



全家就是你家∞



FamilyMart



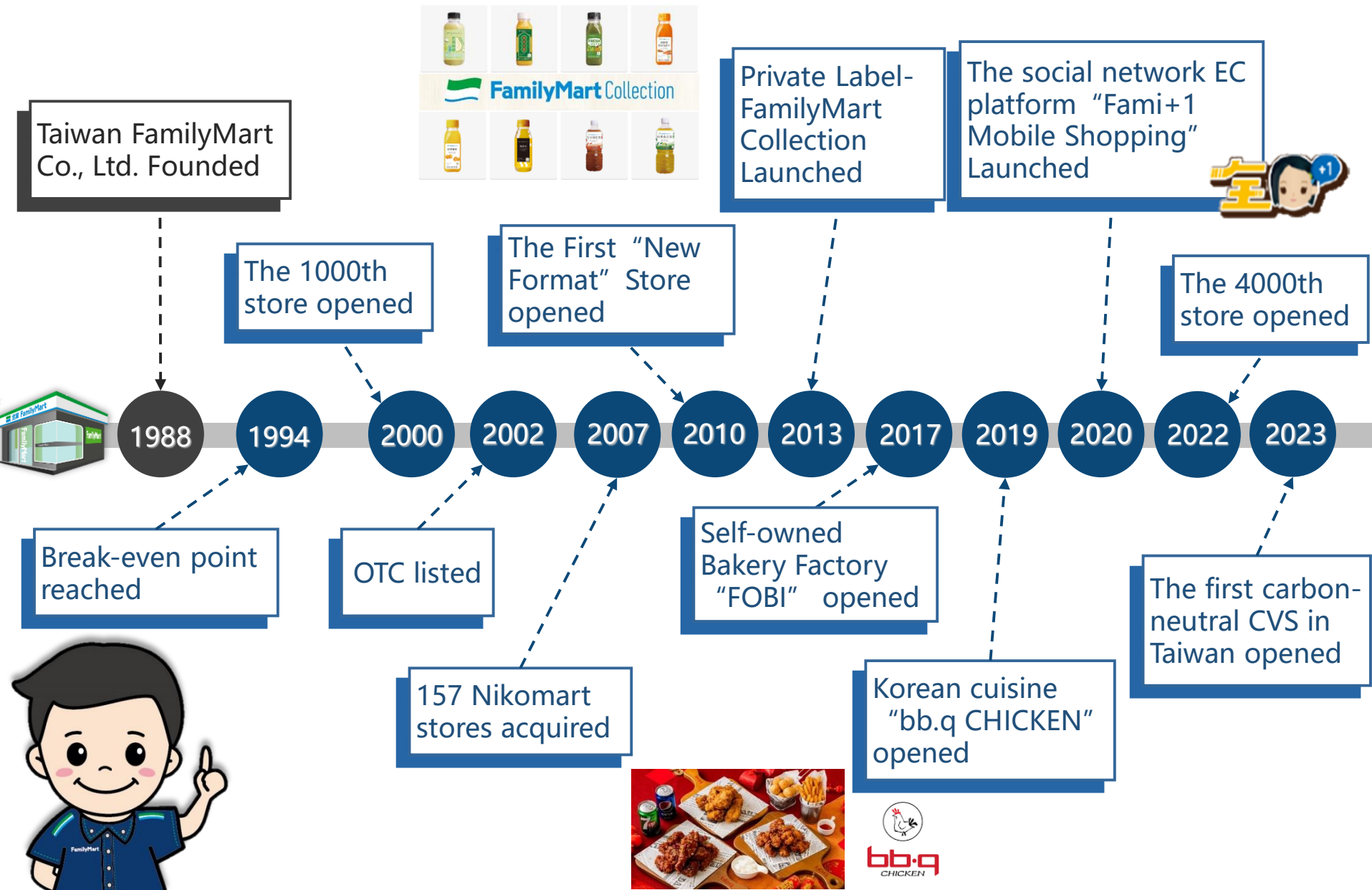
FamilyMart

# ***Company Profile***

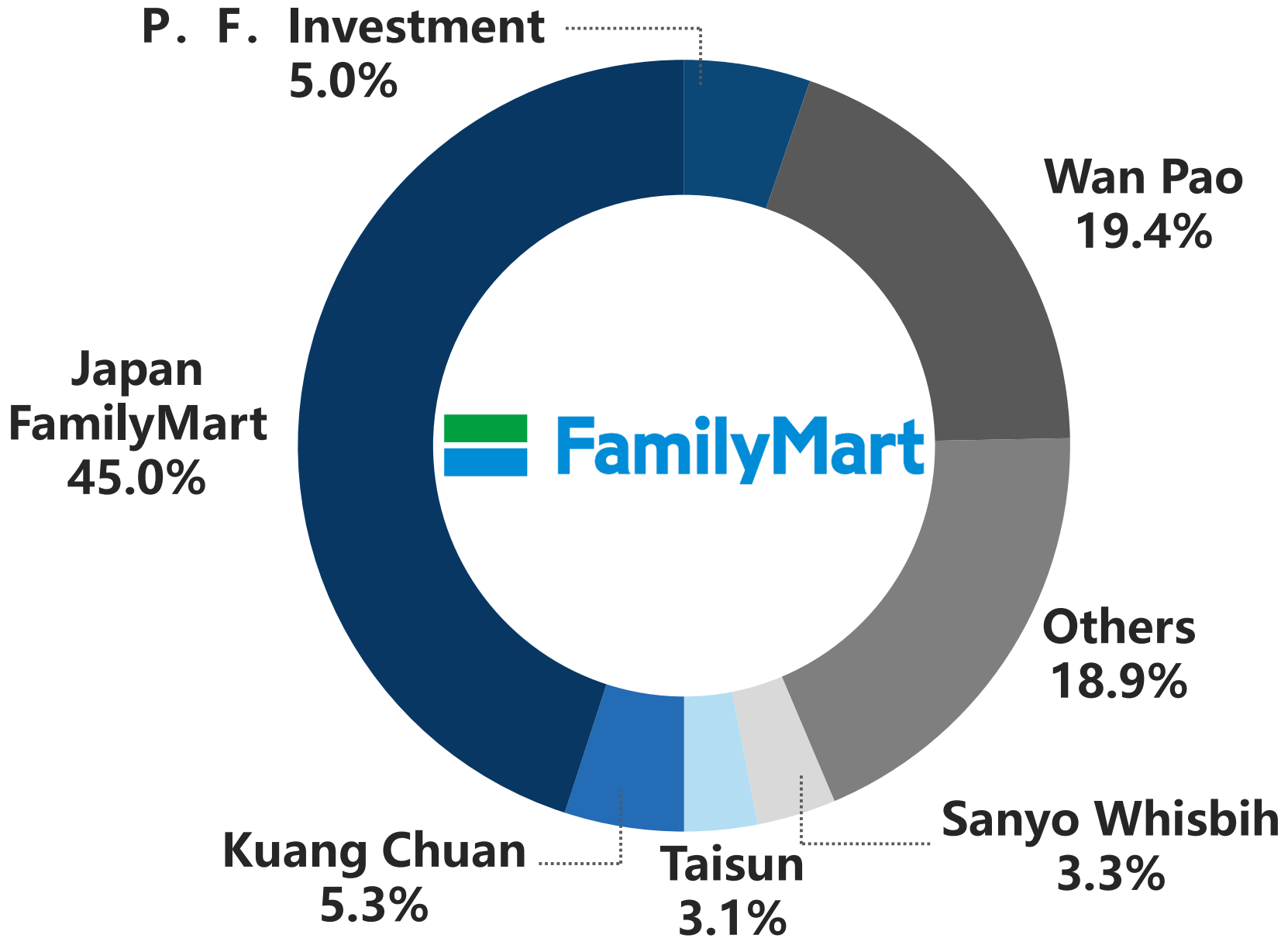
- ★ **Chairman: Yeh, Jung-ting**
- ★ **Established: August 18, 1988**
- ★ **Capital: 2.23 Billion (NTD)**
- ★ **Core Business: Operation of convenience store chain, under the name of "FamilyMart"**
- ★ **Number of Stores (2024, Sep): 4,288**



