



Farcent Enterprise Co., Ltd. Investor Conference

TWSE stock code: 1730.TW

2025/11/06



Disclaimer Statement

- This presentation contains "forward-looking statements" which may include projections of future results of operations, financial condition or business prospects based on our own information and other sources.
- Our actual results of operations, financial condition or business prospects may differ from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to market demand, price fluctuations, competition, international economic conditions, supply chain issues, exchange rate fluctuations and other risks and factors beyond our control.
- The forward-looking statements in this release reflect the current belief of Farcent as of the date of this release. Farcent undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.



Agenda

- **About Farcent**
- Financial update
- Warehouse construction planning
- Development strategy
- Sustainable Development (ESG)
- Q&A



Important Milestones

- 1983-1999 Establishment of “Eutech Enterprise Co., Ltd.” in 1983 & Renamed to “Farcent Enterprise Co., Ltd.” in 1996;
Market launch of dehumidifier brand “Kec hao ling”,
air freshener brand “Qu wei da shi”, cleaning tools brand “Qu chen shi”
- 2000-2009 IPO on OTC in 2000 & listed on TWSE in 2001.
Establishment of Thailand branch office & Shanghai Branch Office.
Acquired household cleaning brand “JieShuang”.
Obtained distribution rights for American kitchenware brand “Corelle Brands”.
- 2010-2019 Establishment of Malaysia Branch Office, Vietnam Branch Office & Suzhou Factory
Acquired majority shareholding of Dikai International Enterprise Co., Ltd.
Launched Natural Detergent brand “Cha shu zhuang yuan”
Launched new brand “Les Parfums de Farcent (LPF)” to provide premium air care products
- 2020-2025 Established ESG committee to support sustainable development of the group
Entering the personal care markets, launched hair products and bathing products
Launched new brand “xiao wen qing” to provide mosquito repellent products
Establishment of Xu Zhen (Taicang) E-Commerce Co., Ltd.





Global Operations

- 1983 Established in Taiwan
- 2001 Thailand Branch Office
- 2002 Shanghai Branch Office
- 2010 Malaysia Branch Office
- 2010 Suzhou Factory
- 2017 Vietnam Branch Office
- 2024 Taicang E-commerce Office





Our Brands

Air care

Dehumidifier

Detergent

Cleaning tools

Personal care



小蚊清



Strengths - Market Leader In Taiwan

Market leader in 7 household categories:

Category	Brand	Position	Market Share*
旋轉拖把	好神拖	#1	84%
除濕劑	克潮靈	#1	80%
靜電拖把及除塵紙	驅塵氏	#1	71%
黏塵滾輪拖	驅塵氏	#1	51%
香氛	花仙子, 去味大師, FARCENT	#1	43%
浴廁清潔劑	潔霜, 藍藍香	#1	39%
膠棉拖	驅塵氏	#1	34%

*註:部分資料為第三方市場資料, 或者為通路銷售資料推估



Strengths - Global sales network

- Taiwan Market Channels : Hyper 、 Super 、 PCS 、 CVS 、 GT 、 EC
- Overseas Channels : China 、 Thailand 、 Malaysia 、 Vietnam 、 Philippines 、 Singapore 、 Hongkong etc
- Group wide store coverage: 30,522

Outlets	Taiwan	China	Oversea	Total
Hyper/Super	2,444	605	3,121	6,170
PCS	1,690	-	240	1,930
CVS	4,390	1,633	13,000	19,023
GT	2,500	30	839	3,369
EC	12	8	10	30
Total	11,036	2,276	17,210	30,522

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Income Statement & Key Indices

K'TWD	3Q '2025	QoQ	YoY	Q3YTD '2025	YoY
Operating revenue	581,331	3%	-7%	1,812,381	-4%
Gross profit	303,106	7%	3%	919,202	2%
Operating expenses	210,806	0%	2%	633,356	-7%
Operating income	92,300	25%	4%	285,846	29%
Earnings Before Tax	98,948	17%	3%	311,630	23%
Net income attributable	75,264	36%	10%	215,971	16%
EPS	1.19	35%	10%	3.42	16%
GP%	52.1%	+1.7ppt	+5.1ppt	50.7%	+3.1ppt
OP%	15.9%	+2.8ppt	+1.7ppt	15.8%	+4.1ppt
EBT%	17.0%	+2.0ppt	+1.8ppt	17.2%	+3.8ppt



