

富邦媒體科技 8454.TT

momo

# Fourth Quarter 2025 Results

March 5, 2026

# Disclaimer

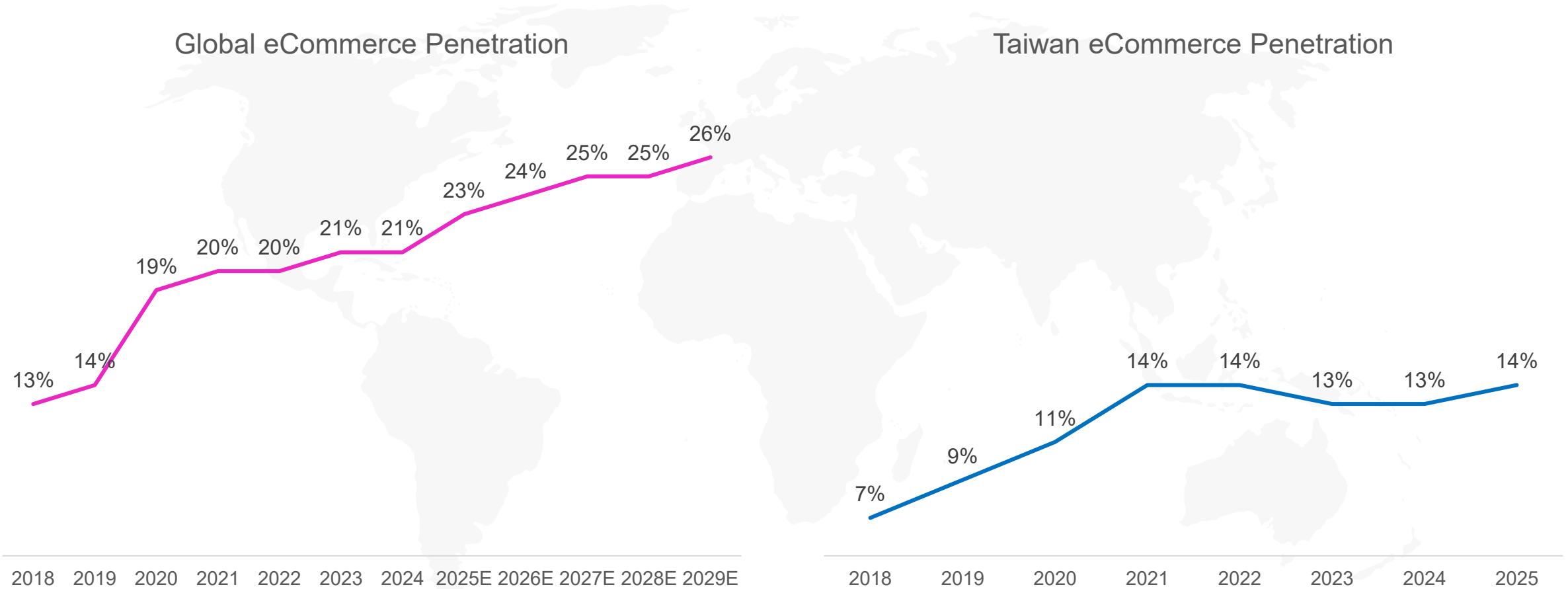


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# Taiwan's E-Commerce Market Still Has Ample Room for Further Penetration



momo Will Further Solidify Its Leadership by Expanding Brand Partnerships and Increasing High-Value Customer Stickiness and Complimented by Expanding 3P Business



\*Source: Company Data & Ministry of Economic Affairs

# 2026 Operating Priorities



In 2026, momo Will Proactively Allocate Resources to **Reinforce Market Leadership and Propel The Business to A Sustainable Growth Trajectory**

**Pursue GMV Growth  
and Secure Market Leading  
Position**

- **1P: Deepening Long-Term Partnerships with Key Brand Partners**
- **3P: Expanding Long-Tail Product Assortment to Enhance Supply Breadth**
- **Executing Merchant Governance and Operational Standards to Maintain Service Quality**

**Platform Architecture  
Optimization  
and Adoption of New  
Technologies**

- **Building a Next-Generation Platform to Strengthen Data-Driven and AI-Powered Capabilities**
- **Enhancing Cybersecurity, Fraud Prevention, and Personal Data Protection**

