

三商家購股份有限公司
Simple Mart

2022年第三季經營績效說明
Operation report of 2022Q3
2022.11.22

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.
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報告大綱
Outline

/ 公司簡介 Introduction

/ 財務績效 Financial Overview

/ 未來展望 Prospects

Part I 公司簡介

Introduction

Introduction

基本資料

Basic Information

公司名稱

Name

設立時間

Establishment Date

上市日期

Listed Date

實收資本額

Capital

合併營業收入

Operating Income

組織規模

Employees

董事長

Chairman

總經理

GM

營業項目

Industry

三商家購股份有限公司

Simple Mart Retail Co., Ltd.

102年2月7日

Feb 7th, 2013

110年11月30日

Nov 30th, 2021

6.75億元

675 million

111年1~10月 118億元

11.8 billion from Jan. to Oct, 2022

3,681人(截至111.9.30)

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

陳翔玢

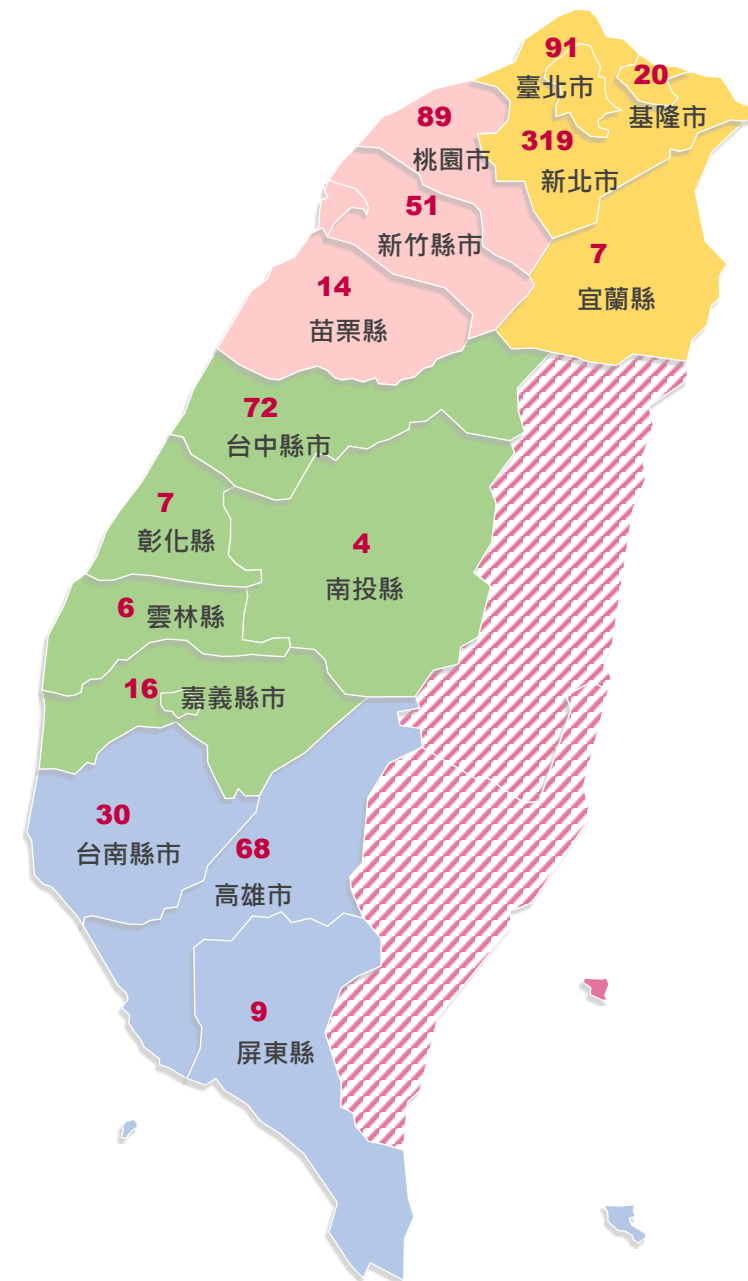
Shiang Feng Chen

邱光隆

Kuang Lung Chiu

民生消費品之零售

Retail of Consumer Goods



(截至111.9.30, As of Sept. 30th, 2022)

全台門市數：803家
Store No.: 803

History

2006-2010

7 Stores → 193 Stores

Devote
community
and lower
price

- First Store of Simple Mart
- Launch private brand
- Issue member card
- Set up Logistics Center
- Self-imported goods



2011-2017

193 Stores → 618 Stores

Continuous
expansion

- Franchise System
- Store of Simple Mart Plus opened
- Set up Simple Mart Plus(own 100%)



2018-2022

618 Stores → 803 Stores

Get foreign
investment
Listed
Company

- Capital injection from Sumitomo Corporation
- Set up Simple Office Mart
- Set up Online shopping platform
- Investment in Sanyou
- Store to store service launched
- Go Listed in TWSE



美廉社的經營優勢

Strength of Simple Mart

以超商的距離，販售超市商品及價格

We sell products in a distance similar to CVS and sell with price similar to supermarket



