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Simple mart

三商家購股份有限公司

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- 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.
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社區裡的購物中心 – 實現OmO融合

Shopping Mall in the Community-Online merge Offline

O 大 綱 Outline

1

公司簡介
Introduction

2

營運狀況
Operation Overview

3

企業社會責任
ESG

4

未來展望
Prospects

O 大 綱 Outline

1

公司簡介
Introduction

基本資料

Basic Information

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

102年2月7日

Feb 7th, 2013

員工人數

Employees

3,681人(截至111.9.30)

3,681 (As of Sep 30th, 2022)

實收資本額

Capital

6.75億元

675 million

營業項目

Industry

民生消費品之零售

Retail of Consumer Goods

登記地點

Address

臺北市中山區民權東路三段 4 號地下一層

B1, No.4, Sec. 3, Minquan East Road Taipei

董事長

Chairman

陳翔玢

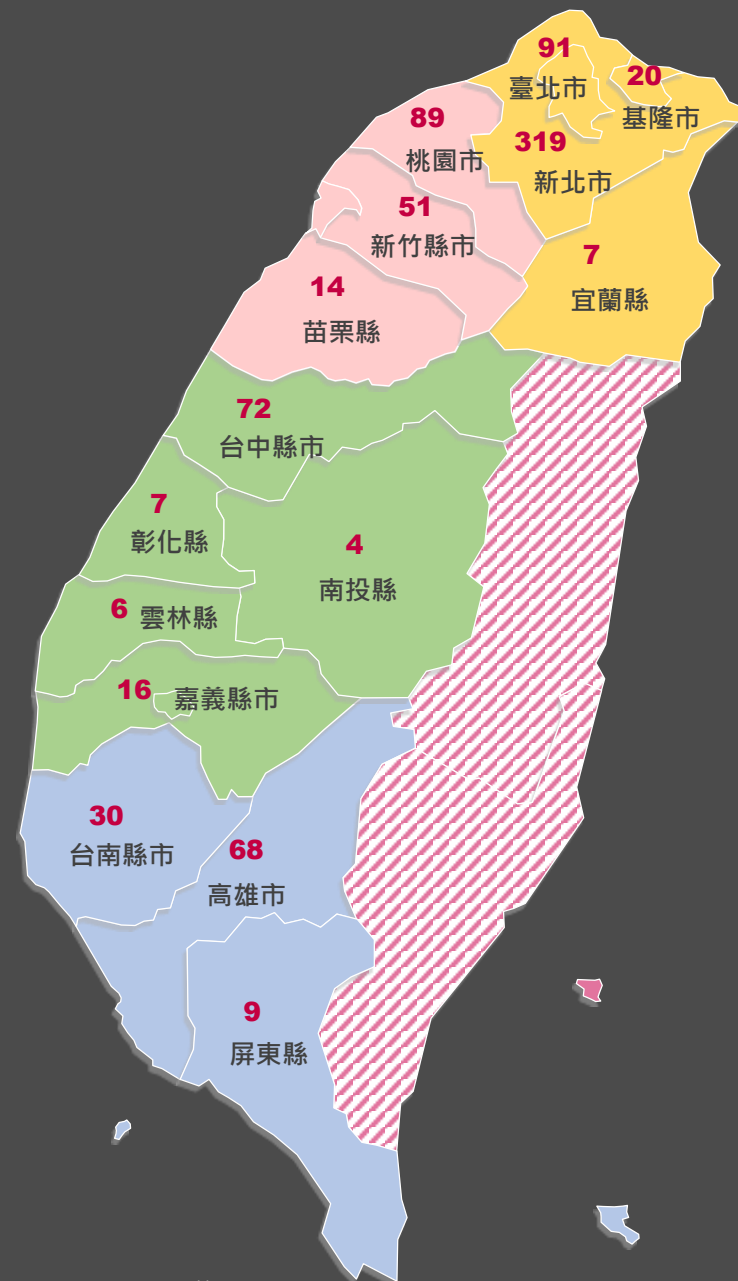
Shiang Feng Chen

總經理

GM

邱光隆

Kuang Lung Chiu



(截至111.9.30, As of Sept. 30th, 2022)

全台門市數：803家

Store No.: 803

**2006~
2010**

August, 2006
First Store of
Simple Mart

Issue
member
card

Launch
private
brand

Set up
Logistic
Center

**2011~
2015**

Franchise
System
launched

Opened
stores in
Kaohsiung
, Pingtung
and Yilan

**2016~
2020**

**2021~
2025**

Public
company

Set up
Simple
Office Mart

Capital
injection
from
Sumitomo
Corporation

Spun off from
MERCURIES &
ASSOCIATES, LTD.

Store of
Simple Mart
Plus opened

Members
up to 2.5
million

Go Listed in TWSE

Acquire 45%
of Sanyou
(now 51%)

