

**UNIVACCO**

3303.TWO



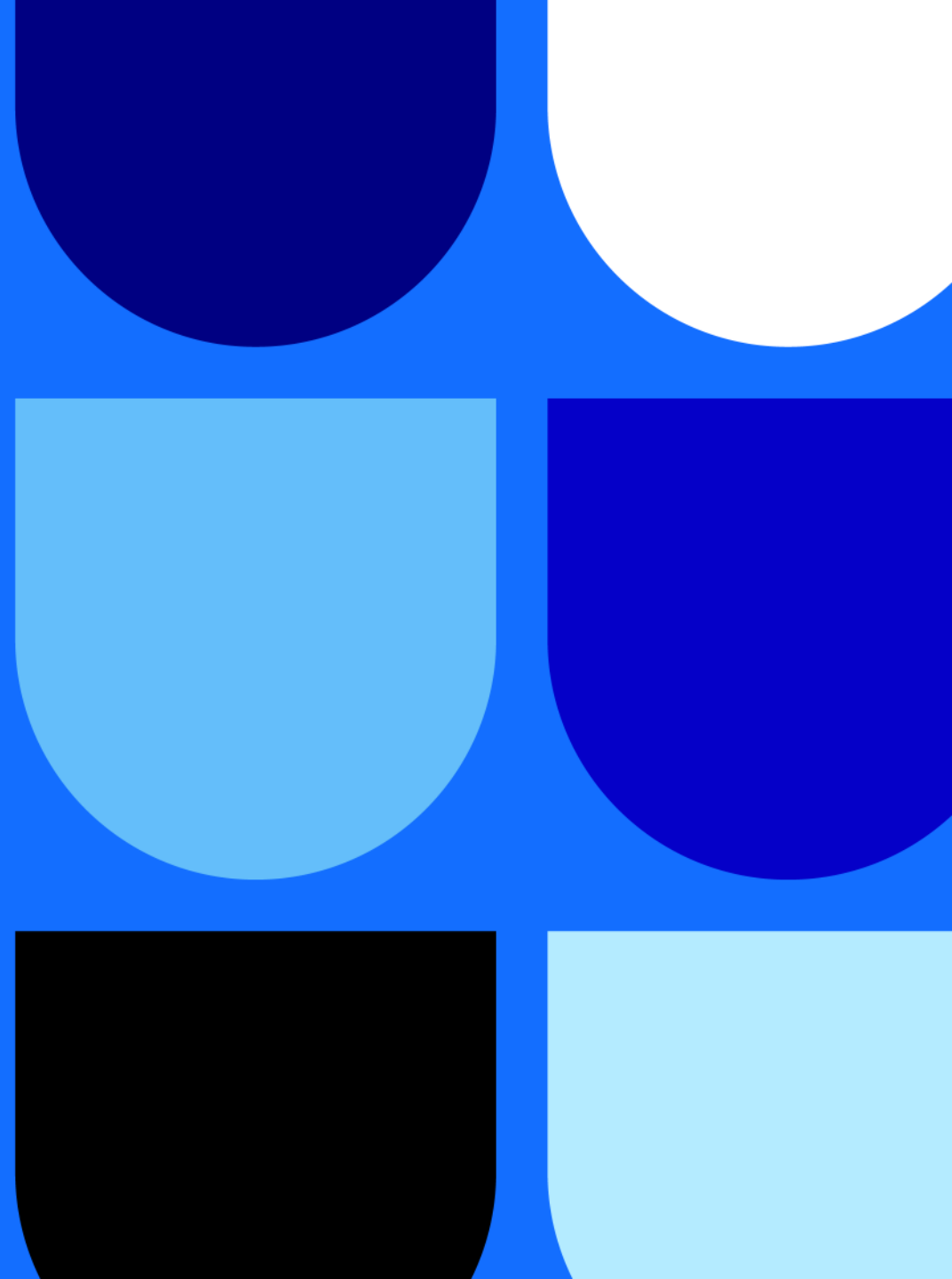
**2026 UNIVACCO  
Investor Conference**

May 4, 2026

- About Univacco
- Operating Results
- Sustainability Achievements
- 2H 2026 Outlook



# About Univacco



# 35 Years of Excellence Now a Top 2 Global Manufacturer of Transfer Films

Founded

1990

Headquarters

Taiwan

Listed on TPEX

2007

Corporate Governance  
Evaluation System

Top 6-20%

Global Employees

590+

Production Sites

5

locations

Market Reach

70+

countries/regions

Customer Base

4000+

clients

# Univacco is the world's choice for decorative transfer solutions.

Across multiple industries, premium brands use our materials to highlight the value of their products.

Book Covers



Perfumes



Food, Drink & Confectionary



Greeting Cards & Printed Media



Personal Care



Trading Cards



Cosmetics



Wine, Beer & Spirits



# Trusted by Global Top-Tier Brands



## Beauty & Cosmetics

DIOR

GIVENCHY

HR  
HELENA RUBINSTEIN

L'ORÉAL  
PARIS

LANCÔME  
PARIS

GIORGIO ARMANI

PUIG

## Luxury Spirits

Hennessy  
COGNAC

FRANCE 1743  
MOËT & CHANDON  
CHAMPAGNE

CHAMPAGNE  
VICTOR & CHARLES

Casillero  
del  
Diablo

## Food & Confectionery

FERRERO  
ROCHER

Lindt  
MASTER CHOCOLATIER  
SINCE 1845

TOBLERONE

Nestlé

S&B

Hallmark

STARTO ENTERTAINMENT

Johnny's

## Personal Care/FMCG

P&G

Unilever

Dove

LUX

SK-II

Crest

Tide

KaO

Bioré

Johnson & Johnson

商業印刷

# Three Technical Moats

The perfect synergy of our three core technologies produces high-quality transfer films and defines the origin of the UNIVACCO brand.



