

2025年第三季 經營績效說明 Operation report of 2025Q3

2025.11.19





Disclaimer

- This presentation may contain forward-looking statements with respect to the prospect of operations, financial condition, and business of Simple Mart. Below 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.

● 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

Part I

Introduction

Introduction

公司簡介Introduction (As of Sep. 30th, 2025)

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
IPO 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

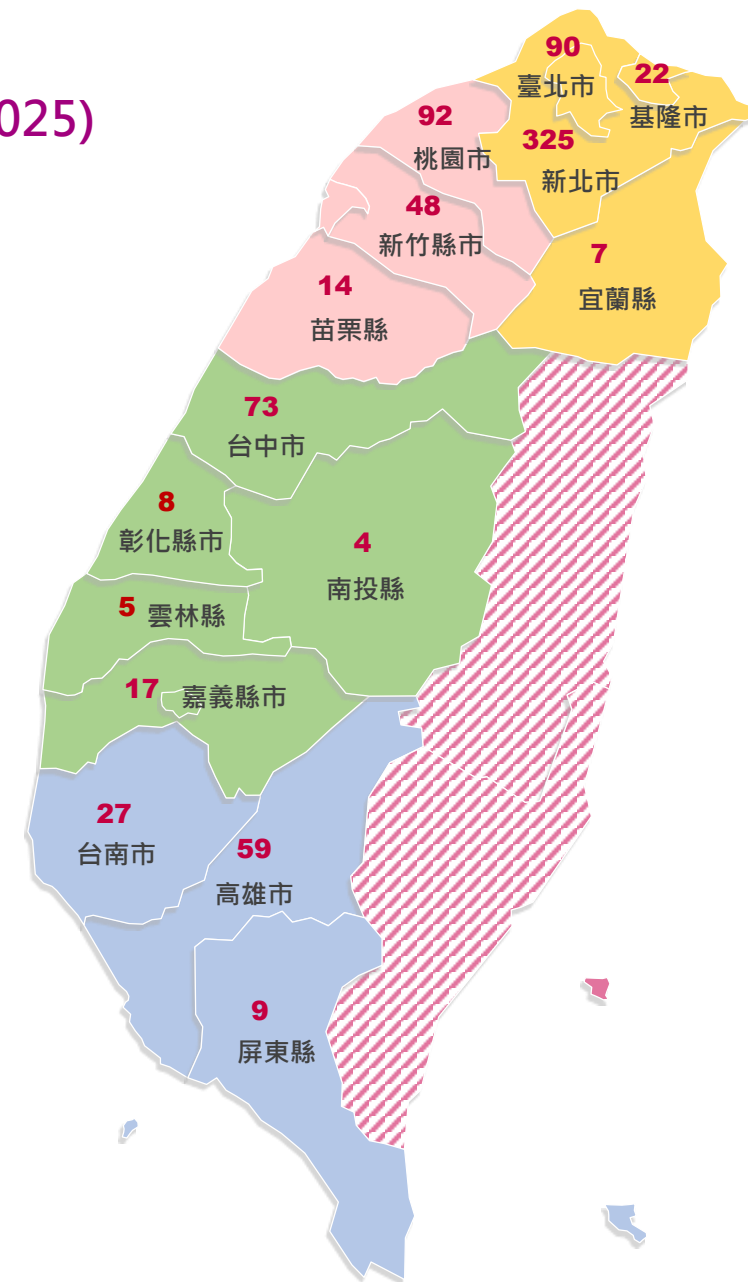
109.7億元
10.97 billion

員 工 人 數
Employees

3,516人
3,516 employees

通 路 數
Marketing Brand

美廉社(800家)、心樸市集(4家)、Tomod' s (15家)、
寵物好事(7家)
Simple Mart (800 stores), Simple Mart Plus (4
stores), Tomod' s (15 stores)、Pet Wonderland
(7 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	2025Q3	2024Q3	Diff(%)
Operating revenue	10,969,164	10,599,893	3.48%
Gross margin from operations	2,994,073	2,861,610	4.63%
Operating expenses	2,870,873	2,734,646	4.98%
Net operating income	123,200	126,964	-2.96%
Profit from continuing operations before tax	103,636	111,556	-7.10%
Profit	88,801	87,048	2.01%
Comprehensive income attributable to owners of parent	97,330	98,963	-1.65%