Fast Retail

Store to
store
service

Develop
APP

OmO

O 大 綱 Outline

2

營運狀況
Operation Overview

財務狀況

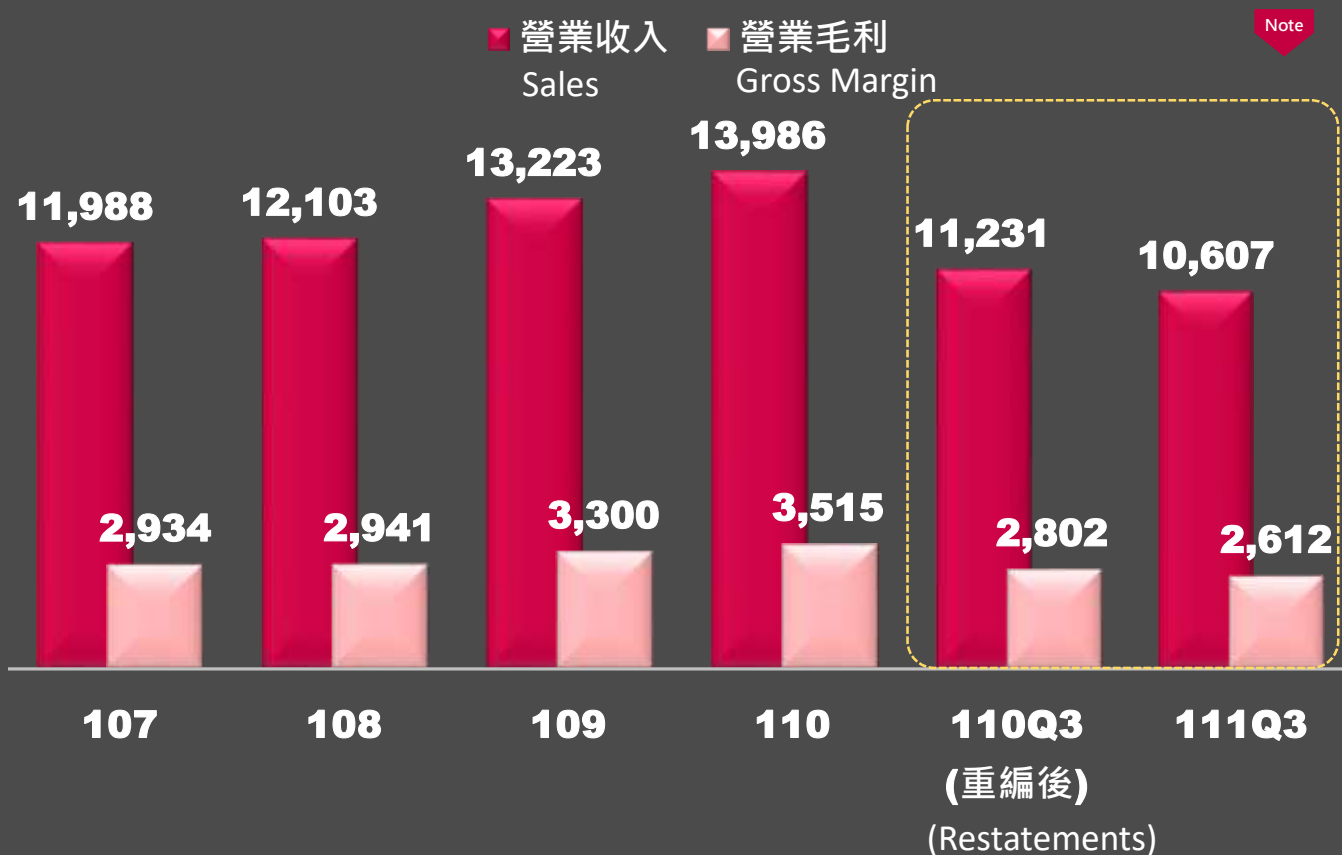
Financial Results

Note

本公司於111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，故重編去年同期金額。

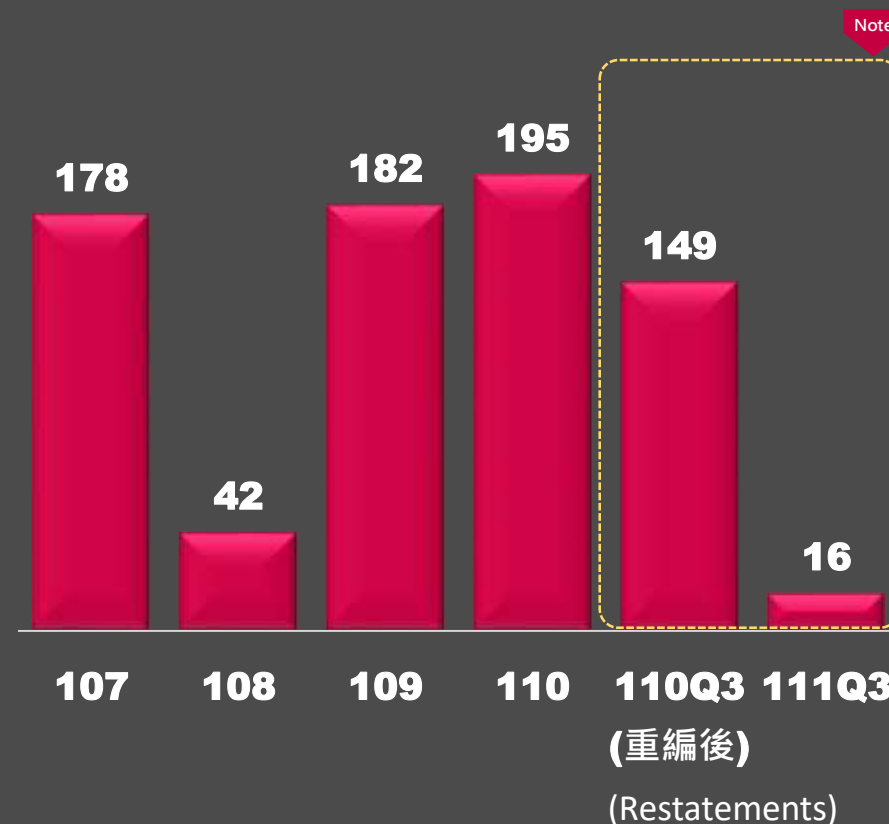
The Company has completed the acquisition of Sanyou Drugstores, Ltd. in April, 2022. The reorganization under common control is deemed to be a merger from the beginning. Therefore, the amount for the same period was restated.

單位:新台幣百萬元
(NTD \$Million)



單位:新台幣百萬元
(NTD \$Million)

淨利 Operating Profit



財務狀況

Financial Results

註

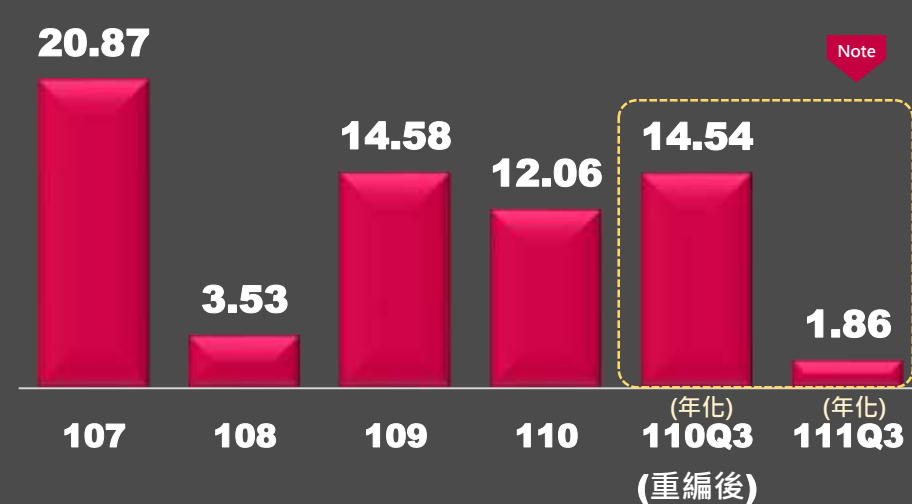
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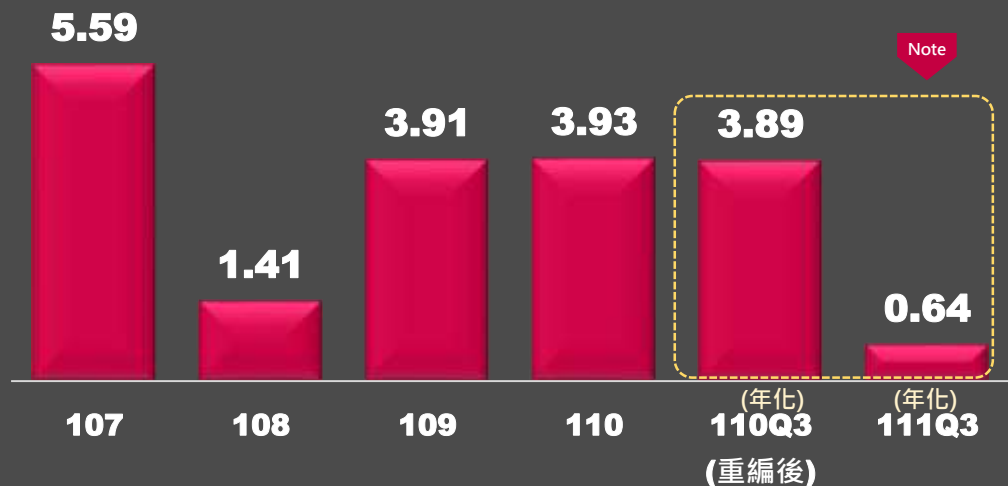
純益率 Net Profit Rate (%)



母公司權益報酬率 ROE(%)

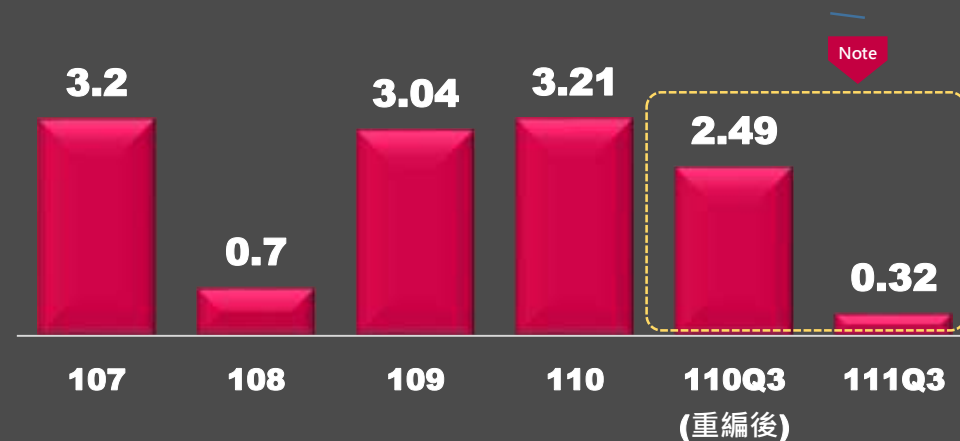


合併資產報酬率 ROA(%)



每股盈餘EPS

單位:新台幣元
Unit: NTD



美廉社連續15年成長

Continuous growth for 15 years

(十億元 billion)

14.0

銷售 SALES

12.0

10.0

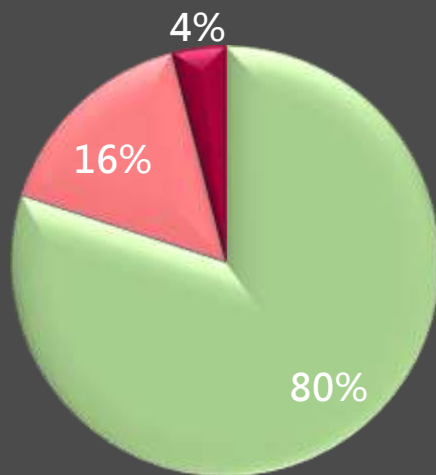
8.0

6.0

4.0

2.0

0.0



- 國內廠商 Domestic manufacturers
- 差異化商品16% Differentiation Products
- 差異化商品增加4%
- OEM、自進口品牌商品
PB Product and self-imported goods

