

momo.com  
8454 TT

MAR, 2024



# Safe Harbor Notice



- momo.com's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

## Key Messages

- The 2023 company revenue was lower than expected due to post-Covid reopening and macro uncertainties; however, we continued our trend of growing much faster than EC industry.
- 4Q23 OPM held up resiliently at 4.2% in spite of rising industry competition.
- Management expects that company's revenue growth in 2024 will surpass that of 2023. We will continue investing in future growth engines to drive higher levels of growth, profitability, and shareholder value for the longer term.
- Looking forward, we will continue to demonstrate strong execution capability and strike a balanced approach between growth and profitability.

# 4Q23 P&L



P&L (NT\$ mn)	4Q23	4Q22	YoY	2023	2022	YoY
Revenue **	32,835.8	31,802.8	3.2%	109,242.9	103,436.4	5.6%
Gross profit	4,390.0	4,470.7	(1.8%)	15,339.6	15,028.1	2.1%
Operating costs	(1,332.9)	(1,283.3)	3.9%	(4,796.7)	(4,756.1)	0.9%
Gross profit from operations	3,057.1	3,187.4	(4.1%)	10,543.0	10,272.0	2.6%
OPEX **	(1,678.2)	(1,838.8)	(8.7%)	(6,158.2)	(5,987.2)	2.9%
Operating profit	1,378.9	1,348.6	2.2%	4,384.7	4,284.8	2.3%
Net income to parent	1,146.8	1,020.6	12.4%	3,628.1	3,434.6	5.6%
EPS ^^	4.78	4.25	12.5%	15.10	14.29	5.7%
Recurring basic EPS ^^	5.12^	4.59^	11.5%	15.44^	14.18^	8.9%

\*\*Starting in 3Q23, we implemented accounting adjustments for mo coins to better reflect the essentials of transaction. The changes have no material impact on the overall profits and the impact on 4Q23 revenue was less than 1.2%. Using the same accounting treatment as 1H23, 4Q23 company revenue growth YoY would be higher at 4.4%, company take rate would be higher at 14.3% vs. 14.1% in 4Q22. Consequently, OPEX YoY would be also higher at 12.6%.

^ 4Q23/ 4Q22 non-op losses of NT\$25.9mn/52.5mn, primarily due to one-time Global Mall goodwill impairment.

2023 one-time losses were NT\$83.2mn Global Mall goodwill impairment.

2022 one-time gain of NT\$27.6mn, including NT\$109.8mn gain on disposal of investment and NT\$82.2mn loss on Global Mall goodwill impairment.

^^ Diluted outstanding shares were 240.34mn in 4Q23.

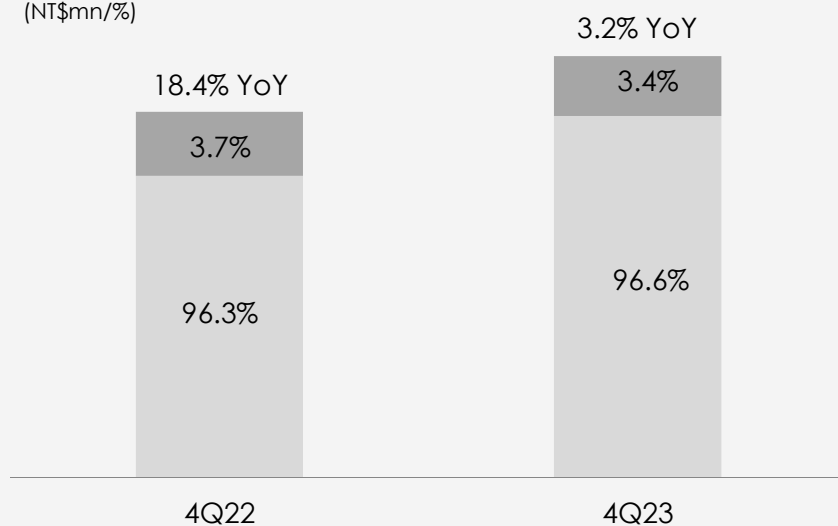
Key ratios (%)	4Q23	4Q22	2023	2022
Take rate	13.4%	14.1%	14.0%	14.5%
Gross margin from operations	9.3%	10.0%	9.7%	9.9%
EBITDA margin	5.2%	5.1%	5.1%	5.2%
Operating margin	4.2%	4.2%	4.0%	4.1%
Net margin	3.5%	3.2%	3.3%	3.3%

