

三商家購股份有限公司
Simple Mart

2024年第三季經營績效說明
Operation report of 2024Q3
2024.11.13

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.

/// Summary of Recent Operational Highlights

- Simple Mart Store Business Overview by January-October 2024 , continuous adjustment of product structure to improve gross profit.

Sales	Gross Margin	Number of Customers	Price Per Order	Price per item	Unit Per Order
1.8% ↑	6.4% ↑	2.0% ↑	0.2% ↓	1.8% ↑	2.0% ↓

- 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 October 31, 2024, 223 stores were remodeled.
- 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
 4. Electronic Shelf Labels Procurement
 5. Investment in Pet Wonderland Co., Ltd.



報告大綱
Outline

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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

119億元(2024年1~10月) +1.53%
11.9 billion (From Jan. to Oct., 2024)+1.53%

組織規模

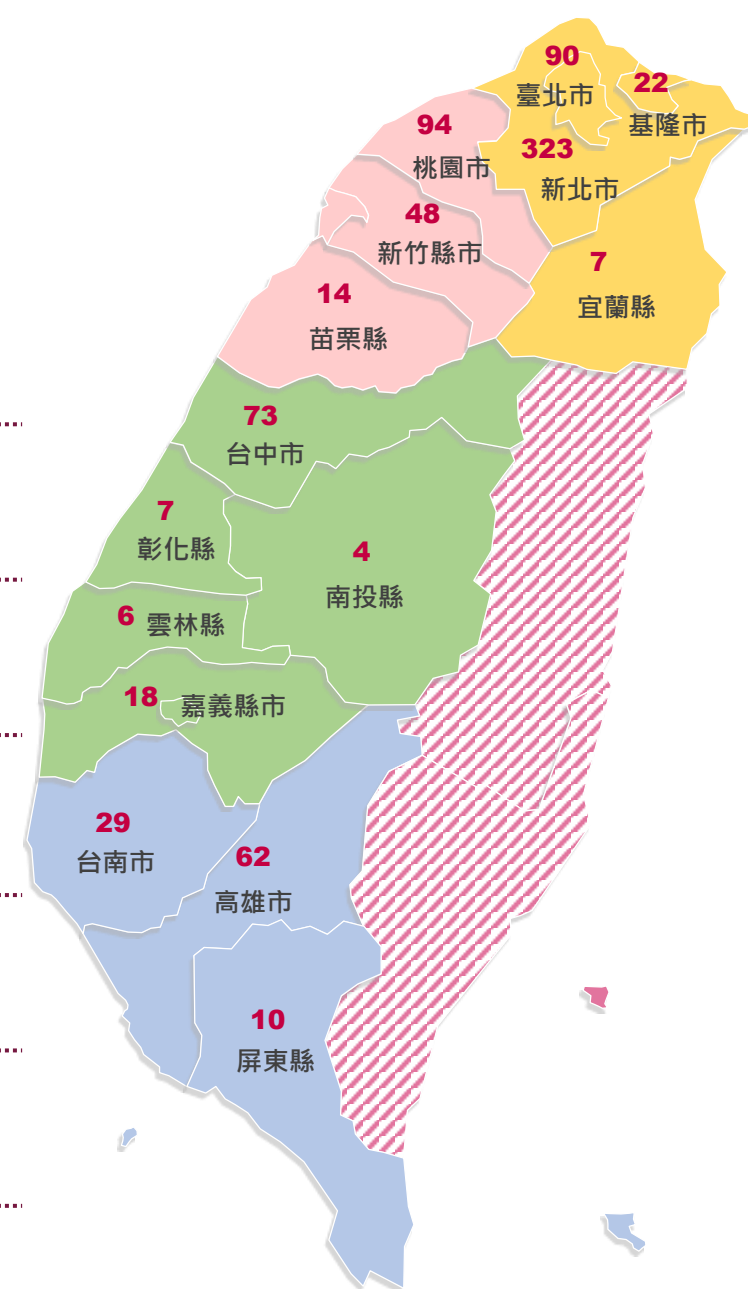
Employees

3,679人(截至2024/10/31)
3,679 employees (As of Oct. 31st, 2024)

