Farcent Enterprise Co., Ltd.
Investor Conference

TWSE stock code: 1730.TW

2026/11/17

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
- 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 produ



- 2020-2026 Established ESG committee to support sustainable development of the group
  Entering the personal care markets, launched hair products and bathing products
  Launch the premium LE FARCENT woody essential oil diffuser.
  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 11 Proprietary Brands

Air care	Dehumidifier	Detergent	Cleaning tools	Personal care
Farcent 花仙子	Farcent 克潮靈 除濕劑	茶樹莊園 Tea Tree Garden	Farcent 驅塵氏 聰明打掃專家	Les Parfums De Farcent
Farcent 去味大師		Farcent 潔霜	好神拖 Supamop	茶樹莊園 Tea Tree Garden
Les Parfums De Farcent		藍藍香		小蚊清
		Farcent 小通		

Competitive Advantages

Competitive Advantage – Market Leader in Taiwan's Home Care Market

Farcent Owns 7 Leading Brands in Taiwan's Home Care Products

品類	品牌	市佔地位	市佔率
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	31%
膠棉拖	驅塵氏	#1	34%

**Note: Part of the data is from third-party market reports or estimated based on channel sales.*

Competitive Advantage – Extensive Domestic and International Sales Channels

- **Domestic Sales Channels (Taiwan):** Drugstores, supermarkets, personal care stores, direct sales, major e-commerce platforms, and our official online store.
- **Overseas Sales Channels:** Covering China, Thailand, Malaysia, Vietnam, the Philippines, Singapore, and Hong Kong, through retail and e-commerce channels.
- Farcent products are available in over 25 countries worldwide.

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Income Statement & Key Indices

K'TWD	3Q '2026	QoQ	YoY	Q3YTD '2026	YoY
Operating revenue	623,868	3%	7%	1,880,999	4%
Gross profit	304,743	-1%	1%	943,129	3%
Operating expenses	214,633	-3%	2%	653,305	3%
Operating income	90,110	4%	-2%	289,824	1%
Earnings Before Tax	100,354	6%	1%	328,919	6%
Net income attributable	77,833	20%	3%	236,083	9%
EPS	1.23	21%	3%	3.73	9%
GP%	48.8%	-2.0ppt	-3.3ppt	50.1%	-0.6ppt
OP%	14.4%	+0.2ppt	-1.4ppt	15.4%	-0.4ppt
EBT%	16.1%	+0.5ppt	-0.9ppt	17.5%	+0.3ppt

