



全家就是你家∞



FamilyMart



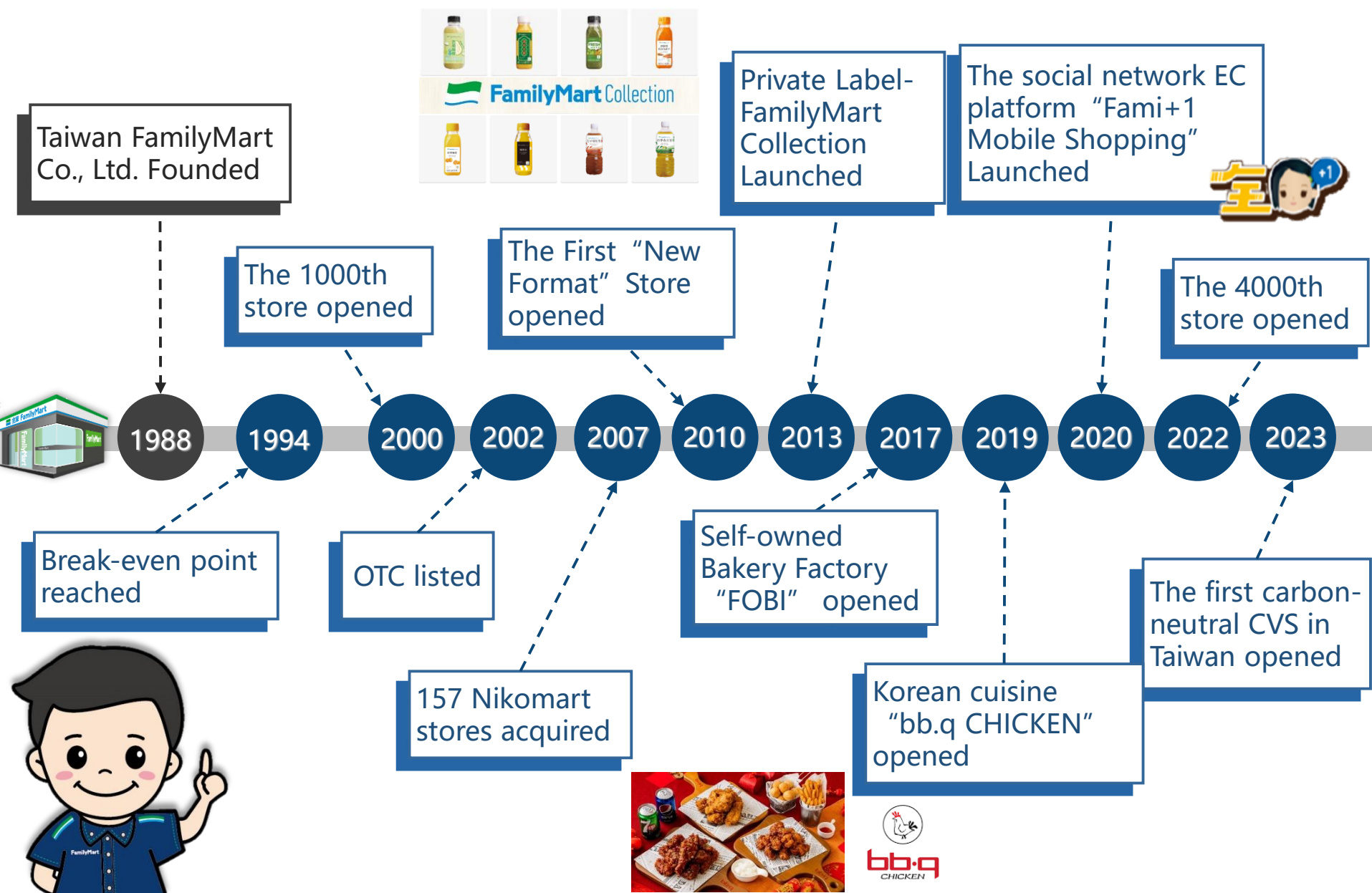
FamilyMart

Company Profile

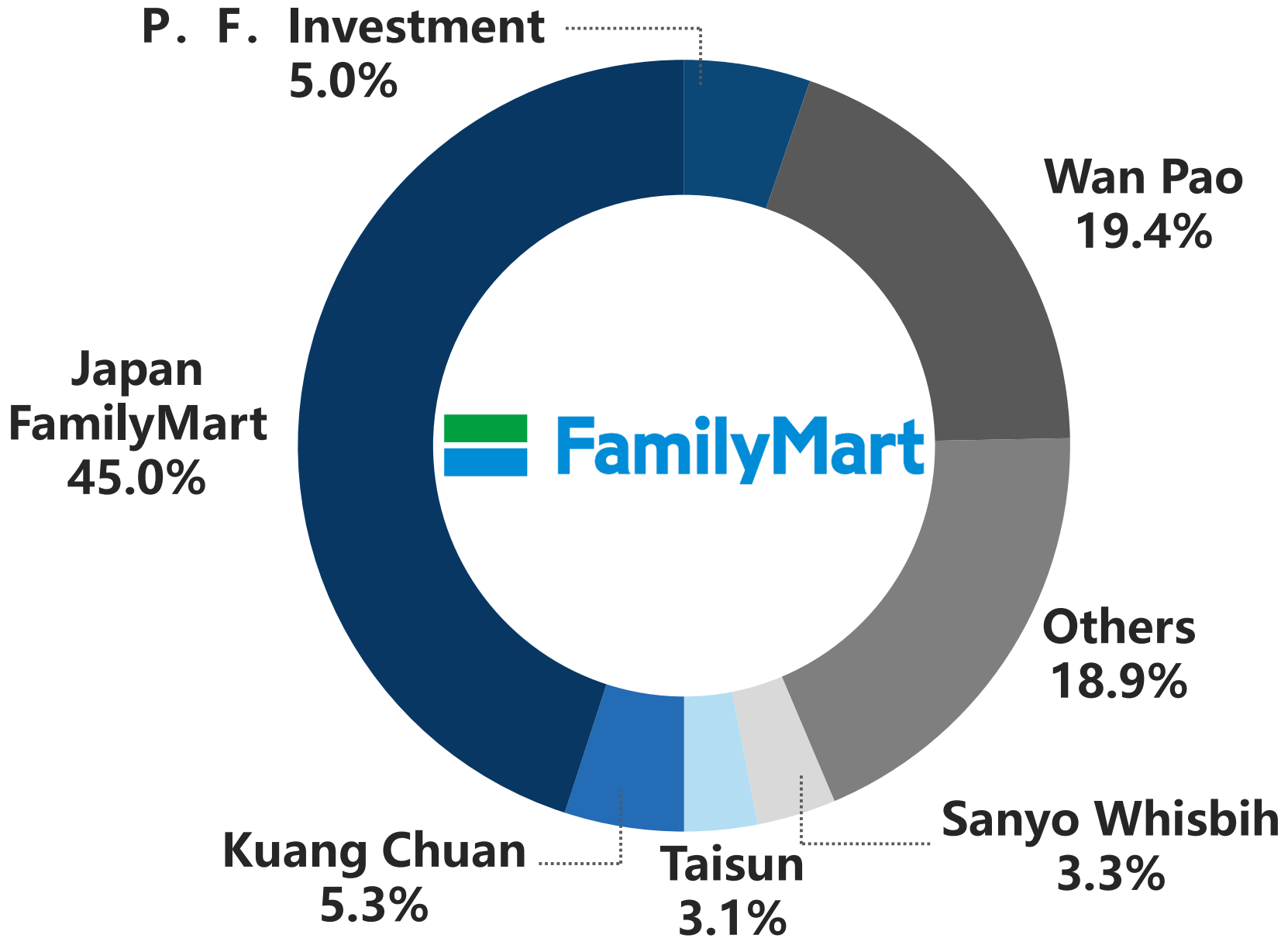
- ★ **Chairman: Yeh, Jung-ting**
- ★ **Established: August 18, 1988**
- ★ **Capital: 2.23 Billion (NTD)**
- ★ **Core Business: Operation of convenience store chain, under the name of "FamilyMart"**
- ★ **Number of Stores (2024, March): 4,240**



FamilyMart Milestones



The Shareholder Structure



*Updated by 2024/03

Investees

familynet

全網行銷 | AnythingForYou

Familynet Co., Ltd.