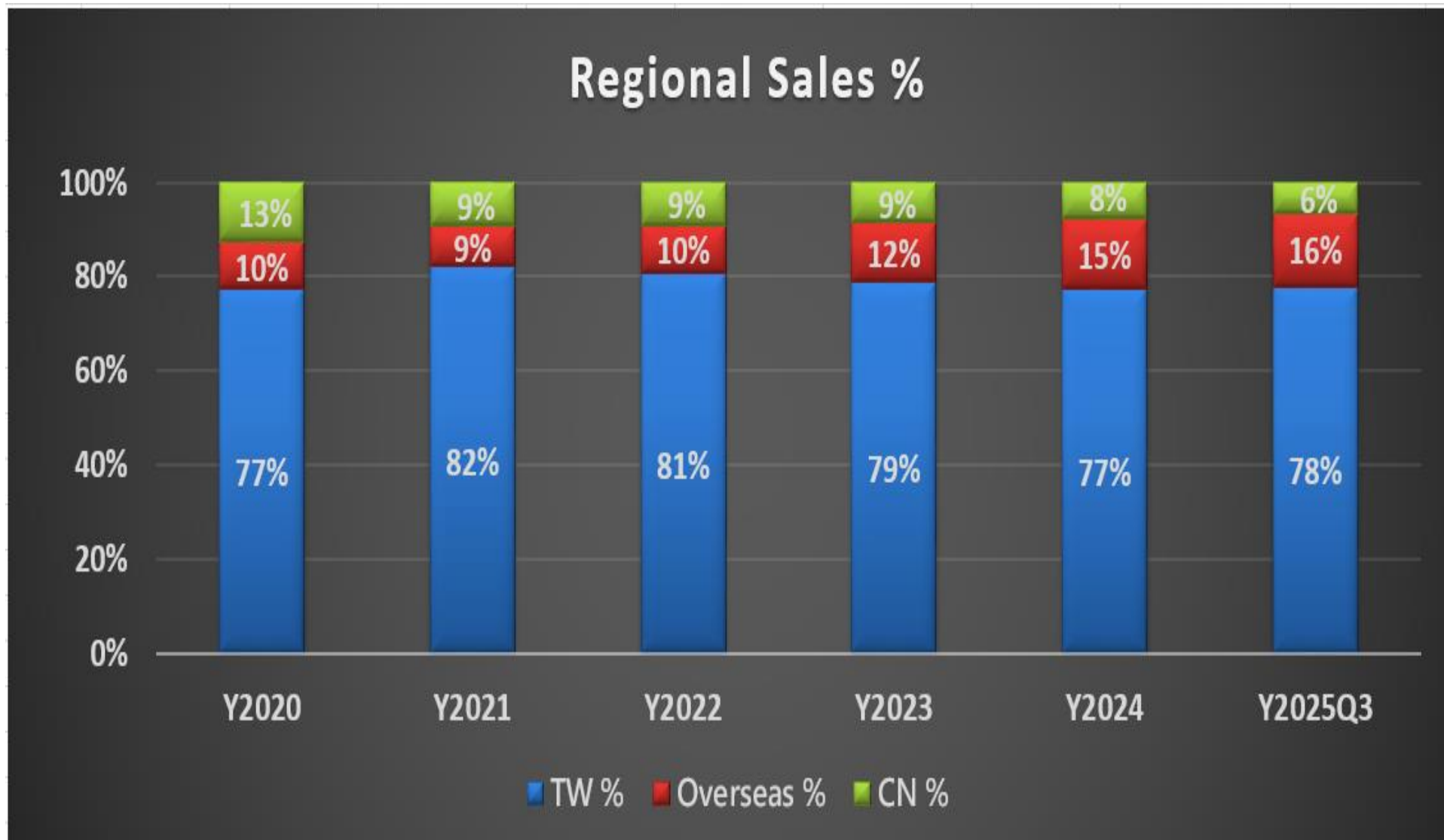


Balance Sheets & Key Indices

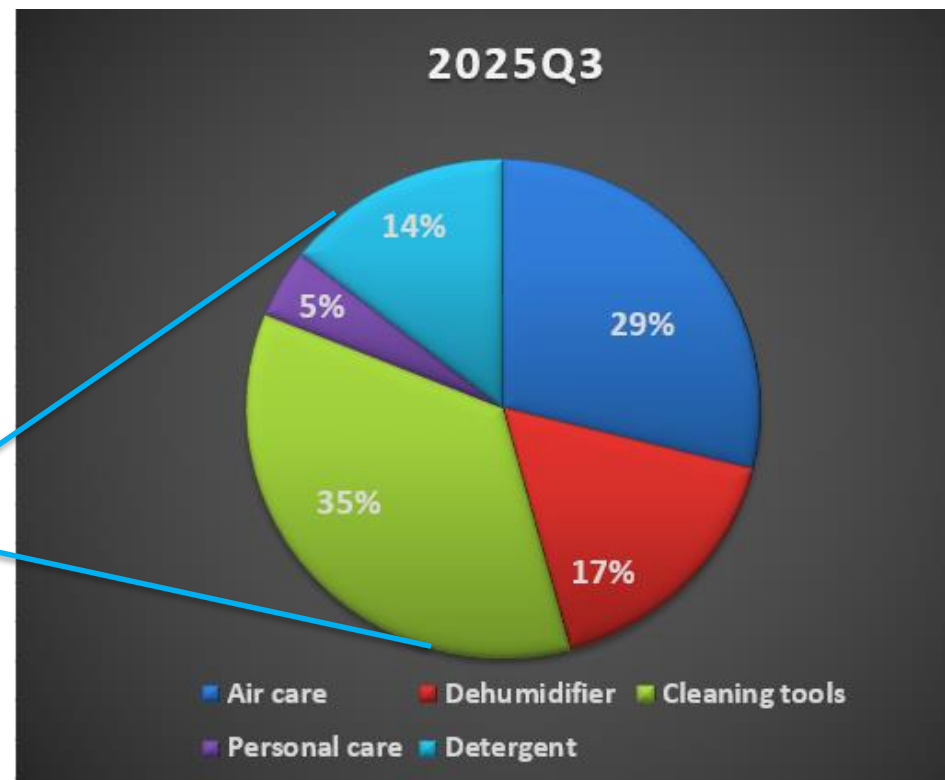
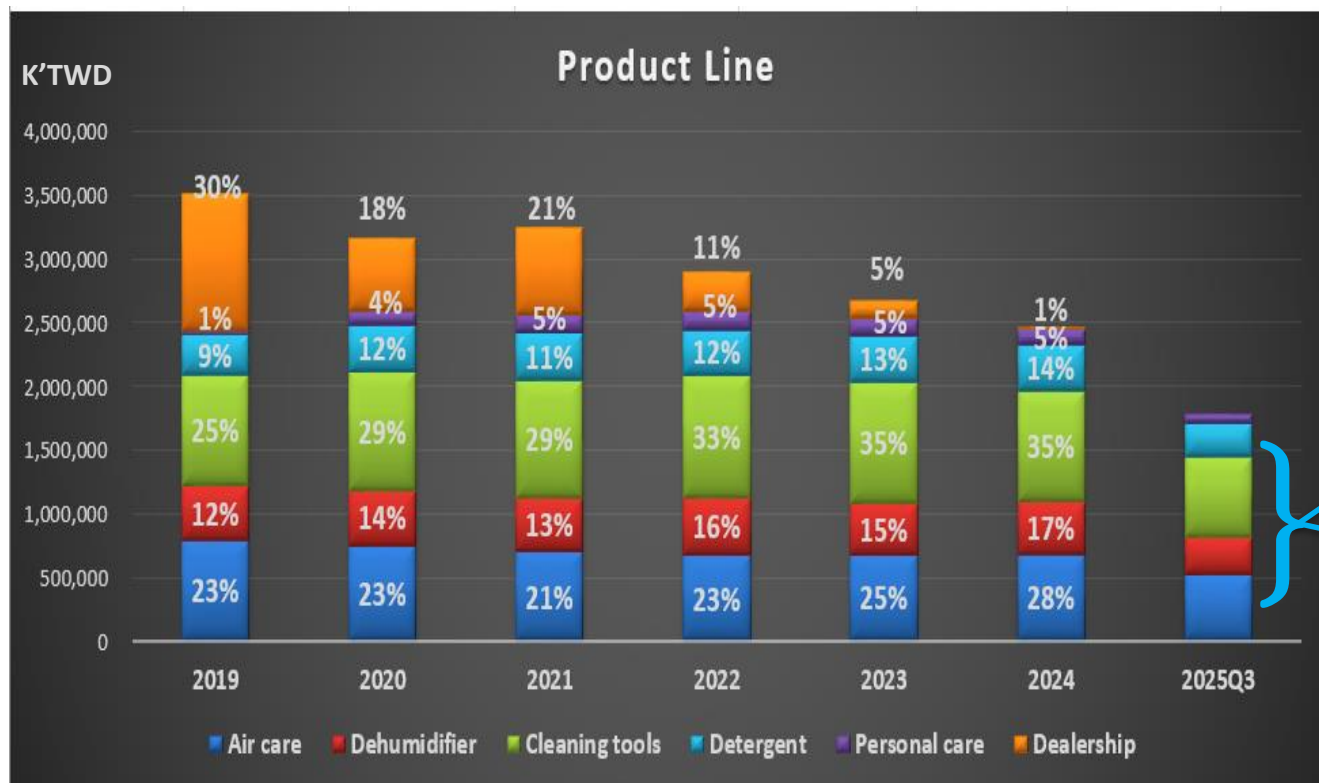
K'TWD	3Q '2025	QoQ	YoY
Cash and cash equivalent	938,440	-19%	-4%
Financial assets - current	86,875	-22%	-13%
Accounts receivable &N	376,795	-3%	-10%
Inventories	241,199	-1%	-7%
Total Assets	2,618,732	-3%	5%
Current liabilities	489,066	-31%	9%
Total Liabilities	540,431	-26%	15%
Total Equity	2,078,301	5%	3%
Quick Ratio	295.5%	+59.4ppt	-38.6ppt
Current Ratio	349.0%	+75.9ppt	-47.4ppt
Debt Ratio	20.6%	-6.3ppt	1.7ppt



