



佳格食品2016年度法人說明會

Standard Foods Corporation
2016 Annual Results

免責聲明 Disclaimer

本簡報合併財務數字係根據國際財務報導準則編製，並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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公司簡介 Company Introduction

佳格食品股份有限公司成立於1986年6月6日，並於1994年4月9日在臺灣證券交易所掛牌上市，三十年來，佳格食品秉持「致力追求好營養」的理念，期許成為消費者最信賴的食品公司。

Standard Foods Corporation founded on June 6, 1986 and became publicly listed on April 9, 1994 on that Taiwan Stock Exchange. Over the 30 years, we continue to strive to be the “Leader in Nutrition” committed to being Taiwan’s most trusted food company.

主要品牌 Main Brands



2016營運報告 Operation results

合併簡明損益表

(Condensed Consolidated Income Statement)

單位: 新台幣百萬元, 除每股盈餘以外。

(Unit: NT millions except earnings per share amounts)

項目 (Item) \ 年度 (Fiscal year)	2016	Y2016 vs. Y2015 YoY (%)	2015	Y2015 vs. Y2014 YoY (%)	2014
營業收入 (Operating revenue)	27,074	6.1%	25,515	17.0%	21,800
營業毛利 (Gross profit)	8,005	-0.4%	8,041	29.2%	6,222
營業損益 (Operating income)	3,012	-8.4%	3,287	33.8%	2,457
本期淨利 (Net income)	2,638	-4.2%	2,752	31.7%	2,090
每股盈餘 (備註) (Earnings per share) (Note)	2.98	-4.8%	3.13	31.5%	2.38

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.

合併簡明現金流量表
(Condensed Consolidated Statement of Cash Flows)

單位: 新台幣百萬元
(Unit: NT millions)

項目 (Item) \ 年度 (Fiscal year)	2016	Y2016 vs. Y2015 YoY (%)	2015	Y2015 vs. Y2014 YoY (%)	2014
營業活動之淨現金流入 (Net Cash Provided by Operating Activities)	2,265	-15.3%	2,673	26.6%	2,112
投資活動之淨現金流出 (Net Cash Used for Investing Activities)	(1,329)	25.6%	(1,057)	86.0%	(569)
籌資活動之淨現金流出 (Net Cash Used for Financing Activities)	(1,548)	135.8%	(657)	-33.4%	(986)

合併簡明資產負債表

(Condensed Consolidated Balance Sheet)

單位: 新台幣百萬元
(Unit: NT millions)

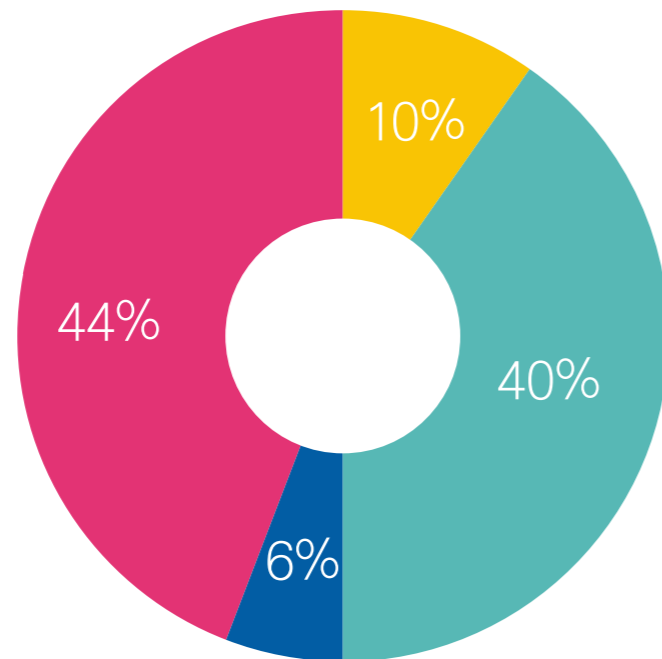
項目 (Item) \ 年度 (Fiscal year)	2016	Y2016 vs. Y2015 YoY (%)	2015	Y2015 vs. Y2014 YoY (%)	2014
資產總計 (Total Assets)	21,819	6.3%	20,529	13.2%	18,141
現金及約當現金 (Cash and cash equivalents)	2,168	-25.7%	2,917	46.5%	1,992
應收帳款淨額 (Accounts and notes receivable, net)	5,283	19.2%	4,430	2.4%	4,328
存貨 (Inventories, net)	4,304	18.4%	3,636	-5.5%	3,847
不動產、廠房及設備 (Property, plant and equipment)	4,684	23.8%	3,784	2.5%	3,692
負債總計 (Total Liabilities)	7,401	5.3%	7,026	16.4%	6,038
短期負債 (Current Liabilities)	6,866	6.6%	6,442	13.8%	5,660
長期負債 (Non-Current Liabilities)	535	-8.3%	584	54.3%	378
股東權益 (Total equity)	14,418	6.8%	13,503	11.6%	12,103

