



活出人生美好的 每一刻！

# 佳格食品2023年 法人說明會

Standard Foods Corporation  
2023 Results

# 免責聲明 Disclaimer

簡報合併財務數字係根據國際財務報導準則編製，經由會計師查核簽證。

The Consolidated financial numbers are based on International Financial Reporting Standards (IFRS) and also audited by CPA.

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# 關於佳格 (About US): 成立於1986年

佳格食品集團台灣第一大的營養及保健品廠商!

*我們深信: 「吃得營養均衡, 是人們健康的基礎」*

## 品牌承諾 Brand Promise



## 企業願景 Vision & Mission



# 主要品牌 Brands



佳格食品集團  
Standard Foods Group (SFG)

佳乳  
Standard Dairy  
Products

佳格  
Standard Foods

中國(佳格)  
Standard Foods (China)



福樂



桂格



得意的一天



天地合補



奇動能量飲



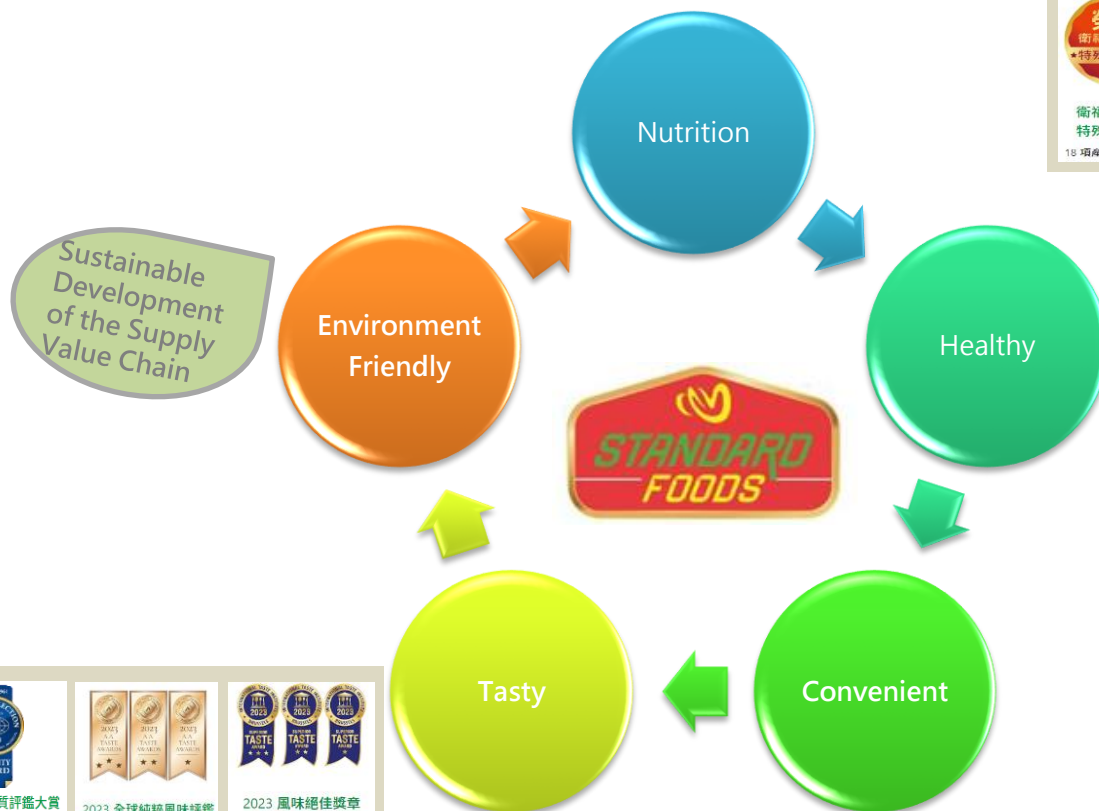
(代理)



