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Hantech Bio-Technology (1294 TT) Investor Presentation

Taiwan's #1 Soft-Pouch Nutritional Beverage Manufacturer & King Maker Behind Breakthrough Products
Delivering End-to-End Soft-Pouch Solutions

2025/12

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Summary

1. **Hantech is Taiwan's leading and largest OEM/ODM of Soft-Pouch Nutritional Beverage**. Backed by an **annual production capacity of 191 million pouches** and a **customer retention rate of 80%**, Hantech drives sustainable profit growth through **enhanced production efficiency and utilization rates.**
2. **Market penetration for Soft-Pouch Nutritional Beverages in Taiwan remains low at 3.7%.** As pouch packaging continues to replace glass bottles—and liquid and jelly formats gradually displace traditional tablets and capsules—**this market is expected to grow at a 15–20% CAGR over the next five years.**
3. Hantech is positioned to accelerate revenue growth beyond the industry average, powered by **new ingredient adoption, expanded distribution channels, and overseas market development.** Hantech targets **maintaining a ROE above 25% and dividend payout ratio above 70%**, reinforcing its commitment to shareholder returns.

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3Q25 Results & Outlook

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3Q25 Consolidated Income Statement

- Due to uncertainty around tariffs, customer ordering activity softened in 3Q25, leading to a slight decline in revenue to NT$196 million (-1.4% YoY). Operating profit was NT$38 million (-30.1% YoY) in 3Q25. However, customer orders resumed in September, with monthly revenue up 39.8% YoY—signaling a reactivation of growth momentum.

	3Q25	3Q24	YOY
(NT$ Million)	Amount	Amount	%
Revenue	**196**	**198**	**-1.4%**
Gross Profit	69	82	-17.0%
Operating Expenses	(31)	(28)	8.3%
Operating Profit	**38**	**54**	**-30.1%**
Non-operating Income & Expenses	0	(1)	-109.0%
Pre-tax Profit	38	53	-28.1%
Income Tax Expense	(7)	(10)	-28.2%
Non-controlling Interests	0	(0)	-
Net Income Attributable to Parent Company	**31**	**43**	**-28.3%**
EPS (NT$)	**1.00**	**1.54**	**-35.1%**
Important Financial Ratios (%)			
Gross Margin	35.1%	41.7%	
Operating Expense Ratio	15.7%	14.3%	
Operating Margin	19.5%	27.5%	
Net Margin	15.8%	21.7%	

9M25 Consolidated Income Statement

- For 9M25, revenue reached NT$565 million (-5.1% YoY), operating profit was NT$127 million (-21.3% YoY), and EPS was NT$3.37 (-24.9% YoY).

	9M25	9M24	YOY
(NT$ Million)	Amount	Amount	%
Revenue	**565**	**595**	**-5.1%**
Gross Profit	208	245	-15.0%
Operating Expenses	(81)	(84)	-3.2%
Operating Profit	**127**	**161**	**-21.3%**
Non-operating Income & Expenses	(1)	(3)	-86.8%
Pre-tax Profit	126	158	-20.0%
Income Tax Expense	(24)	(33)	-25.5%
Non-controlling Interests	0	(0)	-
Net Income Attributable to Parent Company	**102**	**125**	**-18.6%**
EPS (NT$)	**3.37**	**4.49**	**-24.9%**
Important Financial Ratios (%)			
Gross Margin	36.9%	41.2%	
Operating Expense Ratio	14.5%	14.2%	
Operating Margin	22.4%	27.0%	
Net Margin	18.0%	21.0%	

3Q25 Consolidated Balance Sheet

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(NT$ Million)	3Q25 Amount	3Q25 %	3Q24 Amount	3Q24 %	YoY (%)
Cash	216	20	404	34	(46.4)
Accounts Receivable & Notes Receivable	109	10	99	8	9.2
Inventory	88	8	76	6	14.1
Other Current Assets	99	9	26	3	281.5
Long-term Investments	1	0	1	0	0.0
Property, Plant and Equipment (PPE)	544	50	531	45	2.4
Other Non-current Assets	34	3	48	4	(27.8)
Total Assets	**1,091**	**100**	**1,185**	**100**	**(8.0)**
Current Liabilities	203	19	161	14	26.1
Non-current Liabilities	73	7	219	18	(66.8)
Other Non-current Liabilities	20	2	15	1	30.8
Total Liabilities	**296**	**27**	**395**	**33**	**(25.2)**
Common Stock	312	29	276	23	13.1
Total Equity	**795**	**73**	**790**	**67**	**0.6**

Financial Ratios	3Q25	3Q24
Days Sales Outstanding (DSO)	48.5	42.8
Days of Inventory Outstanding (DIO)	59.0	52.6
Days Payable Outstanding (DPO)	46.4	53.2
Cash Conversion Cycle (CCC)	61.1	42.2
Return on Equity (ROE) (%)	16.7	31.1
Return on Assets (ROA) (%)	11.6	18.9

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4Q25 & 2026 Outlook

4Q25：Recovery from the trough, revenue expected to return to YoY growth

- As tariff-related uncertainties gradually ease, customer orders have normalized. Revenue grew 39.8% YoY in September and 43.7% in October, signaling a renewed growth trajectory likely to extend through 4Q25.