# 4Q23 Revenue

## Company Revenue up 3.2% YoY

■ EC ■ Others\*

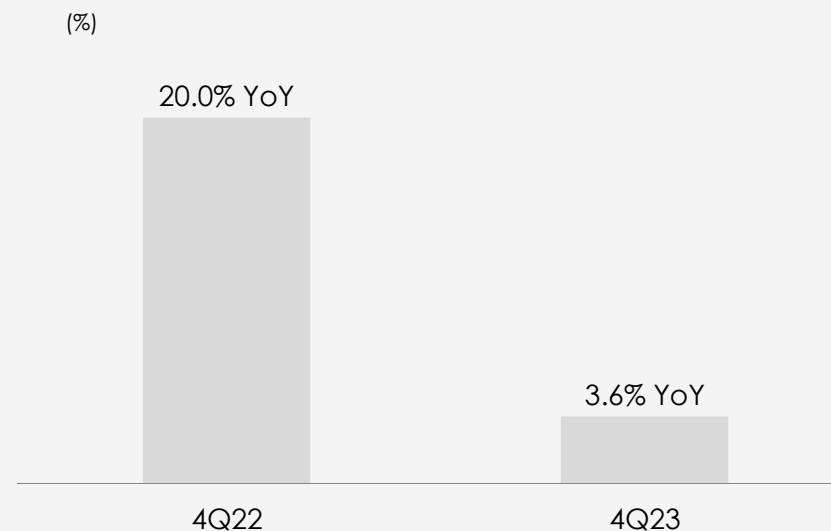
(NT\$m/%)



\*Others include TV, Catalogue, 76.7%-held Fubon Gehua (Beijing), 93.73%-held BÉBÉ POSHÉ, 73.62%-held Prosperous Living, and 100%-held supporting business units

## EC Revenue up 3.6% YoY

(%)

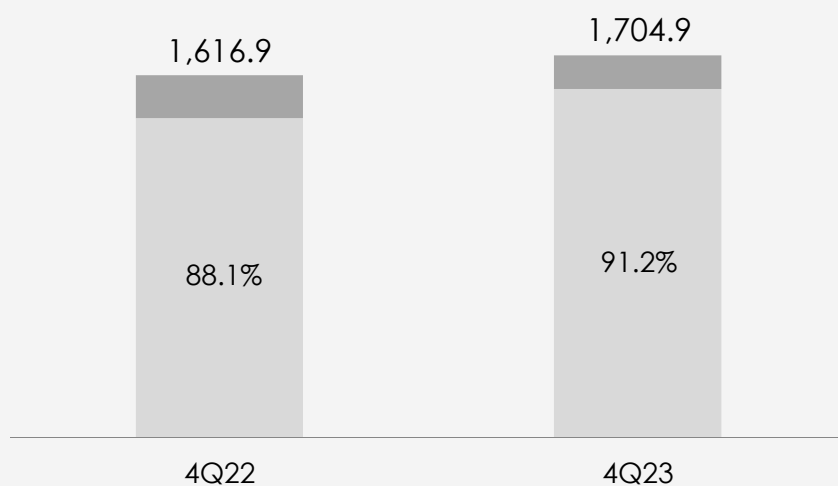


# 4Q23 EBITDA

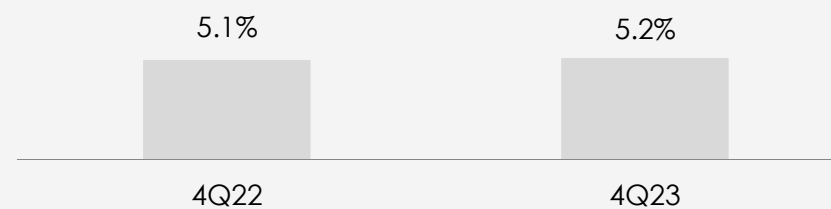
## Company EBITDA +5.4% YoY

■ EC ■ Others\*

(NT\$mn)



