

三商家購股份有限公司 Simple Mart

2024年第一季經營績效說明
Operation report of 2024Q1
2024.5.15

股票代號：**2945**





Disclaimer

- This presentation may contain forward-looking statements with respect to the prospect of operations, financial condition, and business of Simple Mart. Above information is prepared based on internal information and external economic situation.
- The views of the prediction may differ from the actual results of the future. This difference may result from changes in market demand, price fluctuations, competitive behavior, policy decree, financial and economic conditions and other various risk which can not be grasped by the Company.
- The information contained in this presentation reflects the Company's view of the future. No representation or warranty, either expressed or implied is provided in relation to the accuracy, completeness or reliability of the information contained herein. The Company has no obligation to update or revise the information contained in this presentation.

/// 近期營運重點摘要說明

Summary of Recent Operational Highlights

- Simple Mart Store Business Overview by January-April 2024

(Stores that have existed for two years)

| Sales | Gross Margin | Number of Customers | Price Per Order | Price per item | Unit Per Order |
|---------|--------------|---------------------|-----------------|----------------|----------------|
| 1.97% ↑ | 6.34% ↑ | 3.55% ↑ | 1.53% ↓ | 4.4% ↓ | 3.0% ↑ |

- Service revenue from EC provides additional revenue and bring new customers
- Wine cellar store testing completed, partial stores will be gradually re-modeled to meet the needs of the business district. As of April 30, 2024, 71 stores were remodeled and over 200 stores will be remodeled by the end of the year.
- The Board of Directors resolved to pay a cash dividend of NT\$1.2 per share, which will be submitted to the shareholders' meeting held on May 30, 2024 for approval.
- Continuous assortment review to improve gross profit.
- Significant capital expenditure:
 1. Expansion on Guanyin logistics center
 2. Installment of solar panels on the roof of Guanyin logistics center
 3. Automation Equipment introduced in logistics center



報告大綱
Outline

 公司簡介 Introduction

 財務概況 Financial Overview

 未來展望 Prospect

Part I 公司簡介

Introduction

Introduction

公司簡介 Introduction

公司名稱
Name

三商家購股份有限公司
Simple Mart Retail Co., Ltd.

設立時間
Establishment Date

2013/2/7
Feb 7th, 2013

上市日期
Listed Date

2021/11/30
Nov 30th, 2021

實收資本額
Capital

6.75億元
675 million

合併營業收入
Operating Income

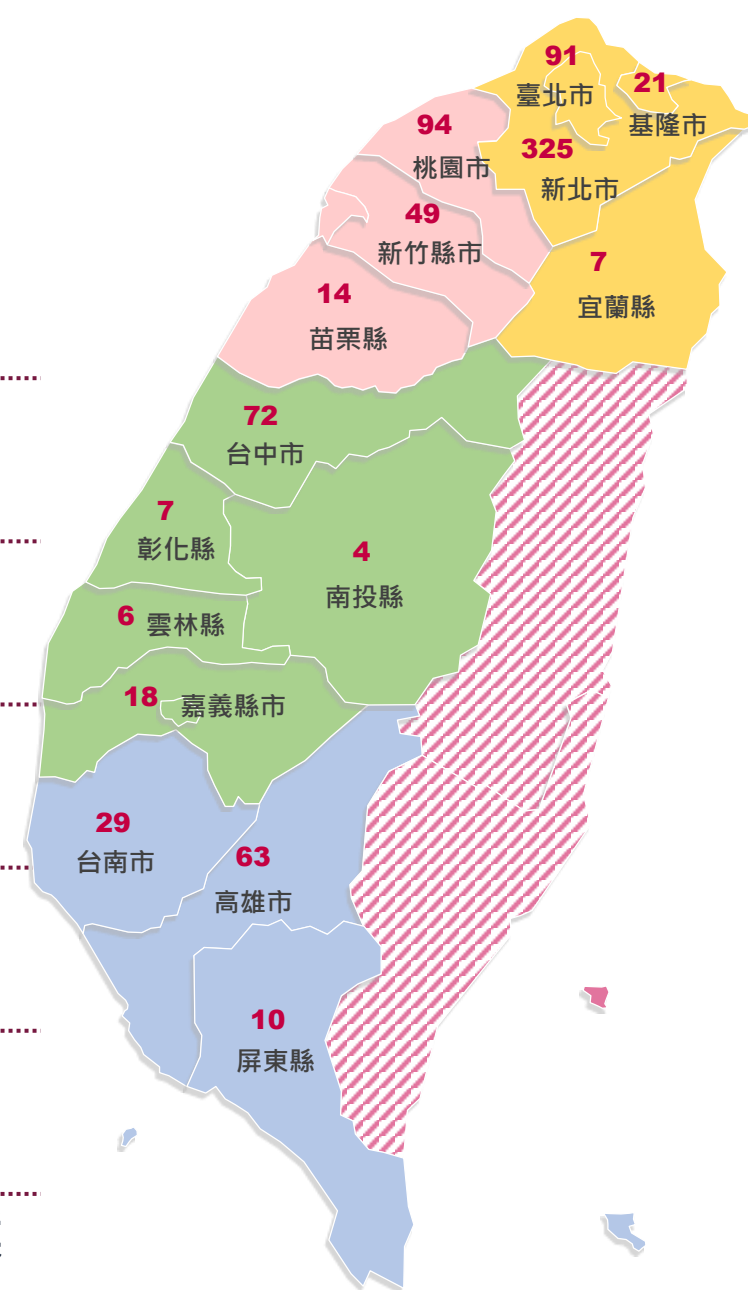
45億元(2024年1~4月)
4.5 billion (From Jan. to Apr., 2024)

