



凱舟濾材股份有限公司

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企業沿革

- 2005 年** 成立凱舟貿易有限公司，創立自有品牌 CAWARE
- 2011 年** 轉型為自有研發製造，更名為「凱舟濾材股份有限公司」
- 2013 年** 跨足醫療產業，為法國公共衛生暨醫療體系市占率第一末端無菌使用水濾芯提供者
- 2014 年** 跨足生命科學領域成為實驗室設備全球第一大供應商唯一指定合格供應商
- 2016 年** 以卓越外銷成績獲鄧白氏中小企業菁英獎 可口可樂及百事可樂美國原廠合格供應商 勞動部小型企業人力提昇計劃補助對象
- 2018 年** 進入美國軍用聯勤市場提供野戰求生濾芯
- 2019 年** 科技部科學園區管理局審核通過，獲選為國家重點發展醫療產業專區進駐廠商
- 2021 年** 歐洲公共衛生飲水機第一市占大廠唯一濾材開發暨製造夥伴
- 2022 年** 通過橋頭科學園區入區許可 ISO13485 醫療器材品質管理系統標準認證

- 2023 年** 進入南北美速食連鎖餐飲（麥當勞 / 漢堡王）濾芯耗材供應鏈
- 第三季末與美國公用飲水客戶簽約結盟以成為美國第一大公用飲水供應夥伴為目標
- 第四季取得 ESG14064-1 認證及再次榮獲鄧白氏中小企業菁英獎『ESG 永續績優獎』

主要產品

- 凱舟致力於客製專家的需求，在專業市場領域提供精準的水過濾技術方案。

企業簡介

凱舟成立於 2005 年，以 Caware 為自有品牌，提供化繁為簡的客製綠能水過濾方案，從提案、設計、驗證、製造到成品一站式服務。

核心競爭力在於專業研發團隊專注於高階特殊運用的過濾方案及濾芯產品研究開發、擁有獨家產品全

球專利及製程技術、千萬級實驗室具國際認證的確效能力以取得 TAF 認證為目標，現有產品認證具有德法英澳等歐洲認證、美國 NSF；品管系統通過 ISO9001，醫材 ISO13485，ESG ISO14064-1 將於今年取證。

凱舟獨家 MAF 專利過濾技術，以 0.1 微米孔徑可過濾現今研究最小之 0.22 微米細菌；化繁為簡整合多道濾材單一模組化，將自主研發低壓損的微奈米膜片及生醫級改質壓出活性碳塊等多種濾材結合為一道濾芯，一次過濾雜質、有機物、細菌及重金屬等污染物，提供便利精簡可達到 Log9 醫療等級，0 廢水、0 用電的綠色暨確效的水過濾方案，深得重視綠能及使用者便利的歐美客戶青睞並相繼簽約結盟。

凱舟成立 18 年來，以服務高端專業領域和外銷市場為主，以讓客戶和終端用戶生活及工作便利為使命，傳遞 Refreshingly Simple。

出口實績及國際競爭力

Caware 行銷世界 60 餘國，海外營業占比 95%，其最大市場為歐洲，其次為美、澳洲。Caware 於 2005 年創立，初期主要市場及產品運用為家用於中東、北美、澳洲。於 2010 年開始發展二次曲線，近十餘年已成功佈局多樣性應用、市場與差異化產品線及國際競爭力。舉凡歐洲醫療市場、全球實驗室生技市場、歐美公衛體系市場、美國聯勤軍備品市場、連鎖餐飲…等全球一級知名企業都在合作夥伴之列，並依市場開發策略持續增加中。

營運管理與績效

1. 公司領導者暨幕僚群引領凱舟人將「品牌核心價值」、「公司文化」及「品質政策」內化為工作理念及原則，以此作為 Caware 短中期目標暨長期之策略發展。
2. 公司文化以誠正為出發點，發展公司六大文化，同理心、思考、追根究柢、學習、分享、創價。
3. Caware 持續在研發 / 創新管理、淨零碳排、利害關係者信賴及受益、財務及內控作業管理、數位轉型、人力組織發展、顧客滿意度，服務及產品品質，目標設定不斷精進優化。

永續經營

1. Caware 營運最高宗旨為企業永續經營，恪遵政府安全衛生與環境保護法規，追求國際相關標準，善盡社會責任。不僅在產品上以嚴謹的態度進行產製作業，以最高品質回饋使用者，並且重視使用者感受，持續追求卓越；另在產品及服務品質上以精益求精的精神進行研發創新，滿足客戶需求。
2. Caware 視人才發展為公司永續的基礎建設，秉持 ESG 原則，以十年樹木、百年樹人的精神鼓勵同仁終生學習；以人才發展為因，組織發展為附加效益，規劃 2025 年進駐橋科新廠，實現永續經營的一環作為凱舟永業常青的基地，預計進駐後五年提升營收 50% 成長。



綜合評語

1. 發展自有品牌 Caware 產品，擁有獨到的濾芯設計、濾材開發、實驗室驗證、客製化製程等技術。
2. 由專屬設計客製化、濾材整合模組化以及實驗室等級驗證創造產品價值與核心能力，提供不同應用領域的專家一站式服務，銷售至海外超過 60 餘國。
3. 根留臺灣，預計 2025 年在橋頭科學園區設廠，創造在地就業機會。