2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021



2019 2020 2021

77730

85366

83660

+5.8%

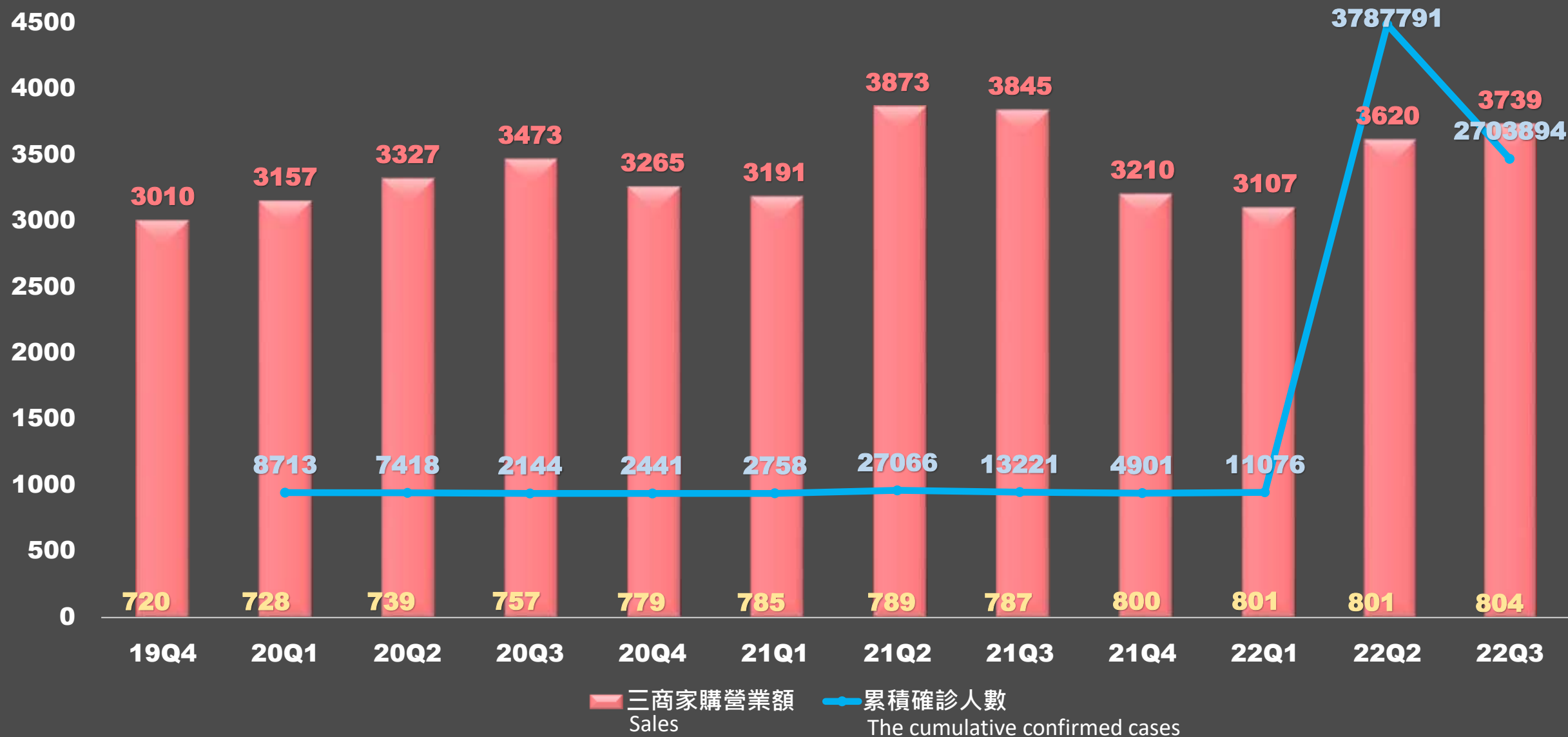
+10.4%

+9.8%

-2%

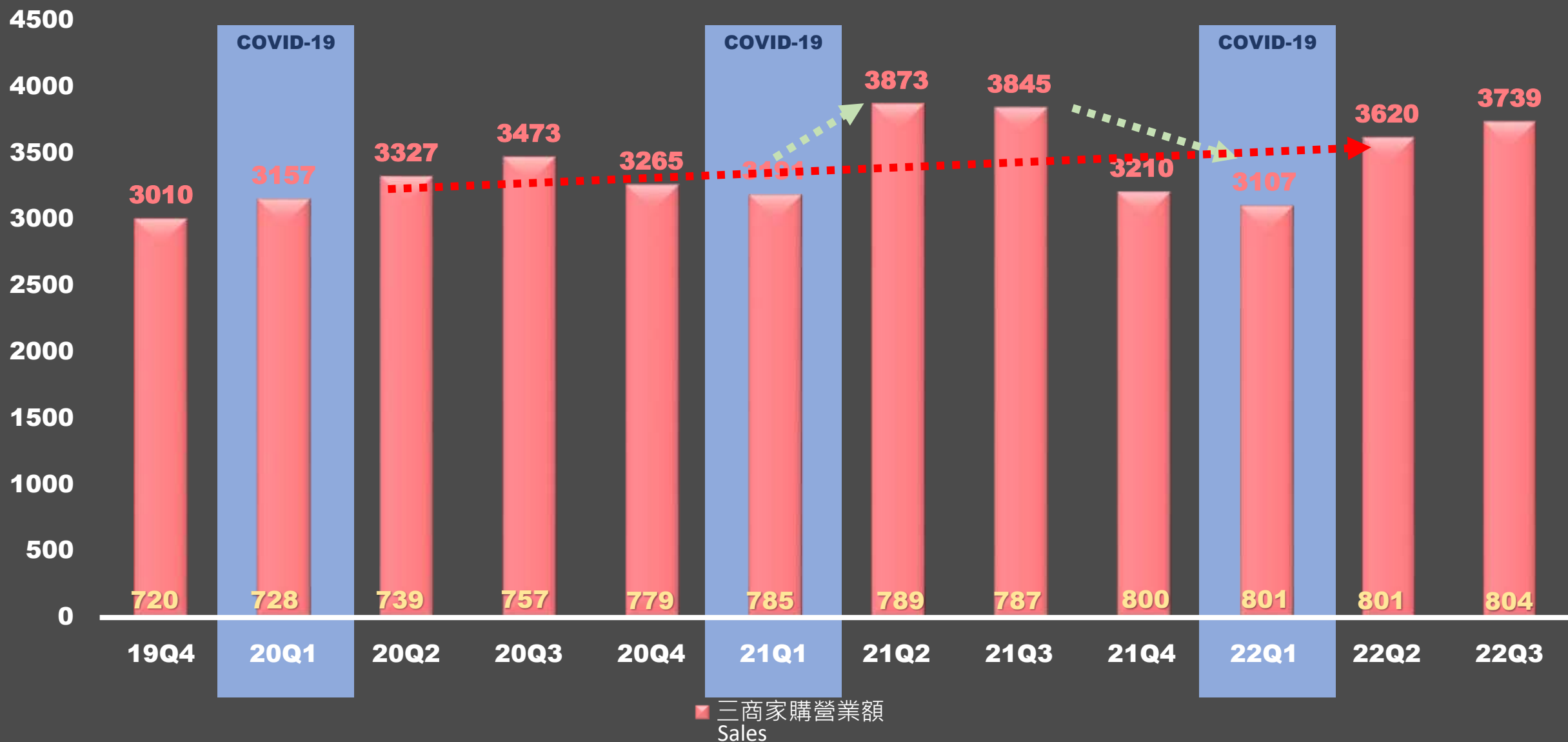
確診數與競爭並不是主要影響業績消長因素

The confirmed cases of Covid-19 and competition are not the main factors affecting the performance.

