



future in hand
FUBURG

The World We Care

Home Care In FUBURG

**Fuburg (8929)
Investor Presentation**

.....

December 26, 2022





Company Profile

Disclaimer



This presentation is prepared according to the reviewed financial statements by CPA and the financial numbers hereby are based on IFRS, please refer to the published financial statements for full content.

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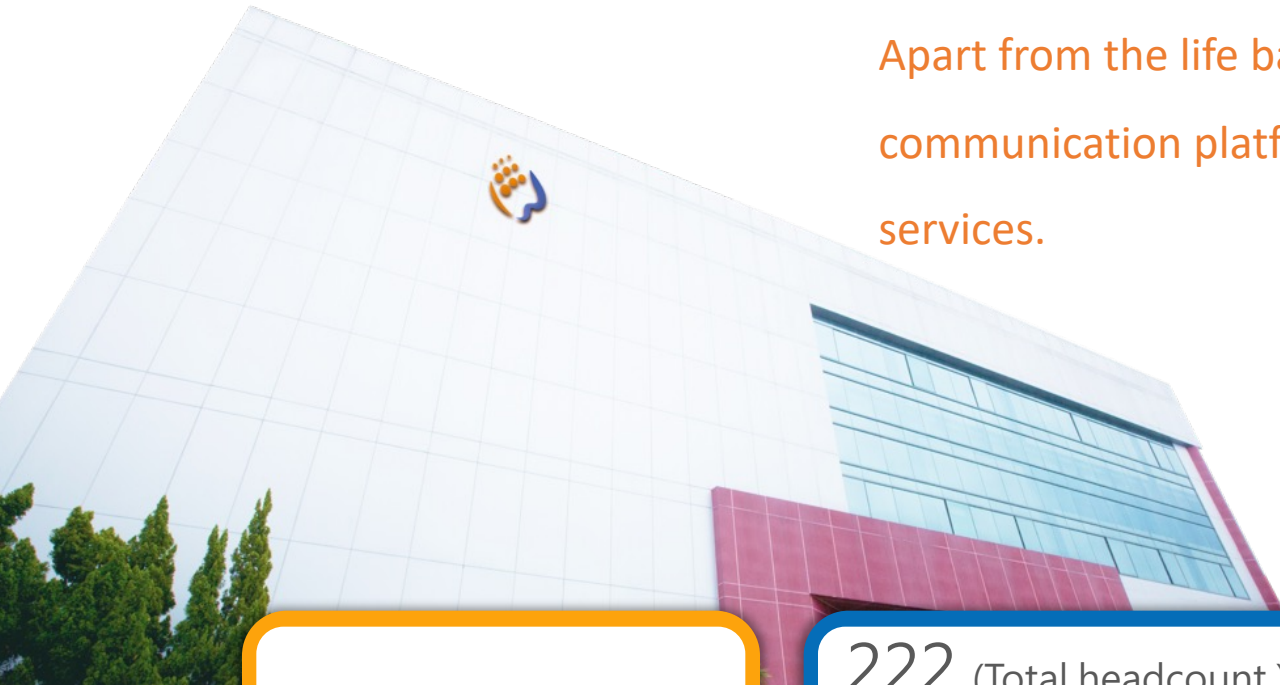
Company Profile



Fuburg is the first adult diaper manufacture in Taiwan.

We are focus on “Human First” , and has over 40 years experienced.

Apart from the life bases and marketing location, we are also utilizing new communication platform to fulfill customer’ s requirements and provide the best services.



Edward Lin

President / GM

222 (Total headcount)
109 (HQ)