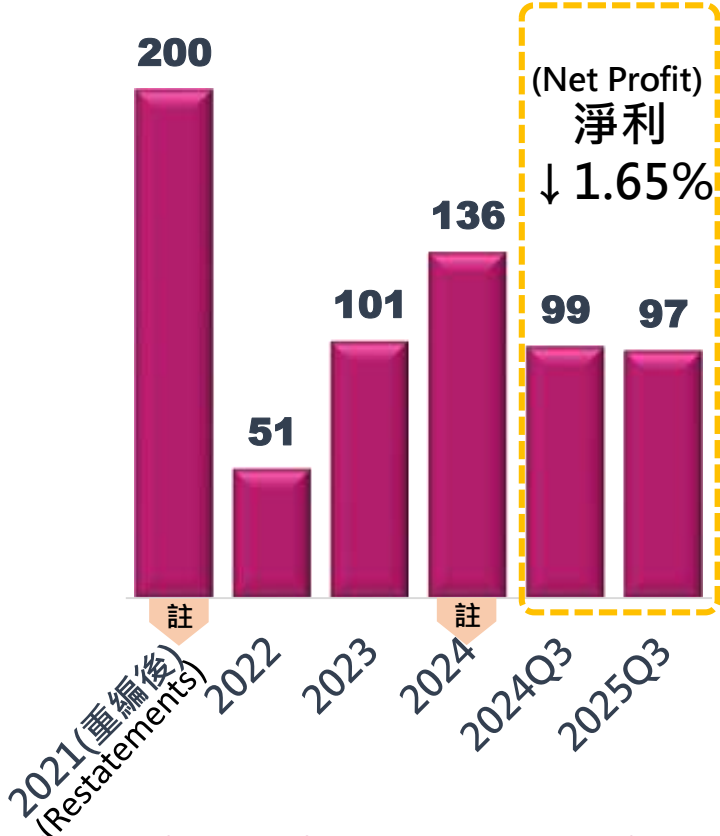
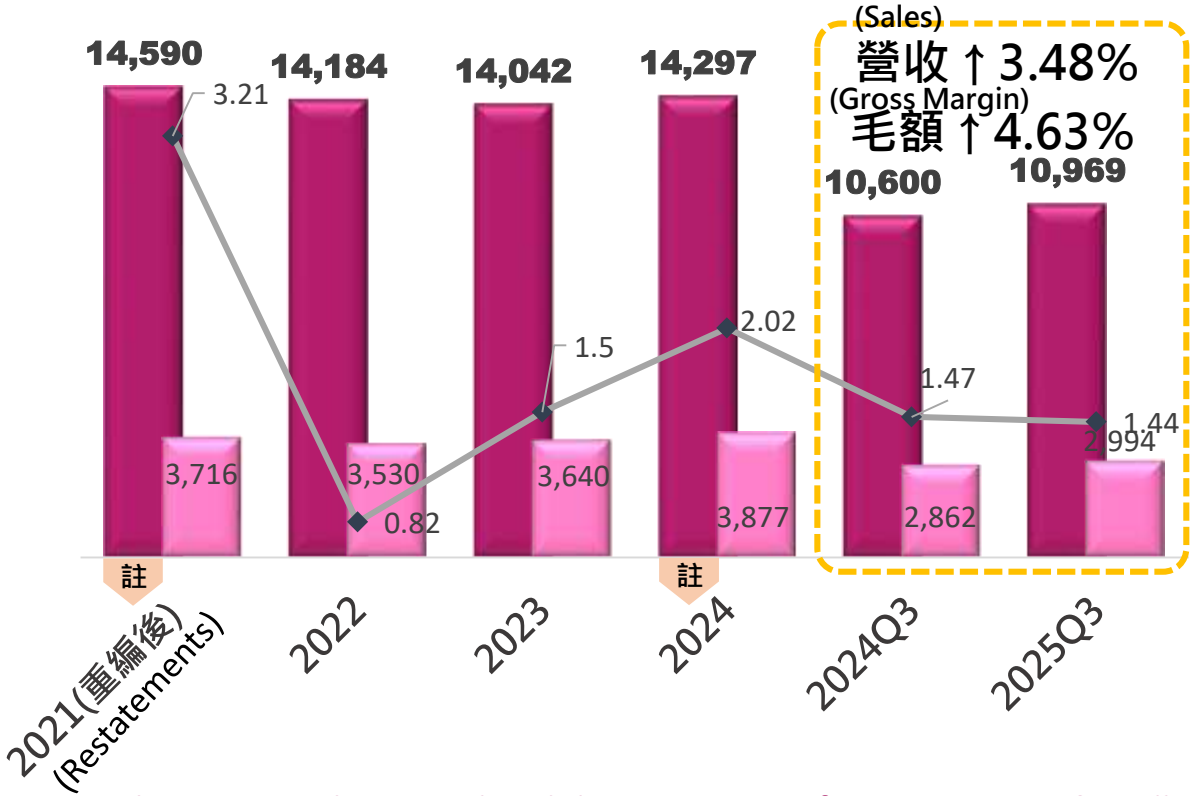
ITEM	2025Q3	2024Q3	Diff
EPS	1.44	1.47	- 0.03
Gross margin rate	27.30%	27.00%	0.30%
Operating expenses ratio	26.17%	25.80%	0.37%
Net operating income ratio	1.12%	1.20%	-0.07%
Profit from continuing operations before tax ratio	0.94%	1.05%	-0.11%
Profit ratio	0.81%	0.82%	-0.01%