Geographical information

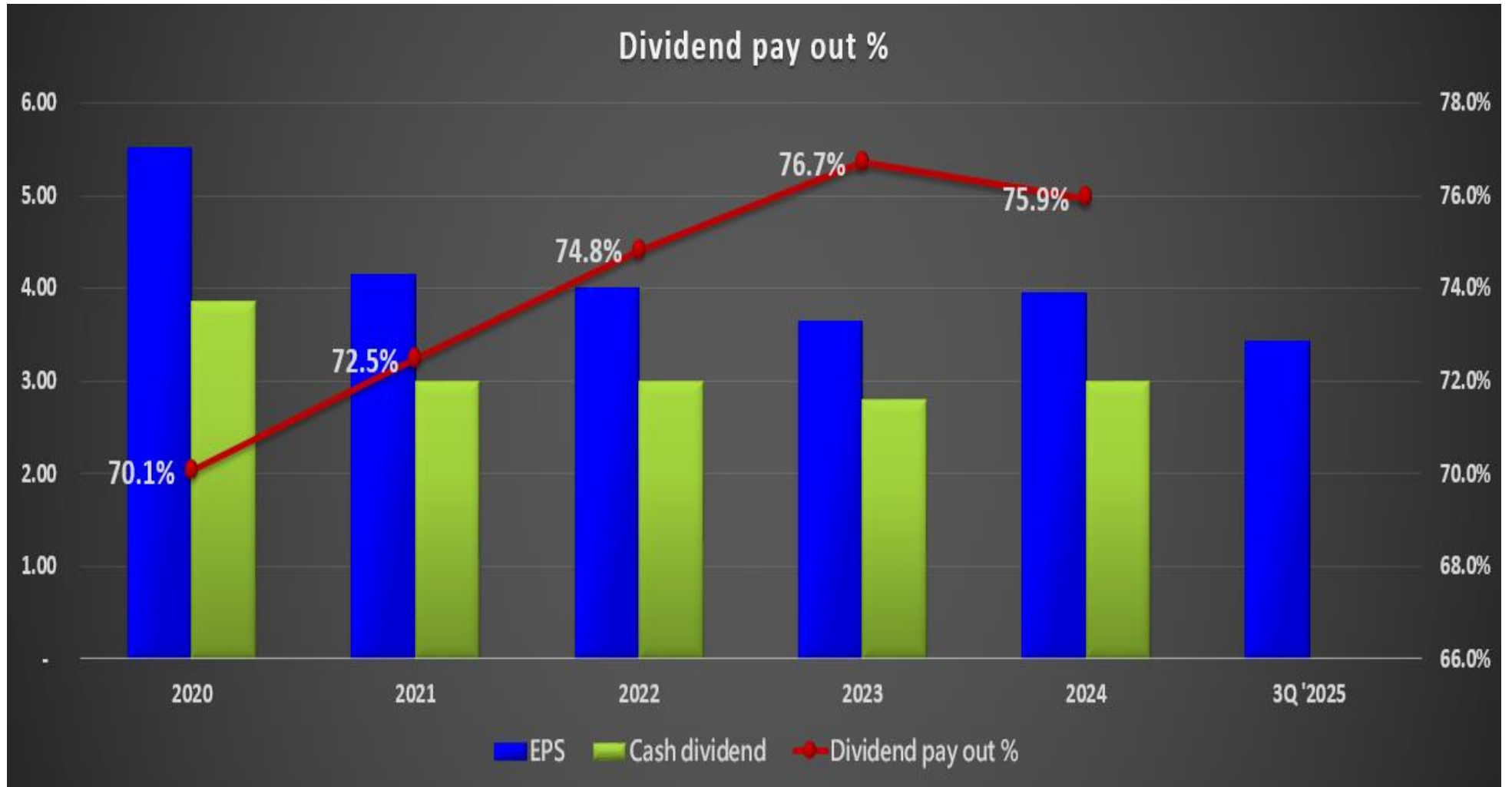


Product line revenue



* Dealership 包括換購專案.

Stable dividend payout



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Purpose of Self Built Warehouse

Farcent : Addressing logistics pain points
Rising logistics costs and instability in recent years have hindered business development.

Dikai : Addressing the lack of warehousing facilities.
Without warehousing, distribution has become difficult and customer complaints have increased.
Integrating production lines and warehousing will support stable business development.



Land information

Land information	
location	No. 281,Laozhuang Road,Yangmei District,Taoyuan
Land area	4178.57pings
building area	1034.55pings
cost	NT\$720 million / NT\$172,300 per ping
appraisal price	NT\$831 million
Purchase Ratio	Farcent : 70% ; Dikai : 30%
Land category	Type D construction land : BCR : 70% ; plot ratio300%
Advantage	Excellent location ; 60-meter frontage is ideal for warehouse layout.



Planning and Benefits

Planning and Benefits		
	Farcent	Dikai
Land area	70%=2925 pings	30%=1253.57pings
Construction	10 meter high, two story warehouse	10 meter high, two story warehouse and factory
Floor Area	About 4000 pings	About 2000 pings
Estimated construction investment	NT\$520 million	NT\$260 million
Total Estimated investment	NT\$ 1,024 million	NT\$ 476 million
Financing Plan	60%~70% Loan	60%~70% Loan
Financing Benefits	NT\$46 million /year	NT\$21.3 million /year
ROI	4.5%	4.5%
Other Benefits	Prevent sales loss and customer complaints during warehouse relocation.	Improve distribution efficiency and reduce customer complaints.

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Y25 Air Care_Full price range products to keep leading position

Farcent essential oil series



[HTTPS://WWW.VOGUE.COM.TW/SPECIAL/FARCENT-%E6%99%9A%E5%A...](https://www.vogue.com.tw/special/farcent-%E6%99%9A%E5%A...)