# 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%

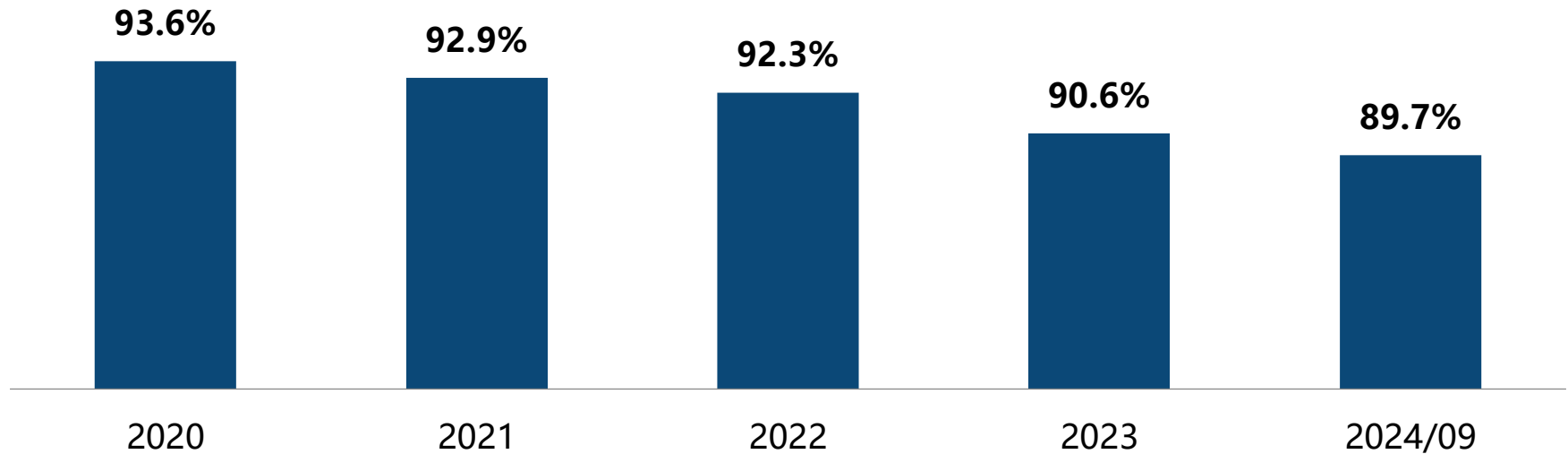
CHIEN KANG  
INTERNATIONAL  
FOODS CO., LTD.

30%

# Market Share by No. of Stores

CVS Chain		2007	2019	2020	2021	2022	2023	2024/09
FamilyMart	No. of Store	2,228	3,548	3,770	3,980	4,138	4,234	<b>4,288</b>
	Net Opening	+216	+222	+222	+210	+158	+96	<b>+54</b>
	Market Share	24.6%	31.0%	31.5%	31.5%	31.7%	31.6%	<b>31.5%</b>
7-11	No. of Store	4,705	5,655	6,024	6,379	6,631	6,859	<b>7,052</b>
	Net Opening	+317	+275	+369	+355	+252	+228	<b>+193</b>
	Market Share	52.0%	49.4%	50.3%	50.5%	50.8%	51.3%	<b>51.9%</b>
Hi-Life	No. of Store	1,300	1,405	1,422	1,502	1,512	1,556	<b>1,612</b>
	Net Opening	+38	+93	+17	+80	+10	+44	<b>+56</b>
	Market Share	14.4%	12.3%	11.9%	11.9%	11.6%	11.6%	<b>11.9%</b>
O.K.	No. of Store	820	785	750	762	769	729	<b>640</b>
	Net Opening	-19	-97	-35	+12	+7	-40	<b>-89</b>
	Market Share	9.1%	7.4%	6.3%	6.0%	5.9%	5.5%	<b>4.7%</b>
* 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	<b>13,592</b>
	Net Opening	+256	+504	+573	+657	+427	+328	<b>+214</b>

