



3303.TWO

2024 UNIVACCO EARNINGS CONFERENCE

Dec. 25, 2024

Outline

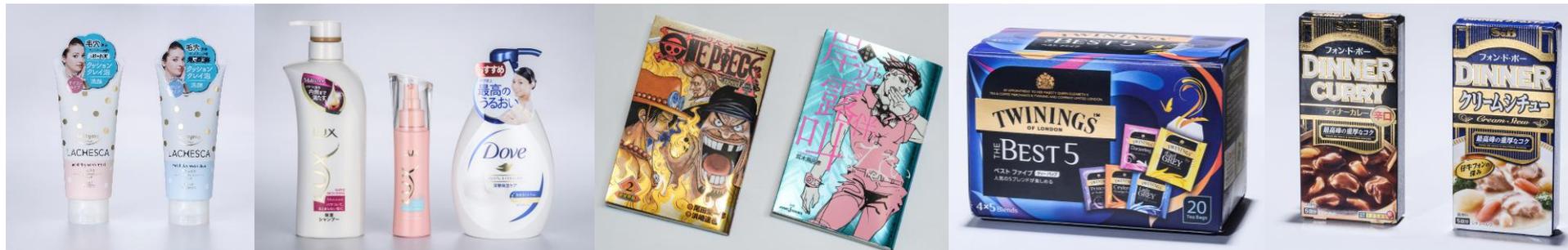
- About Univacco
- Operation Review
- Sustainability and Corporate Governance
- 2025 Outlook



These Well-Known Products



All Feature Univacco's Expertise in Embellishment



UNIVACCO Group

More than 30-year coating & vacuum metallizing expertise.



Taiwan Headquarters



Established in 1990 and listed in 2007, head-quartered in Tainan

Global Employees* 627

Manufacturing Sites* 6 (5 in Taiwan, 1 in China)

Sales Countries/Regions* Over 70 countries, serving more than 4,000 clients

Product Categories* Transfer Films(VC) 95%, Optical Films (OP) 5%

Automated Warehouse Center (Operational since March 2022)



Solar Panels Installed for On-Site Power Supply (Operational since April 2023)

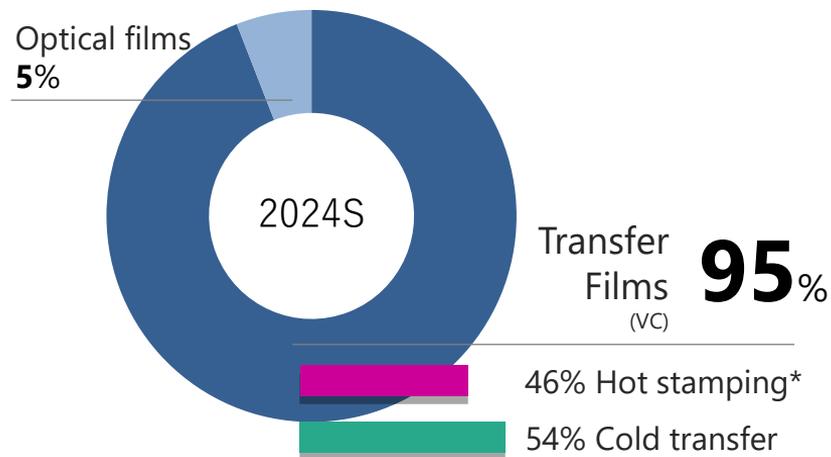


Group Revenue (2024 Q1-Q3)

