八方雲集

八方美味飄香·四面賓客雲集

With Hard Work & Grit, We Can Turn Dumplings into Gold!

Ticker：2753

Disclaimer

This document and relevant information may contain certain forward-looking statements. Such forward-looking statement is not actual results but only reflects the Company’s estimates and expectations and is subject to inherent risks and uncertainties that could cause actual results to differ materially from such statement.

The Consolidated financial numbers are reviewed or audited by CPA.

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Brand Situation

Our Brands

八方雲集

八方美味飄香·四面賓客雲集

梁社漢 排骨

芳珍 蔬食 FJ VEGGIE

GREATEST AROMA
Dante
COFFEE SHOP
Coffee Life Always Bright
丹堤咖啡

百芳
池上便當
BAI FUNG BENTO

BAFANG NOODLES & MORE
八方麵屋

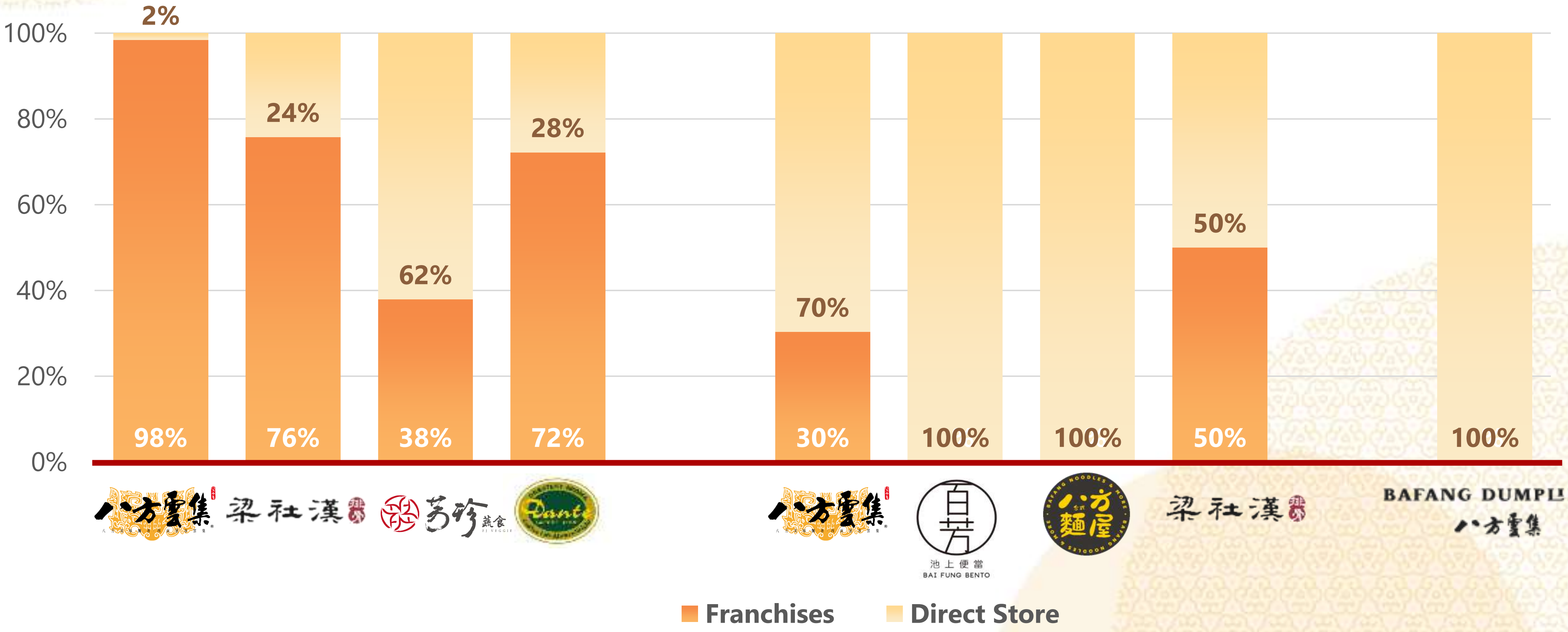
BAFANG DUMPLING
八方雲集

2024/11 Franchises Updates

Region	Taiwan			
Number	1,010	227	29	18

Region	Hong Kong			
Number	56	14	4	2

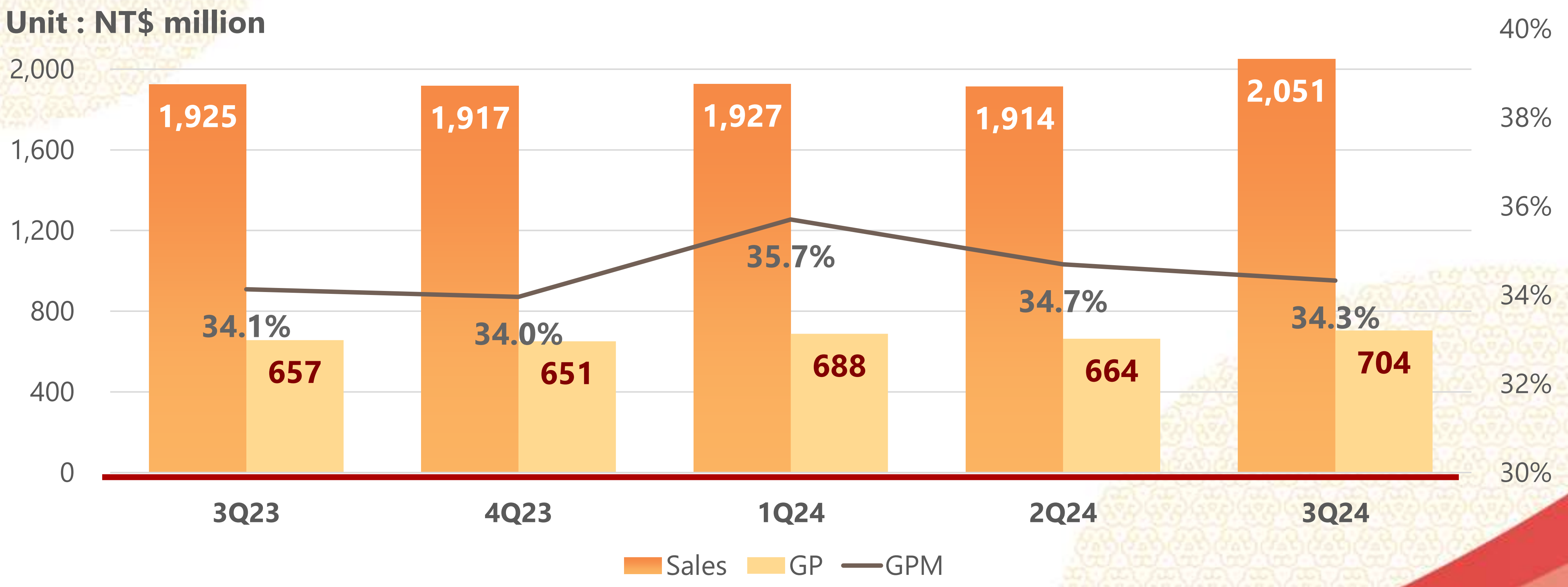
Region	U.S.
Number	10



八方雲集國際股份有限公司
BAFANG YUNJI INTERNATIONAL CO.,LTD

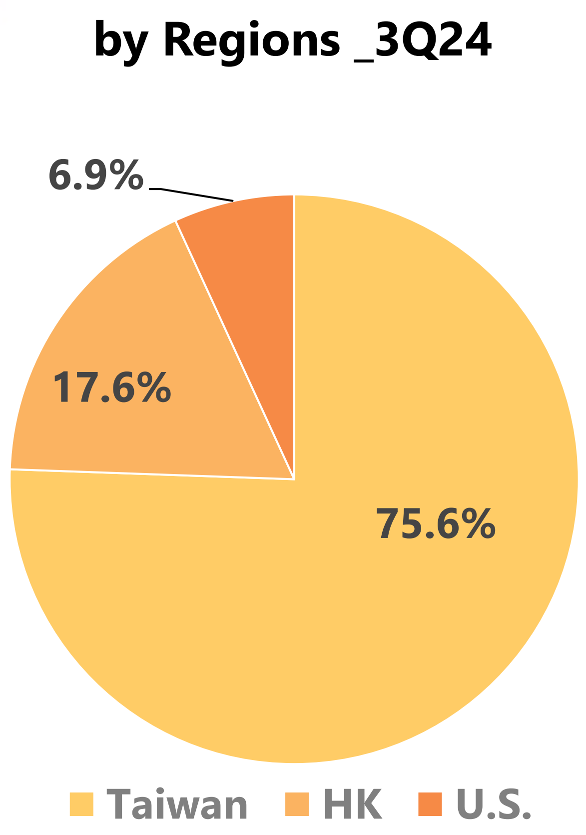
3Q 2024 Financial Results

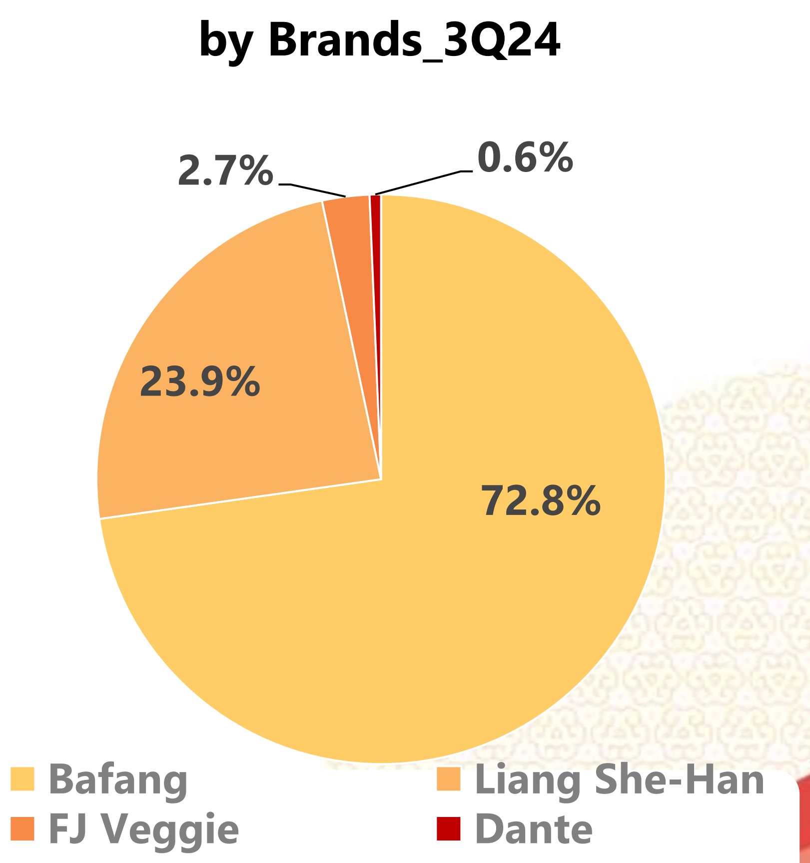
Sales Revenues & Gross Profits



3Q24	YoY	QoQ
Sales	6.5%	7.1%
GP	7.0%	5.9%

Sales Breakdown





All three brands in HK are under Bafang

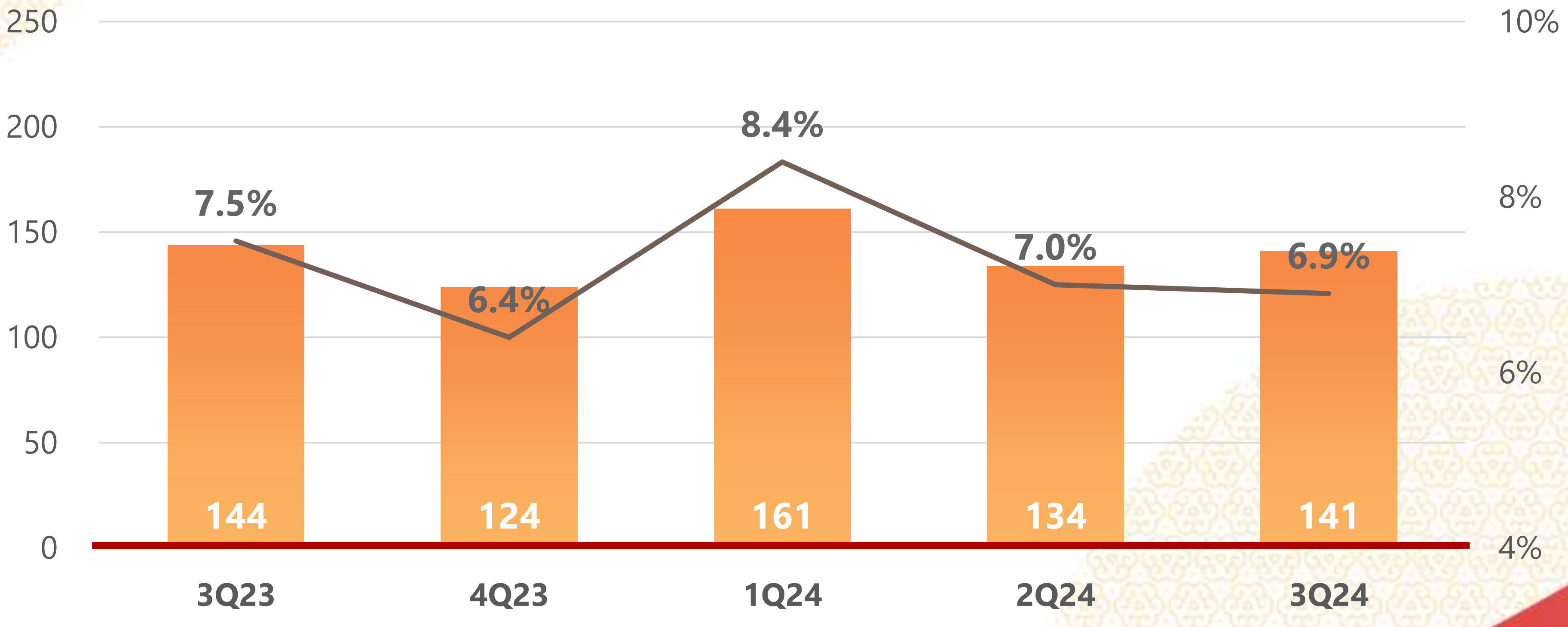
Operating Expenses

Unit : NT$ million

Items	3Q24		2Q24		QoQ	3Q23		YoY
