



# | **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, June): 4,378**



# | 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**

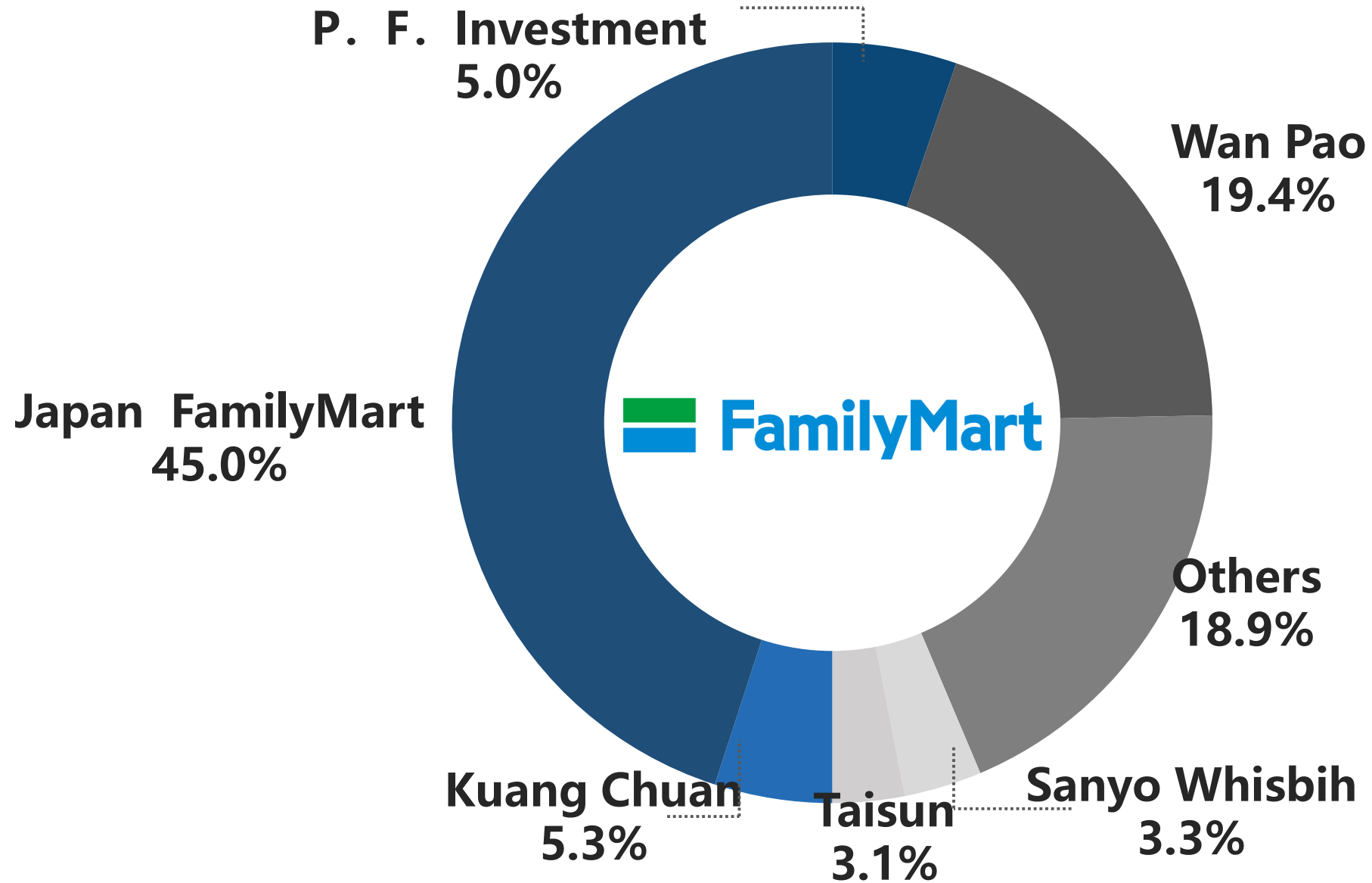
▲ 4,000店

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 2025/06

# | 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%



**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**

61.96%

2024/11  
OTC Listed



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

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

51.7%



**Family Pet  
Technology Co., Ltd**

60%

**全盈+PAY**

**All Win Fintech  
Company Limited**

51%

**EVERFAMILY  
INTERNATIONAL  
FOODS CORP.**

45%



**PING ROUN FOOD  
CO., LTD.**

38.2%

**CHANGQING  
LOGISTICS GLOBAL  
CO., LTD.**

30%

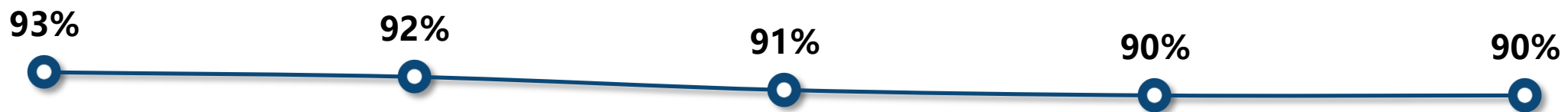
**CHIEN KANG  
INTERNATIONAL  
FOODS CO., LTD.**

30%

# Market Share by No. of Stores

CVS Chain		2021	2022	2023	2024	2025/06
FamilyMart	No. of Store	3,980	4,138	4,234	4,316	<b>4,378</b>
	Net Opening	+210	+158	+96	+82	<b>+62</b>
	Market Share	31.5%	31.7%	31.6%	31.6%	<b>31.8%</b>
7-11	No. of Store	6,379	6,631	6,859	7,077	<b>7,151</b>
	Net Opening	+355	+252	+228	+218	<b>+74</b>
	Market Share	50.5%	50.8%	51.3%	51.8%	<b>52.0%</b>