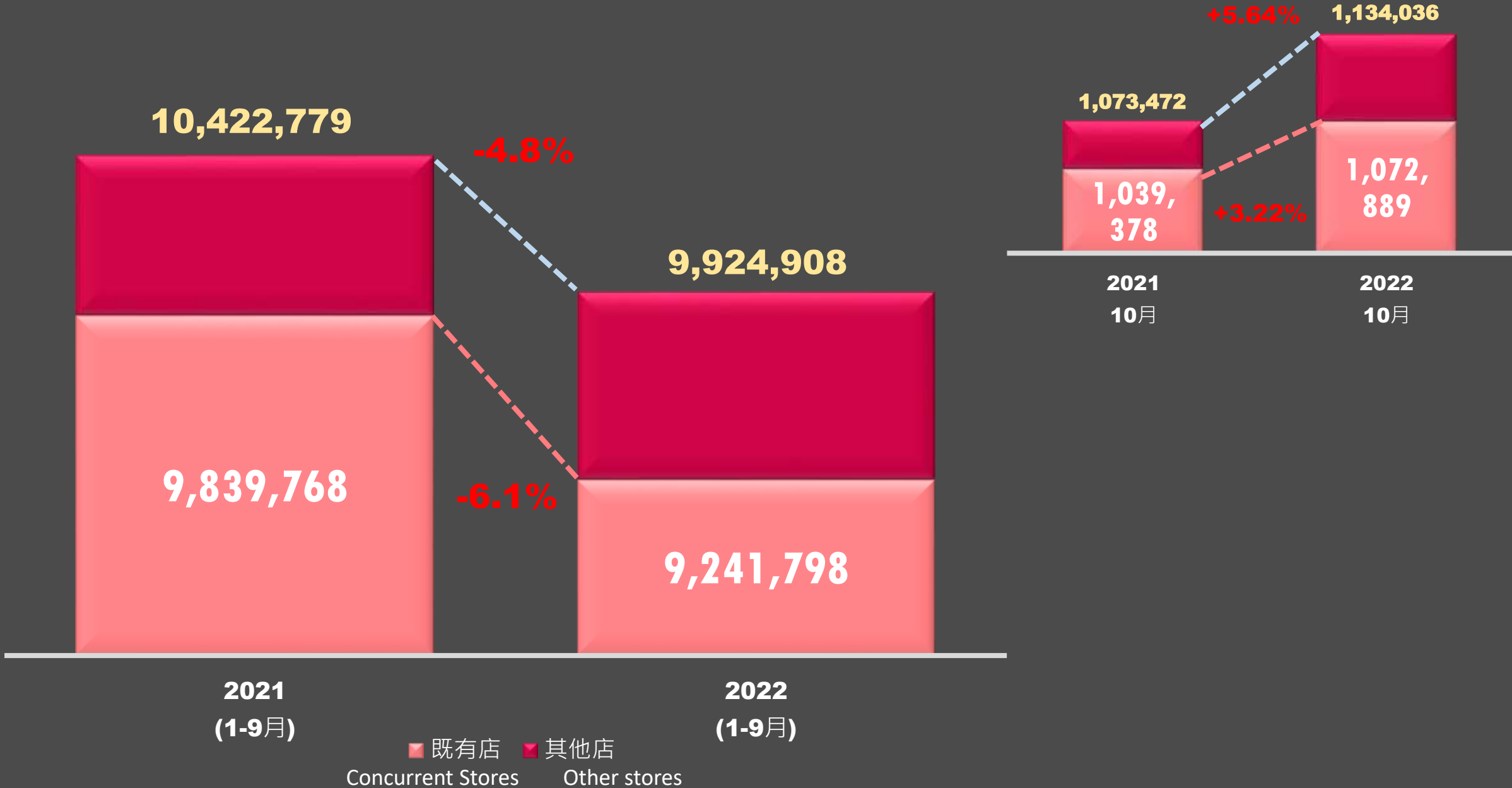


政府政策才是主要影響業績消長因素

The government policy is the main factor affecting the performance.



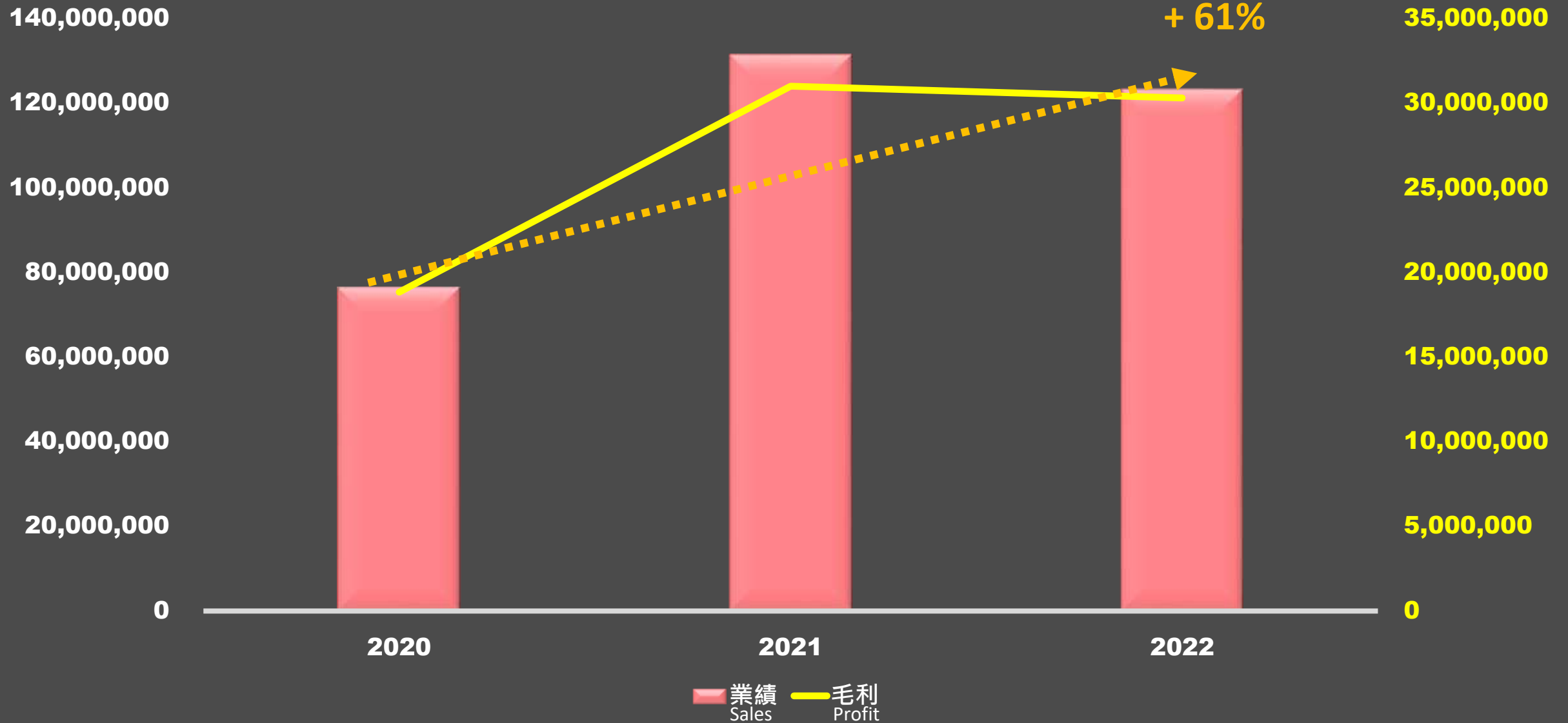
單位:新台幣千元
(NTD '000)



前三季蔬果較疫情前成長6成

單位:新台幣元 (NT\$)