單位:新台幣百萬元
(NTD \$Million)

財務概況 Financial Overview

營業收入 Sales
營業毛利 Gross Margin
每股盈餘(元) EPS

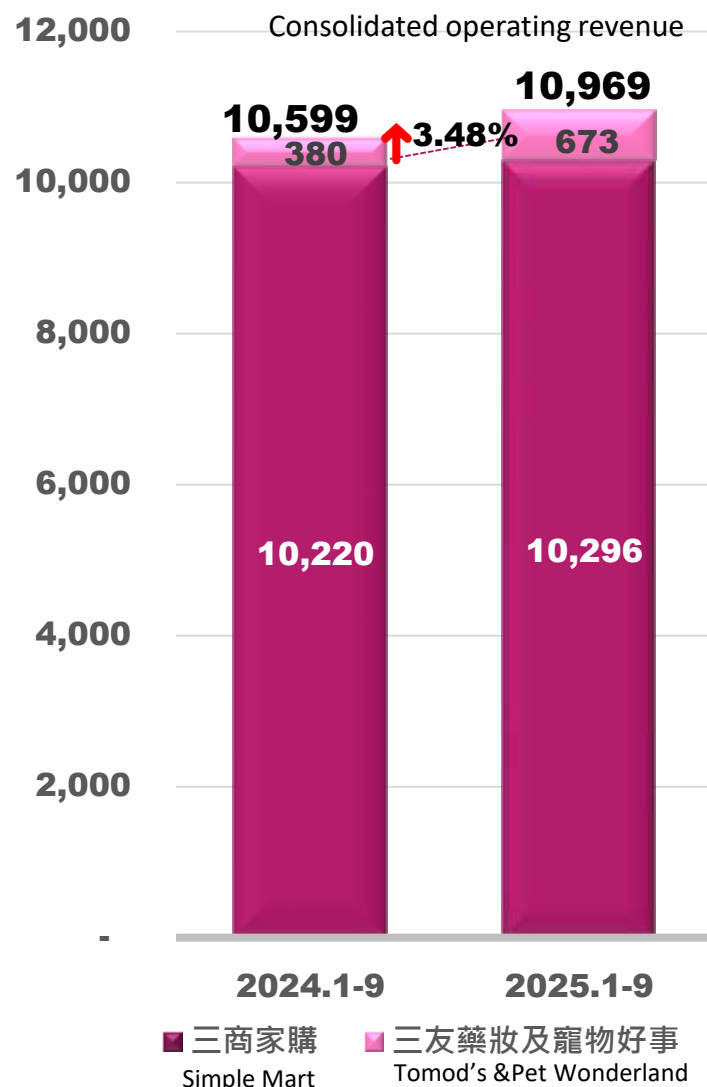
合併淨利(歸屬於母公司業主)
Comprehensive income attributable to owners of parent



- 註
- The Company has completed the acquisition of Sanyou Beauty & Wellness Marketing, Ltd. in April, 2022. The reorganization under common control is deemed to be a merger from the beginning. Therefore, the related amount of FY2021 was restated.
 - Simple Mart Investment Co., Ltd. invested in Pet Wonderland Co., Ltd. in September 2024 (acquisition Date) 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.