重要財務指標
(key financial indexes)

項目 (Item)	年度 (Fiscal year)	2016	2015	2014
流動比率 (%) (Current ratio) (%)		220.3	238.9	238.6
速動比率 (%) (Quick ratio) (%)		127.3	144.8	142.1
存貨週轉率 (次) (Inventory turnover) (times)		4.8	4.7	4.2
存貨週轉天數 (天) (Days inventory outstanding) (days)		76.0	78.2	86.1
應收帳款週轉率 (次) (Accounts receivable turnover) (times)		5.6	5.8	5.4
應收帳款週轉天數 (天) (Days sales outstanding) (days)		65.5	62.6	68.0

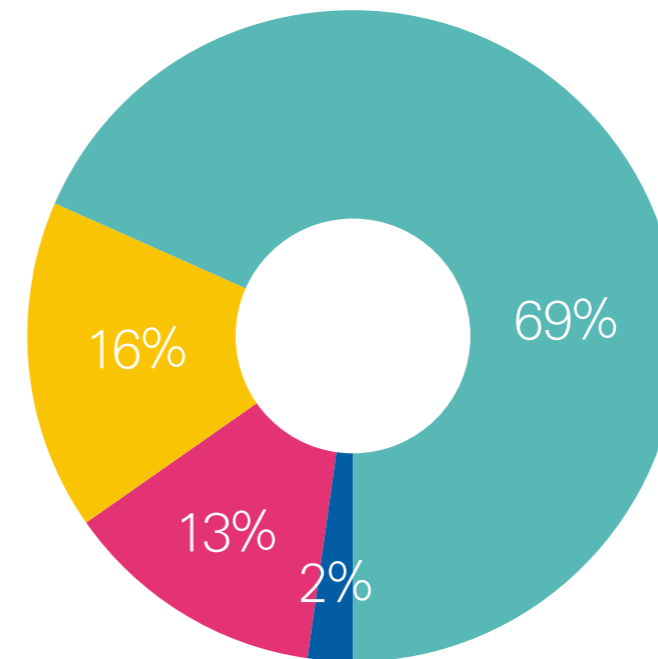
部門別資訊
(Operating segment information)
Year 2016

部門收入佔比
(% of total revenue)



- 佳格部門 Standard Foods segment
- 佳乳部門 Standard Dairy Products segment
- 中國佳格部門 China Standard segment
- 其它 Other

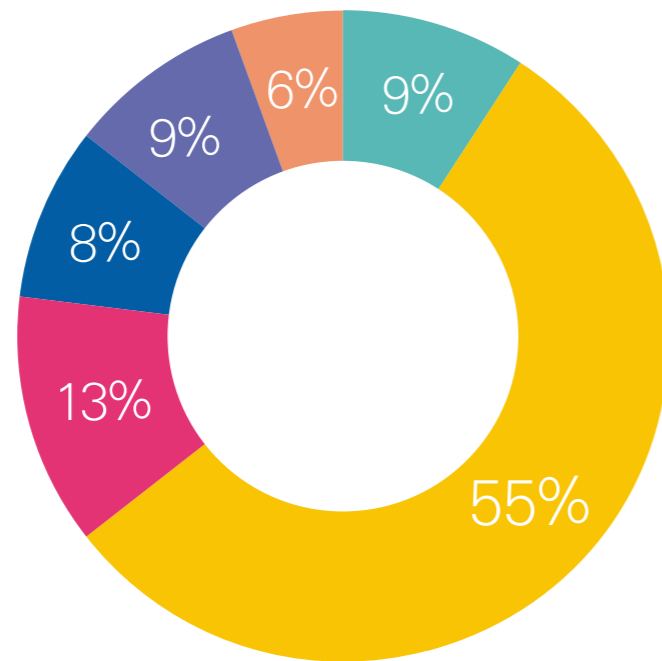
部門稅前損益佔比
(% of total net income before tax)