組織規模
Employees

3,854人(截至2024/3/31)
3,854 employees (As of Mar. 31st, 2024)

通路數
Marketing Brand

截至2024/4/30，美廉社(810家)、心樸
市集(1家)、Tomod 's(17家)
As of Apr. 30th, 2024, Simple Mart (810 stores),
Simple Mart Plus (1 store), Tomod 's (17 stores)



(截至2024/4/30 As of Apr. 30th, 2024)
美廉社全台門市數：810家
Number of stores: 810 stores

Part II

財務概況

Financial Overview

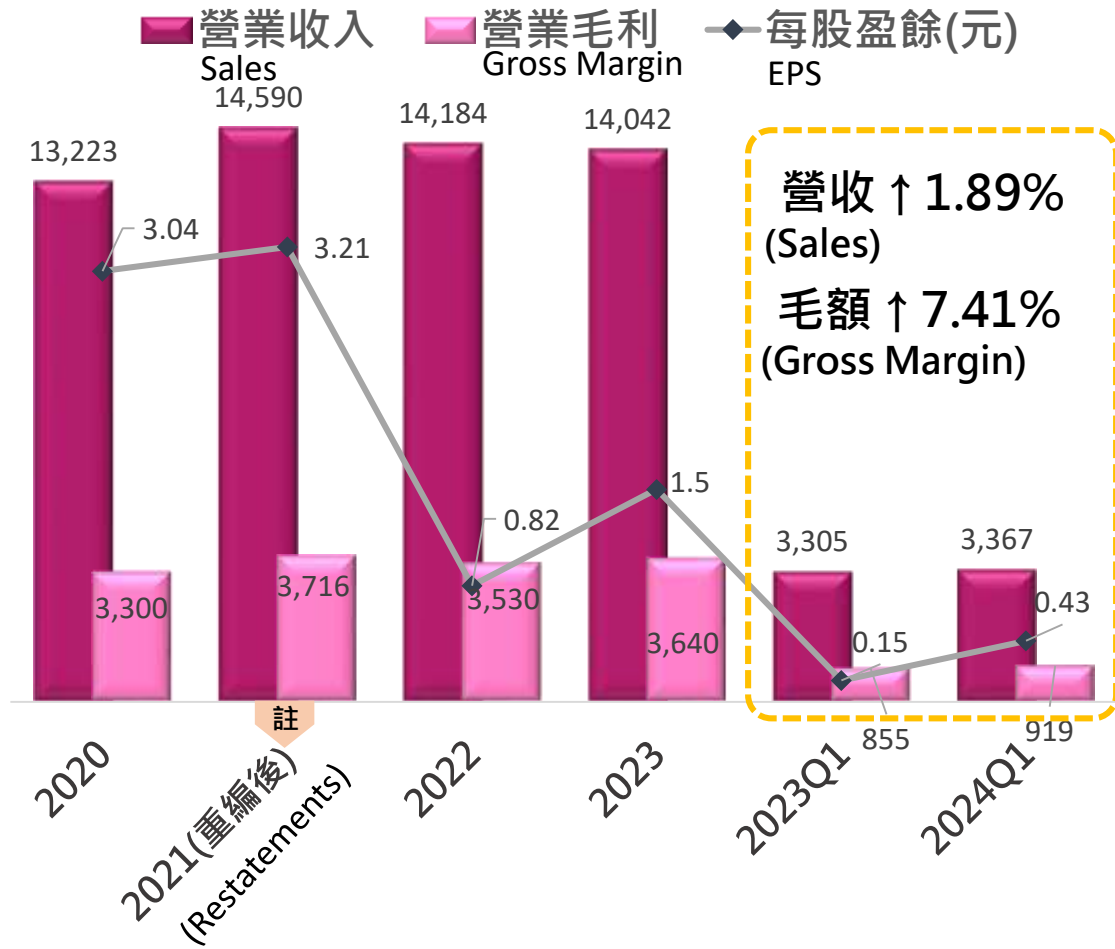
財務概況 Financial Overview

單位:新台幣千元
(NTD \$Thousand)

