

Global Excellence in Providing Kitchen & Bath Solutions

Globe Union Industrial Corp. 9934

成霖企業股份有限公司 9934

主要產品

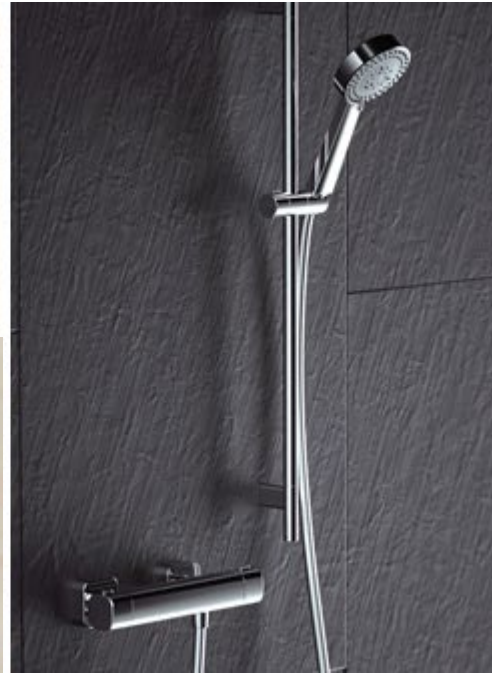
Our Portfolio Includes More Than Faucets
五金龍頭 • 衛浴陶瓷 • 衛浴配件 • 花灑

Faucet

Vitreous China

Bath Accessories

Showerheads



發展沿革

1979

創業
建立五金貿易

1999

- 成霖企業正式於台灣上市
- 美國自創品牌Danze



2004

併購歐洲品牌 Lenz



2012

廚衛產品高質化研發中心設立於台灣總部



2016

重整公司治理制度，並導入專業經理人制，落實企業誠信經營，永續發展

2019

- 歐陽玄接任董事長；Todd Talbot 接任集團總經理
- 成立墨西哥子公司 GU Plumbing de Mexico S.A. de C.V, 生產陶瓷衛浴產品

