



全家就是你家∞



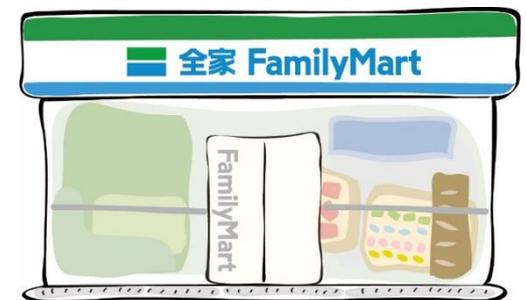
FamilyMart



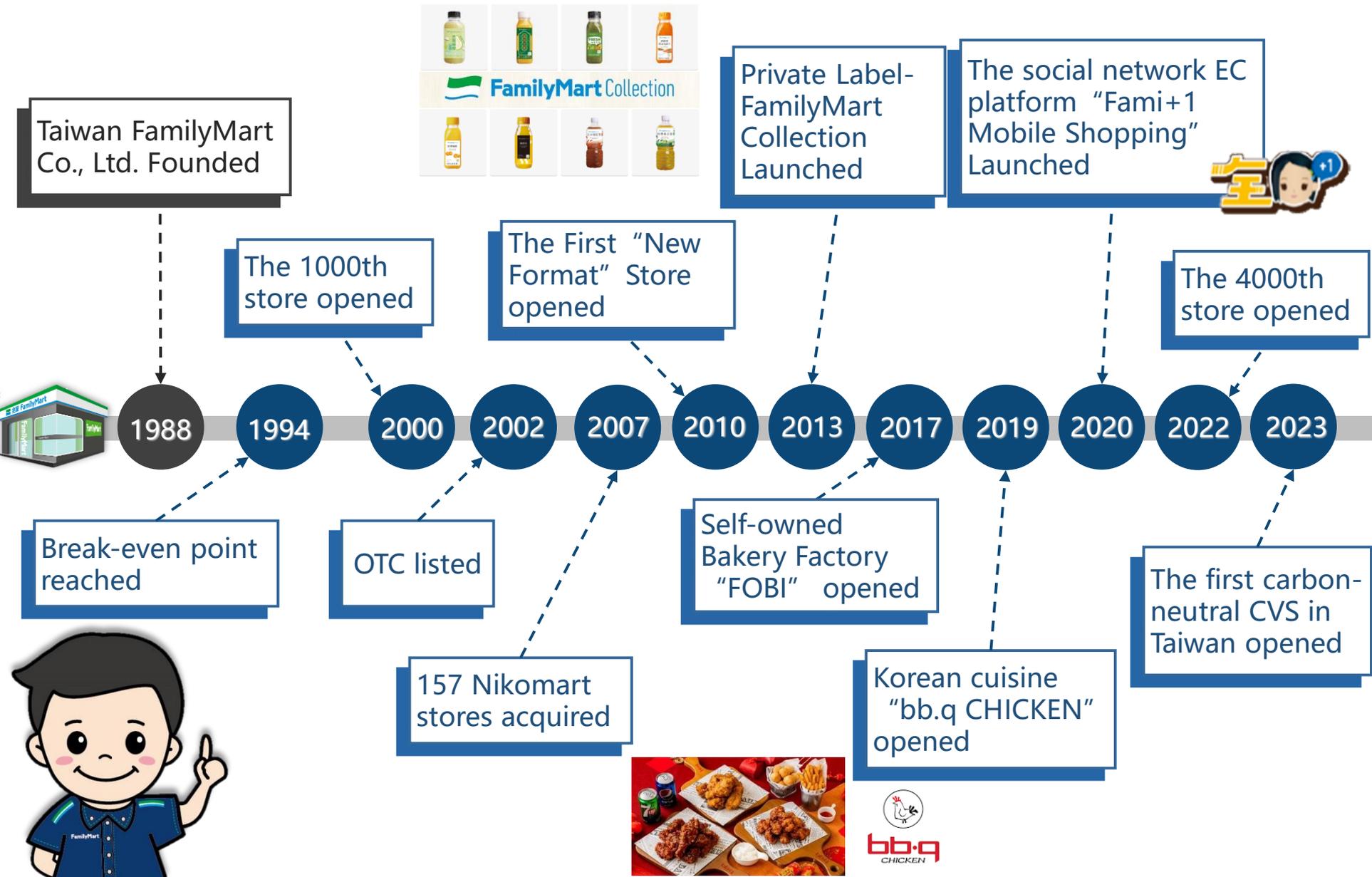
FamilyMart

Company Profile

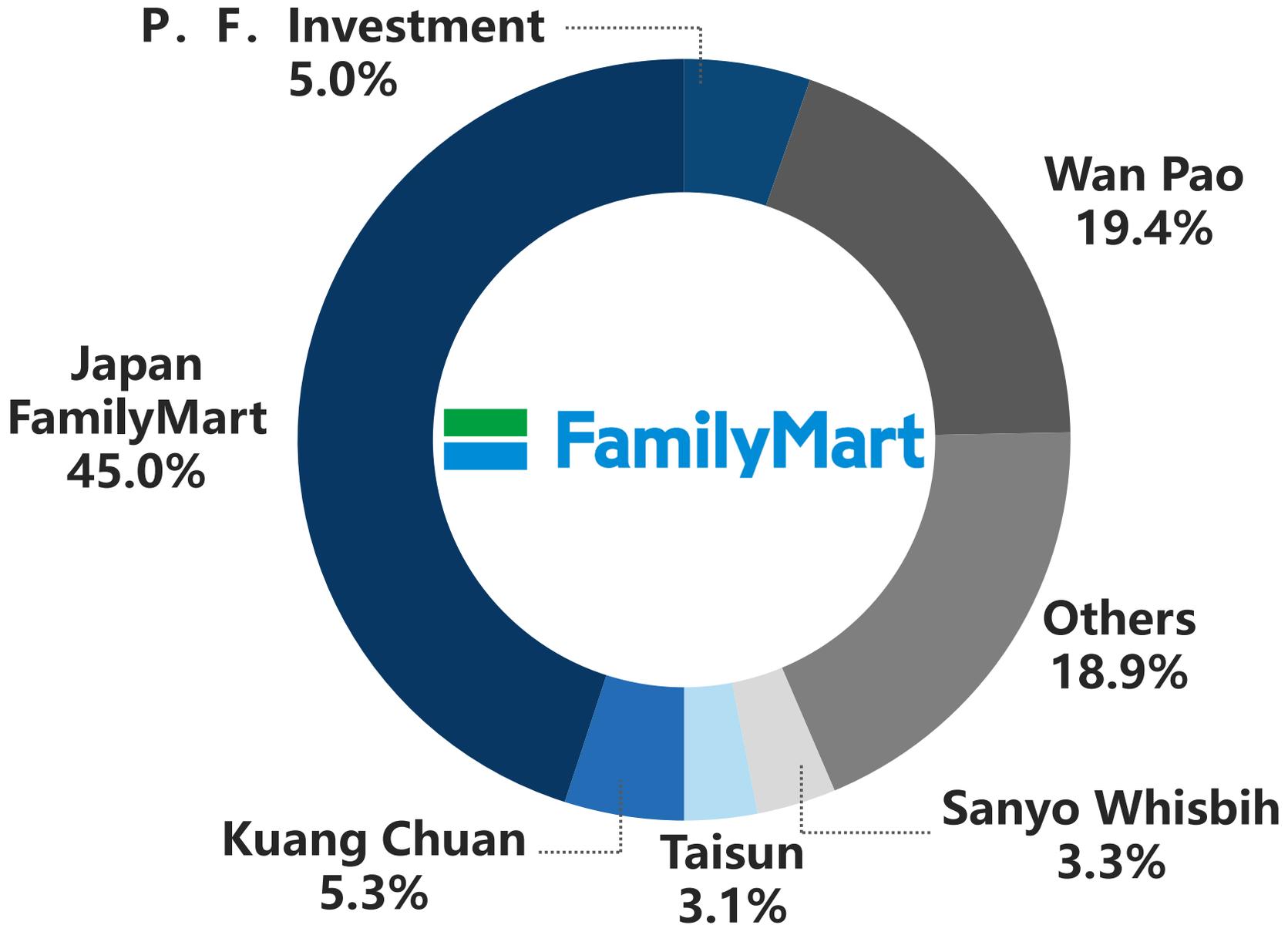
- ★ **Chairman: Yeh, Jung-ting**
- ★ **Established: August 18, 1988**
- ★ **Capital: 2.23 Billion (NTD)**
- ★ **Core Business: Operation of convenience store chain, under the name of "FamilyMart"**
- ★ **Number of Stores (2024, Sep): 4,288**



FamilyMart Milestones



The Shareholder Structure



*Updated by 2024/09

Investees

familynet

全網行銷 | AnythingForYou

Familynet Co., Ltd.