Hi-Life	No. of Store	1,502	1,512	1,556	1,635	<b>1,684</b>
	Net Opening	+80	+10	+44	+79	<b>+49</b>
	Market Share	11.9%	11.6%	11.6%	12.0%	<b>12.2%</b>
O.K.	No. of Store	762	769	729	622	<b>549</b>
	Net Opening	+12	+7	-40	-107	<b>-73</b>
	Market Share	6.0%	5.9%	5.5%	4.6%	<b>4.0%</b>
Total	No. of Store	12,623	13,050	13,378	13,650	<b>13,762</b>
	Net Opening	+657	+427	+328	+272	<b>+112</b>

# | Percentage of Franchise Types



	2021		2022		2023		2024		2025/06	
	2021		2022		2023		2024		2025/06	
	No.	%	No.	%	No.	%	No.	%	No.	%
RC	282	7	320	8	399	9	437	10	440	10
FC1	3,084	78	3,234	78	3,267	77	3,366	78	3,474	79
FC2	614	15	584	14	568	14	513	12	464	11

# Performance Comparison

(Unit:NT\$Thousand)	2025Q2	2024Q2	YoY(%)
Sales	27,438,573	26,145,796	+4.94%
Gross Profits	10,108,860	9,566,281	+5.67%
Operating Expenses	9,502,211	8,949,269	+6.18%
Operating Profits	606,649	617,012	-1.68%
Pre-tax Profits	496,352	619,870	-19.93%
Net Profits	382,517	478,661	-20.09%
Net income attributable to shareholders of the parent	351,479	443,541	-20.76%
EPS	1.57	1.99	-21.11%
Gross Margin	36.84%	36.59%	+0.25%
Operating Expenses Ratio	34.63%	34.23%	+0.40%
Operating Margin	2.21%	2.36%	-0.15%
Pre-tax Margin	1.81%	2.37%	-0.56%
Net Margin	1.39%	1.83%	-0.44%



