

The World We Care

Home Care In FUBURG

Fuburg (8929) Investor Presentation

December 23, 2025



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Disclaimer

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Company Profile

公司簡介



About FUBURG



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.

August 29,
1977

Founded Date

November 30,
2000

Listed on OTC

505,808
Thousand

Paid-in Capital

8929

Stock Code

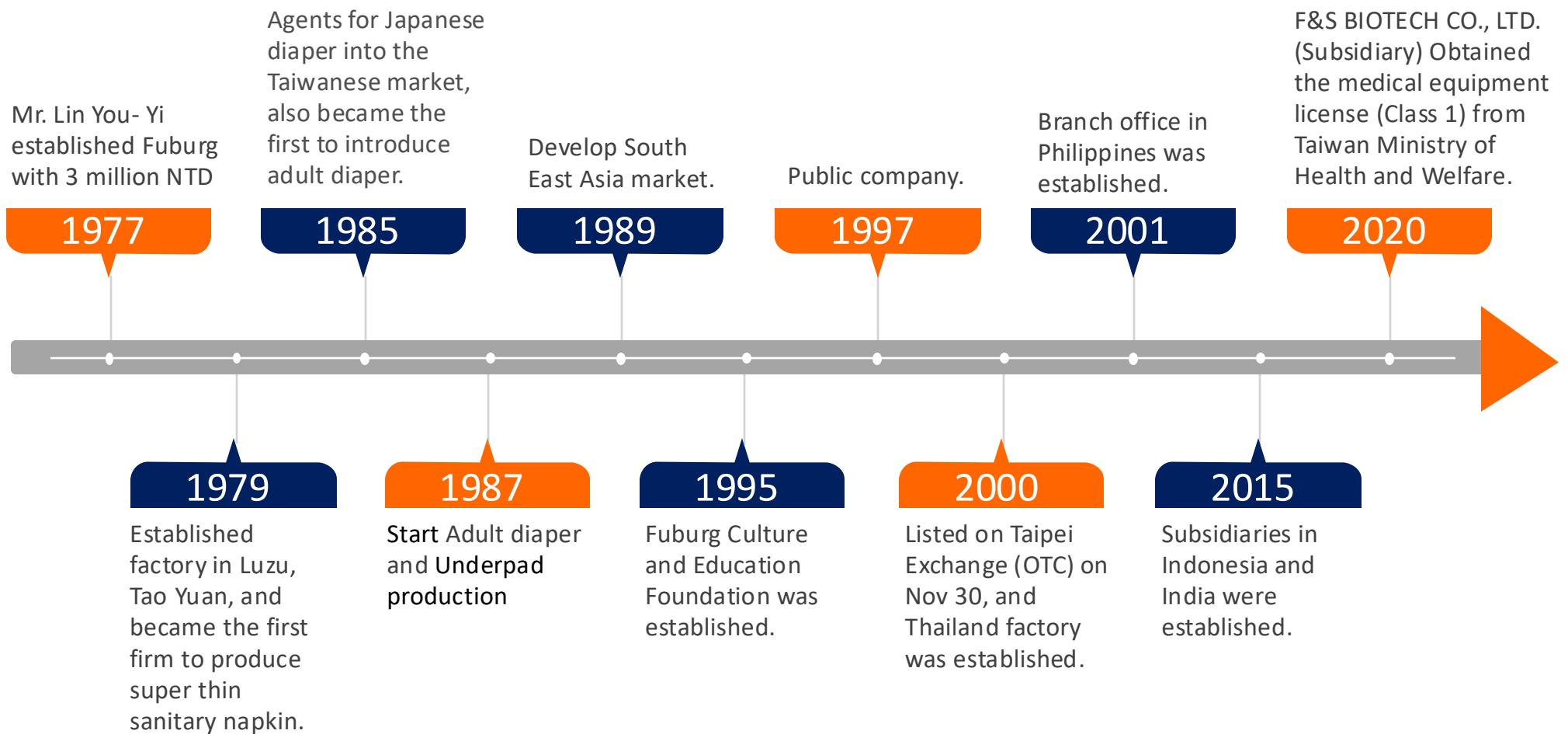
Edward Lin

President / GM

162 (Total headcount)
86 (HQ)