8,771ml



8,368ml



3,726ml

Part II

財務概況

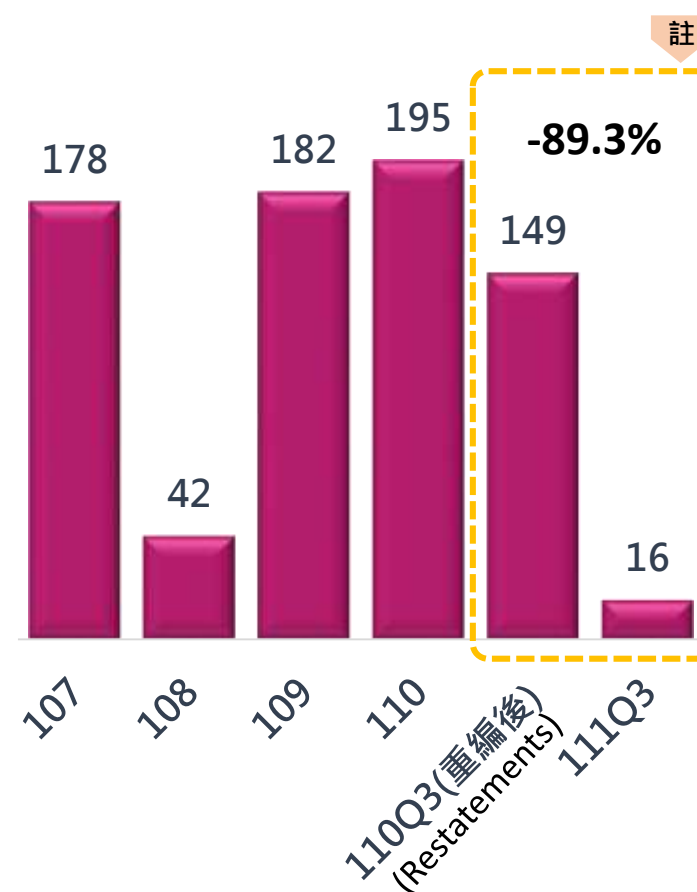
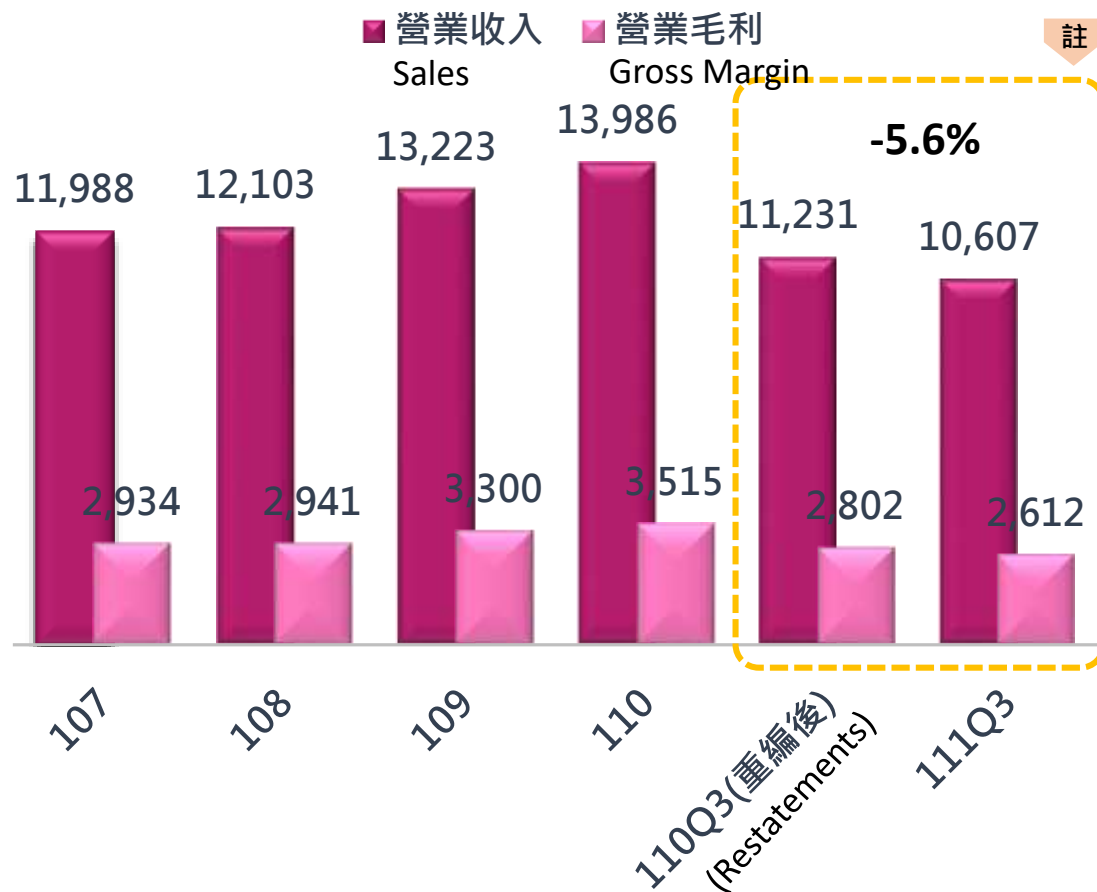
Financial Overview



財務概況 Financial Overview

單位:新台幣百萬元
(NTD \$Million)

淨利 Operating Profit



註 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。

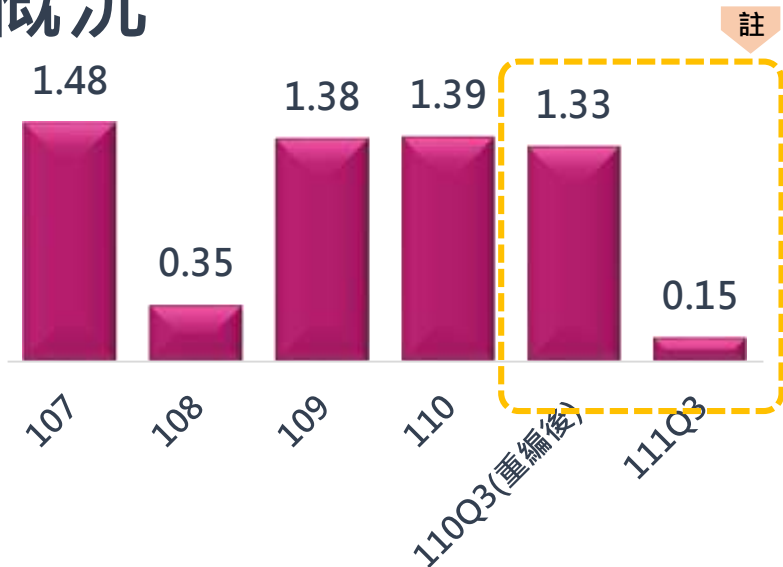
The Company has completed the acquisition of Sanyou Drugstores. Ltd. in April, 2022.