FY2026: Deepen customer engagement, revenue to recover with double-digit growth

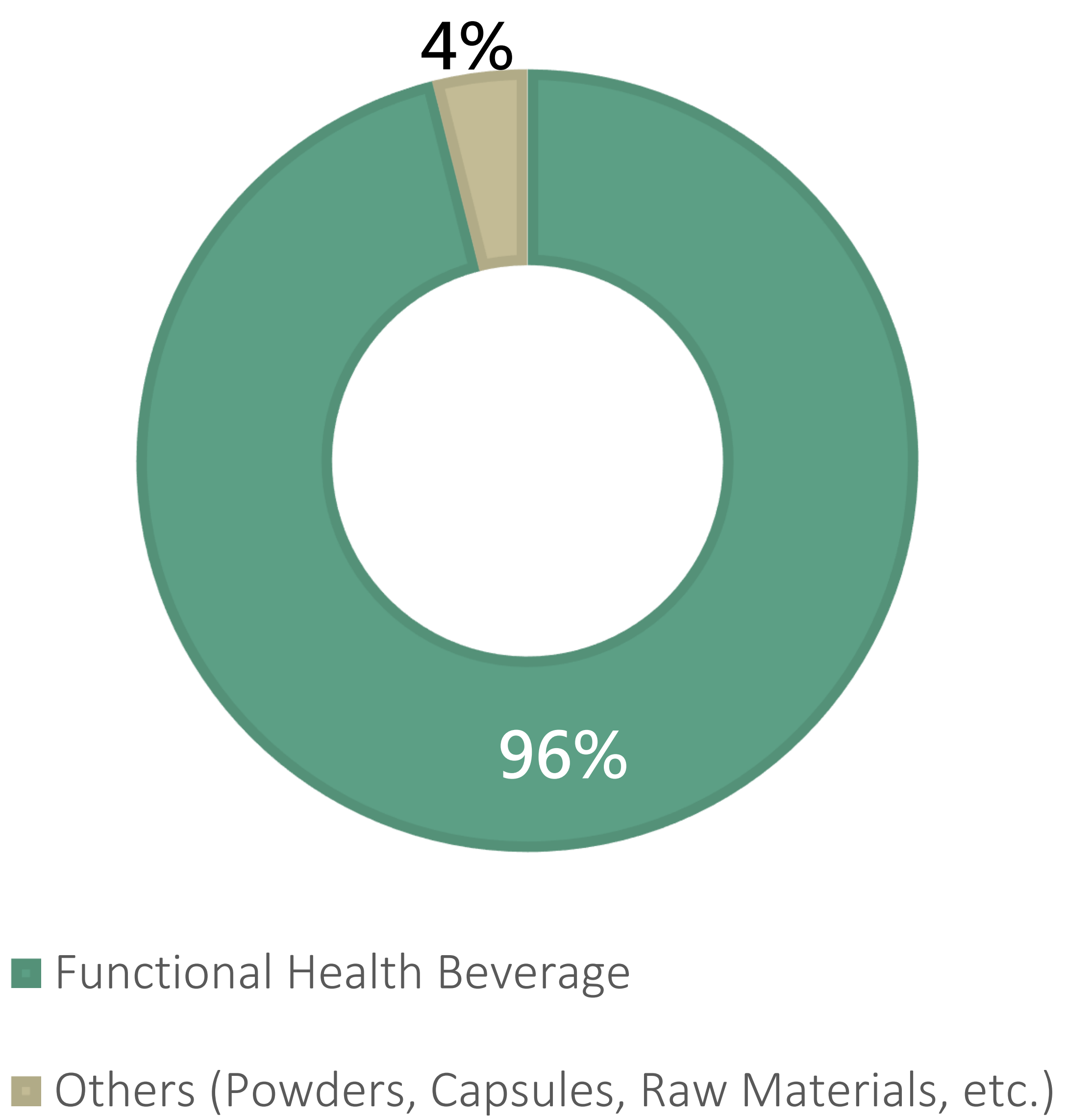
- Revenue is expected to grow at a double-digit pace, driven by stronger ordering momentum for key brands and the launch of new products. These are expected to further improve utilization rate, with operating margin targeted to exceed 25%.

Company Overview

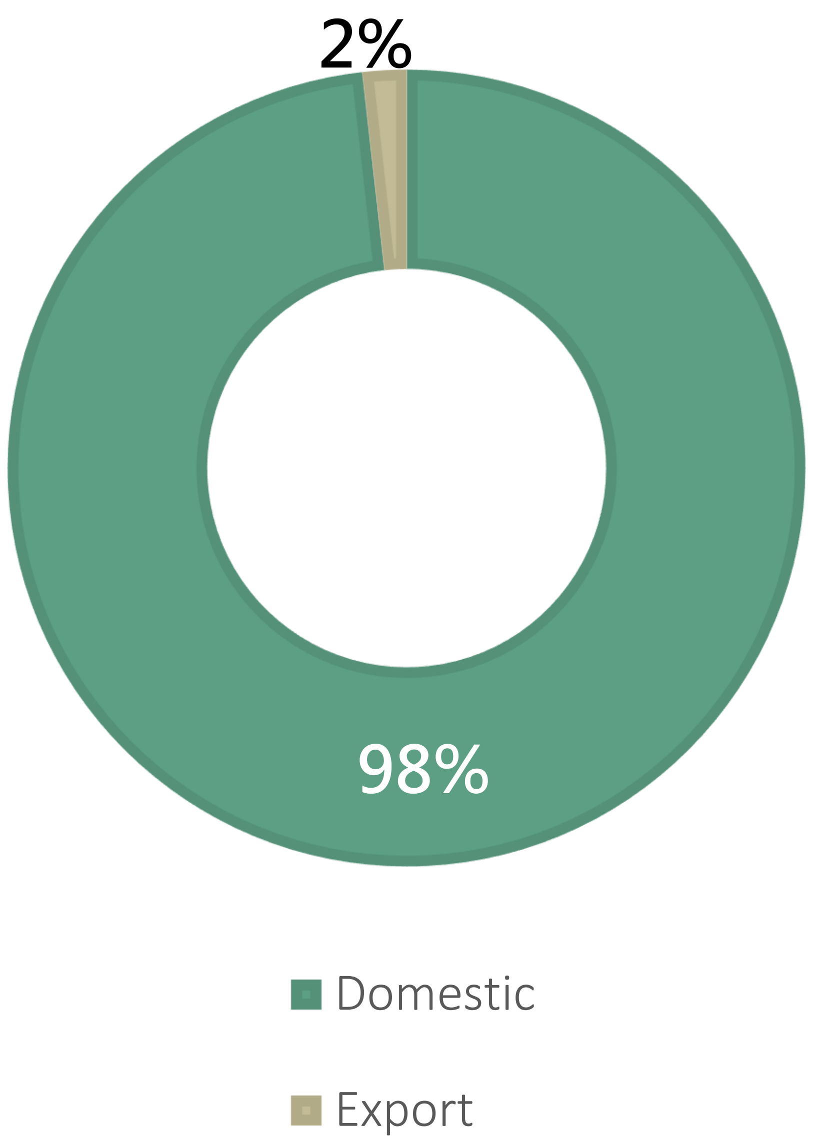
Hantech: Taiwan's Largest Pouch Functional Beverage Manufacturer

