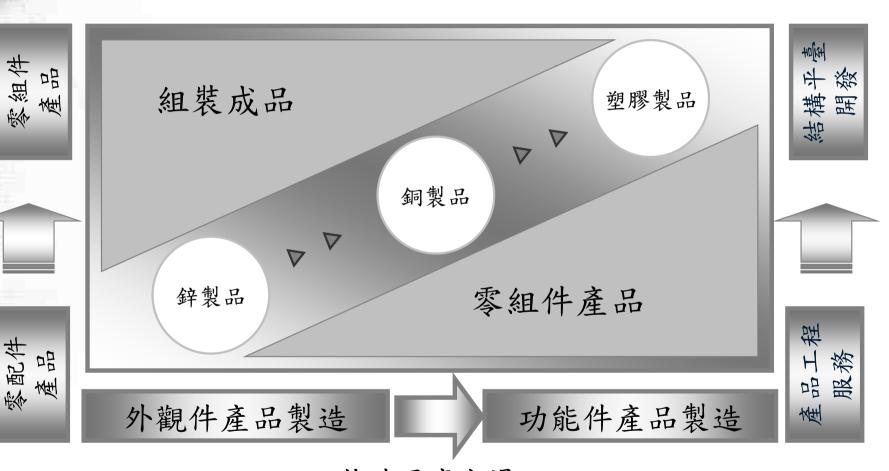
資料來源: 橋椿估計



零組件

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

模組功能系統 數位化 產線自動化 物聯網平臺 模組工站 自動化 單一工站 場域及 自動化 物料控制系統 非 連 標準化 模組化

數據分析

慧

智

H

充分可視;可追溯性及透明度

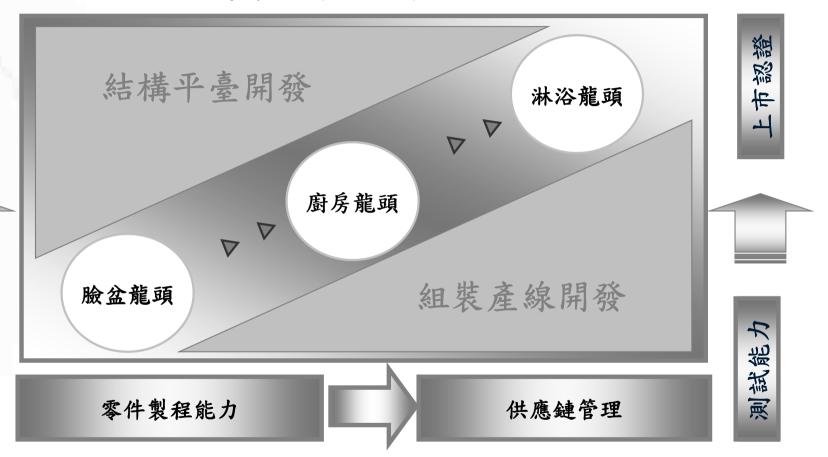
營運效率優化

透過整合控制與資訊以達成任務



組裝能力發展里程碑

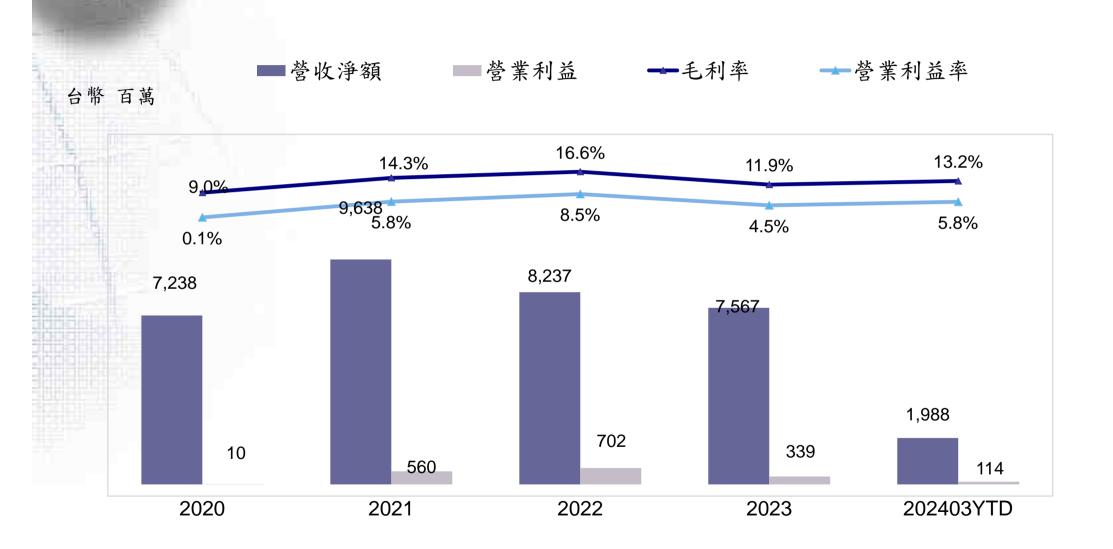
→成為"解決方案提供者"



