



# | **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 (2025, March): 4,344**



# | 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-Fami Collection Launched

2015 Self-owned Bakery Factory "FOBI" opened

2019 Korean cuisine "bb.q CHICKEN" opened



**2021-2025**

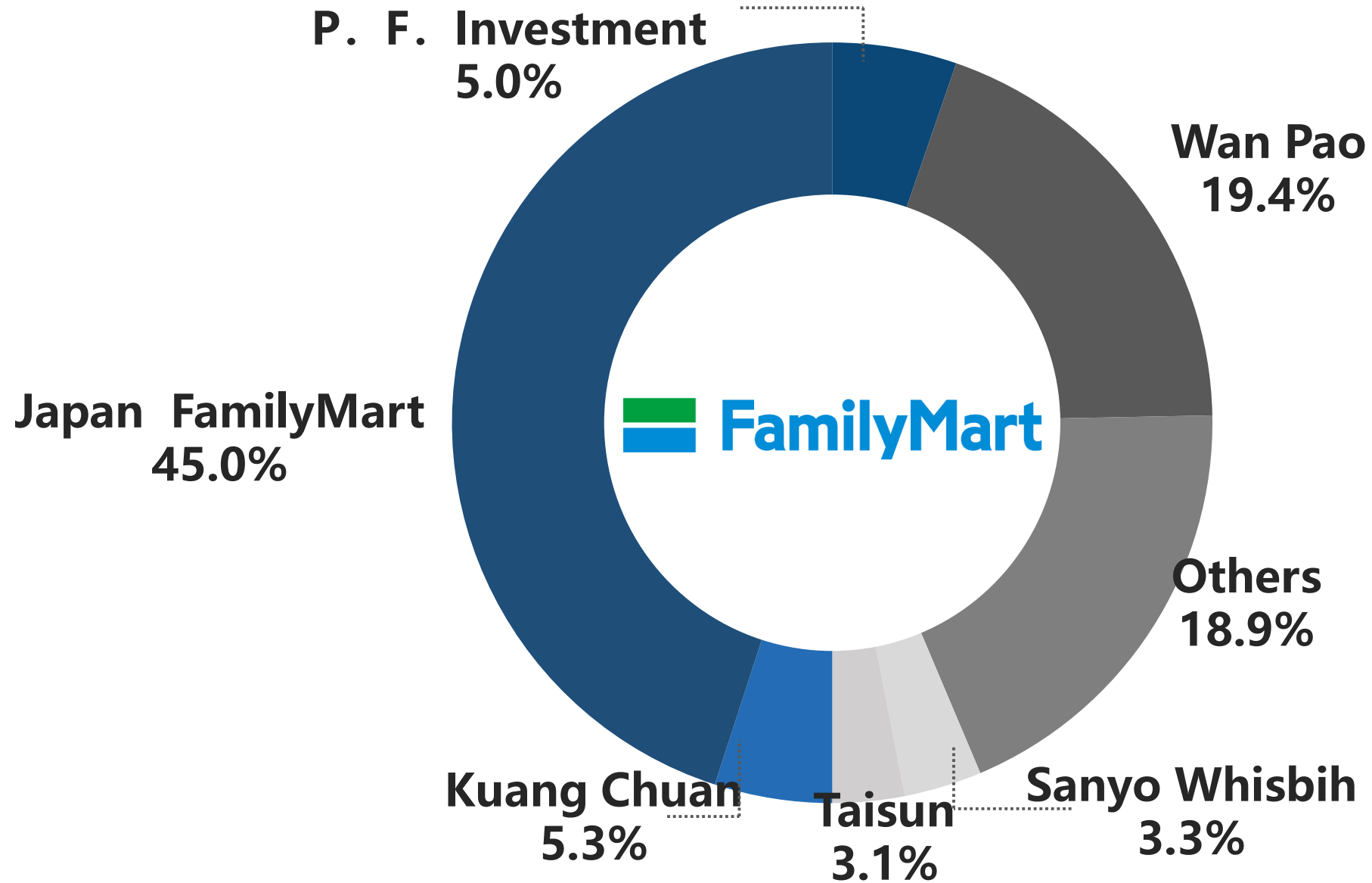
▲ 4,000店

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 2025/03

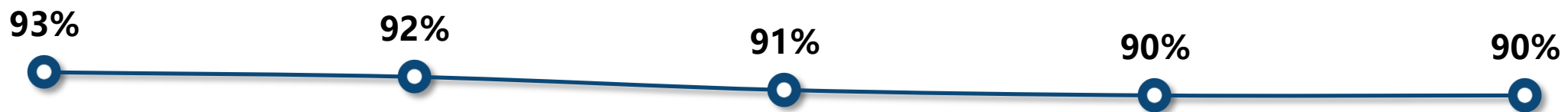
# Investees

 全網行銷   AnythingForYou <b>Familynet Co., Ltd.</b> 100%	 <b>RE-YI Distribution Service Co.,Ltd</b> 100%	 <b>JIN SHIN FOOD CORP.</b> 100%	 <b>FOPI BAKERY CO., LTD.</b> 93.5%
 <b>ACCUDATA RESEARCH INSTITUTE INC.</b> 70%	 <b>Family International Gourmet Co., Ltd</b> 61.96% 	 <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		2021	2022	2023	2024	2025Q1
FamilyMart	No. of Store	3,980	4,138	4,234	4,316	4,344
	Net Opening	+210	+158	+96	+82	+28
	Market Share	31.5%	31.7%	31.6%	31.6%	31.7%
7-11	No. of Store	6,379	6,631	6,859	7,077	7,118
	Net Opening	+355	+252	+228	+218	+41
	Market Share	50.5%	50.8%	51.3%	51.8%	51.9%
Hi-Life	No. of Store	1,502	1,512	1,556	1,635	1,657
	Net Opening	+80	+10	+44	+79	+22