## Company EBITDA Margin



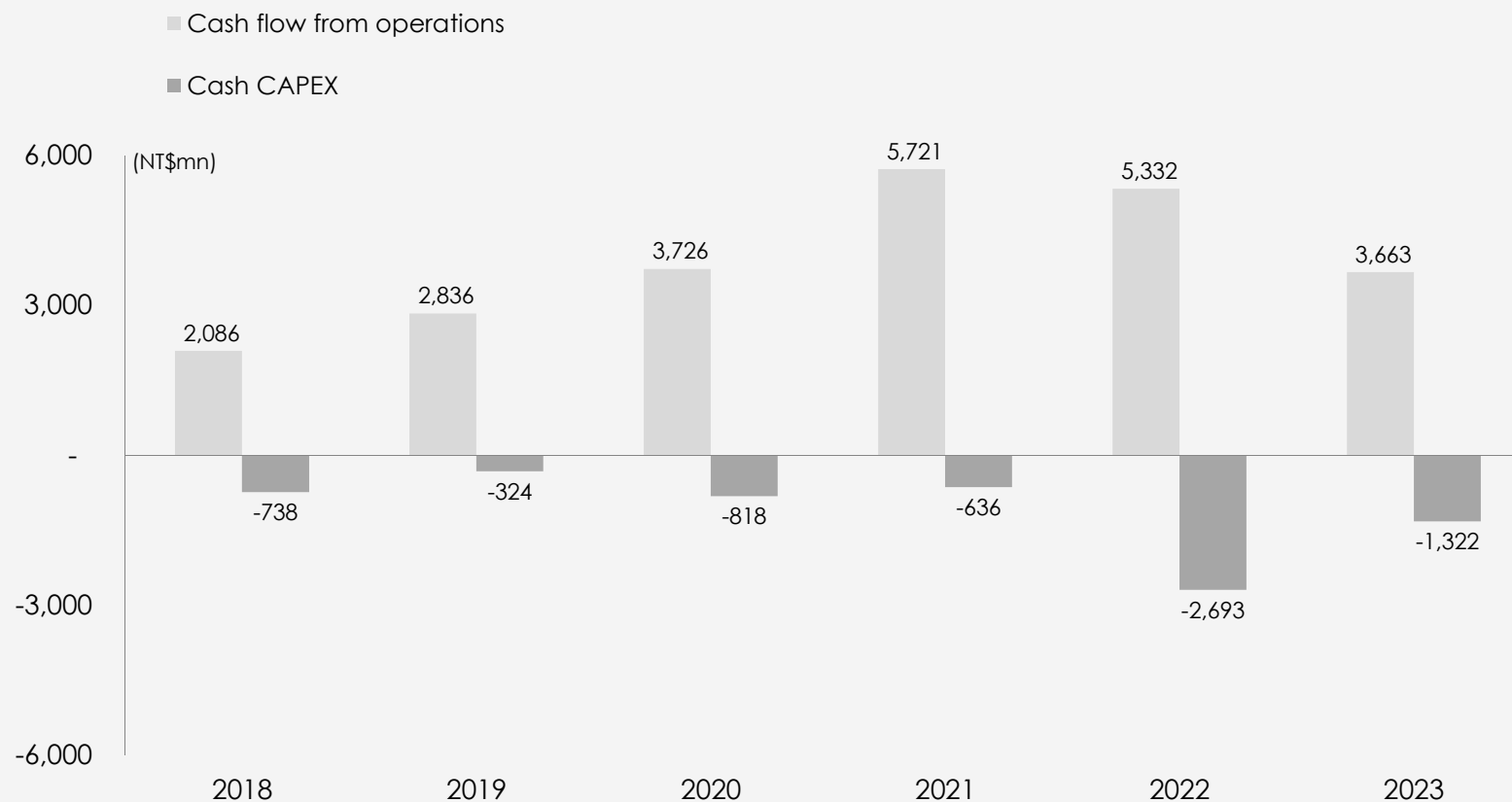
\* Others include TV, Catalogue, 76.7%-held Fubon Gehua (Beijing), 93.73%-held BÉBÉ POSHÉ, 73.62%-held Prosperous Living, and 100%-held supporting business units

# Balance Sheet

(NT\$mn)	2023/12/31	2022/12/31
Cash & Cash equivalents	6,277.9	8,044.4
Accounts receivables	590.9	465.3
Other receivables	2,710.8	2,259.7
Inventories	4,621.8	4,479.4
Current assets	14,652.9	15,649.2
LT Investments	391.9	486.0
PP&E	8,181.4	7,322.6
Other non-current assets	5,095.3	2,882.9
Total non-current assets	13,668.6	10,691.5
Total Assets	28,321.5	26,340.7