Employees

Company Milestones



Headquarter & Operations

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



Milestone for Products



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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Establishment Registration & Device Listing

1 result found for Establishment Registration or FEI Number : 3016750660

Establishment Name	Registration Number	Current Registration Yr
F&S BIOTECH CO., LTD TAIWAN	3016750660	2021

Contract Manufacturer: Manufacturer
Contract Manufacturer: Foreign Exporter: Manufacturer
Contract Manufacturer

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10903 New Hampshire Avenue
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U.S. Department of Health & Human Services



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

Brand series of products

FUBURG

Adult Care

Female Care

Baby Care

Skin Care

Pets Care

Medical Equipment



安爽

Ancare

Medicos

Brand of Fuburg company

future in hand

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Company Products / Adult Care



future in hand

Company Products / Mother & Baby



With
me

安親
Feelfree

Tino

Jorbo
裘諾

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Company Products / COVID Free Product



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PAGE: 15

Company Products / Total Solution for HomeCare



Home Care

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. With high quality product design, development and excellent manufacture experience, so we cooperate with many famous brand and set up new marketing plan for our customer. We are proud with our " Total Solution " specialist, they can help customer to solve the problem.

Main Businesses-Fuburg Shanghai



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

future in hand

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.

Financial Results

財務表現



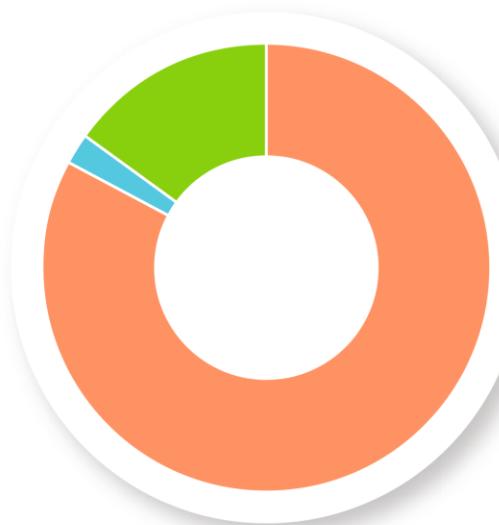
Revenue Breakdown / Sale Facts - By Product Type

2025 Q1-Q3



Adult care	67%
Female & Baby care	18%
other	15%

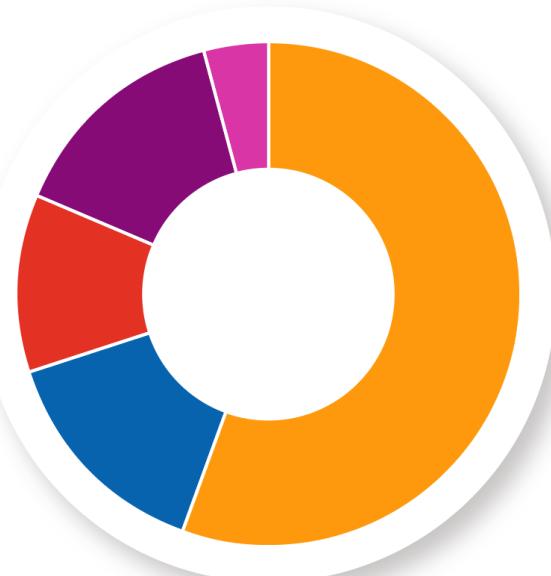
2024 Q1-Q3



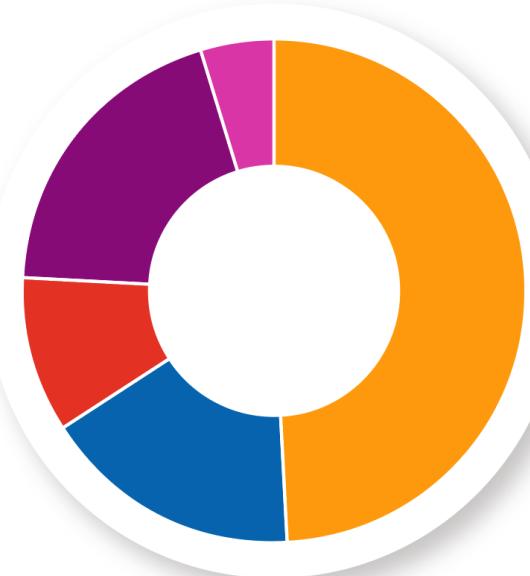
Adult care	83%
Female & Baby care	2%
other	15%