100%



日曜文化行銷股份有限公司
Re-Yi Distribution Service Co., Ltd.

RE-YI Distribution
Service Co., Ltd

100%

JINSHIN
FOOD 日新食品

JIN SHIN
FOOD CORP.

100%



FOPI BAKERY
CO., LTD.

93.5%

Accudata It Total Solution

ACCUDATA
RESEARCH
INSTITUTE INC.

70%



Family International
Gourmet Co., Ltd

69.57%



全台物流股份有限公司
TAIWAN DISTRIBUTION CENTER CO., LTD.

TAIWAN DISTRIBUTION
CENTER CO., LTD.

51.7%

全盈+PAY

All Win Fintech
Company Limited

51%

EVERFAMILY
INTERNATIONAL
FOODS CORP.

45%

PRF

PING ROUN FOOD
CO., LTD.

38.2%

CHANGQING
LOGISTICS GLOBAL
CO., LTD.)

30%

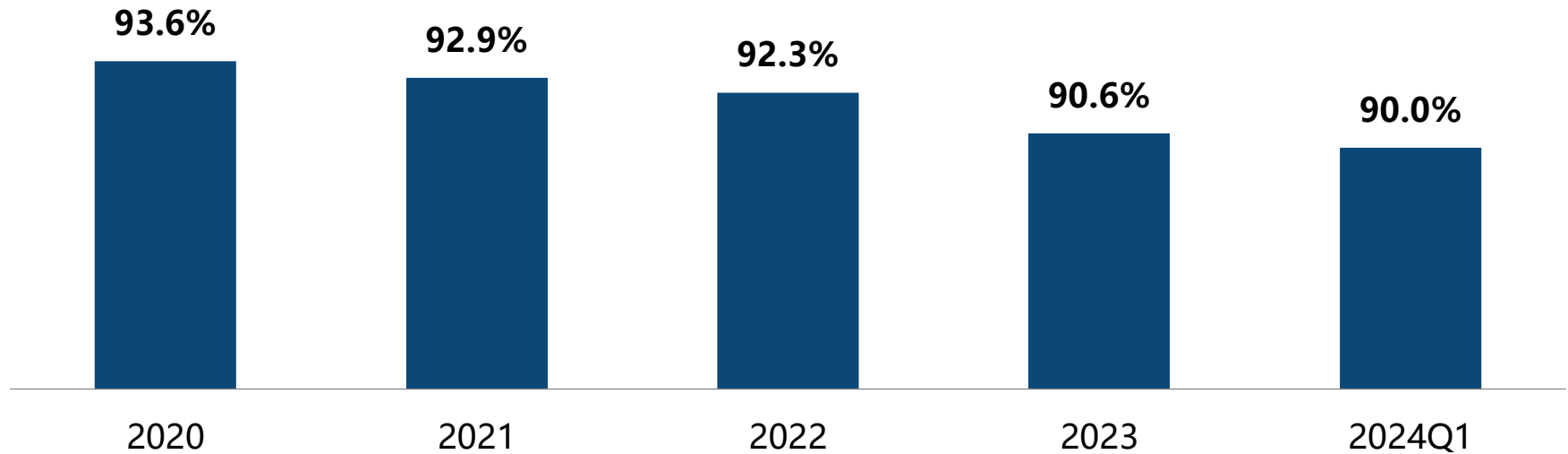
CHIEN KANG
INTERNATIONAL
FOODS CO., LTD.