- 佳格部門 Standard Foods segment
- 佳乳部門 Standard Dairy Products segment
- 中國佳格部門 China Standard segment
- 其它 Other

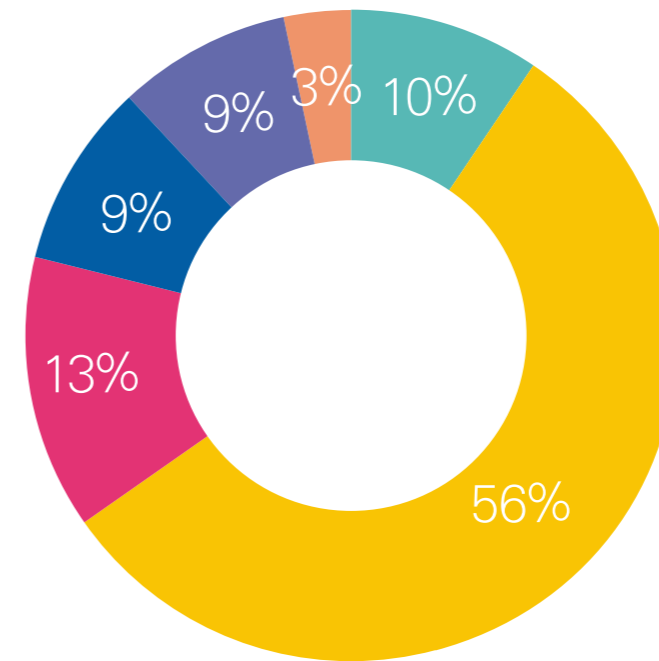
各品類營收佔比
(% of total revenue by category)

2016



- 穀類 Oats
- 油 (家庭廚房) Edible Oils and condiment
- 補品 (含完膳) Tonic Drinks and Nutritional Foods
- 奶粉 Milk Powder
- 冷藏 Dairy Product and drinks
- 其他 (德泰) Others

2015



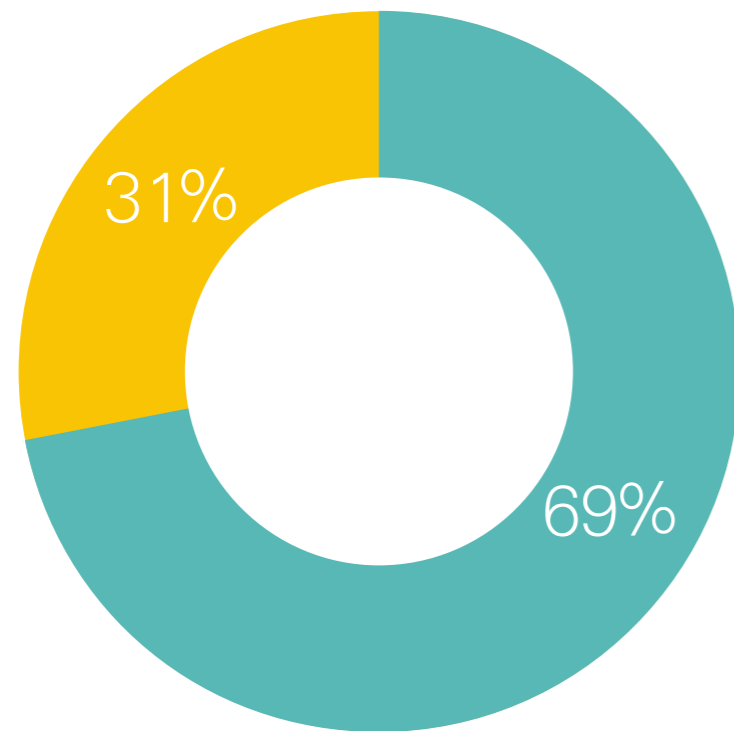
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各產品市佔率-台灣