Group Revenue NTD **2.277** billion 2024 Q1-Q3

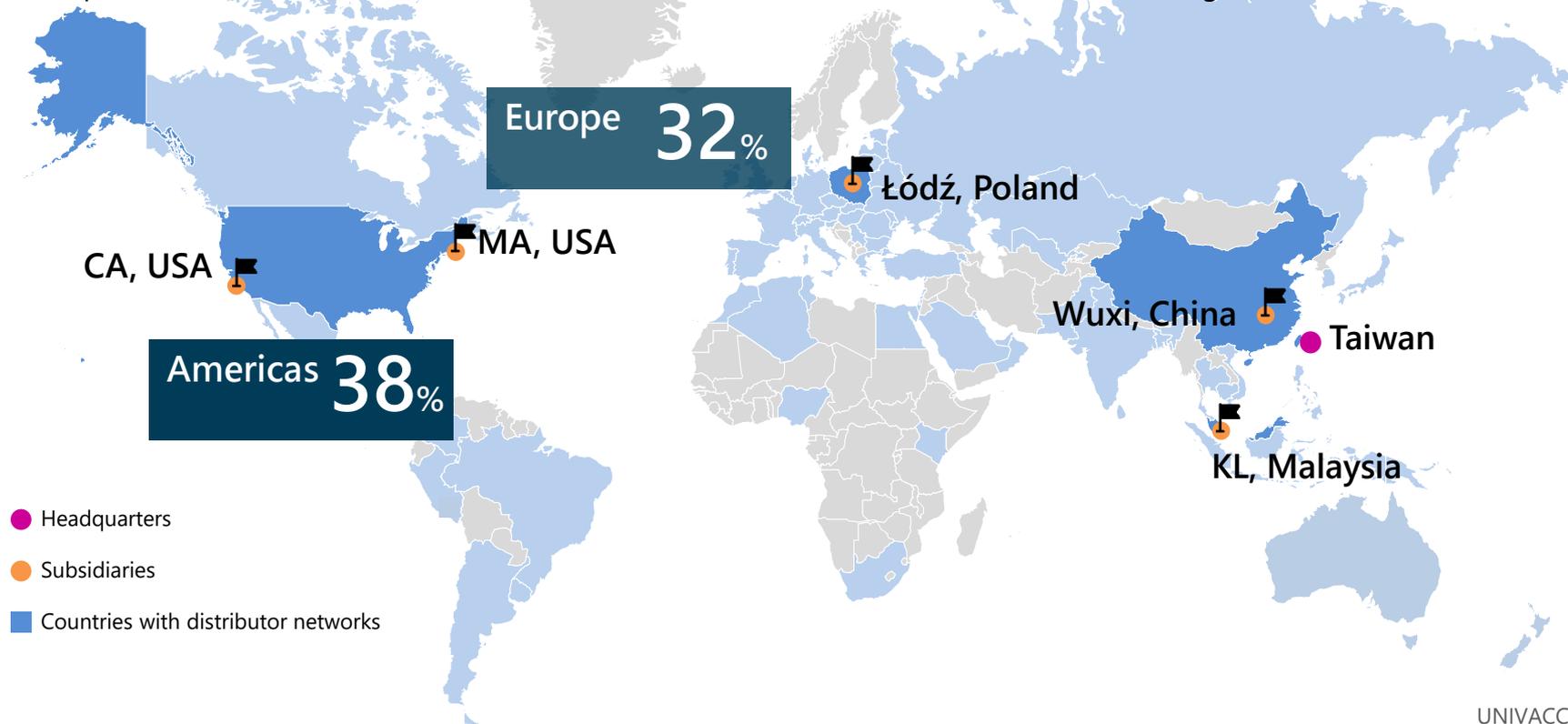


Group Revenue by Product



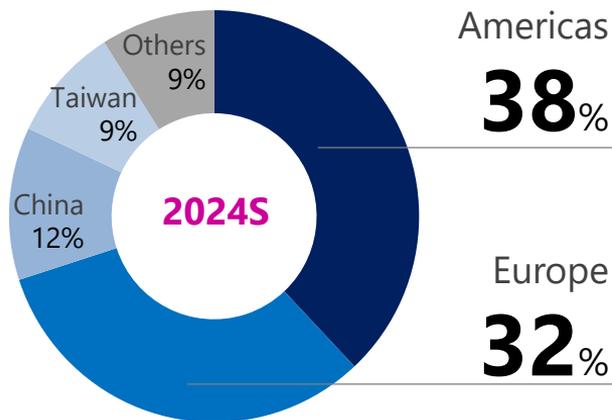
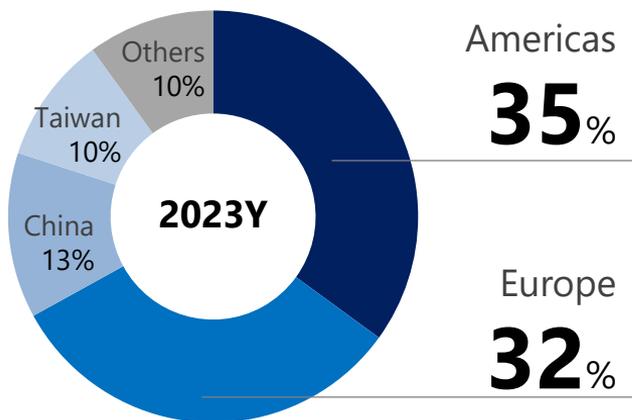
Worldwide Network

With 6 production sites, sales in over 70 countries, and more than 4,000 customers, we ensure global reach and robust service.

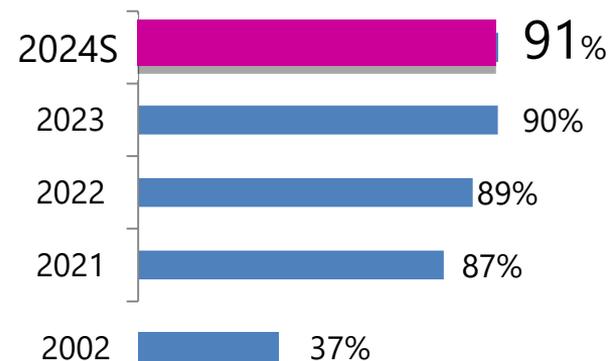


Group Revenue by Region

Group Revenue by Region



The Proportion of Exports



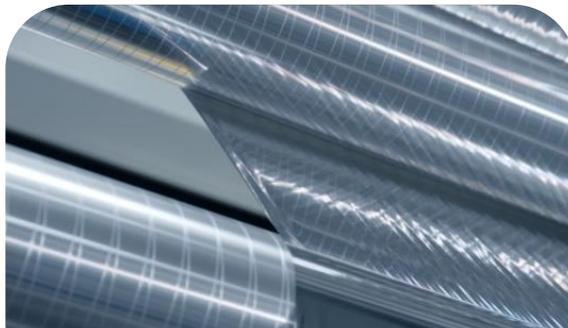
UNIVACCO

represents our core value

A global leading brand of hot stamping and cold transfer products.