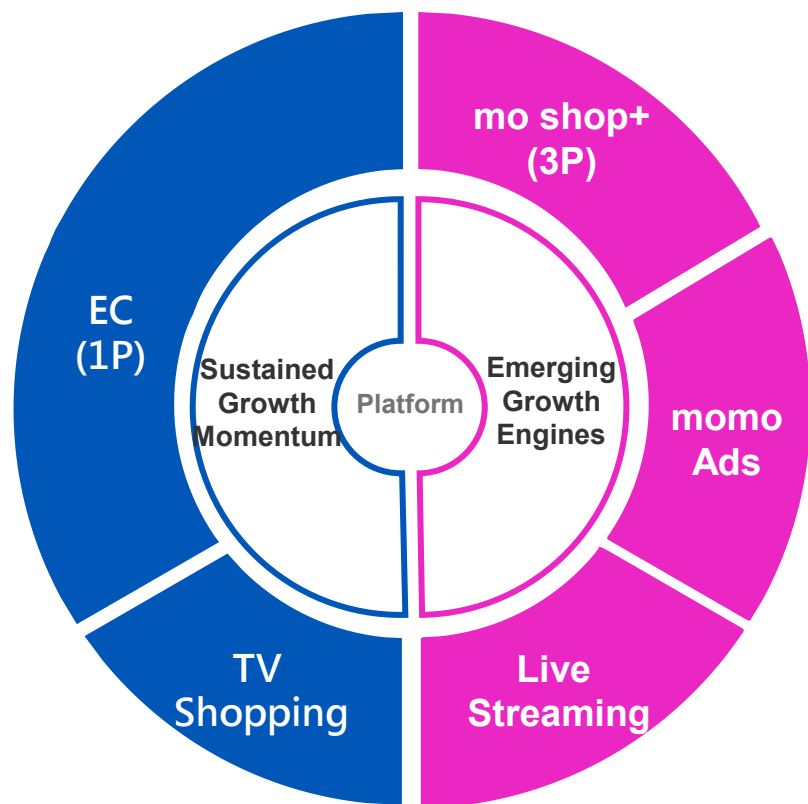
**Intelligent Logistics Systems  
and Service Quality  
to Drive Efficiency**

- **Investing to Accelerate Warehouse Automation**
- **Adopting Data and AI Technologies**
- **Expanding CVS Channel and In-house Fleet**

# Growth Momentum



Taiwan's Most Trusted,  
Technology-Driven Retail Platform



Active Users YoY (1P+3P)