多力



# Key Focus on Product Development



# Brands/Products Performance

Household Penetration Rate



# 2023年上半年 營運報告

## 2023H1 Operation results



# 合併簡明損益表

## Condensed Consolidated Income Statement

項 目 Item \$單位:新台幣仟元；每股盈餘為元 Unit: NT thousand；EPS is NT	2023H1			2022H1	
	金額 (Amt)	%	YOY(%)	金額 (Amt)	%
營業收入 Operating revenue	12,203,968	100%	-4%	12,722,669	100%
營業毛利 Gross profit	2,686,139	22%	-6%	2,870,342	23%
營業淨利 Operating income	456,577	4%	-25%	606,926	5%
本期淨利 Net income	451,167	4%	-10%	503,176	4%
每股盈餘 (備註) Earning per share (Note)	0.49			0.54	

備 註：每股盈餘係按盈餘轉增資比例追溯調整後之加權平均股數計算。

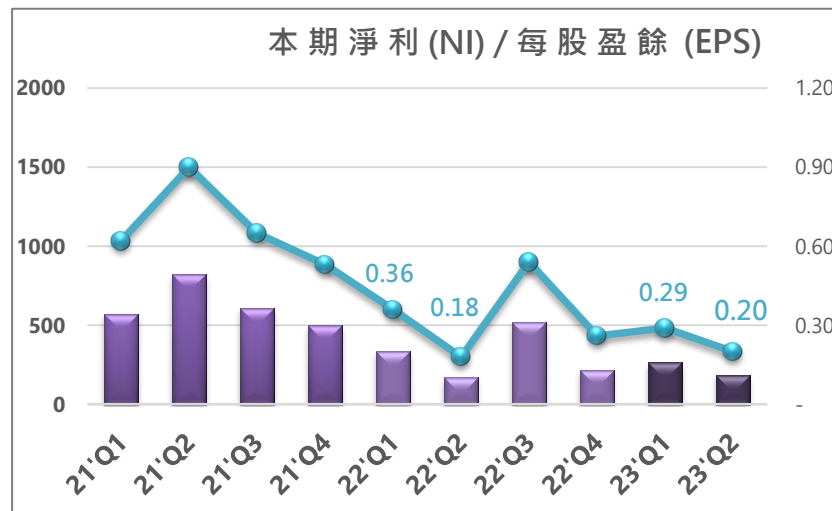
Note：Earnings per share is calculated in accordance with the weighted average shares after the retrospective adjustment proportionally to the capitalized earnings.



# 合併簡明損益表

## Condensed Consolidated Income Statement

單位:新台幣百萬元; 每股盈餘為元



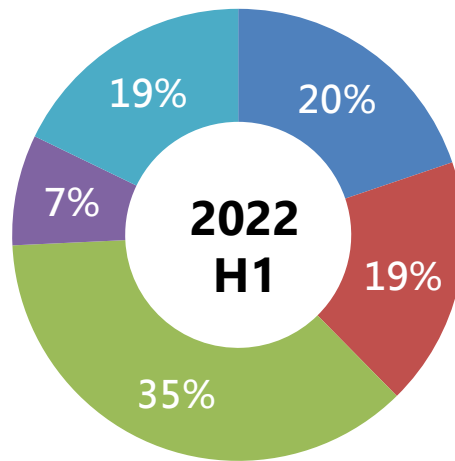
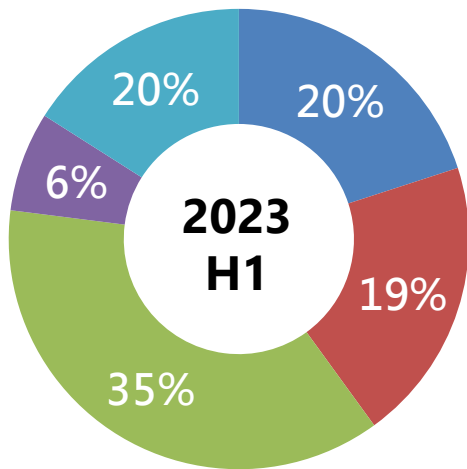
# 產品結構- 營業收入



## Product Portfolio – Operating revenue

### ■ 台灣 (佳格/佳乳) Taiwan (SF/SDP)

■ 穀類 Cereal ■ 油 Edible Cooking Oil ■ 保健/完膳 Health/Nutritional Food ■ 奶粉 Milk Powder ■ 冷藏 Chilled