Unique Chemical Formulas



Vacuum Metalizing



Coating Technology

Versatile Applications



- Greeting cards / Business cards
- Magazines / Books / Calendars
- Commercial Printing (Poster, Advertisement)
- Folding boxes (food & cosmetics etc.)
- Pressure sensitive labels
- Wet glue labels
- Artificial leather (Book cover etc.)
- Plastic tubes (toothpaste, face wash etc.)

Product Range

Transfer Films

Sales Distribution: 95%



- Hot stamping
- Cold Transfer
(Sheet Fed Offset/ Web Fed)
- Holographic Transfer
- Digital Transfer
- Function Transfer

Optical Films

Sales Distribution: 5%



- Medical Film
- OEM Coating Service
- PET Protective Film
- Adhesive SMD Cover Tape

Trusted by Leading Brands

Cosmetics and Fragrances

DIOR

GIVENCHY

HR
HELENA RUBINSTEIN

L'ORÉAL
PARIS

LANCÔME
PARIS

GIORGIO ARMANI

PUIG

Wine and Spirits

Hennessy
COGNAC

FRANCE 1743
MOËT & CHANDON
CHAMPAGNE

CHAMPAGNE
VICTOR & CHARLES

Casillero
del
Diablo

Food and Drink

FERRERO
ROCHER

Lindt
MASTER CHOCOLATIER
SINCE 1845

TOBLERONE

Nestlé

S&B

Hallmark

Commercial Prints

STARTO ENTERTAINMENT

Johnny's

Personal Care

Unilever

Dove

LUX

P&G

SK-II

Crest

Tide

KaO

Bioré

Johnson & Johnson

Awards and Honors



FSEA Gold Award

Y2024-1 Gold, 2 Silver Medals
 Y2023-1 Gold, 1 Silver Medals
 Y2022-1 Gold, 1 Bronze Medals
 Y2021-1 Silver, 1 Bronze Medals



Taiwan Excellence Award

Y2025-Holographic Cold Transfer
 Y2024-Hot stamping-OF Series
 Y2022-Hot stamping 705 new series
 Y2021-Toner transfer



The National Brand
 Yushan Award
 (2017-2020)



Potential Taiwan
 Mittelstnad
 Award(2017)



FINAT
 (2017)



Sun Cup Asia
 Label
 Awards(2016)



Executive Yuan
 Labor Committee-
 Friendly Workplace



Taiwan TrainQuali System

Taiwan Training Quality
 System (TTQS)
 Gold Award 2010



Healthy
 Workplace
 Certification

Excellence in Packaging/Label Design



FSEA Gold Leaf Award

As a manufacturer, we also deeply value **DESIGN**.

In 2024, under the Univacco name, we received **1 Gold and 2 Silver**. In total, using Univacco films, there were **5 Gold, 5 Silver, and 2 Bronze** awards.

