



# | **Company Profile**

**Established: August 18, 1988**

**Capital: 2.23 Billion (NTD)**

**Core Business: Operation of convenience store chain, under the name of "FamilyMart"**

**Chairman: Yeh, Jung-ting**

**Number of Stores (2024, Dec): 4,316**



# | Key Milestones



**1988-1997**

1988 Taiwan FamilyMart Co., Ltd. Founded

1994 Break-even point reached



**1998-2007**

▲ 1,000

2000 The 1000th store opened

2002 OTC listed

2007 157 Nikomart stores acquired



**2008-2020**

▲ 3,000店

2010 The First "New Format" Store opened

2013 Private Label-FamilyMart Collection Launched

2015 Self-owned Bakery Factory "FOBI" opened

2019 Korean cuisine "bb.q CHICKEN" opened



**2021-2025**

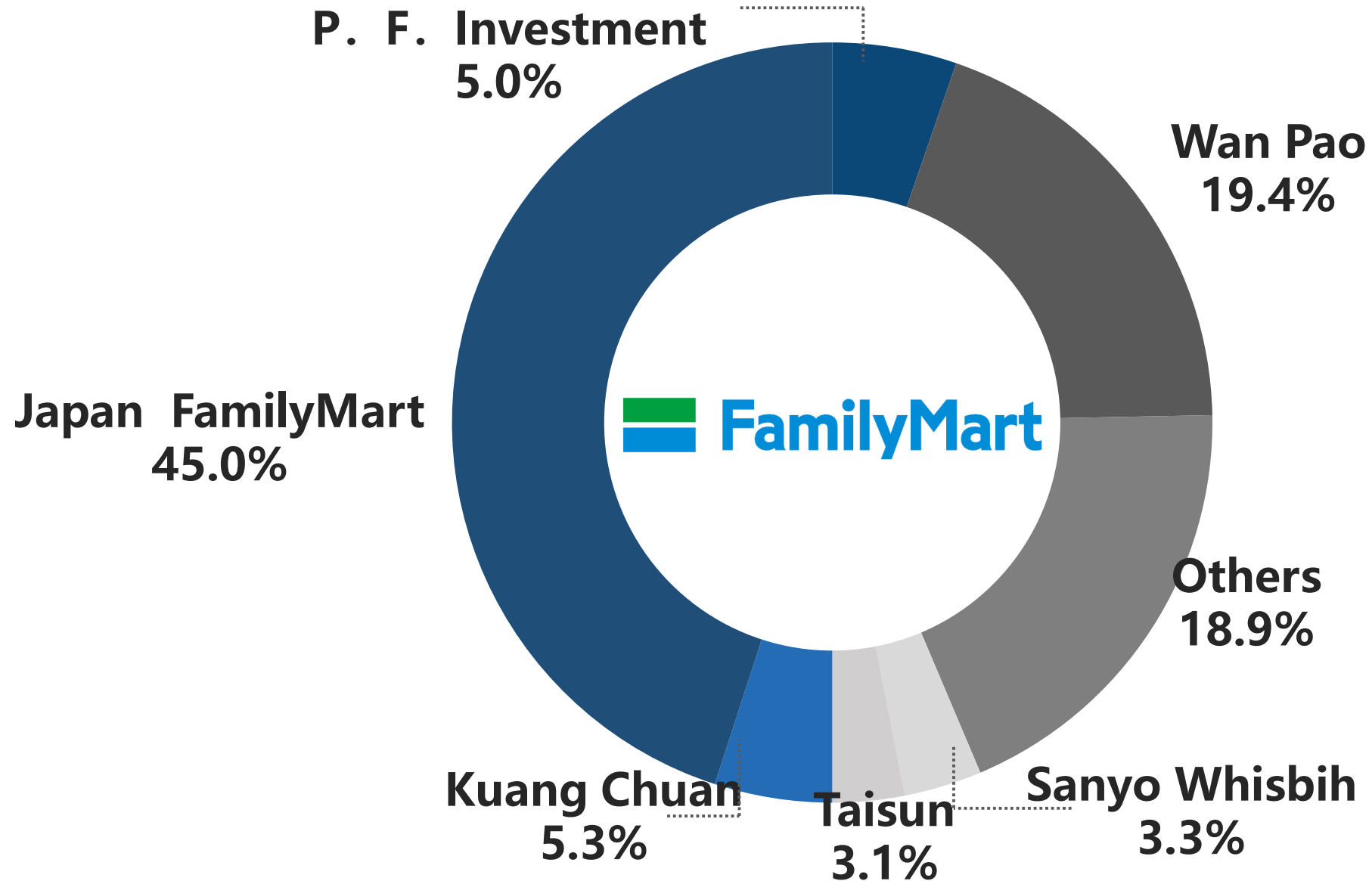
▲ 4,000店

2022 The 4000th store opened

2023 The first carbon-neutral CVS in Taiwan opened

2024 The subsidiary "Family International Gourmet Co., Ltd" OTC listed

# | The Shareholder Structure



\*Updated by 2024/12

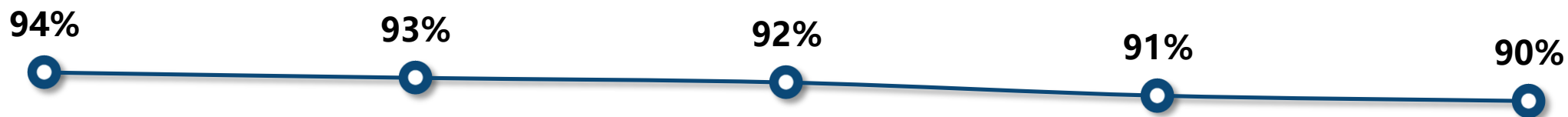
# Investees

 全網行銷   AnythingForYou <b>Familynet Co., Ltd.</b> 100%	 日翊文化行銷股份有限公司 Re-Yi Distribution Service Co., Ltd. <b>RE-YI Distribution Service Co., Ltd</b> 100%	 <b>JIN SHIN FOOD CORP.</b> 100%	 <b>FOPI BAKERY CO., LTD.</b> 93.5%