襲捲時尚圈的無聲香氣！時尚藝名人默默愛用中的Farcent法頌「晚安精油系列」，讓享受me time品味加分

Reurl.cc 有興趣的寶們快來點這裡

Farcent晚安舒壓精油系列沐浴露
不只是沐浴 更是一場日常生活的質感儀式

@farcent_lpf
#LesParfumsdeFarcent #法頌 #晚安精油系列
#精油胺基酸沐浴露



去味大師Deodorizing series



Affordable series





Y25 Dehumidifier_Youthful Branding and expanded usage opportunities

克潮靈系列



好神拖,驅塵氏系列





Y25 Home Cleaning_—Natural—Aggressively targeting market share

茶樹莊園 天然專業 持續投入公益

茶樹莊園 Tea Tree Garden

6X NEW 濃縮科技洗衣球

擊破病菌蟎 / 專利留香7天

99% 打擊細菌源 極淨塵蟎
168hrs 廣域淨化科技 究極除臭

添加澳洲茶樹精油 >99% 抗菌 0% 添加專業醫師推薦

抗菌防蟎 極淨除臭

茶樹莊園

茶樹精油 植萃抗菌 NO.1

濃縮 | 安心 | 洗淨

0% 添加專業醫師推薦 添加澳洲茶樹精油 >99% 抗菌

168hrs 廣域淨化科技 究極除臭

潔霜 強效速效化

潔霜 市佔No.1の浴廁洗劑

日銷1.6萬瓶

懶人神器 (馬桶專用) 全面潔廁 (縫隙黃斑) 日常保養 (去污防垢) 重點除垢 (陳年頑污)

完全0費力 瞬效潔白 免刷洗 1瓶搞定 除臭/潔淨/除垢 只要2分鐘 溫和去垢 不傷陶瓷 3倍凝膠 包攬髒汙 深層去漬

潔霜 首創7天免拖# 長效防汗膜

99.9% 抗菌 1.2倍 快乾

浴廁の防臭對策

丹麥酵素 潔淨科技 持續有效抗菌 >99% 長效 除臭持香 不刺鼻

馬桶吊掛潔廁球



Y25 Marketing Highlights focused on digital engagement

花仙子周年慶 泡泡瑪特話題引爆



內容營銷 KOL直播 短影音





Y25 Overseas market highlights_Philippines_Singapore

菲律賓 進軍SM連鎖超市、電商快速成長



新加坡 NTUC FP
雙軌策略 獨家合作



1

A scent for you, too



不只是香膏，提升新形象代表

2

More than fresh, Truly pure



專注炭系列，值得信賴的除臭專家

3

Conquer the moisture Protect



趣味切入，喚起雨季全民除溼需求

Group vision



MISSION

The leading brand of household products in Asia

We strive to incorporate aesthetics, thoughtful design, and human warmth into our products, while upholding the values of sustainability to realize people's aspirations for a quality life.

—

Taiwan

- HQ Revenue and Brand foundation
- Steady growth
- /Strengthening Brand Equity

Overseas

- The group's rising star with the highest profitability.

China

- Business restructuring focused on EC.
- Prudent operations to improve profitability.