通路數

Marketing Brand

美廉社(807家)、心樸市集(1家)、Tomod 's(17家)、寵物好事(5家) (截至2024/10/31)
As of Oct. 31st, 2024, Simple Mart (807 stores), Simple Mart Plus (1 store), Tomod 's (17 stores)、Pet Wonderland (1 store)



(截至2024/10/31 As of Oct. 31st, 2024)

美廉社全台門市數：807家
Number of stores: 807 stores

Part II

財務概況

Financial Overview

財務概況 Financial Overview

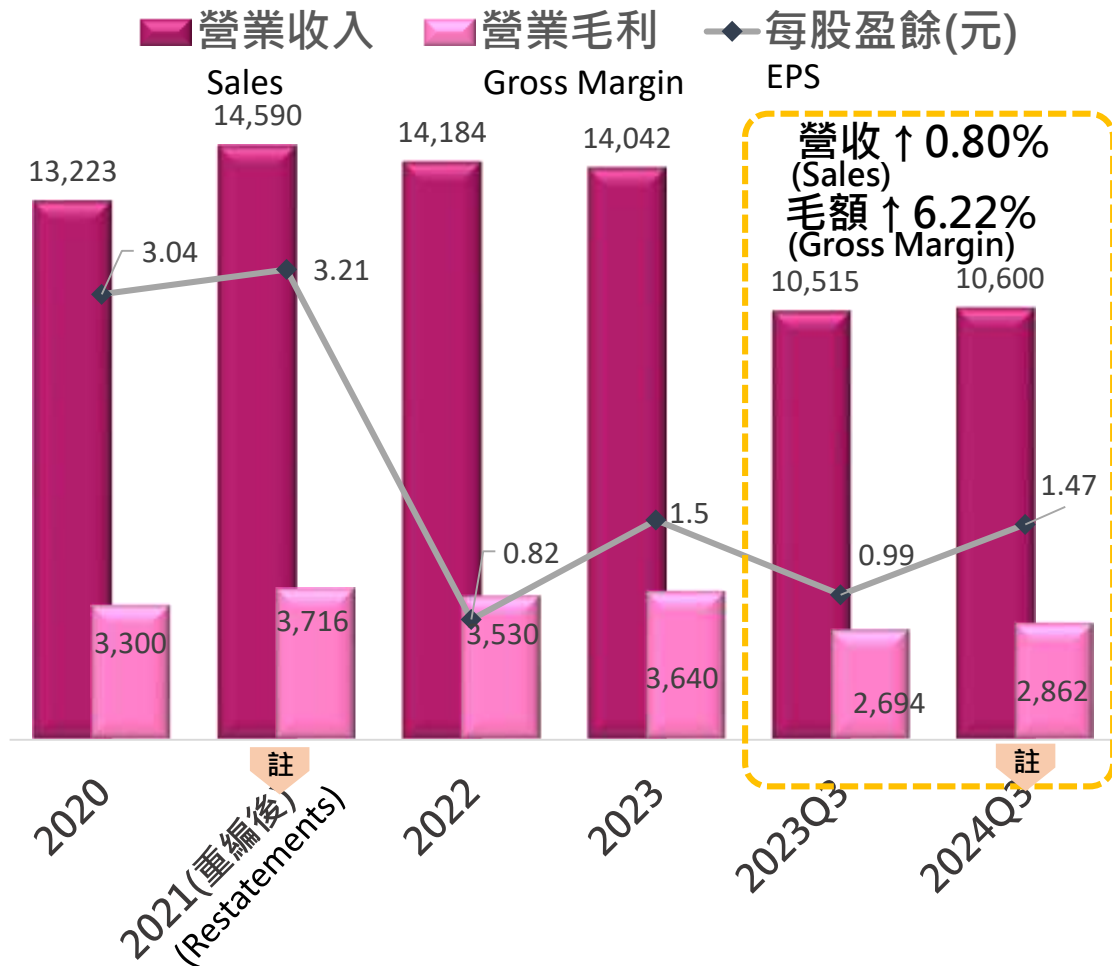
單位:新台幣千元
(NTD \$Thousand)