Market share by product-Taiwan

商品類：燕麥 Category：Oats

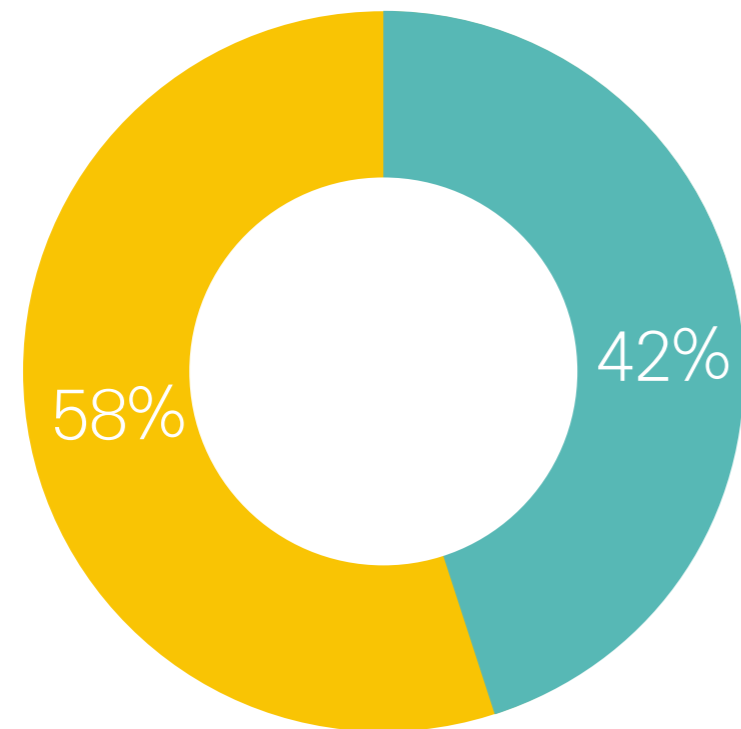
市佔率：69%，市佔第一 Market Share：69% (No.1)



各產品市佔率-台灣

Market share by product-Taiwan

商品類：油品 Category：Edible Oils
市佔率：42%，市佔第一 Market Share：42% (No.1)

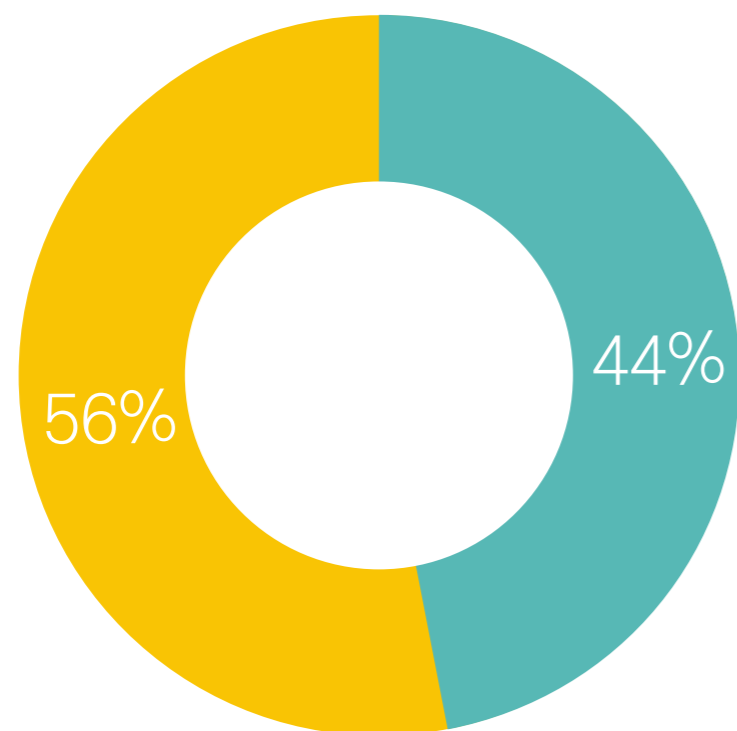


各產品市佔率-台灣

Market share by product-Taiwan

商品類：補品 Category：Tonic Drink

市佔率：44%，市佔第一 Market Share：44% (No.1)