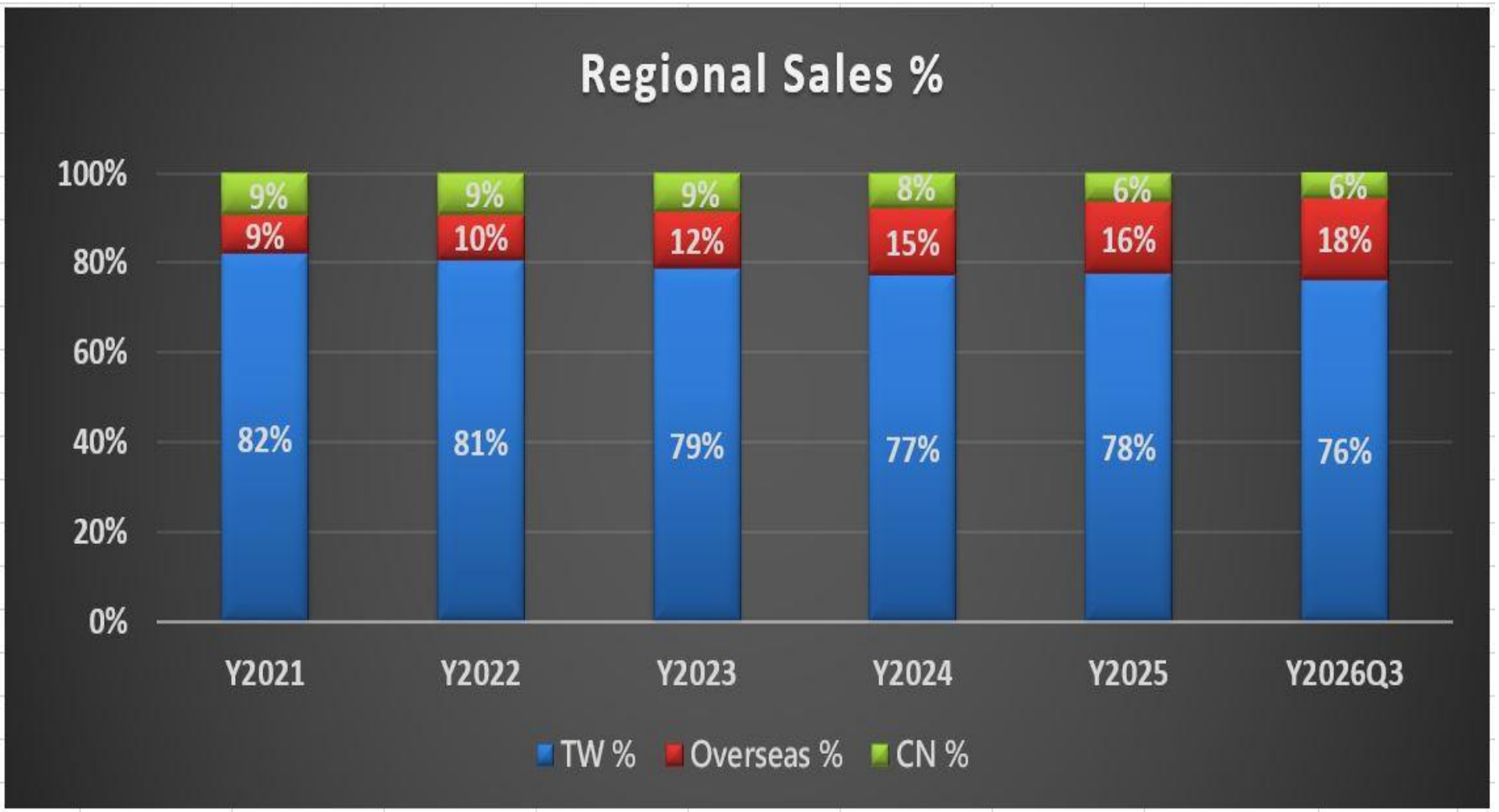


Balance Sheets & Key Indices

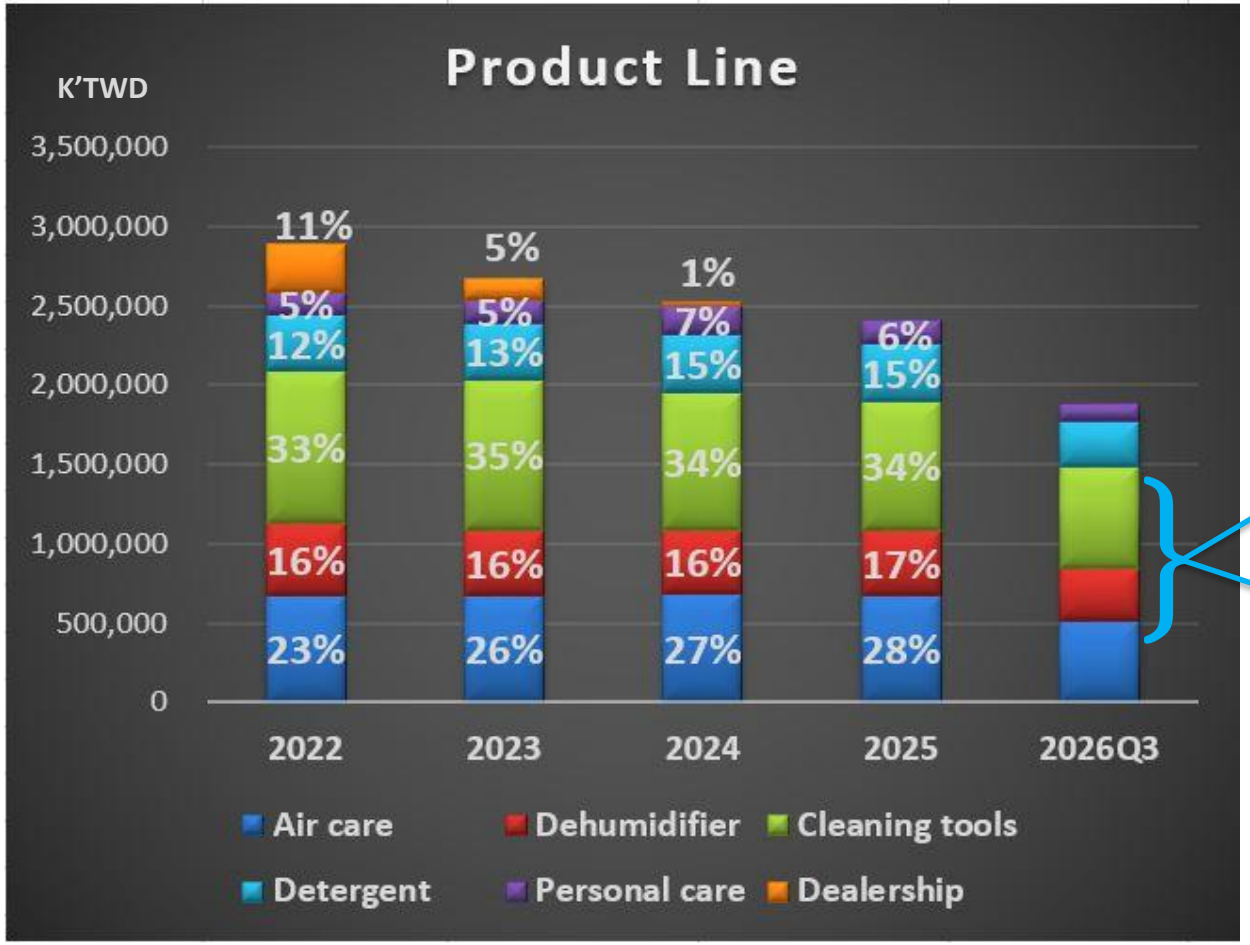
K'TWD	3Q '2026	QoQ	YoY
Cash and cash equivaler	667,313	-29%	-29%
Financial assets - curren	216,407	45%	149%
Accounts receivable &N	409,833	-2%	9%
Inventories	260,666	6%	8%
Property, plant and equi	1,152,587	0%	168%
Total Assets	3,087,655	-6%	18%
Current liabilities	460,833	-39%	-6%
Total Liabilities	833,220	-26%	54%
Total Equity	2,254,435	4%	8%
Quick Ratio	281.7%	0.0%	0%
Current Ratio	343.3%	0.0%	0%
Debt Ratio	27.0%	0.0%	0%