2007	Established
170 employees	Employees (2025/10)
2 facilities	Production Sites (Changhua, Taiwan)
191 million pouches	Annual Capacity (Largest in Taiwan)
> 80 million units	Sales Volume (2024)
NT$750 million	Revenue (2024)
25%	ROE (2024)

Product Mix



Sales Breakdown



* Based on customer headquarter location; not actual shipment destination

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Key Milestones

2007
- Hantech officially established as a processing facility

2012
- Installed liquid horizontal sterilization and soft pouch filling equipment
- Obtained ISO 22000 and HACCP certifications

2015
- **Established Yuanlin Zhongshan Plant**
- Deer Antler Extract, Collagen, and Pearl Powder products consecutively won the Taiwan National Quality Award (SNQ) from 2013 to 2015

2016
- Passed ISO 22000 and HACCP certification at Yuanlin Plant
- **Signed a contract with a major Taiwan emerging board-listed manufacturer for R&D and OEM collaboration to develop liquid-form products**
- Obtained Taiwan Ministry of Health and Welfare Grade A certification and passed the Food Industry Hygiene and Safety Management System audit

2015
- Implemented HALAL and TQF certification systems
- Obtained HALAL certification for pearl powder

Key Milestones

2020

- Established subsidiary: Han Chih Technology Co., Ltd.
- Approved by the Invest Taiwan in Ministry of Economic Affairs for NT$577 million under the "SME Accelerated Investment Program" to **established Xihu Headquarters Plant**
- Acquired land in Xihu Industrial Park to build an intelligent manufacturing plant equipped with smart automation systems

2021

- **Applied for initial public offering (IPO filing)**
- Broke ground for Xihu Plant construction
- Obtained GMP certification for health supplements

2022

- **Listed on the Emerging Stock Board**

2023

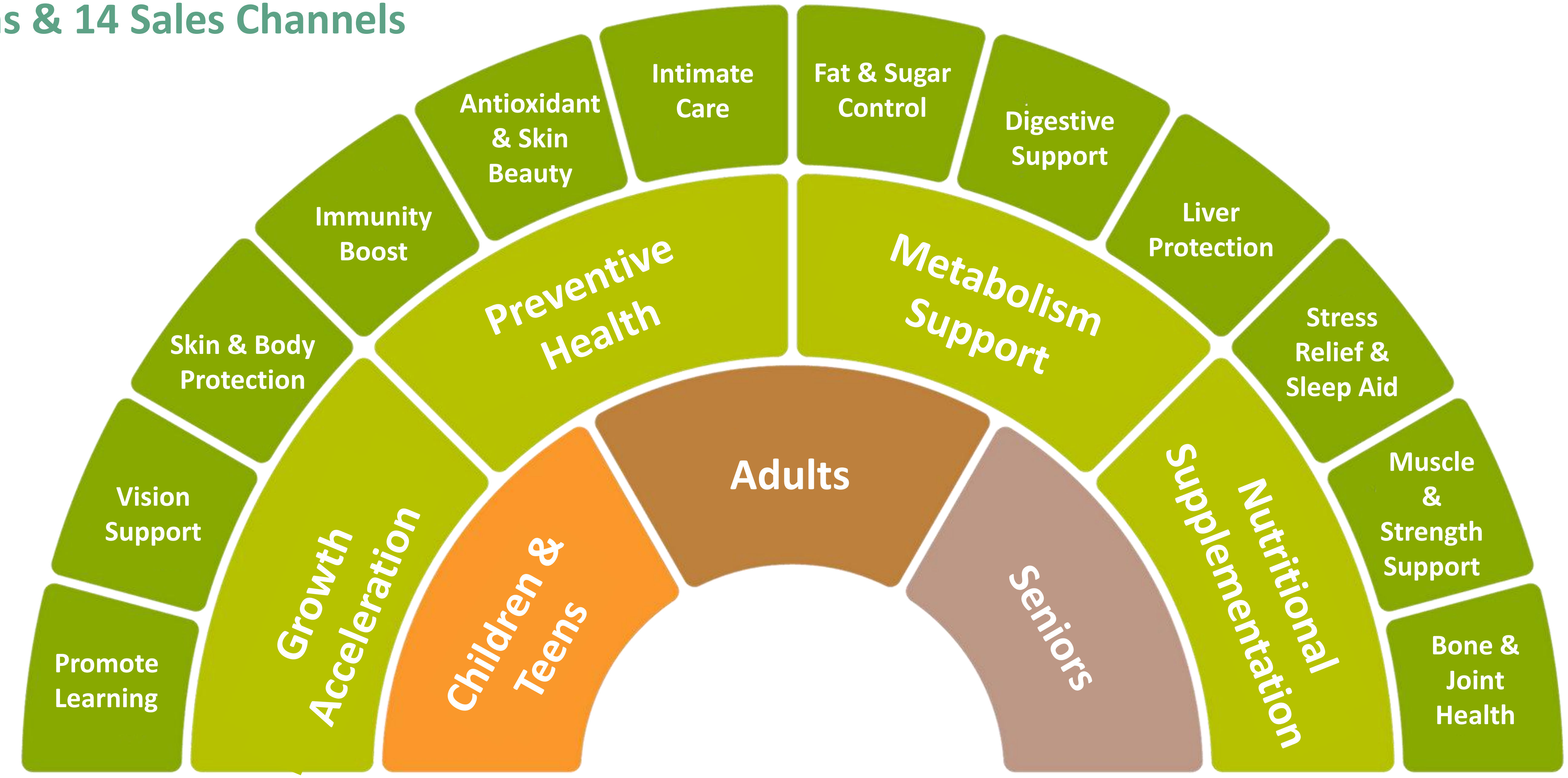
- Acquired Xihu operations headquarters for NT$221 million
- Granted German utility patent for low-temperature pearl grinding technology
- Granted German utility patent for ultrasonic pearl cleansing technology
- Completion of new factory in Xihu

2024

- **Listed on the Taiwan OTC (Over-the-Counter) Market**
- **Xihu Headquarters Plant commenced mass production**; certified with ISO 22000 and HACCP international quality standards
- Relocated headquarters to No. 101, Gongye Rd., Xihu Township, Changhua County 514009, Taiwan (R.O.C.)