	Amount	%	Amount	%		Amount	%	
Selling expenses	395	19.3%	390	20.4%	1.40%	370	19.2%	6.91%
Administrative expenses	118	5.7%	107	5.6%	10.05%	109	5.7%	7.90%
R&D expenses	4	0.2%	4	0.3%	1.47%	5	0.3%	-7.55%

Net Profits after Tax & EPS

Unit : NT$ million



EPS	2.24	1.94	2.36	2.10	2.18

3Q24 Takeaway/delivery ratio

Region	Taiwan			Hong Kong				U.S.
Brand	八方雲集	梁社漢	芳珍蔬食	八方雲集	百芳 池上便當	八方麵屋	梁社漢	BAFANG DUMPLING 八方雲集
Takeaway/ delivery	67.4%	85.9%	63.0%	59.9%	44.4%	44.4%	53.7%	64.0%
In-store dining	32.6%	14.1%	37.0%	40.1%	55.6%	55.6%	46.3%	36.0%

Balance Sheets & Key Indices

Unit : NT$ million

Items	9/30/2024		12/31/2023		9/30/2023	
	Amount	%	Amount	%	Amount	%
Cash & Marketable Securities	1,287	20.5%	1,555	25.2%	1,490	24.8%
Inventories	224	3.6%	247	4.0%	271	4.5%
Net PP&E	2,547	40.6%	2,379	38.5%	2,291	38.2%
Total Assets	**6,267**	100.0%	**6,181**	100.0%	**5,998**	100.0%
Current Liabilities	1,497	23.9%	1,609	26.0%	1,566	26.1%
Long-term Interest-bearing Debts	1,261	20.1%	1,123	18.2%	1,078	18.0%
Total Liabilities	**2,757**	44.0%	**2,732**	44.2%	**2,644**	44.1%
Total Shareholders' Equity	**3,510**	56.0%	**3,449**	55.8%	**3,354**	55.9%
Key Indices						
Current Ratio	126.4%		133.5%		132.6%	
Quick ratio	100.2%		111.0%		109.6%	
Days to collect accounts receivable	7.5		7.5		7.4	
Average days to sell inventory	16.8		18.1		19.4	
Rate of return on assets	9.8%		9.4%		9.7%	