ITEM	2024Q3	2023Q3	Diff(%)
Operating revenue	10,599,893	10,515,476	0.80%
Gross margin from operations	2,861,610	2,694,153	6.22%
Operating expenses	2,734,646	2,616,960	4.50%
Net operating income	126,964	77,193	64.48%
Profit from continuing operations before tax	111,556	67,123	66.20%
Profit	87,048	51,178	70.09%
Comprehensive income attributable to owners of parent	98,963	67,253	47.15%

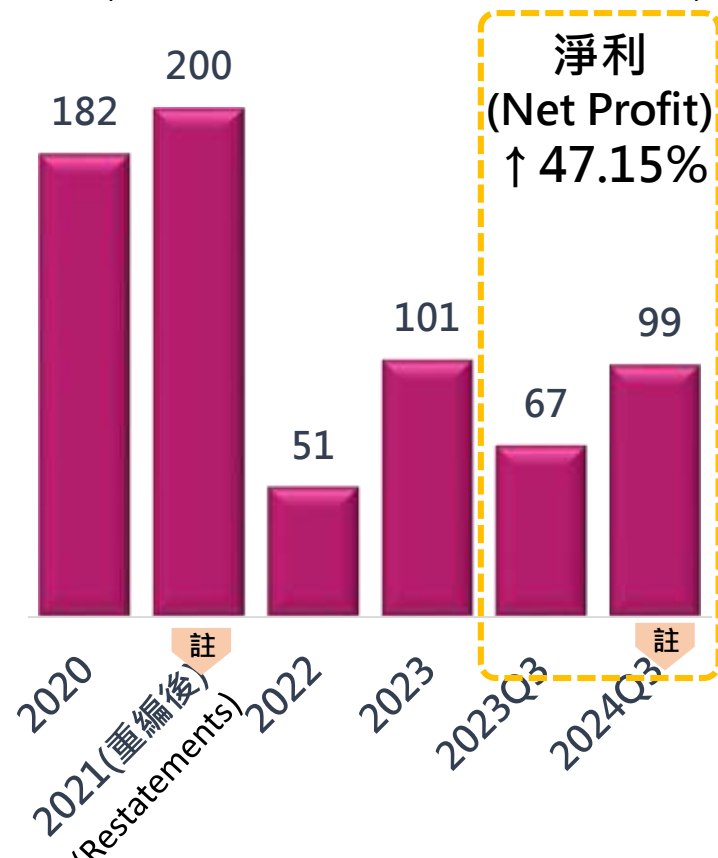
ITEM	2024Q3	2023Q3	Diff
EPS	1.47	1.00	0.47
Gross margin rate	27.00%	25.62%	1.38%
Operating expenses ratio	25.80%	24.89%	0.91%
Net operating income ratio	1.20%	0.73%	0.47%
Profit from continuing operations before tax ratio	1.05%	0.64%	0.41%
Profit ratio	0.82%	0.49%	0.33%

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。
 - 合併公司於2024年9月投資寵物好事股份有限公司，第一階段實際取得股權51%，財報依會計政策採用預期取得法66%進行會計處理。
1. 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.
2. The Consolidated Company invested in Pet Wonderland Co., Ltd. in September 2024 and actually acquired 51% of the equity in the first phase. The financial statements were accounted for using the prospective acquisition method of 66% in accordance with the accounting policy.

