



INVESTOR RELATIONS

AUG. 2020

DISCLAIMER

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The financial information in this document are consolidated earnings results based on K-IFRS. These statements involve risks and uncertainties, and actual results may differ.

CJ corp. is under no obligation or responsibility to update the information provided in the presentation in correspondence to their respective dates.

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COMPANY OVERVIEW

VISION & MISSION

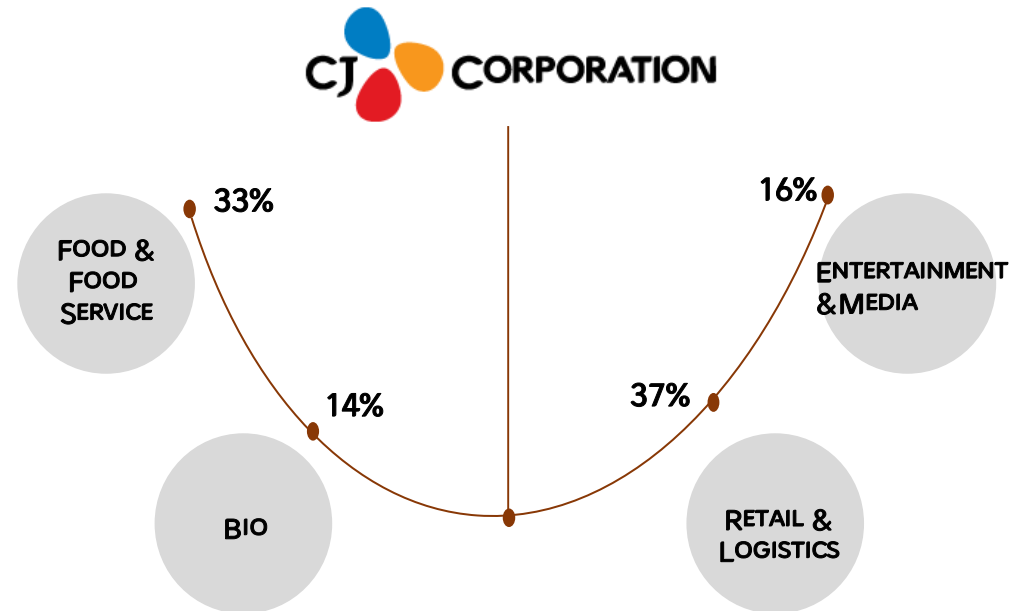
VISION

Create a New Culture
For Healthy, Happy and
Convenient Lifestyles

MISSION

Contribute to the global community
by providing the best value
to our customers
with ONLYONE products and services

CORE BUSINESS AREAS



* 2019 K-IFRS Consolidated, Revenue Breakdown

COMPANY OVERVIEW

BUSINESS OVERVIEW

- **Strengthen competitiveness and maximize synergies between four core business areas in the group**

❑ **Food & Food Services** : Actively pursue global expansion based on the experience as the country's leading producer and service provider

❑ **Bio** : Secure global No. 1 position in green bio with outstanding R&D and advanced technologies

❑ **Retail & Logistics** : Provide the largest total logistics services and operate the country's top selling home shopping channel and Korea's leading health & beauty (H&B) store brand

❑ **Entertainment & Media**: Create and produce contents unlimited to movies, music, drama and performance and operate the country's largest movie theater complex

[Unit: W Bn, %]

B/S	2018	2019	P/L	2018	2019
Asset	31,729.5	40,381.4	Revenue	29,523.4	33,779.7
Liability	19,207.7	25,766.3	Operating Profit	1,332.5	1,509.2
Equity	12,521.8	14,615.1	Net Income	880.0	323.8
Liability to Equity Ratio	153%	176%	OP Margin	4.5%	4.5%