	Market Share	11.9%	11.6%	11.6%	12.0%	12.1%
O.K.	No. of Store	762	769	729	622	602
	Net Opening	+12	+7	-40	-107	-20
	Market Share	6.0%	5.9%	5.5%	4.6%	4.4%
Total	No. of Store	12,623	13,050	13,378	13,650	13,721
	Net Opening	+657	+427	+328	+272	+71

# | Percentage of Franchise Types



	2021		2022		2023		2024		2025Q1	
	2021		2022		2023		2024		2025Q1	
	No.	%	No.	%	No.	%	No.	%	No.	%
RC	282	7	320	8	399	9	437	10	455	10
FC1	3,084	78	3,234	78	3,267	77	3,366	78	3,394	78
FC2	614	15	584	14	568	14	513	12	495	12

# Performance Comparison

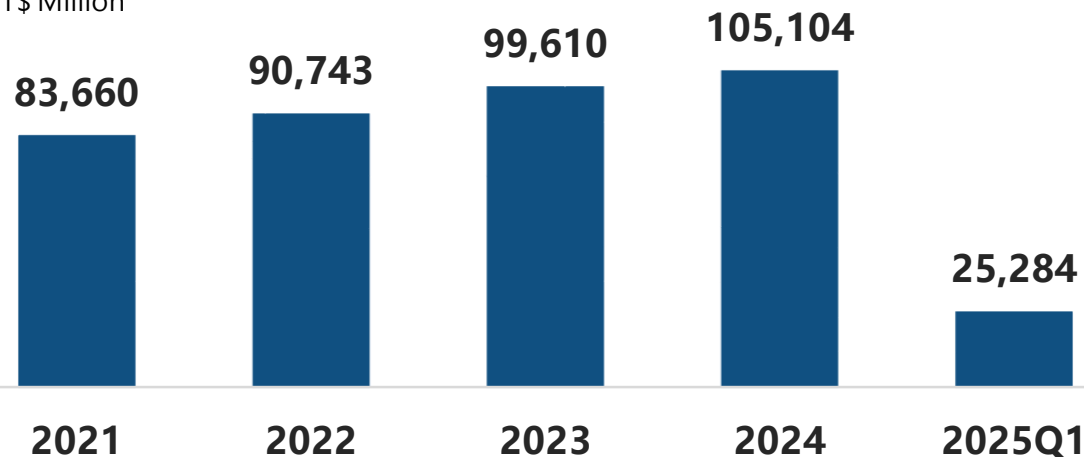
(Unit:NT\$Thousand)	2025Q1	2024Q1	YoY(%)
Sales	25,283,861	24,876,399	1.64%
Gross Profits	9,125,590	8,923,984	2.26%
Operating Expenses	8,860,479	8,580,886	3.26%
Operating Profits	265,111	343,098	-22.73%
Pre-tax Profits	553,444	346,043	59.94%
Net Profits	427,652	285,217	49.94%
Net income attributable to shareholders of the parent	417,682	260,944	60.07%
EPS	1.87	1.17	59.83%
Gross Margin	36.09%	35.87%	0.22%
Operating Expenses Ratio	35.04%	34.49%	0.55%
Operating Margin	1.05%	1.38%	-0.33%
Pre-tax Margin	2.19%	1.39%	0.80%
Net Margin	1.69%	1.15%	0.54%