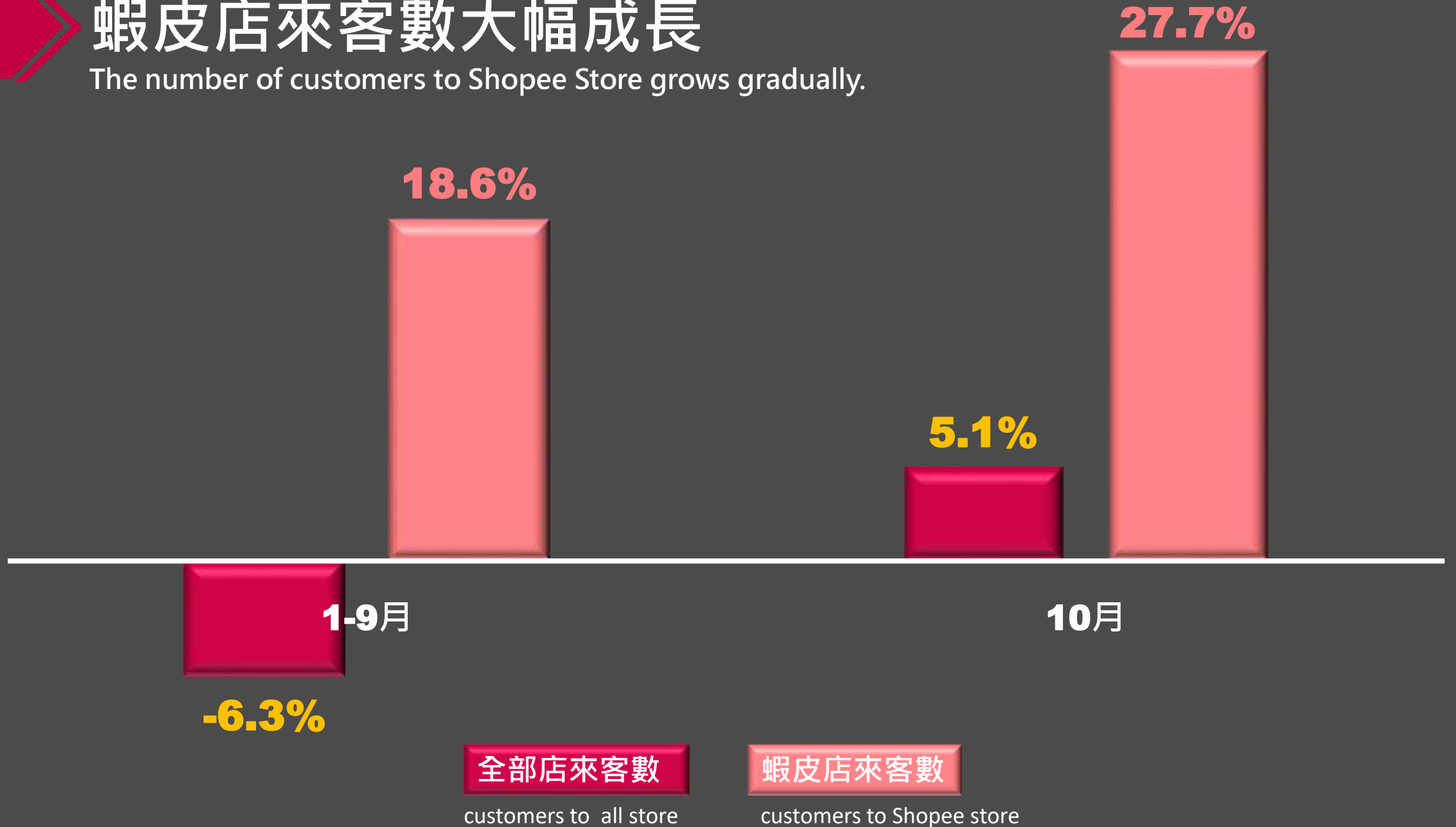
Vegetables and fruits grew up 60% YoY





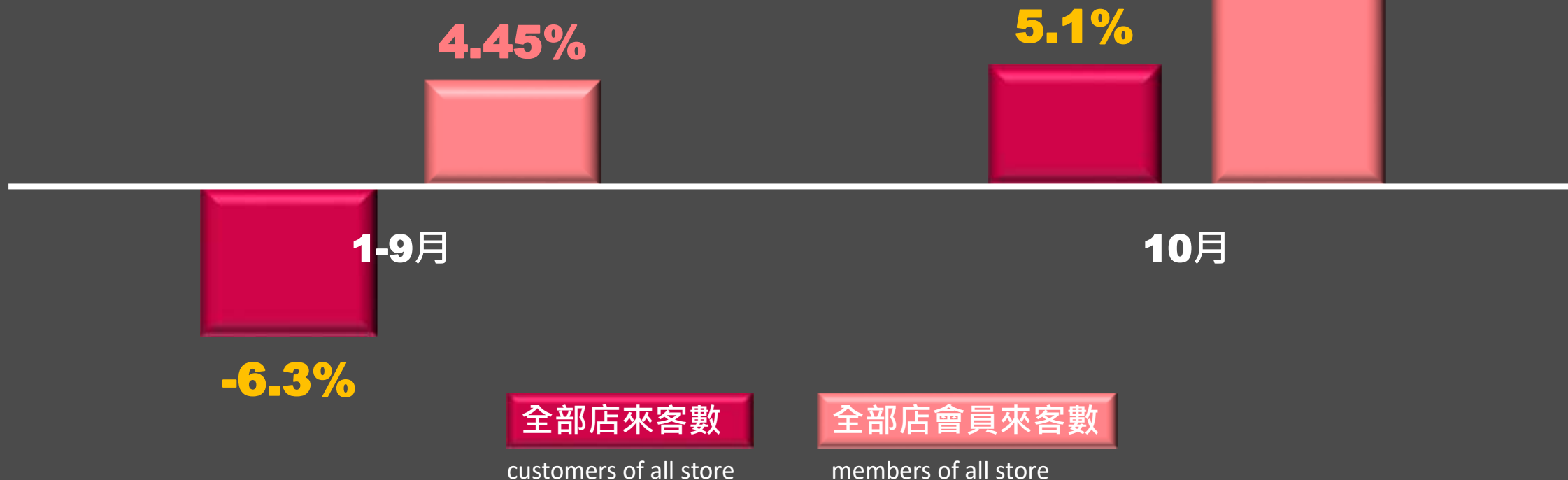
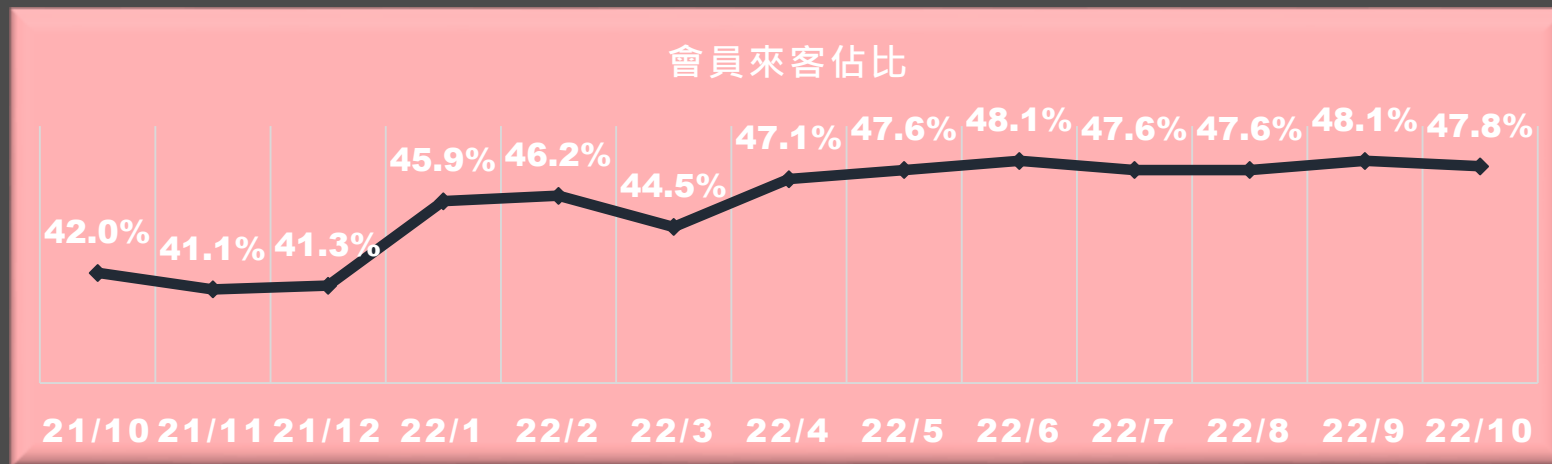
蝦皮店來客數大幅成長

The number of customers to Shopee Store grows gradually.