Employees

August 29,
1977

Founded Date

November 30,
2000

Listed on OTC

505,808
Thousand

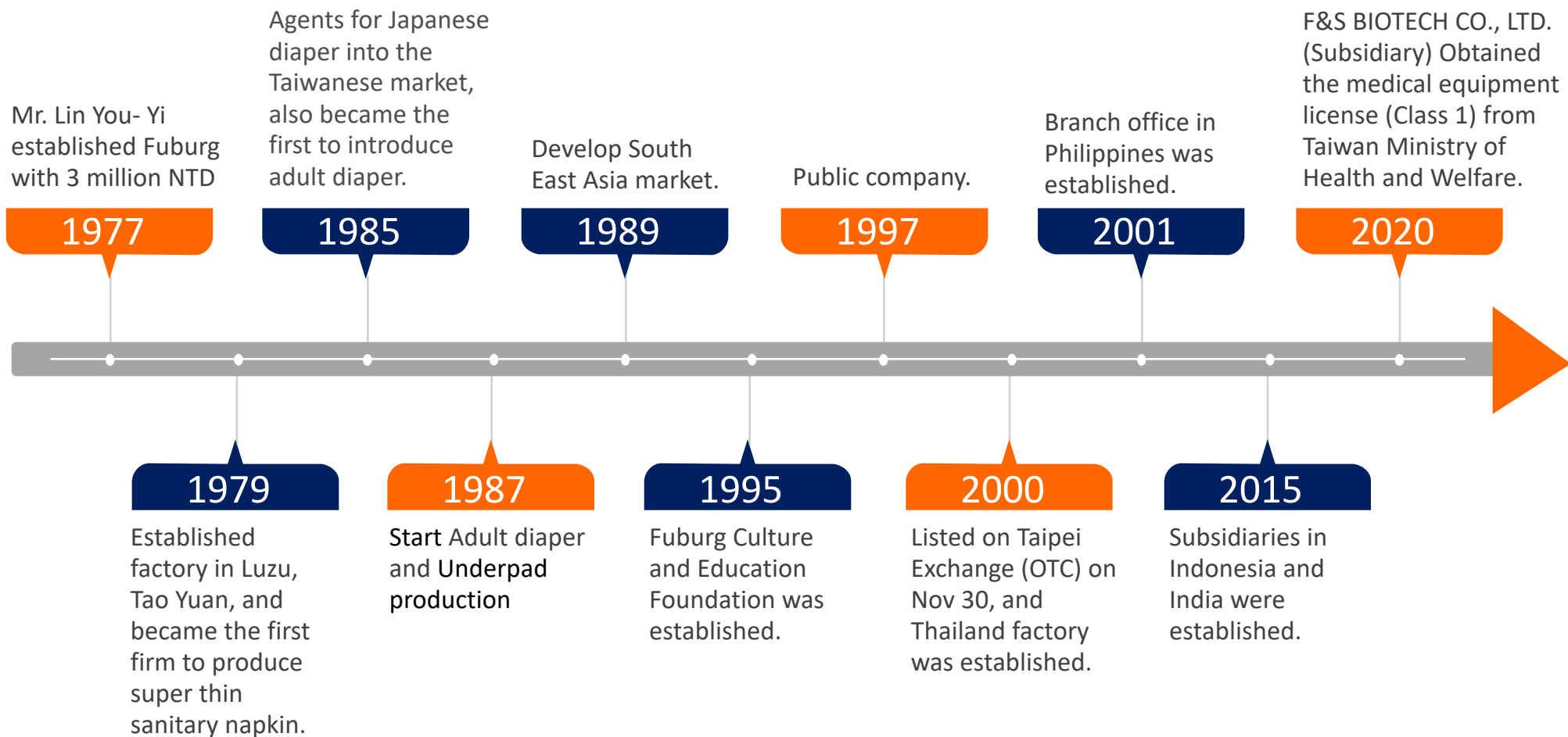
Paid-in Capital

8929

Stock Code

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Company Milestones



Headquarter & Operations



- **Taiwan** - HQ and Sales office
- China Shanghai
- Thailand – Factory & Sales
- Indonesia
- Philippine Branch
- India

Milestone for Products



1977

Napkin

1985

Underpad

1987

Adult Diapers

2002

Baby Diapers

2010

Adult Diapers

2018

- 10G Adult Diapers
- Facial mask

2020

Medical masks

2021

Green Adult Diapers



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Quality Certifications



1977



1987



2000



2007~2016



2019



2020~2022



Quality Certifications



Obtain the Taiwan CNS 、Thailand FDA
license many patent technologies.

Quality Certifications



U.S. Department of Health & Human Services

FDA

U.S. FOOD & DRUG
ADMINISTRATION

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SEARCH

Home

Food

Drugs

Medical Devices

Radiation-Emitting Products

Vaccines, Blood & Biologics

Animal & Veterinary

Cosmetics

Tobacco Products

Establishment Registration & Device Listing

FDA Home

Medical Devices

Databases

1 result found for Establishment Registration or FEI Number : 3016750660

New Search

Establishment Name	Registration Number	Current Registration Yr
<div>F&S BIOTECH CO., LTD</div> <div>TAIWAN</div>	3016750660	2021
Mask - Scavenging - Transparent Face Mask		Contract Manufacturer; Manufacturer
Accessory - Surgical Apparel - Transparent Face Mask		Contract Manufacturer; Foreign Exporter; Manufacturer
Mask - Surgical - Surgical Face Mask		Contract Manufacturer

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FDA

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U.S. Food and Drug Administration

10903 New Hampshire Avenue

Silver Spring, MD 20993

Ph. 1-888-INFO-FDA (1-888-463-6332)

Contact FDA

TSA.gov

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Combination Products

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Consumers

Industry

Health Professionals

FDA Archive

U.S. Department of Health & Human Services

可過濾掉95%的非油性顆粒

MFS 801-N95

TC-84A-9223

NIOSH N95

Disposable Respirator N95

20 pcs / pack

TC-84A-9223

NIOSH N95

National Institute for Occupational Safety and Health

NIOSH

National Institute for Occupational Safety and Health

National Personal Protective Technology Laboratory

Evaluation and Testing Branch

TEST REPORT

Task Number: TN-23941

Manufacturer: Makrite Industries, Inc.

Prepared by: Nichole Suhon

Date: June 16, 2020

Tests Conducted by: Nichole Suhon

Respirator Tested: 801-N95

Tests Completed

Test Description	STP Number
A. Exhalation Resistance Test	TEB-APR-STP-0003
B. Inhalation Resistance Test	TEB-APR-STP-0007
C. Sodium Chloride (NaCl) N95 Test	TEB-APR-STP-0059

Overall Results

The respirator system tested met the requirements of all the above procedures.

Obtain the FDA 510K license

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ETB-1020 Rev. 12
Page 1 of 1

Brand series of products



FUBURG



Brand of Fuburg company

Company Products



Adult Care



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Company Products



Mother & Baby



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Company Products



COVID Free Product



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A collection of various baby care products from the brand Combi. The products include:

- Baby Laundry Liquid (Combi):** Two large white bottles with orange caps and labels featuring a red apple character. One is labeled "Baby Laundry Liquid" and the other "Baby Fabric Softener".
- Baby Wipes (Combi):** A green and yellow package labeled "Combi 80 Baby Wipes".
- Baby Spray (Combi):** A small white spray bottle with a red trigger.
- Baby Oil (Young Living):** Two small dark blue bottles with white labels.
- Scented Oils (Ml):** Three glass bottles with different scents: Lavender (purple), Lemon (yellow), and Chamomile (blue). Each has a label with the scent name and "400ml".
- Pet Scented Oil (Ml):** A glass bottle with a pink label and a cat illustration, labeled "Pet Scented Oil" and "400ml".
- Toilet Scented Oil (Ml):** A glass bottle with a yellow label and a lemon illustration, labeled "Toilet Scented Oil" and "400ml".
- Room Scented Oil (Ml):** A glass bottle with a green label and a daisy illustration, labeled "Room Scented Oil" and "400ml".
- Tobacco Scented Oil (Ml):** A glass bottle with a purple label and a tobacco leaf illustration, labeled "Tobacco Scented Oil" and "400ml".

We devote to providing for every age group home care product and skin care product, and we have professional research and development group that we can realize market condition and customer need.

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Main Businesses-Fuburg Shanghai



ncorporate in 2010, Fuburg Shanghai is focusing on mother & baby product production
ine. Mainly OEM or ODM to different customers in operation

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Main Businesses-Fuburg Thailand



Incorporate in 2022, Fuburg Thailand is the production center in Thailand, product underpad, insertpad, adult diaper.