**+3.0%**

\*Note: Data represents full-year 2025

3P GMV YoY

**Triple-Digit Growth**

\*Note: Data represents full-year 2025

momo RMN Merchant Penetration

**~40%**

Listed 3P Products

**>3.4mn**

momo RMN ROAS vs. other market players

**~1.5x**

Curated 3P Merchant base

**~9,000**

\*Note: as of 31 Dec 2025

# Strengthening Logistics Services By Delivery Speed, Automation, and Capacity Expansion

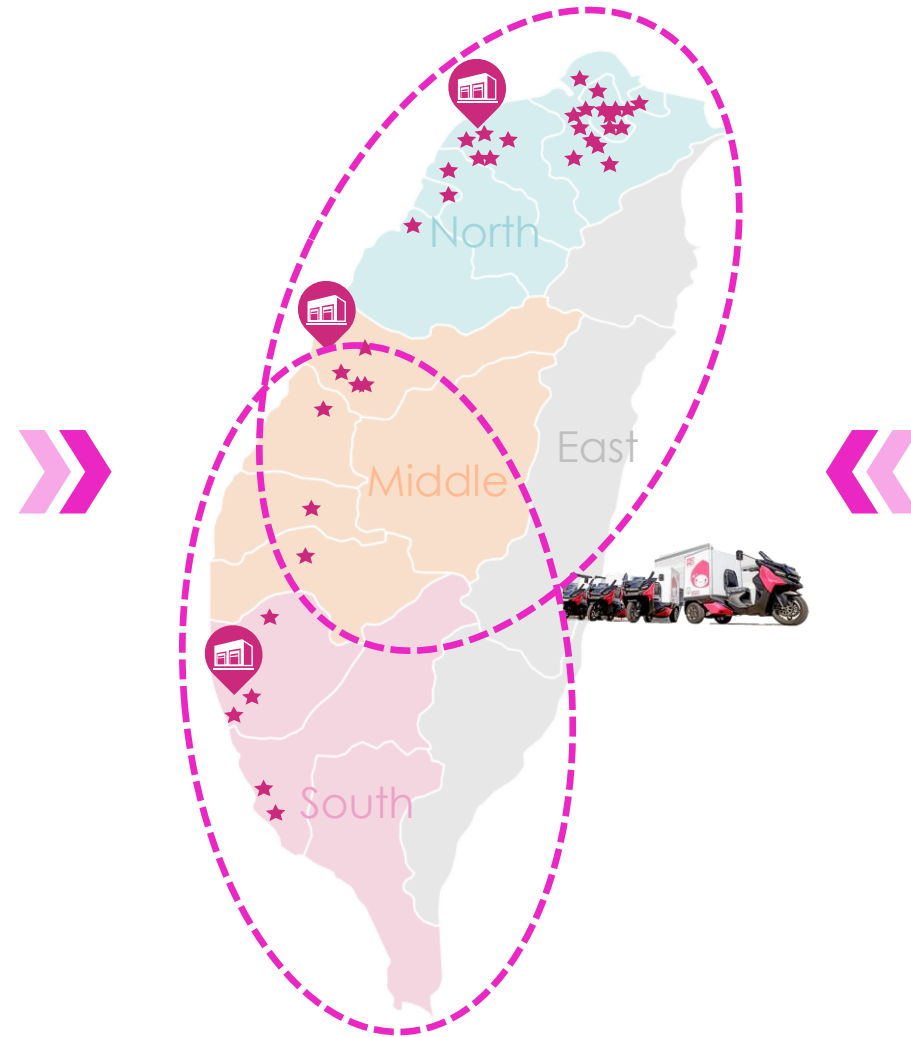


## Established Distribution Centers and Nationwide Delivery Services Across Taiwan

- Nationwide Warehouse and Distribution Network Consisting of NDCs, SDCs, and Warehouses to Deliver The Best Logistics Experience to Our Customers
- Enabling Speedy Well Integrated Warehousing and Delivery Services

## Add on: Central Distribution Center (CDC) + Hukou DC

- Continue to Invest to Meet Our Future Growth
- CDC ready in 2027 (est.), Hukou DC ready in 2029 (est.)



## Ongoing Expansion of In-house Logistics Capabilities



- The Share of Parcels Handled by In-house Fleet Increased to Around 40% in 2025 and is Expected to Exceed 50% This Year



# mo coin Ecosystem Driving Customer Satisfaction and Loyalty




## 1 Fubon Financial Holding


-  • **momo Co-branded Card:** momo Card Accounted for Approximately 30% of Total Sales in 2025
-  • **momo Card Holders:** 2.1x higher Purchase Frequency and 1.95x Greater Average Order Value Compared to Regular Members



## 2 Taiwan Mobile

-  • mo coin Has Been Embedded Across Multiple Scenarios Within Taiwan Mobile, Spanning Telecommunications Services, Digital Content, and Everyday Consumption

## 3 Ecosystem Expansion

-  • In 2026, We Will Add More Third-party Partners to The Ecosystem, Providing Greater Value to Customers

# Consolidated Statement of Income



(NTD million)	FY2025	FY2024
<b>Revenue</b>	<b>108,665.9</b>	<b>112,563.6</b>
<b>Gross profit</b>	<b>14,735.7</b>	<b>15,293.8</b>
Operating costs	(4,816.3)	(4,776.4)
<b>Gross profit from operations</b>	<b>9,919.4</b>	<b>10,517.4</b>
Operating expenses	(6,567.7)	(6,214.6)
<b>Operating income</b>	<b>3,351.7</b>	<b>4,302.8</b>
Net profit attributable to owners of the company	<b>2,991.3</b>	<b>3,454.0</b>
<b>EPS (NTD)</b>	<b>11.29</b>	<b>13.04</b>

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Key ratios (%)	FY2025	FY2024
Take rate	13.6%	13.6%
Gross margin	9.1%	9.3%
Operating margin	3.1%	3.8%
Net margin	2.8%	3.1%