(NT\$mn)	2023/12/31	2022/12/31
Accounts Payable	10,420.0	11,004.2
Other payables	1,626.2	1,580.3
Other current liabilities	2,832.3	2,440.8
Non current liabilities	3,263.1	1,411.8
Total Liabilities	18,141.6	16,437.1
Common stock	2,403.4	2,184.9
Capital Surplus	1,969.9	2,259.4
Retained earnings	5,846.8	5,581.4
Other equity items	(40.2)	(122.1)
Shareholders' equity	10,179.9	9,903.6

# Cash Flow



\* Cash CAPEX in relation to actual cash payments for DC, based on various phases of construction, engineering & spending timeline.

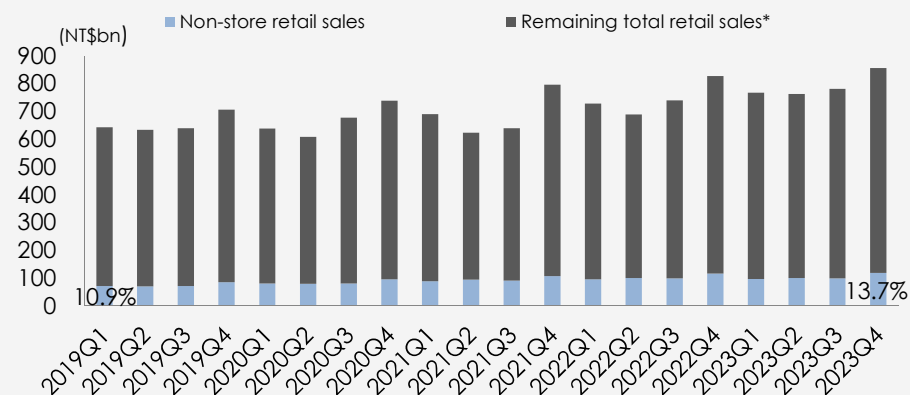


# CAPEX Budget

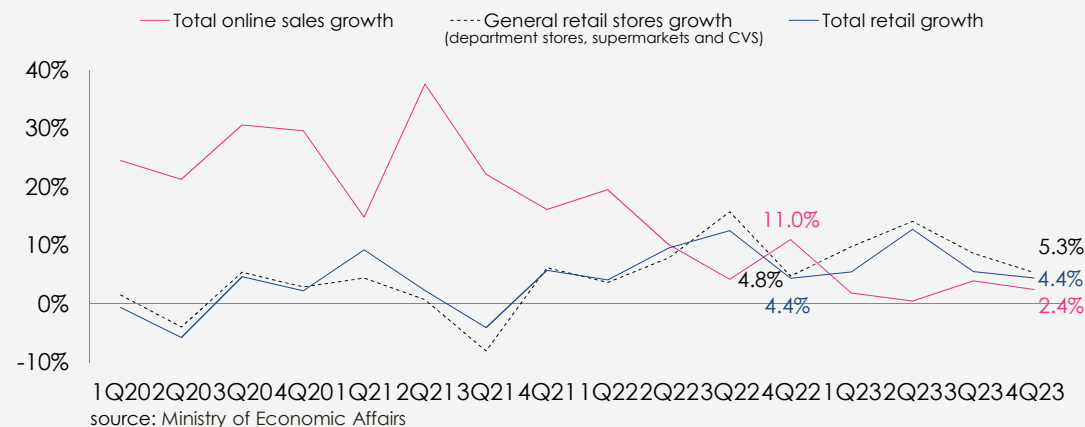


(NT\$m)	2024 Budget
Distribution Center **	457
Warehouse Facilities	350
IT Equipment	378
Others	92
Total	1,277
<p>* CAPEX budget is under accrual basis ** The actual cash payments will be spread to 2024 -2027 depends on various phases of construction, engineering &amp; spending timelines.</p>	