Producing Own brand products, and OEM to strategic partners.

A large orange hexagon with rounded corners, containing the text 'Financial Performance' in white. The hexagon is centered on a horizontal band with a blue background featuring faint, abstract patterns. The background of the entire slide is white.

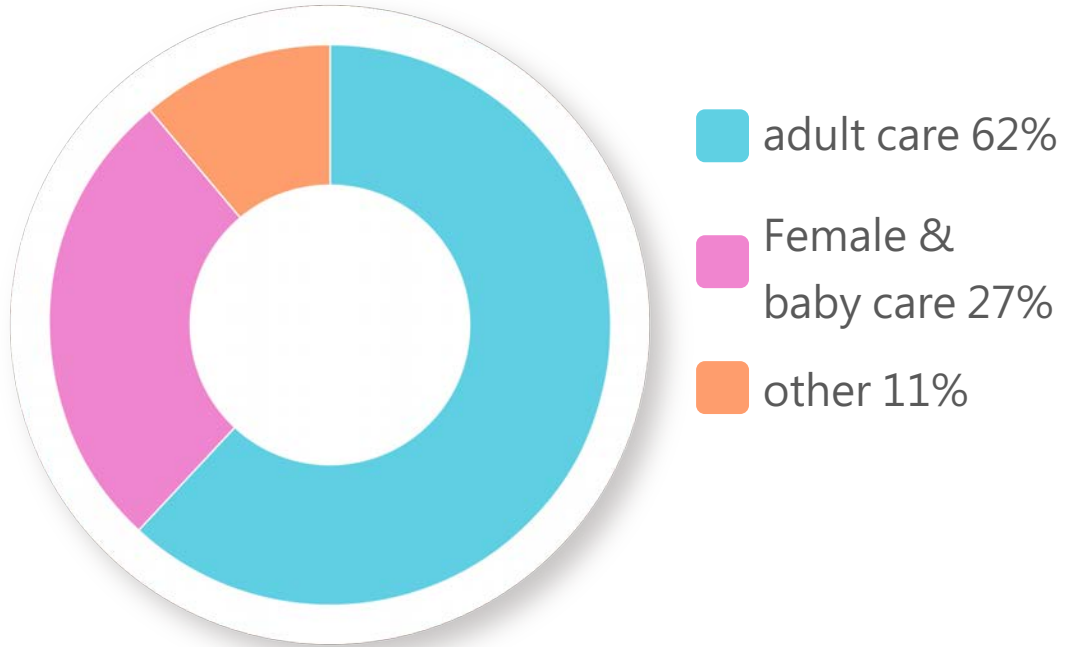
Financial Performance

Sale Facts – By Product Type

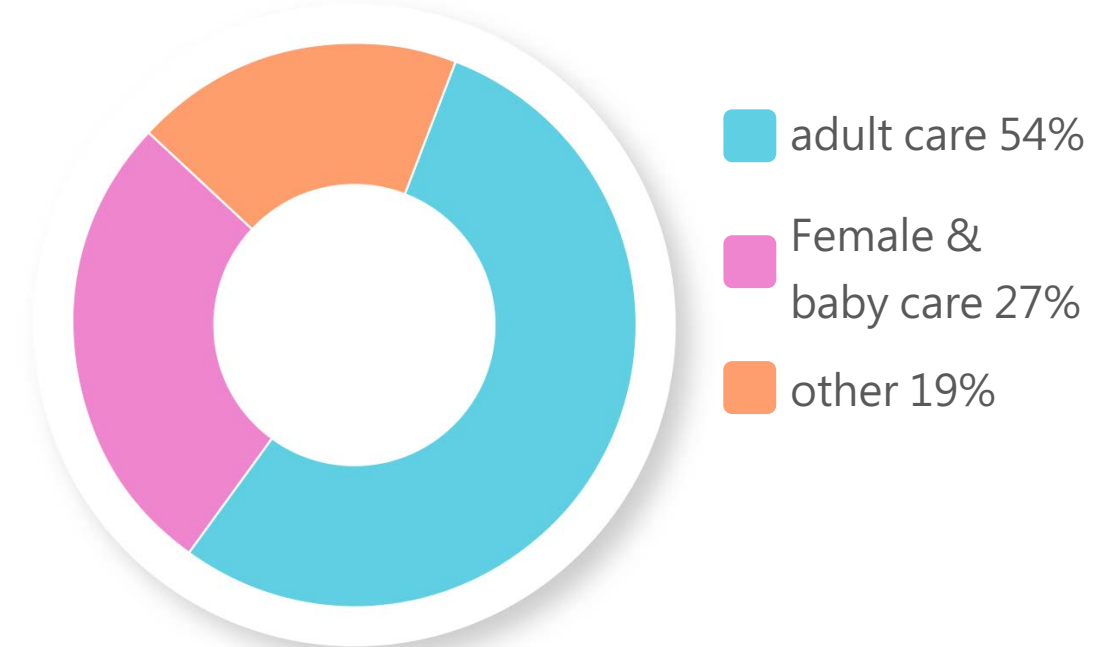


Revenue Breakdown

2022 Q1-Q3



2021 Q1-Q3

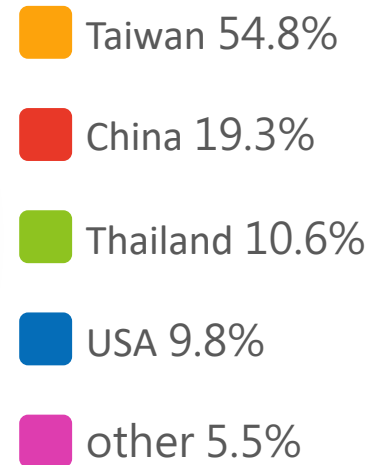
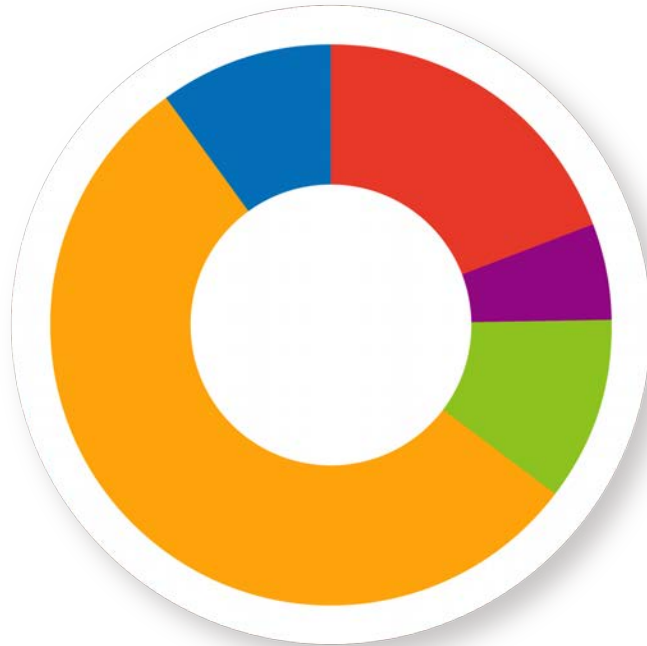


Sale Facts- By Countries

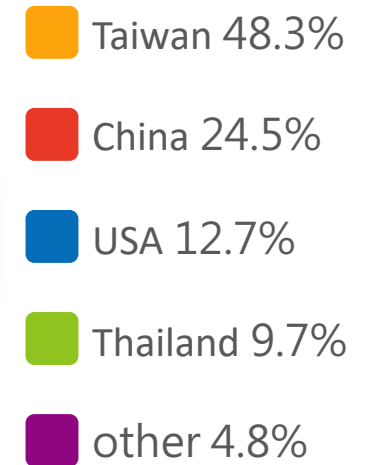
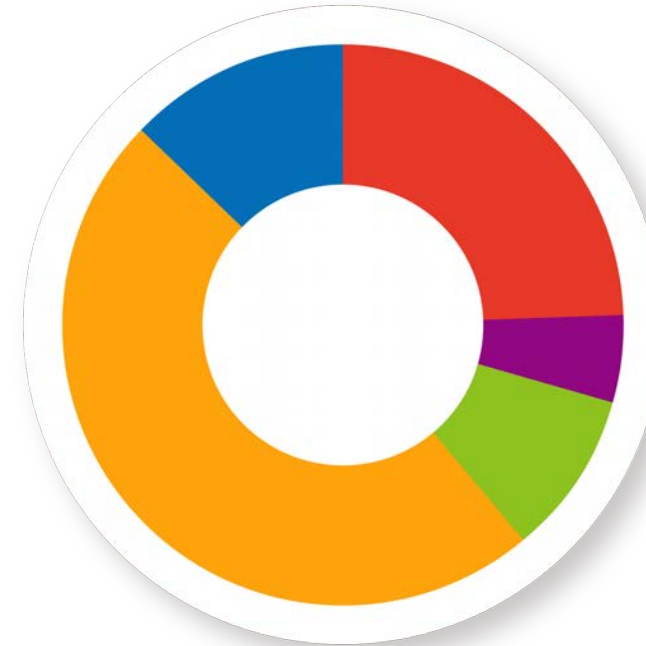


Revenue Breakdown

2022 Q1-Q3



2021 Q1-Q3



Operation Facts



Five-Year Income Statement

Unit: NT\$ K

(NT\$ K)	2017	2018	2019	2020	2021	9M22	YOY(%)					
							2017	2018	2019	2020	2021	9M22
Revenue	1,576,539	1,573,115	1,361,545	1,162,969	878,786	537,654	28	0	(13)	(15)	(24)	(17)