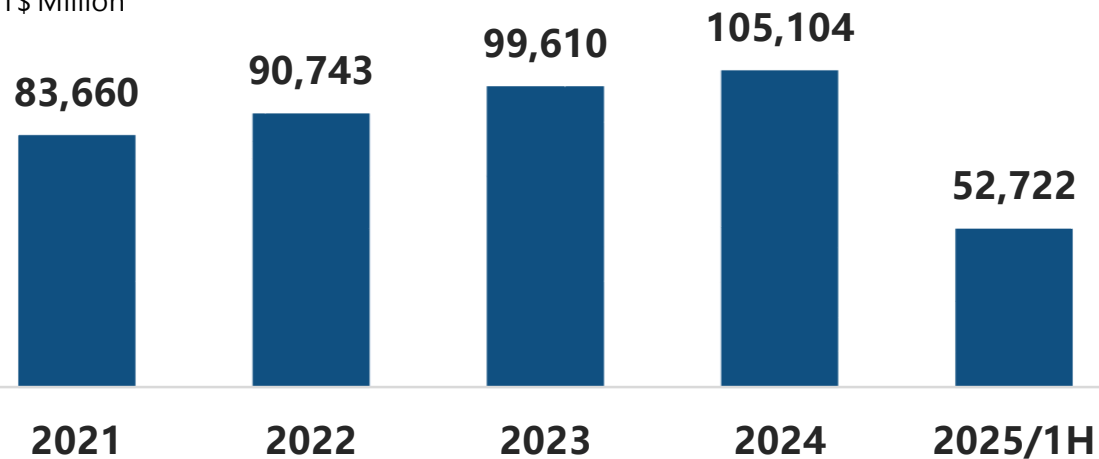
# Performance Comparison

(Unit:NT\$Thousand)	2025/1H	2024/1H	YoY(%)
Sales	52,722,434	51,022,195	+3.33%
Gross Profits	19,234,450	18,490,265	+4.02%
Operating Expenses	18,362,690	17,530,155	+4.75%
Operating Profits	871,760	960,110	-9.20%
Pre-tax Profits	1,049,796	965,913	+8.68%
Net Profits	810,169	763,878	+6.06%
Net income attributable to shareholders of the parent	769,161	704,485	+9.18%
EPS	3.45	3.16	+9.18%
Gross Margin	36.48%	36.24%	+0.24%
Operating Expenses Ratio	34.83%	34.36%	+0.47%
Operating Margin	1.65%	1.88%	-0.23%
Pre-tax Margin	1.99%	1.89%	+0.10%
Net Margin	1.54%	1.50%	+0.04%