# | Profitability Trend

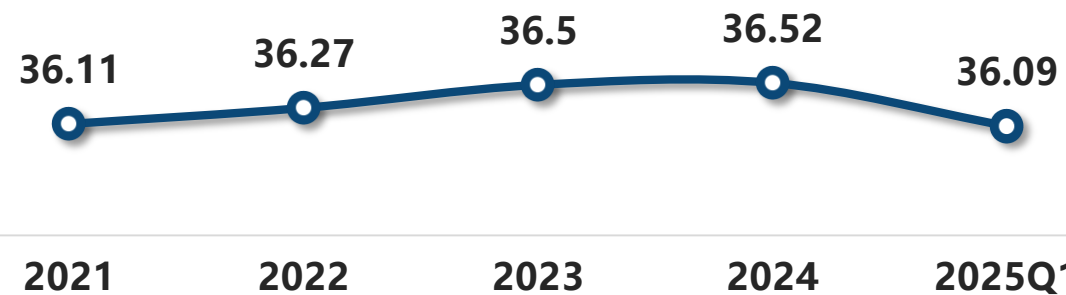
## REVENUE

NT\$ Million



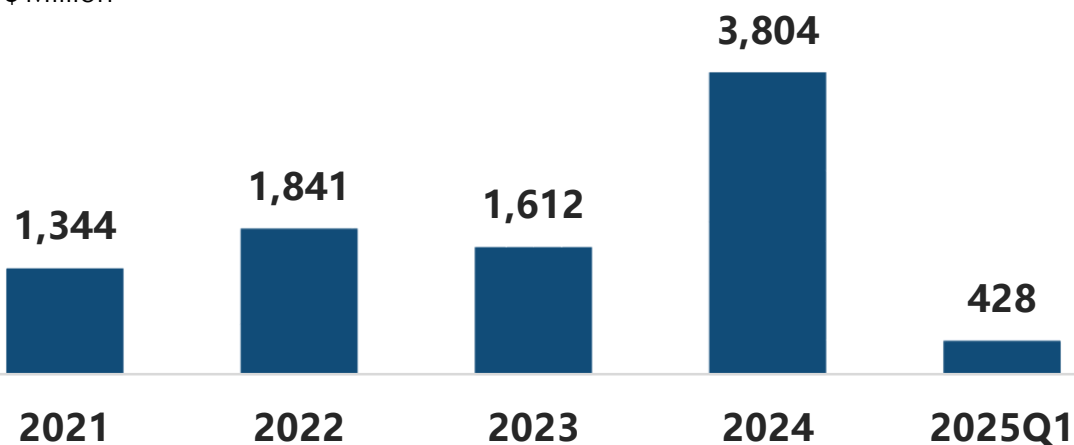
## GROSS MARGIN

UNIT: %