## Unique Formulations

In-house R&D capabilities continuously pushing the boundaries of sustainable materials and functional coatings.



## Vacuum Metallizing

High-standard process control ensures stable and consistent performance for large-area vacuum metallization.



## Coating

Advanced multi-layer coating technology and high precision create superior visual effects.



# Award-winning excellence: A testament to our leadership in product design and technology.



Sheet-fed Cold Transfer – Lite Series



Sheet-fed Cold Transfer – Holographic



Hot Stamping Foil – Overprintable



The National Brand Yushan Award



Potential Taiwan Mittelstnad Award



FINAT



Sun Cup Asia Label Awards



Executive Yuan Labor Committee-Friendly Workplace



Taiwan TrainQuali System

Taiwan Training Quality System (TTQS) Gold Award



Healthy Workplace Certification

# 15 Consecutive Years of Global Industry Gold Awards: A proven track record of differentiated competitiveness and market value.

Achieved 4 Gold and 1 Silver awards in 2025.



熱燙箔粗糙紙應用



平版冷燙箔應用

雷射平版冷燙箔應用

雷射平版冷燙箔應用

# Global Exhibitions: Our Strategy for Customer Acquisition, Branding, Market Insights, and Competitive Analysis.



DRUPA @Germany



RosUpack @Russia



Paris Packaging @Paris



Label Expo Americas



Label Expo Europe



Amplify Embellishment @US



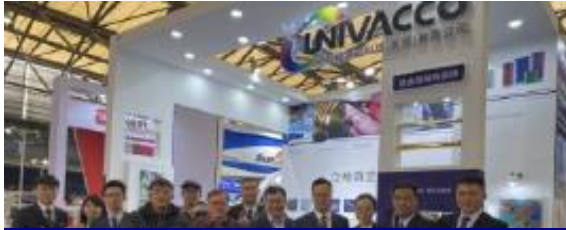
Luxe Pack @Monaco



IGAS @Japan



All in Print @China



Label Expo Asia



Label Expo Southeast Asia



# Operating Results

# Product Range



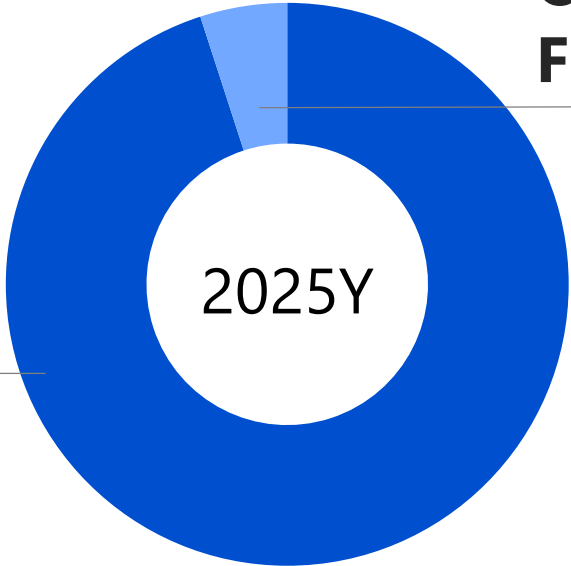
**Transfer Films** 95%\*



42% Hot stamping & others



58% Cold transfer



**Optical Films** 5%\*



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

\* Percentage of Revenue



# 2025 Income Statement Highlights

- **Revenue Milestone:**  
Driven by the focus on VC development, Group Revenue returned to the NT\$3 billion level, marking a significant breakthrough after 13 years.
- **Profitability:**  
EPS continues its strong momentum, achieving record-breaking highs for two consecutive years.

Revenue		Net Income		EPS	
2024	2025	2024	2025	2024	2025
NT\$ 2.993B	NT\$ <b>3.007B</b>	NT\$ 374M	NT\$ <b>436M</b>	NT\$ 3.90	NT\$ <b>4.57</b>