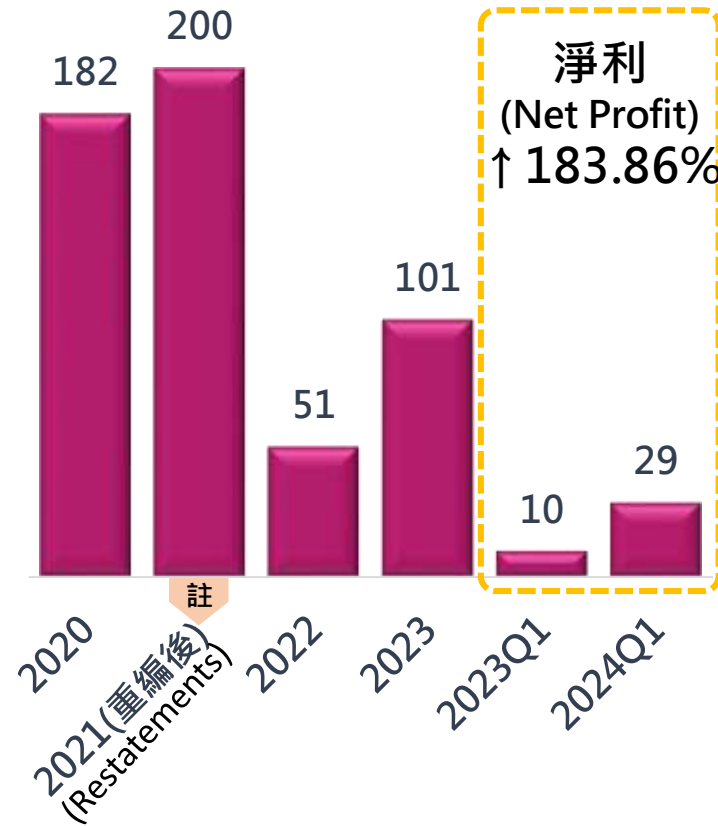
| ITEM | 2024Q1 | 2023Q1 | Diff(%) |
|---|-----------|-----------|---------|
| Operating revenue | 3,367,294 | 3,304,949 | 1.89% |
| Gross margin from operations | 918,734 | 855,358 | 7.41% |
| Operating expenses | 878,630 | 840,381 | 4.55% |
| Net operating income | 40,104 | 14,977 | 167.77% |
| Profit from continuing operations before tax | 34,803 | 9,313 | 273.70% |
| Profit | 27,552 | 6,757 | 307.75% |
| Comprehensive income attributable to owners of parent | 28,971 | 10,206 | 183.86% |
| ITEM | 2024Q1 | 2023Q1 | Diff |
| EPS | 0.43 | 0.15 | 186.67% |
| Gross margin rate | 27.28% | 25.88% | 1.40% |
| Operating expenses ratio | 26.09% | 25.43% | 0.67% |
| Net operating income ratio | 1.19% | 0.45% | 0.74% |
| Profit from continuing operations before tax ratio | 1.03% | 0.28% | 0.75% |
| Profit ratio | 0.82% | 0.20% | 0.62% |

財務概況 Financial Overview

單位:新台幣百萬元
(NTD \$Million)



合併淨利(歸屬於母公司業主)
Comprehensive income attributable to owners of parent



註 本公司於2022年4月完成收購三友藥妝股份有限公司，係屬共同控制下組織重組，並視為自始合併，故重編2021年同期金額。

The Company has completed the acquisition of Sanyou Drugstores. Ltd. in April, 2022.