# Consolidated Balance Sheet & Cash Flow Statement **momo**

## Consolidated Balance Sheet

(NTD million)	2025/12/31	2024/12/31
Cash & Cash equivalents	2,241.3	5,059.5
Accounts receivables	370.1	407.1
Other receivables	2,173.0	2,228.5
Inventories	4,792.4	4,770.5
Other current assets	1,453.5	1,737.1
<b>Total current assets</b>	<b>11,030.3</b>	<b>14,202.7</b>

Long-term Investments	428.0	515.4
Property, plant, and equipment	11,034.3	9,396.7
Other non-current assets	4,556.5	4,982.8
<b>Total non-current assets</b>	<b>16,018.8</b>	<b>14,894.9</b>
<b>Total assets</b>	<b>27,049.1</b>	<b>29,097.6</b>

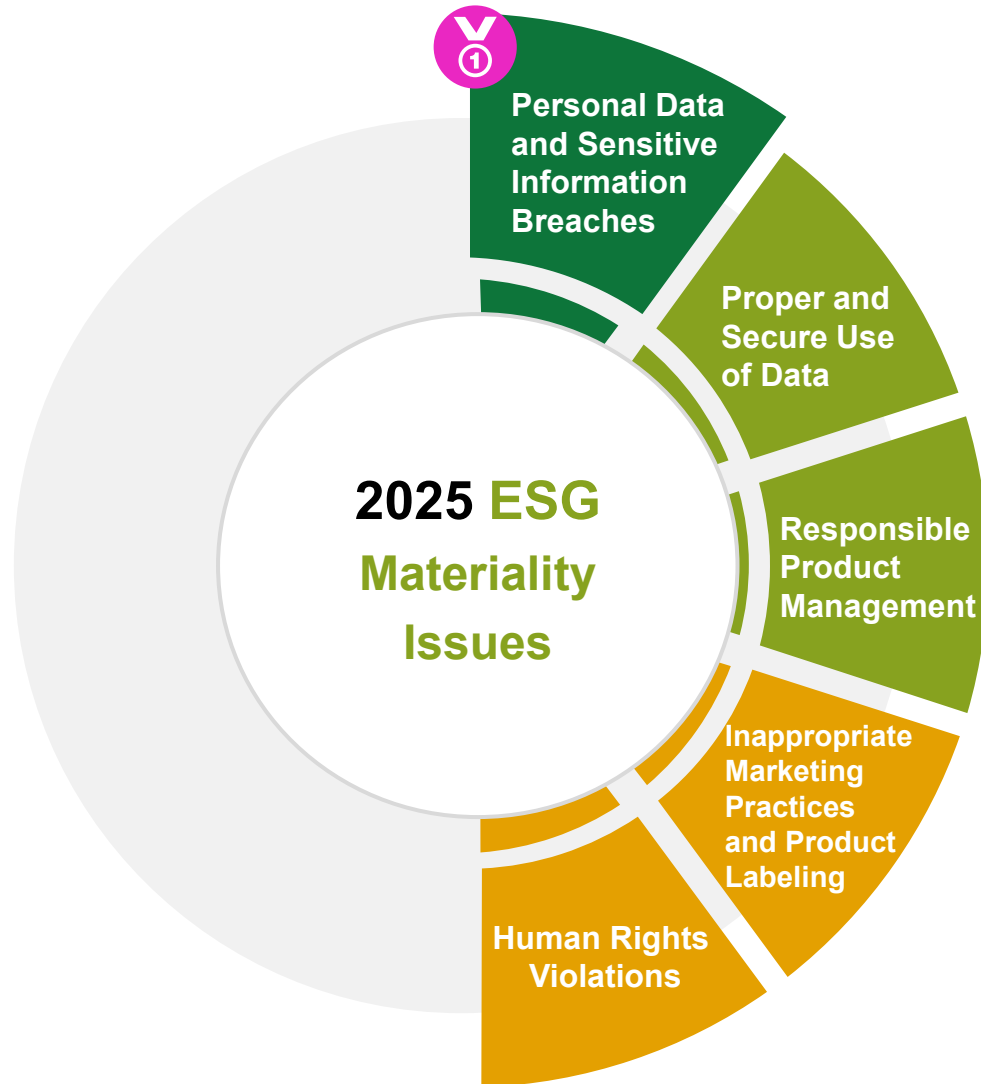
(NTD million)	2025/12/31	2024/12/31
Accounts payables	10,067.2	10,907.7
Other payables	1,576.1	1,681.4
Other current liabilities	3,475.1	3,538.2
<b>Total current liabilities</b>	<b>15,118.4</b>	<b>16,127.3</b>
<b>Total non-current liabilities</b>	<b>2,140.9</b>	<b>2,883.6</b>
<b>Total liabilities</b>	<b>17,259.3</b>	<b>19,010.9</b>