Revenue Breakdown / Sale Facts - By Country

2025 Q1-Q3



2024 Q1-Q3



Operation Facts / Five-Year Income Statement

Unit: NT\$ K

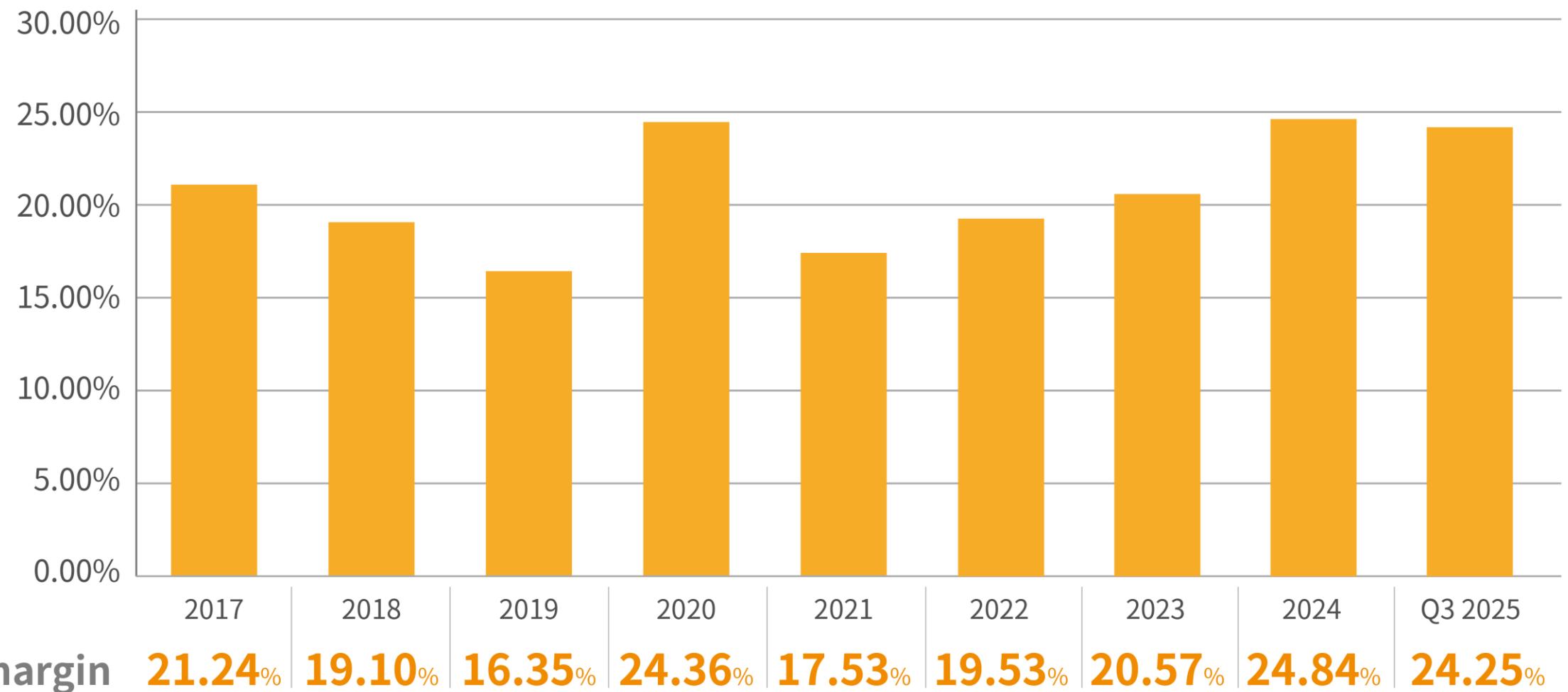
(NT\$ K)	2020	2021	2022	2023	2024	9M25	YOY(%)					
	2020	2021	2022	2023	2024	9M25	2020	2021	2022	2023	2024	9M25
Renenue	1,162,969	878,786	697,138	687,317	772,876	528,940	(6)	(24)	(21)	(1)	(12)	(8)
Gross Profit	283,273	154,019	133,137	141,389	192,011	128,322	6	(46)	(14)	6	36	(11)
Operating Expenses	246,244	226,679	230,005	191,945	203,023	165,814	36	(8)	1	(17)	6	12
Operating Profit	37,029	(72,660)	(96,868)	(50,556)	(11,012)	(37,492)	(57)	(296)	(33)	48	78	(240)
Non Operating Income / (Loss)	12,722	(2,477)	9,563	12,722	81,850	10,730	(86)	(119)	486	33	543	(87)
Pretax Income	49,751	(75,137)	(87,305)	(37,834)	70,838	(26,762)	(72)	(251)	(16)	57	287	(138)
Tax Expenses	30,434	(817)	12,088	8,180	(16,653)	861	177	(103)	1580	(32)	(304)	105
Net Income	(6,226)	(7,501)	(75,217)	(29,654)	54,185	(25,901)	(253)	(20)	(903)	61	283	(148)
Net income to Parent	25,543	(66,819)	(64,477)	(23,081)	48,259	(24,126)	(81)	(362)	4	64	309	(150)
Basic EPS(NT\$)	0.50	(1.32)	(1.27)	(0.46)	0.95	(0.48)						
Key Financial Rations (%)												
Gross Margin	24.40	17.50	19.1	20.60	24.8	24.3						
Operating Expense Ratio	21.2	25.8	33	27.9	26.3	31.3						
Operating Margin	3.2	(8.3)	(13.9)	(7.4)	(1.4)	(7.1)						
Net Margin	(0.5)	(0.9)	(10.8)	(4.3)	7.0	(4.9)						