 It Total Solution <b>ACCUDATA RESEARCH INSTITUTE INC.</b> 70%	 <b>Family International Gourmet Co., Ltd</b> 61.96% 	 全台物流股份有限公司 TAIWAN DISTRIBUTION CENTER CO., LTD. <b>TAIWAN DISTRIBUTION CENTER CO., LTD.</b> 51.7%	 <b>All Win Fintech Company Limited</b> 51%
<b>EVERFAMILY INTERNATIONAL FOODS CORP.</b> 45%	 <b>PING ROUN FOOD CO., LTD.</b> 38.2%	<b>CHANGQING LOGISTICS GLOBAL CO., LTD.</b> 30%	<b>CHIEN KANG INTERNATIONAL FOODS CO., LTD.</b> 30%

# | Market Share by No. of Stores

CVS Chain		2020	2021	2022	2023	2024
FamilyMart	No. of Store	3,770	3,980	4,138	4,234	4,316
	Net Opening	+222	+210	+158	+96	+82
	Market Share	31.5%	31.5%	31.7%	31.6%	31.6%
7-11	No. of Store	6,024	6,379	6,631	6,859	7,077
	Net Opening	+369	+355	+252	+228	+218
	Market Share	50.3%	50.5%	50.8%	51.3%	51.8%
Hi-Life	No. of Store	1,422	1,502	1,512	1,556	1,635
	Net Opening	+17	+80	+10	+44	+79
	Market Share	11.9%	11.9%	11.6%	11.6%	12.0%
O.K.	No. of Store	750	762	769	729	622
	Net Opening	-35	+12	+7	-40	-107
	Market Share	6.3%	6.0%	5.9%	5.5%	4.6%
Total	No. of Store	11,966	12,623	13,050	13,378	13,650
	Net Opening	+573	+657	+427	+328	+272