2022

成立中國子公司 東莞成霖安博製造公司，主要生產集團水五金龍頭產品



製造穩固

品牌拓展

製造強化

服務升級

1990

深圳成霖潔具觀瀾廠正式營運



2003

併購北美Gerber品牌及山東美林衛浴，正式切入浴用陶瓷市場

GERBER®

2007

併購英國配銷通路品牌商PJH，正式進入廚櫃市場



2009

深圳成霖觀瀾廠與福永廠整併完成



2015

山東美林衛浴廠擴建 - 第五條陶瓷窯線及四條高壓分體注漿線興建完成，正式投入生產



2017~

工廠導入關鍵製程輔助省力自動化

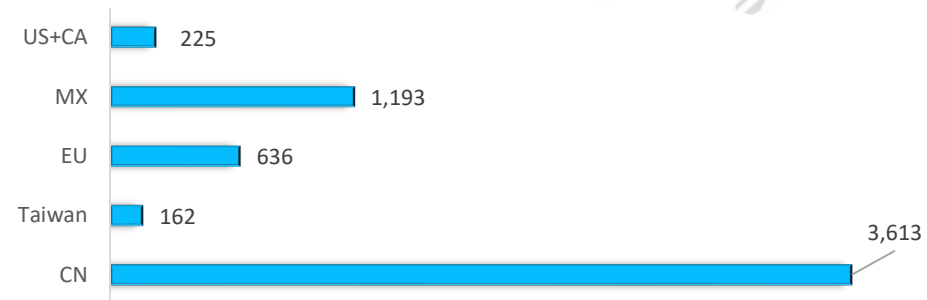


全球據點

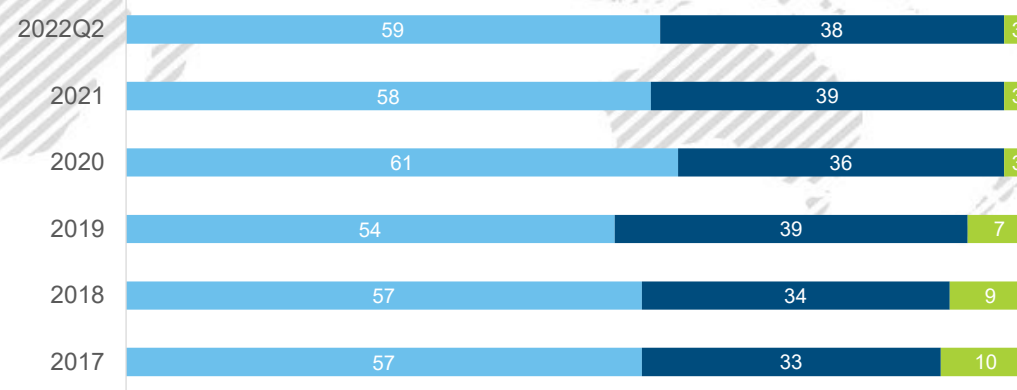
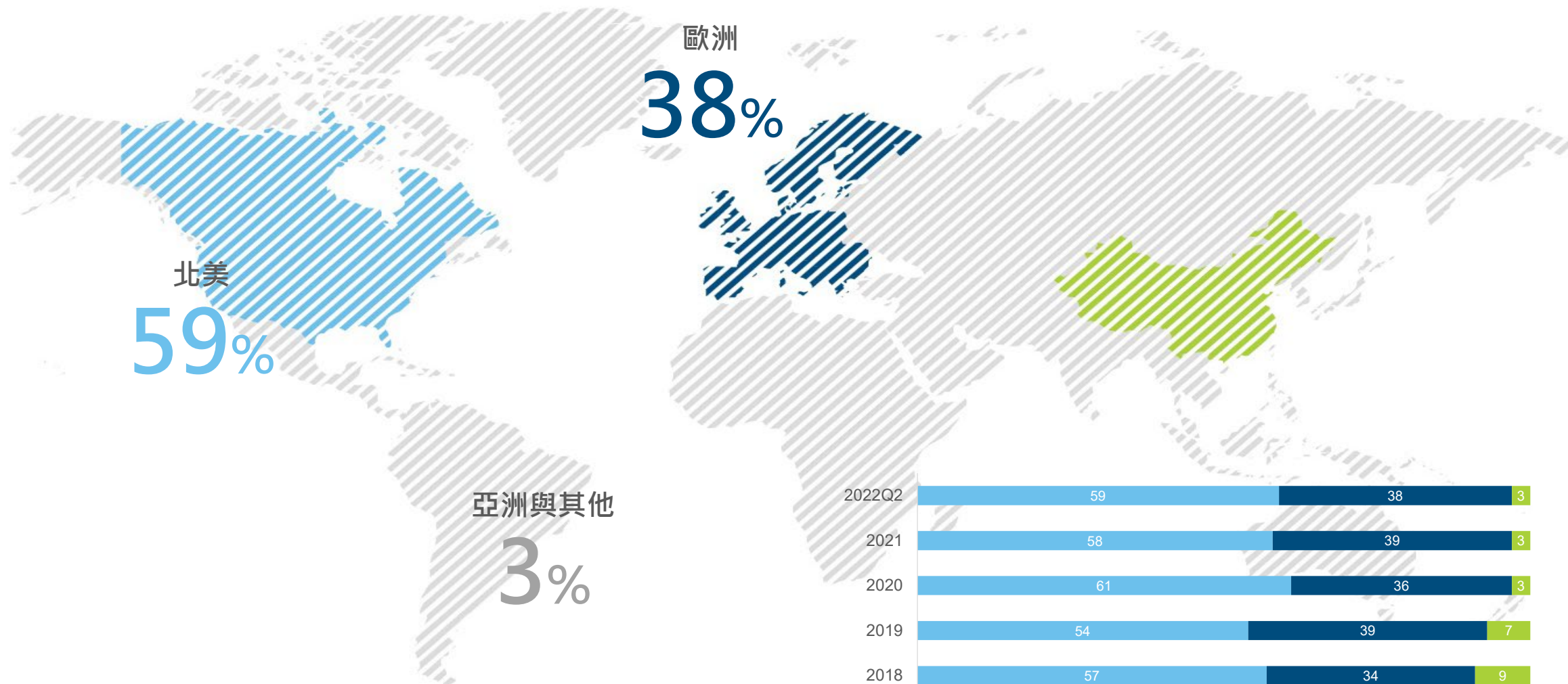