# | Profitability Trend

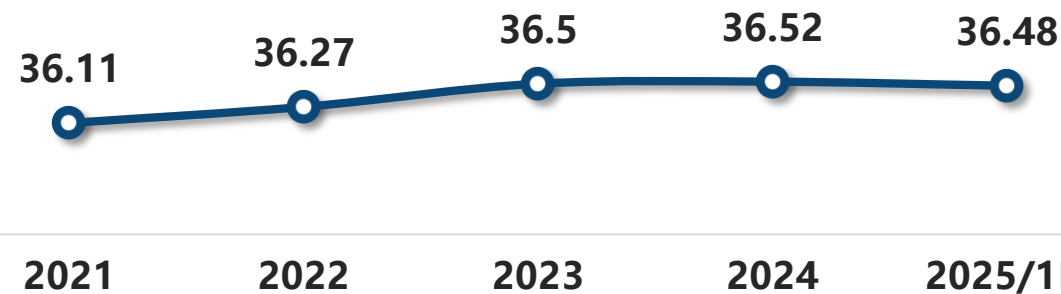
## REVENUE

NT\$ Million



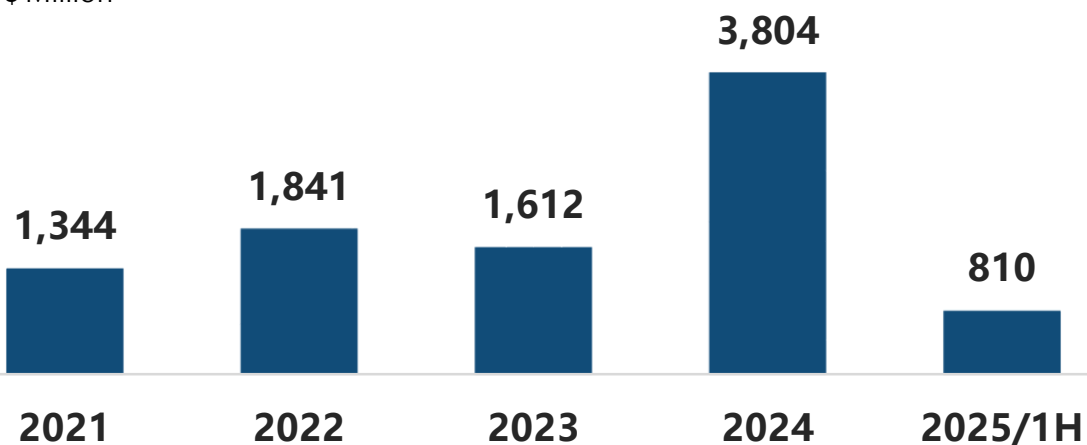
## GROSS MARGIN

UNIT: %



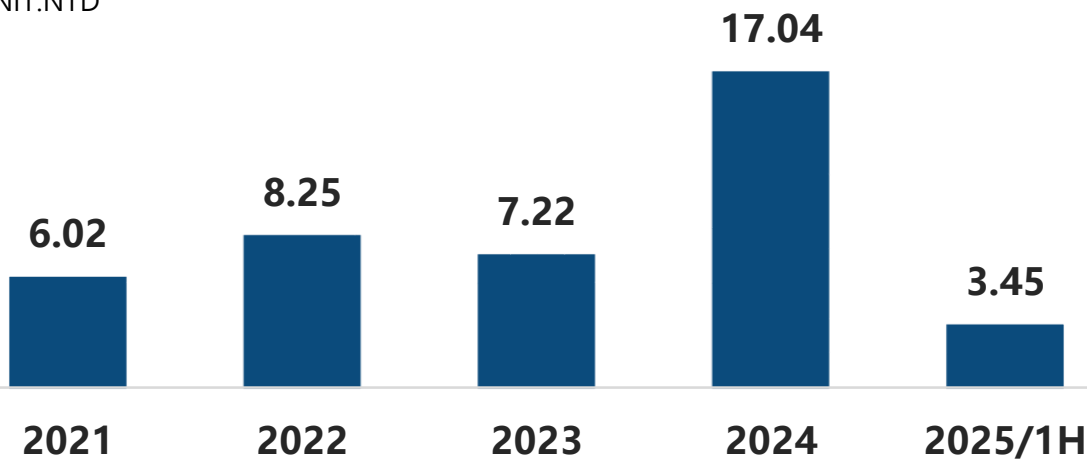