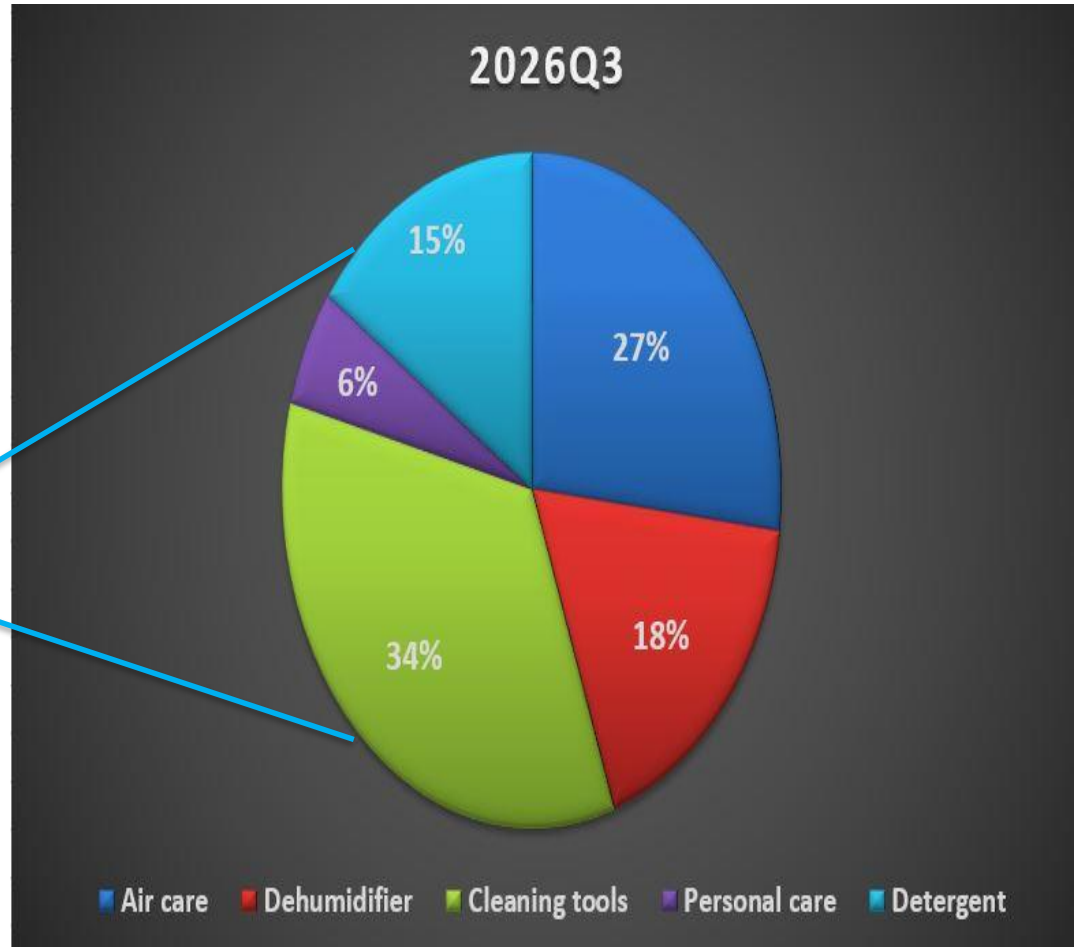


Geographical information

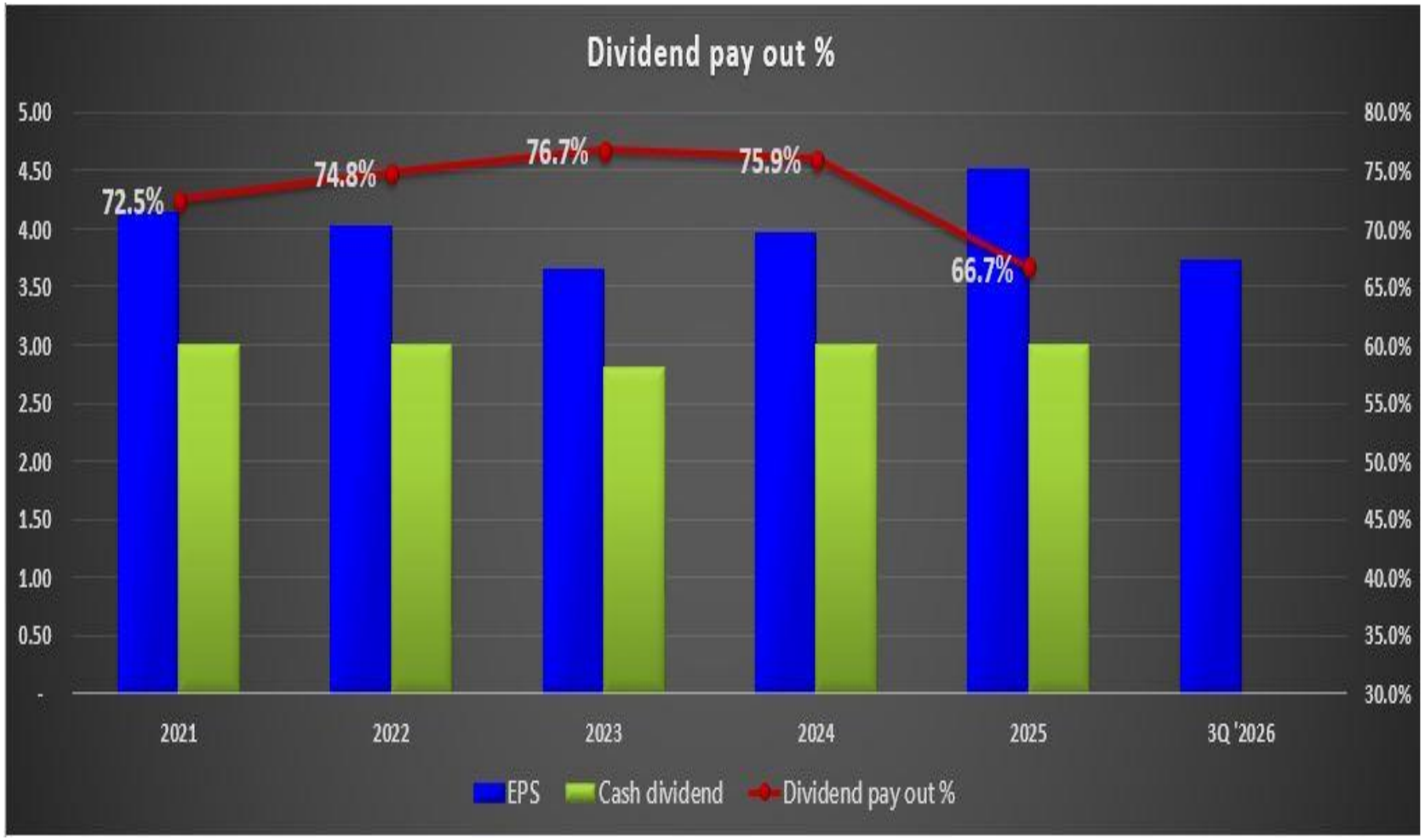


Product line revenue





Stable dividend payout



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Y26 Tools—Dual Brands: Focusing on Home Mopping and Instant Cleaning

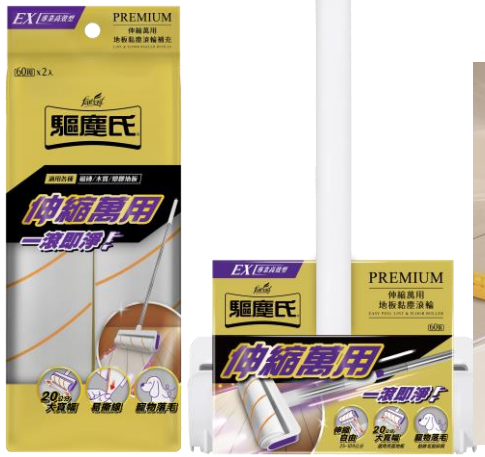
Supamop: Patented Clean-Water Smart Separation System-
Zero Wastewater Recirculation







Farcent Instant Clean: Multi-Functional Lint Roller for Every Mess-
The Pet Economy & The Micro-Living Trend