30%

Market Share by No. of Stores

CVS Chain		2007	2019	2020	2021	2022	2023	2024Q1
FamilyMart	No. of Store	2,228	3,548	3,770	3,980	4,138	4,234	4,240
	Net Opening	+216	+222	+222	+210	+158	+96	+6
	Market Share	24.6%	31.0%	31.5%	31.5%	31.7%	31.6%	31.5%
7-11	No. of Store	4,705	5,655	6,024	6,379	6,631	6,859	6,939
	Net Opening	+317	+275	+369	+355	+252	+228	+80
	Market Share	52.0%	49.4%	50.3%	50.5%	50.8%	51.3%	51.6%
Hi-Life	No. of Store	1,300	1,405	1,422	1,502	1,512	1,556	1,567
	Net Opening	+38	+93	+17	+80	+10	+44	+11
	Market Share	14.4%	12.3%	11.9%	11.9%	11.6%	11.6%	11.7%
O.K.	No. of Store	820	785	750	762	769	729	698
	Net Opening	-19	-97	-35	+12	+7	-40	-31
	Market Share	9.1%	7.4%	6.3%	6.0%	5.9%	5.5%	5.2%
* NikoMart	No. of Store	0						
	Net Opening	-300						
	Market Share	0%						
Total	No. of Store	9,053	11,393	11,966	12,623	13,050	13,378	13,444
	Net Opening	+256	+504	+573	+657	+427	+328	+66

Percentage of Franchise Types



	2020		2021		2022		2023		2024Q1	
	No.	%	No.	%	No.	%	No.	%	No.	%
RC	242	6.4	282	7.1	320	7.7	399	9.4	425	10.0
FC1	2,866	76.0	3,084	77.5	3,234	78.2	3,267	77.2	3,257	76.8
FC2	662	17.6	614	15.4	584	14.1	568	13.4	558	13.2

Performance Comparison - YoY Analysis

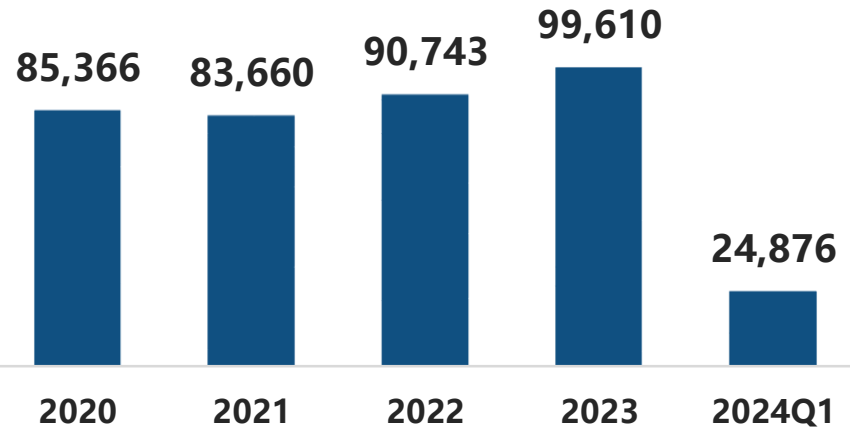
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(Unit:NT\$Thousand)	2024Q1	2023Q1	YoY
Sales	24,876,399	23,126,247	7.57%
Gross Profits	8,923,984	8,331,695	7.11%
Operating Expenses	8,580,886	8,032,394	6.83%
Operating Profits	343,098	299,301	14.63%
Pre-tax Profits	346,043	270,000	28.16%
Net Profits	285,217	203,078	40.45%
EPS	1.17	0.88	32.95%
Gross Margin	35.87%	36.03%	-0.15%
Operating Expenses Ratio	34.49%	34.73%	-0.24%
Operating Margin	1.38%	1.29%	0.09%
Pre-tax Margin	1.39%	1.17%	0.22%
Net Margin	1.15%	0.88%	0.27%