## NET INCOME

NT\$ Million

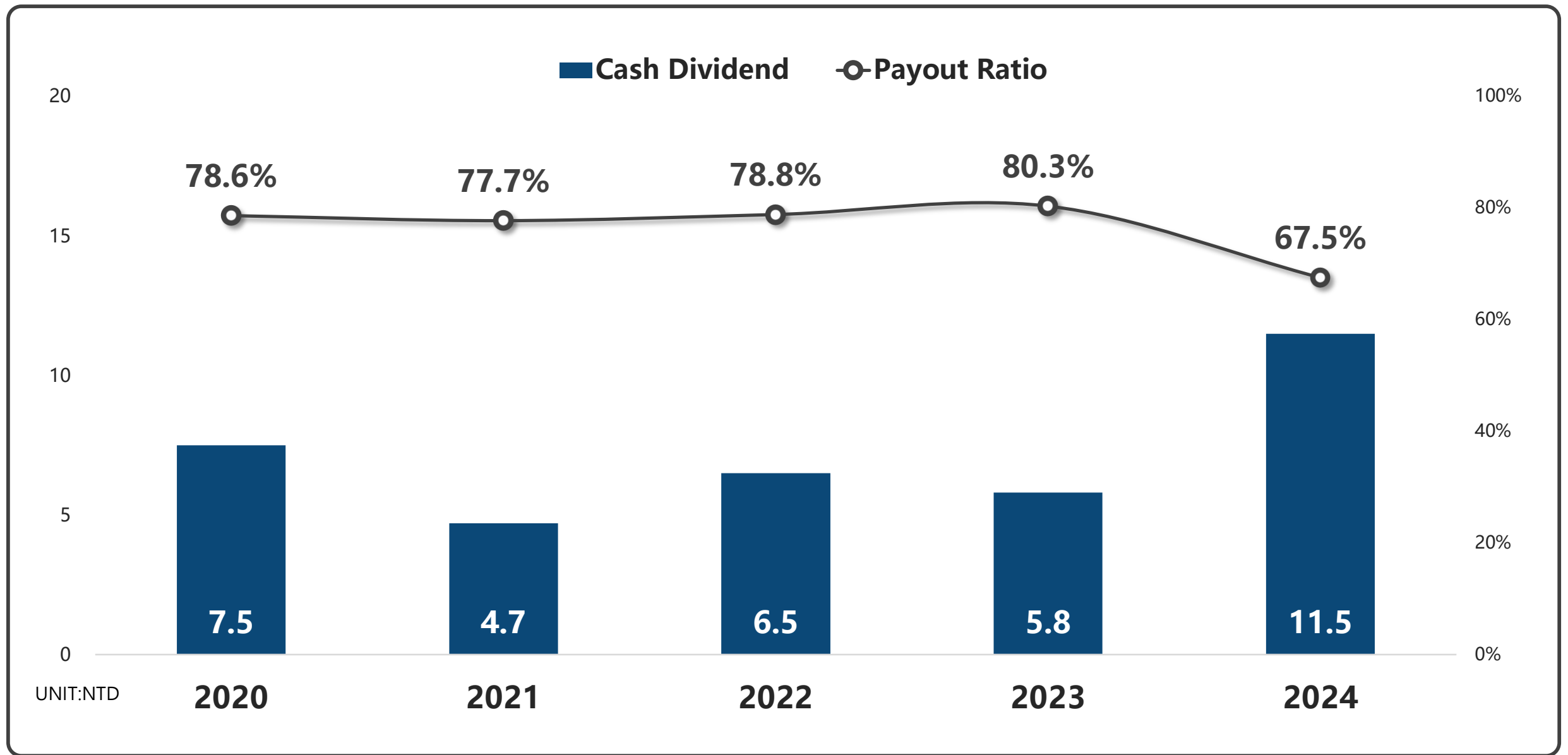


## EPS

UNIT: NTD

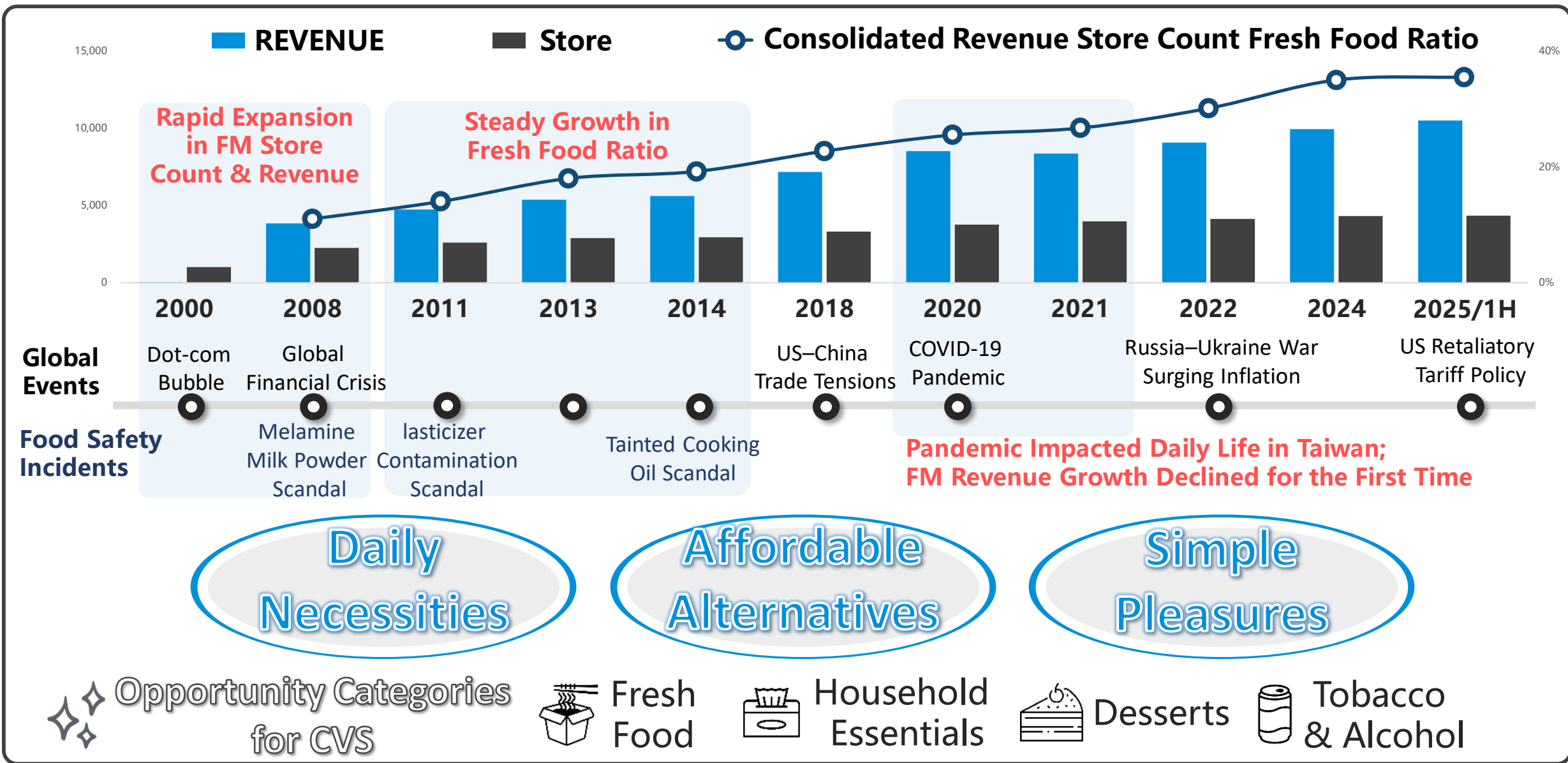


# Dividend Policy – Stable Cash Dividend Distribution