Common stock	2,649.8	2,523.6
Capital surplus	1,723.6	1,849.8
Retained earnings	5,498.9	5,737.4
Other equity	(166.1)	(107.3)
Non-controlling interests	83.6	83.2
<b>Total Shareholders' equity</b>	<b>9,789.8</b>	<b>10,086.7</b>

## Consolidated Cash Flows

(NT\$m)	2025	2024
Net cash generated from operating activities	3,355.4	6,075.5
Net cash used in investing activities	(2,061.3)	(2,756.7)
Net cash used in financing activities	(4,115.4)	(4,537.3)

# ESG | Customer Privacy and Information Security Remain the Top Material Issue for Two Consecutive Years



 Robust Cybersecurity and Data Privacy Governance Have Become Fundamental Trust Pillars for Platform-based E-Commerce.

Stakeholder Attention Has Remained the Highest for **Two Consecutive Years**, Indicating An Ongoing Structural Risk Exposure.



# Leading the Transition to Circular E-Commerce in Taiwan **momo**

## Embedding Low-Carbon Behavior into The Consumer Journey

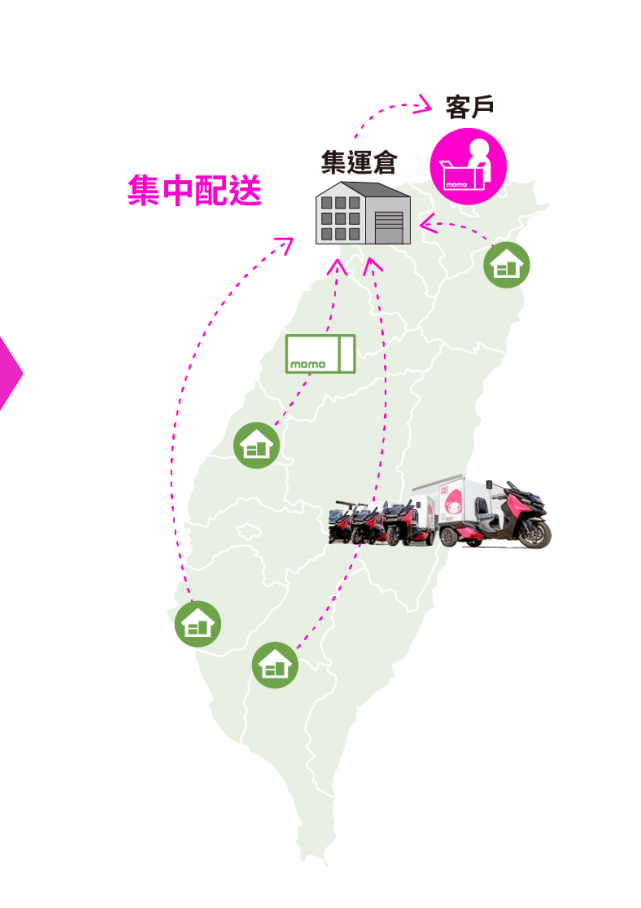
Introducing **Green Life Points** to Encourage Customers to Choose Environmentally Friendly Products



## Promoting Reusable Packaging Across Fulfillment Operations



## Reducing Carbon Intensity Through Network Optimization



**momo** × **PackAge+** 配客嘉

**>4,700**  
Packaging Returns locations across Taiwan

**30%**  
Average Carbon Reduction Impact

**momo**

**16.5%**  
Reusable Packaging Return Rate (FY 2025)

**780k**  
Cardboard Boxes Reduced (FY 2025)

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