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

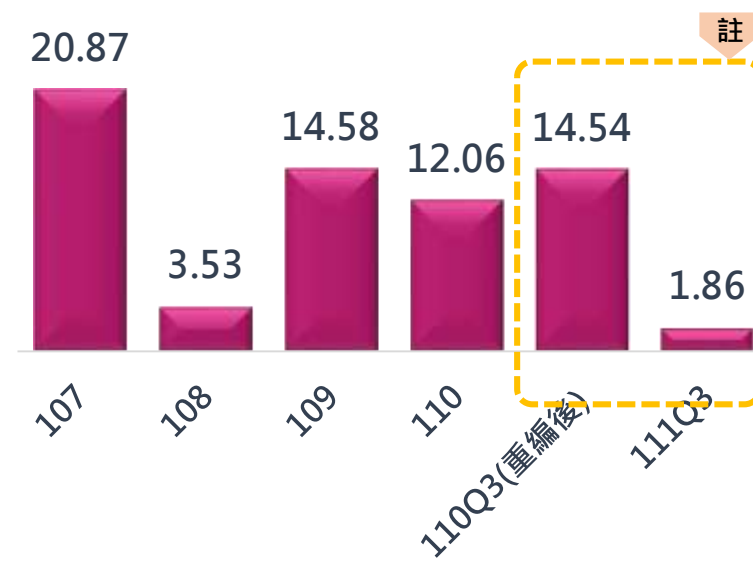


財務概況

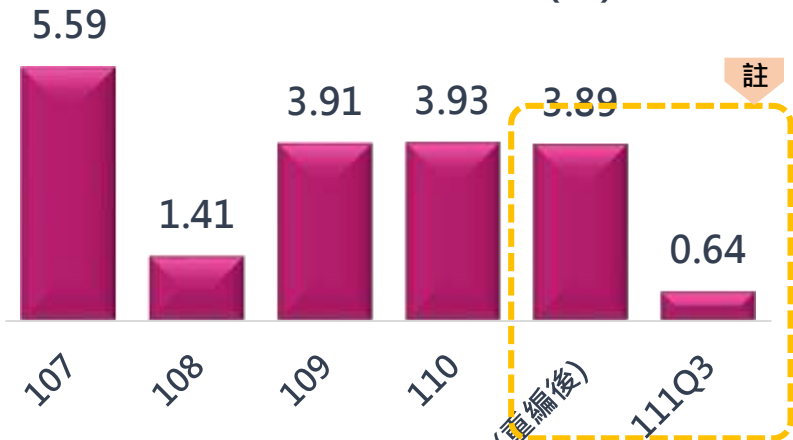
純益率Net Profit Rate(%)



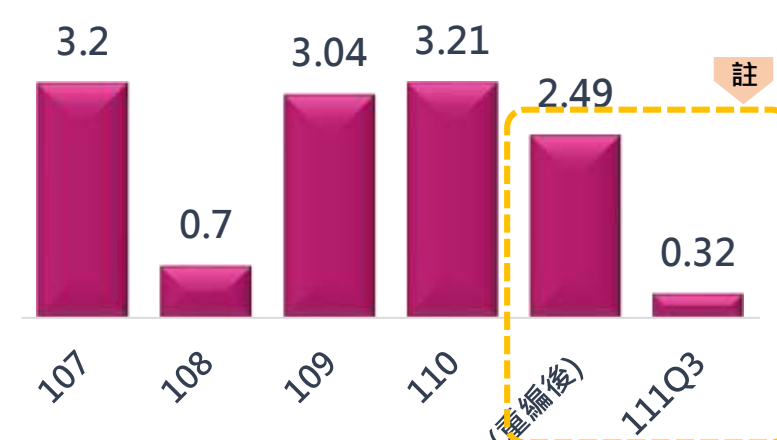
年化權益報酬率ROE(%)



年化資產報酬率ROA(%)



每股盈餘EPS(元)



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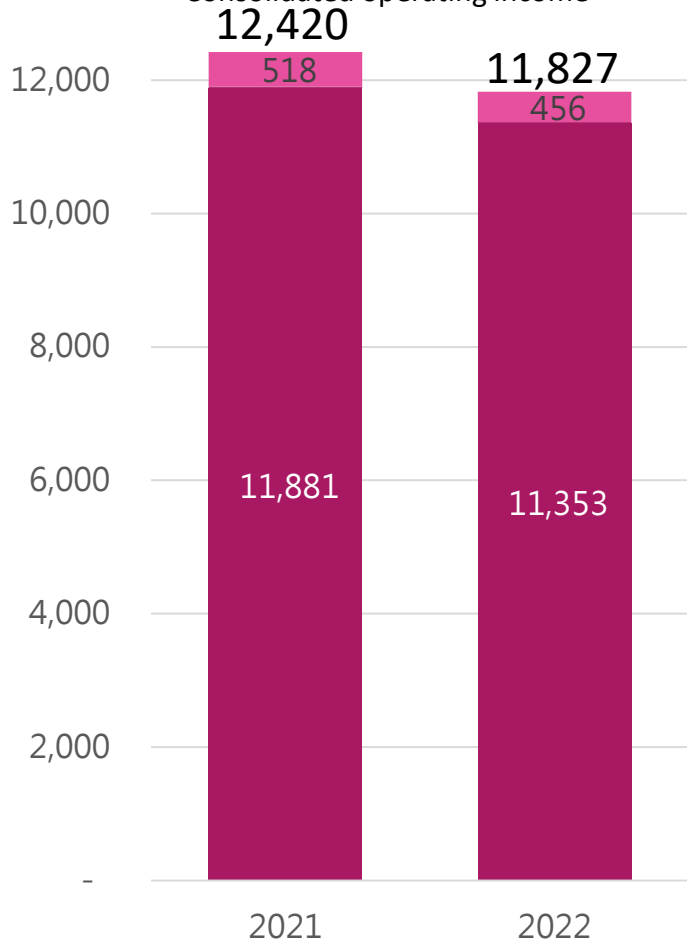


1-10月財務概況

單位:新台幣百萬元
(NTD \$Million)