# *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***

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(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

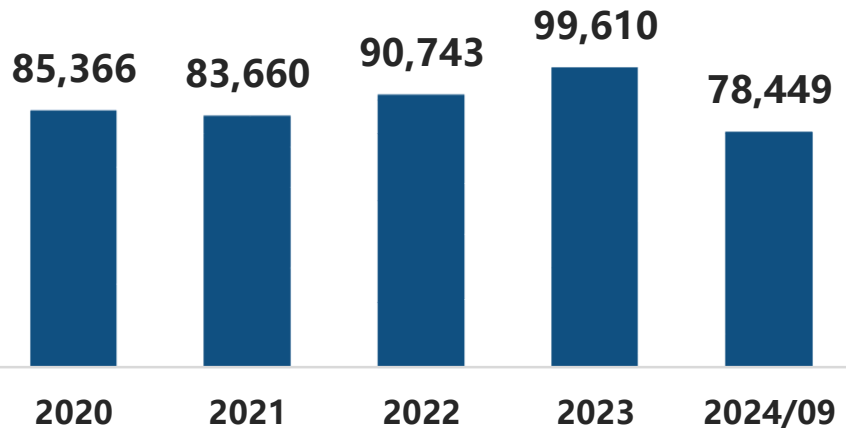
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(Unit:NT\$Thousand)	2024/9M	2023/9M	YoY
Sales	78,449,282	74,125,917	5.83%
Gross Profits	28,540,063	27,027,684	5.60%
Operating Expenses	27,061,506	25,525,473	6.02%
Operating Profits	1,478,557	1,502,211	-1.57%
Pre-tax Profits	4,241,034	1,471,958	188.12%
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