# 2025 Income Statement Highlights

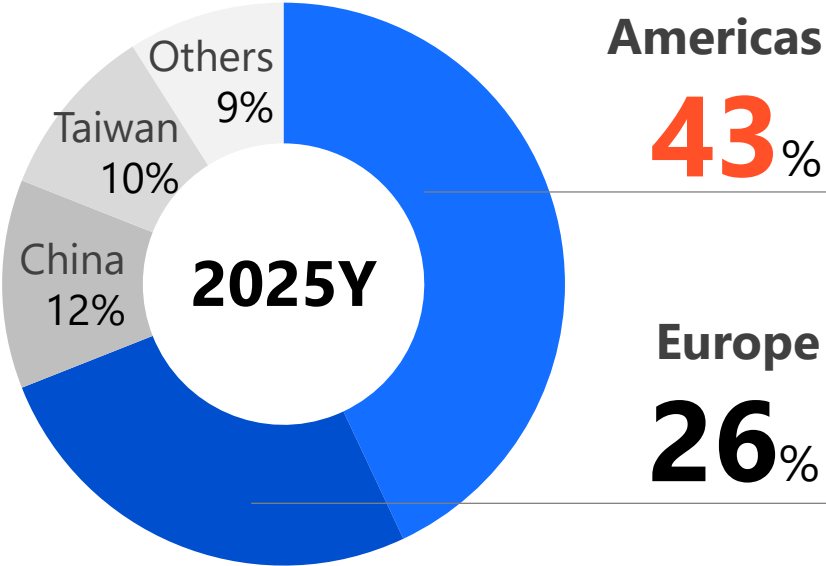
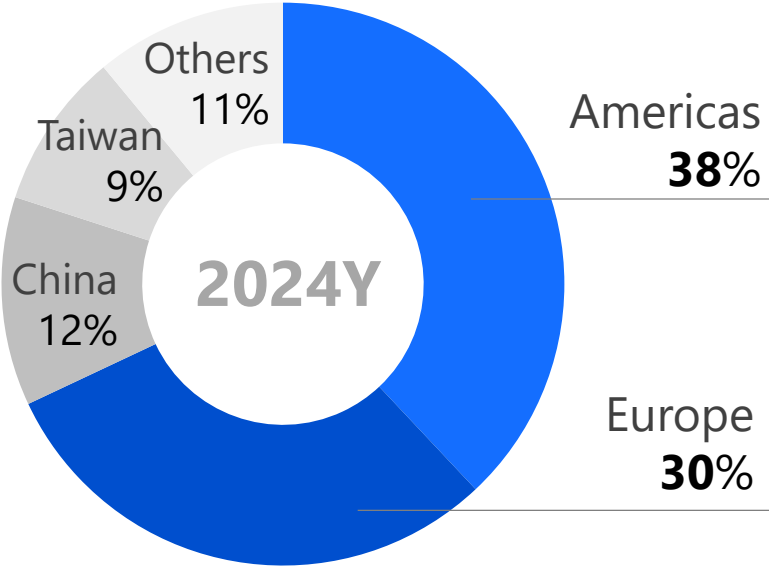
- **Gross Margin:** Impacted by **US tariff** hikes with a slight dip, but maintained overall high performance throughout the year.
- **Operating Expenses:** Higher OPEX year-over-year due to the official commencement of operations at the **Poland subsidiary**, compared to the 2024 ramp-up period.
- **Non-operating Items:** Gains on disposal of **Wuxi facility** recognized in Q3 2025.

Margin		Operating Expense		Non-operating gain & loss	
2024	2025	2024	2025	2024	2025
38.5%	<b>37.53%</b>	NT\$ 623M	<b>NT\$ 662M</b>	NT\$ -71M	<b>NT\$ 105M</b>



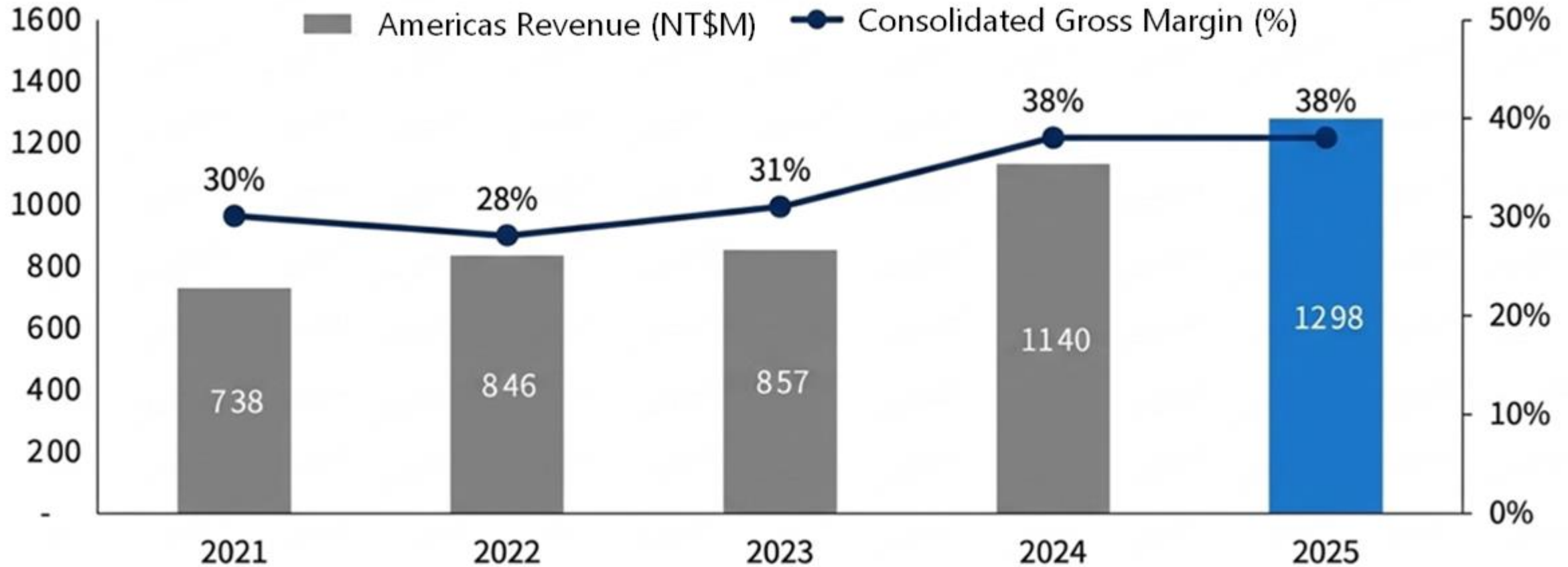
# Group Revenue Breakdown by Region: 2024–2025

**The Americas market** now accounts for over 40% of total revenue, emerging as a primary growth engine for the Group.



# Strategic Focus: Growth Drivers in the Americas

An increased share of direct sales has effectively boosted the Group's consolidated gross margin.