# | Percentage of Franchise Types



	2020		2021		2022		2023		2024	
	2020		2021		2022		2023		2024	
	No.	%	No.	%	No.	%	No.	%	No.	%
RC	242	6	282	7	320	8	399	9	437	10
FC1	2,866	76	3,084	78	3,234	78	3,267	77	3,366	78
FC2	662	18	614	15	584	14	568	14	513	12

# Performance Comparison

(Unit:NT\$Thousand)	2024	2023	YoY
Sales	105,104,290	99,610,211	5.52%
Gross Profits	38,388,748	36,356,899	5.59%
Operating Expenses	36,330,453	34,344,984	5.78%
Operating Profits	2,058,295	2,011,915	2.31%
Pre-tax Profits	4,831,376	1,959,019	146.62%
Net Profits	3,936,306	1,688,945	133.06%
Net income attributable to shareholders of the parent	3,803,729	1,611,506	136.04%
EPS	17.04	7.22	136.01%
Gross Margin	36.52%	36.50%	+0.03%
Operating Expenses Ratio	34.57%	34.48%	+0.09%
Operating Margin	1.96%	2.02%	-0.06%
Pre-tax Margin	4.60%	1.97%	+2.63%
Net Margin	3.75%	1.70%	+2.05%

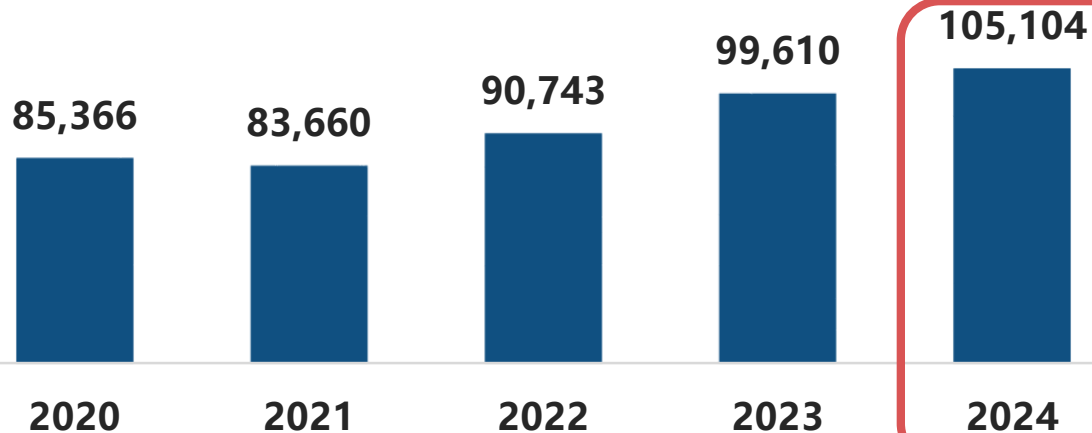


# Profitability Trend

## REVENUE

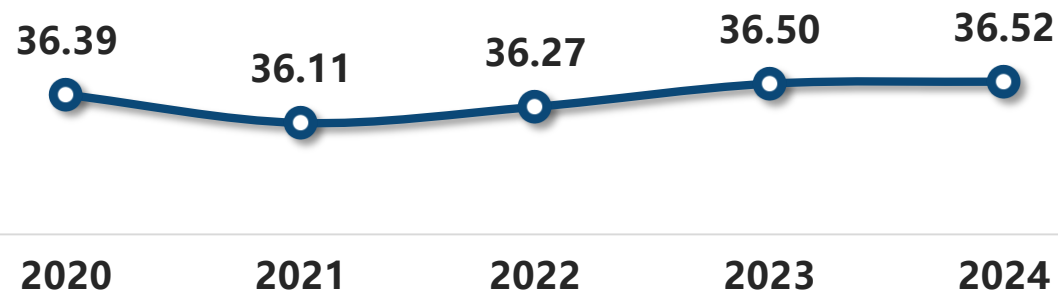
NT\$ Million

**Milestone Achievement:**  
**Consolidated Revenue Surpasses**  
**NT\$100 Billion**



## GROSS MARGIN

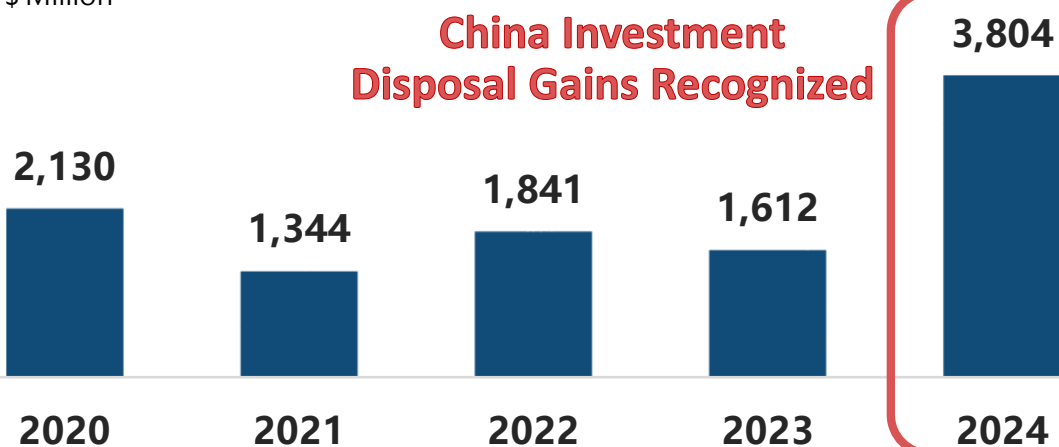
UNIT: %



## NET INCOME

NT\$ Million

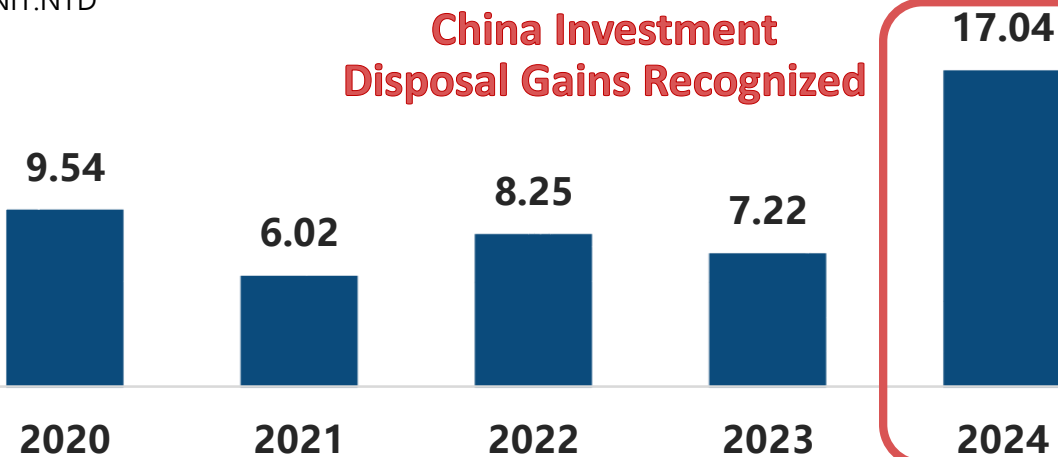
**China Investment**  
**Disposal Gains Recognized**