- 辦公室與物流中心
- 銷售辦公室
- 採購辦公室
- 工廠

世界各地共 5,829 員工 (as for 2022/6/30)



區域營收



■ NA 北美 ■ EU 歐洲 ■ ROW 其他

業務形態

品牌

成霖自有品牌- 包含 北美 Gerber 與歐洲的 LENZ等專業衛浴產品品牌

The Gerber logo consists of the word "GERBER" in a blue, sans-serif font, enclosed within a blue rectangular border.The Lenz logo features the word "Lenz" in a white, bold, sans-serif font, set against a solid black rectangular background.

OEM 與品牌代工

OEM 與品牌代工 以服務代工連鎖零售商的貼牌產品, 以及我們的OEM/ODM 客戶

PJH (英國)

英國PJH主要營業項目為廚衛產品的物流和售後服務.

The PJH logo features the lowercase letters "pjh" in a teal and green color scheme, with the tagline "together we're better" in a smaller, grey font positioned below it.

PJH英國專業廚衛產品通路配銷商



零售 Retail (占營收 30%)

提供**零售商**與**批發商**廚衛浴產品以及家電產品
Providing bathrooms, appliances, sinks & taps and kitchens to retailers and merchants.

Next Day delivery to Store / 隔日送達門市



建商 Contracts (占營收22%)

供應**建商**廚房家電並提供安裝服務
Supply and installation of kitchen appliances to builders.