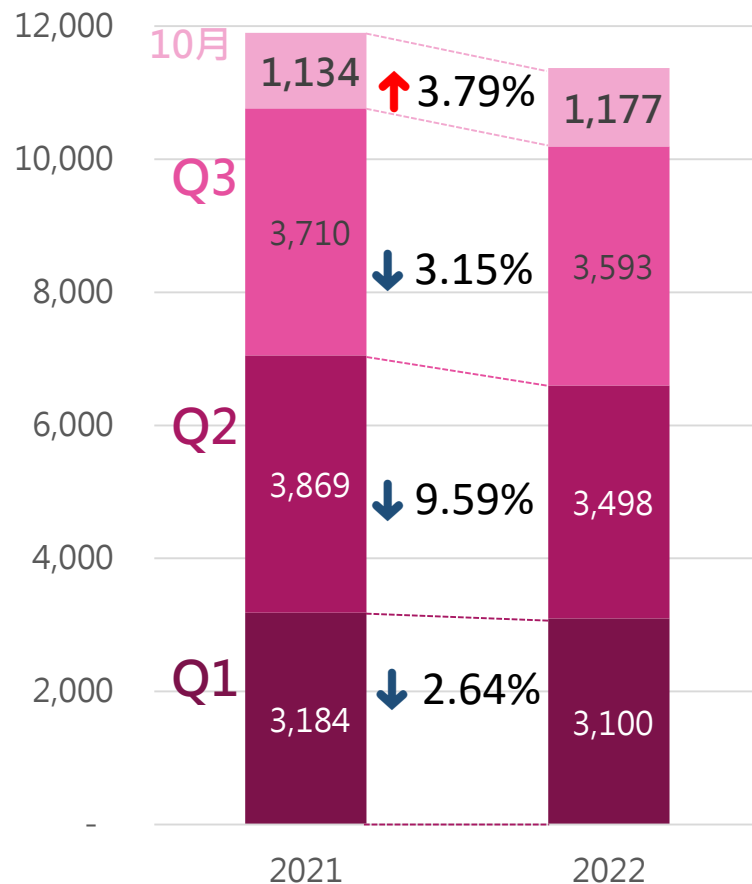
合併營業收入

Consolidated operating income



三商家購營業收入

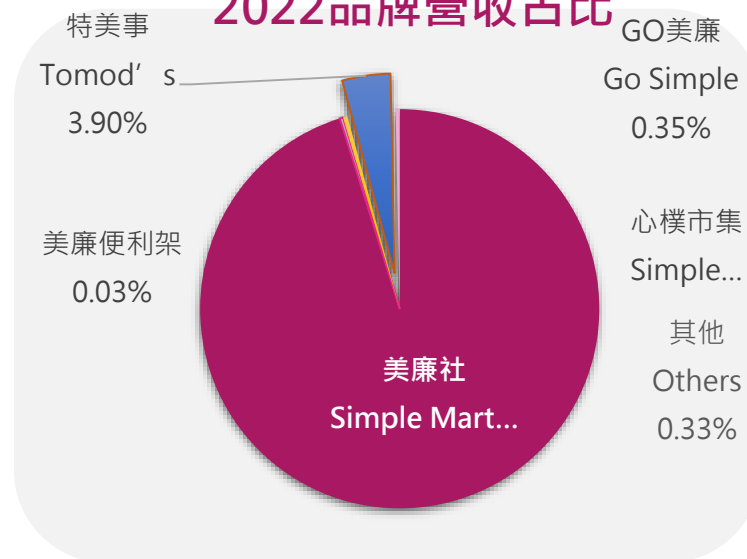
Revenue of Simple Mart



主要差異原因 Main Reasons cause difference

- 降雨天數上升(Q1) Raining days increase
- 2021Q2基期較高 Higher base period
- 全台蛋荒(Q1-迄今) Lack of eggs
- 品類調整、出清損失(Q2-Q3) Items Adjustment and loss from clearance
- EDLP+ 巷口抗漲(Q2開始) Battling inflation (since 2nd quarter)
- 會員經營(Q1迄今) Cultivation of membership

% of Revenue from each brand 2022品牌營收占比



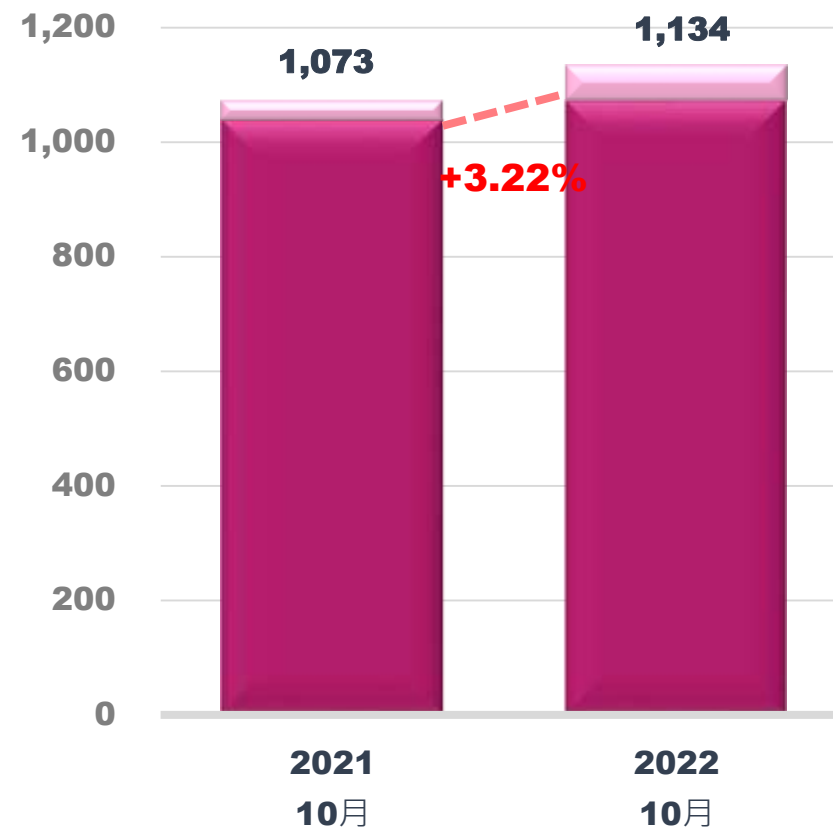
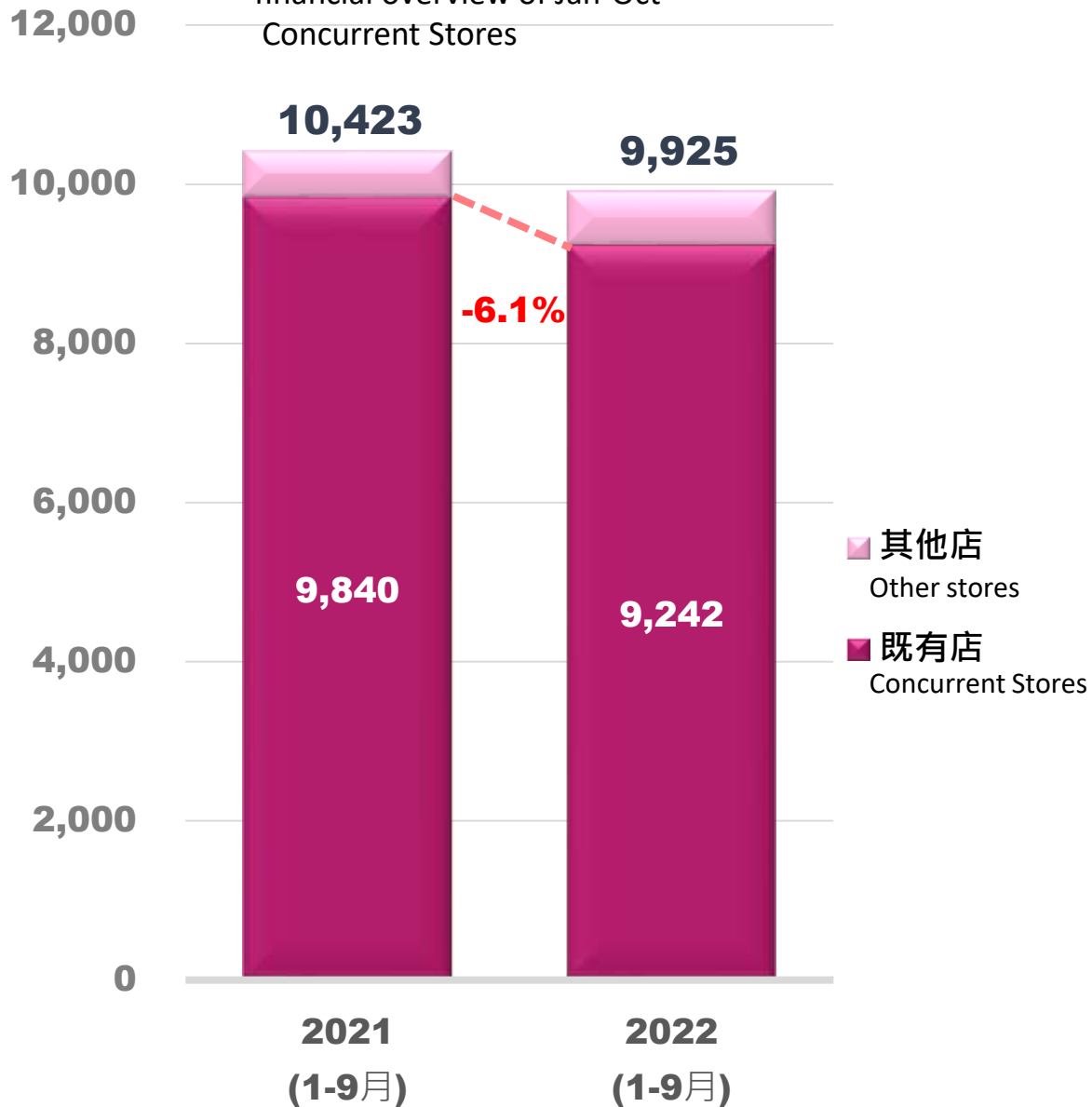
■ 三商家購 Simple Mart
 ■ 心樸市集 Simple Mart +
 ■ 三友藥妝 Tomod's