Note: K-IFRS Consolidated

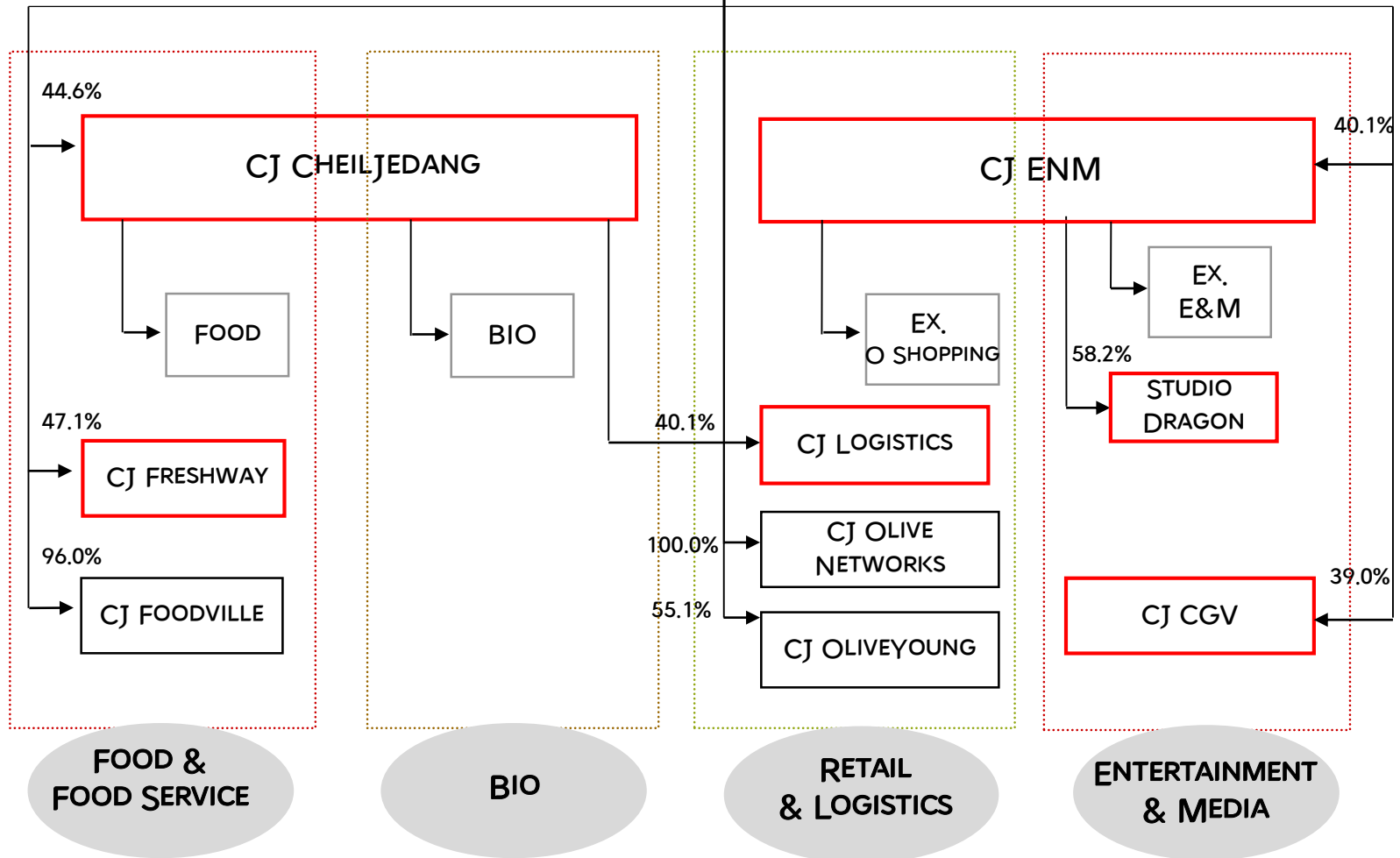
As of End of 2019	Type	No. of Shares	Stake	Note
Shares	Common	29,176,998		
Outstanding	Preferred 1	2,260,223		
	Preferred 4 (Convertible)	4,226,512		
Treasury	Common	2,118,538	7%	
	Preferred 1	1,120		
Shares	Preferred 4 (Convertible)	13,132		
Major Shareholder	Common	12,275,574	42%	

COMPANY OVERVIEW



[AS OF END OF JUNE, 2020]