Operation Facts / Five-Year Income Statement

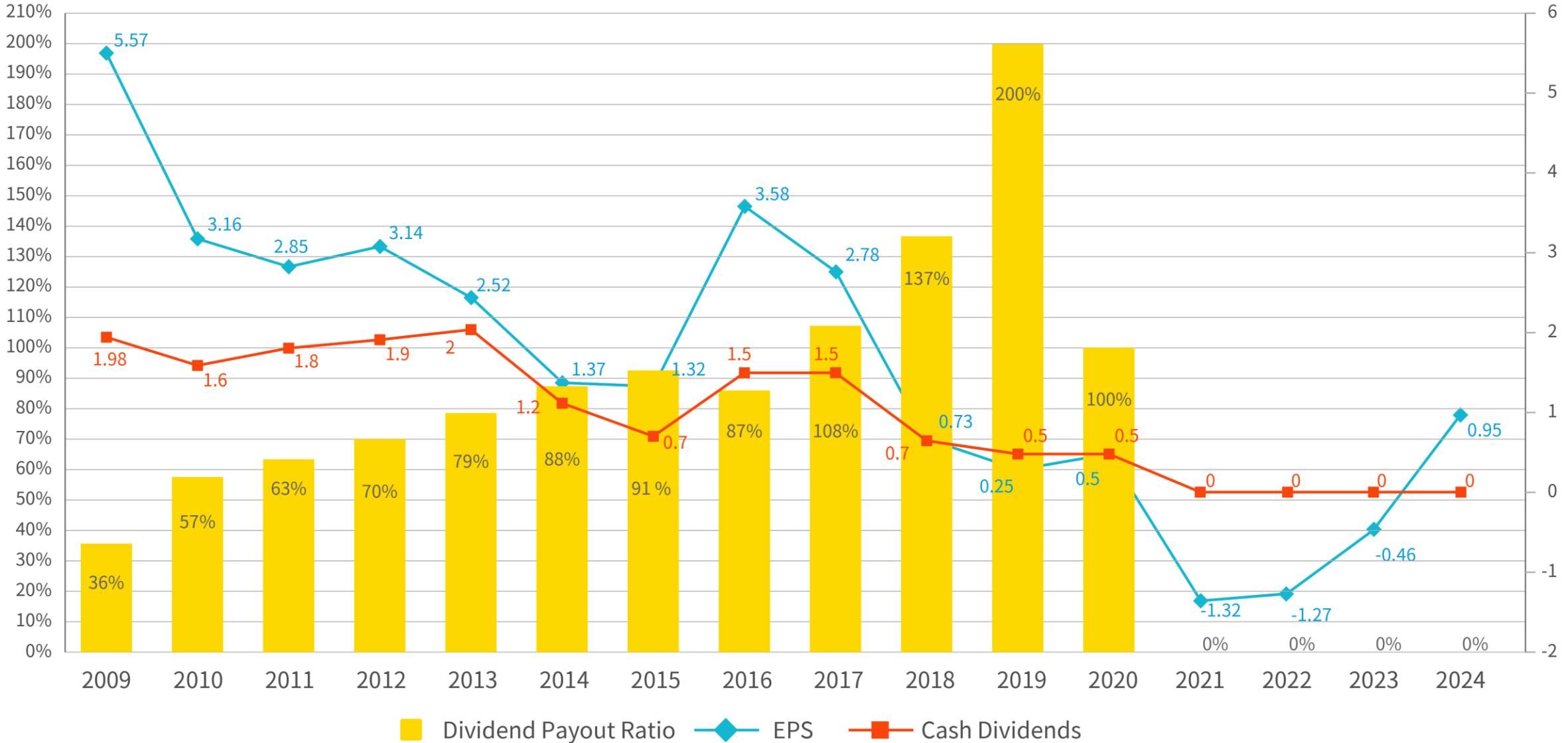
Unit: NT\$ K

(NT\$ K)	2020	2021	2022	2023	2024	9M25	YOY(%)					
	2020	2021	2022	2023	2024	9M25	2020	2021	2022	2023	2024	9M25
Total Assets	1,495,671	1,303,096	1,204,939	1,222,214	1,360,141	1,274,553	2.2	(12.9)	(7.5)	1.4	11.3	(6.3)
Cash	569,060	417,825	393,437	440,102	479,157	500,450	36.0	(26.6)	(5.8)	11.9	8.9	1.9
Account Receivable	157,048	162,488	99,351	111,689	132,901	120,762	(30.4)	3.5	(38.9)	12.4	19.0	0.7
Inventories	123,035	94,322	119,141	80,378	90,089	75,751	21.2	(23.3)	26.3	(35.5)	12.1	(9.4)
Fixed Assets	355,911	390,689	383,252	388,654	421,835	358,317	(36.3)	9.8	(1.9)	1.4	8.5	(18.1)
Total Liabilities	495,832	418,923	371,023	397,419	118,665	417,234	7.2	(15.5)	(11.1)	7.1	(70.1)	5.4
Account Payable	89,760	74,641	54,344	58,093	63,733	50,594	29.4	(16.8)	(27.2)	6.9	9.7	12.9
Notes Payable	490	334	1,193	636	202	750		(31.8)	257.2	(46.7)	(68.2)	8.5
Non-current Liabilities	121,553	115,108	99,891	98,145	118,665	111,197	(3.7)	(5.3)	(13.2)	(1.7)	20.9	(4.8)
Total Equity	999,839	884,173	833,916	824,795	936,506	857,319	(0.1)	(11.6)	(5.7)	(1.1)	13.5	(11.1)
Total Financial Ratios (%)												
A/R Turnover Days	64.47	69.95	73.57	62.4	63.92	62.29						
Inventory Turnover Days	45.95	53.98	68.13	65.78	52.82	54.46						
A/P Turnover Days	55.58	66.2	67.72	61.76	62.25	32.60						
ROE(%)	2.73	(7.51)	(7.89)	(2.90)	5.71	(2.84)						
ROA(%)	1.73	(4.77)	(5.14)	(1.90)	3.74	(1.97)						

Operation Facts



Dividend Payout



Future Outlook

未來展望



Industrial Trend

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 2025 – 19.9% over 65 years; Year 2070 – 43.6% over 65 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