Group' s future business strategy and outlook

Product Innovation Creates Brand Value

- ▲新品趨勢：天然安心,療癒舒緩,品味氛圍,綠色永續,寵物市場,智慧打掃
- ▲聚焦核心品類 提高附加價值

Diversified Channel Strategy

- ▲數位化 增加電商占比
- ▲商用通路開發
- ▲實體通路產品組合與費用最佳化

Driving growth in key ASEAN markets

- ▲聚焦泰國/馬來西亞/菲律賓/新加坡等重點市場
- ▲OBM/ODM雙軌策略積極搶攻市場

Cost control and risk management

- ▲備援供應鏈夥伴關係
- ▲產地多元化，分散風險

New collaboration opportunities and partnerships

- ▲產學合作
- ▲併購或其他合作機會



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ESG Implementation strategy



E 友善環境

1. 能資源管理與減量

- (1) 溫室氣體排放管理
- (2) 能源管理
- (3) 水資源管理
- (4) 廢棄物管理

2. 產品責任與綠色設計

- (1) 產品安全檢測
- (2) 綠色產品設計
- (3) 包材減量



S 共榮社會

1. 幸福與健康職場

- (1) 優化薪酬與福利
- (2) 職業安全衛生
- (3) 教育訓練及人才發展
- (4) 人權政策與倡議

2. 社會共好

- (1) 永續行動方案
- (2) 社區關懷及社會公益
- (3) 物資捐贈



G 韌性治理

1. 誠信治理

- (1) 公司治理績效
- (2) 各部門風險管理權責
- (3) 員工及消費者資通安全

2. 永續價值鏈

- (1) 在地/綠色採購
- (2) 供應商ESG風險評估
- (3) 客戶滿意度



Environmental

能源管理



太陽能發電

2024 年度蘇州廠太陽能發電達 433,903 度，再生能源佔整體用電率25.2%



天然氣改用蒸汽

蘇州廠自2020年起改用蒸汽取代天然氣，2024 年度蒸汽用量相較基準年(2019年)，減少能源耗用達 20.97%



低碳及智慧化

桃園帝凱申請工業局低碳及智慧化升級方案，2024年用電量相較基準年(2022年)，節能達 12.7 %

溫室氣體盤查

盤查組織邊界	碳排放量	
台灣花仙子	範疇一	預計2025年底前完成子公司之盤查 (含範疇三)
蘇州廠	範疇二	早於金管會永續發展路徑時程要求 (2026年盤查、2028年確信)

※ 2024年盤查，範疇一及範疇二排放總量 1653.0804 tCO₂e，相較基準年(2022年)，減量 1.48 %

水資源管理

- ✓ 蘇州太倉廠廠區內設有汙水處理設施，放流水水質檢測皆符合排放標準
- ✓ 耗水量2024年較前年度相比，節水 15.12 %(取水量)

廢棄物管理

- ✓ 2024 年度有害事業廢棄物總產量為 15.21 公噸，回收達 87.28 %，其餘採焚化處理

產品與包材

- ✓ 以低碳、減塑、減廢、環境保育為理念，進行產品設計開發
- ✓ 好神拖推出首支環保綠拖把，提把、布盤等部件使用 50% 再生塑料
- ✓ 實施網購包材減量，平均包材重量較前一年度，減重率達 31.69 %





員工結構與薪酬

(一) 員工人數性別分布 (台灣區) (單位：人)

男	女	小計
67	67	134

(二) 非主管之正職人員之薪資 (台灣區)

年度/ 項目	總人數 (排除經理人)	薪資中位數 (年薪：仟元)	薪資平均數 (年薪：仟元)
2023	137	817	898
2024	126	823	953

※ 非主管員工薪資，較前年度提升6%

職業安全與衛生

- ✓ 勞動部「職業健康與安全指標主動評比」2025年績優企業
- ✓ 臨場健康服務，服務 67人次/72 小時
- ✓ 導入EAP 員工協助方案

人才發展與管理

- ✓ 員工教育訓練 641人 次，總時數達 2850 小時
- ✓ 通過勞動部TTQS (人才發展品質管理系統) 評核

人權與包容

- ✓ 針對員工進行人權盡職調查，結果顯示所有風險議題皆落在低風險



社區投入

行動方案	成果
✓ 推動永續行動存摺方案	辦理 9 項永續行動，參與同仁共 147 人次，投入約 940 小時
✓ 認養林口海岸線	辦理 2 場淨灘活動，共 84 人參與，清理海洋廢棄物 358 公斤
✓ 辦理環境教育講座	辦理 30 場入校環境教育講座，參與師生共 6125 人
✓ 物資捐贈	捐贈 14 家社福機構，金額達 970,476 元
✓ 教育推廣 (花仙子基金會)	捐贈及辦理教育推廣，金額達 5,403,763 元





公司治理評鑑

評鑑年度	評鑑分數	評鑑結果	等級
2024	82.74	36%~50%	第四等級

※ 市值50億以下公司中，名列第二級 (前2%~10%)

風險管理

- ✓ 接軌國際財務報導準則 (IFRS) S1，進行**永續風險鑑別**
- ✓ 修訂**永續資訊之管理內部控制制度**
- ✓ 落實各項永續資訊管理
(溫室氣體盤查管理、永續報告書編製及確信...等)

客戶關係管理

- ✓ 榮獲全聯最佳合作夥伴殊榮。
- ✓ 榮獲 寶雅長期配合優良廠商。
- ✓ 客戶服務滿意度調查，平均分數為 **8.3** 分(滿分10分)

供應鏈管理

- ✓ 落實供應商評鑑, 汰換績效不良的廠商
- ✓ 參考RBA責任商業聯盟行為準則，**重新制定供應商行為準則/合約**，加入ESG相關條款



下載
2024花仙子
永續報告書



Q & A

Thank you