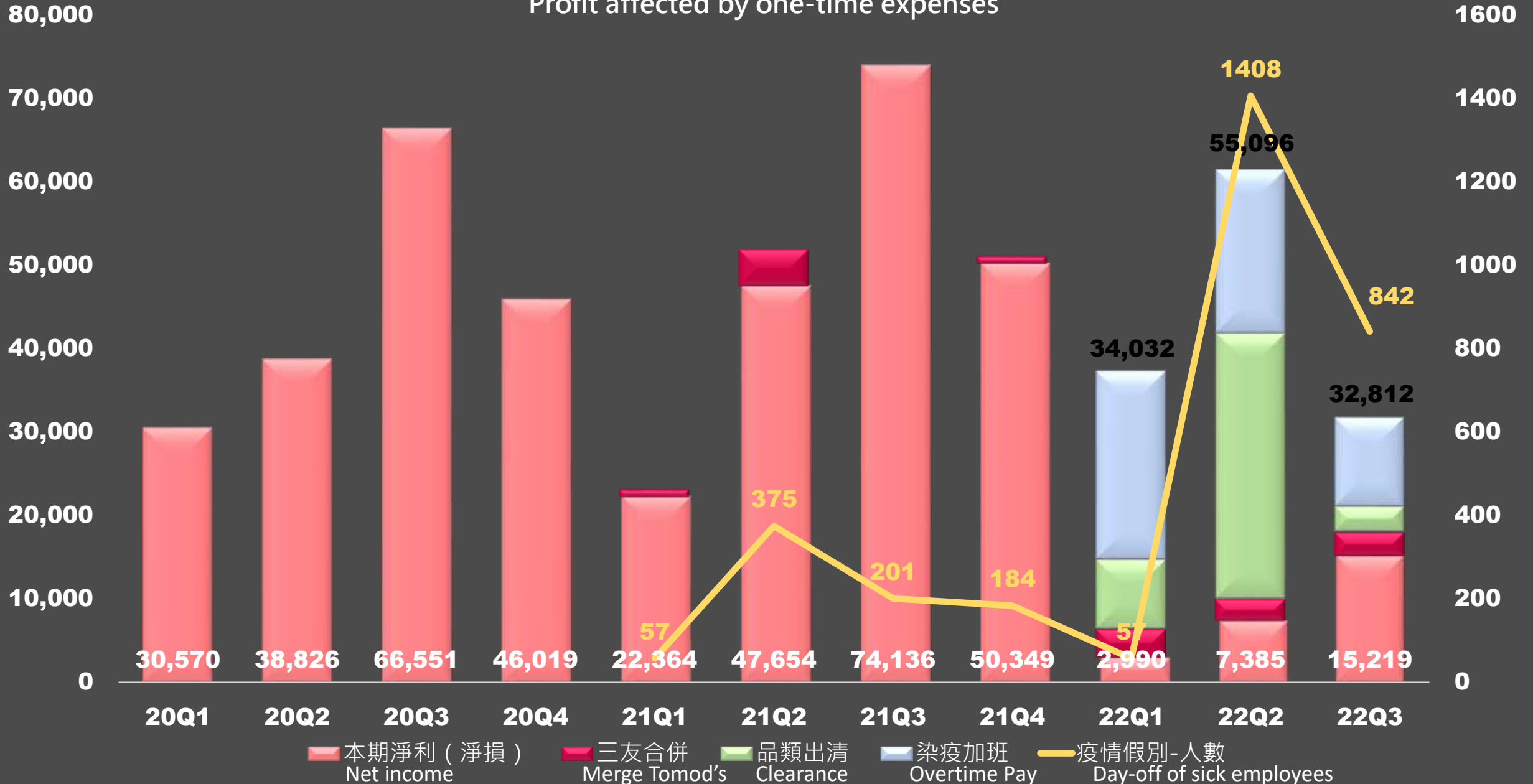
會員來客數大幅成長

The number of member customers grows gradually



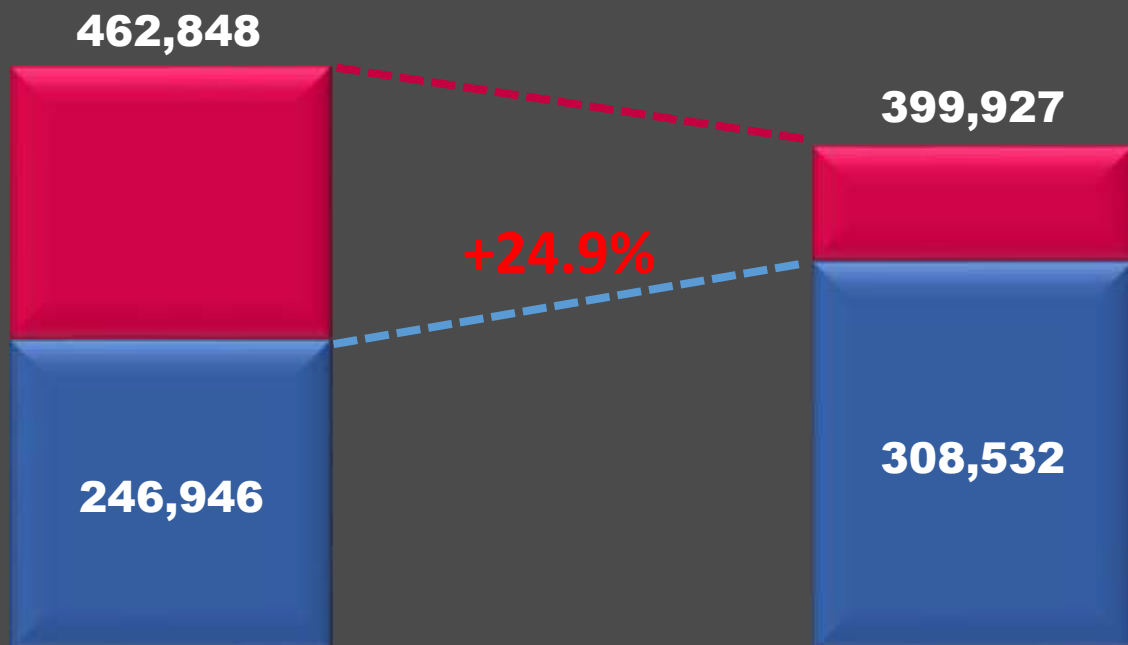
一次性費用攀升影響獲利

Profit affected by one-time expenses



損益P/L

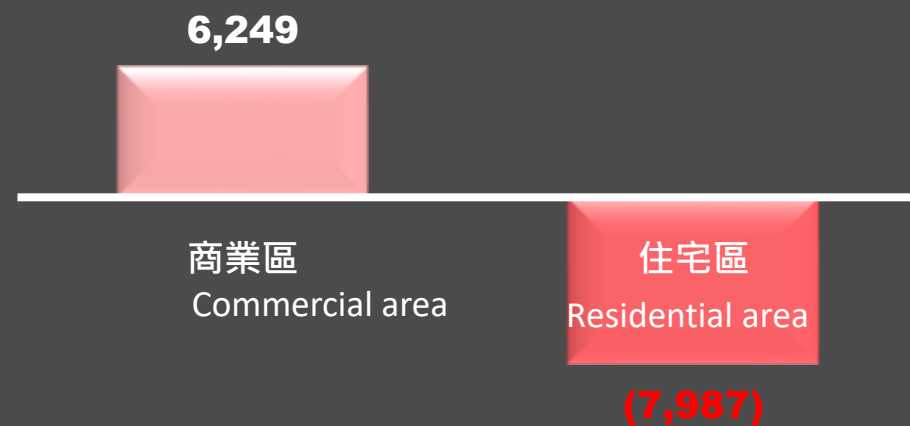
Tomod's (Jan. to Sep.)



2021
(1-9月)

2022
(1-9月)

■ 既有店 ■ 其他店
Concurrent Stores Other Stores



O 大綱 Outline

3

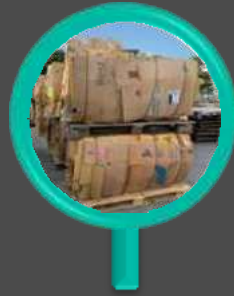
企業社會責任
ESG



Energy Saving plan

save **1.2** ton
CO2

Optimizing light equipment and saving energy



Carton recycle plan

recycle **290** ton
Carton

Recycling waste cartons and reach waste reduction goals



Glass bottle recycle plan

recycle **900**M
Glass bottle

Cooperate with environmental protection policy, Glass bottles recycle in any store



Saving food plan

save **3.9** ton
Gradually Expiring Items

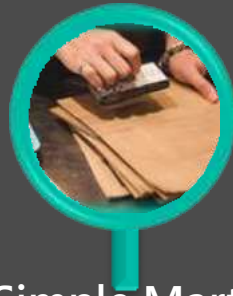
Regular donate Gradually Expiring Items to food bank



Ocean friendly plan

recycle **71.9**Kg
marine debris

Company calls for marine volunteers clearing sea waste



Simple Mart + plastic saving plan

collect **22,770**
used paper bags

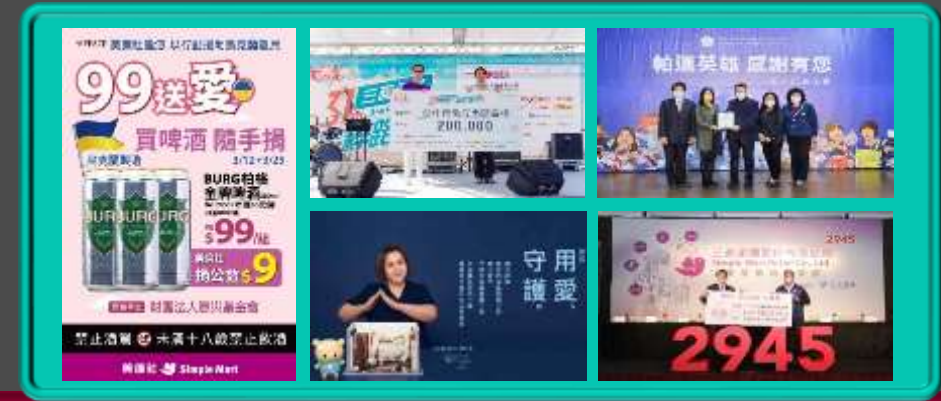
Encouraging consumers to donate paper bags to collect points to reduce plastic used



Simple Mart plastic saving plan

save **91.5%**
Plastic Items

use alternative containers to reduce 91.5% plastic in egg, bread and vegetable packing



support disadvantaged group and committed to charitable events
2021~2022 donated

NT\$1,964,269

Donate Ukraine, support for the Paralympic Games, donate the Women's Foundation and support the charity run