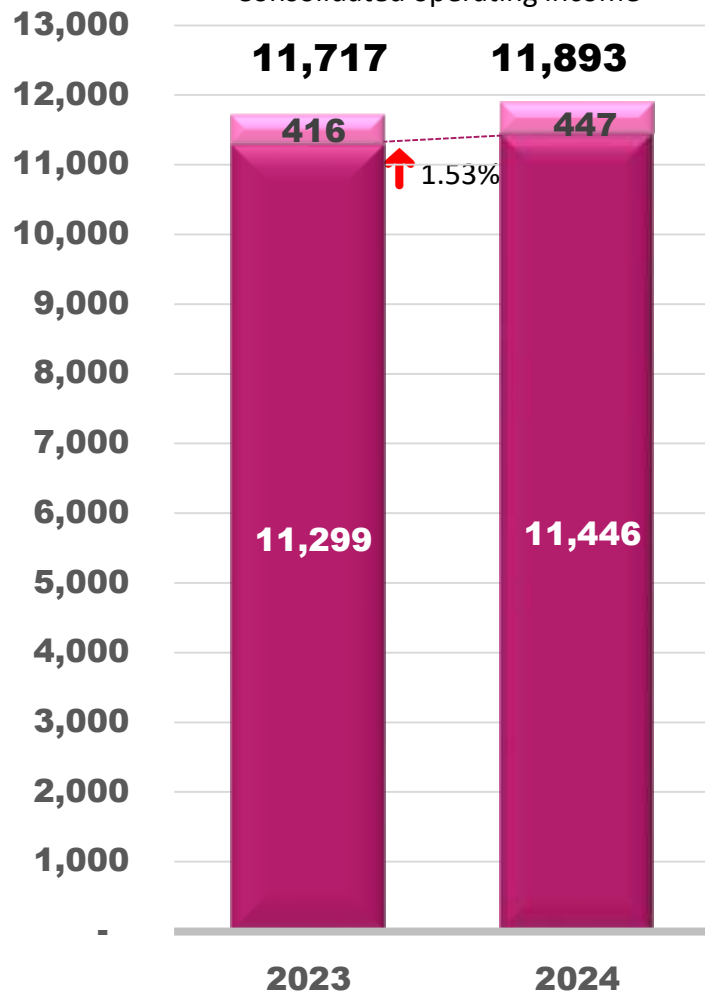


1-10月財務概況

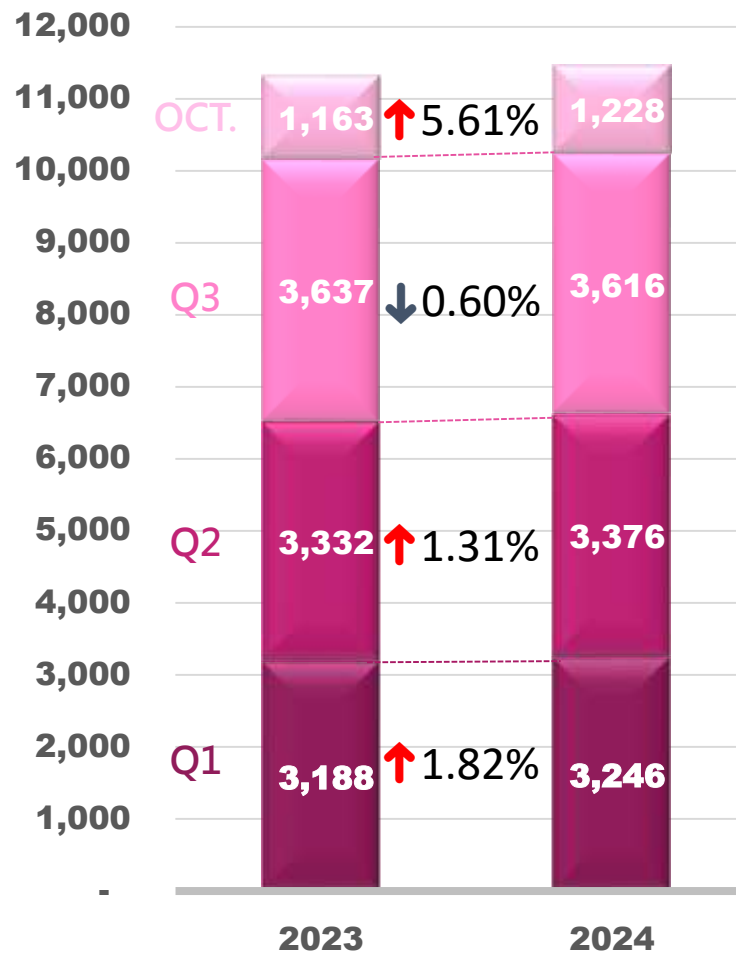
Financial Overview from Jan. to Oct.