Awarded for 14 consecutive years



Hot stamping



Narrow-web cold transfer
holographic gold

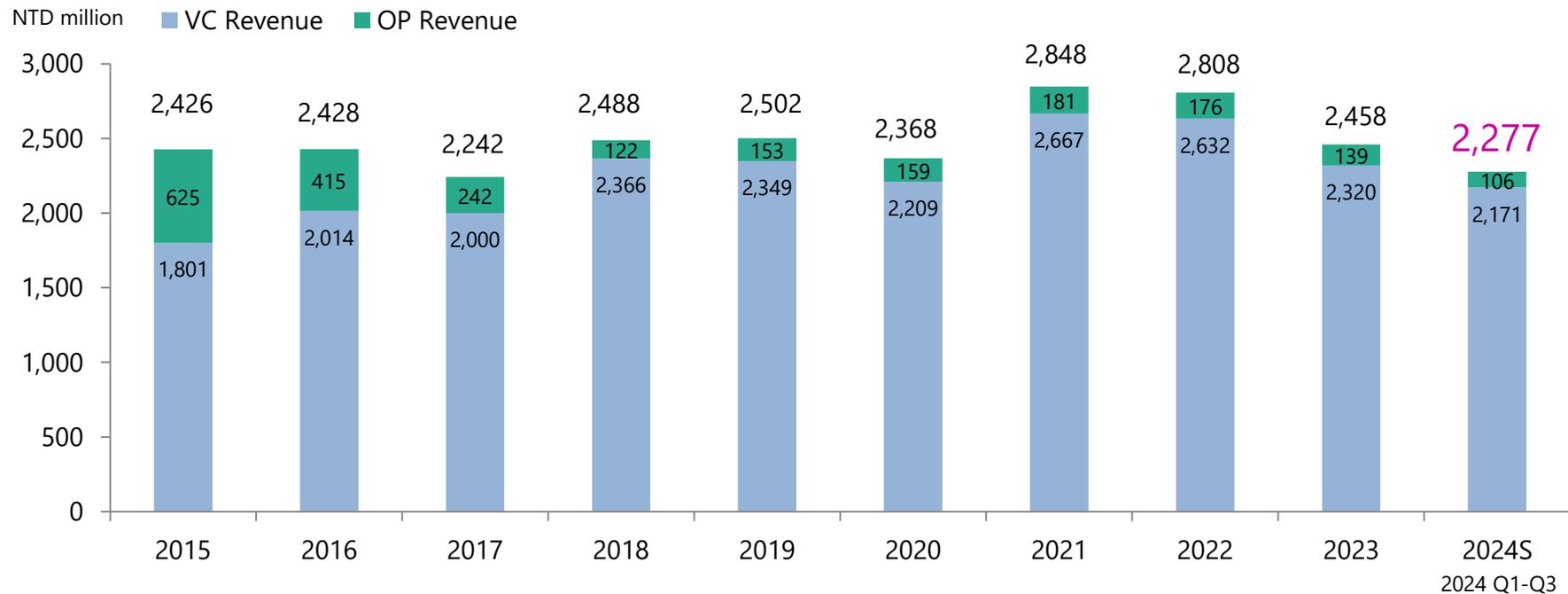


Narrow-web cold transfer-
matt gold

Operation Review

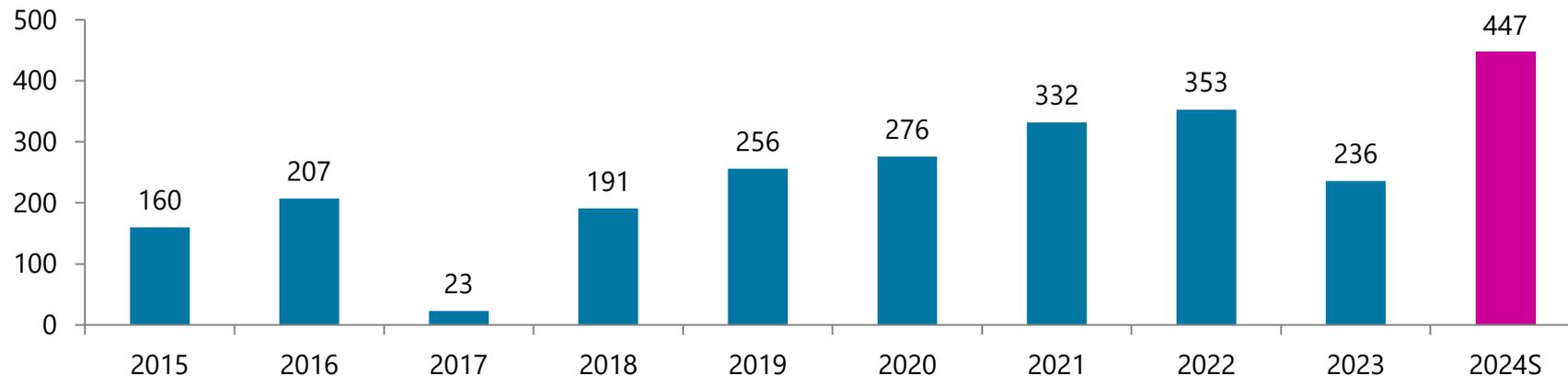


Consolidated Revenues



Consolidated Income BTAX

NTD million



VC	243	310	156	221**	256	276**	332**	353	236	447**
OP	(83)	(103)	(133)	(30)*	0	0	0	0	0	0

*Optoelectronic Films Business (OP) BU was officially merged into Transfer Film (Vacuum Coating Foils, VC) Business BU since July 1st, 2018, therefore the income before tax of OP in 2018 calculated to June 30th, 2018.