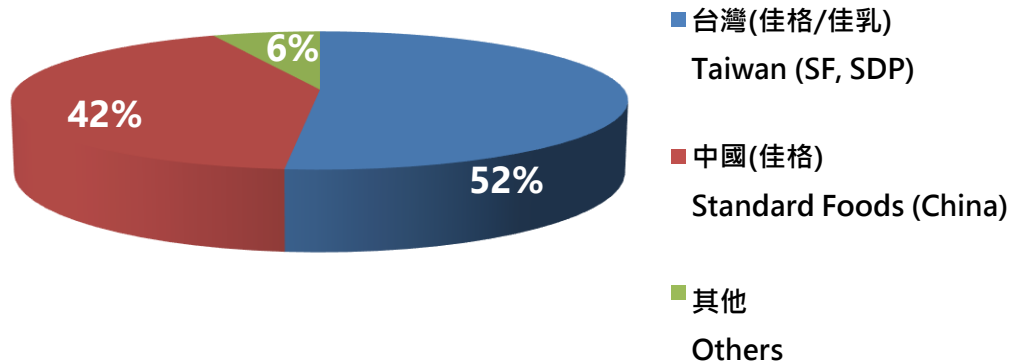


# 部門別- 營業收入

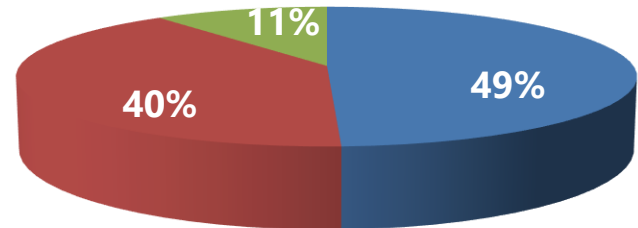
## Operating segment – Operating revenue

H1	SFG	Taiwan (SF, SDF)	SF (China)	Others
2023	12,204	6,293	5,111	799
2022	12,723	6,280	5,106	1,336
成長	-4.1%	0.2%	0.1%	-40.2%

2023 H1



2022 H1



# 合併簡明現金流量表

## Condensed Consolidated Statement of Cash Flows

項目 Item 單位:新台幣百萬元 Unit: NT millions	2023H1	2022H1
<b>期初現金及約當現金</b> <b>Cash and cash equivalents at the beginning of the period</b>	<b>4,348</b>	<b>3,748</b>
營業活動之淨現金流入(流出) Net Cash Provided by Operating Activities	(676)	479
現金股利 Cash dividends paid	-	-
投資及其他 Investing activities and others	(716)	(850)
<b>期末現金及約當現金</b> <b>Cash and cash equivalents at the end of the period</b>	<b>2,956</b>	<b>3,377</b>

# 合併簡明資產負債表

## Condensed Consolidated Balance Sheet

項 目 Item	2023H1		2022H1	
	金額	%	金額	%
單位:新台幣百萬元 Unit: NT millions				
<b>資產總計</b> <b>Total Assets</b>	<b>27,868</b>	<b>100%</b>	<b>27,984</b>	<b>100%</b>
現金及約當現金 Cash and cash equivalents	2,956	11%	3,377	12%
應收帳款淨額 Accounts and notes receivable-net	3,691	13%	4,036	14%
存貨 Inventories	6,949	25%	6,736	24%
不動產、廠房及設備&投資性不動產 Property, plant and equipment & Investment propertie	4,921	18%	5,077	18%
<b>負債總計</b> <b>Total Liabilities</b>	<b>10,858</b>	<b>39%</b>	<b>10,848</b>	<b>39%</b>
流動負債 Current Liabilities	10,477	38%	10,189	37%
非流動負債 Non-Current Liabilities	381	1%	659	2%
<b>股東權益</b> <b>Total equity</b>	<b>17,010</b>	<b>61%</b>	<b>17,136</b>	<b>61%</b>

# 重要財務指標(合併)

## Key financial indexes (Consolidate)

項目 Item	2023H1	2022H1
流動比率 (%) Current ratio -%	182.7	192.9
速動比率 (%) Quick ratio - %	100.4	114.1
平均銷貨日數 (天) Average inventory turnover – days	124	117
平均收現日數 (天) Average collection – days	66	70
資產報酬率 (%) Return of assets - %	3.4	3.7