Product Coverage Across All Age Groups；

12 Key Functions & 14 Sales Channels



Social Media
TV Shopping
Owned Retail Stores
Micro-commerce
Aesthetic Medicine
Telemarketing
Direct Selling
Online Store
Convenience Stores
E-commerce Marketplaces
Catalog Shopping
Radio Channels
Supermarket
Pharmacies

From Market Insights to Commercial Hits: Building Star Products Through Data and Integrated Innovation

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Achieved a 30% success rate with over 3 million units of star products sold, establishing our role as a King Maker in the market.

① Market Intelligence & Product Strategy

- **Data-driven decision-making** through industry analytics and consumer insight mining
- **Identify unmet demand** to define product direction and capture market opportunities

② R&D Innovation & Product Prototyping

- **Backed by ingredient database and R&D team** launching **over 170 new products** annually
- **Modular pouch design and fast prototyping** accelerate multi-format validation and pre-market testing.

③ Packaging Design & Smart Manufacturing

- **Taiwan's largest pouch beverage production line (191 million packs/year) with <0.00001% industry-leading defect rate**.
- **Automated food-grade production** ensures consistent quality
- Supports customers in obtaining product certifications (e.g., Halal certification)

④ Go-to-Market Support & Strategic Enablement

- **Integrated marketing analytics and content strategy** to enhance brand visibility and repurchase rates.
- Enables end-to-end product lifecycle management and supports **long-tail growth model**.

King Maker Success Case – Client L

From Market Insight to Million-Unit Bestseller: Demonstrating Hantech's Full-Stack Execution

Opportunity Identification

- Hantech identified overseas trends in "beauty drinks" and observed a lack of beverage products in Taiwan targeting women's beauty needs — **addressing an underpenetrated market segment.**
- **Pioneered the concept of "pouch-format beauty drinks,"** combining flavor appeal with functional beauty benefits to create a new category for women's wellness.
- Leveraged **strong market insight and rapid proposal capability** to secure brand client buy-in and build long-term development partnerships.

Technology Breakthrough & Stable Production

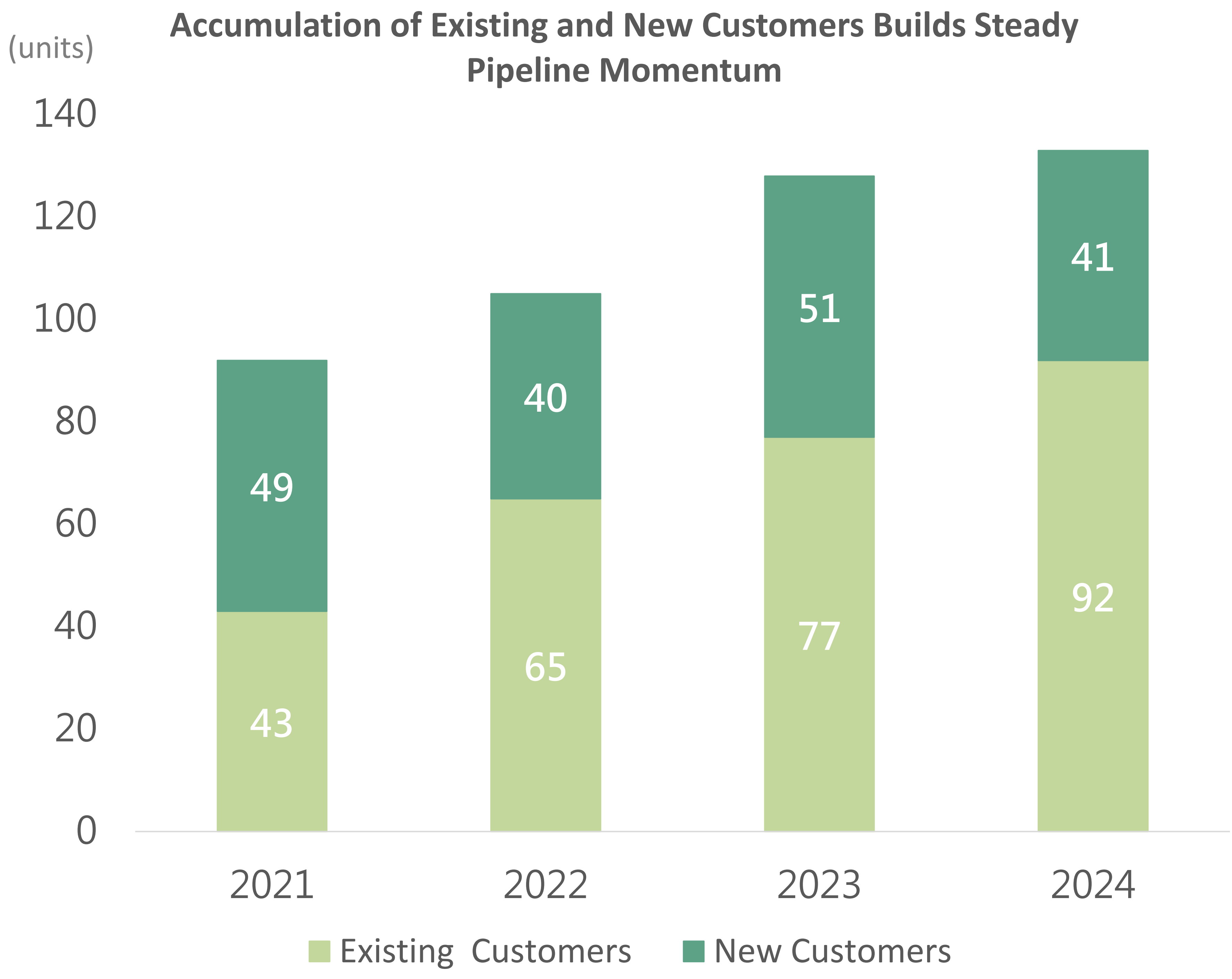
- White fungus is known for its beauty benefits but long considered challenging due to **poor solubility, bitterness, and sedimentation.**
- Hantech developed proprietary flavor-blending technology to neutralize these issues while **maintaining high efficacy and appealing texture.**
- **Introduced precision membrane sealing and filling technologies** to ensure stable quality and **established a scalable production system,** transforming previously unscalable ingredients into commercially viable inputs.