LISTED



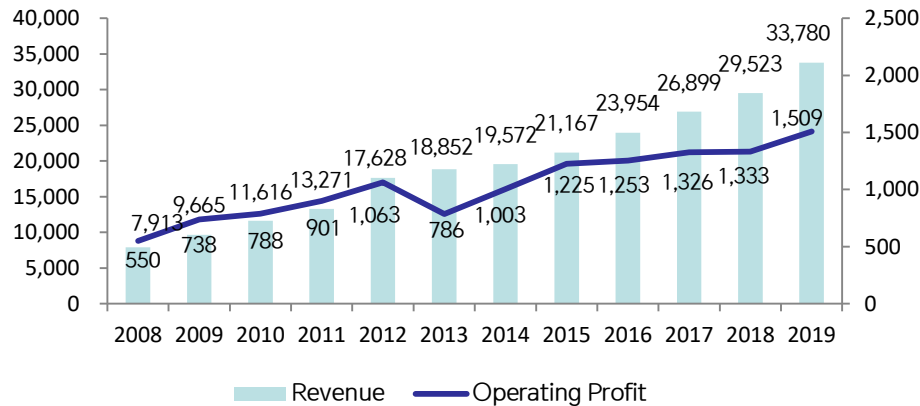
*Note: Common Stock Basis

2Q20 EARNINGS REVIEW

CJ CORP. 2Q20 EARNINGS REVIEW

FINANCIAL SUMMARY

[Unit: W Bn]



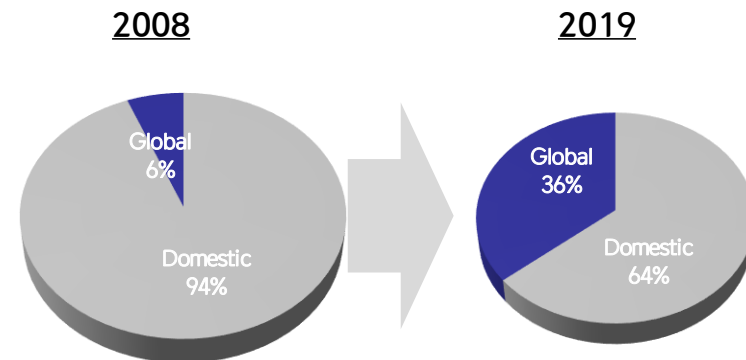
NOTE: K-IFRS CONSOLIDATED

- Since the transition to a holdings company in September 2007, CJ Corp has achieved Sales CAGR of 14.1% and operating profit CAGR of 9.6% through adopting “choose and focus” strategy on 4 core business areas.
- By the end of 2019, Company’s total assets and revenue recorded KRW 40.3 trillion and KRW 33.8 trillion , which is 314% and 326% increase within past 11 years, respectively.

CJ’S GLOBALIZATION

- Expand global presence of businesses which are already indisputably a domestic leader under the operations of CJ CJ, CJ Logistics, CJ CGV and more
- Continue to increase global sales proportion which has seen a remarkable growth from 6% in 2008 up to 36% in 2019
- Increase market share already at unwavering global No. 1 of major Bio products, namely lysine, nucleotides and tryptophan
- No.1 theater operator in Vietnam and Turkey

Consolidated Revenue

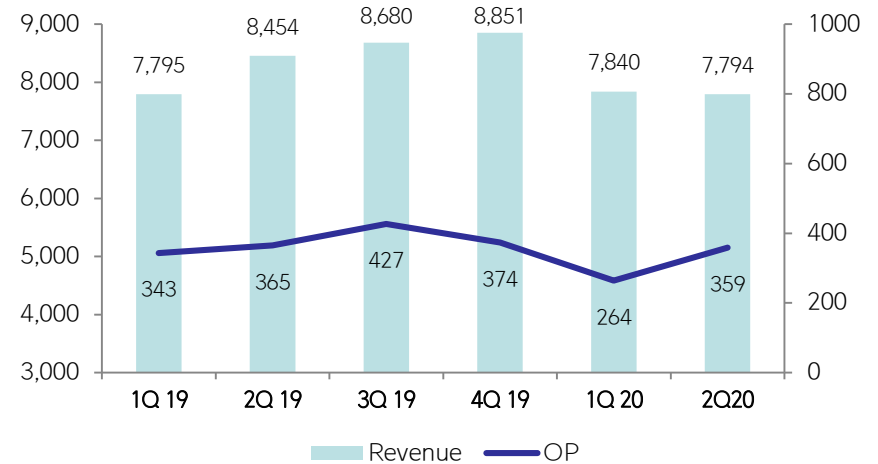


FINANCIAL HIGHLIGHTS

[UNIT : W BN]