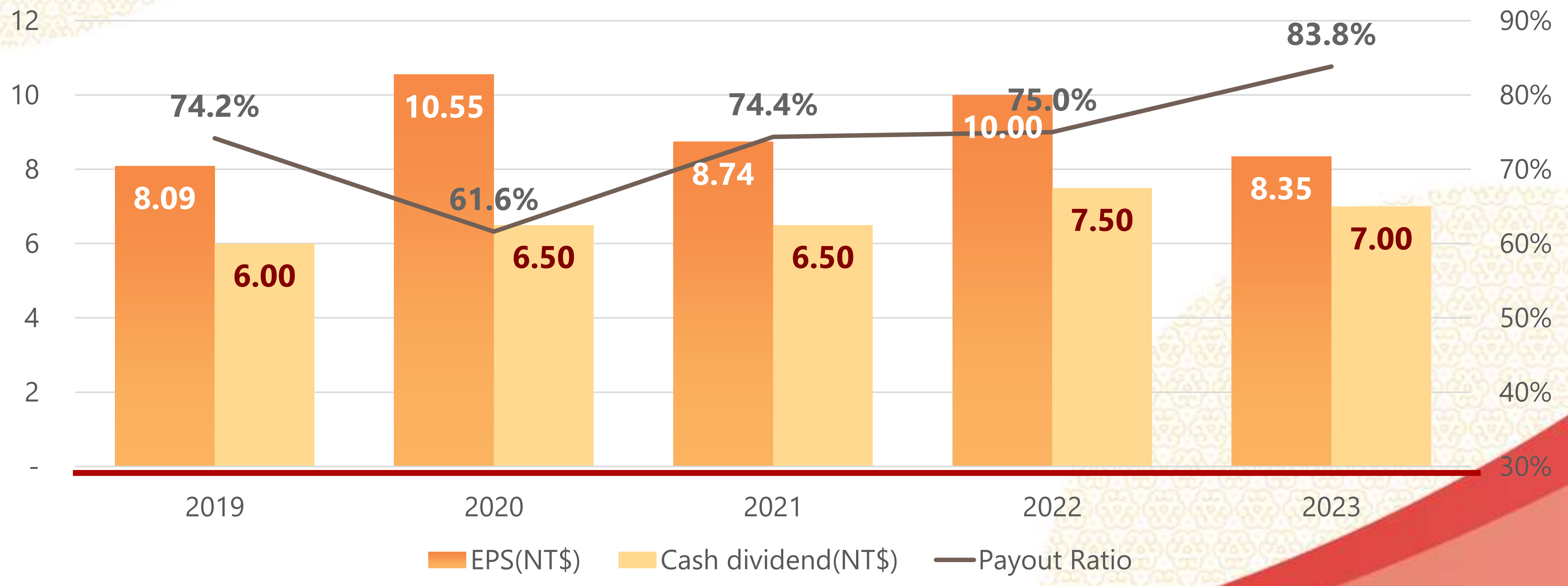
Cash Flows

Unit : NT$ million

Items	1-3Q24	1-3Q23
Beginning Balance	804	690
Cash flows from operating activities	995	841
Cash flows used in investing activities	216	(230)
Cash flows used in financing activities	(909)	(577)
Ending Balance	1,119	746

Dividend Policy

8/7/2024 Board of Directors Approved NT$2 Cash Dividend for the First Half of 2024



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BAFANG YUNJI INTERNATIONAL CO.,LTD

Business Performance and Outlook

八方雲集國際股份有限公司
BAFANG YUNJI INTERNATIONAL CO.,LTD

Q & A

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