Market Impact

- The product line **exceeded 10 million units in annual sales**, spawning **dozens of products**, with several ranking consistently among the **top three bestsellers** for the client.
- The flagship product demonstrated strong brand affinity and **"long-tail" growth potential**.

Customer Retention Nears 80% — A Stable Customer Base

A solid customer base is the foundation for continued expansion

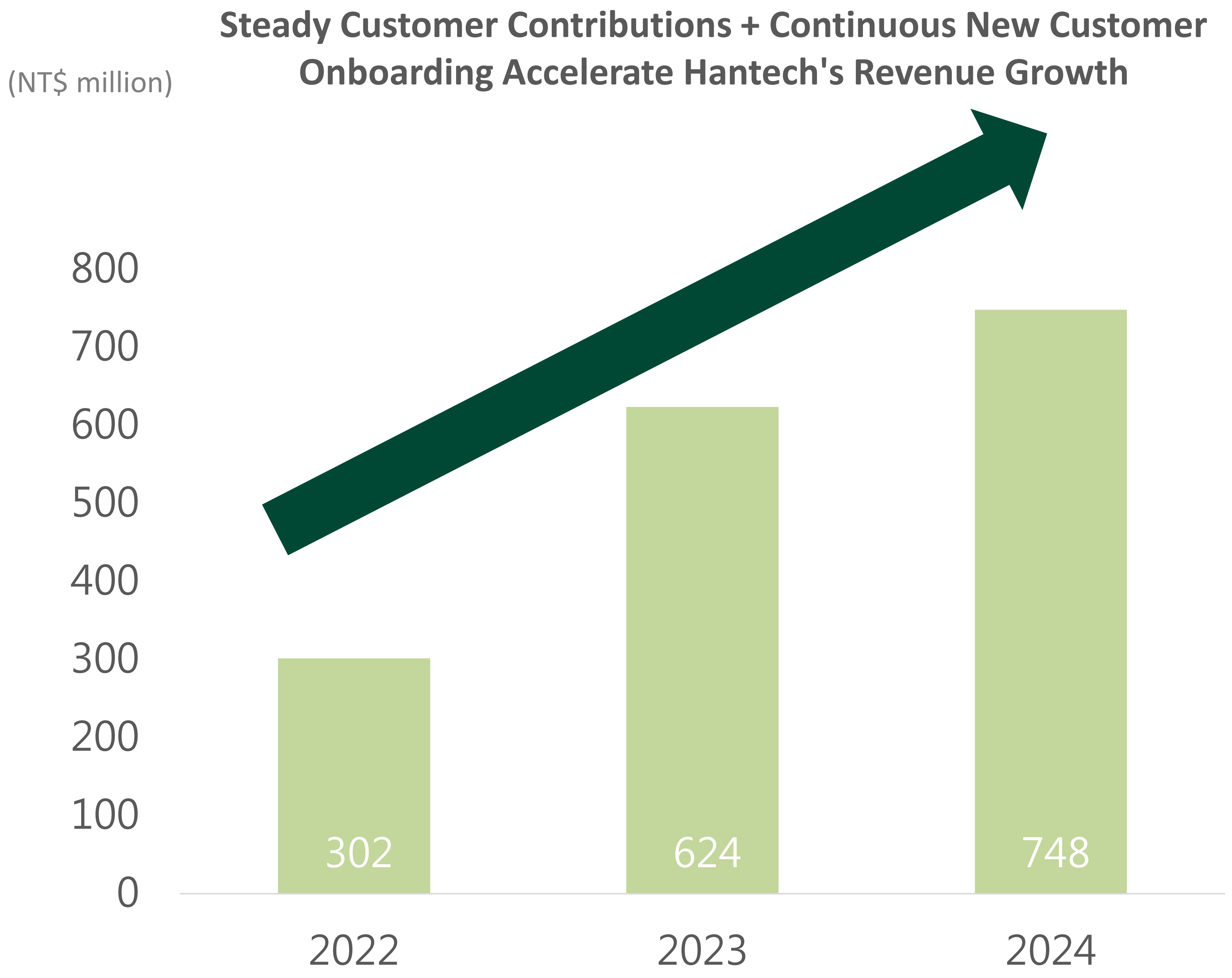


- Existing customers refer to those who had previously placed orders with Hantech; new customers are those placing their first order that year.
- The definition of “existing customer” for 2021 is based on clients who had placed orders before or during 2020. For 2022, it includes those who ordered in 2021 or earlier; and so on.

* Source: Company Data

Accumulated Existing and New Customers Drive Steady Revenue Growth

Existing customers provide a stable revenue base, while new customers bring incremental growth



Solid Foundation (Existing Customers)

- Existing customers contributed stable growth, with an average annual revenue growth of **~30%** from 2022–2024.

Growth Driver (New Customers)

- Continuous onboarding of new customers each year led to an average annual revenue growth of **~40%** from 2022–2024.

* Source: Company Annual Report

Scale Drives Efficiency, Efficiency Multiplies Profitability

Scale × Efficiency = A Profitable and Sustainable Operating Model

Capacity expansion drives growth, margin improvement, and sustained high ROE.

Hantech Revenue, Operating Margin, and ROE

(million)	2021	2022	2023	2024
Capacity	52	56	118	191
Output	45	45	78	80

* Source: Company Annual Report (Production capacity based on two-shift system)

Industry Overview

24/7 Deep Engagement to Build Always-On Consumer Intimacy

Pouch Packaging Offers Clear Cost and Efficiency Advantages, Driving Transition

Pouch packaging helps brands improve cost, profitability, ESG performance, and logistics efficiency, accelerating the shift from glass bottles to pouches.

Higher Consumption Rate

Consumption rate is **several times higher** than other packaging types.