	1Q 19	2Q 19	3Q 19	4Q 19	1Q 20	2Q 20
Revenue	7,795	8,454	8,680	8,851	7,840	7,794
Operating Profit	343	365	427	374	264	359
(%)	4.4%	4.3%	4.9%	4.2%	3.4%	4.6%

[UNIT : W BN]



- **2Q20: Revenue KRW 7,794bn (YoY -7.8%), OP KRW 359bn (YoY -1.8%)**

- : Revenue of CJ CJ and CJ Logistics grew but decreased due to sluggish revenue of CGV and Freshway
- : Although CGV domestic and foreign theaters have shut down due to COVID-19 effect and sales of Freshway food materials have decreased, the company has defended its profits due to strong performance of CJ Logistics' parcel and the record-high performance of CJ CJ

- **Enhanced market competitiveness in all four main business areas, which has achieved more stability in diversified portfolio**

- : Driving future growth through globalization - continuous endeavors in diversifying product portfolio within the Food business, setting the cornerstone by acquisition of local company at CJ Logistics and enhancing content producing capability at CJ ENM
- : Inter-sub synergies - business portfolio includes Food, Entertainment, Retail and Logistics, all of which are synergistic to one another, promoting further

CJ CORP. 2Q20 EARNINGS REVIEW



Company		2Q20 W bn	YoY	Highlights
CJCJ	Revenue	3,461	+8.6%	· Up with growth of B2C due to expansion of home meal trends and strong global sales of processed foods
	OP	302	+186.1%	· Recorded historical high profit thanks to reduced promotion costs in Food biz, enlarged sales portion of high-margin products in Bio biz and rose in hog prices
CJ Logistics	Revenue	2,650	+4.5%	· Up with significant growth on Parcel due to efficient and stable capacity expansion, including MP expansion as spreading “Untact-Trends”
	OP	84	+16.9%	· Improved profit structure based on efficiency of parcel operation such as MP expansion and fulfillment-service operation using Mega-hub Gonjiam SCM center
ENM	Revenue	838	-16.7%	· Despite TV Ad. market slow-down and record low B/O revenue, steady growth in commerce and digital revenue
	OP	73	-16.1%	· Profitability improvement with media margin increase due to strong growth in content sales, continued commerce profit growth, music profit turnaround
CGV	Revenue	42	-91.4%	· Decreased due to weak demand by COVID-19 pandemic affecting directly on to box office globally
	OP	-131	Turn Neg.	· Turned negative due to fixed cost burdens weighed higher against the weak box office globally
FreshWay	Revenue	625	-17.5%	· Decreased due to weak demand on food material distribution and food catering service by COVID-19
	OP	3	-86.1%	· Despite efforts to reduce costs, OP decreased with weak sales driven by COVID-19

※ CJCJ excluding CJ Logistics

2Q20 OPERATING RESULTS BY BUSINESS

Revenue

[UNIT : W BN]

	2Q19	2Q20	YoY
Food & Food Service	2,770.7	2,750.1	-0.7%
Bio	1,199.2	1,258.4	4.9%
Retail & Logistics	3,059.7	3,236.9	5.8%
Entertainment & Media	1,406.8	523.5	-62.8%
Others	17.3	25.1	45.1%
Total	8,453.7	7,794.0	-7.8%