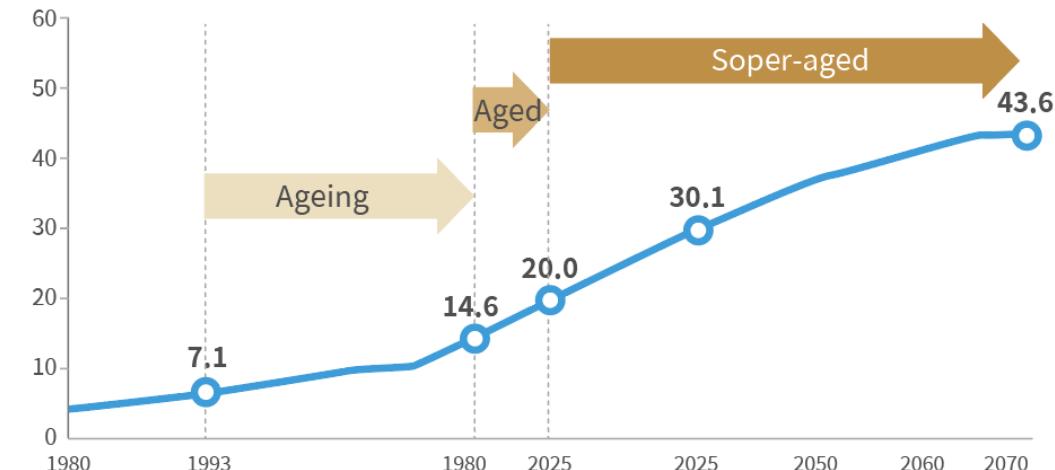
of diaper change would be 6-8 times, average price 20 NTD/pc. Monthly

expenditure would be 3,600 NTD. In 12% calculation of incapable senior

citizen, expected market size would be 3.6 Billion NTD

Aging index

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

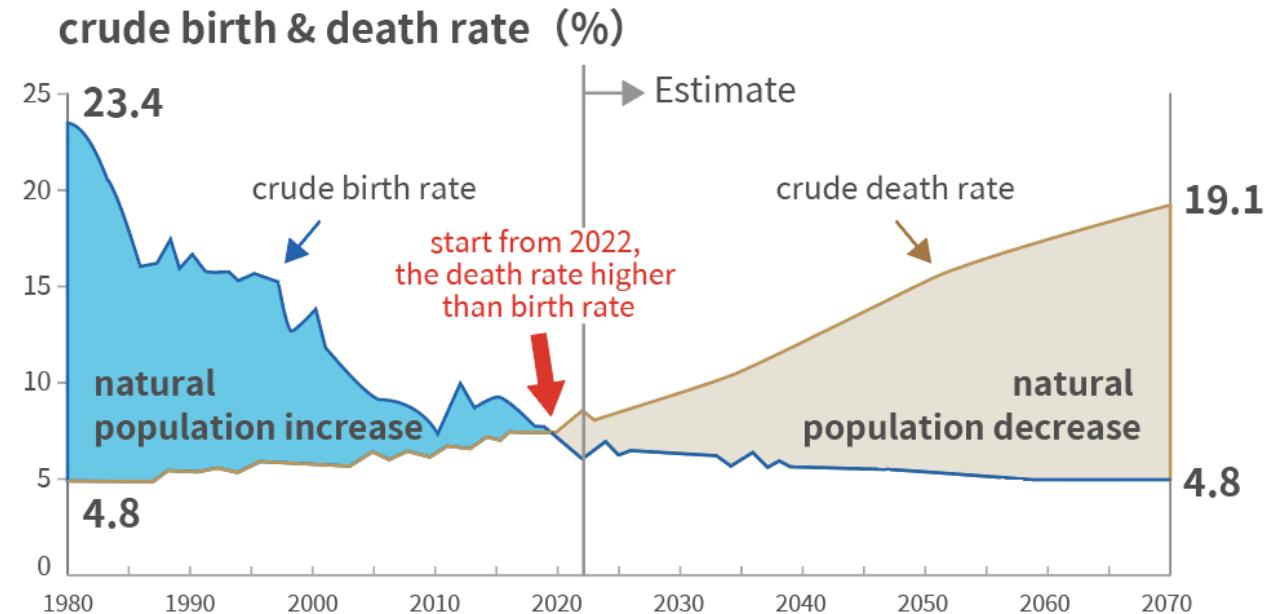


Year	The percent of the elderly population in the total population Above aged 65	The percent of the elderly population in the total population Above aged 85	Aging Index (or child aged ratio)	Aged median (Age)
2022	17.5	1.8	144.7	43.9
2030	24.1	2.5	227.1	48.4
2040	30.6	5.0	323.4	53.0
2050	37.5	8.2	408.0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

Industrial Trend

1. In Taiwan, crude birth rate and crude death rate curves 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.
2. This figure shows the estimated results.