Gross Profit	334,788	300,518	222,618	283,273	154,019	100,390	25	(10)	(26)	(27)	(46)	(15)
Operating Expenses	193,054	228,643	242,184	246,244	226,679	177,529	6	18	6	2	(8)	9
Operating Profit	141,734	71,875	(19,566)	37,029	(72,660)	(77,139)	64	(49)	(127)	(289)	(296)	72
Non Operating Income / (Loss)	55,591	4,295	42,018	12,722	(2,477)	7,437	(38)	(92)	878	(70)	(119)	(215)
Pretax Income	197,325	76,170	22,452	49,751	(75,137)	(69,702)	13	(61)	(71)	(122)	(251)	(35)
Tax Expenses	74,926	41,861	14,552	30,434	(817)	(12,973)	(290)	(44)	(65)	109	(103)	(1,549)
Non-controlling interests	3,600	(1,421)	(4,865)	(6,226)	(7,501)	(9,275)	(12)	(139)	242	28	20	97
Net income to Parent	118,799	35,730	12,765	25,543	(66,819)	(47,454)	(10)	(70)	(64)	100	(362)	0
Basic EPS(NT\$)	2.42	0.71	0.25	0.50	(1.32)	(0.94)						
Key Financial Ratios (%)												
Gross Margin	21.2	19.1	16.4	24.4	17.5	18.7						
Operating Expense Ratio	12.2	14.5	17.8	21.2	25.8	33.0						
Operating Margin	9.0	4.6	(1.4)	3.2	(8.3)	(14.3)						
Net Margin	7.5	2.3	0.9	2.2	(7.6)	(8.8)						