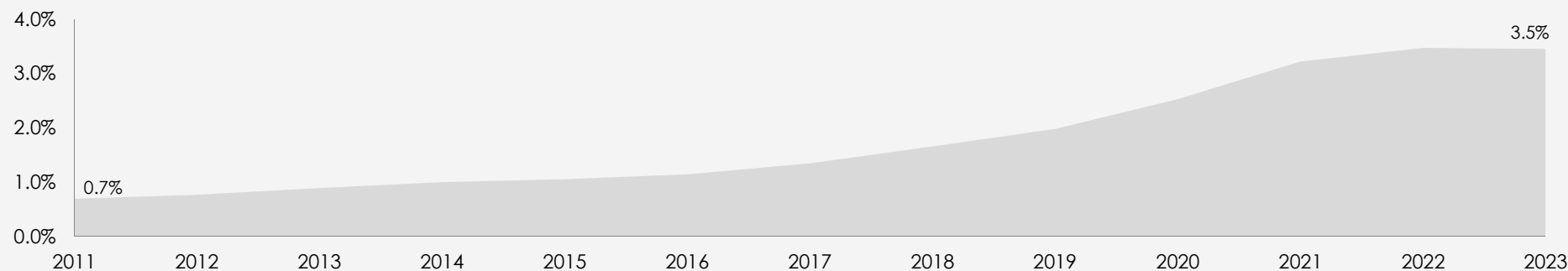
# Large TAMs



\* Total retail sales ex-auto & fuel & constr. mater. & tobacco.  
source: Ministry of Economic Affairs