# 2025 Balance Sheet Highlights

**Cash Position:** Strong cash reserves following the disposal of the Wuxi plant, with Vietnam CAPEX scheduled for future phases.

**Inventory Management:** Inventory levels adjusted for the Poland subsidiary's operations, ensuring stable supply despite longer shipping lead times.

## Cash and cash equivalents

2024	2025
NT\$ 752M	NT\$ <b>964M</b>

## Inventories

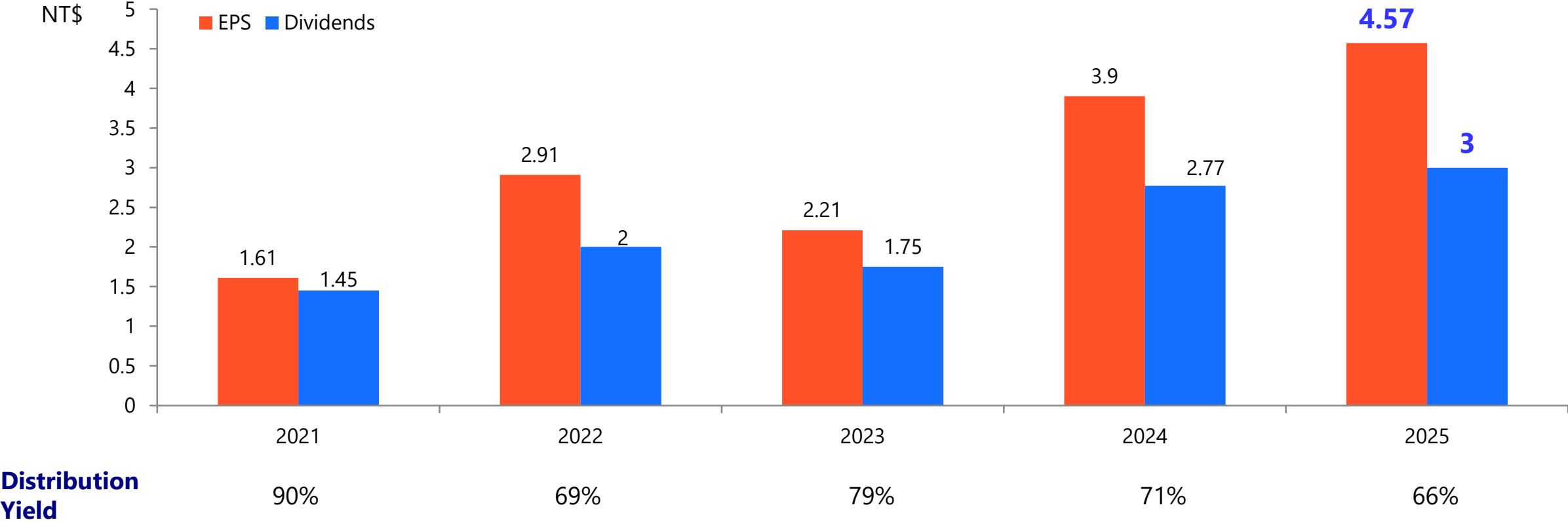
2024	2025
NT\$ 644M	NT\$ <b>794M</b>



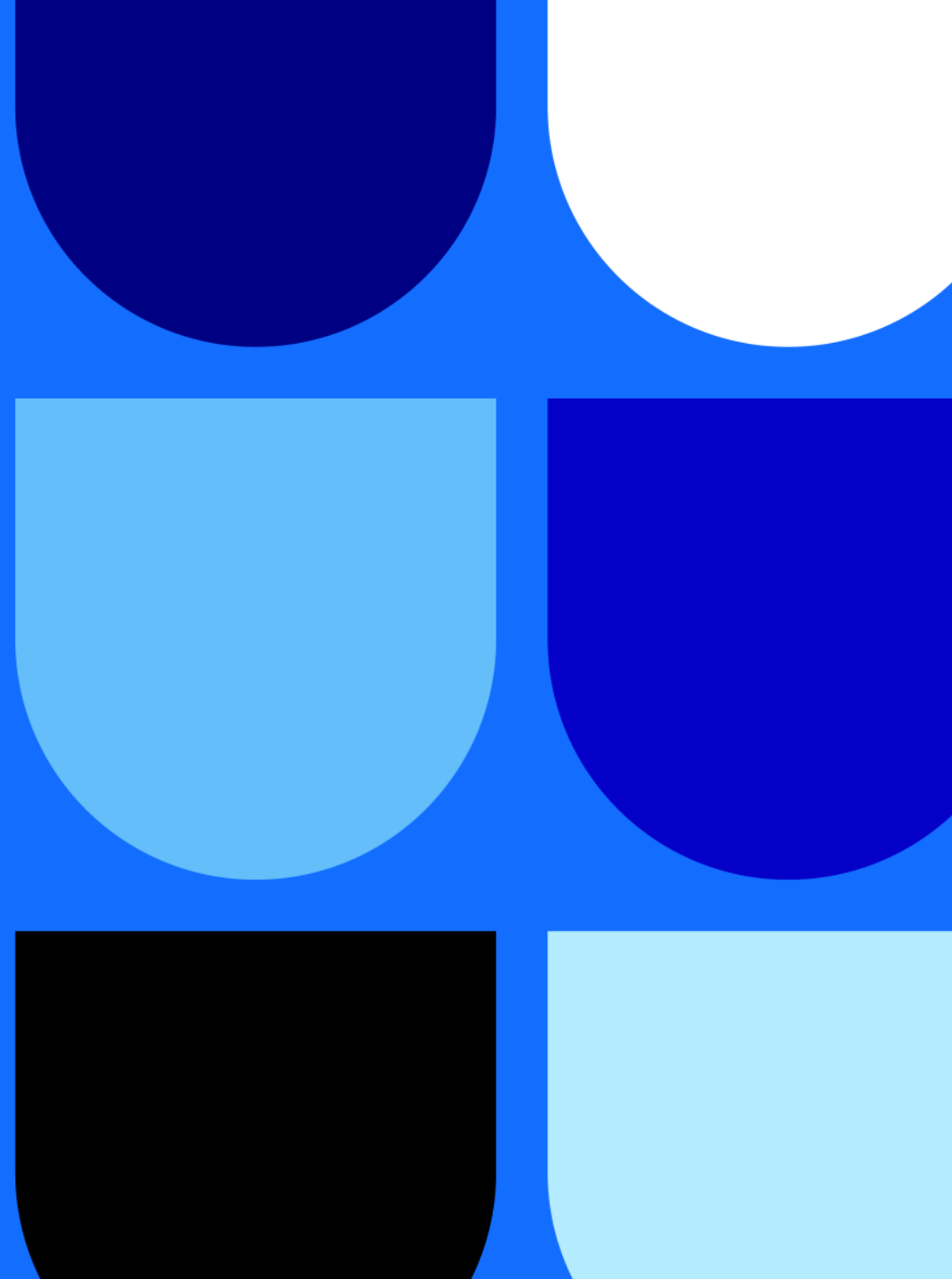
# Dividend Distribution Highlights

UNIVACCO has maintained a stable dividend policy with **14 consecutive years of cash distributions**. **2025 payout hit a historic high of NT\$3/share**.

The dividend payout ratio reflects strategic reserves for future CAPEX.



# **Sustainability Achievements**



# ESG Reportst: Driving Sustainable & Structural Growth

- 12 Consecutive Years of Sustainability Reporting (since 2013).
- A proven track record of fulfilling our corporate social responsibility



# Structural Growth Opportunities Driven by ESG Trends

Through eco-friendly material technologies and international certifications, UNIVACCO has established high entry barriers for premium brand supply chains. We hold a competitive edge in stable growth and high-value creation within the ESG landscape.