** Exclude non-recurring factors: a. Reversal of debt loss 62M in 2018

b. Provision of air pollution fee: 2020Y 85M, 2021Y 139M, 2024H 91M

VC Business Performance

Revenue

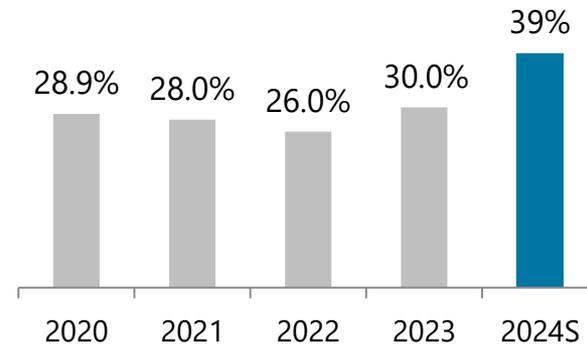
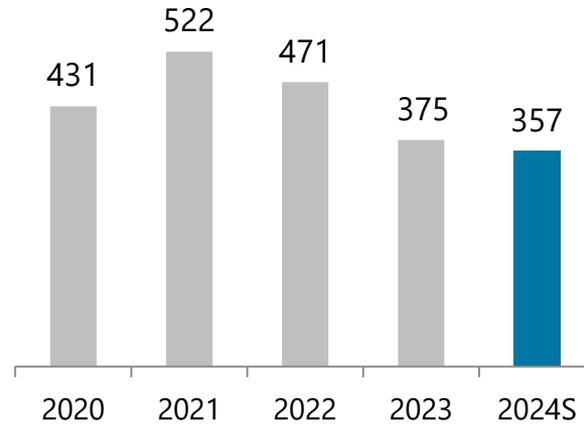
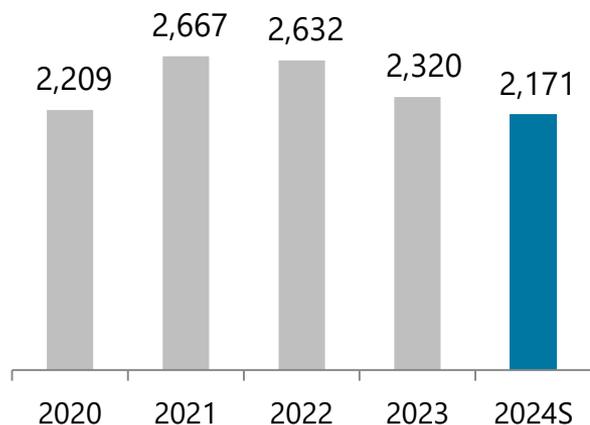
NTD million

Sales Quantity

Million m²

Gross Profit Margin

%



YoY (6%) 21% (1%) (12%)

(4%) 21% (10%) (20%)

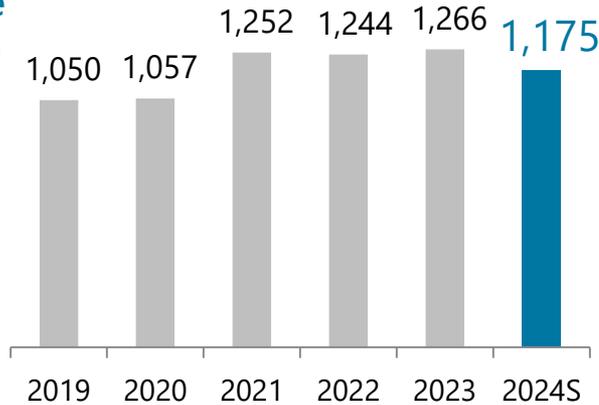
2021: A. Continuing growth in the Americas and China market. B. Pandemic easing, recovery of dairy consumption drives the packaging application.
 2022: A. Continuing growth in North American market. B. Q4: Clients adjusted the inventory & the market faces weakened demand due to inflation.
 2023: A. In H1, customers continued adjusting inventories, while weak demand persisted in the European and Chinese markets due to economic sluggishness.
 B. Strong order growth in the North American market.
 2024: A. Orders show signs of recovery. B. Continued expansion in the North American market, alongside an increased share of holographic products.

VC Business Performance

Niche Products - Cold Transfer

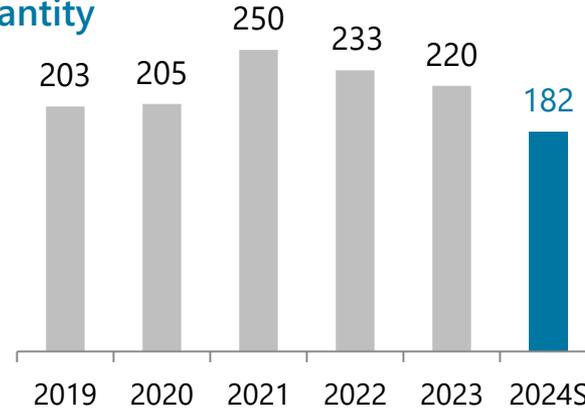
Revenue

NTD million



Sales Quantity

Million m²



YoY

2019	2020	2021	2022	2023	2024S
6%	1%	18%	(1%)	2%	

YoY

2019	2020	2021	2022	2023	2024S
3%	1%	22%	(7%)	(5%)	

Product proportion

2019	2020	2021	2022	2023	2024S
45%	48%	47%	47%	55%	54%

Shift in Orders: Successfully redirected orders from major U.S. printing houses.

Rising Market Demand: Customers are increasingly adopting eco-friendly cold transfer film as a replacement for laminates, particularly in packaging, which has led to higher sales of sheet-fed cold transfer film.

Consolidated Statement of Comprehensive Income - Annual

NTD thousand	2024S	2023S	YoY%
Operating revenue	2,276,695	1,807,989	26%
Gross profit from operations	888,190	526,783	69%
Gross profit margin	39.01%	29.14%	
Operating expenses	(461,929)	(376,524)	23%
Sales and marketing expenses	(158,213)	(114,100)	39%
General and administrative expenses	(207,569)	(182,811)	14%
Research and development expenses	(98,022)	(80,367)	22%
Expected credit impairment losses	1,875	754	149%
Operating income	426,261	150,259	184%
Margin from operating	18.72%	8.31%	
Non-operating income and expenses	(70,097)	20,201	-447%
Net foreign exchange result	26,162	27,382	-4%
Financial costs	(9,148)	(10,293)	-11%
Other gains and losses	(87,111)	3,112	-2899%
Income from continuing operations before income tax	356,164	170,460	109%
Income tax expenses	(70,850)	(30,149)	135%
Net income	285,314	140,311	103%
Net income attributable to non-controlling interests	5,238	580	
Net income attributable to stockholders of parent	280,076	139,731	
EPS (NTD)	2.98	1.49	