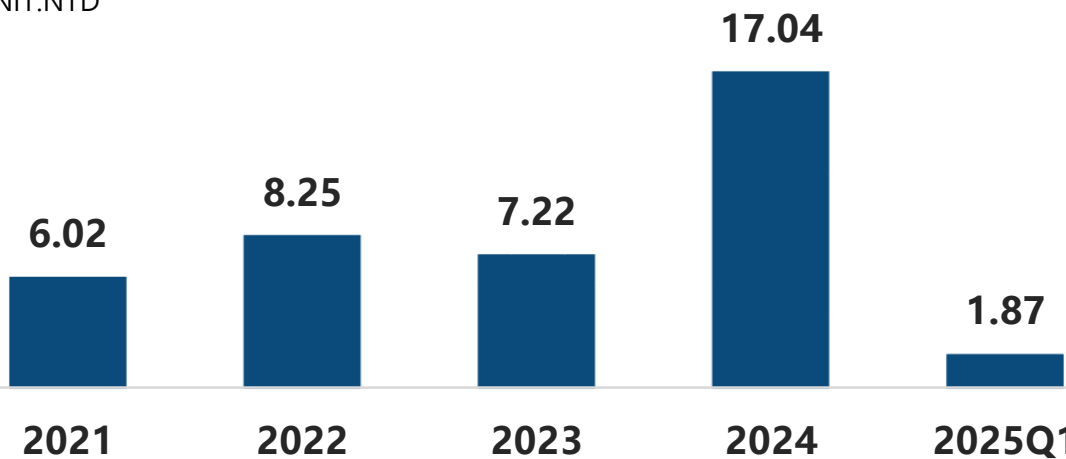
## NET INCOME

NT\$ Million

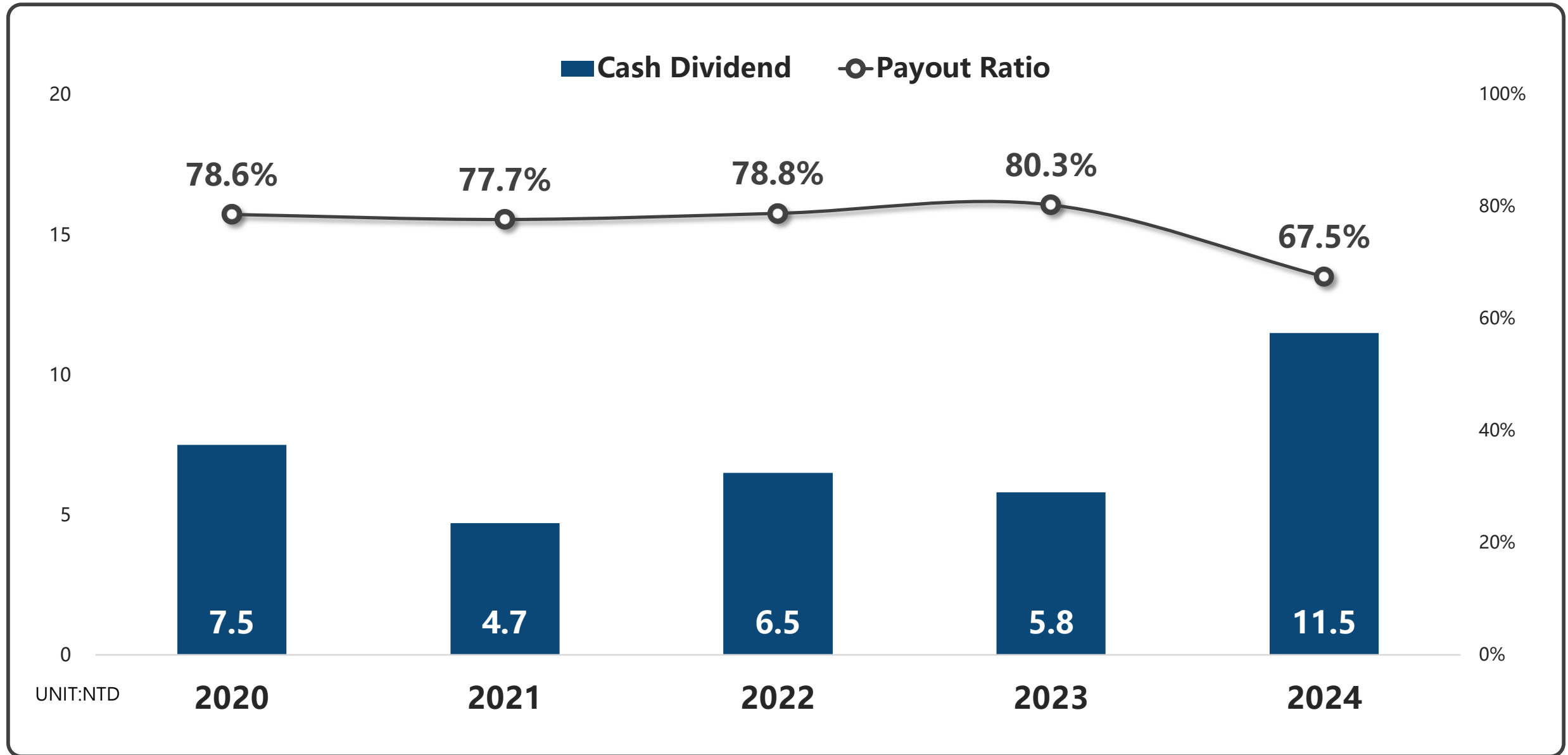


## EPS

UNIT: NTD

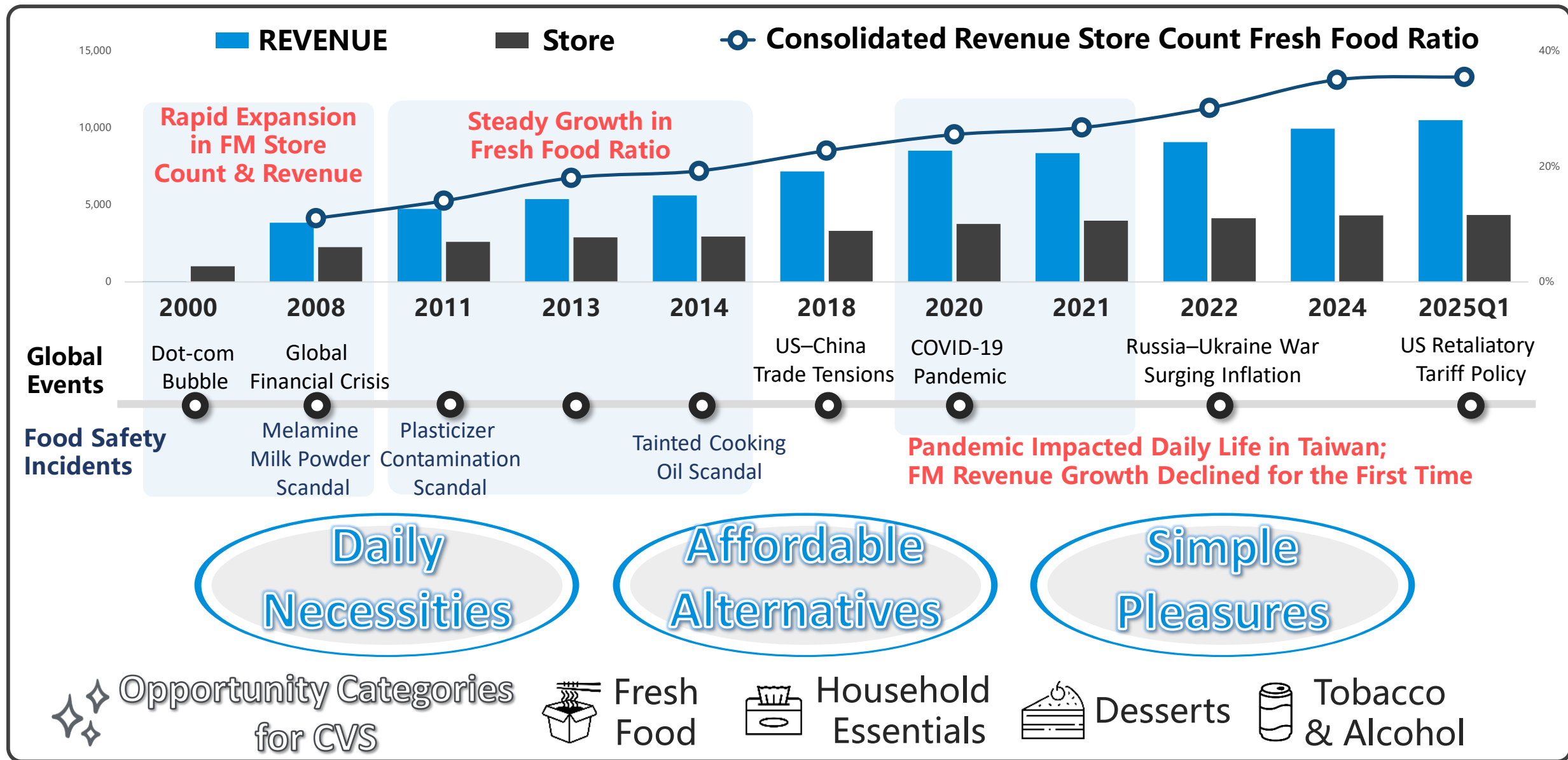