Operation Facts



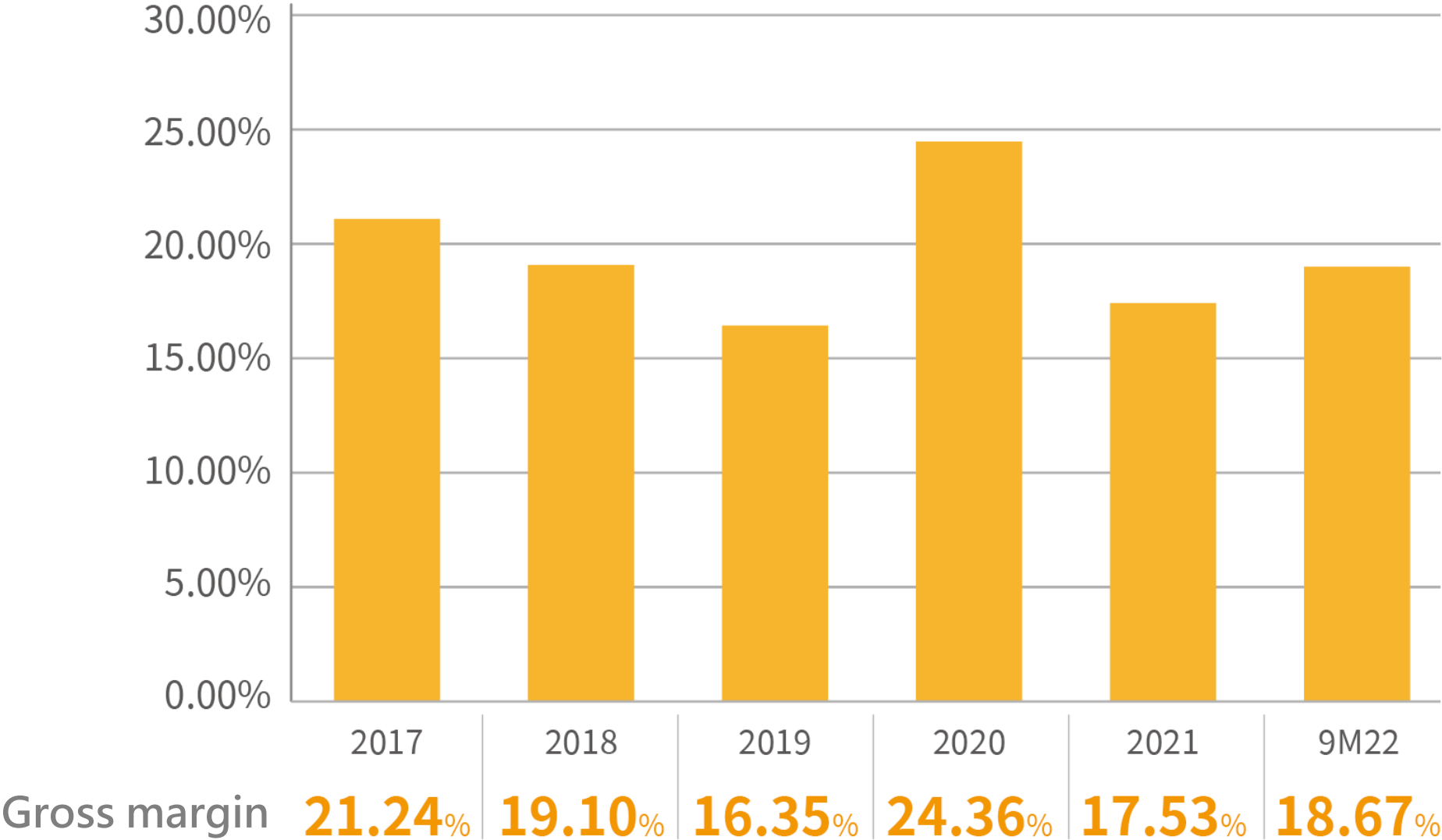
Five-Year Income Statement

Unit: NT\$ K

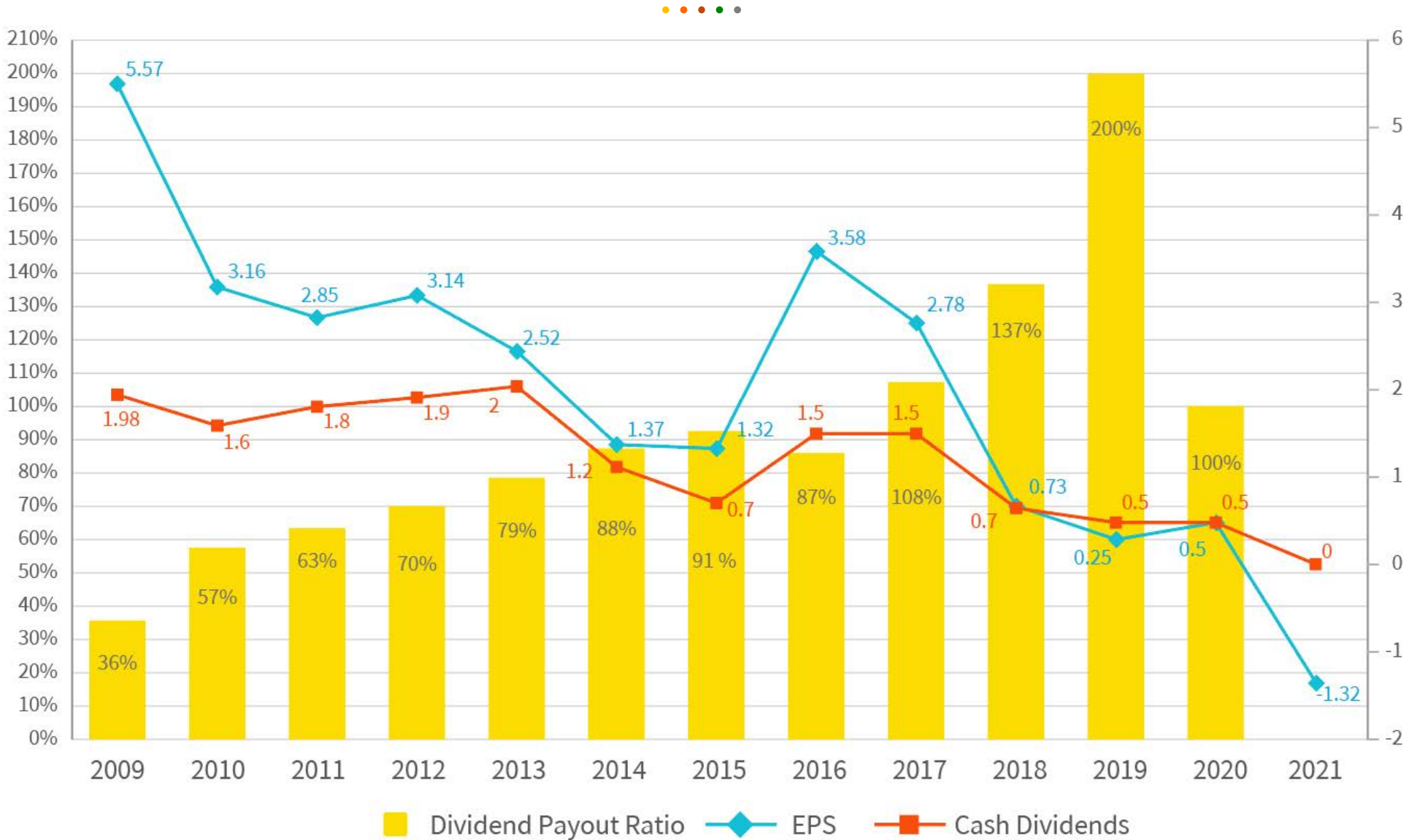
(NT\$ K)	2017	2018	2019	2020	2021	9M22	YOY(%)					
							2017	2018	2019	2020	2021	9M22
Total Assets	1,531,790	1,381,372	1,463,389	1,495,671	1,303,096	1,288,446	9.9	(9.8)	5.9	2.2	(12.9)	(2.9)
Cash	687,908	490,072	418,458	569,060	417,825	447,345	26.3	(28.8)	(14.6)	36.0	(26.6)	(0.3)
Account Receivable	294,521	270,558	225,739	157,048	162,488	104,537	3.1	(8.1)	(16.6)	(30.4)	3.5	(10.0)
Inventories	103,680	103,257	101,533	123,035	94,322	111,858	42.0	(0.4)	(1.7)	21.2	(23.3)	3.9
Fixed Assets	320,213	349,222	558,540	355,911	390,689	404,542	4.2	9.1	59.9	(36.3)	9.8	3.8
Total Liabilities	480,417	358,917	462,334	495,832	418,923	432,278	18.0	(25.3)	28.8	7.2	(15.5)	1.0
Account Payable	225,066	86,881	69,347	89,760	74,641	56,650	28.2	(61.4)	(20.2)	29.4	(16.8)	(25.7)
Notes Payable	101	209	-	490	334	2,025	(89.7)	106.9	(100.0)	-	(31.8)	13.3
Non-current Liabilities	88,141	117,975	126,177	121,553	115,108	112,380	11.6	33.8	7.0	(3.7)	(5.3)	(5.8)
Total Equity	1,051,373	1,022,455	1,001,055	999,839	884,173	856,168	6.5	(2.8)	(2.1)	(0.1)	(11.6)	(4.8)
Total Financial Ratios (%)												
A/R Turnover Days	68.1	66.16	69.58	64.47	69.95	66.18						
Inventory Turnover Days	25.61	29.27	32.37	45.95	53.98	75.63						
A/P Turnover Days	72.78	60.06	42.49	55.58	66.2	42.8						