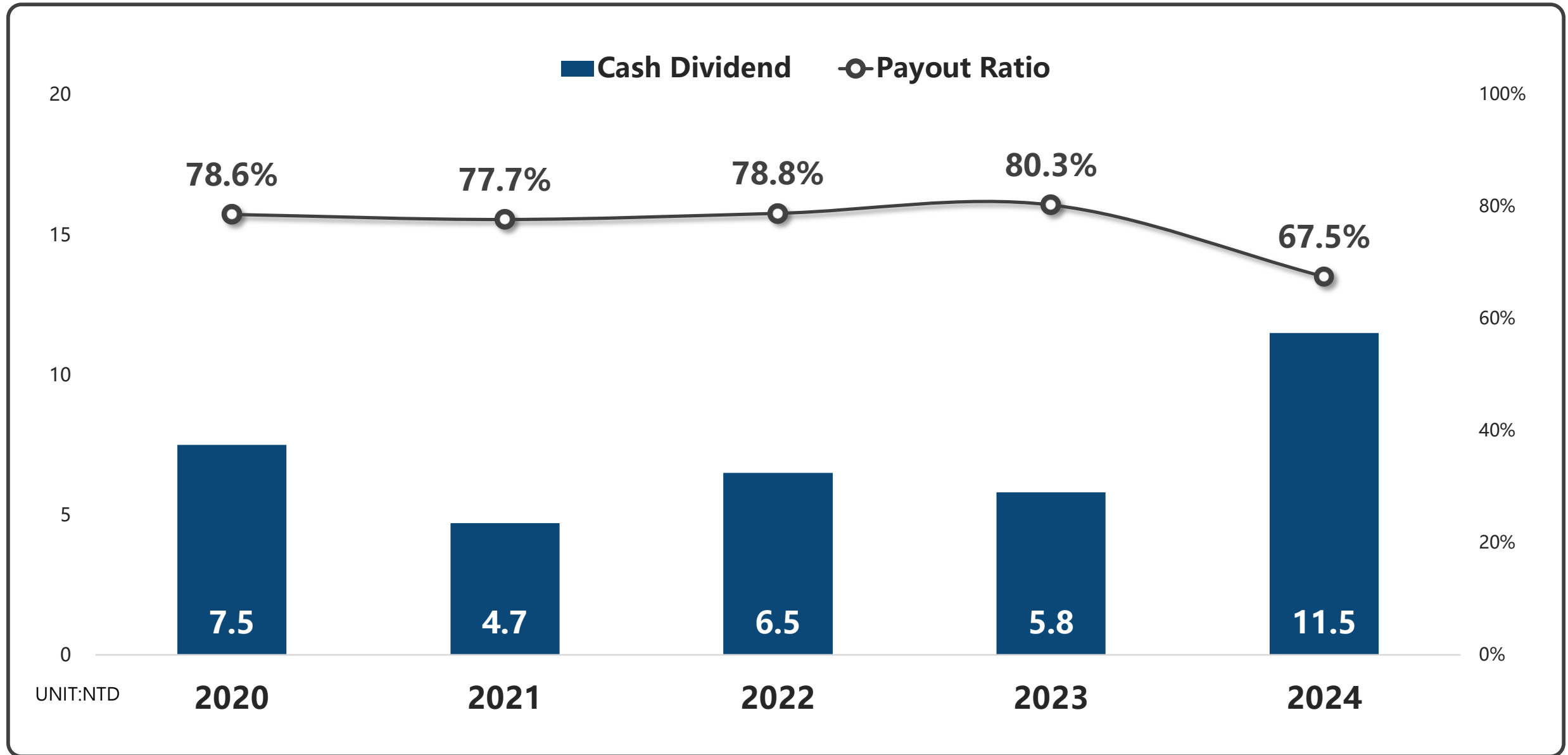
## EPS

UNIT: NTD

**China Investment**  
**Disposal Gains