單位:新台幣百萬元
(NTD \$Million)

合併營業收入 Consolidated operating income



三商家購營業收入 Revenue of Simple Mart Company

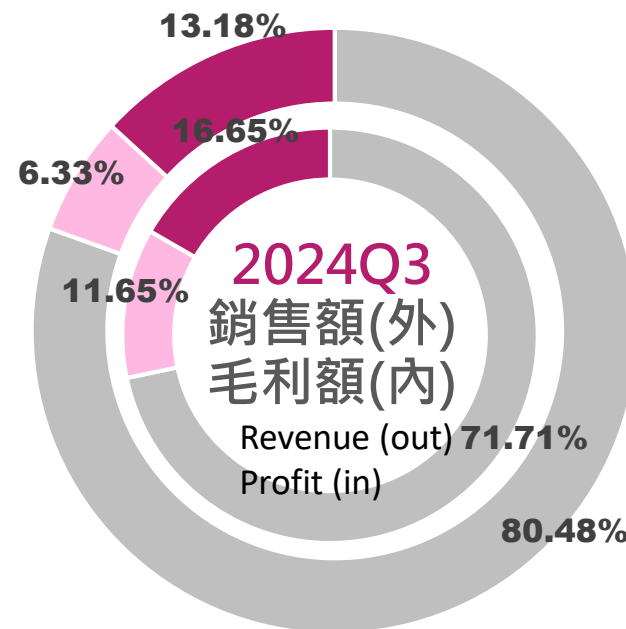
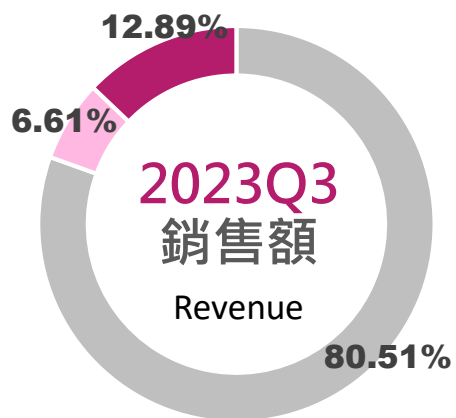
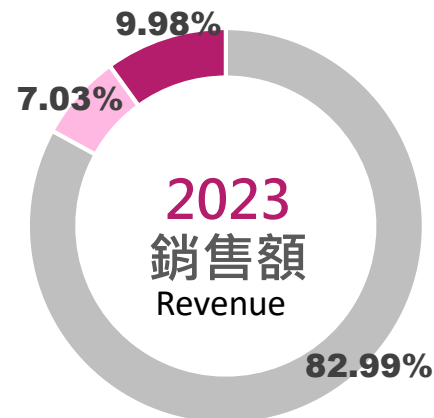
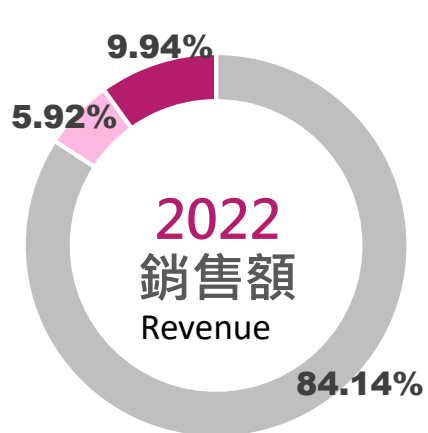