## RECYCLABLE

Substrates decorated with Univacco's film

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



## COMPOSTABLE

- 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



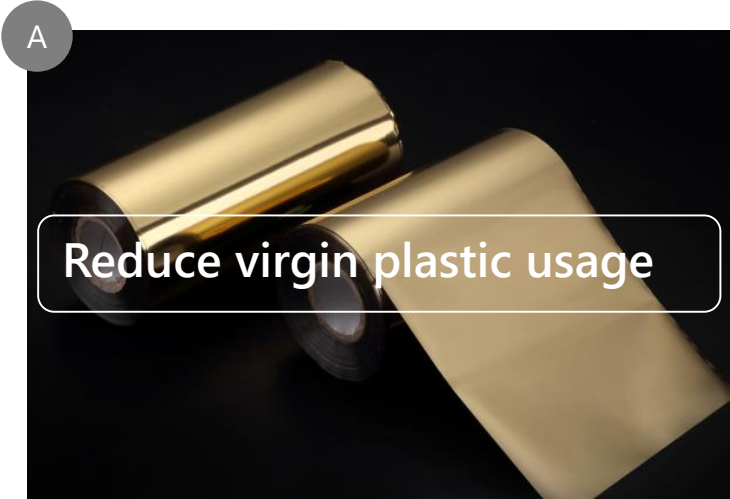
## SAFE & HAZARD-FREE

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



# Evolving from "3R" to "Low-Carbon Competitiveness."

By integrating low-carbon materials and circular recycling technologies, UNIVACCO is building a green materials advantage characterized by both cost efficiency and high technical barriers. This strategy strengthens our long-term growth momentum within the global ESG supply chain.



**Reduce virgin plastic usage**

**Using Low-Carbon PET Carriers**

- Reduces carbon emissions by approximately 6%



**Increase recycled plastic usage**

**Recycled PET Film**

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



**Closed-loop recycling**

**Chemical recycling**

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

# Bold brands deserve a bright future

We know that the packaging industry can be unsustainable, and we're trying to change that. By proactively searching for new solutions, we make sure our supply chains, industries and planet stay vibrant.