組裝成品

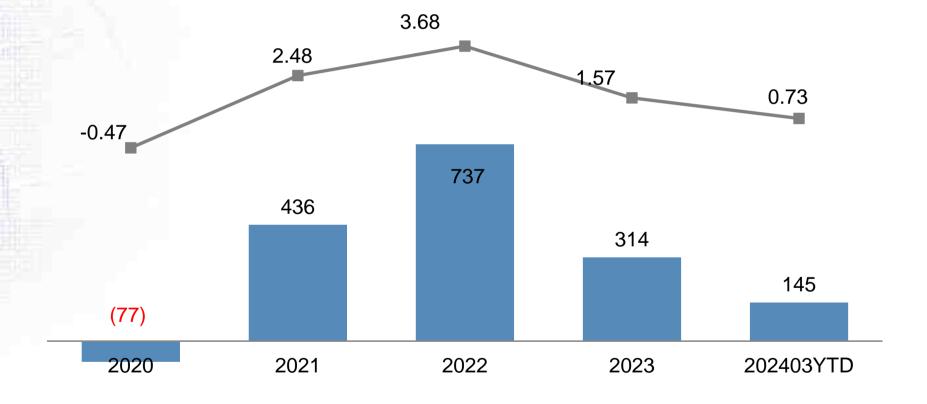
零組件





主要財務指標

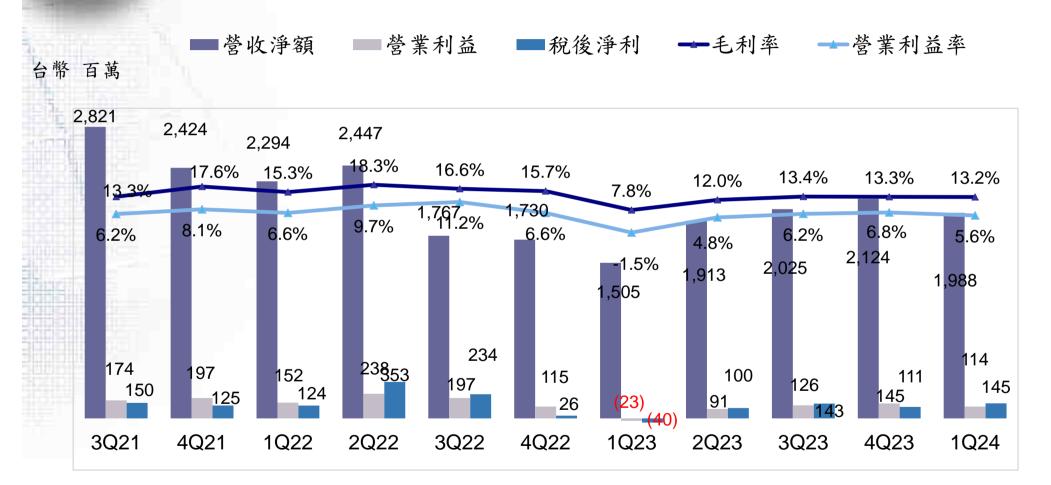
每股盈餘(台幣元)



稅後淨利 (台幣 百萬)