2025Q3財務概況 Financial Overview of 2025Q3

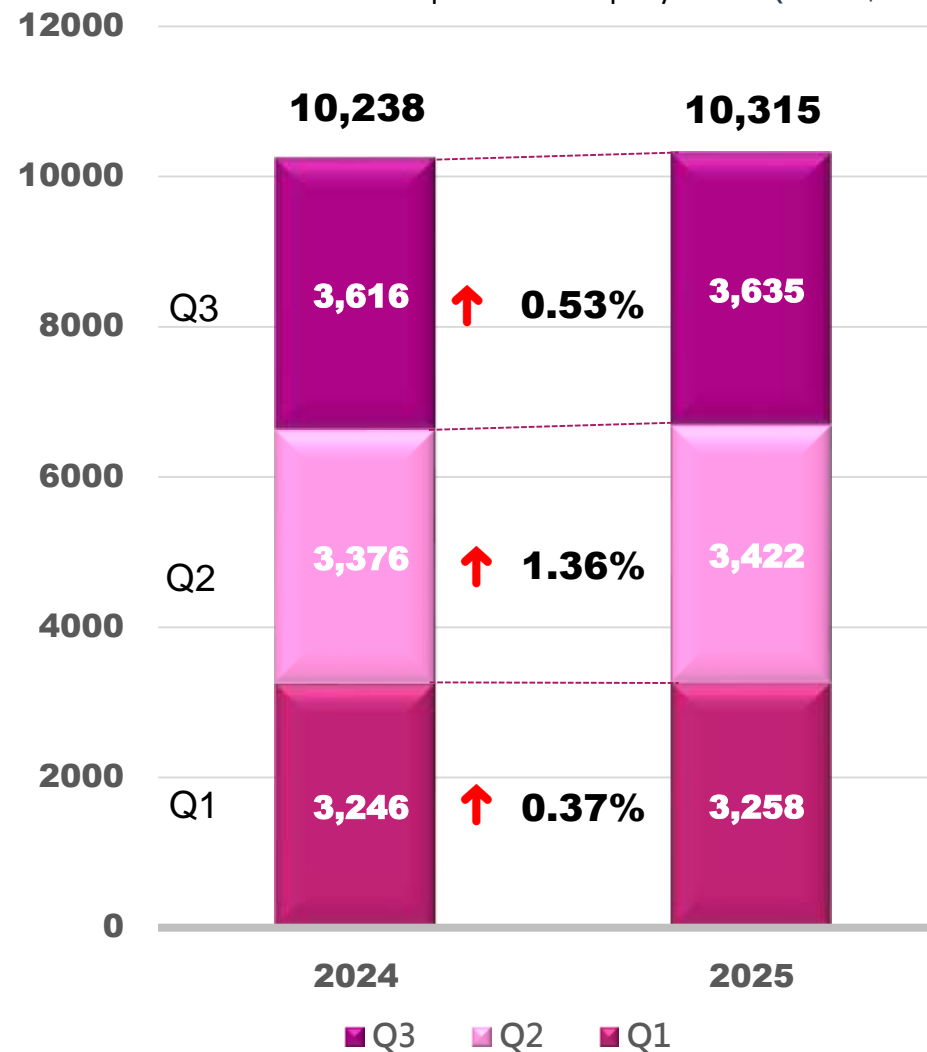
合併營業收入



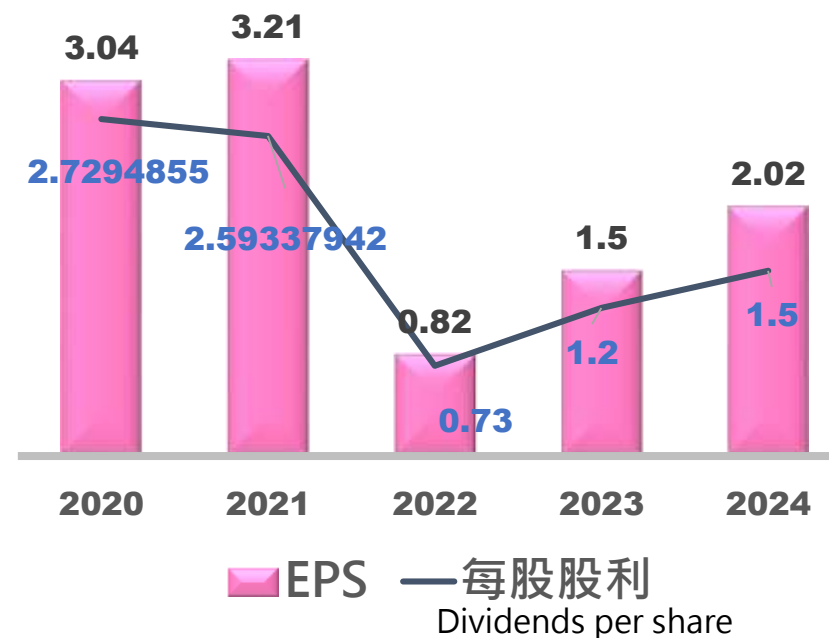
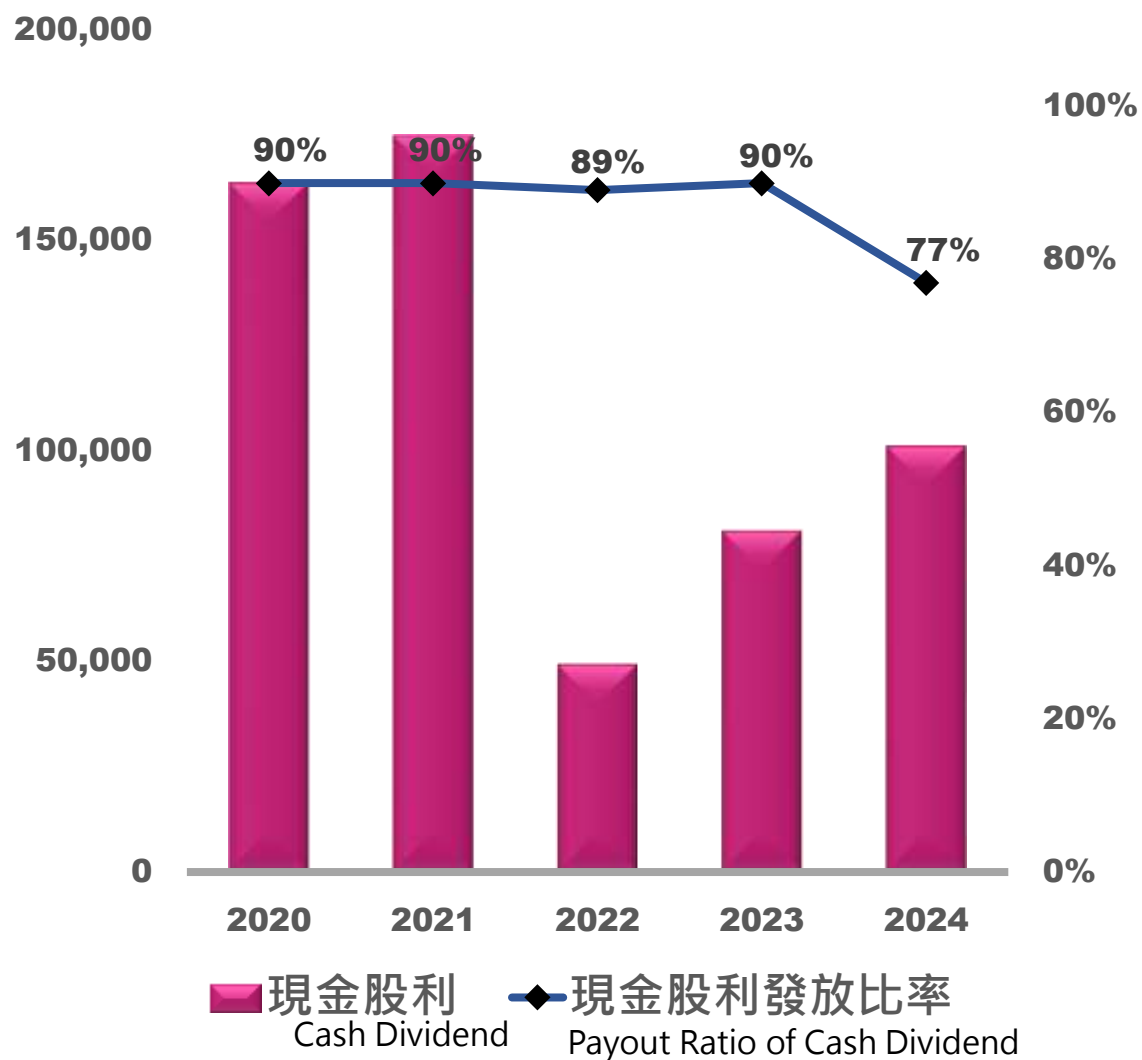
三商家購營業收入

Revenue of Simple Mart Company

單位:新台幣百萬元
(NTD \$Million)



財務概況 Financial Overview



Part III

未來展望

Prospect

近期營運重點 Recent operation

- 加盟比例提升，減緩缺工影響

To increase franchise ratio and mitigate impact of labor shortage

- 以人為本，持續調整商品結構

People-oriented, continuously optimizing assortment structure

- 因應商圈需求，逐步增加改裝巷口酒窖店

Progressively expand the liquor-style stores to meet the needs of the retail catchment area.

- 新店型測試，精選高迴轉商品，並擴大自行進口及自有品牌商品

Testing new type of stores, selecting high-turnover assortments, and expanding self-imported products and private-label products.