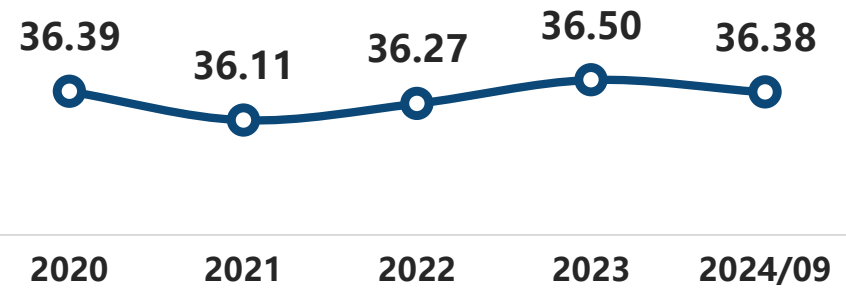
## REVENUE

NT\$ Million



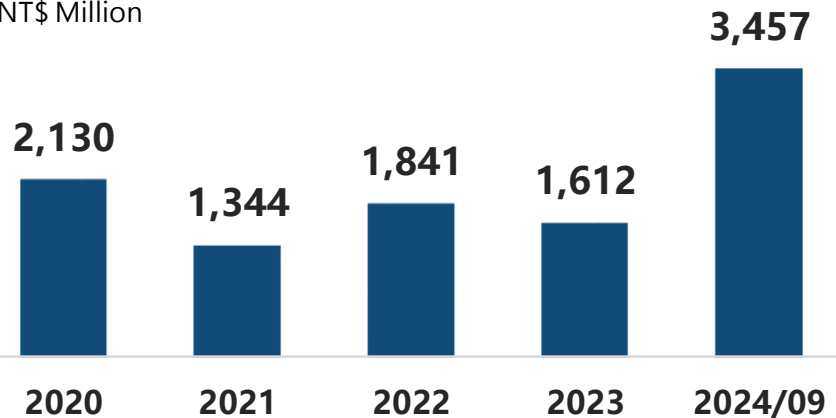
## GROSS MARGIN

UNIT: %



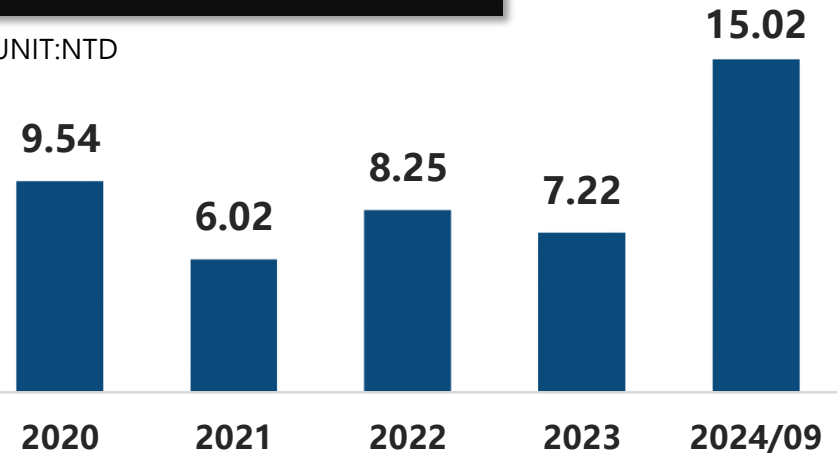
## NET INCOME

NT\$ Million



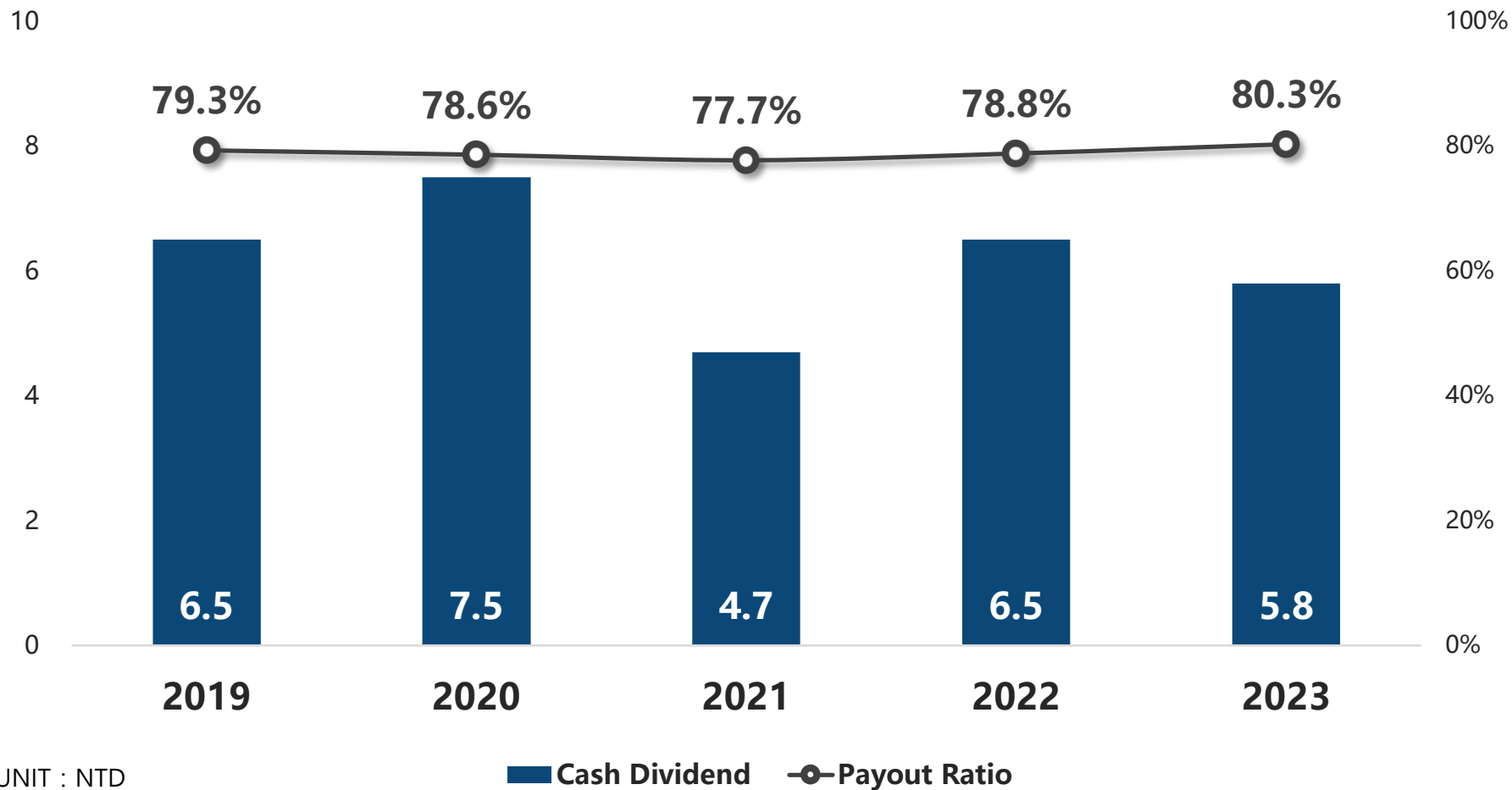
## EPS

UNIT: NTD



# Cash Dividend Trend

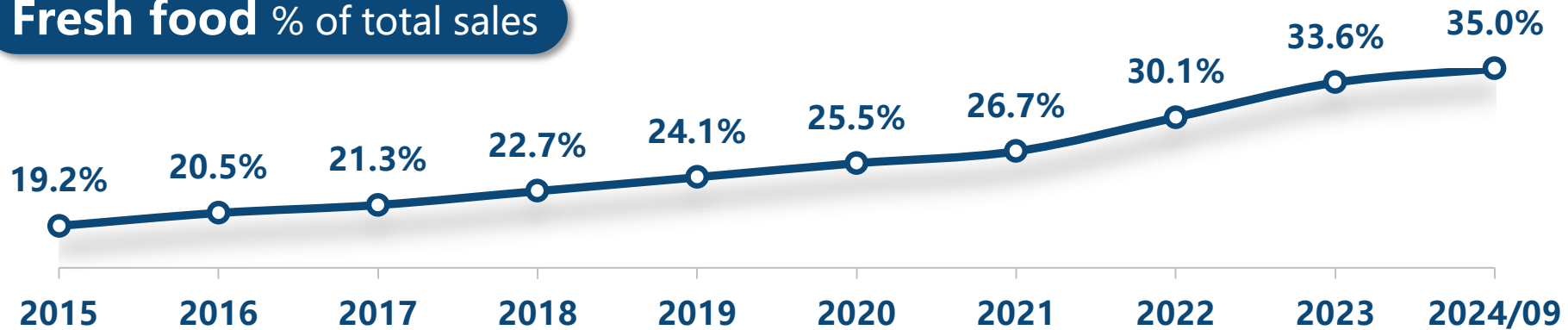
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# Key Drivers for Further Growth

## /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%)

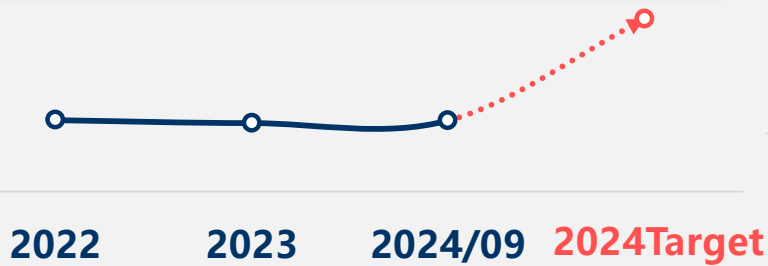
- Stable supply and distribution support of fresh fruits and vegetables



# 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



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**