季度損益



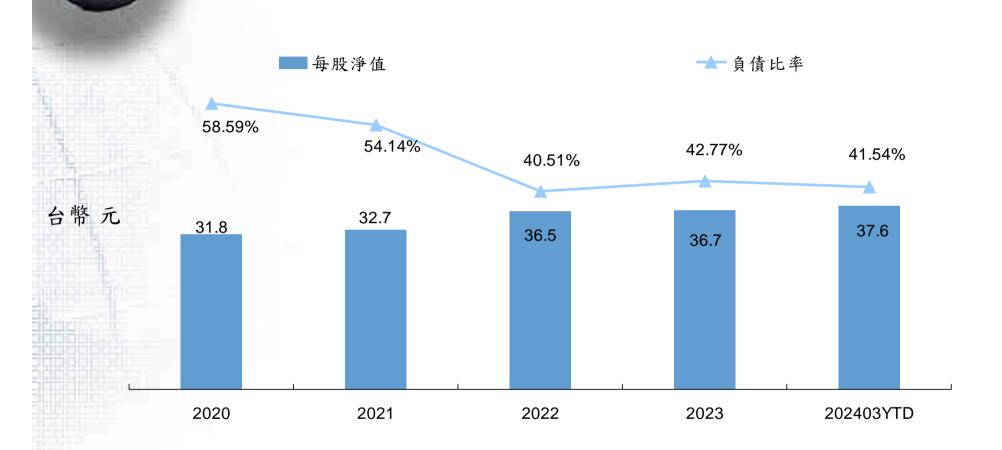
近五年損益表

台幣 百萬	2020	2021	2022	2023	202403 YTD
營業收入	7,238	9,638	8,237	7,567	1,988
營業毛利	655	1,383	1,363	902	263
營業利益	10	560	702	339	114
稅前淨利	(55)	532	956	353	180
稅後淨利	(77)	436	737	314	145
每股盈餘(台幣元)	(0.48)	2.48	3.68	1.57	0.73
毛利率 (%)	9.0	14.3	16.6	11.9	13.2
營業利益率 (%)	0.1	5.8	8.5	4.5	5.8
純益率 (%)	(1.1)	4.5	9.0	4.2	7.3
股東權益報酬率 (%)	(1.5)	7.4	10.7	4.4	1.9
總資產報酬率 (%)	(0.2)	3.7	6.0	3.0	1.2

近五年資產負債表

台幣百萬	2020	2021	2022	2023	202403 YTD
總資產	12,531	14,260	12,263	12,837	12,876
現金	697	542	728	1,283	1,945
應收票據及帳款	2,087	3,744	2,110	2,837	3,005
存貨	1,516	2,015	2,347	1,532	1,376
質押定存	35	34	74	651	38
固定資產	7,133	6,897	5,991	5,501	5,458
總負債	7,342	7,720	4,968	5,490	5,348
銀行貸款	5,438	5,797	3,243	3,523	3,261
應付票據及帳款	890	807	508	782	736
股東權益	5,189	6,540	7,296	7,347	7,527
應收帳款週轉天數	83	110	130	119	134
存貨週轉天數	97	78	116	106	77
應付帳款週轉天數	34	38	35	35	40
每股淨值(元/股)	31.8	32.7	36.5	36.7	37.6

主要財務指標



近五年現金流量表

單位:台幣百萬元

	2020	2021	2022	2023	202403YTD
稅前純益	(55)	532	956	353	180
折舊及攤銷	744	718	763	746	184
應收票據及帳款變動數	(872)	(1,623)	1,567	(796)	(18)
存貨變動數	410	(534)	(448)	681	204
金融資產(負債)變動數	-	-	-	(3)	-
應付票據及帳款變動數	553	(103)	(228)	255	(92)
其他應付款	39	86	(69)	3	(28)
支付所得稅	20	(63)	(107)	(88)	(2)
其它	15	(74)	20	127	(160)
營業活動之淨現金流入(出)	854	(1,061)	2,454	1,278	268
投資活動之淨現金流入(出)	(392)	(342)	360	(741)	590
融資活動之淨現金流入(出)	(134)	1,240	(2,687)	22	(276)
本期現金增加(減少)金額	328	(162)	127	559	582
匯率影響數	(26)	7	59	(4)	80
期初現金餘額	395	697	542	728	1,283
期末現金餘額	697	542	728	1,283	1,945

股利狀況

	2019	2020	2021	2022	2023
淨利 (台幣 百萬元)	70	(78)	436	737	314
現金股利 (台幣 百萬元)	16	16	100	200	160
每股股利 (台幣 元)	0.1	0.1	0.5	1.0	0.8
股利發放率 (%)	23%	130%	23%	27%	51%
現金殖利率(%)*	0.4%	0.4%	4.6%	4.5%	-

註: 現金殖利率是根據橋椿在除息前一日的收盤價計算得出(2018年用2019/9/23之股價; 2019年用2020/9/17; 2020年用2021/9/27; 2021年用2022/11/16; 2022年用2023/7/24)。



Thank You for Your Attention!

PRIDE















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SUNSPRING IS YOUR MOST RELIABLE SOURCE









Executive Summary

- Sunspring is one of leading supplier of global kitchen & bath plumbing faucet, serving a US\$9.0bn total addressable market globally.
- Zinc products are our strategic focus and we are the No.1 supplier worldwide for zinc components in the global kitchen & bath plumbing industry.
- Over the last 40 years, Sunspring has built a strong customer base of well-known global brands, who capture >60% of North American and European market through these long-term partnerships.
- Zinc conversion trend presents a major industrial opportunity; Sunspring is well-positioned to leap.
- Sunspring aims to be the best total solution provider in a market with great potential opportunity through disciplined investment in automation and talent.