Profitability Trend

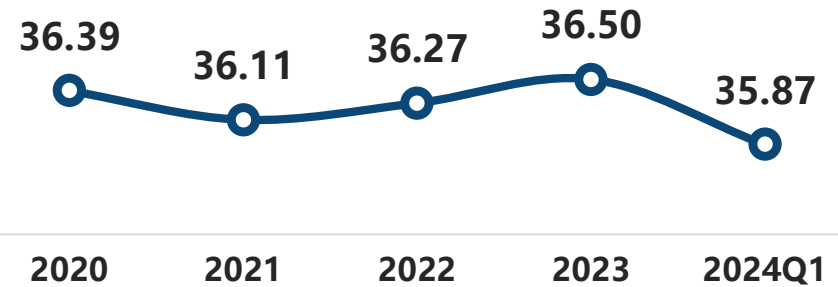
REVENUE

NT\$ Million



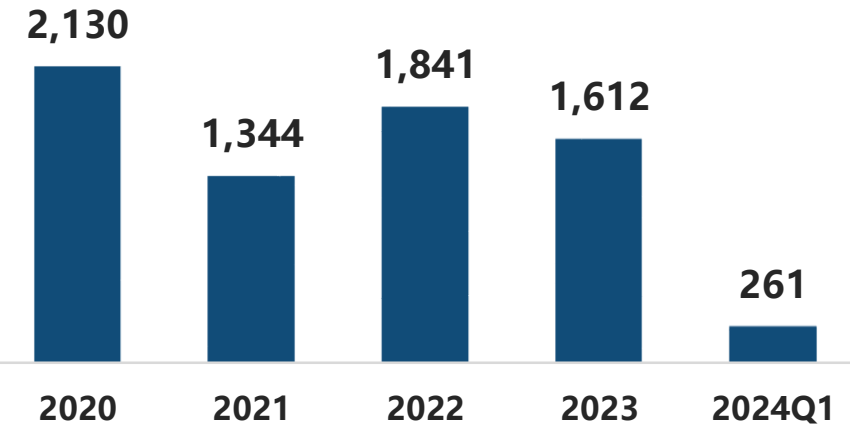
GROSS MARGIN

UNIT: %



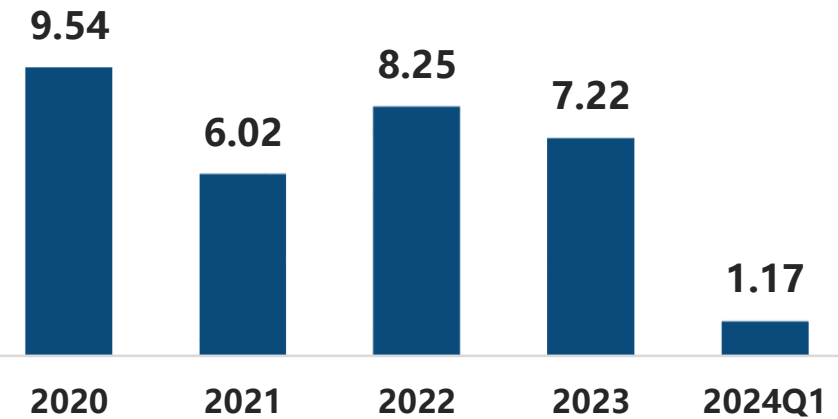
NET INCOME