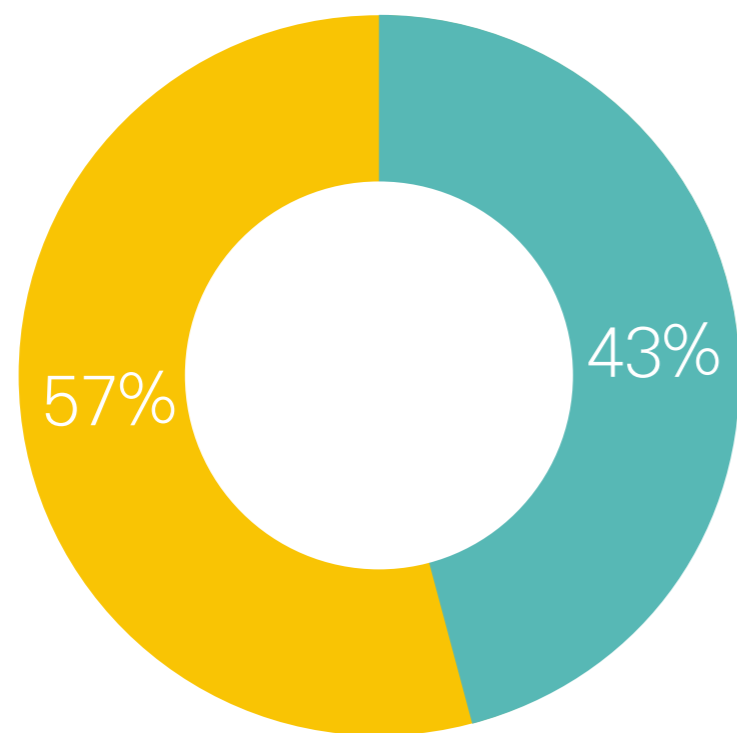
資料來源：尼爾森(AC) Source：ACNielsen, 2016

各產品市佔率-台灣

Market share by product-Taiwan

商品類：成人奶粉 Category：Milk Powder

市佔率：低/脫脂43%，市佔第一 Market Share：Low/Non-fat Milk 43% (No.1)

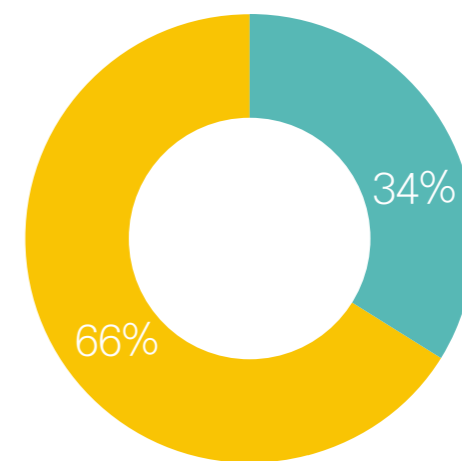
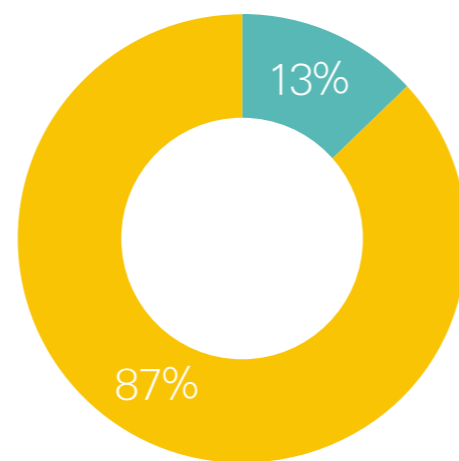
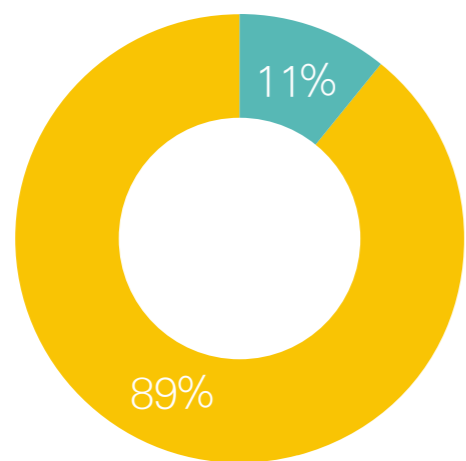