■ 三商家購 Simple Mart
■ 三友藥妝及寵物好事 Tomod's & Pet Wonderland



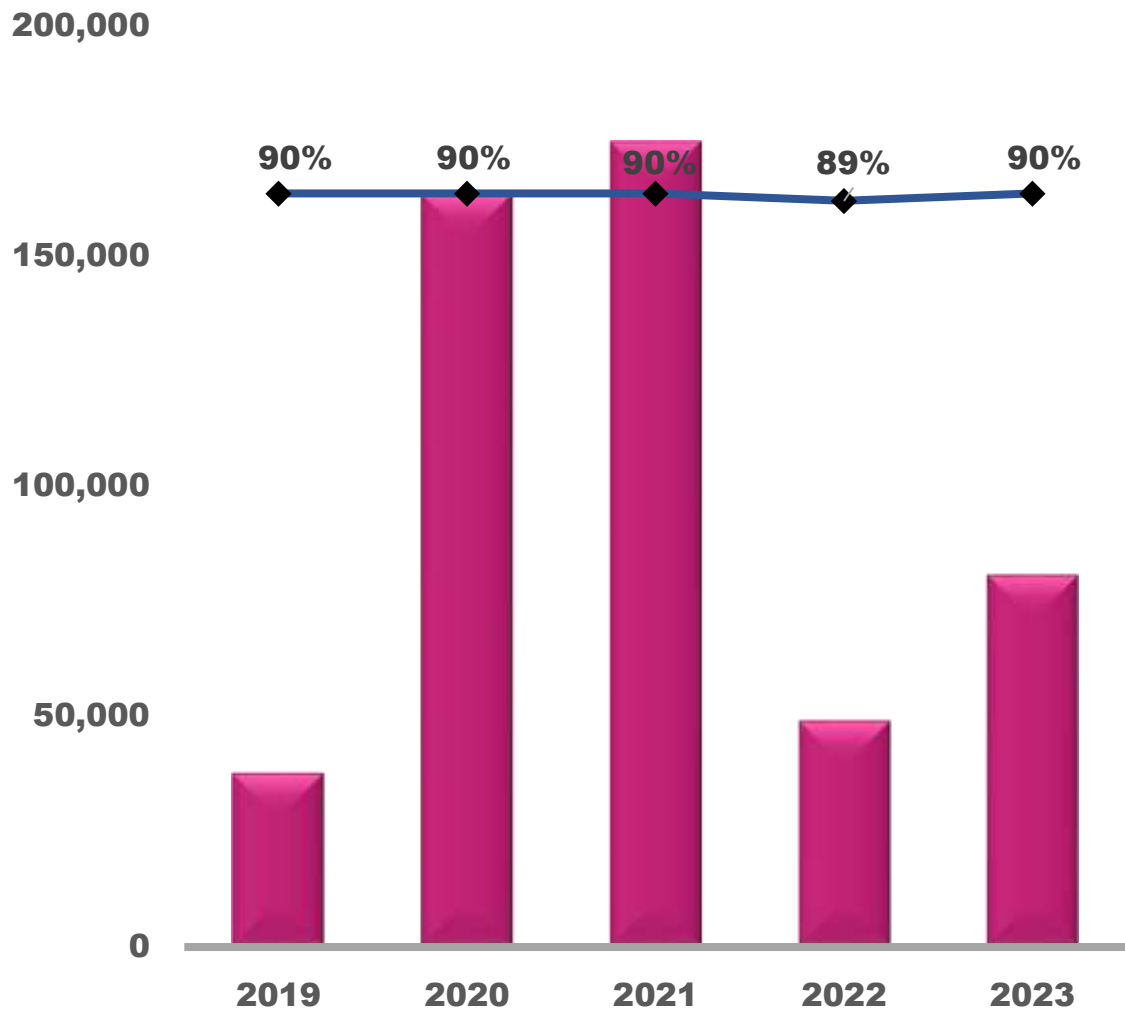
品類組成 Category Composition

- 一般商品 General Items
- 自行進口商品 Self-imported Items
- 自有品牌商品 Private Brand Items

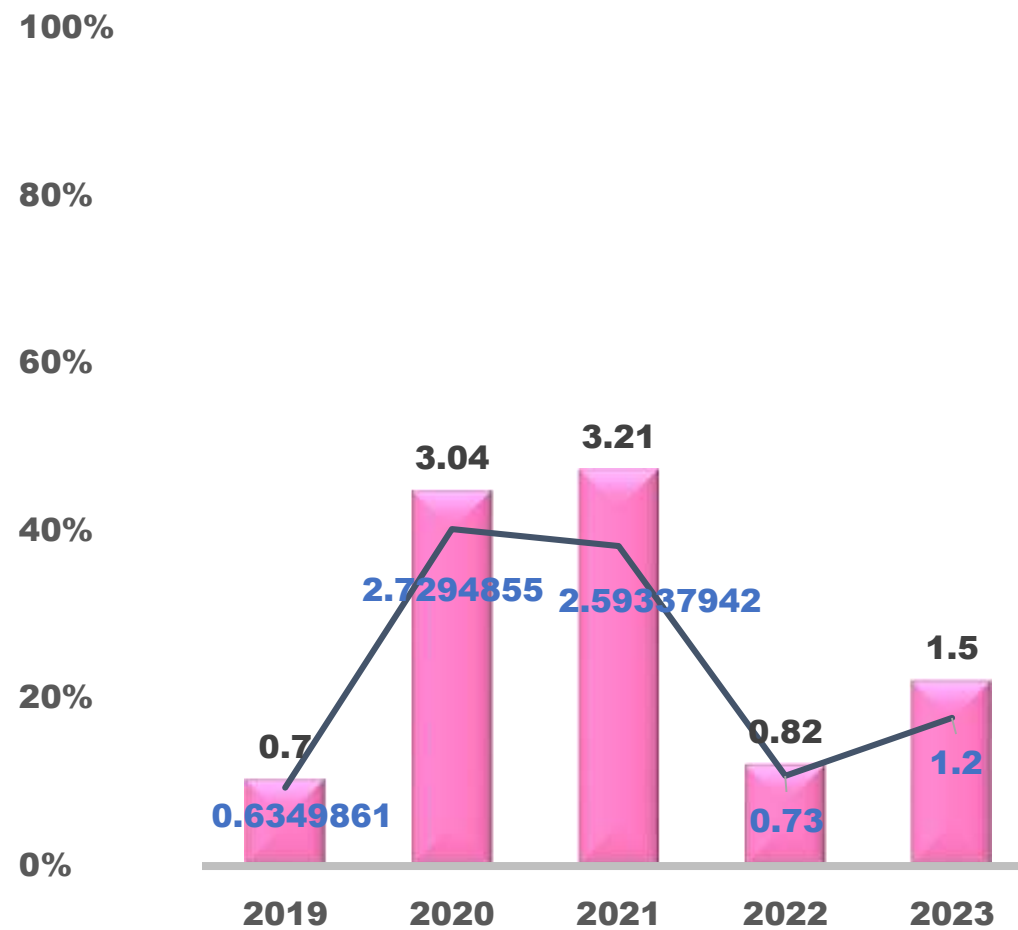




股利政策 Dividend Policy



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



咖啡Coffee
全面門市導入
All Store Launched

Pet Zone
寵物專區
59家
59 stores



Drinking is prohibited
if under 18 years old



酒窖專區
Wine Cellar Zone
(酒窖 + 類酒窖)
Wine Cellar +
Similar Wine Cellar
223家
223 stores

Owned Brand + Self-imported
Products- Target to reach 23% of
revenue

自有品牌+自進
口商品

營收占比目標23%



Simple Mart Cafe



- ✓ All Store Launched
- ✓ Coffee Bean Upgrade
- ✓ Purchase & Pickup APPs Newly Launched





未來展望-寵物通路投資



Prospect- Investment in pet channels

Simple Mart Retail Co., Ltd.

100%

Simple Mart Investment Co., Ltd.

within two phases
51%→66%

Pet Wonderland Co., Ltd.

- 通路名稱：寵物好事
Channel Name: Pet Wonderland

- 未來發展策略
Future Development Strategy

1. 持續擴張
Continuous Expansion

2. 資源整合(含改善美廉社
寵物品類)

Integration of resources (including the improvement of the pet items of the Simple Mart)

3. 動物醫院合作
Cooperation with veterinary Hospitals





未來展望-電子價卡

Prospect- Electronic Shelf Labels, ESL

攜手承諾發展永續供應鏈，打造「台灣供應鏈，智慧新零售」

Together in Commitment to the development of a sustainable supply chain, creating "Taiwan Supply Chain, Smart New Retail"





未來展望-電子價卡

Prospect- Electronic Shelf Labels, ESL

Effective improvement of labor shortage

With ESL, each store can save at least one working hour per day to provide more services to our customers.



Significant cost reduction

Reduce the cost of paper price label replacement, printing cost, logistics cost, and transportation cost.



Unique Cloud Technology

Deployed in the cloud, ELSA's communication system provides a flexible integration structure that seamlessly integrates with the pricing system in HQ, allowing the headquarters to centrally manage merchandise price in all the stores in Taiwan and customize the display of activities through ESL.



Multi-electronic paper signage

Introducing e-paper advertising signages to replace paper posters or LCD screens for POP displays, replacing message boards or posters, and moving towards a low-carbon, paperless store.



Q

A

A large, stylized arrow graphic on the left side of the slide, pointing right. It consists of a dark red outer shape and a lighter red inner shape, creating a layered effect.

Thanks!

三商家購股份有限公司 **Simple Mart**