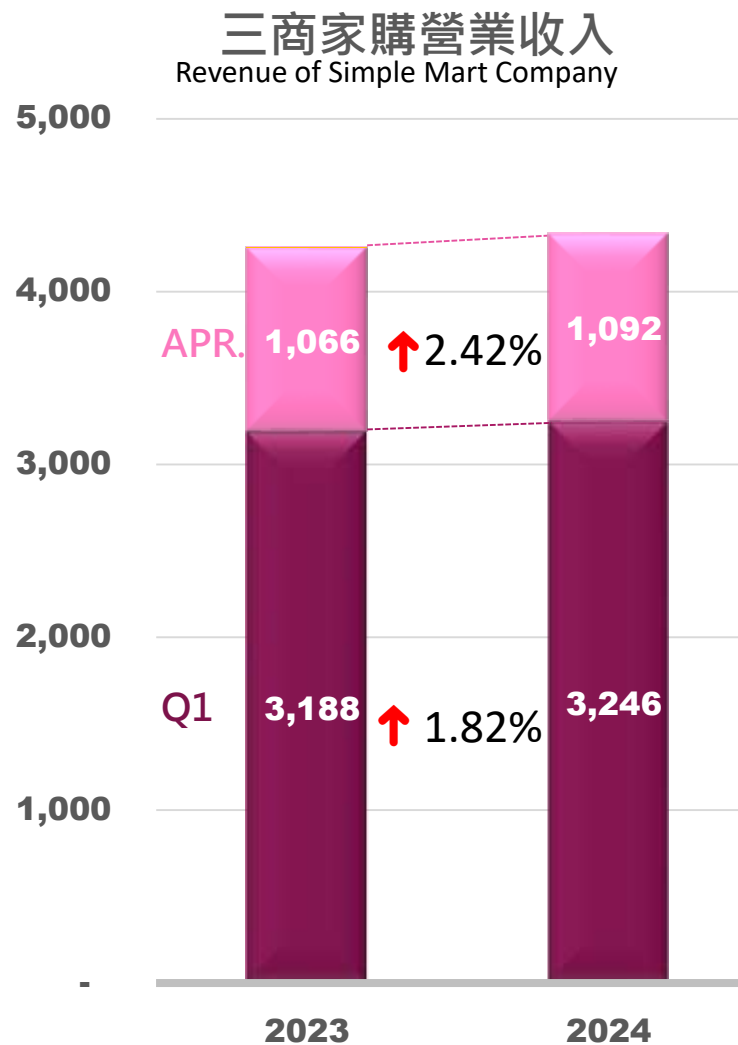
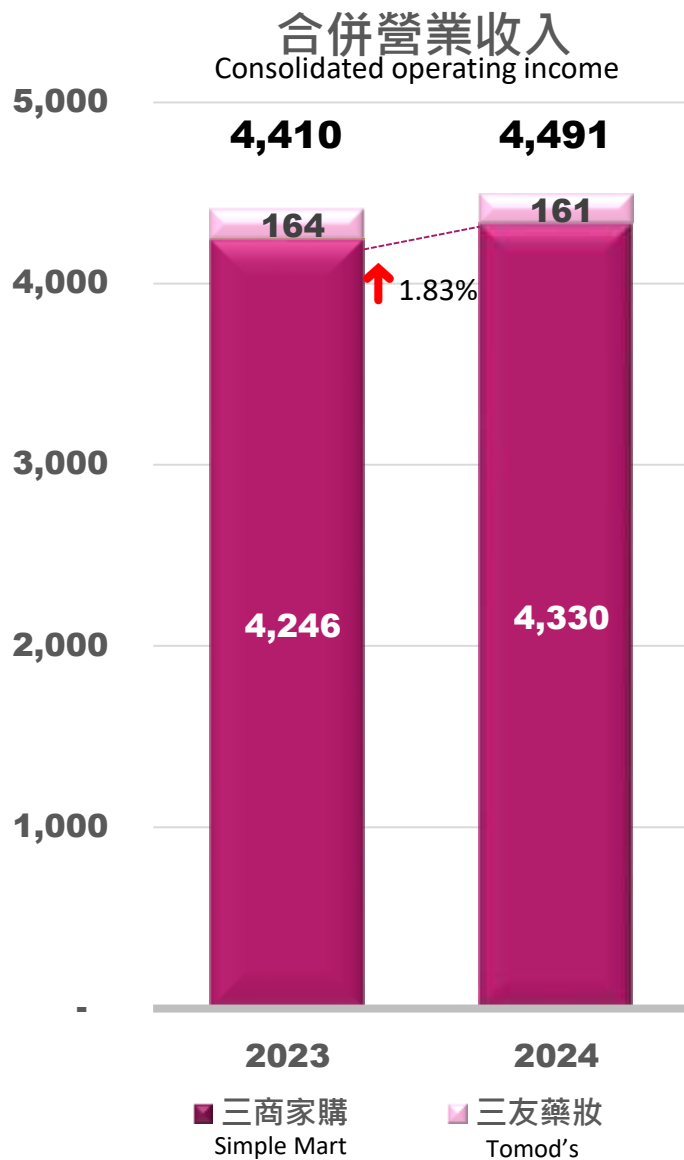
The reorganization under common control is deemed to be a merger from the beginning. Therefore, the 2021 amount was restated for the same period.



1-4月財務概況

Financial Overview form Jan. to Apr.