# Dividend Policy – Stable Cash Dividend Distribution



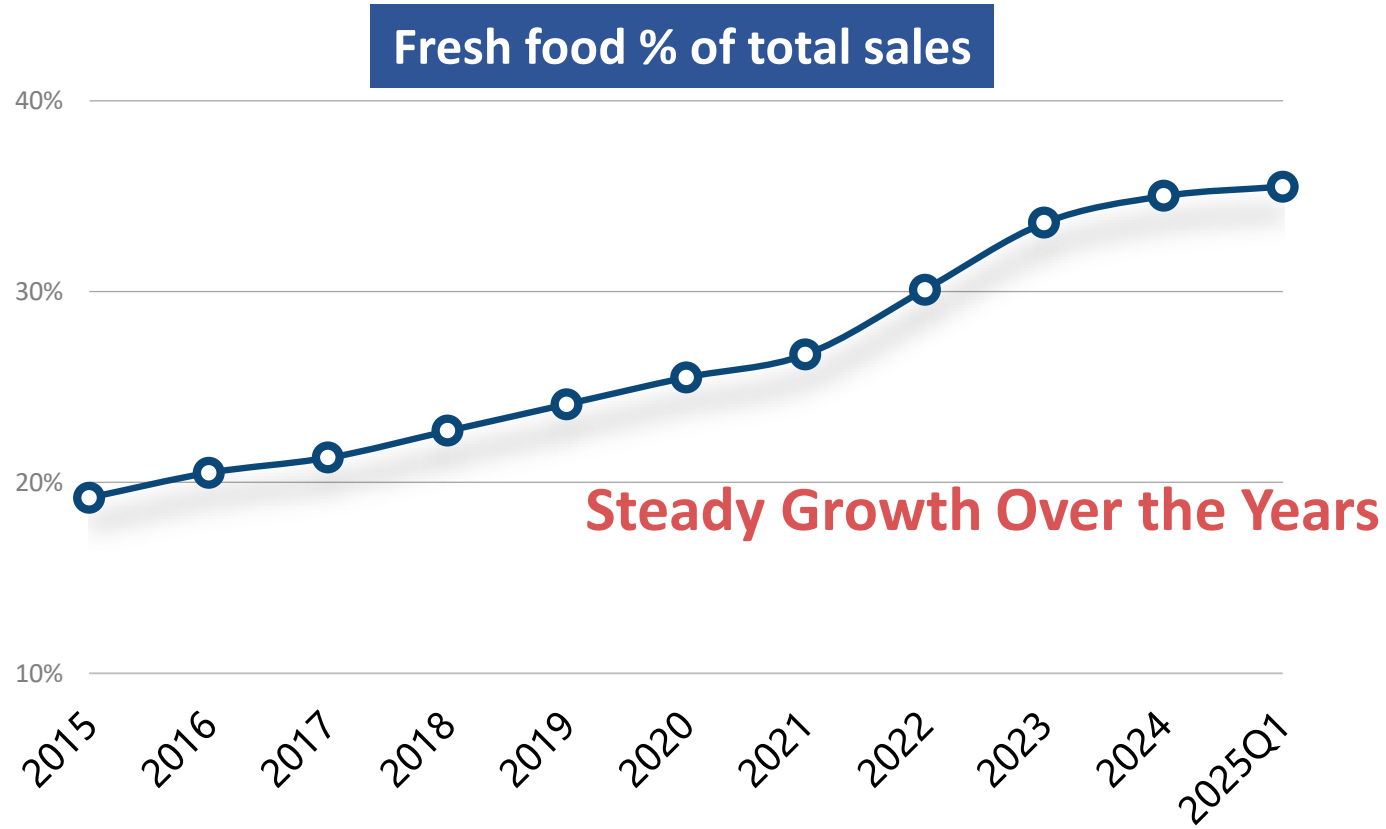
# Future Outlook

# | External Environment & Trend Overview



# 