NT\$ Million



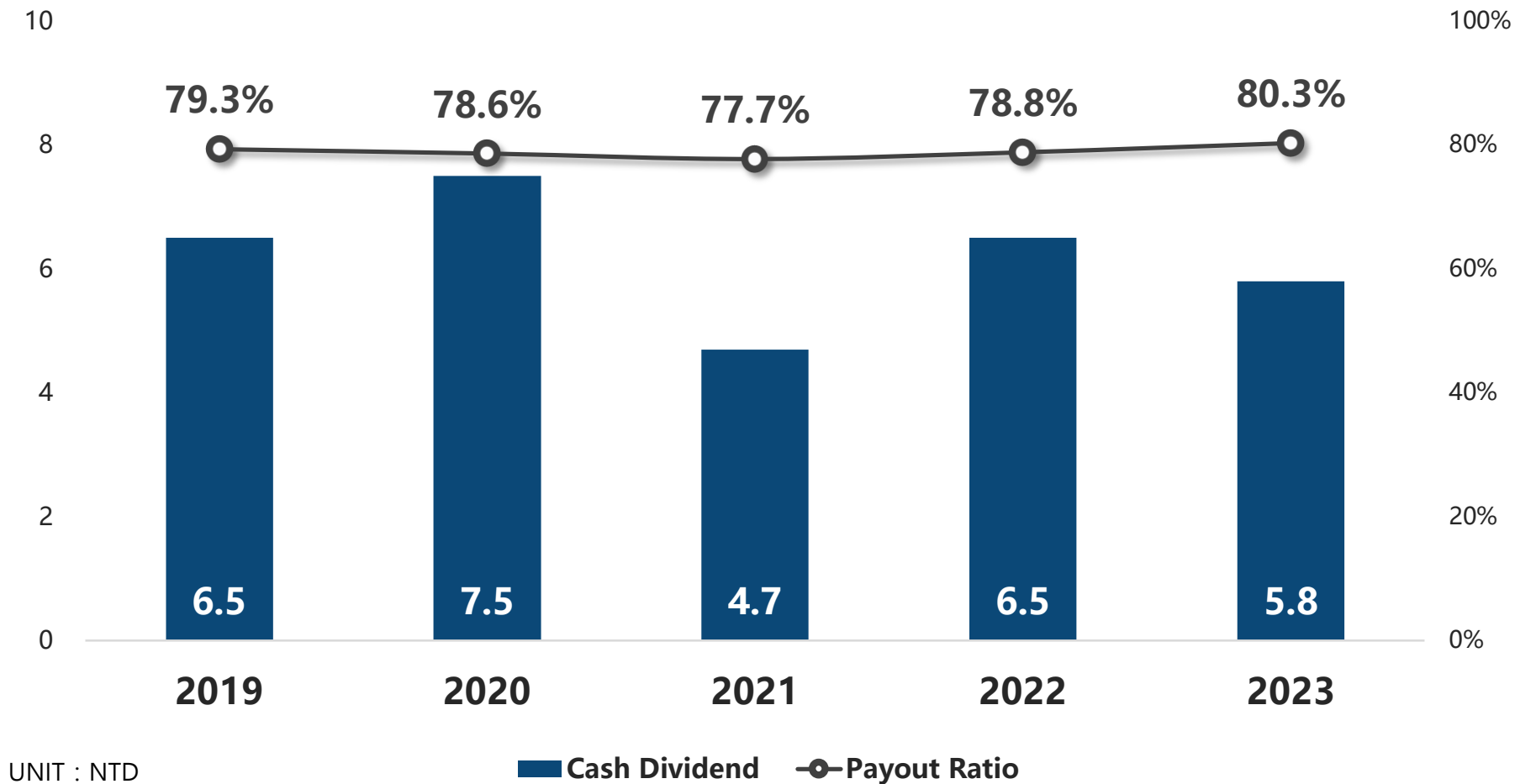
EPS

UNIT: NTD



Cash Dividend Trend

10

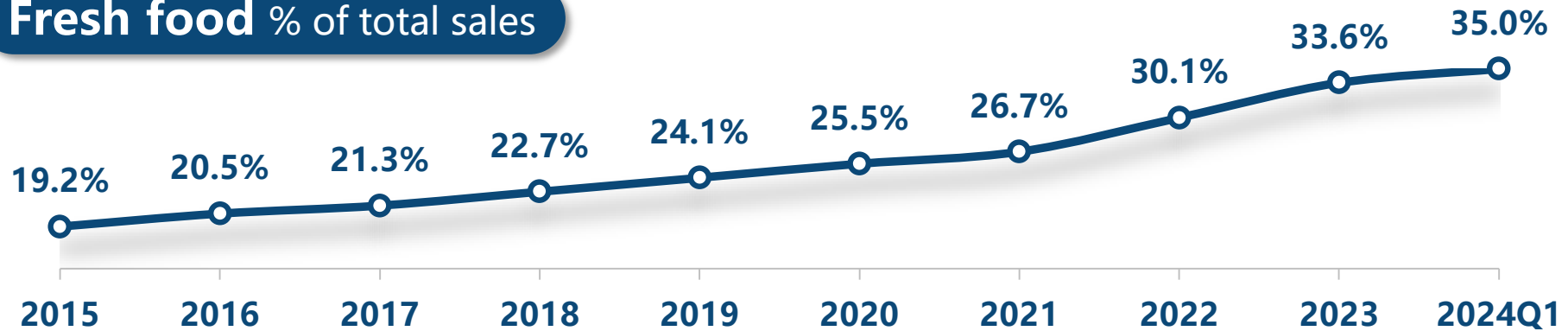


Note: 2023 cash dividend has not been approved by AGM.