Consolidated Statement of Comprehensive Income - Quarterly YoY

NTD thousand	2024Q3	2023Q3	YoY
Operating revenue	872,865	663,976	31%
Gross profit from operations	344,064	215,957	59%
Gross profit margin	39.42%	32.52%	
Operating expenses	(176,567)	(135,343)	30%
Sales and marketing expenses	(62,860)	(40,648)	55%
General and administrative expenses	(78,747)	(64,238)	23%
Research and development expenses	(32,255)	(32,365)	0%
Expected credit impairment losses	(2,705)	1,908	-242%
Operating income	167,497	80,614	108%
Margin from operating	19.19%	12.14%	
Non-operating income and expenses	(1,194)	12,184	-110%
Net foreign exchange result	130	16,561	-99%
Financial costs	(2,987)	(3,661)	-18%
Other gains and losses	1,663	(716)	-332%
Income from continuing operations before income tax	166,303	92,798	79%
Income tax expenses	(33,938)	(18,889)	80%
Net income	132,365	73,909	79%
Net income attributable to non-controlling interests	4,401	105	
Net income attributable to stockholders of parent	127,964	73,804	
EPS (NTD)	1.36	0.78	

Consolidated Statement of Comprehensive Income - Quarterly QoQ



NTD thousand	2024Q3	2024Q2	QoQ
Operating revenue	872,865	758,482	15%
Gross profit from operations	344,064	313,849	10%
Gross profit margin	39.42%	41.38%	
Operating expenses	(176,567)	(148,479)	19%
Sales and marketing expenses	(62,860)	(52,274)	20%
General and administrative expenses	(78,747)	(66,942)	18%
Research and development expenses	(32,255)	(30,180)	7%
Expected credit impairment losses	(2,705)	917	-395%
Operating income	167,497	165,370	1%
Margin from operating	19.19%	21.80%	
Non-operating income and expenses	(1,194)	(84,979)	-99%
Net foreign exchange result	130	7,485	-98%
Financial costs	(2,987)	(2,890)	3%
Other gains and losses	1,663	(89,574)	-102%
Income from continuing operations before income tax	166,303	80,391	107%
Income tax expenses	(33,938)	(14,718)	131%
Net income	132,365	65,673	102%
Net income attributable to non-controlling interests	4,401	390	
Net income attributable to stockholders of parent	127,964	65,283	
EPS (NTD)	1.36	0.69	