Next Day delivery to Site / 隔日送達指定地點

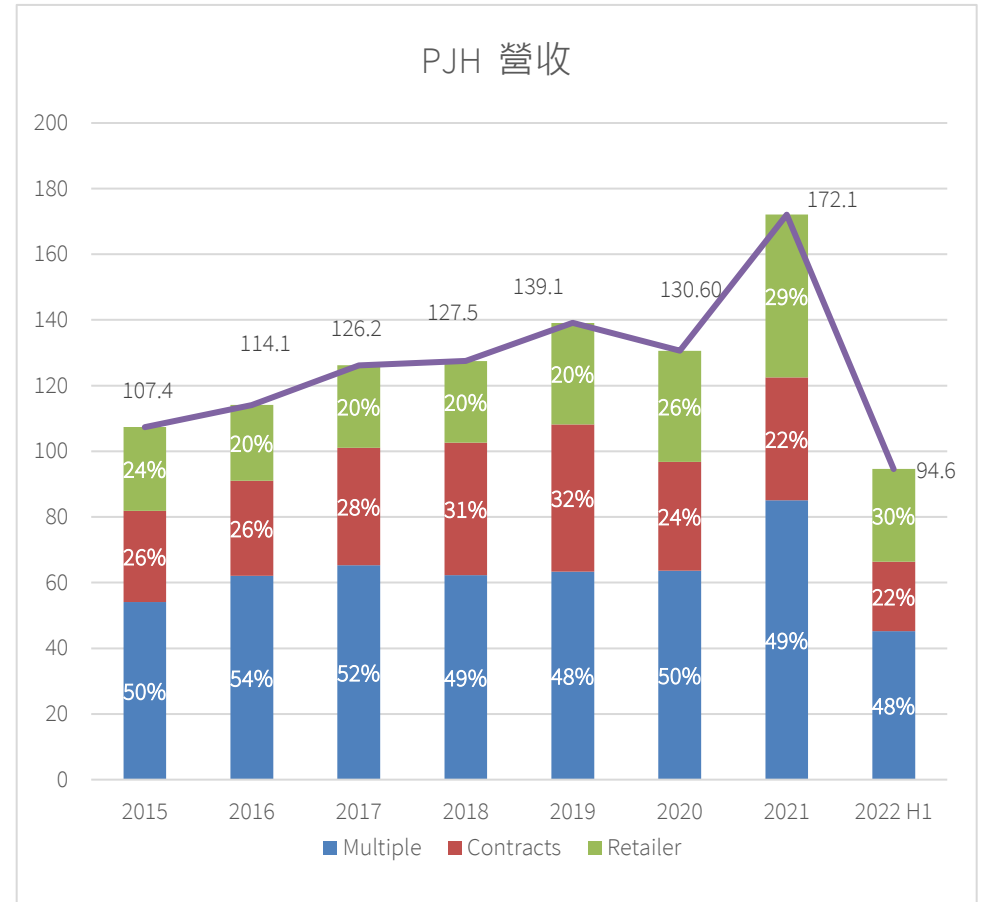


連鎖零售 Multiples (占營收48%)

提供**連鎖零售商**衛浴產品之供應鏈管理服務, 包含物流, 倉儲, 客服和產品供應
Providing supply chain management, logistics, warehousing, customer care and merchandising services to big box multiple retailers.

Twice weekly delivery to Store / 每週兩次送貨到店
6 days a week delivery to Home / 每週六天到府送貨