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



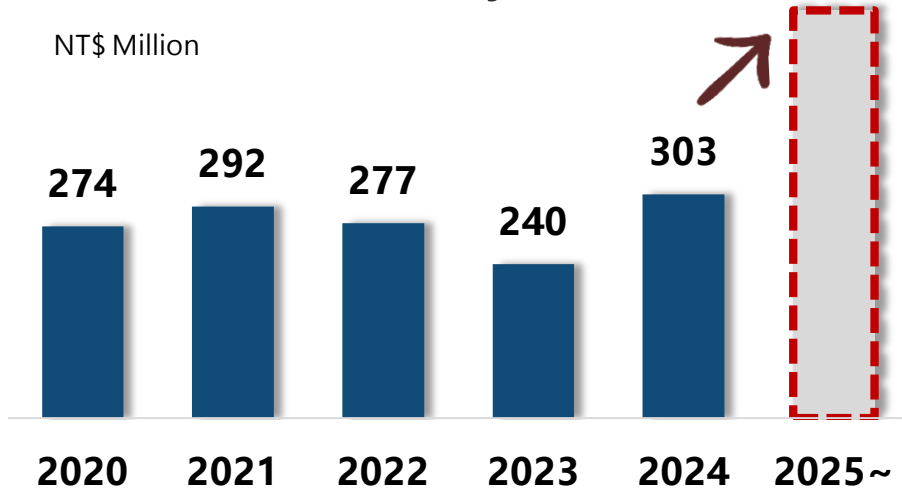
Freshly Prepared Delicacies



# 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