Key Drivers for Further Growth

/01.Fresh Food Ecosystem

Fresh food % of total sales



Strengthen Strategic Brands



Precision Consumption

Health support



Co-branding Strategy



Enhancing Brand Value of Signature Products



Expanding Differentiated Product Categories



Key Drivers for Further Growth

/01.Fresh Food Ecosystem

Capacity Support from Investee Fresh Food Factory

JIN SHIN FOOD CORP.

(100%)

- Acquired all shares in July 2011
- Supporting fresh food production capacity
- Hukou No.2 Factory is under construction

FOPI BAKERY CO., LTD.

(93.5%)

- Automated tally equipment in Xinfeng Factory
- Hukou No.2 Factory is under construction

EVERFAMILY INTERNATIONAL FOODS CORP.

(45%)

- Established a joint venture with Evergreen Sky Catering Corp.
- Building a fully automatic pasta production and specialized in producing Uno Pasta

PING ROUN FOOD CO., LTD.

(8.2%)

- 2 fresh food factories currently

Daxi

Xinfeng

CHIEN KANG INTERNATIONAL FOODS CO., LTD.

(30%)

- Supplying ice cubes for FamilyMart to ensure our stable quality and sufficient supply.

CHANGQING LOGISTICS GLOBAL CO., LTD.)

(30%)

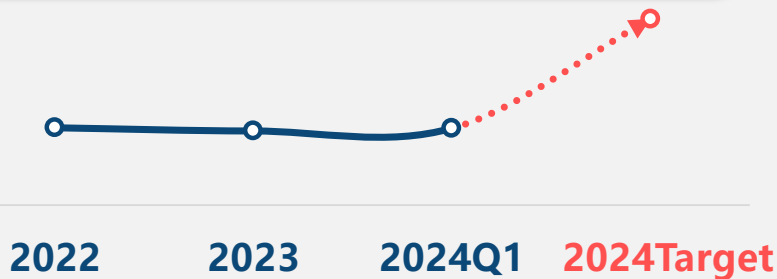
- Stable supply and distribution support of fresh fruits and vegetables



Key Drivers for Further Growth

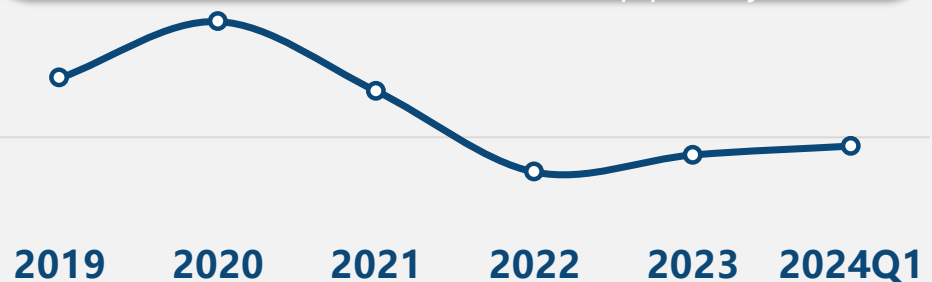
/02. Digital Channels Operation

Digital Channels PSD



E-Commerce services

YoY Growth-Number of Pick-up per day



Digital Revenue



Integration of FamilyMart APPs to Create a One-stop Shopping Cart

EC Commission



Strengthen EC Service Loyalty

Key Drivers for Further Growth

/02. Digital Channels Operation

Capacity and Efficiency Support from Investee Distribution Centers

Intelligent supply chain x Multi-temperature distribution



**TAIWAN DISTRIBUTION
CENTER CO., LTD.**

Linkou

Daxi

Yunlin

Ruifang

Hukou

Gangshan

Bade

Dadu

Hualien

- 8 distribution centers currently
- New distribution center in Hukou is under construction
- Providing stable service quality and deepen the development of intelligent logistics



**RE-YI Distribution
Service Co., Ltd**

Daxi

Zhongli

Dadu

Hualien

Gangshan

- 5 distribution centers currently
- Introduced automated tallying equipment to solve short-staffed problem in advance.





 **FamilyMart**