Consolidated Balance Sheet

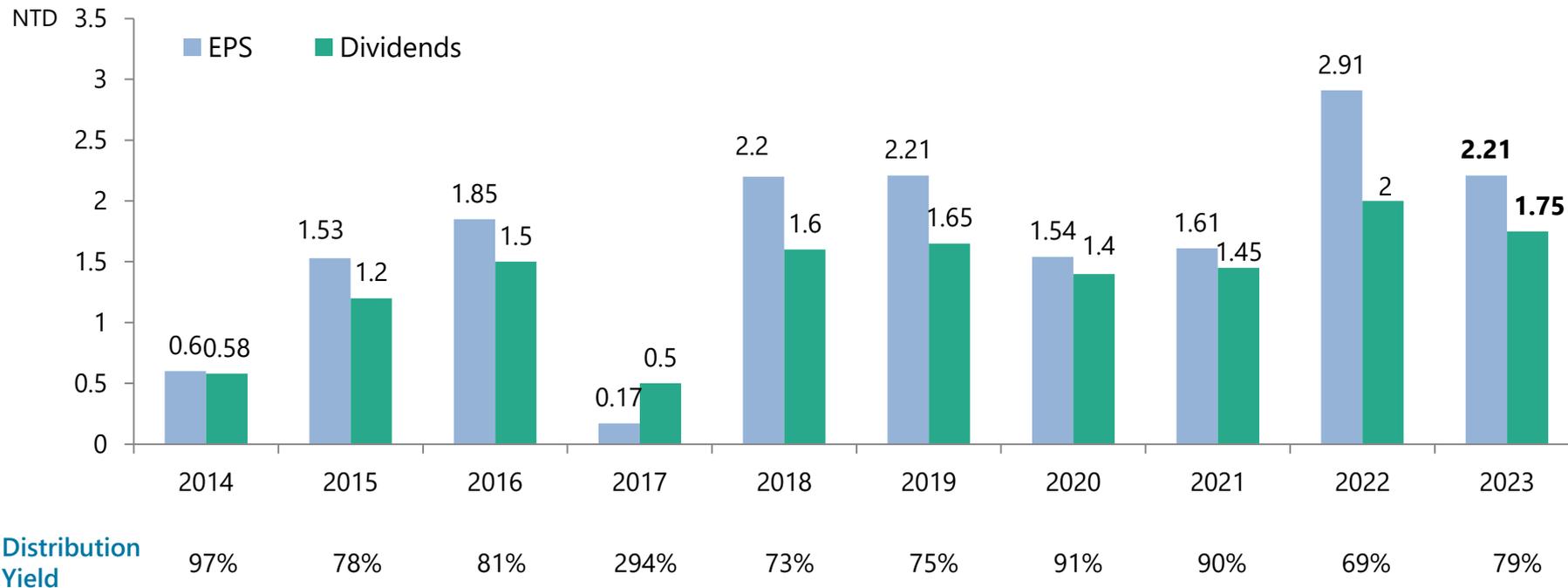


NTD thousand	Sep. 30, 2024	Dec. 31, 2023	Sep. 30, 2023
Assets			
Cash and cash equivalents	513,946	450,694	410,571
Accounts receivable, net	684,966	488,387	527,068
Inventories, net	561,217	444,263	439,802
PPE/ Intangible/ Right-of-use assets	1,329,576	1,363,632	1,394,654
Other assets	337,395	342,405	315,297
Total assets	3,427,100	3,089,381	3,087,392
Liability & Equity			
Current borrowings/ Long-term loans	581,059	595,526	675,720
Accounts payable	585,751	383,111	344,866
Other Liabilities	136,027	139,313	149,080
Total liabilities	1,302,837	1,117,950	1,169,666
Capital	940,906	940,906	940,906
Total equity	2,124,263	1,971,431	1,917,726
Debt ratio	38.0%	36.2%	37.9%
Book value per share (NTD)	22.58	20.95	20.38

Consolidated Statement of Cash Flow

NTD thousand	2024S	2023Y	2023S
Net cash flow from operating activities	308,136	440,698	269,382
Net cash (used in) investing activities	(65,979)	(160,696)	(131,325)
Net cash (used in) financing activities	(196,768)	(264,974)	(180,029)
Impact of Exchange rate	17,863	(10,168)	6,709
Net increase (decrease) in cash and cash equivalents	63,252	4,860	(35,263)
Cash and cash equivalents at end of period	513,946	450,694	410,571
Depreciation and amortization (including right-of-use assets)	114,998	148,438	111,391
Depreciation from right-of-use assets	15,635	18,988	13,823

Dividends Distributed for 12 Consecutive Years





Sustainability



Univacco Receives Silver Medal from EcoVadis for 2024, Ranking in the **Top 15%**

EcoVadis evaluates over 2,000,000 companies from more than 180 countries across 220 industries.

Univacco ranks within the top 15% of the 130,000 award-winning companies.

The Silver Award for 2024 represents companies in the top 15%, with a more stringent selection process compared to previous years' Silver Award criteria, which applied to the top 25%.

EcoVadis is a globally recognized corporate sustainability rating organization that assesses companies' performance in four key areas: environment, labor and human rights, business ethics, and sustainable procurement.

Meet Sustainable Development Goals

Univacco is committed to the 2030 Agenda for Sustainable Development and actively supports the United Nations' 17 Sustainable Development Goals (SDGs) within its operational model and value chain.

- In 2023, the Corporate Sustainability Committee identified **8 SDGs** as key focus areas for Univacco's future development.



Release ESG Report since 2013

Released ESG reports annually since 2013 for a consecutive 11 years.



Producing Sustainably



RECYCLABLE



COMPOSTABLE



SAFE & HAZARD-FREE

Substrates decorated with Univacco's film

- leave **No PLASTIC residue**
- are **Deinkable / Repulpable** (Verified by **INGEDE**)

- Substrates decorated with Univacco's film are **Compostable**. Verified by **DIN CERTCO** certification
European Standard : **EN 13432**
North America Standard: **ASTM D6400**
- The Aluminum Layer is Incredibly Thin



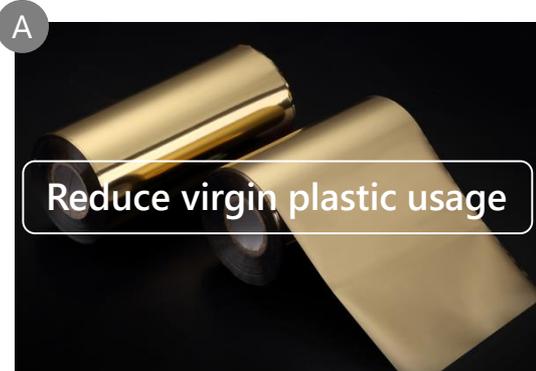
ISO 9001:2015 - Quality Management System
ISO 45001:2018 - Occupational Health and Safety Management Systems
ISO 50001:2018 - Energy Management System Standards
ISO 14001:2015 - Environmental Management Standards
ISO 14064-1:2018 - Greenhouse Gas Verification
ISO 14067:2018 - Product Carbon Footprint Verification
ISO 27001:2013 - Information Security Management System
IECQ QC080000:2017 - Hazardous Substance Process Management System



Environment

Environment - Green Product Design and Sustainability

Eliminate Carbon Emissions



Using Low-Carbon PET Carriers

- Reduces carbon emissions by approximately 6%



Recycled PET Film

- 100% recycled PET from 100% recycled bottle
- Reduces carbon emissions by approximately 30%



Chemical recycling

Transforming used films into resin and incorporating it into the new transfer films coating formula to produce recycled films.



