



Universal Incorporation

(1325)

Investor Conference

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- We have not released any financial forecast. Business and financial information presented here and during the Q&A session, should they concern business operation or industrial development, may differ from actual results. These discrepancies are due to such risk factors as market demand changes, price fluctuations, competitive behavior, global economic conditions, exchange rate fluctuations, supply chains, et cetera, which are out of the company's control.
- The outlook for the future presented in this briefing reflects our view of the future until now. When these views change or adjust, it is not the obligation of the company to revise or update.



Overview

1. **Company Profile**
2. **Our Products**
3. **Business Overview**
4. **Financial Overview**
5. **Future Business Strategy**
6. **Q&A**



Company Profile (1 of 7)

- **Established** 1962
- **President** Ms. Mei Hui Huang
- **Capitalization** 853 million NTD
(**26.3** million USD)
- **Employees** 141 (December 2024)
- **Culture** Teamwork, Growth,
R&D, Excellence
- **Products** Spunbond, Meltblown, SMS, SMMS
nonwoven fabrics, Face Mask,
Air Filter Media



Company Profile (2 of 7)

■ Production Line

In Taiwan :

(1) Nonwovens production line :

- Spunbond nonwovens : 3 lines
- SMMS composite nonwovens : 1 line
- Meltblown nonwovens : 5 lines

(2) High filtration efficiency filter media (HEPA) : 4 lines & air filter media related lamination equipment

(2) Face Mask's production line : 33 lines including flat type, 3D shape and customized type.

In Xiamen :

- Spunbond nonwovens (SS) : 1 line
- SMS composite nonwovens : 1 line



Company Profile (3 of 7)



Taipei Headquarters



Tainan Plant



New Tainan plant



Xiamen Plant



Company Profile (4 of 7)

- 1962** Universal Incorporation was established by President William Huang as a manufacturer of knitted and leather gloves.
- 1990** Began mass production of nonwoven fabrics.
- 2000** Listed on the Taiwan Stock Exchange.
- 2002** Reifenhauer 4.2M SMMS nonwoven fabrics machine installed and began mass production.
- 2009** Began mass production of nonwoven fabrics in Xiamen plant.
- 2009** Began mass production of Medical Face Mask.



Company Profile (5 of 7)

- 2017** Completed transformation from SS Spunbond to SMS composite nonwovens production line at Xiamen plant in May.
- 2019** Purchased the Meltblown line and HEPA equipment for producing the high filtration efficiency filter media in May and the machine had been installed in the new Tainan plant in December.
- 2019** Finished the construction of new Tainan plant in November and acquired the building use license in December.



Company Profile (6 of 7)

- 2020** Signed conditional donation contract with the government for 10 lines of face mask equipment in February, installed the machinery and started to produce medical face masks in first quarter of the year.
- 2020** Purchased 3 Meltblown lines and HEPA equipment for producing the high filtration efficiency filter media in May and the machine had been installed in the new Tainan plant in the same year.



Company Profile (7 of 7)

- 2020** Purchased additional 17 lines of face mask equipment in July and the machine had been installed and started production in the same year.
- 2021** Purchased 3D face mask machines, customized mask machines and air filter media related lamination equipment.



Our Products (1 of 6)

Spunbond

Face Mask

Meltblown

**Composite
Nonwovens**

**Air Filter
Media**

Our Products (2 of 6)



Applications of Spunbond and Composite Nonwovens

- **Hygiene** Baby diapers, training pants, adult incontinence products, sanitary napkins, patient pads
- **Medical** Face mask(outer layer & inner layer), surgical gowns, caps, drapes, exam gowns, patient gowns
- **Industrial** Protective clothing, coveralls, car covers
- **Agricultural** Pest control and thermal insulation coverage for seedlings, fruits and vegetables, tea leaves



Our Products (3 of 6)