ROE(%)	12.45	3.7	1.36	2.73	(7.51)	(1.86)						
ROA(%)	8.12	2.45	0.9	1.73	(4.77)	(1.23)						

Operation Facts

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Dividend Payout





Overview

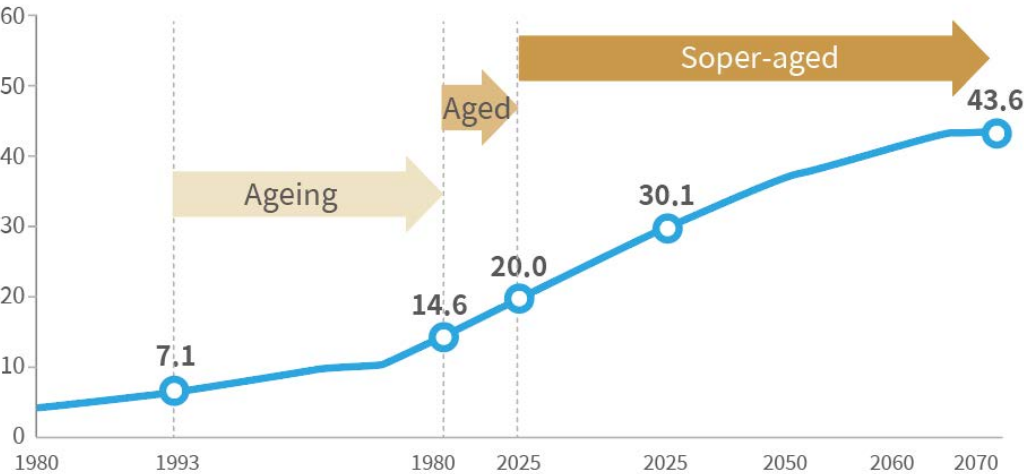
Industrial Trend



Aging index

- 1. Internationally, in average, 65+ Yr population
 - 7% - Aging Society (Taiwan 1993)
 - 14%- Elder Society (Taiwan 2018)
 - 20%- Super Aged Society (Taiwan Estimate 2025)Taiwan Populations:
 - Year 2022 – 17.5% over 65 years; Year 2070 – 43.6% over 65 years
 - Year 2022 – 10.3% over 85 years; Year 2070 – 31.2% over 85 years
- 2. National Development Council indicate – 20% of population would be older than 65 years old in 2025. Except the medical expenses, incontinence issue is also highly concerns in the elder age. The frequent of diaper change would be 6-8 times, average price 20 NTD/pc. Monthly expenditure would be 3,600 NTD. In 12% calculation of incapable senior citizen, expected market size would be 2.1 Billion NTD

The percent of the elderly population aged 65 and above in the total population (%)



Year	The percent of the elderly population in the total population		Aging Index (or child aged ratio)	Aged median (Age)
	Above aged 65	Above aged 85		
2022	17.5	1.8	144.7	43.9
2030	24.1	2.5	227.1	48.4
2040	30.6	5.0	323.4	53.0
2050	37.5	8.2	408.0	56.5
2060	41.4	10.2	470.1	59.4
2070	43.6	13.6	511.3	59.6