100%



日翊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 CORP.

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%

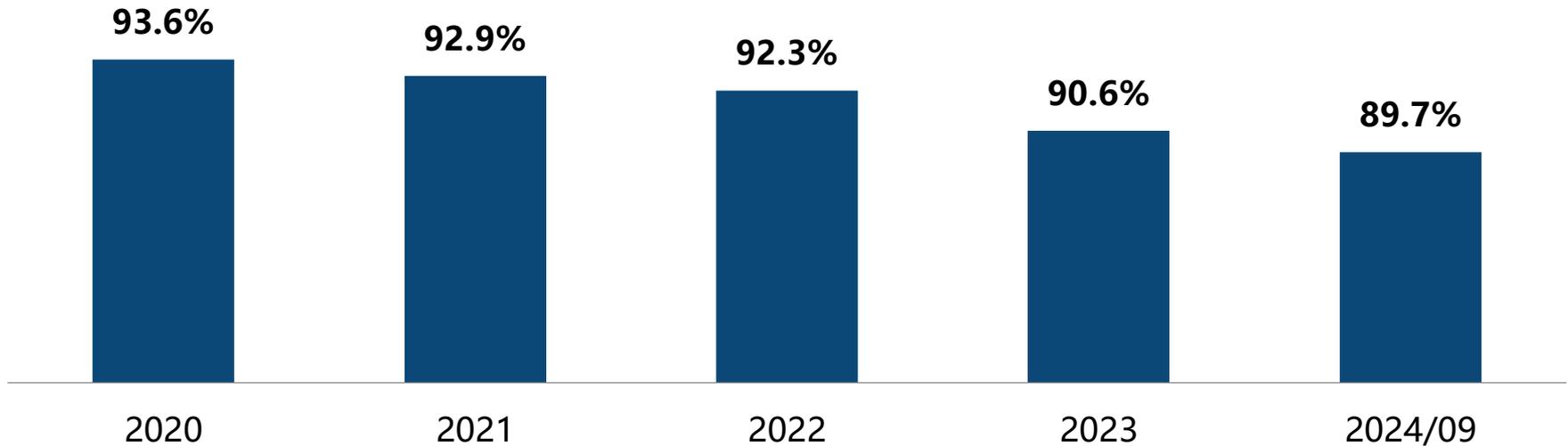
CHIEN KANG
INTERNATIONAL
FOODS CO., LTD.

30%

Market Share by No. of Stores

CVS Chain		2007	2019	2020	2021	2022	2023	2024/09
FamilyMart	No. of Store	2,228	3,548	3,770	3,980	4,138	4,234	4,288
	Net Opening	+216	+222	+222	+210	+158	+96	+54
	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	7,052
	Net Opening	+317	+275	+369	+355	+252	+228	+193
	Market Share	52.0%	49.4%	50.3%	50.5%	50.8%	51.3%	51.9%
Hi-Life	No. of Store	1,300	1,405	1,422	1,502	1,512	1,556	1,612
	Net Opening	+38	+93	+17	+80	+10	+44	+56
	Market Share	14.4%	12.3%	11.9%	11.9%	11.6%	11.6%	11.9%
O.K.	No. of Store	820	785	750	762	769	729	640
	Net Opening	-19	-97	-35	+12	+7	-40	-89
	Market Share	9.1%	7.4%	6.3%	6.0%	5.9%	5.5%	4.7%
* 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	13,592
	Net Opening	+256	+504	+573	+657	+427	+328	+214

Percentage of Franchise Types



	2020		2021		2022		2023		2024/09	
	No.	%	No.	%	No.	%	No.	%	No.	%
RC	242	6.4	282	7.1	320	7.7	399	9.4	443	10.8
FC1	2,866	76.0	3,084	77.5	3,234	78.2	3,267	77.2	3,301	76.7
FC2	662	17.6	614	15.4	584	14.1	568	13.4	544	12.5