1-10月財務概況-既有店

financial overview of Jan-Oct

單位:新台幣百萬元
(NTD \$Million)





一次性費用攀升影響獲利

Profit affected by one-time expenses

單位:新台幣千元
(NTD '000)

80,000

70,000

60,000

50,000

40,000

30,000

20,000

10,000

0

人數

1,600

1,400

1,200

1,000

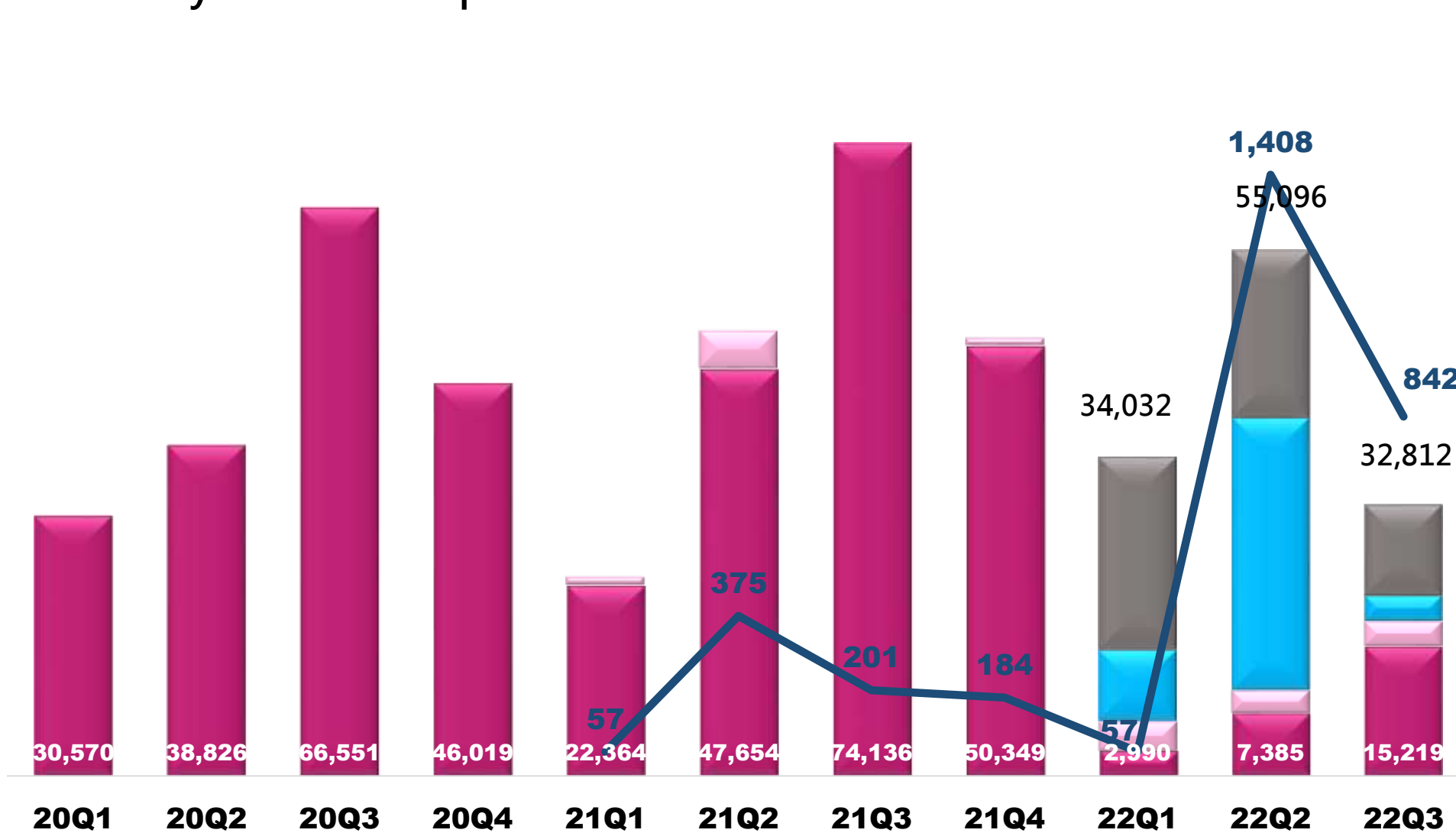
800

600

400

200

0



本期淨利 (淨損)