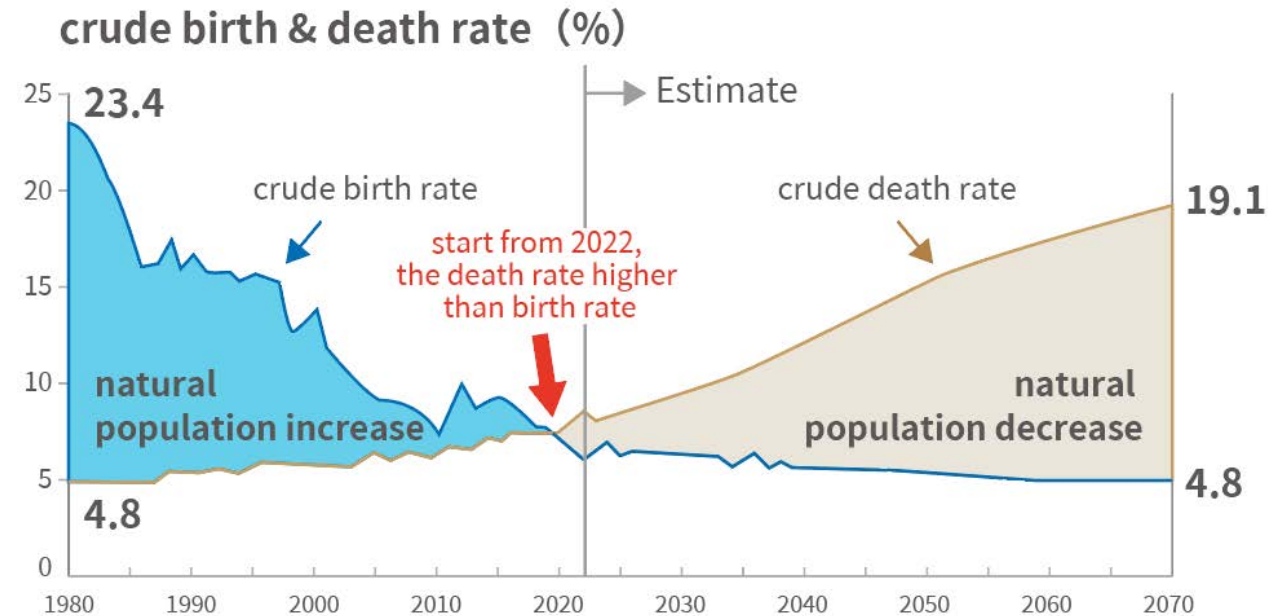
Data Source: National Development Council 「Taiwan population projection 2022-2070」

Industrial Trend



Birth Rate & Death Rate

1. In 2021, newborn baby 154,000, deaths people is 184,000, and the natural increase rate turns to negative 30,000.
2. In Taiwan, crude birth rate and crude death rate curves is cross in 2020. After 2020, the crude death rate will be greater than the crude birth rate, and the population will turn from natural increase to natural decrease.
3. This figure shows the estimated results.



Data Source: National Development Council 「Taiwan population projection 2022-2070」

Industrial Trend



Go Green- Bio Degradable Diapers



Adult Diapers

Launched



Insert pad / Under pad / Pants

Coming soon



Future outlook



- Bio-Degradable diaper is launched in April 2022. It is available in most channels now.
- Continuously plan the new “green” product line such as insert pad, under pad, and pants. To provide consumer more options.
- Encourage channels to join environmental production concept. Provide more Green Zone, to bring the concept into our society.

Fuburg still keep our business philosophy “Human centered” to manage. We will develop more environmental friendly products, hoping to bring users a better experience and products that achieve the environment friendly. Continue to lead the industry to go further in Taiwan, Asia and other regions. Promote environmental protection and bring a better future to all

Industrial Trend



Fur Baby – Pet Market



Pet Market is hot, it continuously grows in 2022

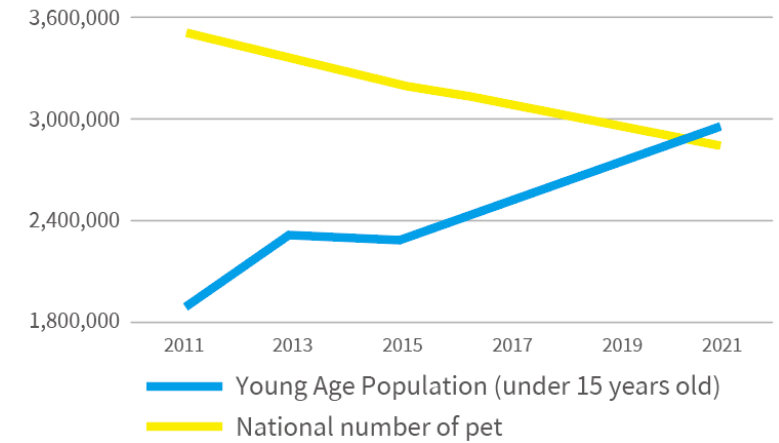
According to the latest household registration statistics from the Ministry of the Interior, the population at the end of January 2022 was 23,349,666, a decrease of 198,967 compared to the same month last year. The number of newborns will continue to decrease from 193,844 in 2017 to 153,820 in 2021. The domestic population continues to show a negative growth trend.

In the analysis of the number of pets registered by the Council of Agriculture, the number of registered pets has grown from 1,227,326 in 2017 to 2,025,440 in 2021. The actual number of pets may exceed the number of currently registered pets, and there is a golden cross with the number of newborn registrations. It is estimated that the pet market and business opportunities will continue to be optimistic in the future. The pet market size in 2021 is estimated to be about 51.1 billion.