Lower Cost (vs. Glass Bottles)

Packaging material cost ↓ **80%**, transportation cost ↓ **60%**

Improved Logistics Efficiency (vs. Glass Bottles)

Volume reduction of **55–60%**

Sustainability (vs. Glass Bottles)

Carbon footprint ↓ **40–50%**

Format Flexibility

Enables advanced product development (texture, function, formulation)

Pouches is a New, Tasty, and Convenient Option for Daily Nutritional Supplementation

Liquid/jelly forms are gradually replacing tablets and capsules,
turning health supplements into part of a daily, effortless drinking habit.

High Absorption Rate

Small molecules / micronization technology
→ **Quick and effective**

Instant Consumption

No mixing, no water needed — a **painless** way to supplement daily nutrition

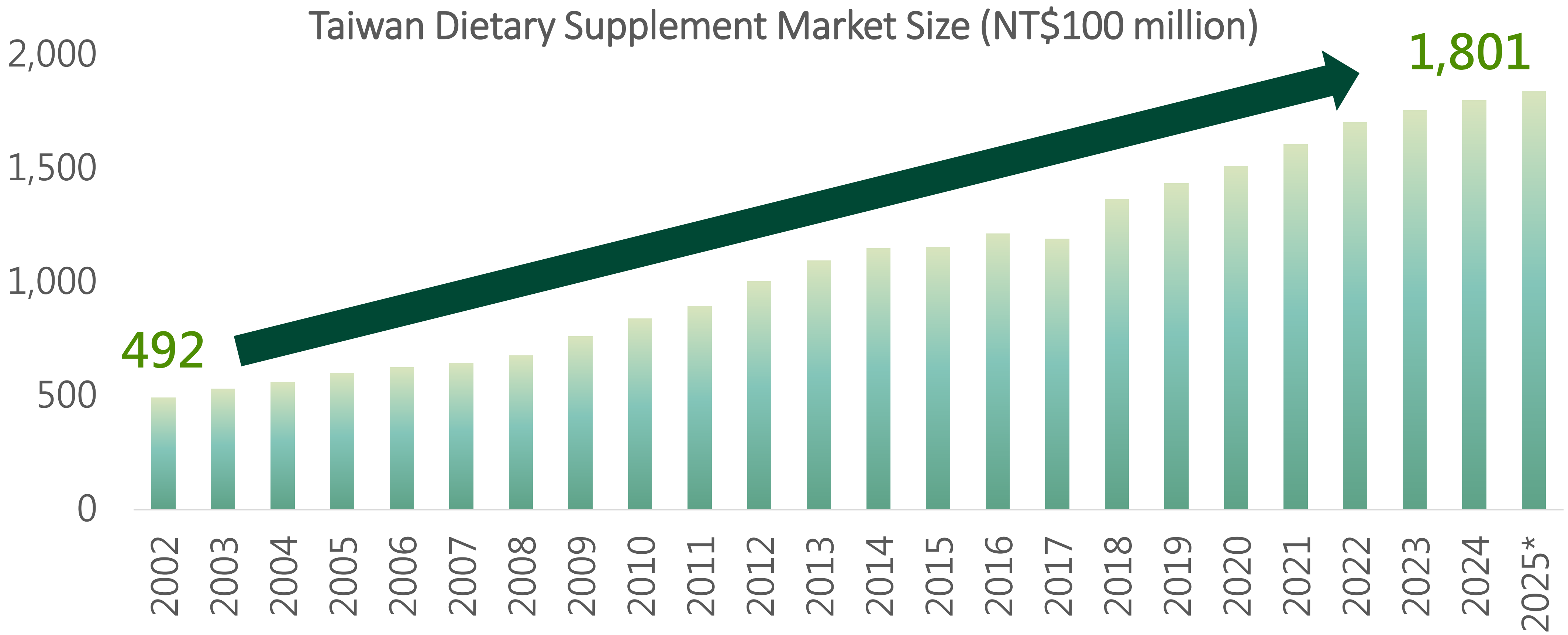
Portable and Convenient

Space-saving and easy to carry — great for commuting, traveling, or working out

Hygienic and Stable

Single-dose packaging avoids air contact for consistent product quality

Soft-Pouch Nutritional Beverage Have Low Market Penetration in Taiwan — Growth Potential Remains Significant



* Health supplements include dietary supplements and traditional functional foods (Functional foods)

2024 Top 3 Supplement Formats in Taiwan

NT$180.1 Billion

- According to ITIS, Taiwan's dietary supplement market is projected to reach NT$180.1B in 2024, maintaining stable growth.

NT$20.35 Billion

- Functional beverages are expected to account for ~11.3% of the market in 2024, equivalent to NT$20.35B (ITIS estimate).

3.7%

- Based on Hantech's 2024 Revenue estimates, pouch beverage currently holds only 3.7% share within the functional beverage segment.

10.6%

- Grand View projects Taiwan's functional beverage segment to grow at 10.6% CAGR over the next 5 years, outpacing the global CAGR of 8.9%.