英鎊 : 百萬 Million



* 2020 因疫情英國封城1個多月造成營收下滑

產品比重

33%



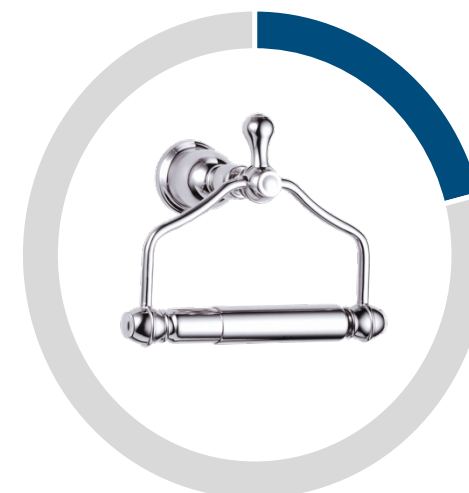
龍頭與花灑

44%



陶瓷

23%



其他

註1. 統計至2022/6/30

註2. 廚房套件包含套裝出售之整體廚房系統及廚用設備

註3. 其他項包含衛浴配件、廚房套件、傢俱櫥櫃、配銷勞務等業務收入

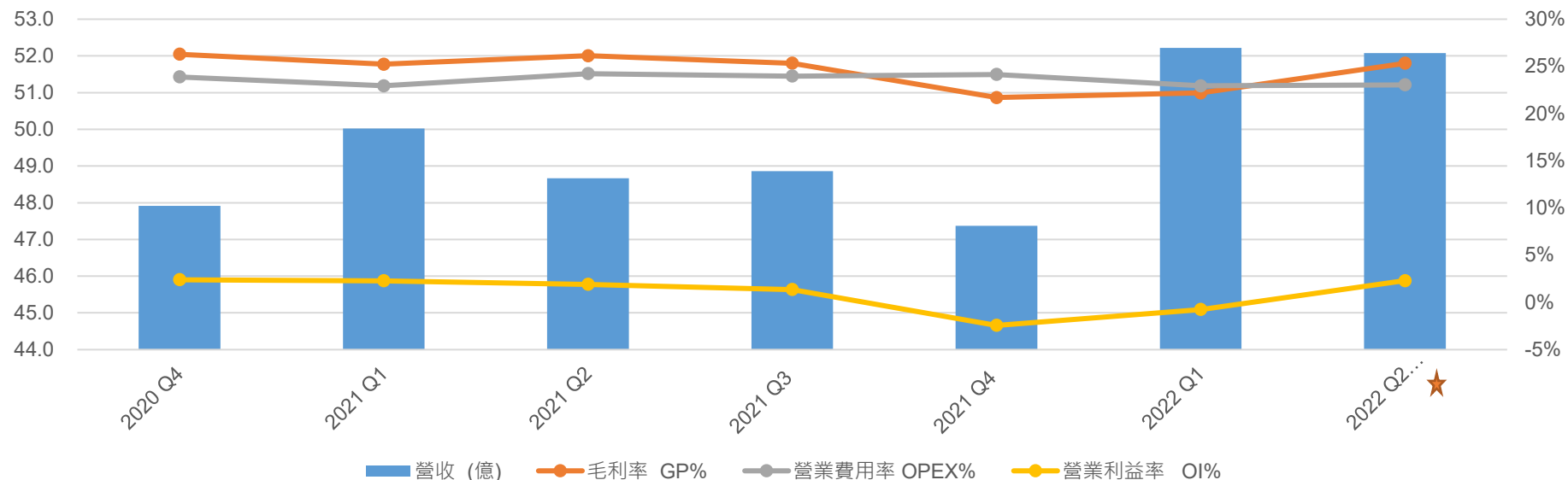
財務資訊

台幣：億

財務概況

營收 (季)

(排除Q2 認列一次性費用)



| 季 Quarter | 2020 Q4 | 2021 Q1 | 2021 Q2 | 2021 Q3 | 2021 Q4 | 2022 Q1 | 2022 Q2 | 2022 Q2 ★ (排除第二季認列 一次性減損) |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------------------------------|
| 營收 (億) | 47.9 | 50.0 | 48.7 | 48.9 | 47.4 | 52.2 | 52.1 | 52.1 |
| 毛利率 GP% | 26.3% | 25.2% | 26.1% | 25.3% | 21.7% | 22.2% | 24.4% | 25.3% |
| 營業費用率 OPEX% | 23.9% | 22.9% | 24.2% | 24.0% | 24.1% | 22.9% | 41.2% | 23.0% |
| 營業利益率 OI% | 2.4% | 2.3% | 1.9% | 1.4% | -2.4% | -0.8% | -16.9% | 2.3% |
| EPS (NTD/SHARE) | 0.46 | 0.15 | 0.22 | 0.00 | (0.33) | (0.17) | (2.86) | 0.28 |

綜合損益表 Income Statement (簡)

| ('000) | 2017FY | 2018FY | 2019FY | 2020FY | 2021FY | 2022 Q1 | 2022 Q2 | | 2022Q2 Variance | Remark |
|---------|------------|------------|------------|------------|------------|-----------|-------------|-------------------|-----------------|--------------------------------------|
| | | | | | | | 財務報表 | (不含Q2提列一 次性損失) | | |
| 營收 | 17,910,124 | 17,879,120 | 17,023,426 | 16,775,209 | 19,491,355 | 5,221,654 | 5,207,844 | 5,207,844 | | |
| 毛利 | 5,076,134 | 4,894,358 | 4,797,880 | 4,616,751 | 4,799,037 | 1,158,329 | 1,269,801 | 1,319,361 | 49,560 | 減損存貨列帳於銷貨成本 |
| 營業費用 | 4,098,787 | 4,268,243 | 4,406,824 | 4,151,272 | 4,641,433 | 1,197,595 | 2,147,441 | 1,199,772 | 947,669 | 列帳離職補償金 838M+ 其他費用 109M |
| 營業利益 | 977,347 | 626,115 | 391,056 | 465,479 | 15,604 | (39,266) | (877,640) | 119,589 | | |
| 業外損益 | 10,210 | 177,277 | 92,475 | (819) | 18,800 | (16,068) | (124,775) | 2,076 | 126,851 | 固定資產設備減損 (成霖實業75.8M + 墨西哥 51M) |
| 稅前淨利 | 987,557 | 803,392 | 483,531 | 464,660 | 176,404 | (55,334) | (1,002,415) | 121,665 | | |
| 所得稅 | 280,828 | 184,476 | 147,476 | 177,173 | 163,607 | 6,029 | 21,932 | 21,932 | | |
| 稅後淨利 | 706,729 | 618,916 | 336,055 | 287,487 | 12,797 | (61,363) | (1,024,347) | 99,733 | | |
| 母公司業主淨利 | 698,342 | 618,220 | 335,173 | 287,487 | 12,797 | (61,363) | (1,024,347) | 99,733 | 1,124,080 | |