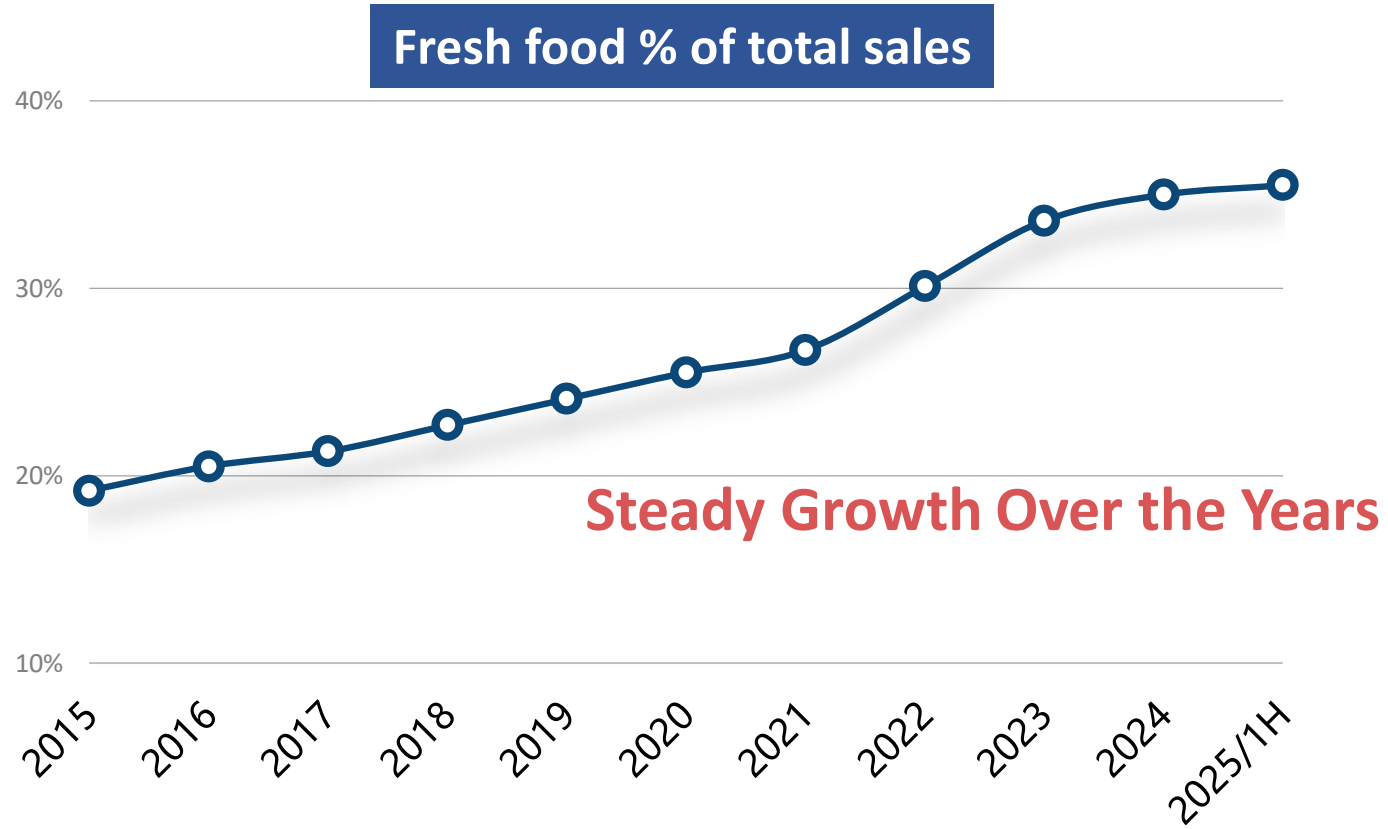
# Future Outlook

# | 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



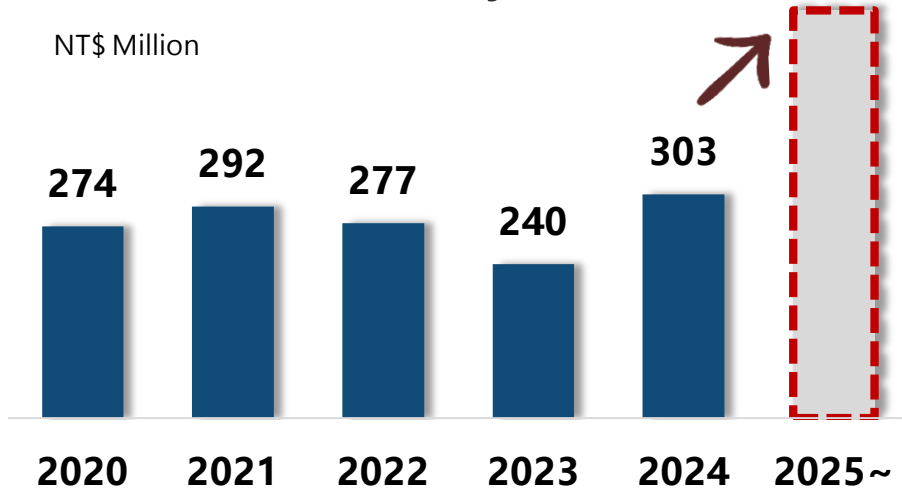
Freshly Prepared Delicacies