- 寵物好事併入，挹注營收並優化美廉社寵物商品

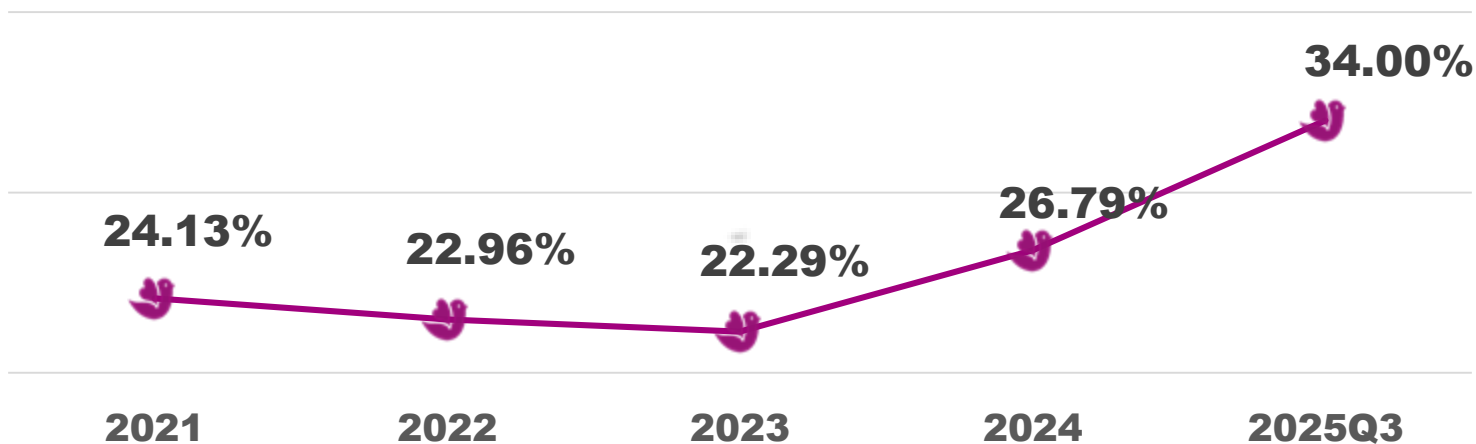
Pet Wonderland merged, increasing revenue and optimizing Simple Mart's pet assortments.

- 數位應用- 電子價卡(ESLs)

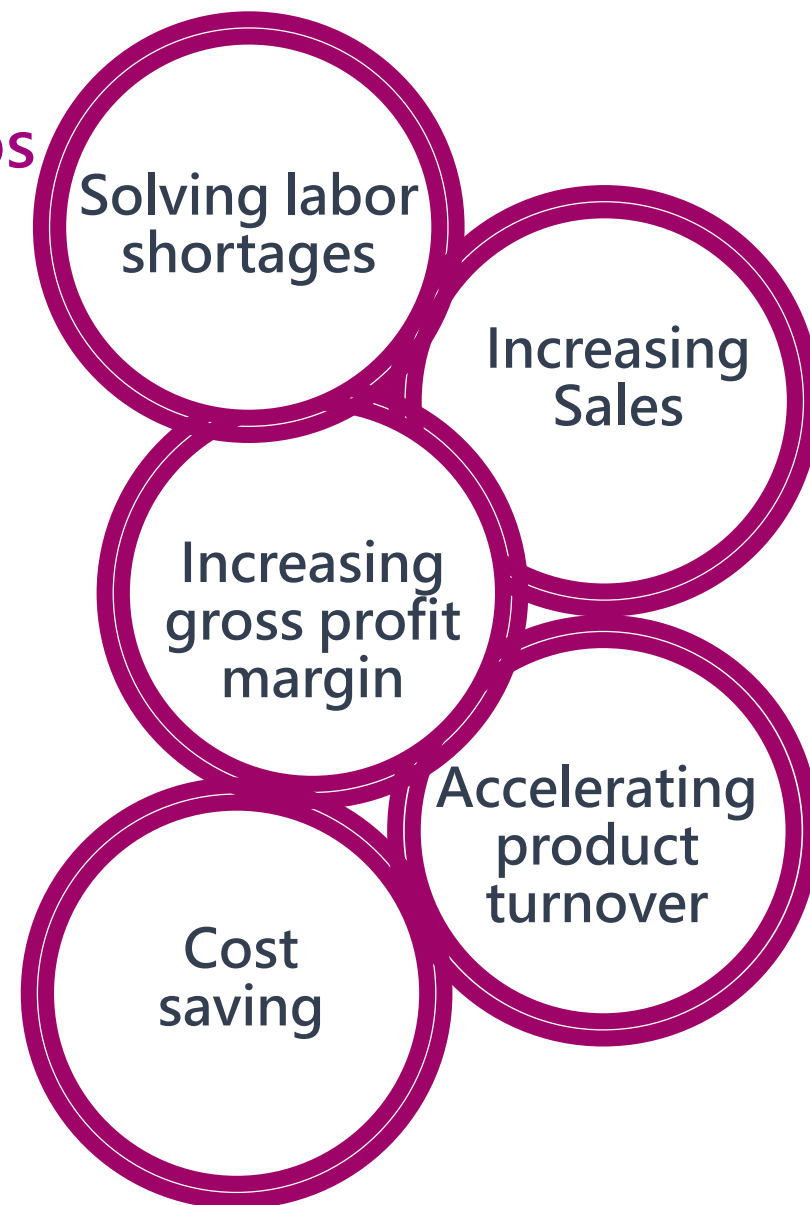
Digital Applications - Electronic Shelf Labels (ESL)