資產負債表 Balance Sheet(簡)

| NTD (' 000) | 2017FY | 2018FY | 2019FY | 2020FY | 2021FY | 2022 Q1 | 2022 Q2 |
|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| 流動資產 | 10,249,528 | 9,975,744 | 9,589,522 | 11,094,398 | 10,278,364 | 10,533,491 | 11,134,496 |
| 非流動資產 | 3,031,748 | 2,837,437 | 6,260,322 | 5,736,345 | 5,813,842 | 5,851,922 | 5,699,177 |
| 資產總計 | 13,281,276 | 12,813,181 | 15,849,844 | 16,830,743 | 16,092,206 | 16,385,413 | 16,833,673 |
| 流動負債 | 5,761,721 | 5,225,531 | 5,311,557 | 6,599,833 | 6,266,235 | 6,666,073 | 8,021,324 |
| 非流動負債 | 1,420,317 | 1,612,835 | 4,964,677 | 4,713,633 | 4,289,718 | 4,316,346 | 4,443,242 |
| 負債總計 | 7,182,038 | 6,838,366 | 10,276,234 | 11,313,466 | 10,555,953 | 10,982,419 | 12,464,566 |
| 股本 | 3,675,889 | 3,682,235 | 3,565,977 | 3,581,640 | 3,581,640 | 3,581,640 | 3,581,640 |
| 資本公積 | 1,026,759 | 1,032,019 | 995,214 | 938,667 | 941,186 | 880,750 | 882,107 |
| 保留盈餘 | 1,791,536 | 1,895,790 | 1,740,633 | 1,849,910 | 1,905,409 | 1,733,499 | 709,152 |
| 其他權益 | (470,533) | (526,207) | (728,214) | (852,940) | (891,982) | (792,895) | (803,792) |
| 庫藏股票 | - | (186,207) | - | - | - | - | - |
| 非控制權益 | 75,587 | 77,185 | - | - | - | - | - |
| 股東權益總額 | 6,099,238 | 5,974,815 | 5,573,610 | 5,517,277 | 5,536,253 | 5,402,994 | 4,369,107 |
| 負債權益比 | 118% | 114% | 184% | 205% | 191% | 203% | 285% |
| 負債權益比(不含IFRS 16影響數) | | | 147% | 168% | 151% | 159% | 231% |
| 負債權益比(不含IFRS 16影響數/Q2一次性認列減損金額) | | | | | | | 170% |

A close-up photograph of a hand being washed under a stream of water. The water is clear and splashing, creating many small bubbles. The hand is positioned on the left side of the frame, with the fingers spread out.

Q & A

GLOBE UNION[®]
IDEAS IN MOTION

The logo for Globe Union, featuring the text "GLOBE UNION" in a bold, green, sans-serif font, with "IDEAS IN MOTION" in a smaller, green, sans-serif font below it. To the right of the text is a green circular graphic composed of three curved lines, resembling a stylized globe or a motion path.