Applications of Meltblown Nonwovens

- **Filter Media** **Mask Filter Media : BFE、N95、PFE、VFE、FFP2、FFP3, etc.**
HEPA Filter Media for air purifier, air conditioner & clean room (H10~H14) 、Cabin Air Filter media 、Respirator 、PM2.5 filter media for airtight window.
- **Insulation** **Thermal fillers for snow clothing, snowshoes, gloves, etc.**
- **Oil absorption** **River pollution control, treatment for floating oil, wipers**



Our Products (4 of 6)

Face Mask Type

- Medical Face Mask
- Surgical Mask
- 3D Medical Face Mask
- Protective Surgical Respirator (N95 Grade)
- Type II Medical Face Mask
- Medical Activated Carbon Mask



Our Products (5 of 6)

Applications of Air Filter Media :

- High filtration efficiency filter media (H10~H14) for high level mask filter media such as N95 respirator, FFP2 Protective respirator, PM 2.5 anti-haze Mask, etc. and laminated filter media.
- Laminated filter media and air filter media for air purifier, air conditioner, clean room 、cabin air filter media 、PM2.5 filter media of airtight window and chemical filter, etc.



Our Products (6 of 6)

Tainan Plant

(一) 2024 ISO Certifications

- ISO 9001 (2015)
- ISO 13485 (2016)
- ISO 14001 (2015)

(二) QMS (2024 certified)



Business Overview

Sales Revenue Share by Region (%)

Region	2024 Q1-Q3	2023 Q1-Q3	Change rate (%)	2023	2022	2021
Taiwan	83	82	1	81	82	75
Northeast Asia	13	15	-13	15	11	6
Mainland China	3	1	200	2	4	10
Europe & America	1	2	-50	2	2	4
Southeast Asia	0	0	-	0	1	5
Total	100	100	-	100	100	100



Financial Overview (1 of 5)

Consolidated Balance Sheets

(Unit: in thousands of New Taiwan Dollars)

Item	Sept.30,2024	Sept.30,2023	Change rate (%)	Dec.31,2023	Dec.31,2022	Dec.31,2021
Current Assets	1,707,958	1,791,611	-5	1,748,762	1,746,399	1,903,915
Non-current Assets	1,189,905	1,213,956	-2	1,223,203	1,258,949	1,313,467
Total Assets	2,897,863	3,005,567	-4	2,971,965	3,005,348	3,217,382
Current Liabilities	38,661	53,407	-28	56,995	68,530	105,648
Non-current Liabilities	55,758	62,870	-11	55,159	57,810	63,088
Total liabilities	94,419	116,277	-19	112,154	126,340	168,736
Equity Attributable to Shareholders of the Parent	2,710,234	2,791,823	-3	2,767,560	2,780,188	2,948,349
Capital stock	852,812	852,812	-	852,812	852,812	852,812
Non-controlling interests	93,210	97,467	-4	92,251	98,820	100,297
Total equity	2,803,444	2,889,290	-3	2,859,811	2,879,008	3,048,646
Current ratio (%)	4,418	3,355	32	3,068	2,548	1,802
Equity ratio (%)	97	96	1	96	96	95
Net worth per share(NTD)	31.78	32.74	-3	32.45	32.60	34.57

Note : The par value per share is 10 NT dollars ◦



Financial Overview (2 of 5)

Consolidated profit and loss performance

(Unit: in thousands of New Taiwan Dollars)

Item	2024 Q1-Q3	2023 Q1-Q3	Change rate (%)	2023	2022	2021
Sales revenue	244,845	309,927	-21	405,763	553,968	1,191,043
Gross (loss) profit	(25,105)	4,170	-702	(375)	43,674	439,793
Operating (loss) income	(59,287)	(32,892)	-80	(48,460)	(5,022)	370,105
Net (loss) income before tax	(15,063)	56,976	-126	20,766	20,511	389,520
Net (loss) income	(13,934)	43,380	-132	12,739	13,526	277,492
Net (loss) income attributable to owners	(11,041)	46,584	-124	17,755	16,580	278,378
(loss)Earning per share (New Taiwan Dollars)	(0.13)	0.55	-124	0.21	0.19	3.26
Gross (loss)profit (%)	(10)	1	-1,100	-	8	37
Operating (loss) income (%)	(24)	(11)	-218	(12)	(1)	31