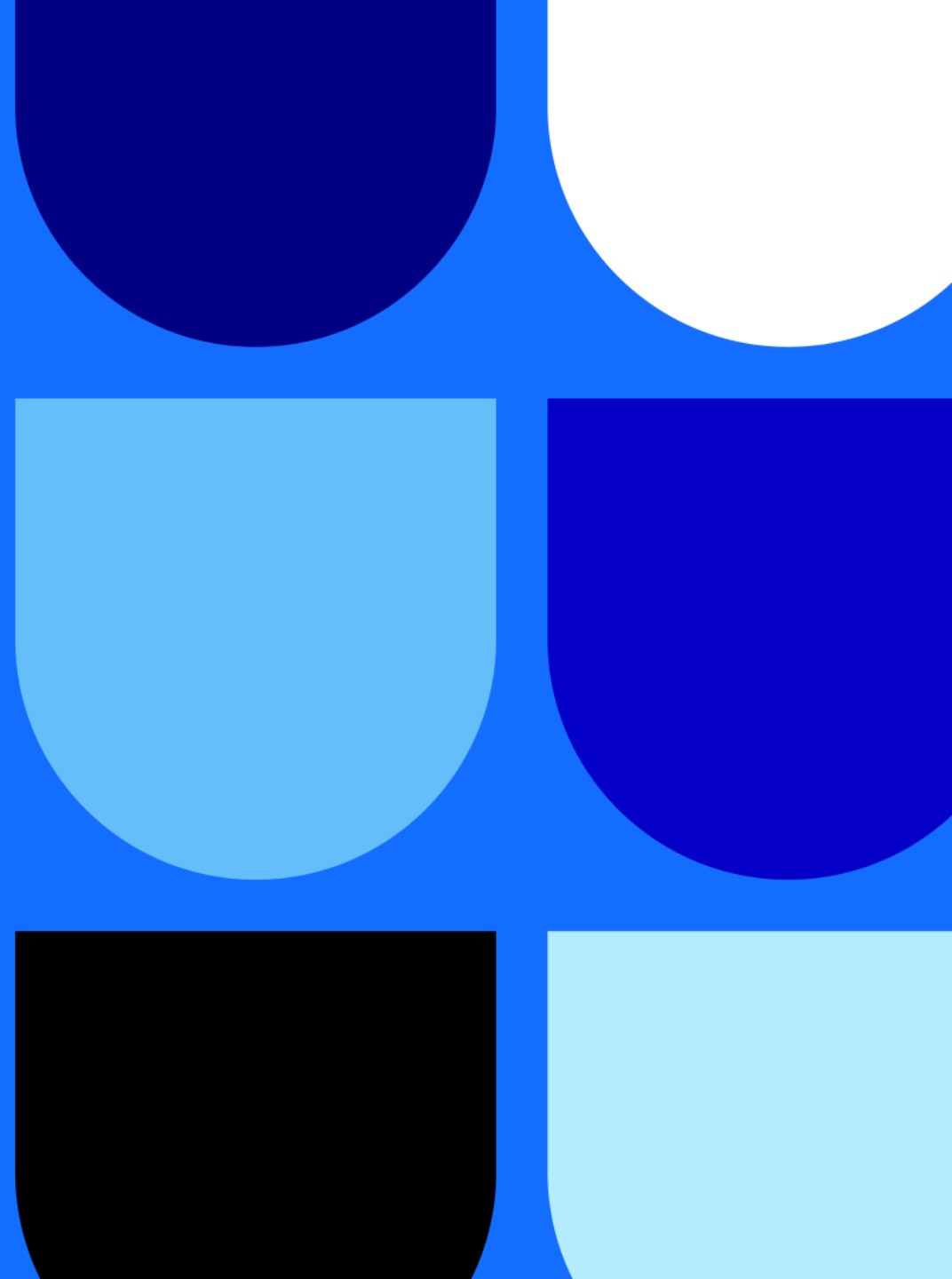
The logo for ecoVadis, featuring the word "ecoVadis" in a dark grey sans-serif font. The letter "V" is stylized with a green leaf-like shape integrated into its upper right curve. The background of the entire slide is a soft-focus image of tall green grass under a bright, hazy sky.

We've been awarded silver Ecovadis rating, putting us in the top 16% of companies for sustainability.



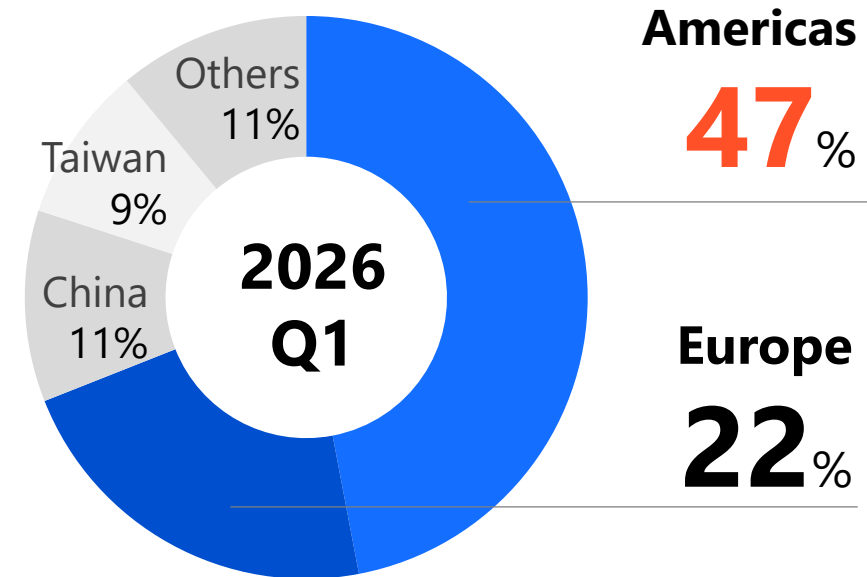
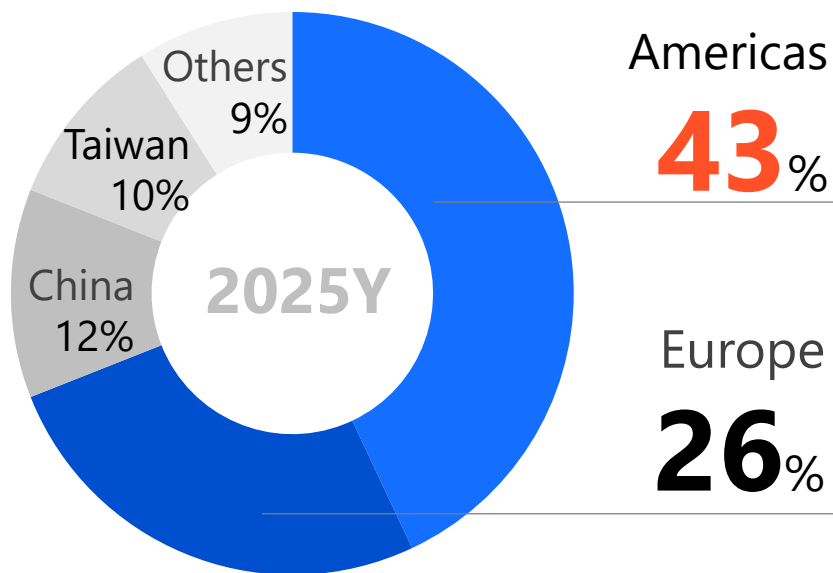
We won the 2025 If Design Award by creating polo shirts using recycled hot stamping foil and plastic bottles