Sunspring Overview

- Sunspring is the manufacturing solution provider for global kitchen & bath fitting industry.
- Key products: components, modules and assembly for faucets, showering, and accessories
- Year of establishment: 1974
- Ticker: 2062 TW
- 2023 Revenue:NT\$7.6bn
- Total employee number: 3,300+
- 5 locations globally, including 4 manufacturing plants

Zhaoqing & Zhuhai, Guangdong

Manufacturing facility Employee: 2,300+



Taichung, Taiwan

Headquarters & Innovation Technology Center Employee: 900+

Michigan, USA

Manufacturing facility

Kentucky, USA

Distribution facility Employee: 80+



Sunspring Timeline

2020

Taichung, Taiwan Assembly & Testing Center

2007

Michigan, USA Acquired H&H Tubing

2004 Zhuhai, Guangdong 2nd China manufacturing facility

2001 Los Angeles, USA 1st US distribution facility

1997 Zhaoqing, Guangdong 1st China manufacturing facility

2002 North Carolina, USA 2nd US distribution facility

1999 Taichung, Taiwan Headquarter established

1974 Chang Hwa, Taiwan Sunspring founded











Taichung, Taiwan Innovation & Technology Center

2006 Kentucky, USA **Acquired Gamco**

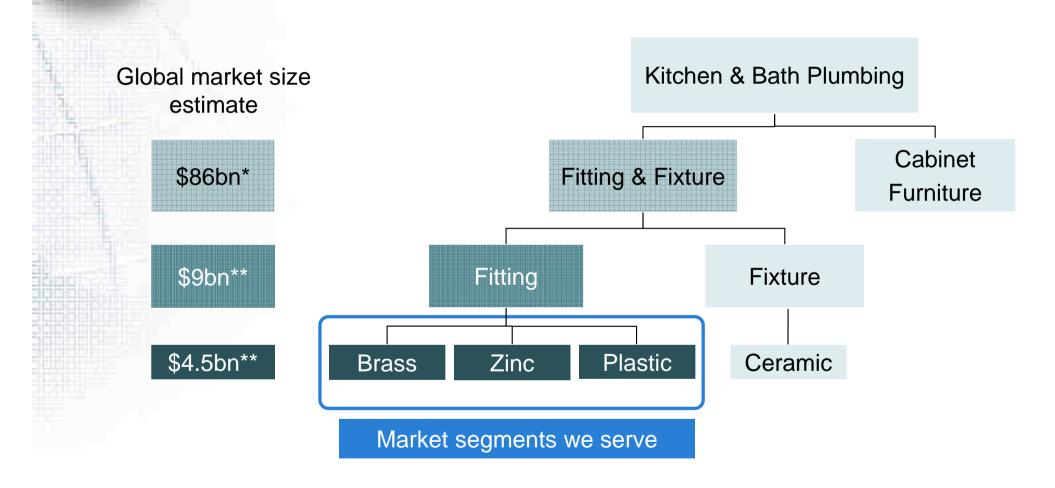








Sunspring Serves the Fitting Industry



- *Source: Plumbing Fittings & Fixtures, 1/1/2021, Global Industry Analysts
- ** Source: Company estimates. Based on Sunspring customers purchasing amount in faucet components/modules



Kitchen & Bath Plumbing

Fitting

Fixture

Cabinet & Furniture















Solid Customer Portfolio & Partnership

Our customers account for > 60% of faucet market share in North **American and Europe**



