# 台灣佳格

## Standard Foods (Taiwan)



福樂



桂格



得意的一天



天地合補



奇動能量飲





# Development Strategy in Taiwan



## Increased focus on health and nutrition

- Many health issues (hypertension, high cholesterol, diabetes) , Strong health awareness
- Functional food

Consumer demand trends (2021-2023)\*



## Upgraded Consumption

- Consumers place a greater emphasis on added value
- Trend towards higher prices: Oil products, powdered milk, dairy products



## Multi-Brand / Product Synergy

- Competitors continue to introduce new products
- Blurred product category boundaries (Biotech entering the beverage sector, dairy products expanding into the leisure and dessert categories)

Consumer Trends

Development Strategy

- Continuously cultivating the leading position in core products such as oats, ginseng, and sunflower oil, leveraging SFG innovative technology to enhance existing strengths
- The explosion of health information, strengthening word-of-mouth and building branding trust/visibility



- Enhancing high added value to strengthen product capabilities: Leveraging the core advantages of the SFG, in addition to developing new products, continually upgrading the added value of existing products, differentiating and improving the perceived value gap compared to competitors.



- Strengthening the leading brand and diversifying across different categories to capture opportunities in all age groups and overseas markets.
- Resource and competitiveness integration: Branding, R&D, production, and distribution
- Through the HealthGO platform, establish a direct mechanism for serving consumers
- Adhering to ESG trends and continually introducing natural and additive-free clean green foods

# 中國佳格

## Standard Foods (China)

Healthy  
Kitchen



多力

Healthy  
Living

Lebonta  
乐 奔 拓

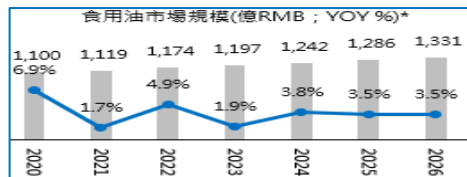


# Development Strategy in China-Healthy Kitchen



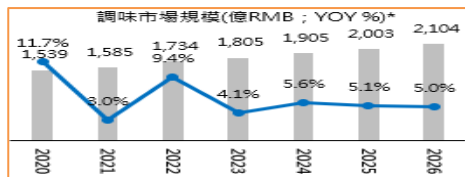
## Post-Pandemic Dining Boom

- The edible oil market continues to grow.
- Sunflower oil is expected to have the highest future growth (22-27 CAGR: 5.9%)



## Convenience Economy Small Households

- Promoting the development of compound seasonings in the condiment market (22-27 CAGR: 8.7%)



## Elevated Health Consumption

- Consumer interest in functionality :



The three reductions and three health lifestyle



Immunity and gut health



Functional foods with a focus on beauty



Foods that cater to both physical and mental well-being

- Maintaining the stable strength of "Mighty" brands



- Continuing to maintain the leading market position in the sunflower oil category.
- Tactically improving the market share of corn oil

- Including seasonings in the new product planning list



- Managing edible oil products through the Golden Three Benefits series to provide consumers with better choices



- Transitioning towards becoming a 'Health Food Conglomerate' with a focus on nutritional diversity

Consumer Trends

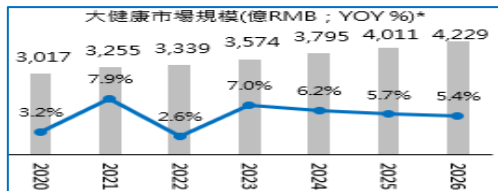
Development Strategy

# Development Strategy in China-Healthy Living



## Consumer health awareness has risen after the pandemic

- The large health market continues to grow
- Sports nutrition and Weight Management are the faster-growing categories

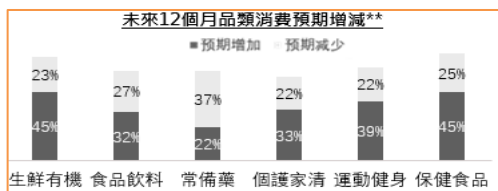


- The products such as cartilage powder, vitamins, ginseng drinks, etc., have already been launched, and we are continuously expanding



## Health and Wellness-oriented Products / Increased consumer willingness to spend

- Consumers are expected to increase their willingness to consume health and wellness-oriented products by 45% in the next 12 months



- Positioning nutritional supplements in various functional categories
- Diverse products are offered, providing choices in beauty (collagen drinks) and gastrointestinal health (dietary fiber, probiotics), among others.