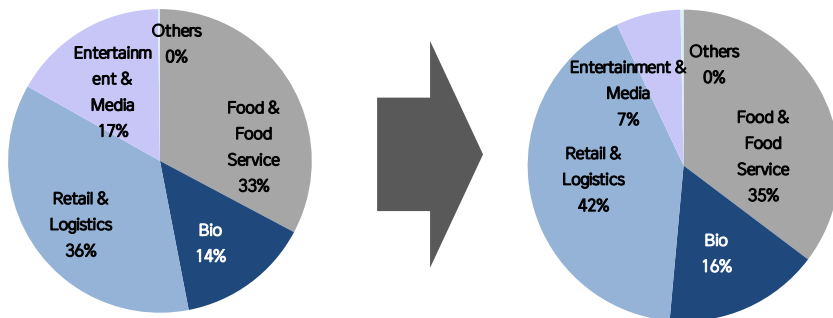
Operating Profit

[UNIT : W BN]

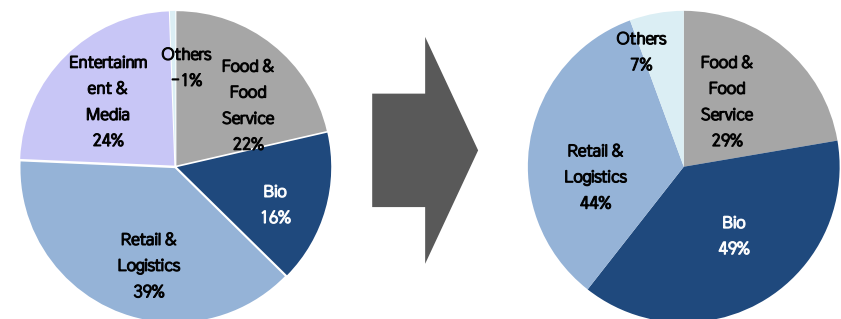
	2Q19	2Q20	YoY
Food & Food Service	79.1	103.6	31.0%
Bio	58.9	177.6	201.5%
Retail & Logistics	141.6	157.0	10.9%
Entertainment & Media	87.7	-105.4	Turn Neg.
Others	-2.1	26.0	Turn Pos.
Total	365.2	358.8	-1.8%

STABILITY OF THE BUSINESS PORTFOLIO

REVENUE



OPERATING PROFIT



[UNLISTED] 2Q20 EARNINGS REVIEW: CJ OLIVENETWORKS(IT)

- CJ Olivenetworks(100% owned by CJ Corp.) has signed a comprehensive management service contract for information system operations, such as CJ Group, to provide the services related to computerization, and to public institutions and private companies to develop software and Internet solutions.

[Mid-to Long-term Strategy] Fortify capability of Data Analytics such as Big Data/AI/Cloud/etc. and Leading the Digital Transformation of CJ's major business

- ✓ Improve Operation Excellence and Customer Experience in key business such as Food/Logistics/E&M/etc.(Customer Data-based Marketing, Logistics/Store Operating Automation, etc.)
- ✓ Combine AI with differentiated data(CJ One Data, Operation Data by business, etc.) from CJ Group that can identify consumption trends of Contents/Parcel/Food/Restaurant/etc.

[UNIT : W BN, %]

B/S	2018	2019
Asset	1,164,9	473,4
Liability	649,4	305,0
Equity	515,5	168,4
Liability to Equity ratio	126%	181%

※ FY2018 B/S is based on a pre-division

[P/L Summary]

(Unit: W Bn)	1Q20	2Q19	2Q20	YoY	
				(%,%p)	(W Bn)
Revenue	104.3	116.6	104.4	-10.5%	-12.2
Operating Profit	-	-	-	-	-
OPM(%)	-	-	-	-	-
EBIT	-	-	-	-	-
Net Income	10.0	7.4	13.8	86.5%	6.4

* Based on K-IFRS Separate

- [Revenue] Decreased 10.5%yoy with contraction of SI/Messaging service sales despite increased SM(System operation and Maintenance) service area and IDC(Building/Operating infrastructure such as server, network, and security)
 - Increased the scope of SM service area by expanding groups' business
 - The timing of investment in internal/external SI projects has been postponed due to the influence of COVID-19
 - Continuing to discover and implement mid- to long-term innovative growth projects
 - [NI] Increased with one-time non-operating costs

[UNLISTED] 2Q20 EARNINGS REVIEW: CJ OLIVEYOUNG

- CJ OliveYoung (55% owned by CJ Corp.) is a newly established company on Nov. 1st, 2019. It provides trendy products such as beauty-, health-, personal-care, supplement, accessories, etc. through online/offline services.