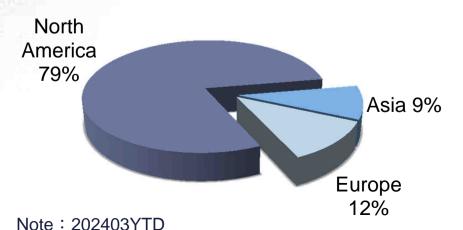




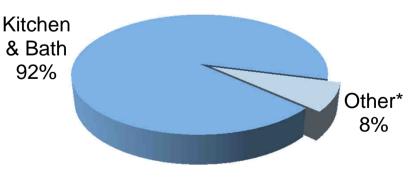




Global Sales Mix



Industries Served

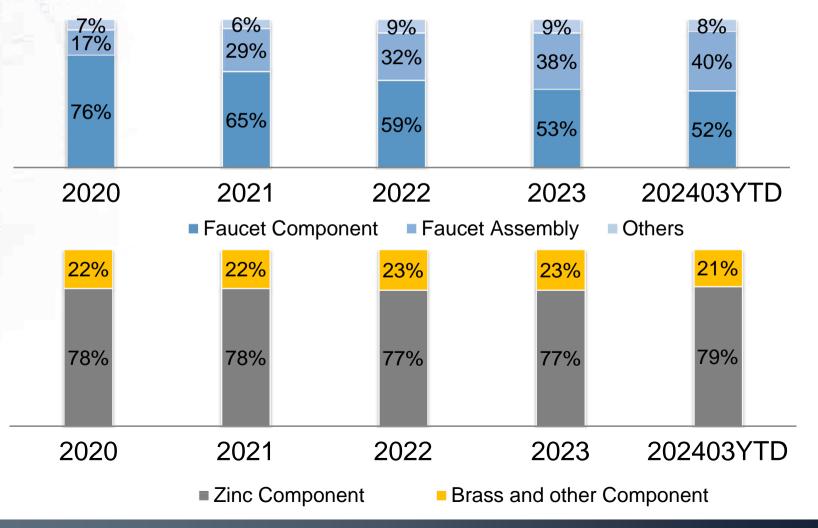


* Other includes home improvement hardware and other applications

No. 1 Zinc Solution Provider

Global No. 1 zinc die casting manufacturer in kitchen & bath plumbing fitting

"Zinc" account for more than 70% of parts revenue.





Sunspring Value Proposition

Background

- Zinc is 1/3 of the material cost of copper
- Regulation changes favorable to Zinc conversion
- Zinc conversion to extend from US to Europe & Asia

Our Effort

- Sunspring is an early mover since 1990s
- Sunspring masters the Zinc production with stable yield & shorter lead time
- Sunspring partners with all global brands for Zinc solutions

Sunspring Answers

On-going Zinc Conversion

From Zinc to Total Solution



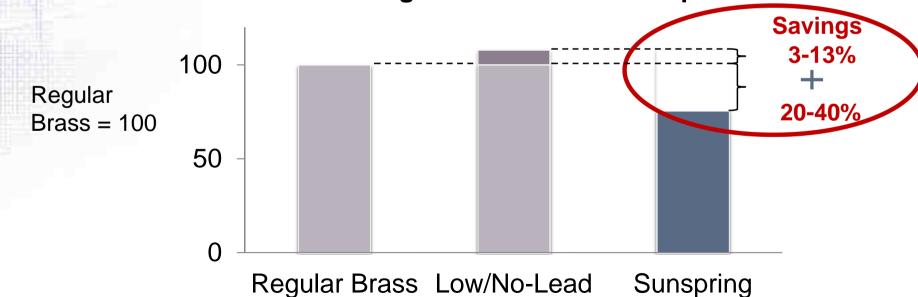
Sunspring Offers the Best Solutions

Increased demand for quality coupled with more stringent regulations Push for continued cost reduction, both in product and processes

Global market requires rapid response capability to capitalize on emerging opportunities

Manufacturing costs for faucet components

Brass



Source: Company estimates

*Note: Hybrid modules: zinc body + no-/low-lead brass or plastic waterway

Hybrid

Competitive Zinc Solutions

Our new hybrid modules* provide > 20% cost-saving vs regular brass

Isolated high-grade plastic inner waterway
Water does not get in contact with lead or nickel
Compliant with drinking water and no lead regulations











*Note: Hybrid modules: Zinc Spout Body + Flexible Waterway

We Aim to Be a Total Solution Provider

We intend to achieve our goal by

- Expanding our market share in Zinc solutions
- Using Zinc solution as a platform to integrate other services
- Offering one stop manufacturing solution to customers