Performance Comparison - YoY Analysis

(Unit:NT\$Thousand)	2024Q3	2023Q3	YoY
Sales	27,427,087	26,281,465	4.36%
Gross Profits	10,049,798	9,623,839	4.43%
Operating Expenses	9,531,351	8,990,490	6.02%
Operating Profits	518,447	633,349	-18.14%
Pre-tax Profits	3,275,121	644,890	407.86%
Net Profits	2,692,867	553,374	386.63%
EPS	11.87	2.36	402.97%
Gross Margin	36.64%	36.62%	0.02%
Operating Expenses Ratio	34.75%	34.21%	0.54%
Operating Margin	1.89%	2.41%	-0.52%
Pre-tax Margin	11.94%	2.45%	9.49%
Net Margin	9.82%	2.11%	7.71%

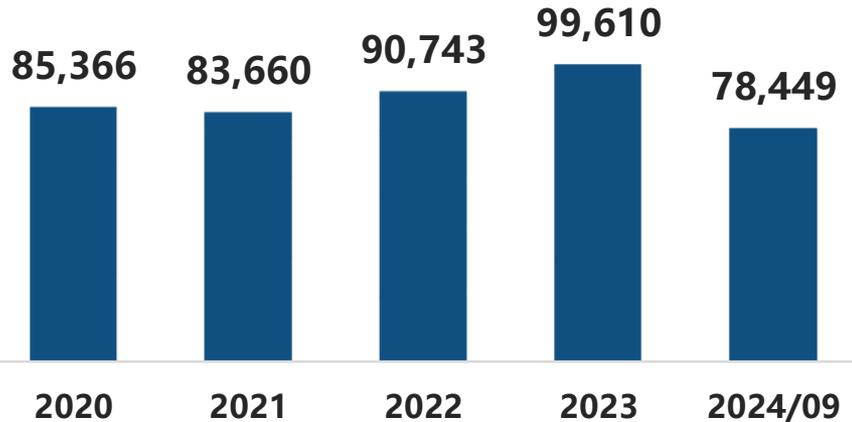
Performance Comparison - YoY Analysis

(Unit:NT\$Thousand)	2024/9M	2023/9M	YoY
Sales	78,449,282	74,125,917	5.83%
Gross Profits	28,540,063	27,027,684	5.60%
Operating Expenses	27,061,506	25,525,473	6.02%
Operating Profits	1,478,557	1,502,211	-1.57%
Pre-tax Profits	4,241,034	1,471,958	188.12%
Net Profits	3,456,745	1,273,356	171.47%
EPS	15.02	5.50	173.09%
Gross Margin	36.38%	36.46%	-0.08%
Operating Expenses Ratio	34.50%	34.44%	0.06%
Operating Margin	1.88%	2.03%	-0.14%
Pre-tax Margin	5.41%	1.99%	3.42%
Net Margin	4.41%	1.72%	2.69%