15-20%

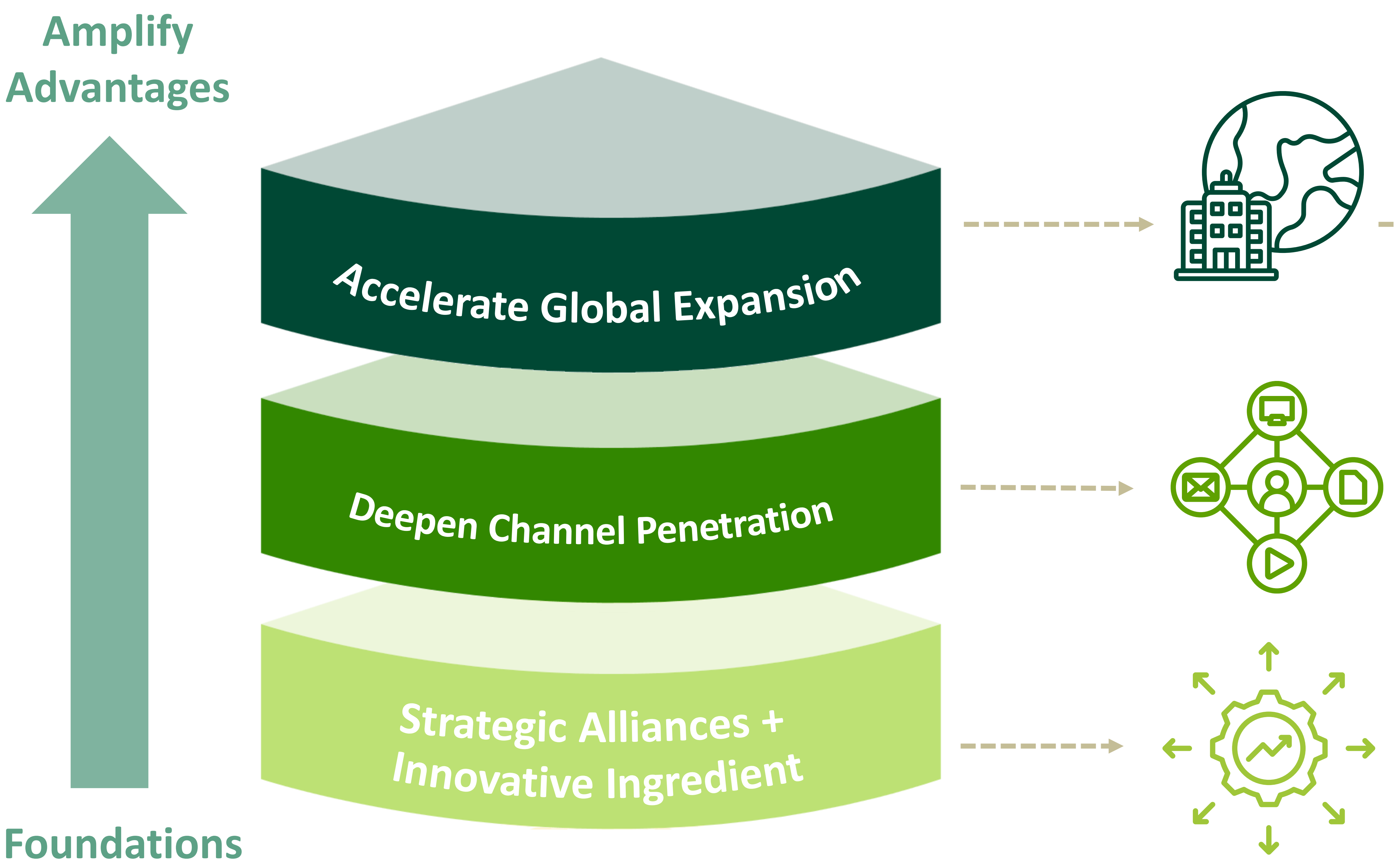
- As pouches continue gaining popularity due to portability, lightweight design, and distribution advantages, the current low 3.7% penetration leaves ample room for growth at a projected 15–20% pace over the next 5 years.

- Source: ITIS (2025/6)、Grand view horizon (Nutraceutical Packaging Market Statistics, Dietary Supplements Market Statistics)、Company Estimates

Strategy and Goal

Hantech's Three Growth Strategy Driving Continuous Breakthroughs

Expanding across multiple platforms to continue empowering Hantech as a King Maker



Activate Hantech's international growth engine

Broaden customer reach and market coverage

Sustain momentum toward billion-dollar opportunities

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Strategic Alliances + Innovative Ingredients: Incubation of Billion Markets

Hantech turns each high-potential ingredient into the next growth engine through innovation and strategic alliances

2024 Taiwan Dietary Supplement Market Breakdown (Unit: NT$)

> 5 Billion: Probiotics

1–5 Billion: Multivitamins, Resveratrol, Enzymes, Green Tea Extract, Turmeric, Collagen, Fish Oil, Lutein, Calcium, Astaxanthin, Ganoderma, Ginseng

< 1 Billion: Vitamin C, Dietary Fiber, DHA, Q10, Acai Berry, Immunoglobulin, Soy Isoflavones, Cordyceps, Whey Protein, Propolis, Cranberry, Bitter Melon, Pumpkin Seed Oil, Egg Yolk Lecithin, Tea Flower Extract, Grape Seed Extract, Ginkgo Extract

- Source：ITIS (2025/6)

① Each Ingredient Holds Billion-NTD Market Opportunities

- Taiwan's probiotics market expanded more than **3× between 2012 and 2024**, reaching NTD 8.5 billion.
- Ingredients such as fish oil, collagen, and lutein are each projected to reach **NTD 5–15 billion** in potential market size.

② Expanding Ingredient Pipeline, Creating Star Products

- Alliances with **raw-material and pharma partners** give Hantech priority access to clinical and patented ingredients, strengthening product differentiation and competitiveness.
- Hantech plans to launch **40+ new products annually**, accelerating the **King Maker Cycle** and driving customer growth and ARPU.

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Strengthen Channel Penetration and Expand Customer Reach

Deepen presence in previously under-penetrated channels such as direct selling, pharmacies, and supermarkets

High Penetration	Medium Penetration	Low Penetration
Social Media	Convenience Stores	Direct Selling
Online Store	E-commerce Marketplaces	Pharmacies
TV Shopping	Owned Retail Stores	Supermarkets
	Micro-commerce	
	Aesthetic Medicine	
	Telemarketing	
	Catalog Shopping	
	Radio Channels	

Enhance Channel Penetration

Direct Selling Channel

Large volume and stable partnerships, co-developing differentiated products and **building long-term recurring orders**.

Pharmacy Channel

High entry barrier and strong stability, developing trusted health products to **increase long-cycle products**.

Supermarket Channel

Broad reach and fast growth, developing daily-use health products to **expand brand penetration**.

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Accelerate Global Expansion and Drive the International Growth Engine

Advance overseas growth through existing-customer expansion and new-client development

① Overseas Market Opportunities

- **Southeast Asia Demand Rising Rapidly:** Expanded into Hong Kong, Malaysia, and Singapore, and continues securing key Southeast Asian clients. As demand for healthy beverages strengthens, glass bottles and aluminum cans are **shifting toward lighter, more convenient soft packaging**.

- **Technology Advantage Drives Penetration:** With leading aluminum-pouch and filling technology, Hantech has become the **partner of choice** for Southeast Asian brands upgrading their packaging. Market potential continues to grow.

② International Expansion Strategy

- **Support Existing Customers:** Collaborate with major brand partners to drive their overseas expansion, supporting their scale-up in Southeast Asia and **optimizing overseas leverage**.