Market segments we serve



Source: Company estimates

^{*} Note: Customer in-house manufacturing



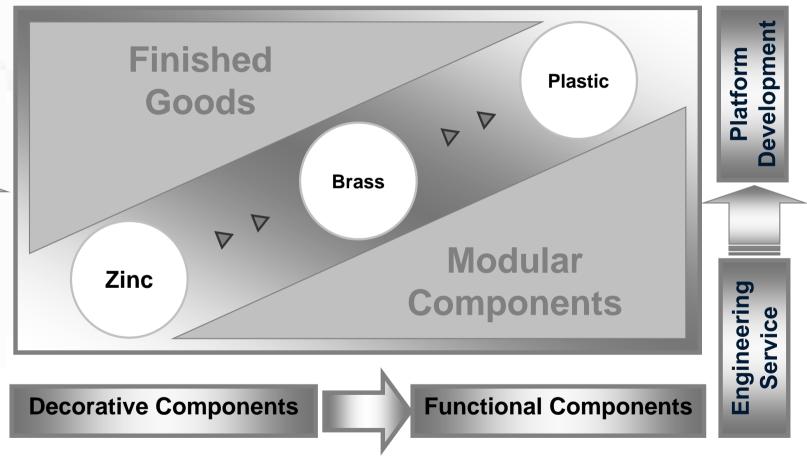
Component

Component

Modular

Manufacturing Capability Development Strategy

✓ Be the "Solution Provider" in Zinc, Brass, Plastic



Speed To Market

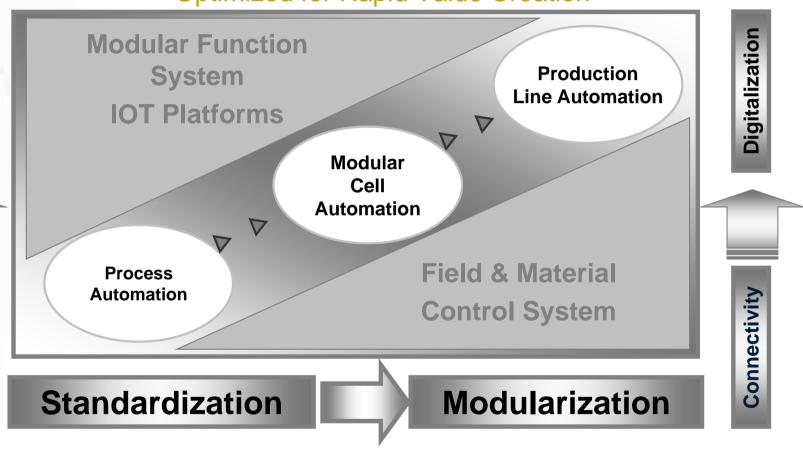
Reduce Operational Cost

Deliver on Customers Expectation



Manufacturing Automation Strategic Roadmap

- Integrated Planning & Execution
- Optimized for Rapid Value Creation



Data Analytics

Artificial ntelligence

Full Visibility; Traceability & Transparency

Operation Efficiency Optimization

Enabled by Integrated Control and Information

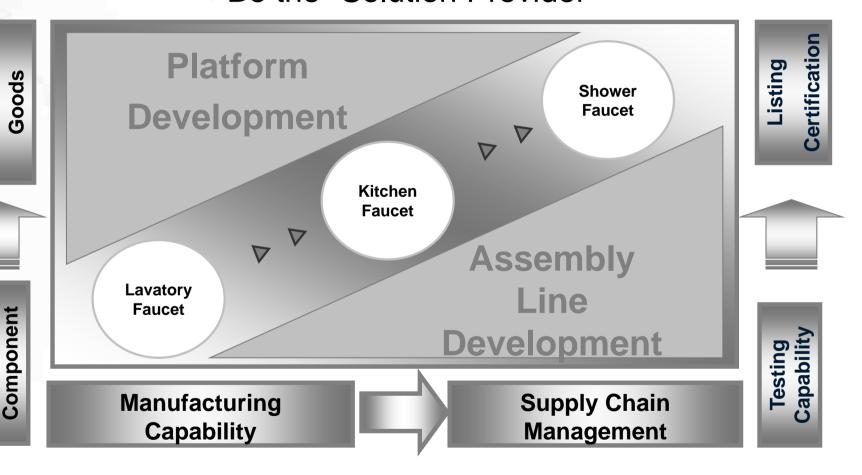


Finished

Modular

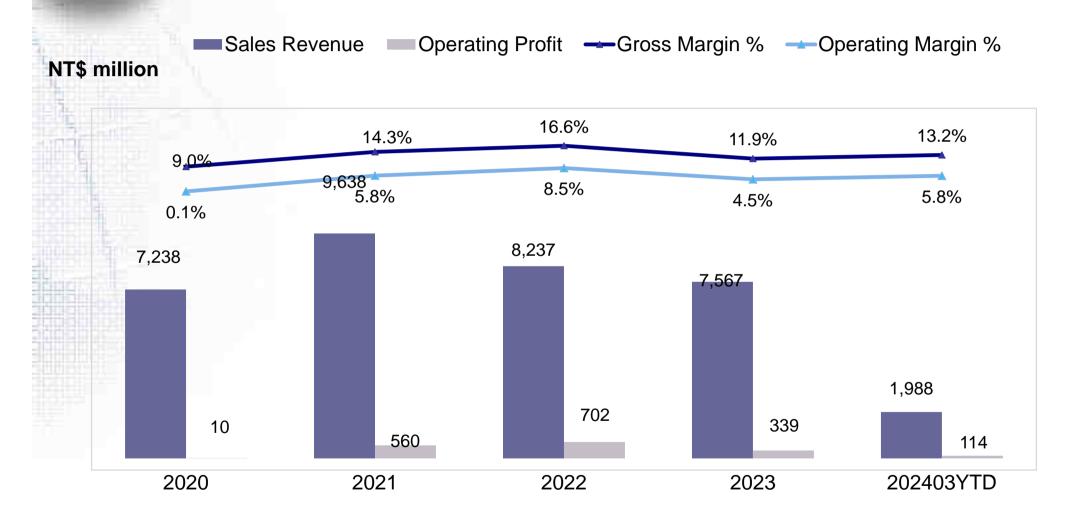
Assembly Capability Development Milestones