Profitability Trend

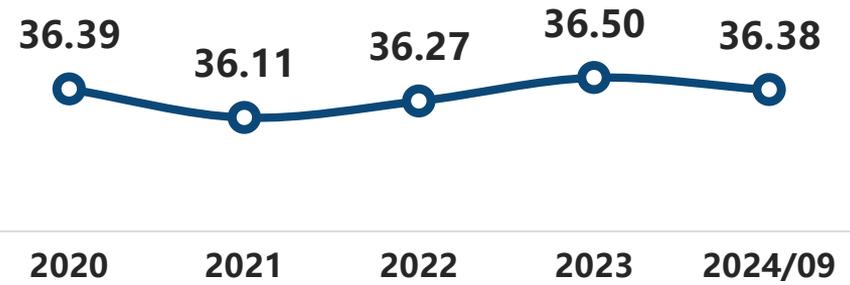
REVENUE

NT\$ Million



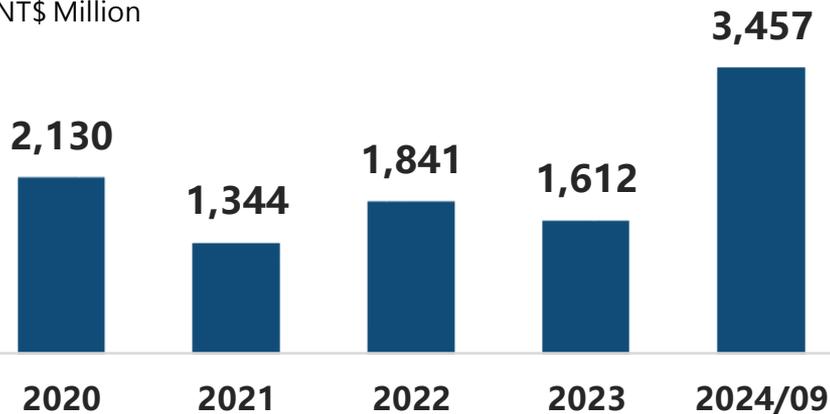
GROSS MARGIN

UNIT:%



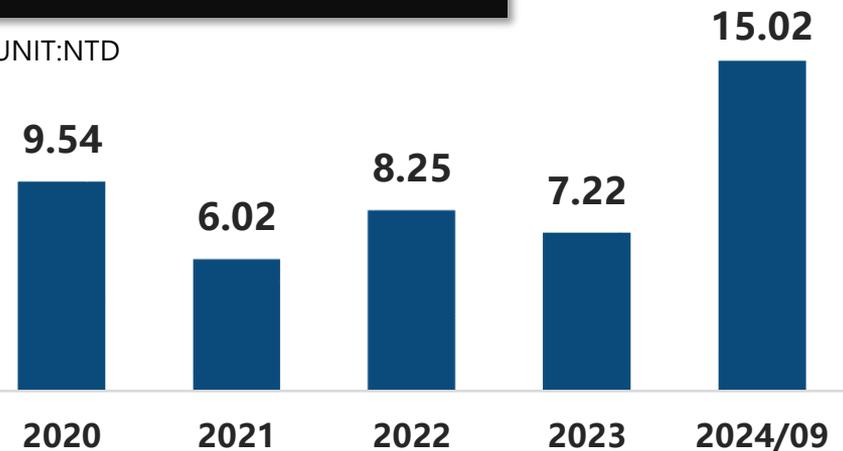
NET INCOME

NT\$ Million

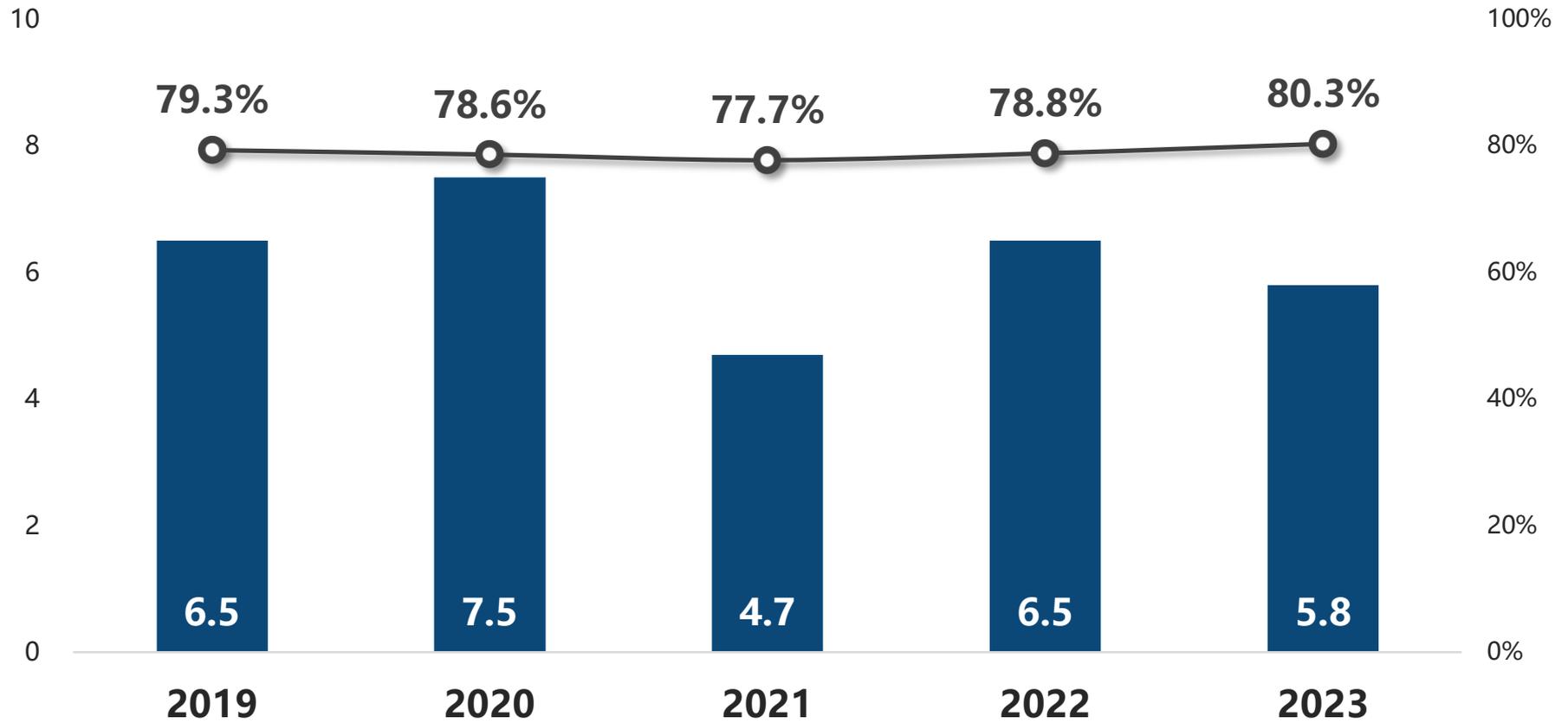


EPS

UNIT:NTD



Cash Dividend Trend



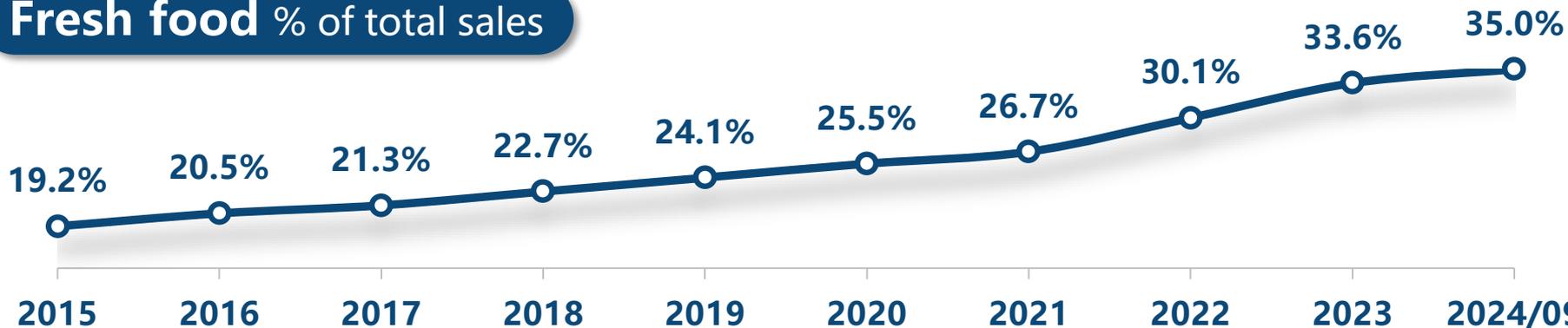
UNIT : NTD

■ Cash Dividend ● Payout Ratio

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 2022
- 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

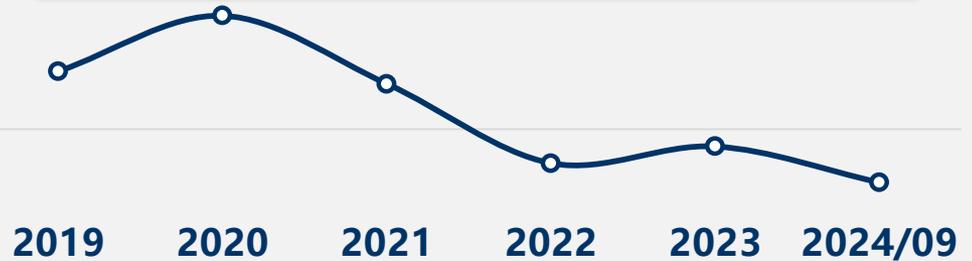
02. Digital Channels Operation

Digital Channels PSD



E-Commerce services

YoY Growth-Number of Pick-up per day



Digital Revenue



Fami 週期購



EC Commission



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



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**