Recognized**



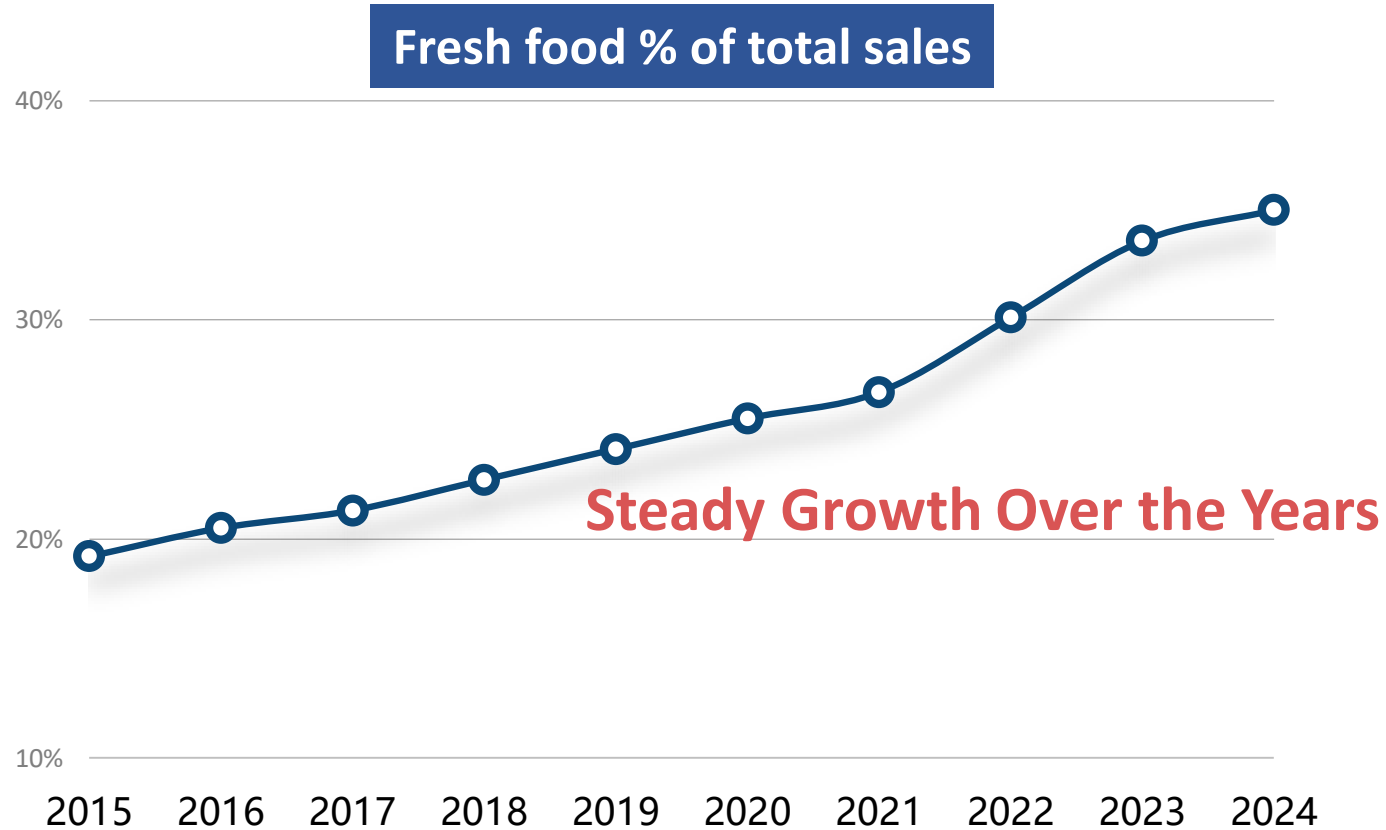
# Dividend Policy – Stable Cash Dividend Distribution