# 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





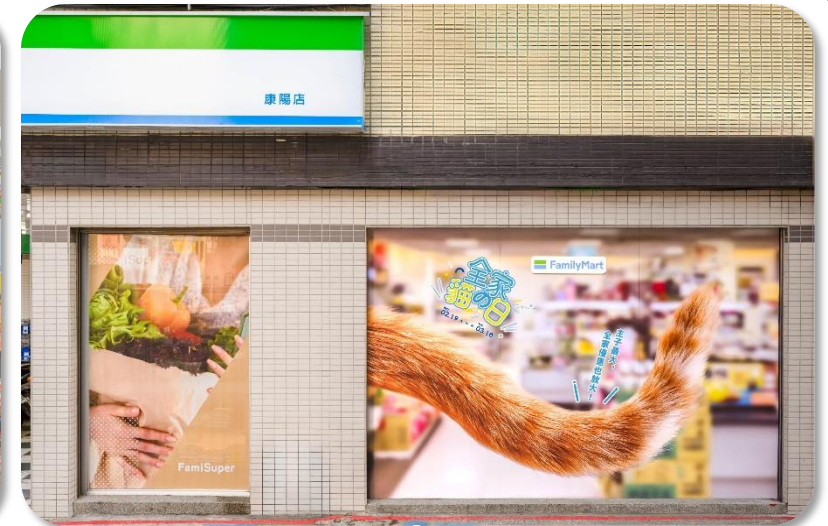
# Growth Momentum – Comprehensive Consumer Demand Fulfillment



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**