各產品市佔率-台灣

Market share by product-Taiwan

商品類：福樂 Category：FreshDelight

市佔率：乳品 11% 優酪乳 13% 優酪 34% Market Share：Dairy Product 11%, Yogurt drink 13%, Yogurt 34%

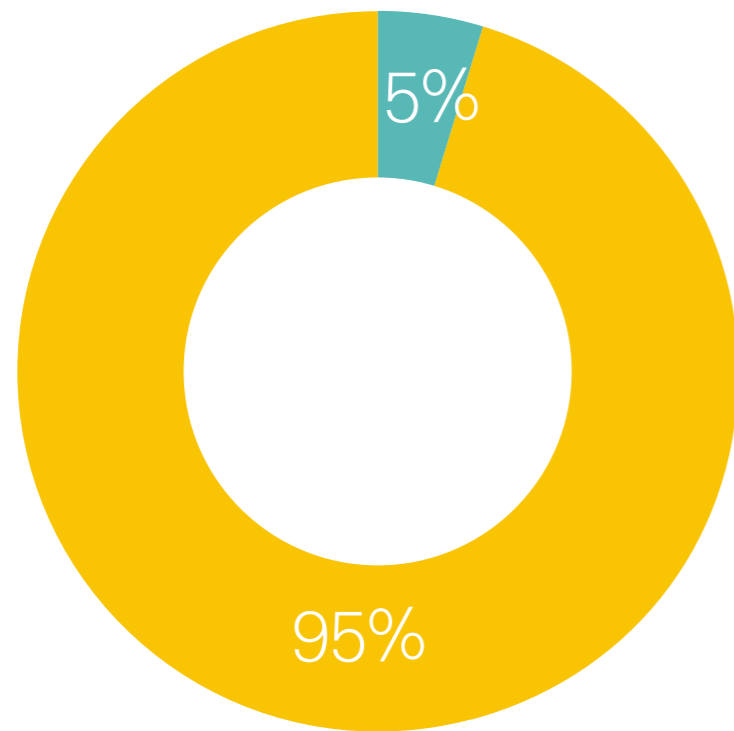


資料來源：TNS 模範市場研究公司 Source：KANTAR TNS, 2016

各產品市佔率-中國

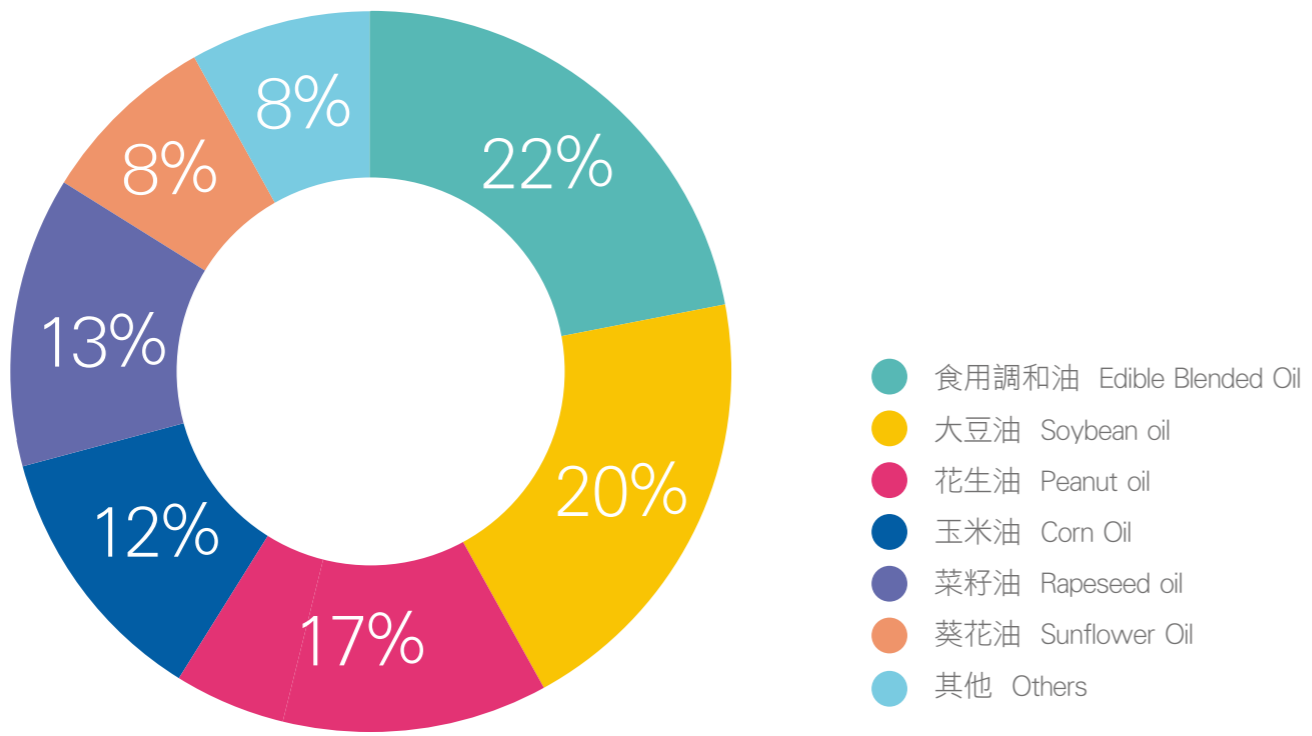