Net income

三友合併

Merge Tomod's

品類出清

Clearance

染疫加班

Overtime Pay

疫情假別-人數

Day-off of sick employees

Part III

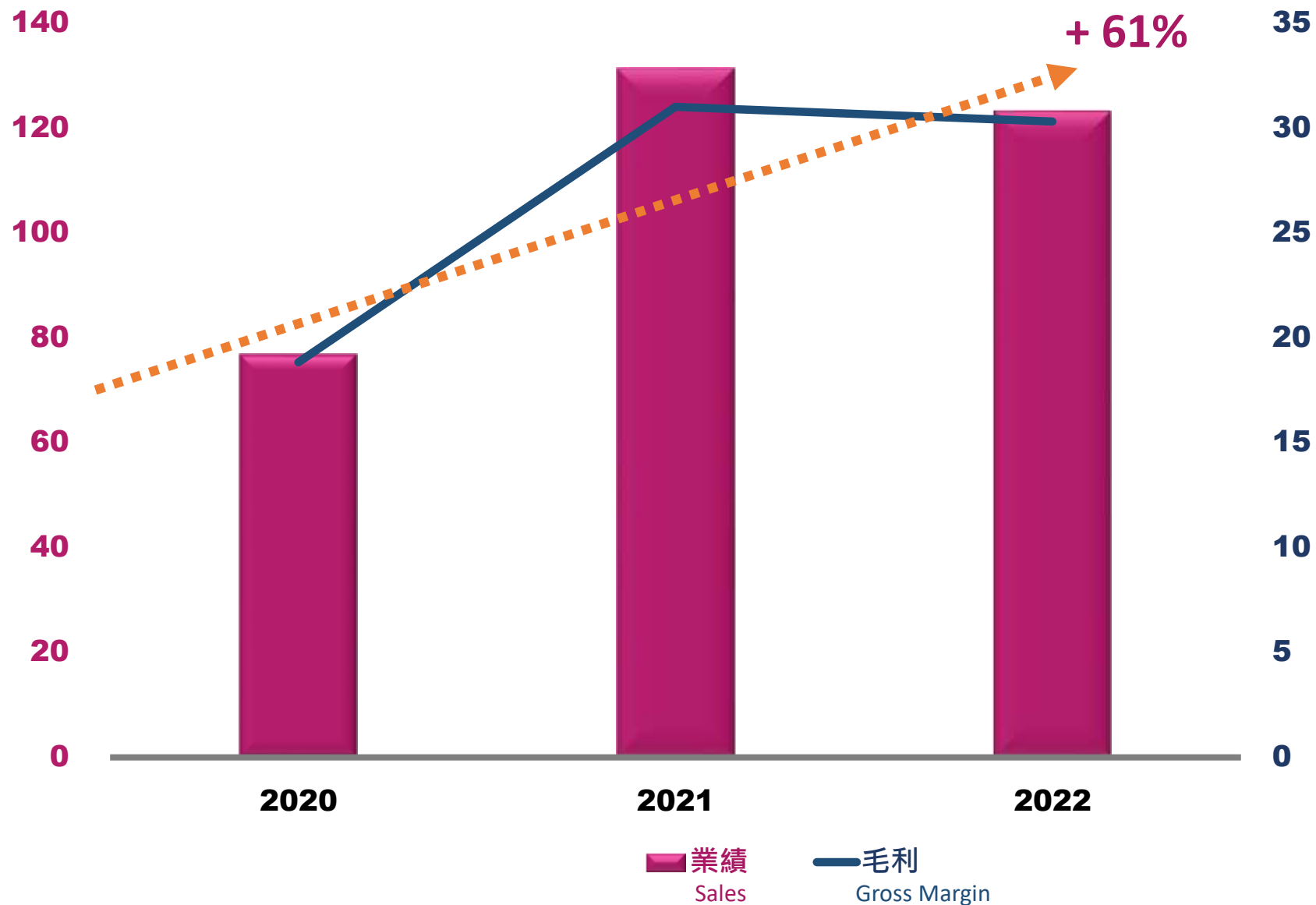
未來展望

Prospect

Prospect

蔬果銷售 Vegetables and fruits

單位:新台幣百萬元
(NTD \$Million)