## Functionalization Trends The Rise of the 4th Meal

- Bi-directional integration of food becoming more health-oriented and health products becoming more food-like
- Tmall, with the theme of "The Fourth Meal," is creating an industry ecosystem, incubating 30 categories and 1,000 brands.\*\*\*



- Embracing the concept of portable nutrition as the fourth meal, we aim to create a wide range of products, including snacks, beverages, liquid supplements, and tablets, to comprehensively satisfy consumer needs.



# Brand Spirit-Healthy Living Division



We possess a comprehensive pyramid brand matrix ranging from regular dietary supplements, blue cap health foods to specialized medical formula foods, primarily using e-commerce and pharmacy channels to meet the nutritional supply needs of different population segments.



# 2 Major Brand Series – Healthy Living Division

Dual-brand operations have been initiated to establish a deeper presence in both pharmacy and e-commerce channels, setting the groundwork for the upcoming launch of the specialized meal series.

**LEBONTA**  
乐 奔 拓

A creator of diverse health and nutrition lifestyles, dedicated to providing consumers with varied health and nutrition options and promoting a healthy way of life

**每日完胜**  
FIGHT ON

Specially tailored to the dietary preferences of Chinese people, making it a convenient and delicious "on-the-go fourth meal" for modern young individuals with busy lifestyles. It's lightweight, portable, and a tasty option without any burden

維生素  
錠片



隨身  
條飲



草本  
漢方



輕便  
粉劑



氨糖  
粉劑



輕享  
零食



# 6 Key Health Domains – Healthy Living Division



Eye  
Health

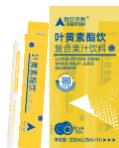
Digestive  
Health

Herbal  
Rejuvenation

Beauty  
Health

Balanced  
Nutrition

Actionability





# Blue Cap Health Food Assets – Healthy Living Division



Certified

11支

- ① 乐奔拓灵芝菌丝体口服液
- ② 乐奔拓®当归熟地白芍川芎口服液
- ③ 乐奔拓®乳矿物盐氨糖软骨素粉
- ④ 乐奔拓®牦牛骨粉胶原蛋白咀嚼片
- ⑤ 乐奔拓®西洋参人参口服液
- ⑥ 每日完胜®B族维生素片
- ⑦ 一錠牌B族维生素片
- ⑧ 一錠牌钙锌硒维生素D咀嚼片(甜橙味)
- ⑨ 一錠牌维生素D维生素K咀嚼片(牛奶味)
- ⑩ 褪黑素片
- ⑪ 辅酶Q10片

In  
Application  
8支

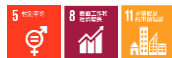
- ① 乐奔拓®抗氧化四物饮
- ② 一錠醒(综合水果风味)
- ③ 一錠醒(西柚风味)
- ④ 乐奔拓®蛹虫草人参口服液
- ⑤ 乐奔拓®改善睡眠口服液
- ⑥ 乐奔拓®高蛋白粉
- ⑦ 乐奔拓®葡萄皮提取物茶多酚片
- ⑧ 乐奔拓®卢廷软胶囊

