YFY Consumer Products Co., Ltd.

Investor Engagement

Date: February 26, 2026

The following summarizes the key topics raised by investors during the investor conference and the Company's responses:

1. Operating expenses increased in 2025 without corresponding revenue growth. What were the main reasons, and how does management plan to strengthen growth momentum and optimize the expense structure?

- Revenue declined slightly by 2% in 2025, mainly due to weak demand and pricing competition in the China market. The Company maintained a disciplined pricing strategy, focusing on high-margin customers and differentiated products rather than pursuing price reductions that could adversely affect revenue. Despite the slight revenue decline, product mix optimization and margin improvement enabled full-year operating profit to grow by 8% year-over-year.
- The increase in operating expenses was primarily attributable to medium- and long-term strategic investments in growth categories, new product development, logistics and warehousing, digitalization, and organizational capabilities. In 2026, the Company will continue to upgrade its paper products, expand its cleaning products business, and develop contract operating services. Meanwhile, it will improve energy efficiency, optimize logistics, and enhance marketing effectiveness to balance growth with operational efficiency.

2. What new product initiatives does the Company have planned for 2026? How does management assess their contributions to business expansion and operational efficiency in the short to medium term?

- New product development will focus on strategic growth categories, including mid- to high-end paper products and cleaning products, such as laundry detergent capsules and dishwasher tablets, with the aim of increasing average selling prices (ASP) and improving the gross margin structure.
- New product performance is primarily evaluated based on ASP, new customer penetration, and gross margin improvement, rather than short-term revenue contribution. Several new products are planned for launch in 2026; however, details are not disclosed due to commercial confidentiality. Products launched in

2025 have continued to achieve steady growth in sales, gross margin, and market share.

3. What is the outlook for pulp prices, and how is the Company responding?

- Pulp prices began to gradually recover in the fourth quarter of 2025 and are currently on an upward trend.
- The Company adopts a dynamic procurement strategy, building low-cost inventory at appropriate times and adjusting purchasing schedules to maintain cost competitiveness. In the long term, pulp prices remain cyclical, and the Company has established flexible response mechanisms to keep the overall impact within a manageable range.

4. Given the increasingly competitive industry landscape, are there opportunities for consolidation?

- The Company remains open to various cooperation and consolidation opportunities, depending on market conditions and potential partnership opportunities.
- While awaiting suitable consolidation opportunities, management will continue to leverage the Company's organizational capabilities to expand contract operating and brand agency services, creating new growth momentum through its existing channel coverage and operational capabilities.

5. When will dishwasher tablets be launched, and how are sales performing so far?

- Dishwasher tablets were launched in 2025, initially through a trial sales program via e-commerce channels. The initial sales have met expectations, and the Company plans to gradually expand market reach and channel coverage this year.
- Future growth will depend on the increasing penetration of dishwashers in the Taiwan market, with market expansion progressing accordingly.