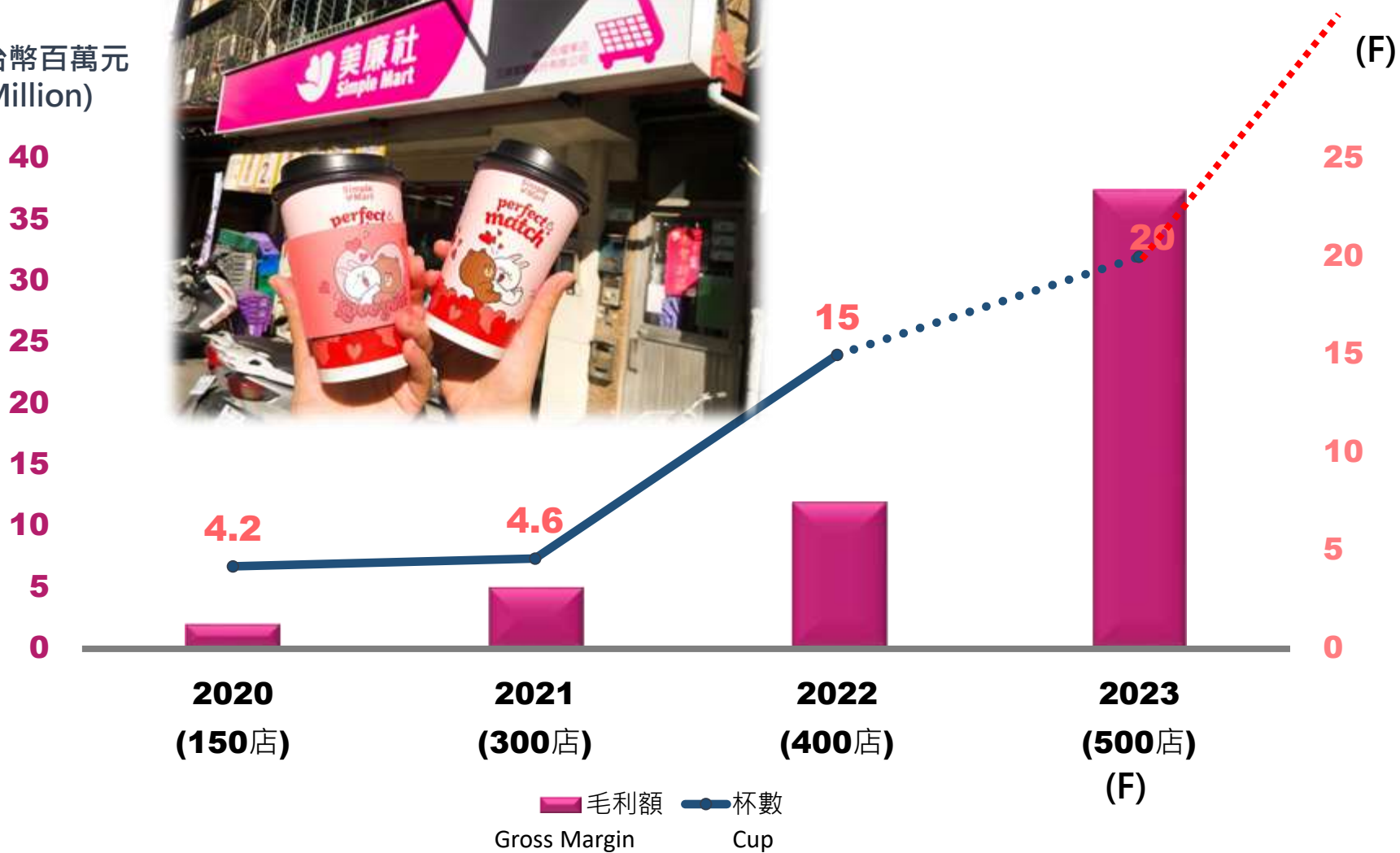


咖啡銷售 Coffee

單位:新台幣百萬元
(NTD \$Million)



平均每店每日杯數
Number of cups per store



蝦皮店 Shopee

單位:新台幣百萬元
(NTD \$Million)

店數
store

350

300

250

200

150

100

50

0



70

60

50

40

30

20

10

0

2021

2022 (F)

2023 (F)