# 2H 2026 Outlook



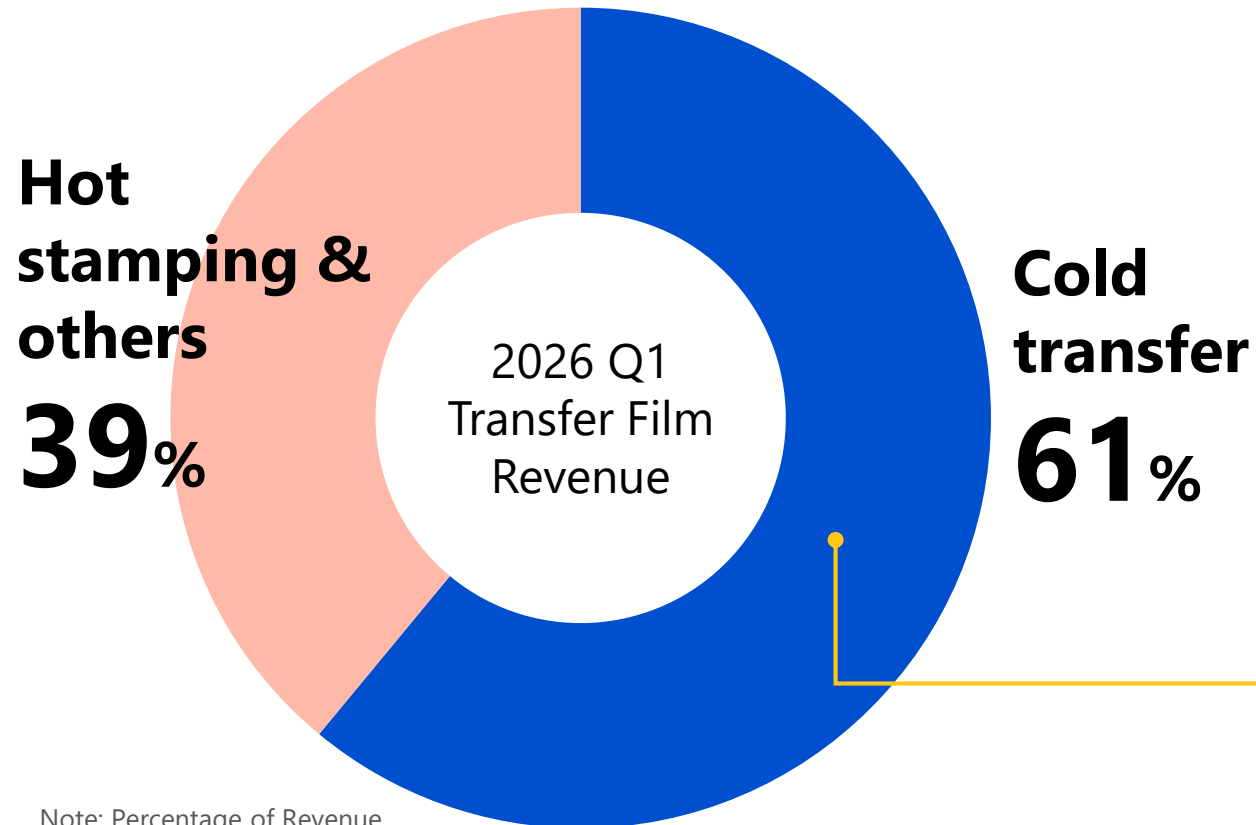
# Regional Revenue Analysis: 2026 Q1

- Revenue contribution from **the Americas** continues to hit new highs, reaching **47%** in 2026 Q1.
- Propelling Q1 consolidated revenue to **a historic high of NT\$775M**.



# Cold Transfer revenue contribution exceeded 60% in 2026 Q1

2026 Q1 Revenue Mix:  
VC (Vacuum Coating) 95% | OP (Optical Films) 5%



Note: Percentage of Revenue

Market Penetration: **Cold Transfer** grew from 48% to 61% (2021–2026Q1); **Holographic** solutions are driving structural margin optimization.

# Global Reach

With **5** production sites, our products are sold in over **70** countries, serving more than **4,000** customers worldwide.

## North America

Revenue share exceeding 40%  
A high-margin market delivering sustained performance.

## Europe

Poland Hub: Launched in 2025 to penetrate German-speaking markets and strengthen our European distribution footprint.