Supamop Brand Rejuvenation-
Supamop × Kuai Kuai Co-Branding Campaign





Y26 Fragrance & Deodorization—Multi-Tier Pricing: Securing Market Leadership

LE FARCENT 全新法頌

木質調精油 X WELLMOTION™正向愉悅氣息



平價系列 掌握量能



去味大師消臭系列





Y26 Dehumidifiers: Attracting New Customers & Expanding Usage Occasions

Digital Communication | Brand Rejuvenation | Channel Expansion







COSTCO WHOLESALE



Y26 Home Cleaning: Multi-Brand Strategy to Capture Market Share

茶樹莊園 一座莊園的天然純淨力





潔霜 浴廁清潔龍頭 強效免刷洗







Y26 Channel Highlights: Exponential Growth in E-Commerce

花仙子周年慶 品牌造節創造話題











AIO經營 讓AI推薦花仙子！







Y26 Southeast Asia Highlights: Focus on Philippines, Vietnam, and E-Commerce

Hyper-Growth in the Philippines & Vietnam: +50% YoY







Double-Digit Growth Across Thailand, Malaysia, Vietnam, and E-Commerce





Pivot to High-Potential Channels: Expanding TikTok Presence

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	Overseas	China
• HQ Revenue and Brand foundation • Steady growth	• Rising star with the highest profitability. • Driving Aggressive Expansion via a Multi-Model Approach	• Business restructuring focused on EC. • Prudent operations to improve profitability.

Group Outlook: Future Growth Drivers and Strategic Blueprint

Brand Upgrade & Value Creation

- Optimize the home care product portfolio to improve gross margin, through brand extension and solutions that enhance wellness and comfort.
- Expand into niche segments, including pet care, small-space living, and green & sustainable products.
- Upgrade core product categories and shorten time-to-market, with a focus on environmental sustainability, to increase repurchase rate and brand loyalty.

Deeper APAC Footprint & Business Expansion

- Strengthen market penetration across the Asia-Pacific region through a multi-market approach, with key focus markets including the Philippines, Thailand, Malaysia, and Vietnam.
- Increase the contribution from e-commerce channels to attract investment and improve market penetration.
- Diversify sales channels and further develop commercial channels.

Operational Efficiency & External Growth

- Control costs and pursue operational synergies.
- Introduce AI to enhance organizational efficiency.
- Diversify production locations to strengthen risk management capabilities.
- Actively pursue M&A and cross-industry collaboration opportunities to accelerate external growth.





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Farcent Sustainability Strategy (ESG)

Go Far, Go together | **Partner with Consumers to Create a More Sustainable Everyday Life**

E Environmental (Friendly Environment)

Reduce Environmental Impact through Resource Management

- GHG Management
- Energy Management
- Water Resource Management
- Waste Management

Product Responsibility & Eco-Design

- Safety Testing
- Eco-Design
- Packaging Reduction

S Social (Abundant Society)

Employee Well-being and a Healthy Workplace

- Employee Benefits
- Workplace Safety
- Talent Development
- Human Rights Policy

Creating a Better Society and Local Communities

- Sustainability Action & Awareness
- Community Engagement
- Charitable Donations

G Governance (Resilient Governance)

Strengthen Corporate Governance and Risk Management

- Enhance Governance Effectiveness
- Risk Management
- Information Security

Sustainable Value Chain Management

- Green Procurement
- Supplier Evaluation
- Customer Satisfaction

Environment(E)

Resource Management & Emission Reduction

GHG Management

Farcent Taiwan

353.55

tCO_2e

Scope 1 + Scope 2 Total Emissions



▼ 6.85%

Reduction in Emission Intensity vs. Prior Year

Water Resource Management

- Suzhou-Taicang Plant
- Install water treatment facilities
- Reuse of compliant reclaimed water