Financial Overview (3 of 5)

Consolidated cash flows

(Unit: in thousands of New Taiwan Dollars)

Item	2024 Q1-Q3	2023 Q1-Q3	Change rate (%)	2023	2022	2021
Operating	27,310	120,466	-77	124,653	77,926	(4,927)
Investment	(78,480)	(136,549)	-43	(521,028)	679,292	936,880
Financing	(51,083)	(58,375)	-13	(58,385)	(154,493)	(1,023,320)
Exchange rate effects	9,088	4,235	115	(4,776)	4,506	(3,838)
Increases (decreases) in cash	(93,165)	(70,223)	33	(459,536)	607,231	(95,205)
Beginning Balance	554,253	1,013,789	-45	1,013,789	406,558	501,763
Ending Balance	461,088	943,566	-51	554,253	1,013,789	406,558



Financial Overview (4 of 5)

Dividend Payouts, Last Three Years

(Unit: New Taiwan Dollars)

Item	2023	2022	2021
Earnings per share (EPS)	0.21	0.19	3.26
Dividend payouts			
Cash	0.60	0.50	2.00
Stock	—	—	—
Payout ratio (%)	286	263	61



Financial Overview (5 of 5)

Consolidated Capital Expenditures

(Unit: in thousands of New Taiwan Dollars)

Item	2024 Q1-Q3	2023 Q1-Q3	Change rate (%)	2023	2022	2021
Acquisitions for property, plant and equipment :						
Building	201	569	-65	2,874	3,374	2,165
Machinery & equipment	7,378	5,513	34	6,062	7,707	35,891
Miscellaneous equipment	922	122	656	533	905	6,650
Construction in progress and prepayments of equipment	5,553	5,446	2	13,551	2,557	27,869
TOTAL	14,054	11,650	21	23,020	14,543	72,575

Note : the major capital expenditures, included the construction of new Tainan plant, purchased equipment of filters and face mask etc.



Future Business Strategy (1 of 6)

**Product
Development**

**Market
Expansion**

**Quality
Control**

**Cost
Reduction**



Future Business Strategy (2 of 6)

Product Development (1)

A. Short-term

- Utilize the Meltblown machine and additional related equipments to develop sound-absorbing nonwoven and thermal insulation nonwoven.
- Develop the filter material which include high filtration efficiency filter media, lamination filter media, and activated carbon composite nonwoven, etc.
- Develop the High Efficiency Particulate Air Filter.
- Develop the plastic recycled material : to produce PIR PP, PCR PP, etc.



Future Business Strategy (3 of 6)

Product Development (2)

B. Medium term and Long-term

- Develop various filter materials for market demand.
- Develop the related products of composite nonwoven fabrics.
- Develop the related nonwovens to take diversified product and meet market demand.
- Develop different and functional high value-added products.



Future Business Strategy (4 of 6)

Market Expansion

- Actively promote to win orders of nonwovens, composite materials and converted products of nonwovens.
- Actively participate exhibition and visit customers, so as to increase the opportunity of sales.
- Vertical integration strategy for operations.
- Develop long-term relationships with customers
- Actively expand in Taiwan, Southeast Asia, Northeast Asia, Mainland China, and global markets
- Cooperate with leading global manufacturers to raise technical level and expand sales channels



Future Business Strategy (5 of 6)

Quality Control

- Implement a strict quality control system to make product quality meet customer needs
- Passed ISO international quality verification
- Passed QMS certification
- Passed CE certification of face mask
- Use advanced test equipment
- Close type plant air shower system to prevent the dust and foreign matter contamination
- Online automatic defects inspection system



Future Business Strategy (6 of 6)

Cost Reduction

- Develop long-term relationships with major suppliers to stabilize the supply sources and prices.
- Strengthen the overall operating efficiency, pay attention to the control of quality, cost and delivery time
- Effectively control costs of major raw materials and expenses
- Improve product yields



Q & A

Thank you for listening!



Universal Incorporation

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