O 大綱 Outline

4

未來展望
Prospects

迎接後疫時代的新挑戰

New challenge

競爭結構改變

Competitive structure changed

薪資調漲

Salary increase

通膨

Inflation

台幣貶值

Depreciation of the Taiwan dollar

股市大跌

Stock market crash

統一和全聯零售版圖比一比

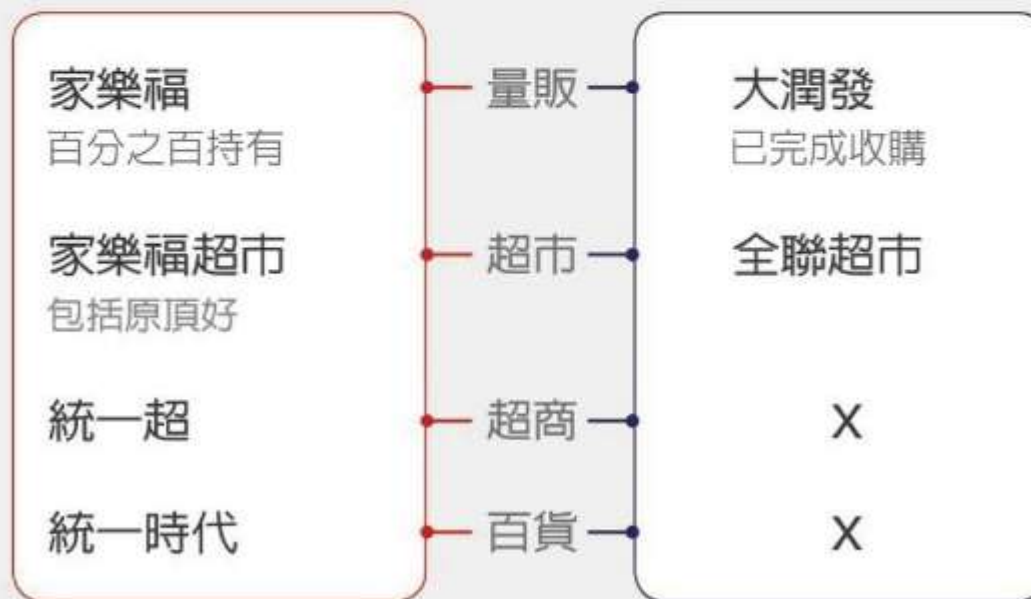


統一

V.S.



全聯



資料來源：採訪整理 何秀玲 / 製表

經濟日報

迎接後疫時代的新挑戰

New challenge

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Competitive structure changed

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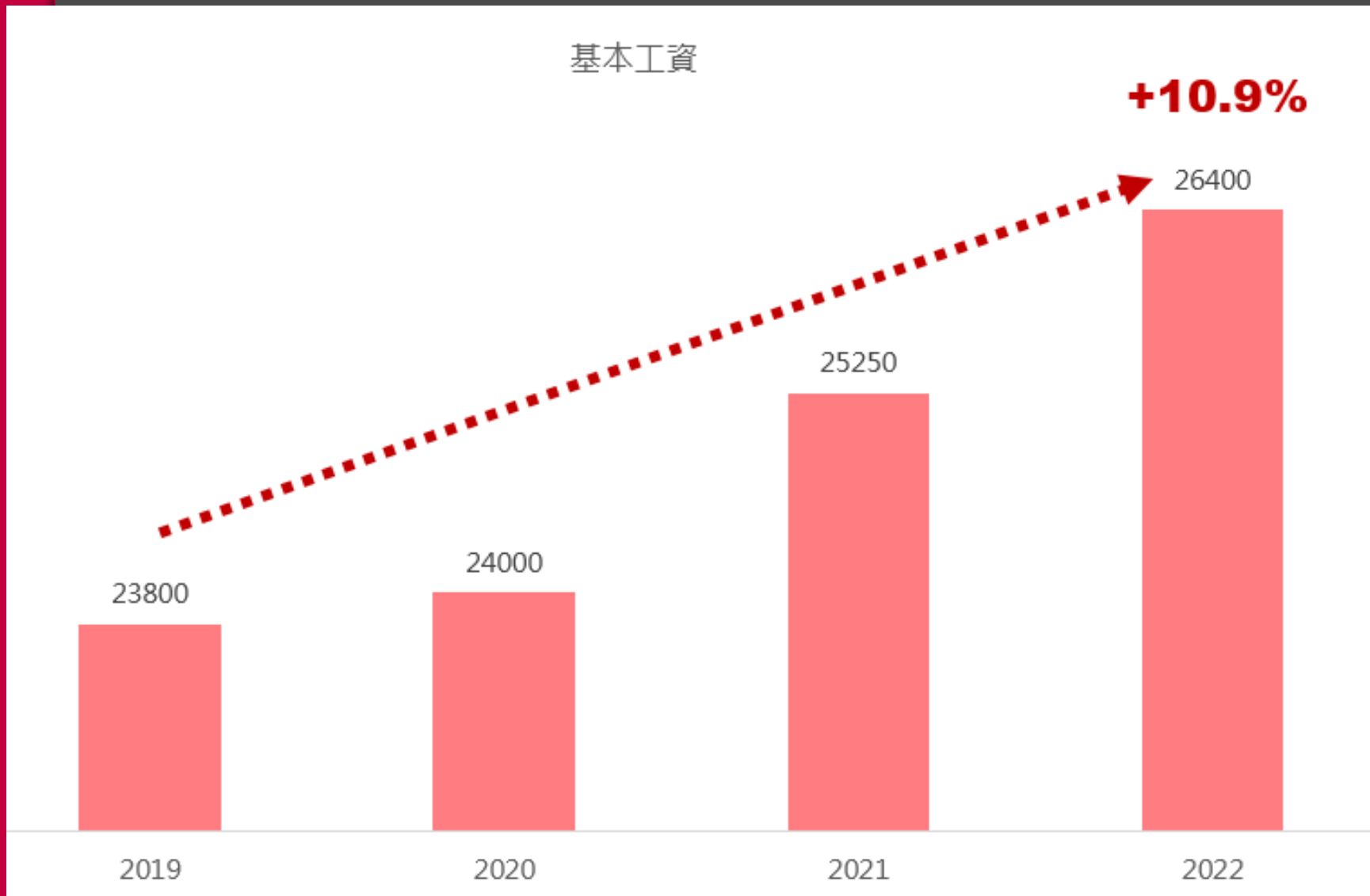
Inflation

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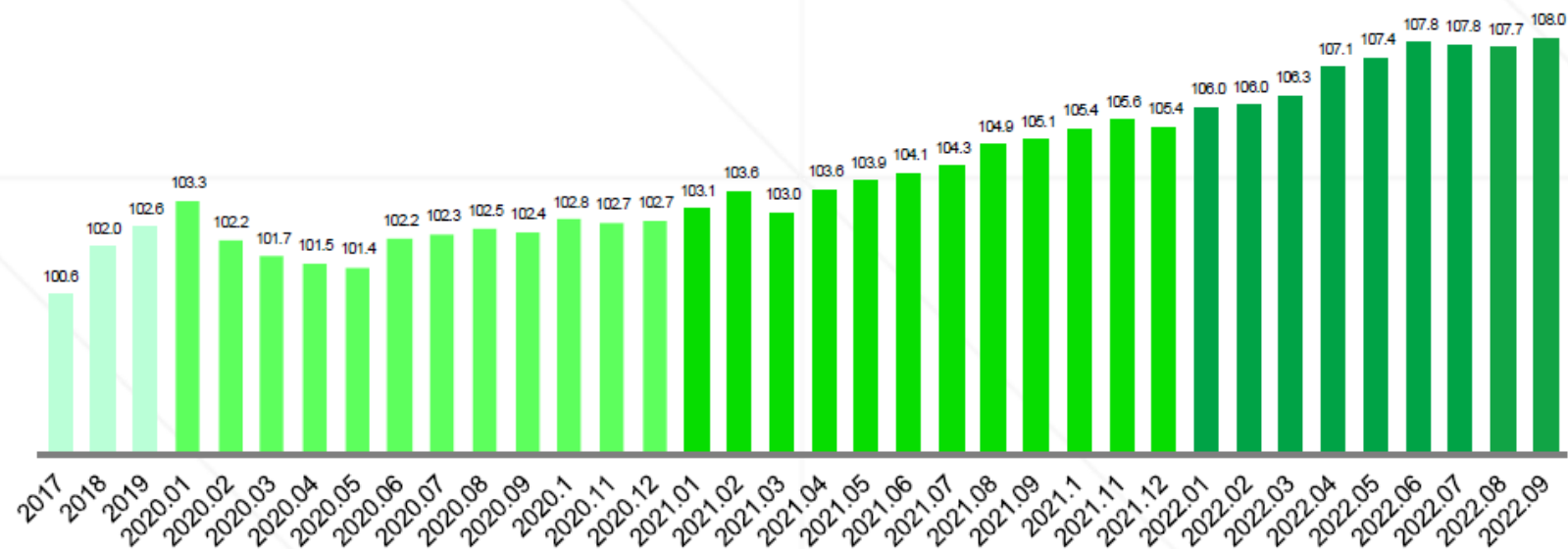
Depreciation of the Taiwan dollar

股市大跌

Stock market crash

9月份消費者物價指數(CPI)上升至108.0

Consumer Price Index of Taiwan(2016 as base)
台灣消費者物價指數(以2016為基期)



資料來源：行政院主計總處 2022.09.14

Source: Directorate-General of Budget, Accounting and Statistics, Executive Yuan, R.O.C. (Taiwan)