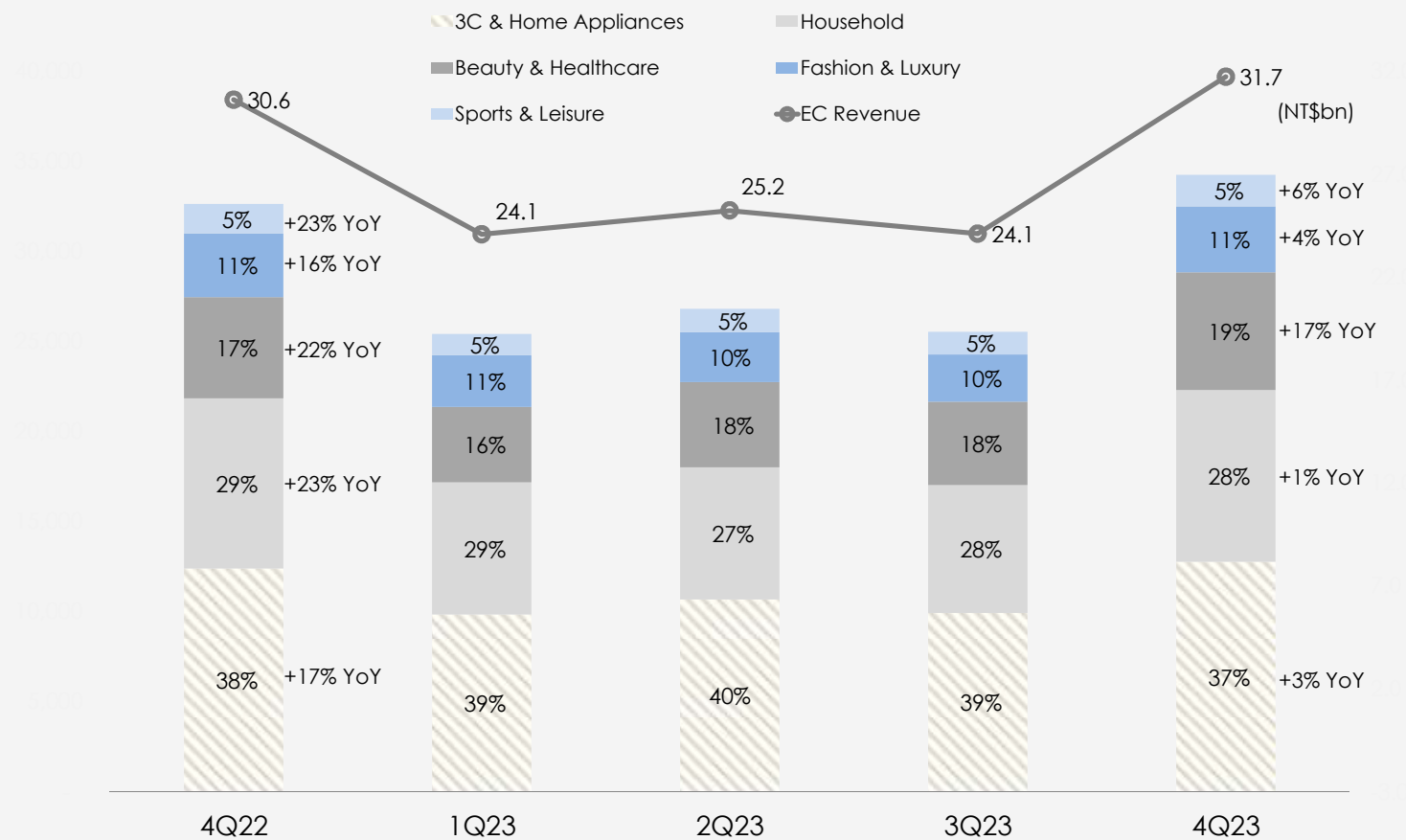


momo's market share in Taiwan retail market\*



\* Total retail sales ex-auto & fuel & constr. mater. & tobacco.  
source: Ministry of Economic Affairs

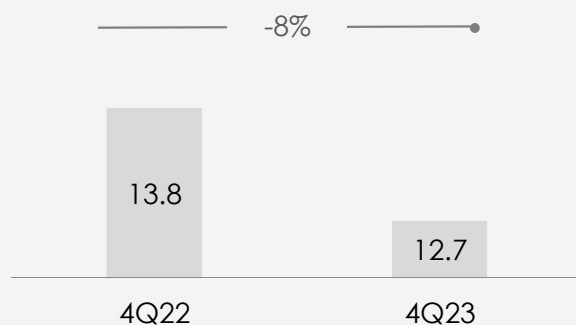
# 4Q23 EC Product Mix



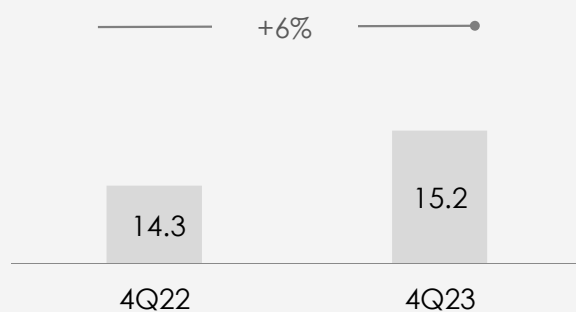
# EC Key Customer Metrics



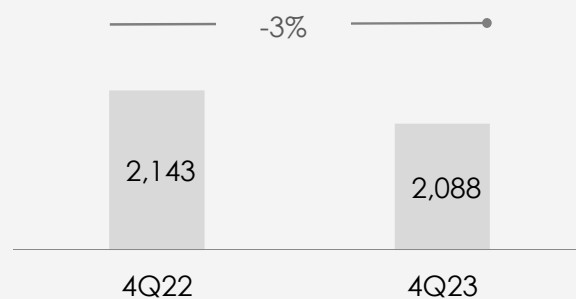
Monthly  
Average Visitors  
(mn)



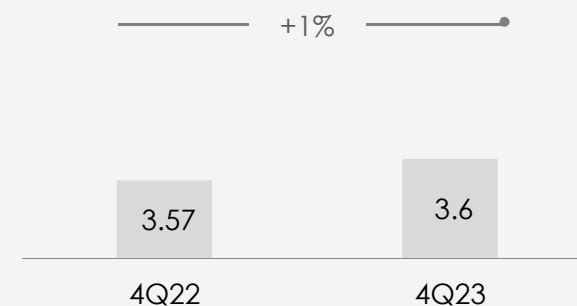
# of Orders (mn)



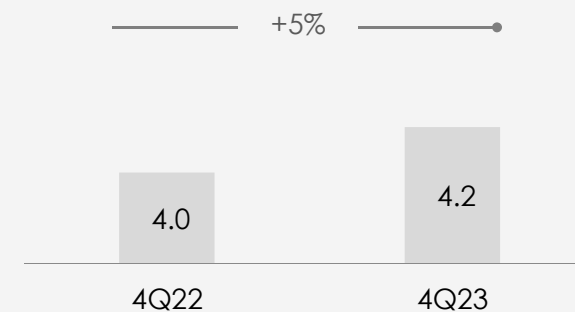
Average Ticket  
Size  
(NT\$)