→ Be the "Solution Provider"

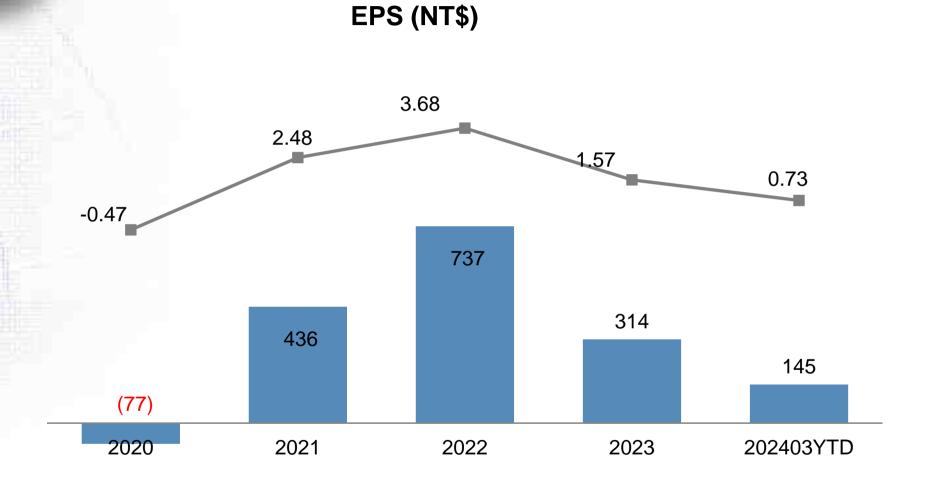




Key Financial Indicators



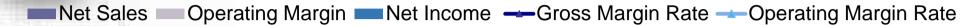
Key Financial Indicators



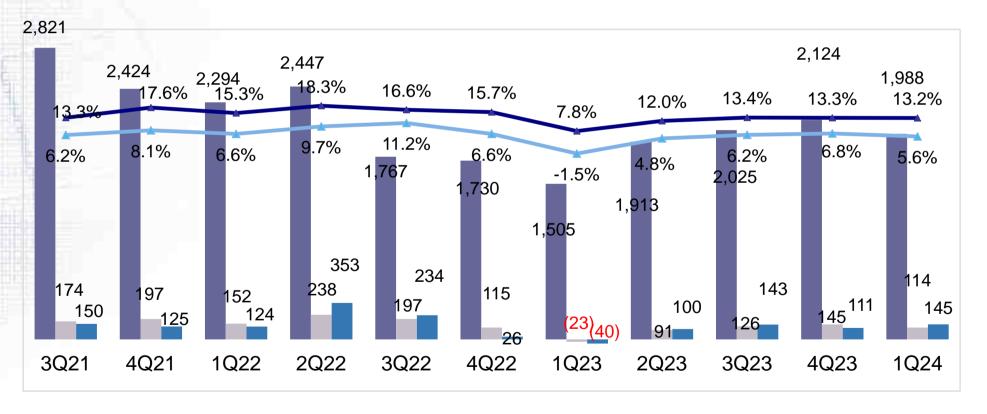
Net Income NT\$ million



Quarterly Financials



NTD Million



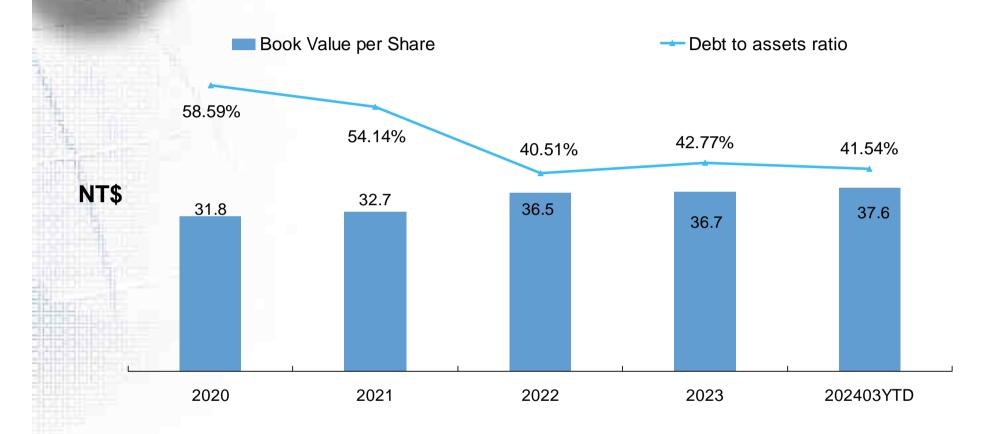
5-Year Income Statement

NT\$ Million	2020	2021	2022	2023	202403 YTD
Sales Revenue	7,238	9,638	8,237	7,567	1,988
Gross Profit	655	1,383	1,363	902	263
Operating Profit	10	560	702	339	114
Income before Tax	(55)	532	956	353	180
Net Income	(77)	436	737	314	145
EPS (NT\$)	(0.47)	2.48	3.68	1.57	0.73
Cross Manain (0/)	0.0	14.2	16.6	11.0	12.2
Gross Margin (%)	9.0	14.3	16.6	11.9	13.2
Operating Margin (%)	0.1	5.8	8.5	4.5	5.8
Net Margin (%)	(1.1)	4.5	9.0	4.2	7.3
ROE (%)	(1.5)	7.4	10.7	4.4	1.9
ROA (%)	(0.2)	3.7	6.0	3.0	1.2

5-Year Balance Sheet

NT\$ Million	2020	2021	2022	2023	2023
TOTAL ASSETS	12,531	14,260	12,263	12,837	12,876
Cash	697	542	728	1,283	1,945
NR & AR	2,087	3,744	2,110	2,837	3,005
Inventory	1,516	2,015	2,347	1,532	1,376
Pledged deposits	35	34	74	651	38
Fixed Asset	7,133	6,897	5,991	5,501	5,458
TOTAL LIABILITIES	7,342	7,720	4,968	5,490	5,348
Bank Loans	5,438	5,797	3,243	3,523	3,261
NP & AP	890	807	508	782	736
TOTAL EQUITY	5,189	6,540	7,296	7,347	7,527
. 15		4.40	100		10.1
A/R turnover days	83	110	130	119	134
Inventory turnover days	97	78	116	106	77
A/P turnover days	34	38	35	35	40