# 從品牌四大基石出發，實踐企業永續

## Aligning ESG Strategy with Brand Pillars



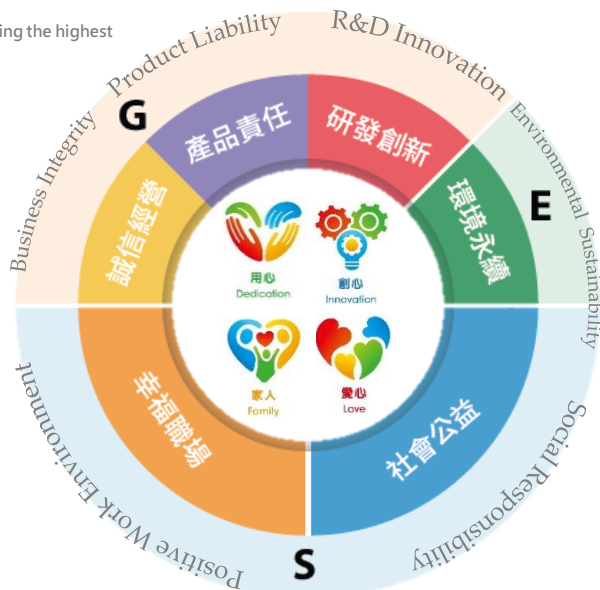
- 設有「食品安全品質管理委員會」專責單位
- Established the 'Food Safety and Quality Management Committee' as the dedicated unit.
- 累計 34 支產品取得健康食品認證標章 (業界最多)
- 34 products have received the health food certification mark, representing the highest number within the industry.
- 投資高於業界規格檢驗儀器
- Invested in inspection equipment that exceeds industry standards.



- 明訂「誠信經營守則」
- Clearly defined the Ethical Corporate Management Best Practice Principles.
- 設立「風險應變小組機制」
- Established a Risk response team.



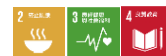
- 設立「佳格e學院學習平台」
- Established the Standard Foods E-Learning Platform.
- 「職業安全衛生委員會」以零職災為目標
- Our 'Occupational Safety and Health Committee' aims for zero occupational accidents.
- 持續推動員工關懷計畫
- Continuously promotes employee care programs.



- 榮獲「世界品質評鑑大賞」20座獎牌肯定 (2022年)
- Monde Selection: won a total of 20 awards in 2022.
- 榮獲「風味絕佳獎章」21個獎章肯定 (2022年)
- Super Taste Award: won a total of 22 awards in 2022.
- 推出超過62支(SKU)新品 (2022年)
- Launched over 62 new products in 2022.



- 執行「溫室氣體盤查」並完成驗證 (2023年)
- Conducted a 'Greenhouse Gas Inventory' and obtained the third-party verification against ISO 14064-1.
- 導入節能減碳方案，減排 360 公噸 CO2e (2022年)
- Implemented an energy and carbon reduction plan, which led to a decrease in emissions by 360 metric tons of CO2e in 2022.
- 精煉油廠生產合理化專案，預計節省54 仟度電/ 年 (2023年)
- With the launch of the 'Refinery Production Rationalization Project', we anticipate a savings of 54,000 kilowatt-hours per year.



- 長期推動「以愛灌溉」弱勢兒童關懷計畫
- Children Care Program.
- 長期推動「以愛樂活」弱勢長者關懷計畫
- Elderly Care Program.

# 供應價值鏈的永續發展

## Sustainable Development of the Supply Value Chain



全家的營養健康夥伴



# 佳格食品集團〈利害關係人問卷〉

佳格每年透過《永續報告書》回應各界關注議題。平時佳格藉由各式雙向、持續管道，與各利害關係人積極溝通；為更全面辨識利害關係人所關注之議題，特發放〈利害關係人問卷〉調查之。

Standard Foods Group annually addresses stakeholders' concerns in our 'Sustainability Report.' We proactively engage with various stakeholders through multiple continuous, two-way channels. Recognizing the importance of comprehending the major topics and issues that stakeholders are concerned about or that have a potential impact, we have developed the 'Stakeholder Survey Questionnaire.' This tool allows us to communicate effectively with stakeholders while collecting and responding to their primary concerns.

佳格食品集團《利害關係人問卷》示意

## 主要利害關係人

Key Stakeholders



員工  
Employees



★ 股東 / 投資人  
Shareholders / Investors



消費者  
Consumers



客戶  
Customers



供應商  
Suppliers



公益團體  
Public interest groups

邀請您填寫  
佳格食品集團〈利害關係人問卷〉  
Please fill out the Stakeholders Survey Questionnaire



<http://bit.ly/46keEHY>

# Q & A



佳格食品（股）公司網址  
<https://www.sfworldwide.com/>

# Thank you