# Future Outlook

# Growth Momentum – Fresh Food Ecosystem

## *Enhancing Fresh Food Product Competitiveness*





# Growth Momentum – Fresh Food Ecosystem

## Let's Café



## Let's TEA



## Fami!ce



## Uno Pasta



## Bakery-匠.極.滿



## minimore





# Growth Momentum – Fresh Food Ecosystem



Health-Oriented Choices



Plant-Based Lifestyle

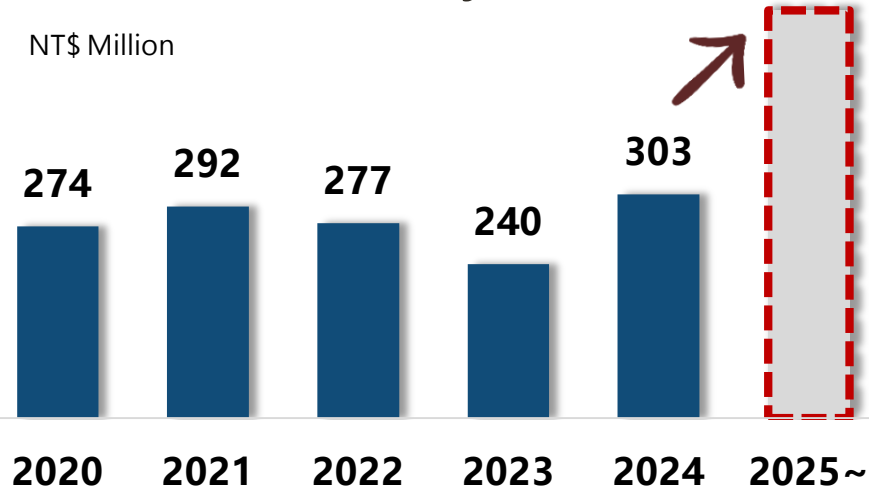
Freshly Prepared Delicacies



# Growth Momentum – Strengthened Capabilities, Accelerated Profit Growth

## TFM Investment Profit Contribution

NT\$ Million



## Fresh Food Factory Capacity Support

JIN SHIN

fresh food production capacity

PRF

EVERFAMILY

uno pasta

Fopi

Bread

CHIEN KANG

Ice cubes

CHANGQING

Fresh produce ingredients



## Logistics Center Efficiency Support

- Intelligent supply chain
- Multi-temperature distribution



TAIWAN DISTRIBUTION  
CENTER CO., LTD.



RE-YI Distribution  
Service Co., Ltd





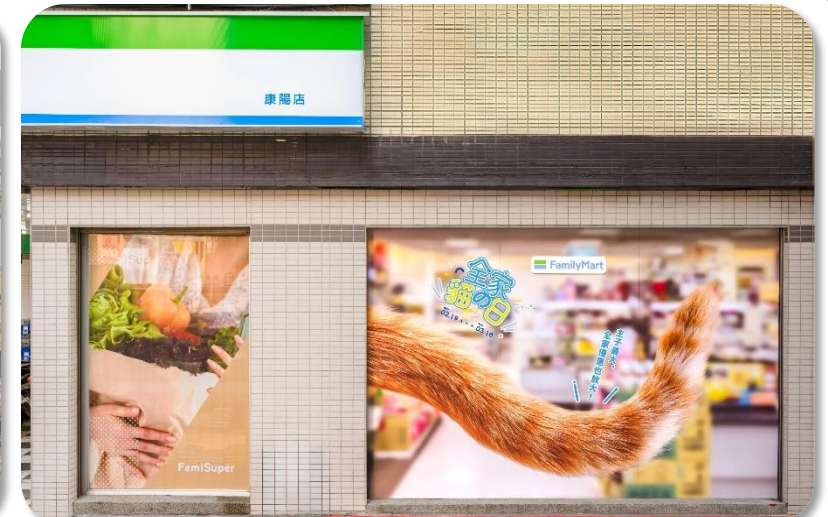
# Growth Momentum – Comprehensive Consumer Demand Fulfillment



Fami Super



Southeast Asian Products



FamiPets





# Growth Momentum – Building a Unique Digital Ecosystem

## APP Optimization & Member Value Strategy

**18.5million**

Number of members

**1million+**

Daily trading members

**2million+**

High-contribution members



- AI-driven personalized recommendations
- Multi-channel integration & seamless shopping cart
- Site-wide search function
- Real-time package tracking



Cross-border E-commerce



Proprietary EC Platform Expansion

# Growth Momentum – 3N Growth Strategy



## *Diversified Expansion for Growth*

- Expanding beyond convenience stores to drive diversified growth.



## *Agile Innovation to Meet Evolving Consumer Needs*

- Innovating store formats to meet shifting consumer needs.



## *High-Potential Market Focus*

- Exploring strategic expansion into a new region in China, with a potential focus on majority control.





# | Convenience for Sustainability, You+1

## Awards



- 4 awards at the 20<sup>th</sup> Global Views ESG Awards
- 4 awards at the Taiwan Sustainable Action Awards
- Ranked 13th among Large Enterprises in Corporate Social Responsibility Awards
- 2 awards at the Taiwan Corporate Sustainability Awards
- 2 awards at the Buying Power Awards



禁止酒駕 未滿十八歲禁止飲酒

**The End**