提升加盟比例 To increase franchise ratios



	2021	2022	2023	2024	2025/9/30
Direct-operated store	607	624	631	593	528
Franchise store	193	186	181	217	272
Franchise Ratio%	24.13%	22.96%	22.29%	26.79%	34.00%



商品力- 零售經營的核心根本

Product power - The core of retail operation



Drinking is prohibited
if under 18 years old

酒窖專區

Liquor Zone

324

Liquor-style stores

(As of 2025/9/30)



自有品牌+自 進口商品

Private-label and
Self-imported
Products- 21.33% of
revenue (As of
2025/9/30)

營收占比**21.33%**
(截至2025/9/30)



咖啡

全門市導入

Coffee Launched
in All Stores



寵物專區

Pet Zone

114 stores

(As of 2025/9/30)

Accompanying your
important moments
through Simple
Mart's taste



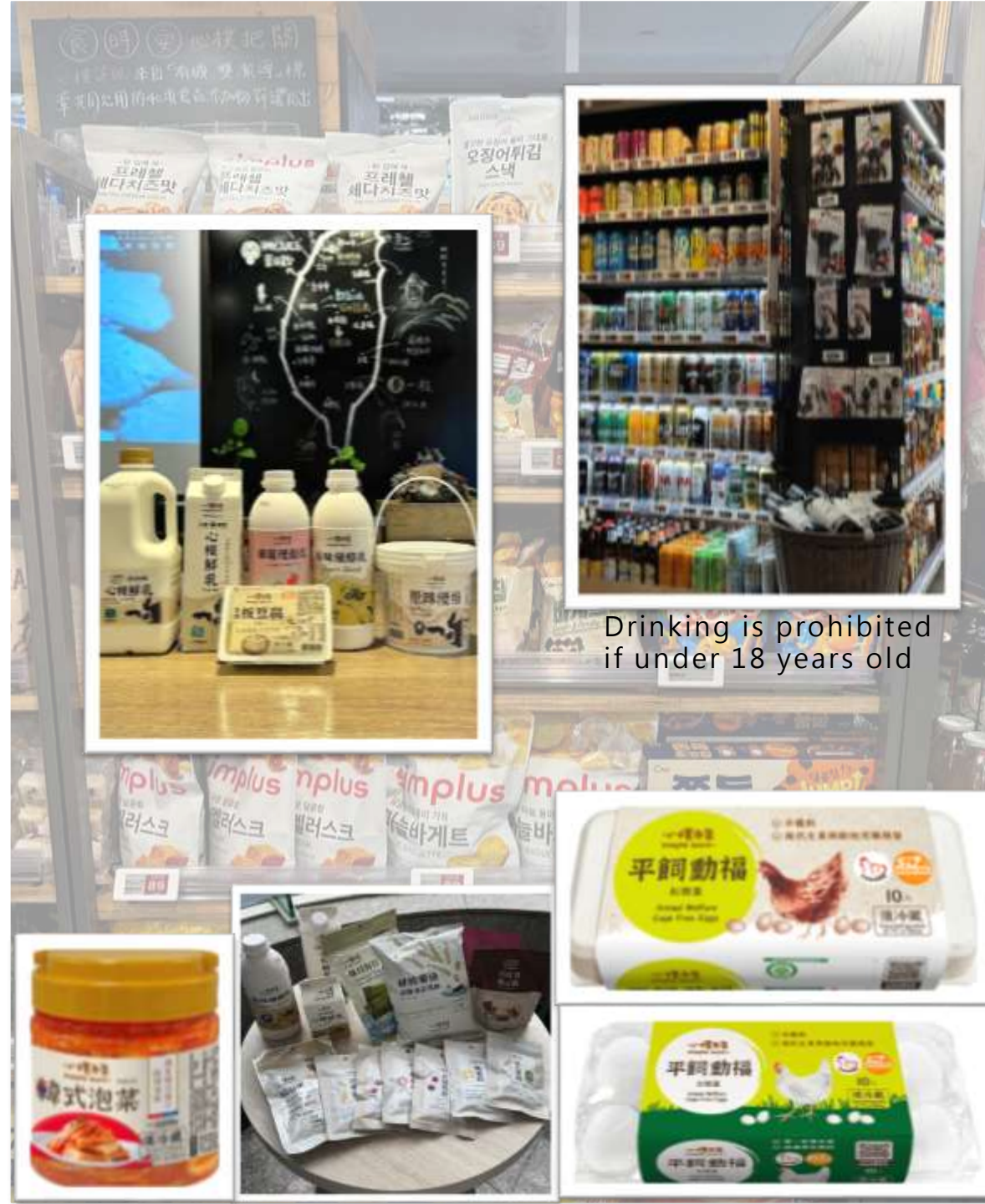
Drinking is prohibited
if under 18 years old