Market share by product-China

商品類別：小包裝食用油 Category: Edible Oils
市佔率：5% Market Share: 5%



各品類油種銷售佔比

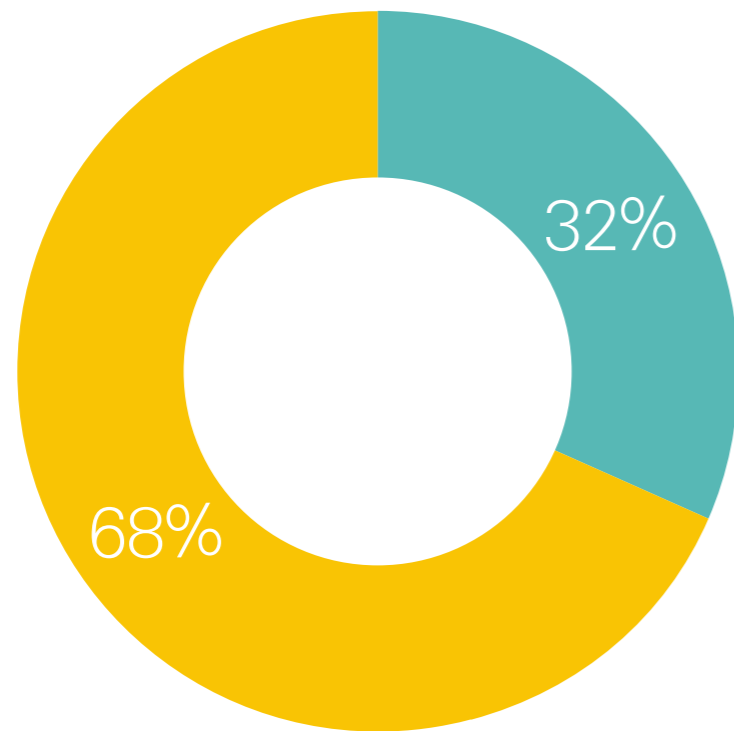
% of Edible Oils by category



各產品市佔率-中國

Market share by product-China

商品類別：葵花油 Category: Sunflower Oils
市佔率：32% Market Share: 32%





Thank You