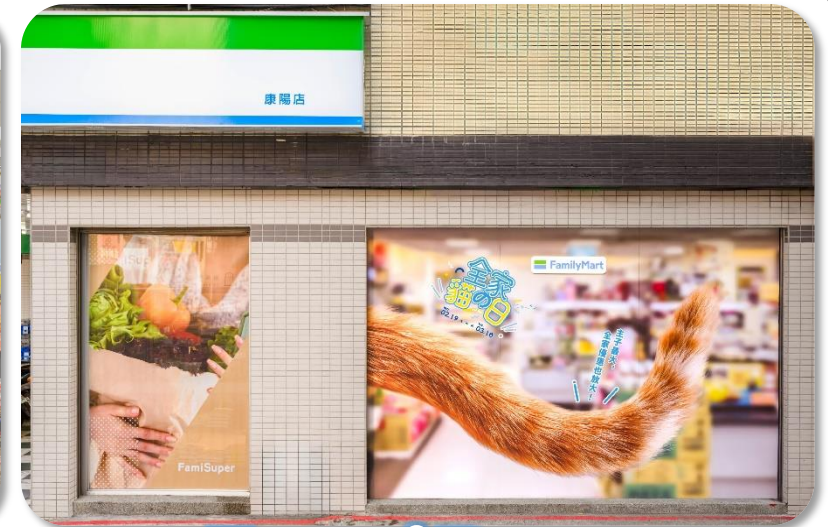
# Growth Momentum – Comprehensive Consumer Demand Fulfillment



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**