Book Value per Share (NT\$)	31.8	32.7	36.5	36.7	37.6

Key Financial Indicators





5-Year Cash Flow Statement

Unit: NTD' Million

	2020	2021	2022	2023	202403YTD
Income before Tax	(55)	532	956	353	180
Depreciation & Amortization	744	718	763	746	184
Note & Accounts Receivable	(872)	(1,623)	1,567	(796)	(18)
Inventories	410	(534)	(448)	681	204
Financial derivative	-	-	-	(3)	-
Notes and accounts payable	553	(103)	(228)	255	(92)
Accrued expenses	39	86	(69)	3	(28)
Income tax paid	20	(63)	(107)	(88)	(2)
Others	15	(74)	20	127	(160)
Net cash from operating activities	854	(1,061)	2,454	1,278	268
Net cash for Investing activities	(392)	(342)	360	(741)	590
Net cash for financing activities	(134)	1,240	(2,687)	22	(276)
(Decrease) increase for the period	328	(162)	127	559	582
Effect of exchange rate changes	(26)	7	59	(4)	80
beginning of year	395	697	542	728	1,283
cash end of year	697	542	728	1,283	1,945



Dividend Condition

	2019	2020	2021	2022	2023
Net Income (NT\$ mn)	70	(78)	436	737	314
Cash Dividend (NT\$ mn)	16	16	100	200	160
Dividend per Share (NT\$)	0.1	0.1	0.5	1.0	0.8
Payout Ratio (%)	23%	130%	23%	27%	51%
Cash Yield (%)*	0.4%	0.4%	4.6%	4.5%	-

Notes:

Cash yield is based on Sunspring's closing share price on the day before ex-dividend day(Sep 23,2019 for 2018 yield, Sep 17,2020 for 2019 yield, Sep 27,2021 for 2020 yield, Nov 16,2022 for 2021 yield, JUL 24,2023 for 2022 yield).



Thank You for Your Attention!