自有品牌、自行進口商品 好品質夠實惠

Private-label and Self-imported Products-Good quality and affordable prices

銷售額佔比Revenue%



美好的一天從巷口咖啡開始

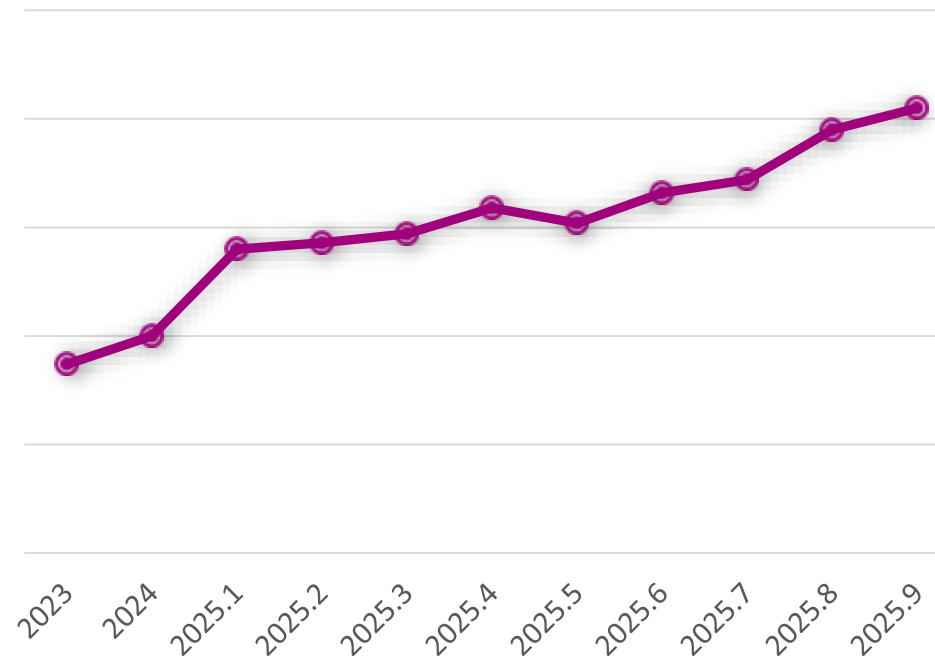
A wonderful day begins at Simple Cafe.

- ✓ All Stores Launched
- ✓ Coffee Bean Upgraded
- ✓ Purchase & Pickup APPs Launched



咖啡銷售杯數持續成長

Sales on coffee continue to grow



萌宠經濟學 Pet Business



美廉社
Simple Mart

4 items of Private-brand supplies

×



寵物好事

猫の専門店

7+1 stores

Convenient
shopping

×

Professional
selection

One-stop
shopping

×

Double
satisfaction



電子價卡 Electronic Shelf Labels

Cost Savings

Reduce Errors

- **避免標價不實引起消費糾紛**
To avoid consumer disputes caused by inaccurate pricing



Drinking is prohibited
if under 18 years old

- **簡化店務，節省人工成本**
To Simplify store operations and save labor costs
- **降低檔期轉換時之毛利損失**
To Reduce gross profit losses during promotion changes

Sustainable carbon reduction

- **降低碳排，減少紙張浪費**
To Reduce carbon emissions and paper waste

Digital Applications

- **即時變價彈性促銷**
To change price instantly and promote flexibly
- **RMN- Retail Media Network**
- **happy hour**
- **時控條碼降低報廢**
To reduce waste by time-controlled barcodes



THANKS!

成為消費者最信賴的零售品牌。

三商家購
2945