19

100

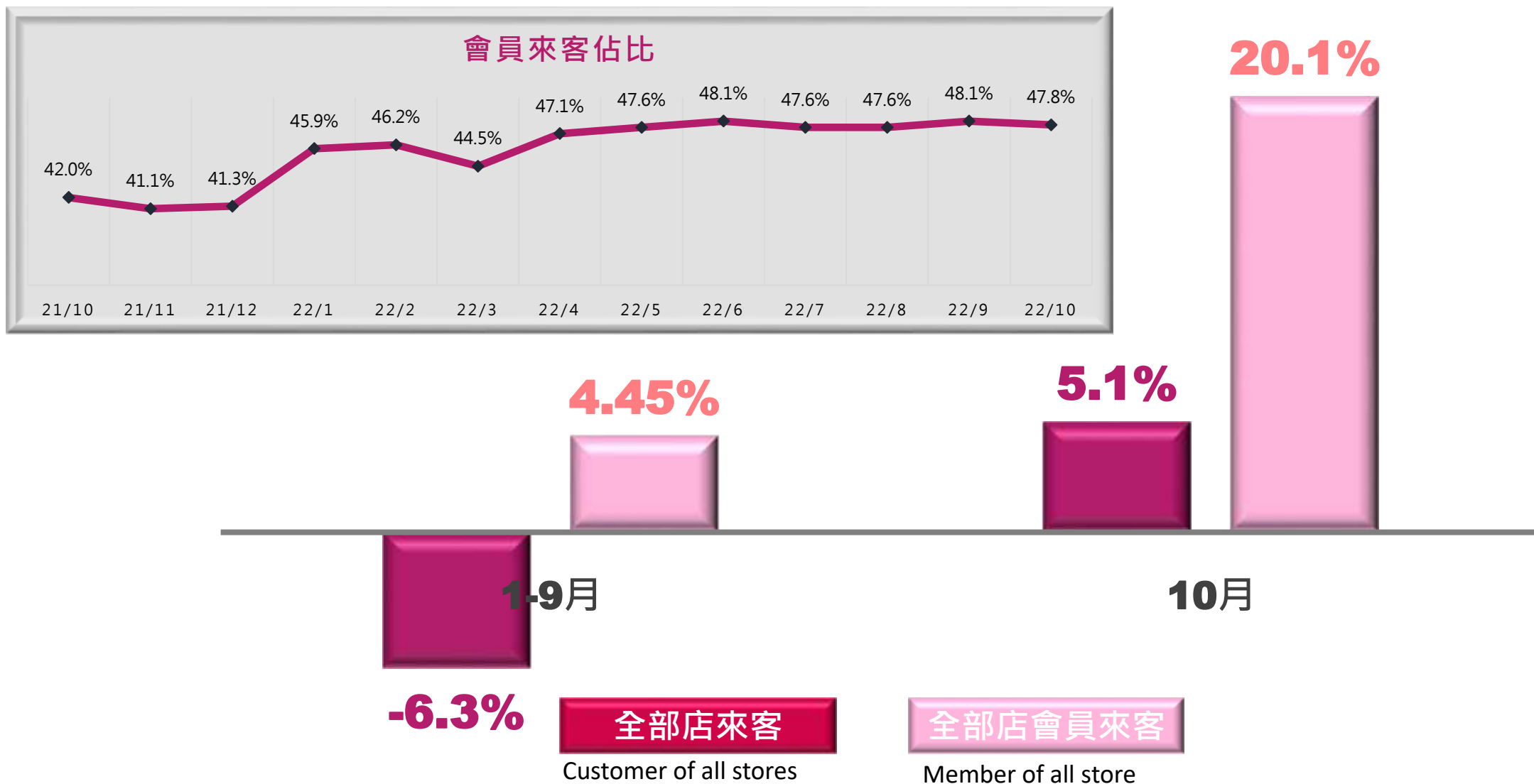
300

店數 Store 手續費 Service fee



會員來客數大幅成長

The number of member customers grows gradually

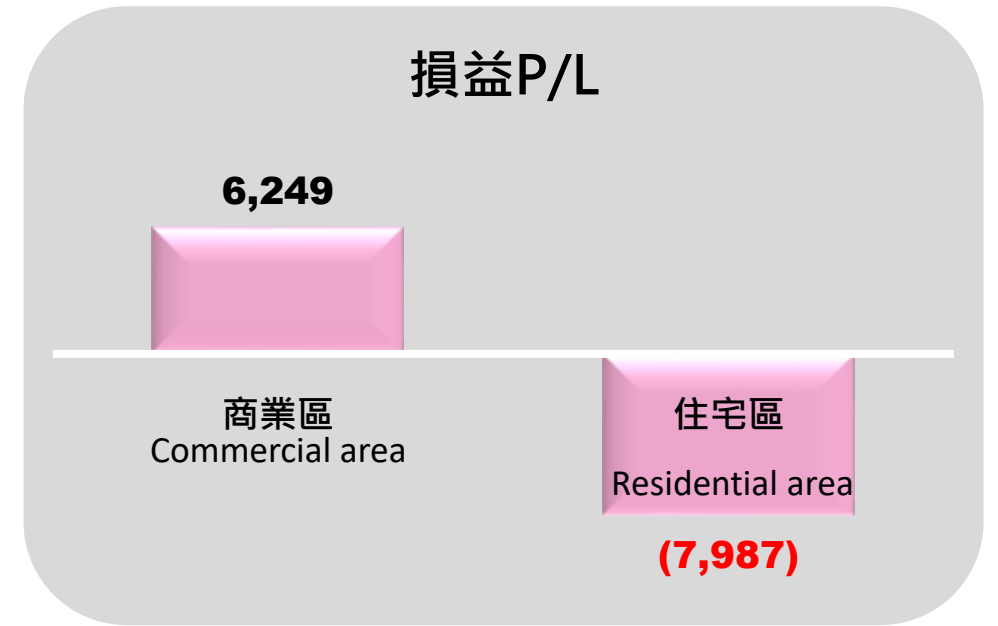
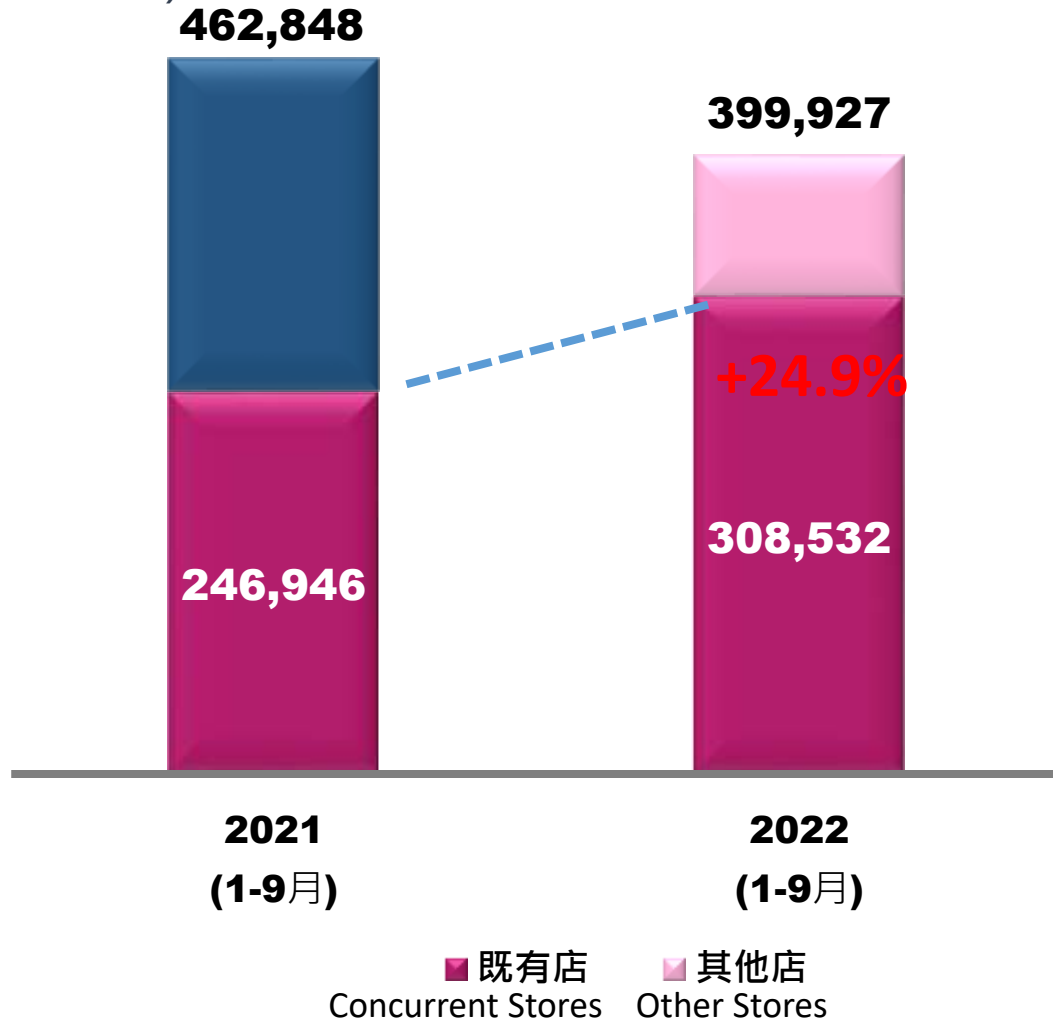


三友藥妝(Tomod's)營業概況

Financial overview of Sanyou

單位:新台幣千元
(NTD '000)

營業額Sales



整理已告段落，未來將持續開設商業區門市，並調整住宅區門市商品結構

Close poor performance store and continue open street stores, also adjust the merchandise in residential area stores.



A large, stylized arrow graphic pointing to the right, composed of a dark red outer shape and a lighter red inner shape with a white border.

Thanks!

三商家購股份有限公司 **Simple Mart**