[P/L Summary]

(Unit: W Bn)	1Q20	2Q19	2Q20	YoY	
				(%,%p)	(W Bn)
Revenue	453.7	484.6	482.0	-0.5%	-2.6
* Online (%)	14.3%	9.8%	16.2%	6.4%p	-
Operating Profit	-	-	-	-	-
OPM(%)	-	-	-	-	-
EBIT	-	-	-	-	-
Net Income	9.7	25.5	15.3	-40.0%	-10.2

* Based on K-IFRS Separate

OY	1Q 19	2Q 19	3Q 19	4Q 19	1Q 20	2Q 20
Store (Domestic)	1,214	1,233	1,238	1,246	1,249	1,254
Direct	980	992	995	1,005	1,009	1,015
Franchise	234	241	243	241	240	239

[UNIT : W BN, %]

B/S	2018	2019
Asset	-	1,346,3
Liability	-	1,034,6
Equity	-	311,7
Liability to Equity ratio	-	332%

- [Revenue] Decreased 0.5%yoy thanks to growth in online business despite sluggish SSSG driven by COVID-19
 - 1,254 Stores (+21 Stores YoY, +5 Stores QoQ)
 - Strengthen MD strategy and discount sales with newly launched events such as marketing using SNS, etc.
- [NI] Decreased due to contraction of store sales driven by COVID-19

[UNLISTED] 2Q20 EARNINGS REVIEW: CJ FOODVILLE

- CJ Foodville (96% owned by CJ Corp.) has dining brands such as <VIPS>, <Season's Table>, <The Place>, <Cheil Jemyunso>, etc. and franchise brand <Tous Les Jours>

[P/L Summary]

	1Q 19	2Q 19	3Q 19	4Q 19	1Q 20	2Q20
Foodville						
Store (Domestic)	2,558	2,954	1,628	1,591	1,590	1,573
Direct	230	237	141	124	121	118
Franchise	2,328	2,359	1,293	1,274	1,271	1,257
Store (Overseas)	372	358	194	193	198	198

(Unit: W Bn)	1Q20	2Q19	2Q20	YoY	
				(%,%p)	(W Bn)
Revenue	152.9	210.6	138.6	-34.1%	-72.0
Operating Profit	-	-	-	-	-
EBIT	-	-	-	-	-
Net Income	-6.4	177.1	5.9	-96.7%	-171.2

* Based on K-IFRS Separate

	[UNIT : W BN, %]	
B/S	2018	2019
Asset	6,188	6,188
Liability	7,211	5,390
Equity	110	798
Liability to Equity ratio	6,555%	675%

- [Revenue] Decreased due to contraction of -dining brands' sales driven by COVID-19 and - the number of weak performance stores based on the strategy for improving profitability
- [NI] Decreased due to sharp drop in revenue due to COVID-19 expansion
- Sold 45% of <Twosome Place> stake in 2Q19

APPENDIX

FINANCIAL STATEMENT

CONSOLIDATED STATEMENTS

[Unit: W Bn]

	2019	2Q20	YoY
I. Current Assets	10,638.2	11,816.4	1,178.2
1. Cash and Cash Equivalents	1,602.6	2,323.4	720.8
2. Trade Receivables	1,107.4	3,337.5	-242.7
3. Other Current Financial Assets	3,580.2	2,051.0	481.0
4. Inventories	2,549.0	2,714.6	165.6
5. Other Current Assets	1,799.0	1,389.9	53.5
II. Non-Current Assets Held for Sale	514.5	96.3	-418.2
III. Non-Current Assets	29,228.7	29,403.3	174.6
Total Asset	40,381.4	41,316.0	934.6
I. Current Liabilities	12,283.4	12,495.7	212.3
II. Non-Current Liabilities	13,481.6	13,595.3	113.7
III. Non-Current Liabilities Held for Sale	1.3	-	-1.3
Total Liabilities	25,766.3	26,091.0	324.7
I. Equity Attributable to Owners of the Company	4,509.6	4,738.6	229.0
1. Capital Stock	179.0	179.0	-
2. Paid-in Capital in Excess of Par Value	992.9	992.9	-
3. Other Components of Equity	-195.7	-106.7	89.0
4. Retained Earnings	3,533.4	3,673.4	140.0
II. Non-Controlling Interest	10,105.5	10,486.4	380.9
Total Equity	14,615.1	15,225.0	609.9
Debt Ratio	176.3%	171.4%	-4.9%pt.