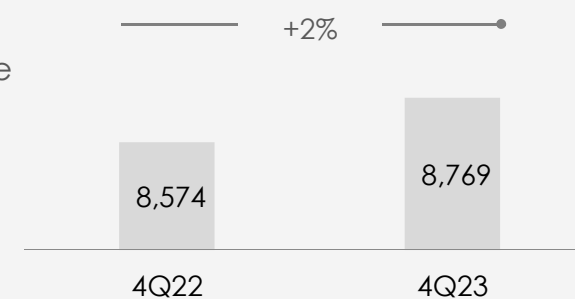
Active Users  
(mn)



Average Orders  
per Active User  
(#)



Average Revenue  
per User  
(NT\$)



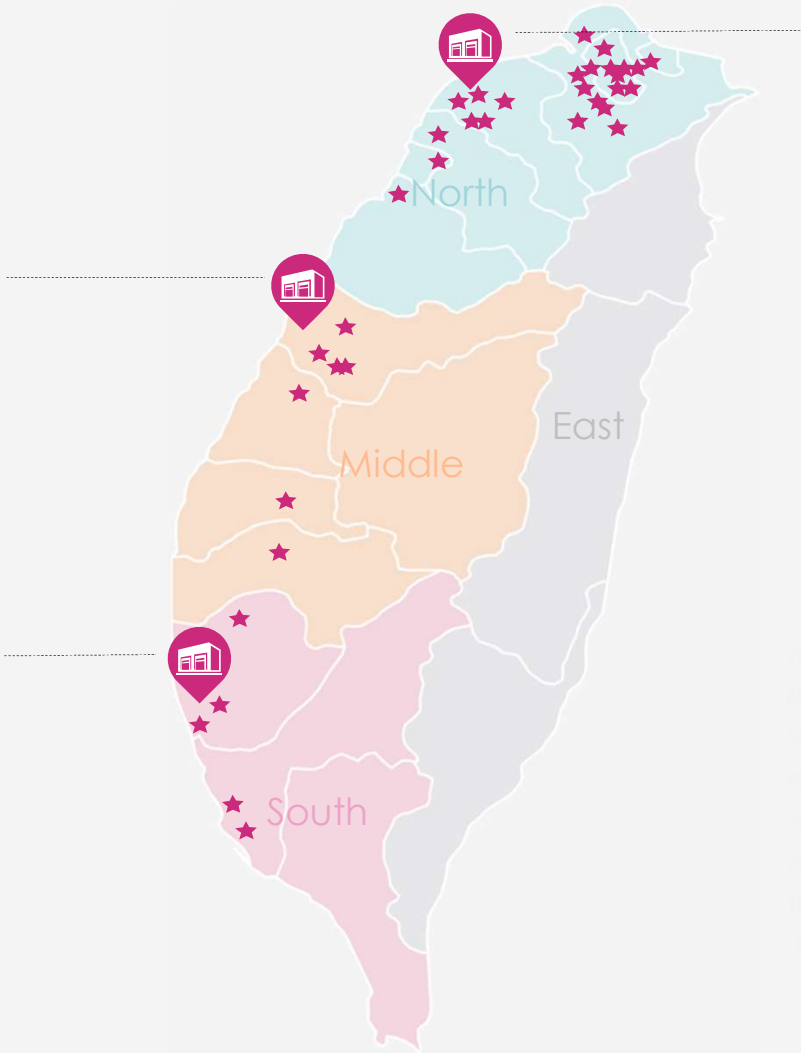
# Island-wide logistics network



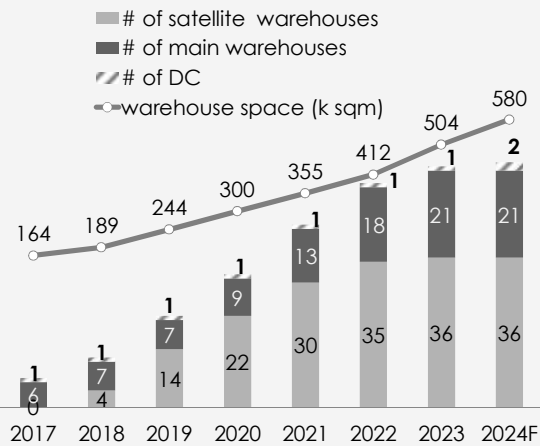
CDC  
Construction began in NOV 2023



SDC  
Operation will kick off in 2Q24

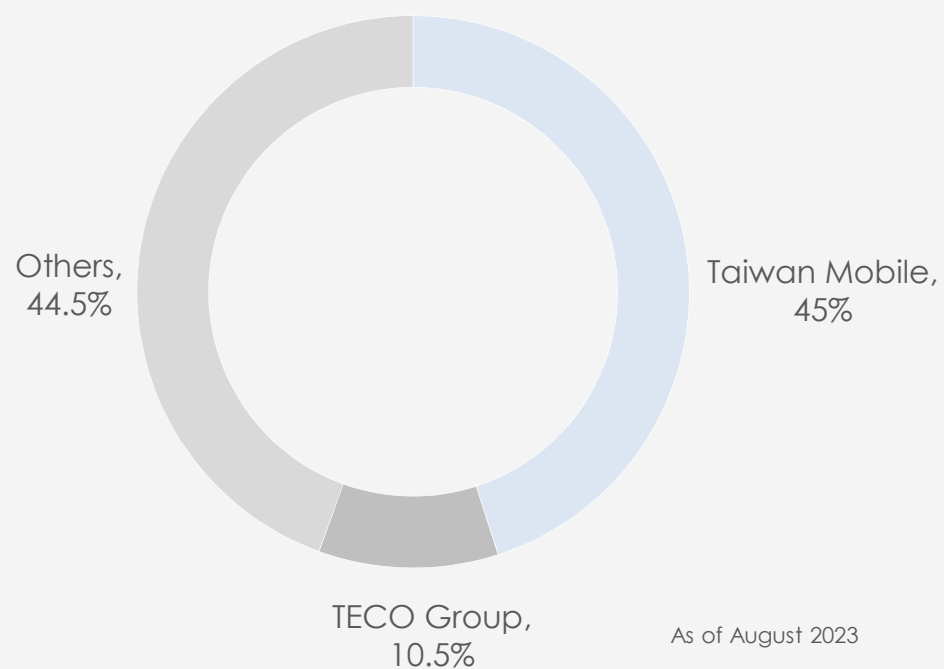


NDC  
Launched in 2017



# Issued Share Capital

Shareholder Structure



Share Information

Stock Exchange	Taiwan Stock Exchange
First day of trading	December 19, 2014
Issue price	TWD 230
Total number of diluted outstanding shares	240,340,386
Issued share capital	TWD 2,403,403,860

As of December 2023

# Sustainability and ESG



## Product Value, Service Value Brand Value

- Consolidated revenue of NT\$103.4 billion
- momo Green Life sales up 42% YoY, the number of products for sale up 312 items
- Top 5% in corporate governance evaluation, recognized for 7 consecutive years
- Twice selected as a constituent of the FTSE4Good TIP Taiwan ESG Index
- momo sustainability performance received 5 official accreditations and 13 awards given by professional institutions in 2022



## Green Consumption Value

- The NDC generated 1,172,418 kWh of cumulative solar power in 2022, with a carbon reduction of 596.76 MT
- Green procurement amounted to NT\$778,866,963 in 2022
- "momo reusable bags" incorporated 30% recycled materials and the number of units shipped out in 2022 reached 22,822 with the number of recycling locations surpassed 10,000
- A single packaging material weighed 204.9g on average in 2022, down 6.8% compared to 2021, with cushioning material use down 17.6% from the same period in 2021
- All vehicles purchased by momo green fleet are environmentally friendly, with 144 trucks purchased meeting Tier 1 energy efficiency, 145 scooters meeting Tier 2 energy efficiency, and electric 3-wheelers for commercial use are introduced.



## Social Value Talent Value

- Promoted 51 charity and project events, with total charity proceeds reaching a record high of NT\$69.72mn
- Created force for good together with consumers, with money and supplies donations made by 118,621 momo members and benefited 115,363 recipients
- The Human Rights Policy was revised to strengthen the human rights management mechanism and the protection of human rights in the light of major international concerns
- Average training hours of 32.76 hours per person, up 8% YoY
- Education and training costs of NT\$4,120,771, with an average training cost of NT\$1,111 per full-time employee
- Total e-learning training reaches 49,000 hours, up 15% YoY

# Sustainability and ESG



2022 full report [momo.com 2022 ESG report](https://momo.com/2022-ESG-report)



# Task Force on Climate-related Financial Disclosures



2022 full report [momo.com 2022 TCFD report](https://momo.com/2022-TCFD-report)

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