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迎接後疫時代的新挑戰

New challenge

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通膨

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股市大跌

Stock market crash



提升內部實力

Improve internal strength

品類調整→共15品類503品項

Assortments adjustment→

Total 15 categories and 503 items adjusted

門市調整→閉54店、改裝147店

Stores adjustment→

Close 54 stores and refit 147 stores



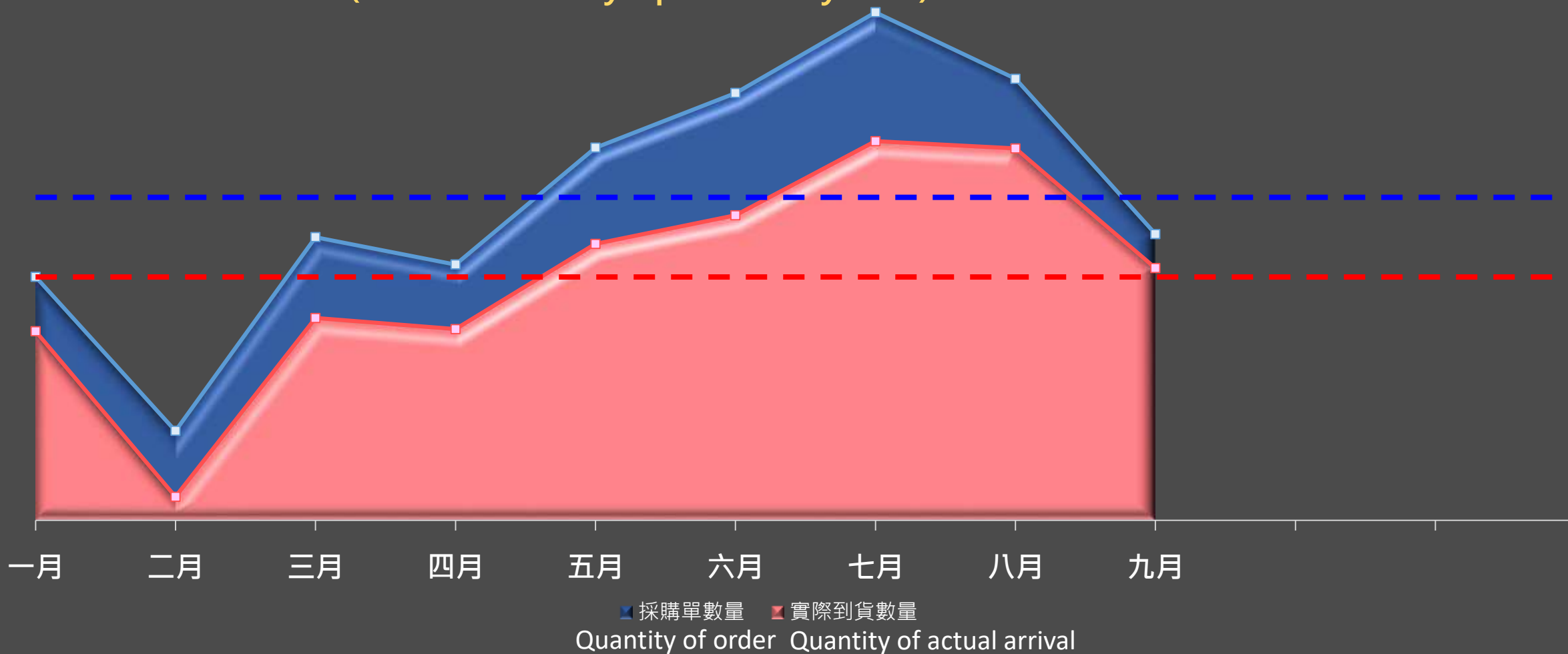


朝向全面自動化邁進

Go towards full automation

GAP 10.7%

全面啟動OPL (Orders are fully operated by OPL)

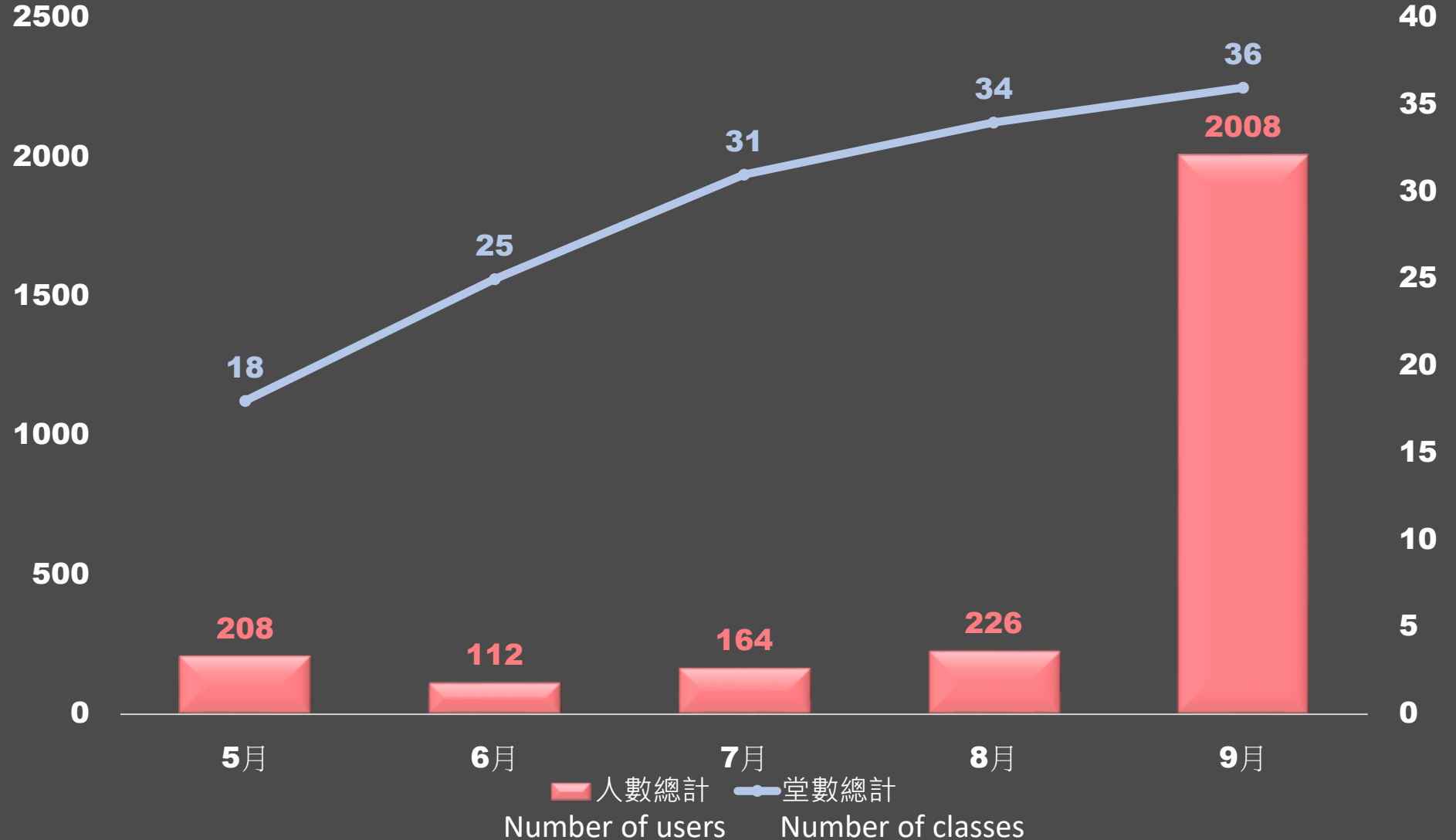




朝向全面自動化邁進

Go towards full automation

E-Learning



2,500,000 萬會員 2.5 million members

美廉社連續15年成長

(十億元)

14.0

12.0

10.0

8.0

6.0

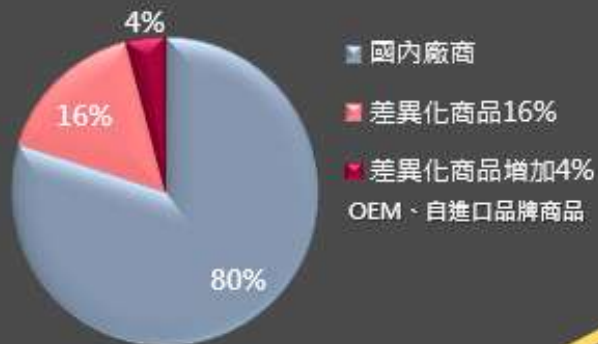
4.0

2.0

0.0

2006 2007 2008 2009 2010 2011 2012

銷售



佔家戶可支配收入比率

Family disposable income ratio

15.0%

食品、飲料、菸酒
Food, beverages, tobacco
and alcohol
其他
Other



實現支撐社區生活的使命

* 主計處家庭收支調查(2019)、食品、飲料、菸酒佔15.4% **Achieve the believe to support daily life in community**

The Survey of Family Income and Expenditure food, beverages, tobacco and alcohol accounted for 15.4% in 2019, from directorate general of budget, accounting and statistics.

Q

A