單位:新台幣百萬元
(NTD \$Million)



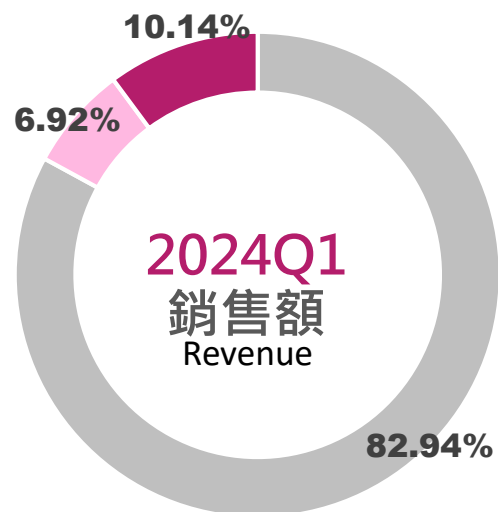
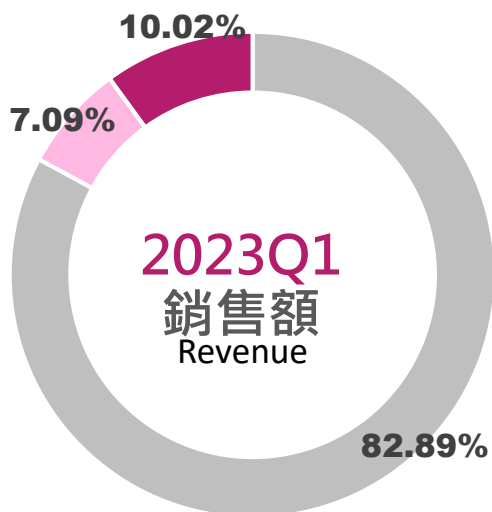
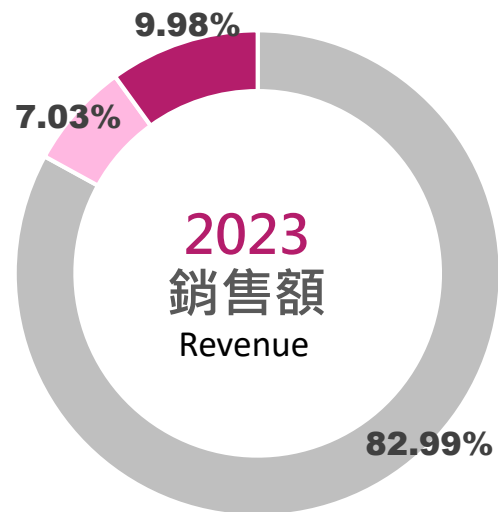
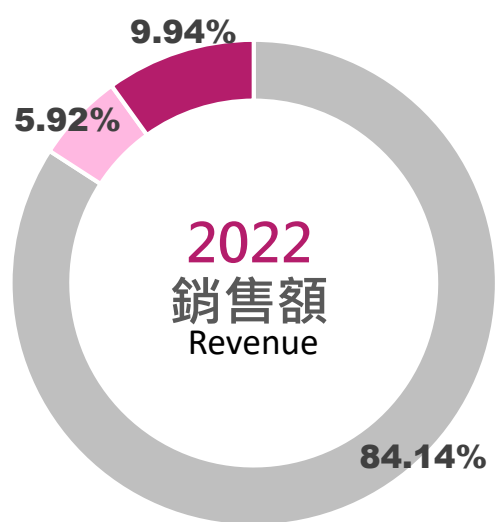