4.74

metric tons / NT$ million in revenue

Water Withdrawal Intensity



▼ 30.76%

Reduction in Water Withdrawal Intensity vs. Prior Year

Energy Management

484,603

kWh

Solar Power Generation

11.82%

Share of Renewable Energy Use

Suzhou Taicang Plant



▼ 14.51%

Reduction in Steam Use per Unit vs. Prior Year

Dikai Taoyuan Plant



▼ 23.88%

Reduction in Electricity Consumption Through Low-Carbon Smart Energy Initiatives

Waste Management



▼ 28.59%

Reduction in Amount of General Waste vs. Prior Year



89.96%

Recycling Rate of General Industrial Waste

Environment(E)

Product Responsibility & Eco-Design

Safety Testing

ISO 9001
Quality Management System

100%
Compliance with Regulations and Labeling

✕ **REACH** Substances of Very High Concern (SVHC) Not Used

Packaging Reduction

Packaging Materials for Products Sold on the Farcent Official Website

90% ▲
Recycled Content (Paper)

25% ▲
PCR Content in Packaging

▼ 37%
Average Packaging Weight Reduction

✕ **PVC-free**
Packaging Materials

Eco-Design

Low-Carbon, Plastics Reduction, Waste Reduction, and Environmental Conservation as Core Product Design Principles

4R Circular Economy Policy

Reduce · Recycle · Redesign · Responsibility

95%
Biodegradable



Low-Carbon
Change the mop handle from aluminum to stainless steel to reduce carbon emissions.



Plastics Reduction
Use 50% recycled plastic for mop buckets and related components.



Waste Reduction
Replace plastic labels with printed labels to optimize packaging and reduce waste.



Environmental Conservation
Achieve a biodegradability rate of ≥95%, with USDA Bio-based Product certification.

Social Prosperity(S)

Employee Well-Being and a Healthy Workplace

Compensation and Benefits

▲ 4.62%
Non-supervisory Employee Salary

Middle & Senior Management 1.07 / General Employees 1.00
Female-to-Male Salary Ratio

Occupational Safety

0
Workplace Accidents

67 Person-Times
On-site Health Services

Human Rights Policy

✓ Employee Human Rights Due Diligence

✗ Human Rights Violation Cases

Talent Development

TTOS
Talent Development Quality Management System

12.62 hours
Average Training Hours per Employee

Community Engagement and Local Care

Sustainability Actions

8 Programs
Sustainability Programs

249 Person-Times / 1,308 Hours
Employee Participation in and Contribution to SDGs

1 Event
Cleanup Events

40 Person-Times
Employee Participation

281 kg
Marine Debris Removed

In-Kind Donations

17 Organizations
Organizations Receiving In-Kind Donations

NT$ 1,704,024
Value of In-Kind Donations

Community Support

NT$ 5,690,950
Support for Disadvantaged Students and Educational Promotion

30 Events
Environmental Education Seminars

2,194 Person-Times
Participation by Teachers and Students

Governance(G)

Corporate Governance & Risk Management

Governance Performance

▲ 88.02
Corporate Governance Evaluation Score

11–20%
Corporate Governance Evaluation Ranking (Top 11%–20%)

Risk Management

- ✓ Identify and Manage Material Sustainability Risks
- ✓ Implement Comprehensive Sustainability Information Management

Information Security

0
Material Information Security Incidents

NT$ 1.04 million
Investment in Information Security

Sustainable Value Chain Management

Sustainable Procurement

Farcent Taiwan	Suzhou Taicang Plant
66.6%	**94.3%**
Local Procurement Ratio	Local Procurement Ratio

Supplier Assessment

100%
Suppliers Completed Monthly Performance Assessments

100%
Suppliers Signed the ESG Code of Conduct

Customer Satisfaction

8.5 / 10
Customer Satisfaction Score

4,909 Person-Times
One-on-One Customer Consultations



Go Far ,Go together

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2025花仙子
永續報告書

Q & A

Thank you