Bring in Pet Hygiene products

 Young Age Population VS. National number of pet(cats & dogs)



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Industrial Trend



ASEAN Development Plan

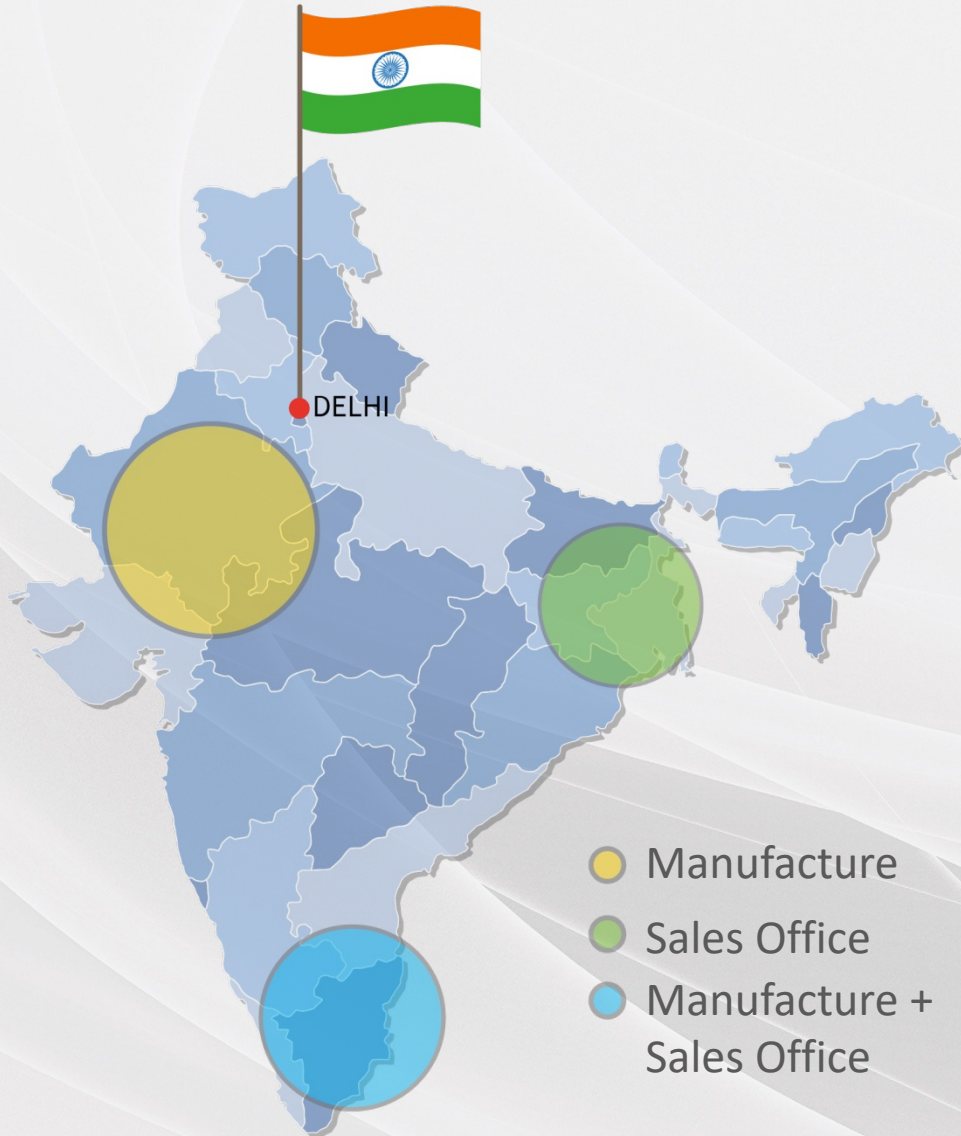


1. The ten ASEAN countries have a total land area of more than 4.46 million square kilometers and a population of more than 650 million. They have different levels of economic development, and their religions, politics, languages and cultures are completely different. ASEAN established the ASEAN Economic Community (AEC) in 2015.), integrated into a world's third largest market with a total population larger than that of NAFTA and the European Union
2. Fuburg has deep cultivation in ASEAN – FeelFree & ANAN brands are high visibility in Malaysia, Philippines, Singapore and Thailand.
3. the "ASEAN local supply" -- The production bases in Thailand will be focused and the Asean production center will export to other Southeast Asian countries.

Industrial Trend



Indian Development Plan



1. The Republic of India became independent from British rule in 1947. It consists of 28 states and 8 union territories. It has a population of 1.38 billion and ranks second in the world. It is the largest democracy and one of the fastest growing major economies in the world .
2. The import tariff for adult diapers is 25%+.Due to the impact of COVID in 2020, the freight rate has increased by more than 10 times, which has caused a surge in demand from manufacturers in India. The industrial chain moves closer to domestic sales.
3. FeelFree has its history of more than 20 years in India.The trade barriers is more restrictive, It can be solved, local OEM reliable manufacturers, local production. Self-produced and self-marketed



ESG Sustainable

ESG Sustainable Development Performance



Protect Environment



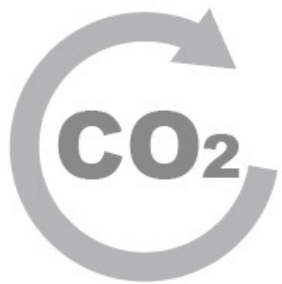
Social Responsibility



Corporate Governance



2021 vs 2020 – Decrease Amount



2021 vs 2020
Decrease Amount

11,575
(kgCO2e)

Annually donate necessity to nursing home, associations and related centers.

total amount NT\$**890,000** in 2021.

Support sanitary & hygiene products to Philippines and Thailand disadvantaged groups in rural areas

Staff Diversified learning and occupational safety and health training

Total **236** hour

Enhanced monitoring management
board independence

42.86%

One Female director



70% of companies have one female director in 2021

In 2021, the corporate governance evaluation of listed companies in Taiwan is underway **21%~35%**

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ESG Sustainable Development Performance



Charitable activities: with The Mustard Seed Mission / Eden Social Welfare Foundation



ESG Sustainable Development Performance



Love aboard : Ukraine / Thailand / Philippines

Charitable activities-Ukraine

Fuburg and all employees donate daily necessities to the Ukrainian people in war,
We also hope that the war will stop as soon as possible.



cooperation with Buddhist Compassion Relief Tzu Chi Foundation(Thailand branch)



Local social welfare organization in Philippines



Q & A

THANK YOU

www.fuburg.com

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E-mail : sarah.yeh@fuburg.com



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