品類組成 Category Composition

■ 一般商品
General Items

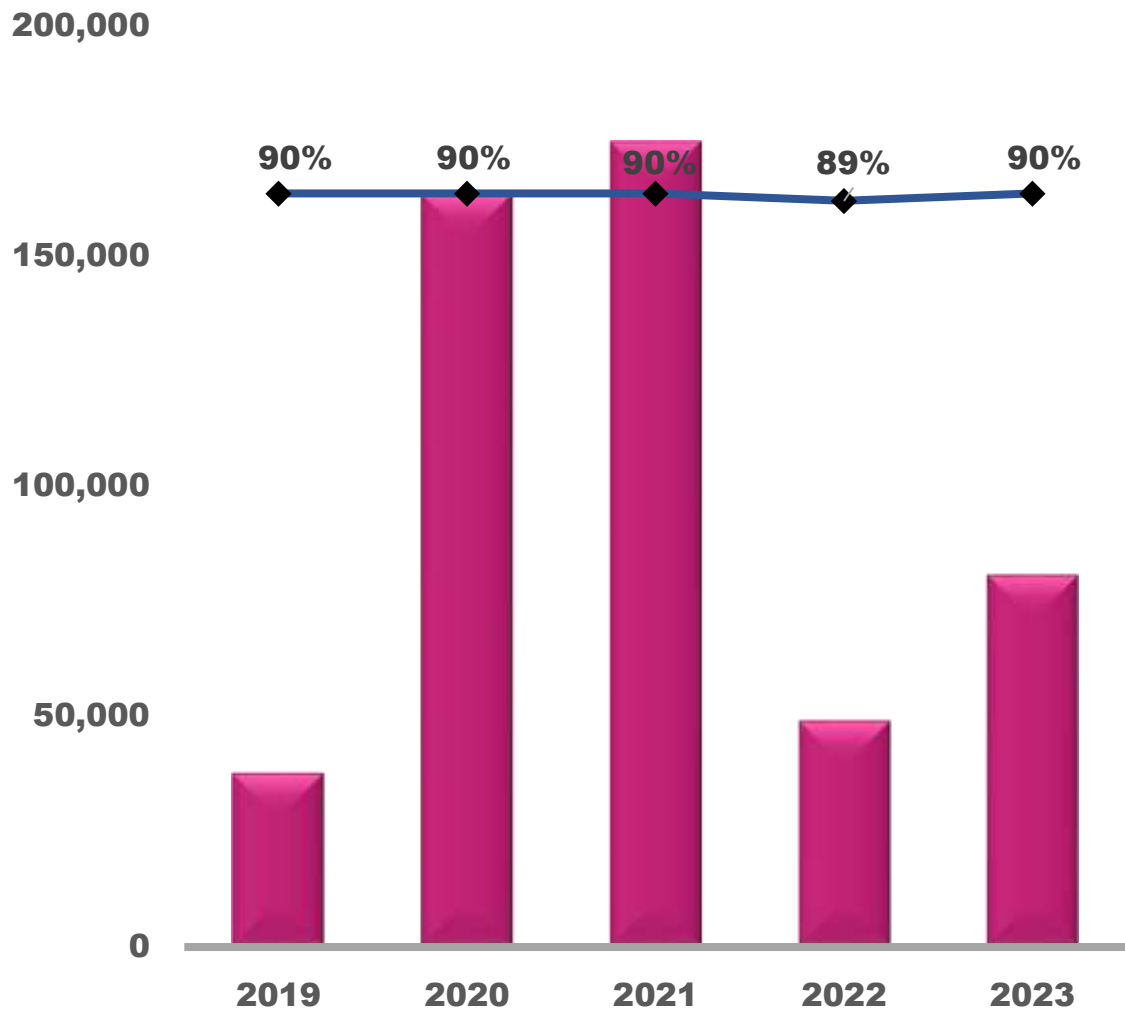
■ 進口商品
Self-imported Items

■ PB商品
Private Brand Items

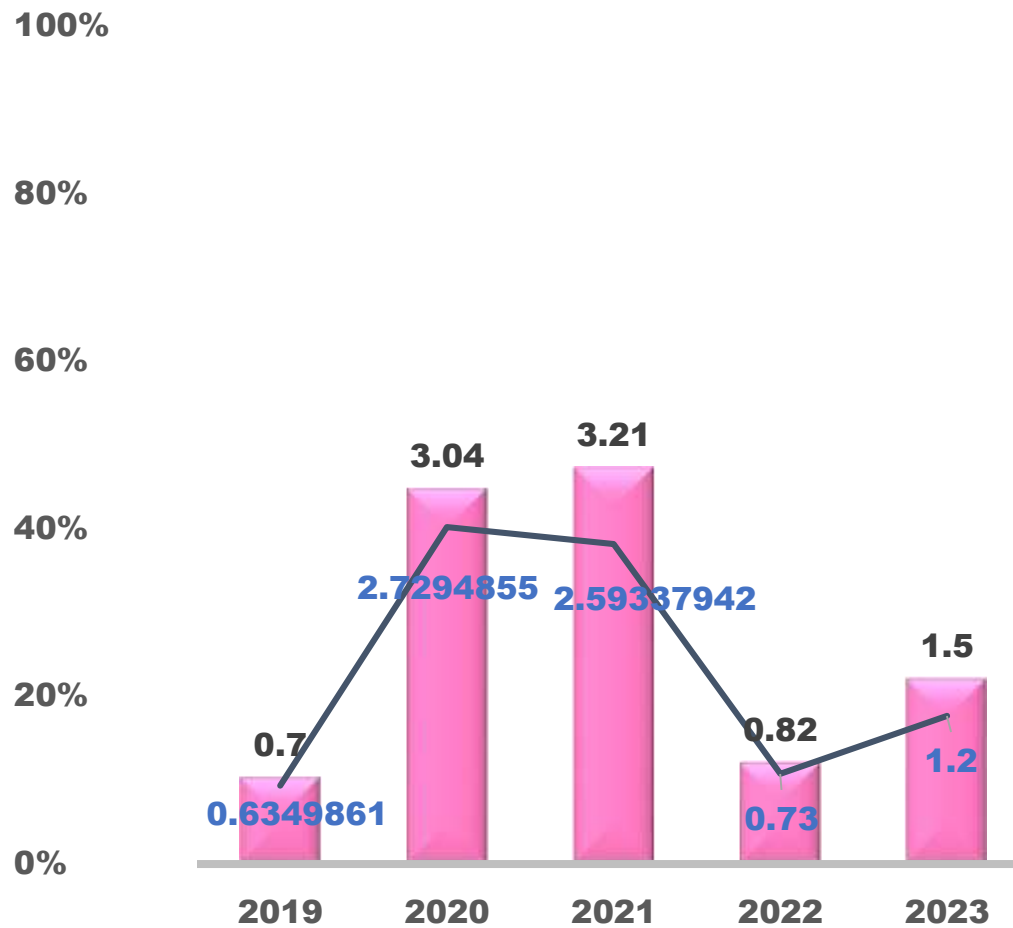




股利政策 Dividend Policy



現金股利 Cash Dividend
現金股利發放比率 Payout Ratio of Cash Dividend



EPS
每股股利 Dividends per share

Part III

未來展望

Prospect

Prospect



未來展望-商品及服務