Social Responsibility Engagement



Sponsorship in Sports

National U20 Pole Vault Record Holder LIN, TSUNG-HSIEN.



Sponsorship in Education

Sponsor to North Tainan of Taiwan Fund for Children and Families for **20** years.



Governance



Information disclosure transparency

Report disclosure compliance with GRI 2021, TCFD, and SASB, and type 1 of AA1000 Assurance Standard



Set up a Corporate Sustainability Committee

Establish a Corporate Governance Director to assist in strengthening the functions of the board of directors



Certified with Information Security Management System **ISO 27001**



Percentage of reducing major risk items' level

82%



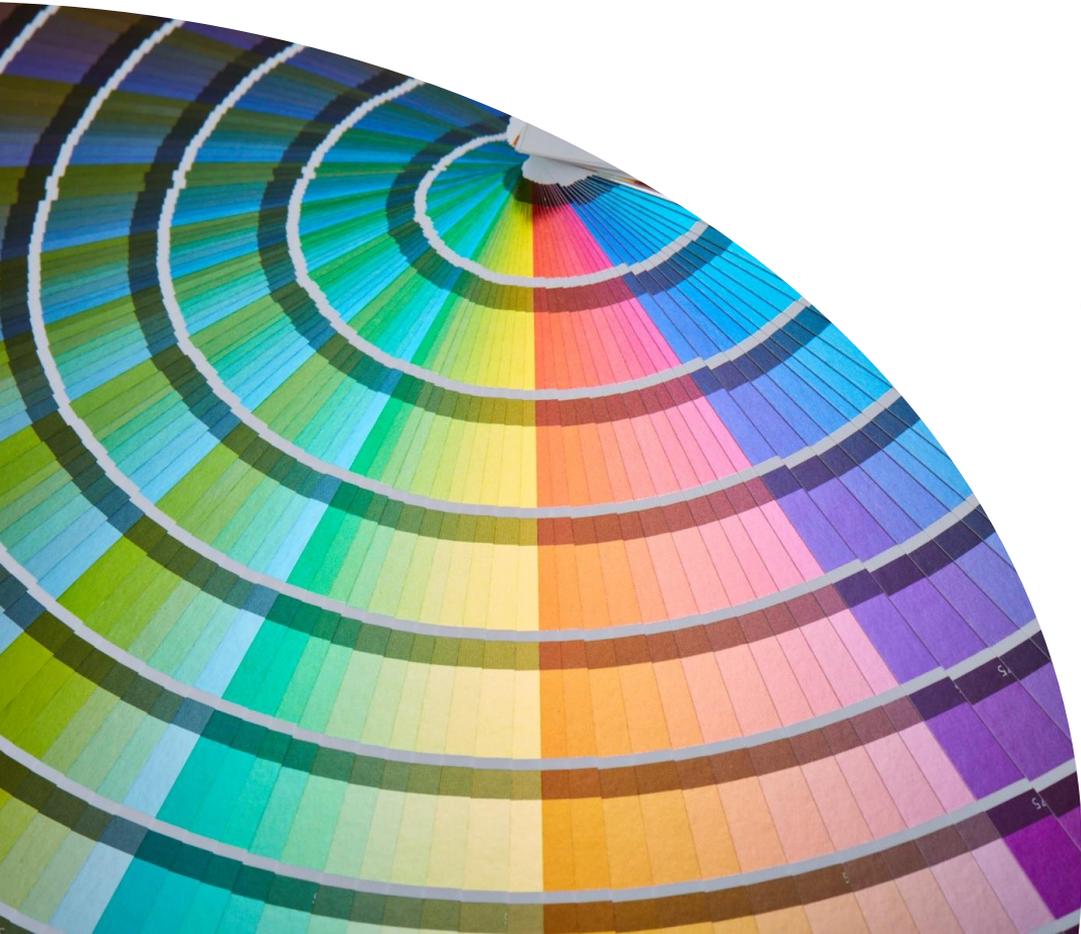
Verified by a third-party for the **IECQ QC 080000**

Hazardous substance process management system



Corporate Governance Evaluation

- Ranked in **the top 6-20%** in 2023
- In the category of market capitalization under 5 billion NT dollars, ranked in **the top 2-10%**

A large, colorful color wheel or fan chart is positioned on the left side of the slide. It consists of numerous concentric rings of color swatches, transitioning through a full spectrum of colors from red to purple. The wheel is partially cut off on the left edge.

2025 Outlook

Leveraging North America's Success to Expand into Europe



2024 Drupa: Sustainability Day



Disclaimer Statement

The presentation and information provided herein (the “Document”) contain forward-looking statements, which are not financial forecasts. These may include, but are not limited to, statements about the Company’s future business activities, events, or developments. The content is based on the Company’s assumptions about future operations. However, external factors such as political, economic, and market conditions, as well as any force majeure events, are beyond the Company’s control and could cause actual results, performance, or achievements to differ materially from those expressed or implied in the Document.

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