CAWARE FILTERING CORPORATION

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History

- 2005** To fund Caware International Co., Ltd. with "Caware" brand name.
- 2011** To implement the first paradigm shift with in-house R&D, and manufacturing. To rename as "Caware Filtering Corp.,"
- 2013** To enter the medical market with self-developed pioneer product: end-point-use sterilized water filter cartridges.
- 2014** To enter the life sciences segment with collaboration with world top #1 player Merck in the field of laboratory facilities.
- 2016** To be awarded by Dun & Bradstreet Small Business Excellence Award for outstanding export performance.
To be accessed as an AVL approved vendor for both Coca-Cola and PepsiCo in beverage segment.
- 2018** To enter the U.S. military logistics supply chain for wild field life-saving water filter straw product.
- 2019** To be qualified as a manufacturing site in the Medical Industry Zone of Lu Zu Science park.
- 2021** Successfully engaged with EU ranking #1 brand in public dispenser; and to realize Caware filter inside in EU public drinking water market in airport, school, public venues etc...

- 2022** To be accredited with ISO 13485 certification for the medical device quality control system.
- 2023** Entering the supply chain in the North and South American fast-food chains (McDonald's/Burger King). To engage an alliance joint venture contract signed with a key player in U.S. public drinking water supply in Q2, 2023 with MOU signed to challenge #1 in US market in 2025.
Foreseeing to be accredited with ESG cert. ISO 14064-1 in Q4, 2023 and to be awarded by Dun & Bradstreet Small Business Excellence Award for ESG outstanding export performance.

Business Items

- Caware commits to provide the accurate & simplified water filter solution to address the customers' needs in the field of experts market.

Introduction

Caware is founded in 2005, with company name Caware as brand. Caware is born to provide Simplified & Gravity flow (Green) water filter solution, which is always a "all-

in-one" or "integrated compact (modularized) water filter (module/element). Caware's product & service scope is defined and obligated to serve for experts market. Caware provides one-stop total solution supply backup from research, design, development, validation and manufacturing. Caware's core competency is composited with bellow elements. Firstly, the R&D capabilities with advanced-and-patented filtration technology which is highly centralized in water filter solution either drinking or usage water for professional scope.

Caware continuously develops the exclusive global patents and private-owned manufacturing process technologies; secondly, the high grade laboratory investment with TAF accredit targeting in order to upgrade validation capabilities and energy. The global standard certification program including product and quality control system is also one of the key elements to backup Caware core competency, including product cert., with NSF, ACS, WRAS, DVGW and ISO9001, ISO13485 for medical device, and coming EGS cert., ISO14064-1 in this Q4.

Caware's exclusive MAF[®] patent filtration technology, with a pore size less than 0.1uM to challenge the smallest bacteria 0.22uM. the MAF[®] solution shall reduce sediment, organic chemicals, all kinds of bacteria/micro-organics, heavy metal.. etc., all possible contaminants within city water.

The gravity flow working features MAF performed with low pressure drop, zero power consumption and zero drain water generated. The green and reliable solution wins trust and engagement with several EU and USA's key players' collaboration.

Caware is missioned to make the living and work for customers and the end-users in the expert field with convenience and to deliver the message of "Refreshingly Simple" with "Caware inside".

Export Competitiveness

Caware's customers pool covered more than 60 countries globally with major market in EU, the North-and-South America, then Australia. The export revenue weights more than 95% share.

The first years of Caware focused in domestic market in the North America and mid-east. In order to upscale Caware's sustainable core competency, Caware develops

several paradigm shifts since 2010 to make Caware differential which is successfully proven with diverse portfolio of revenue, product & user markets including global bio-lab. scope, public water supply, military supply, chain fast food restaurants.. etc. Among the customer pool, the global name brand players are gradually to become Caware's partnership list.

Operation Performance Management

1. Caware's leader and top management guide and orient the folks under the principles of "Caware brand core value", "corporate culture" and "quality policy". The corporate strategies of short, mid, and long term goals are developed therefore to achieve different targets by phases.
2. The cooperate culture is developed based on Integrity & Ethic with empathy, critical thinking, discovering the root cause, continuous learning, sharing, and value creating. Corporate culture is the highest principle for decision & actions of framework inside Caware.
3. Continuously improvement in R&D development, innovation, zero carbon footprint, stakeholders benefit & relationships, SOP management/optimization, organization and talent development, digital operation optimization, Customer relationship, the quality of product and service are all key controlled index in order to keep Caware everlasting and rolling the flying wheel continuously.

Sustainable Management

1. Caware is envisioned to be a sustainable corporate. The company governance is committed to cop authorities protocol, and to comply with ESG and CSR norms. The quality & innovation of product & service is guided by continuously improvement to drive for excellence and to address customer needs.
2. Caware believes with faith that the talents growing and legacy is the secret for everlasting corporate. Continuously training program and talents cultivation are always the key Caware's KPI. Value-added investment is Caware's insisting to realize the sustainable corporate development. The coming investing plan over budget US\$1M for new site establishment is also to realize Caware commitments and belief. The effect of coming investment is foreseen with 50% growing after implementation in 5 years.