Prospect- To Enforce Merchandise and Services

Owned Brand + Self-imported Products- 20% of revenue

自有品牌+自進口商品

營收占比目標20%

Pet Zone 寵物專區 11家

Drinking is prohibited if under 18 years old



咖啡Coffee Q2全店導入

Q2 Full Store Launched



酒窖專區 Wine Cellar Zone

71家(年底超過200家)

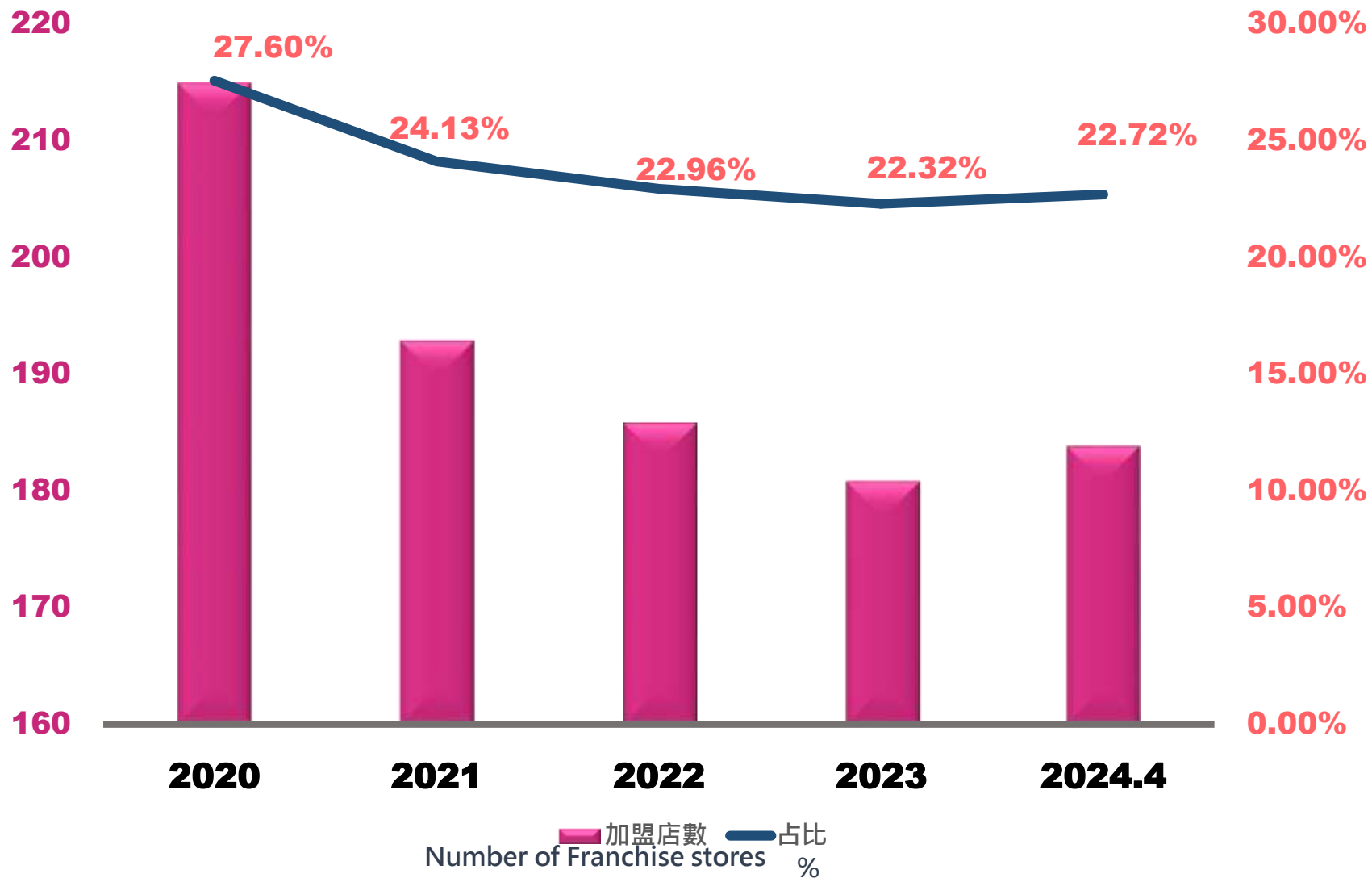
71 stores(over 200 stores by the end of the year)