[Unit: W Bn]

	2Q19	2Q20	YOY
I. Revenue	8,453.7	7,794.0	-7.8%
II. COGS	6,134.0	5,682.0	-7.4%
III. Gross Profit	2,319.7	2,112.0	-9.0%
IV. Operating Profit	365.2	358.8	-1.8%
V. Profit before Income Tax	362.2	169.4	-53.2%
VI. Tax Expenses	71.8	114.2	59.1%
VII. Net Profit	290.4	55.2	-81.0%
1. Profit Attributable to Owners of the Company	215.1	27.5	-87.2%
2. Profit Attributable to Non-Controlling Interests	75.3	27.7	-63.2%

[Unit: W Bn]

	1H19	1H20	YOY
I. Revenue	16,248.6	15,634.0	-3.8%
II. COGS	11,773.9	11,451.5	-2.7%
III. Gross Profit	44.7	4,182.5	9,256.8%
IV. Operating Profit	708.5	623.0	-12.1%
V. Profit before Income Tax	533.3	694.2	30.2%
VI. Tax Expenses	128.7	275.7	114.2%
VII. Net Profit	404.6	418.5	3.4%
1. Profit Attributable to Owners of the Company	263.4	179.9	-31.7%
2. Profit Attributable to Non-Controlling Interests	141.2	238.6	69.0%

FINANCIAL STATEMENT

SEPARATE STATEMENTS

[Unit: W Bn]

	2019	2Q20	YoY
I. Current Assets	79.9	96.7	16.8
1. Cash and Cash Equivalents	5.2	13.9	8.7
3. Other Current Assets	74.7	82.8	8.1
II. Non-Current Assets	2,900.4	2,882.2	-18.2
Total Asset	2,980.3	2,978.8	-1.5
I. Current Liabilities	92.2	196.7	104.5
II. Non-Current Liabilities	104.2	6.5	-97.7
Total Liabilities	196.4	203.2	6.8
I. Capital Stock	179.0	179.0	-
II. Paid-in Capital in Excess of Par Value	992.8	992.8	-
III. Other Components of Equity	-106.8	-106.8	-
IV. Retained Earnings	1,718.9	1,710.6	-8.3
Total Equity	2,783.9	2,775.6	-8.3
Debt Ratio	7.1%	7.3%	0.2%pt.

[Unit: W Bn]

	2Q19	2Q20	YOY
I. Operating Revenue	25.2	22.6	-10.3%
- Royalty Income	23.6	21.0	-11.0%
- Dividend Income	-	-	-
- Others	1.6	1.6	-
II. Operating Expenses	18.4	16.7	-9.2%
III. Operating Profit	6.8	5.9	-13.2%
IV. Profit before Income Tax Benefit(Expense)	-9.7	13.9	Turn Pos.
V. Income Tax Benefit(Expense)	-1.4	4.1	-
VI. Net Profit	-8.3	9.8	Turn Pos.

[Unit: W Bn]

	1H19	1H20	YOY
I. Operating Revenue	93.8	92.4	-1.5%
- Royalty Income	45.3	42.6	-6.0%
- Dividend Income	45.3	46.6	2.9%
- Others	3.2	3.2	-
II. Operating Expenses	40.9	32.4	-20.8%
III. Operating Profit	52.9	59.9	13.2%
IV. Profit before Income Tax Benefit(Expense)	33.9	57.6	69.9%
V. Income Tax Benefit(Expense)	1.1	3.8	-
VI. Net Profit	35.0	53.8	53.7%

THANK YOU