- **Develop New Overseas Clients:** Collaborate with global brands, identify opportunities for regional expansion and potential M&A synergies, and **accelerate overseas penetration**.

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Hantech's Five-Year Strategic Goals

Centered on high ROE and stable cash flow, building Asia's leading Soft-Pouch Nutritional Beverage manufacturer

Become the **leading manufacturer of Soft-Pouch Nutritional Beverages in the Asia-Pacific**

Leverage technological innovation, consistent quality, and brand trust to continuously expand market share.

Deliver **industry-leading revenue growth consistently**

Maintain ROE **above 25%** in the long-term

Ensure sustainable and superior profitability compared to industry peers.

Maintain **strong free cash flow and a dividend payout ratio over 70%**

Provide shareholders with stable and attractive returns.

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https://www.htbios.com/

Sustainability

Sustainable Management: Driving Efficiency and Trust Through Responsibility

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ENVIRONMENT

- **Carbon Management**：**Completed Scope 1 and 2 carbon inventory** in 2024 and established a **decarbonization roadmap**.
- **Energy Efficiency**：Upgraded equipment (**efficiency gains: natural gas +8–10%, electricity +4–5%**) and implemented **RO concentrate reuse systems**, saving 1,000 tons of water per month.
- **Renewable Energy**：Planning solar installation in 2025, with activation in 2026.
- **Green Procurement**：**Recycled Ingredient accounted for 54.08%.**

SOCIAL

- **Food Safety Management**: **0 food safety incidents** in 2024.
- **Talent Development**：**1,396.5 training hours** in 2024; women accounted for **53.8%** of employees, supporting a diverse and professional workforce.
- **Supply Chain Collaboration**：Continued supplier assessments and implementation of the "Fruit Crate Return System" to enhance plastic reduction, recycling, and co-creation initiatives.

GOVERNANCE

- **Board Diversity**：The board consists of 9 directors, including 4 independent directors and **2 female directors**.
- **Cross-Disciplinary Expertise & Independence**：Independent directors **exceed 1/3** of the board, enhancing objectivity and industry insight.
- **Functional Committees**：The Audit and Remuneration Committees maintain an attendance rate of **>90%**, ensuring transparency in corporate governance processes.

From decarbonization to governance transparency,
Hantech builds a resilient, efficient, and trusted sustainability framework driven by "responsible growth".

Financial Statements

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Consolidated Income Statement – Past Five Years

NT$ million	2020	2021	2022	2023	2024	9M25	YoY (Note 2) 2020	2021	2022	2023	2024	9M25
Revenue	267	240	302	625	748	565	130.2	-9.9	25.9	106.6	19.7	0.6
Gross Profit	126	101	126	281	305	208	180.4	-20.0	25.3	121.8	8.9	-9.1
Operating Expenses	53	62	69	95	108	81	51.2	14.3	13.8	36.3	13.8	0.7
Operating Profit	73	39	57	186	197	127	661.6	-45.4	43.3	226.7	6.3	-14.5
Pre-tax Profit	-3	-1	1	-1	-4	-1	564.3	-53.1	-171.2	-227.3	148.6	-80.5
Income Tax Expense	70	38	58	185	194	126	665.9	-45.1	50.3	219.7	5.5	-13.6
Non-controlling Interests	55	31	46	148	155	102	600.3	-44.2	47.5	221.7	5.3	-12.8
Net Income	56	33	47	148	156	102	601.6	-41.6	45.8	212.0	5.1	-13.0
EPS (NT$) (Note 1)	7.14	2.89	3.06	7.66	6.02	3.37	567.3	-59.5	5.9	150.3	-21.4	-25.4

Key Financial Ratios (%)	2020	2021	2022	2023	2024	9M25
Gross Margin	47.4	42.0	41.9	44.9	40.9	36.9
Operating Expense Ratio	20.1	25.5	23.1	15.2	14.5	14.5
Operating Margin	27.2	16.5	18.8	29.7	26.4	22.4
Effective Tax Rate	20.5	19.1	20.6	20.1	20.2	19.5
Net Margin	20.9	12.9	15.2	23.6	20.8	18.0

*Note 1: EPS figures are not adjusted for stock dividends.
*Note 2: 9M25 figures are annualized for calculation purposes.

Consolidated Balance Sheet – Past Five Years

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NT$ million	2020	2021	2022	2023	2024	9M25
Total Assets	310	376	474	931	1,119	1,091
Cash and Cash Equivalents	82	86	75	167	382	216
Accounts Receivable and Notes	31	25	50	82	73	109
Inventory	20	19	27	77	63	87
Property, Plant and Equipment	142	202	258	530	552	544
Total Liabilities	163	198	205	530	298	296
Accounts Payable and Notes	16	14	34	99	46	81
Total Borrowings	69	119	91	308	143	111
Total Shareholders'Equity	148	178	269	401	821	795
Key Financial Ratios						
Days Sales Outstanding (DSO)	38.3	43.0	45.6	40.6	41.2	48.5
Days of Inventory Outstanding (DIO)	45.3	52.1	49.8	57.1	59.4	59.0
Days Payable Outstanding (DPO)	35.7	39.4	49.1	70.5	59.9	46.4
Cash Conversion Cycle (CCC)	47.9	55.7	46.3	27.3	40.7	61.1
Return on Equity (ROE) (%)	48.3	19.1	20.5	44.0	25.4	16.7
Return on Assets (ROA) (%)	25.9	9.4	11.1	21.3	15.6	11.6
Net Debt/Equity	0.5	0.6	0.5	0.9	-0.1	0.1

YoY					
2020	2021	2022	2023	2024	9M25
147.2	21.1	26.1	96.6	20.2	-2.5
305.5	5.7	-13.2	122.7	128.9	-43.5
31.5	-20.1	100.8	63.8	-10.6	48.0
51.1	-6.3	43.8	189.6	-18.1	38.3
186.1	42.0	27.8	105.1	4.2	-1.5
283.9	21.5	3.7	158.3	-43.7	-0.8
48.1	-16.7	146.5	194.3	-53.3	75.8
529.5	73.3	-23.5	237.2	-53.5	-22.5
77.5	20.6	51.0	49.5	104.5	-3.2