未來展望-擴大加盟

Prospect-To Increase Franchise Stores





未來展望-數據應用

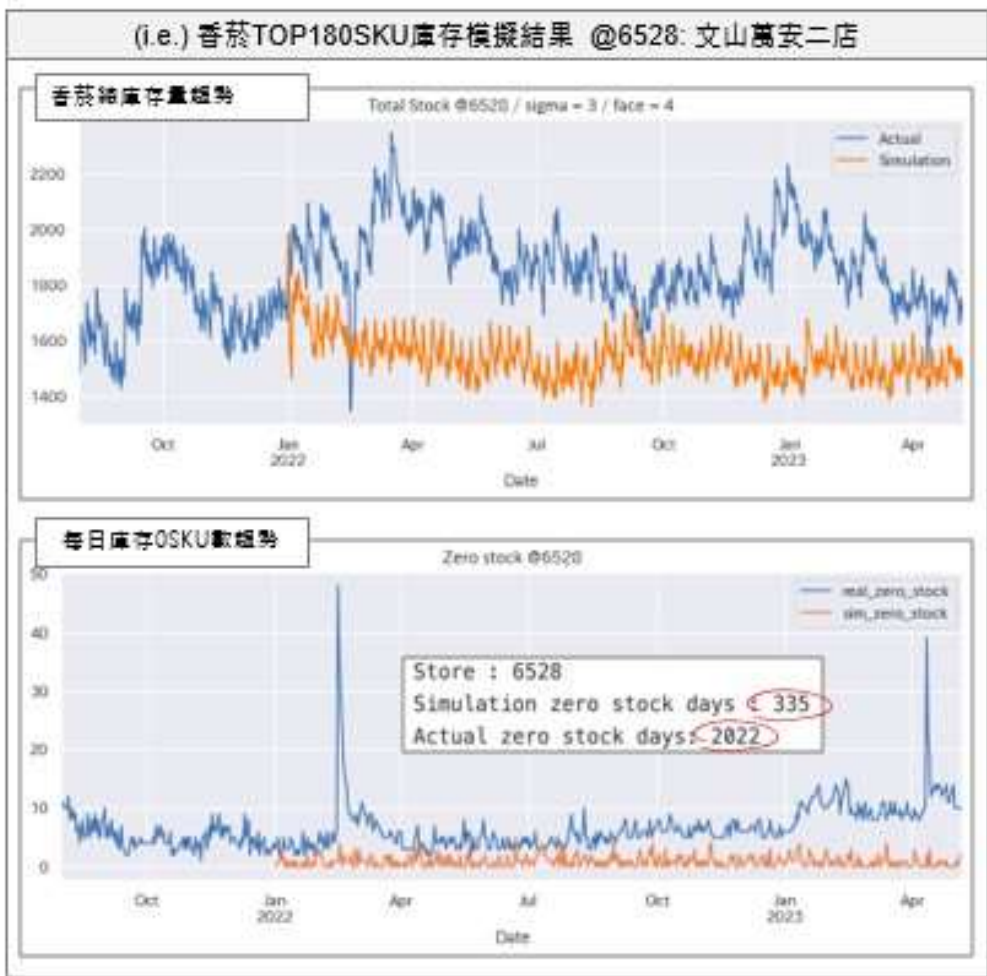
Prospect- To Implement Data Resources

需求預測PI概要

6家店 模擬結果

6家門市的缺貨天數都會減少，
庫存量水準也至少能夠保持現在一樣或下降

| AI模型 | 傳統OPL |
|---|---|
| <p>依照商品類型特性， 挑選最合適的邏輯 (i.e. 氣象資訊、節日、 促銷訊息等)</p> | <p>過去6週平均銷量 (不含前2高週) or 安存量</p> |
| <p>即使當天尚未低於安存量， 也會提早啟動下單 (會預測未來幾天的需求量)</p> | <p>低於安存量當天的 隔天早上會啟動OPL</p> |
| <p>門市庫存量上限 可彈性的設定</p> | <p>2023年3月- 門市庫存量上限20天</p> |





Thanks!

三商家購股份有限公司 **Simple Mart**