Birth Rate & Death Rate



Industrial Trend / Go Green- Bio Degradable Diapers



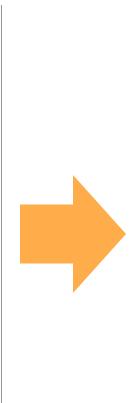
InsertPad



Diapers



UnderPad



Pants



Launched

Coming soon

Future outlook

Product Line & Eco-Strategy Update

- Eco-Friendly Adult Pull-Ups launched in April 2022. Widely available across major chains (e.g., Shin Yi, Dachuanlian) and e-commerce platforms (e.g., Momo, Shopee).
- Diapers & Underpads officially launched in 2024.
- 2026 Goal: Develop Pants-Type Diapers product line to offer a complete eco-friendly product range to consumers.

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

PChome 24h 購物

大全聯

yahoo! 購物中心

蝦皮購物

MOMO 購物網

杏一
medFirst

Industrial Trend / Diversification of Adult Care Product



As our user base expands, we are implementing the following adjustments to meet differentiated needs and launch more user-centric products:

Key Initiatives

Meet Diverse Usage Scenarios:

Introducing **light-absorbency products** (e.g., incontinence pads) tailored for various levels of incontinence.

Enhance Comfort:

Upgrading materials to **increase user comfort** (e.g., the Active Pant with elastic waistband).

Improve Usage Experience with Advanced Formulas:

Applying specialized coatings/formulas to add **antibacterial, deodorizing, and skin-care features** to our products.

Industrial Trend / Fur Baby – Pet Market



Pet Market is hot, it continuously grows in 2025

Based on the latest household registration statistics from the Ministry of the Interior, the population at the end of October 2025 was **23,310,853** people. This represents a decrease of **91,951** people compared to the same month last year. Furthermore, the number of newborns has continued to decline, dropping from **109,803** in the January–October period of 2024 to 98,390 in the same period of 2025. This data confirms the ongoing trend of **negative population growth** within the country. In contrast to human population trends, statistics from the Council of Agriculture (COA) regarding registered pets indicate significant growth:

The number of registered pets is projected to grow from **2.79 million** in 2023 to an estimated **4.00 million** in 2025. The **actual number of pets** is likely to be even higher than the registered count.

Market Valuation

The pet market size was approximately **NT\$63.1 billion** in 2023.

It is estimated to reach **NT\$70.0 billion** by 2025



Bring in Pet Hygiene products

Launched



Coming soon



Industrial Trend / Development of Home Cleaning Products

Taiwan FMCG Market: Home Care & Paper Products

- **Key Market Insights (Worldpanel Q2 2025)**

The Home Care market saw a strong 6% year-on-year value growth (YOY).

- **Top performing categories** within Home Care include:

- Air Fresheners

- Laundry Detergents & Capsules

- Dishwashing Liquids

- **Paper categories** (Toilet Paper and Wet Wipes) also demonstrated strong performance.

Conclusion: Consumer demand for these products is demonstrably still growing.

- **Strategic Imperative: Differentiation**

Challenge: These product categories suffer from high homogeneity (high similarity) among competitors.

- **Solution:** We must identify and address **deeper consumer needs** by offering differentiated product features to gain consumer preference.