## Asia

New Manufacturing Site in Vietnam: Leveraging cost advantages and tariff incentives to establish a strategic shield.

Subsidiary  
CA, USA

Subsidiary  
MA, USA

Subsidiary  
Poland

Headquarters  
Taiwan

Subsidiary  
Malaysia

Subsidiary  
Wuxi, China

Subsidiary (In Progress)  
Vietnam



# 2H 2026 Outlook

## North America

### Resilient Orders, Persistent Growth Momentum

Our "UNIVACCO" brand expansion has yielded positive results. **Despite recent gross margin headwinds from tariffs and the U.S.-Iran conflict, we have initiated price adjustments to mitigate these impacts and stabilize our margin performance.**

## Europe

### Poland Subsidiary & Distributor Synergy: Deepening Service Excellence

Leveraging our successful expansion experience in North America, we are accelerating the Poland subsidiary's engagement with major accounts in the DACH region. Having secured several target client orders recently, we will continue working with established distributors to enhance localized service and fuel growth in the second half of the year.

## Vietnam

### Leveraging Cost Advantages to Drive European Growth

Our Vietnam subsidiary will serve as the Group's primary overseas manufacturing hub. By leveraging preferential tariffs, lower production costs, and a robust labor force, we will enhance our competitiveness in international markets. Mass production is scheduled to commence in 1H 2027.

## China

### Strategic Pivot: Transforming Subsidiaries from Manufacturing to Distribution

Shifting toward a distribution model optimizes fixed costs and enhances client engagement. Momentum from long-term brand partnerships is now materializing, poised to drive significant performance gains in the second half of the year.

# 2H 2026 Outlook

## North America

### Resilient Orders, Persistent Growth Momentum

Our "UNIVACCO" brand expansion has yielded positive results. **Despite recent gross margin headwinds from tariffs and the U.S.-Iran conflict, we have initiated price adjustments to mitigate these impacts and stabilize our margin performance.**

## Europe

### Poland Subsidiary & Distributor Synergy: Deepening Service Excellence

Leveraging our successful expansion experience in North America, we are accelerating the Poland subsidiary's engagement with major accounts in the DACH region. **Having secured several target client orders recently, we will continue working with established distributors to enhance localized service and fuel growth in the second half of the year.**

## Vietnam

### Leveraging Cost Advantages to Drive European Growth

Our Vietnam subsidiary will serve as the Group's primary overseas manufacturing hub. By leveraging preferential tariffs, lower production costs, and a robust labor force, we will enhance our competitiveness in international markets. Mass production is scheduled to commence in 1H 2027.

## China

### Strategic Pivot: Transforming Subsidiaries from Manufacturing to Distribution

Shifting toward a distribution model optimizes fixed costs and enhances client engagement. Momentum from long-term brand partnerships is now materializing, poised to drive significant performance gains in the second half of the year.

# 2H 2026 Outlook

## North America

### Resilient Orders, Persistent Growth Momentum

Our "UNIVACCO" brand expansion has yielded positive results. **Despite recent gross margin headwinds from tariffs and the U.S.-Iran conflict, we have initiated price adjustments to mitigate these impacts and stabilize our margin performance.**

## Europe

### Poland Subsidiary & Distributor Synergy: Deepening Service Excellence

Leveraging our successful expansion experience in North America, we are accelerating the Poland subsidiary's engagement with major accounts in the DACH region. Having secured several target client orders recently, we will continue working with established distributors to enhance localized service and fuel growth in the second half of the year.

## Vietnam

### Leveraging Cost Advantages to Drive European Growth

Our Vietnam subsidiary will serve as the Group's primary overseas manufacturing hub. **By leveraging preferential tariffs, lower production costs, and a robust labor force,** we will enhance our competitiveness in international markets. Mass production is scheduled to commence in 1H 2027.

## China

### Strategic Pivot: Transforming Subsidiaries from Manufacturing to Distribution

Shifting toward a distribution model optimizes fixed costs and enhances client engagement. Momentum from long-term brand partnerships is now materializing, poised to drive significant performance gains in the second half of the year.

# 2H 2026 Outlook

## North America

### Resilient Orders, Persistent Growth Momentum

Our "UNIVACCO" brand expansion has yielded positive results. **Despite recent gross margin headwinds from tariffs and the U.S.-Iran conflict, we have initiated price adjustments to mitigate these impacts and stabilize our margin performance.**

## Europe

### Poland Subsidiary & Distributor Synergy: Deepening Service Excellence

Leveraging our successful expansion experience in North America, we are accelerating the Poland subsidiary's engagement with major accounts in the DACH region. Having secured several target client orders recently, we will continue working with established distributors to enhance localized service and fuel growth in the second half of the year.

## Vietnam

### Leveraging Cost Advantages to Drive European Growth

Our Vietnam subsidiary will serve as the Group's primary overseas manufacturing hub. **By leveraging preferential tariffs, lower production costs, and a robust labor force,** we will enhance our competitiveness in international markets. Mass production is scheduled to commence in 1H 2027.

## China

### Strategic Pivot: Transforming Subsidiaries from Manufacturing to Distribution

Shifting toward a distribution model optimizes fixed costs and enhances client engagement. **Momentum from long-term brand partnerships is now materializing, poised to drive significant performance gains in the second half of the year.**

# 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.

The Document reflects the Company’ s current beliefs. The Company does not undertake any obligation to update the actual results, and the Document should not be construed as an offer or solicitation to buy or sell any securities, stocks, instruments, or other financial products.



UNIVACCO

Stay  
Vibrant.