Launched



Coming soon



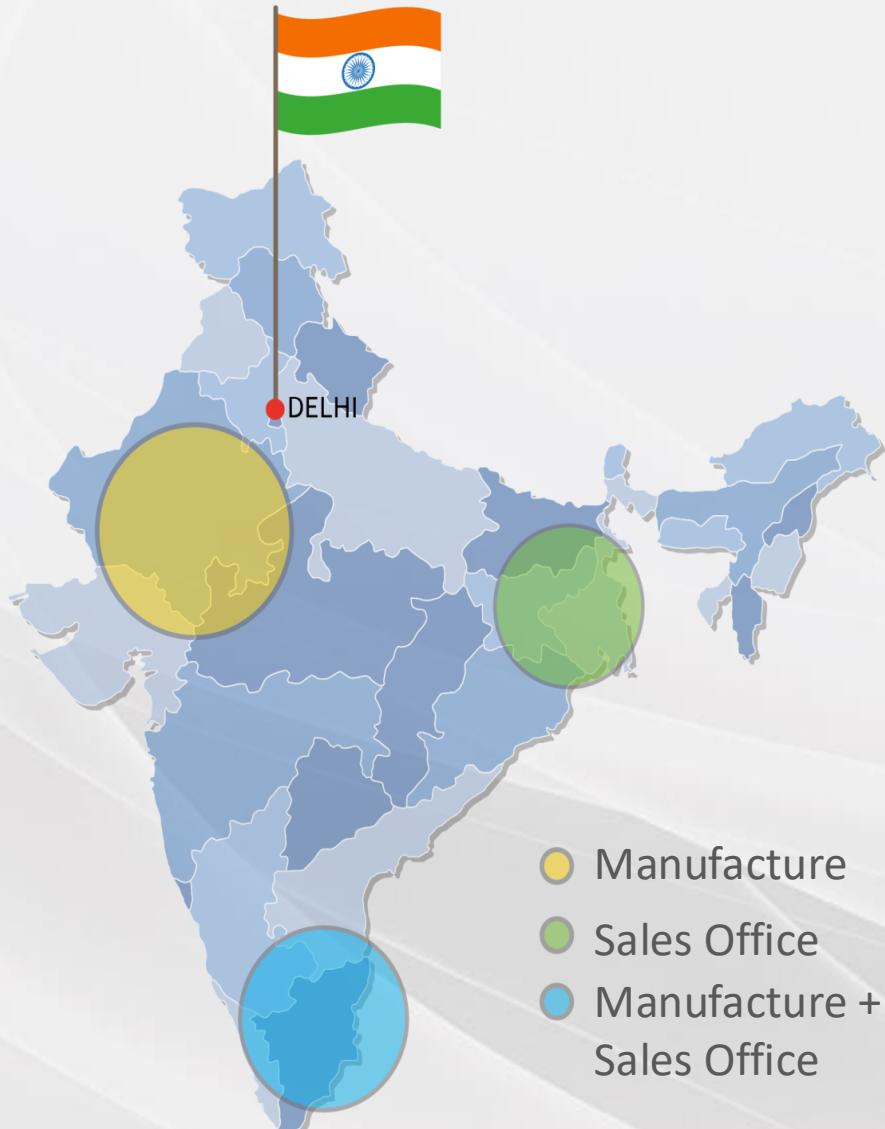
Industrial Trend / ASEAN Development Plan



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. 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

Industrial Trend / Northern America



Due to the instability of tariff policies between the United States and China, orders exported to the United States through the Chinese supply chain may be affected, so it is necessary to actively develop other export markets.

Taiwan and Canada will sign a "Double Taxation Avoidance Agreement" in 2025 to eliminate the problem of double taxation or excessive tax burden on cross-border income caused by differences in the tax laws of the two countries, which will help promote fair competition in the local area.

Currently, we are actively developing partnerships with large local supermarket chains, providing OEM or private-label products to further boost export performance.

ESG & Sustainability Initiatives

ESG 永續



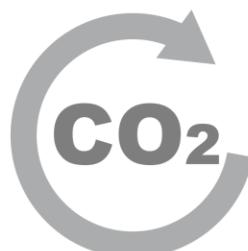
ESG Sustainable Development Performance



Protect Environment



Reduced metrices (2024vs 2023)



2024 vs 2023
reduced metrices
46,453

(kgCO2e)



Social Responsibility

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

total amount NT\$ **430,000** in 2021.

Support sanitary & hygiene products to disadvantaged groups in rural areas of Thailand.

Staff Diversified learning and occupational safety and health training

Total **262.5** hour



Corporate Governance

Enhanced monitoring management
board independence

42.86%

One Female director



70% of companies have one female director in 2024

In 2024, the corporate governance evaluation of listed companies in Taiwan is underway **36%~50%**

future in hand

ESG Sustainable Development Performance

送愛活動 台東向日葵協會 / 花蓮光復風災 / 嘉義風災





Q & A

THANK YOU!

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E-mail : sarah.yeh@fuburg.com

