



INVESTOR RELATIONS

Nov. 2017

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The financial information in this document are consolidated earnings results based on K-IFRS. This document is provided for the convenience of investors only, before our external audit on financial results of our headquarter is completed. These statements involve risks and uncertainties, and actual results may differ.

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CONTENTS

1. **Company Overview**

2. **3Q17 Earnings Review**

3. **Appendix**

Company Overview



COMPANY OVERVIEW

Vision & Mission

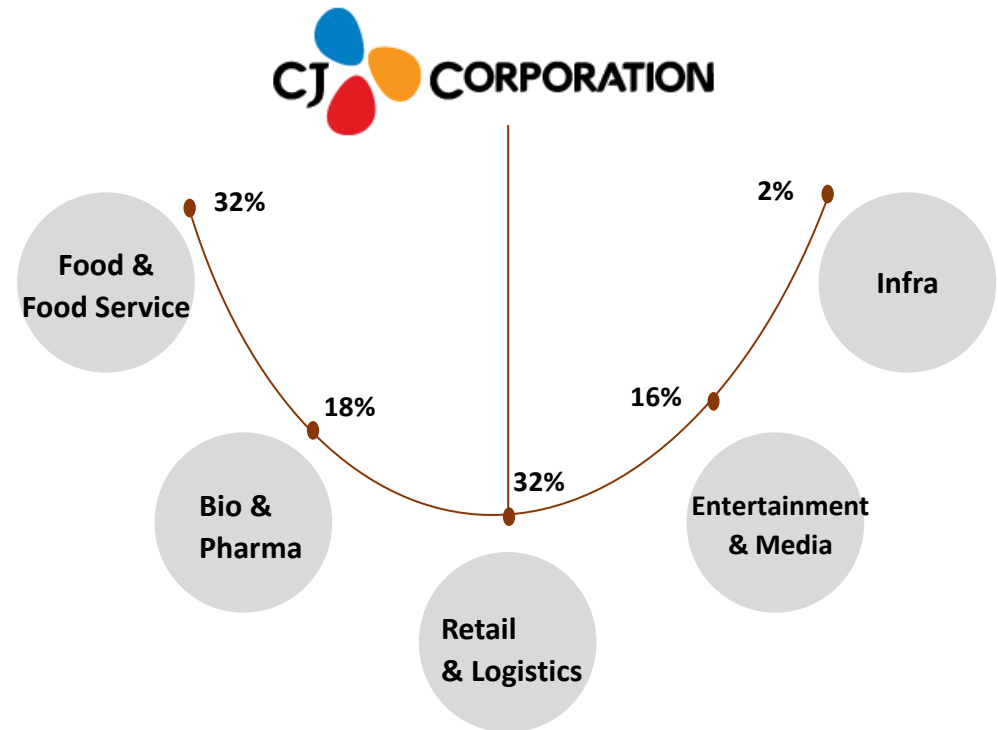
4 Core Business Areas

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



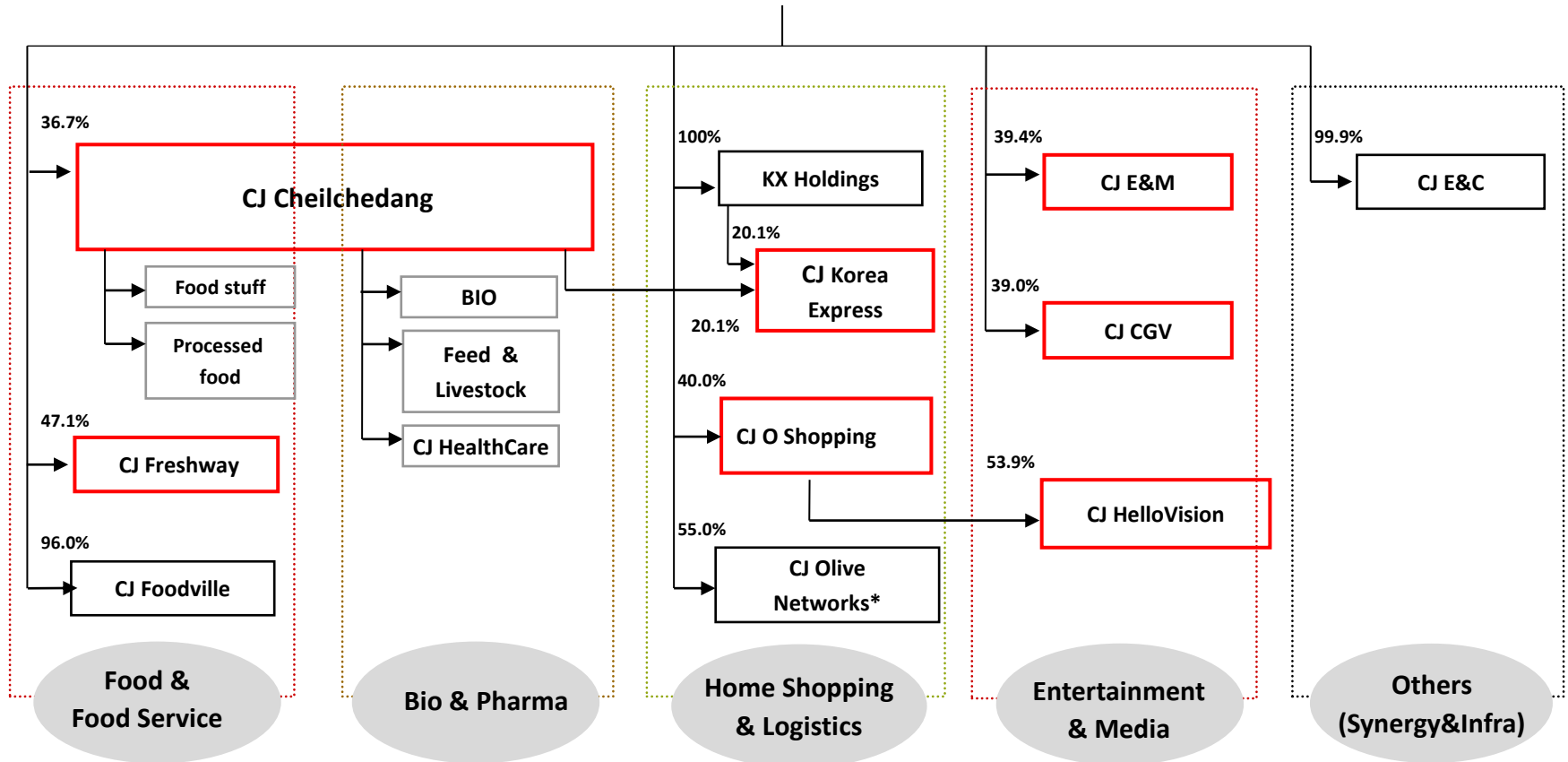
*2016 K-IFRS Consolidated, Revenue Breakdown

COMPANY OVERVIEW



[As of September. 30, 2017]

Listed

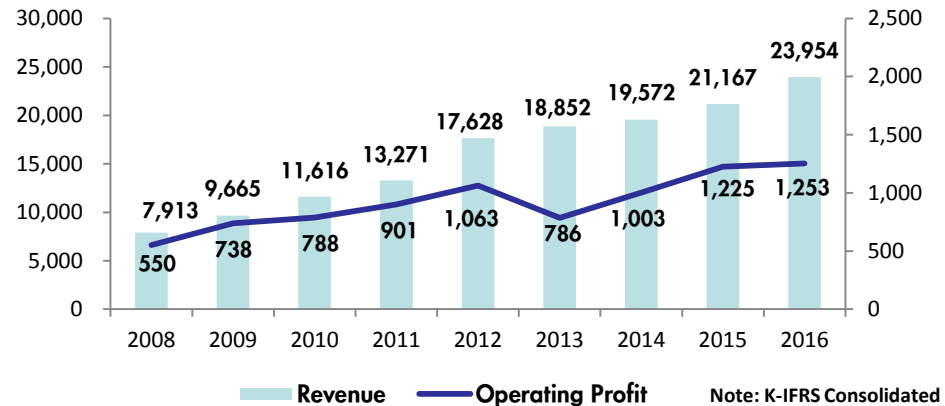


*Note: Common stock basis

COMPANY OVERVIEW

Financial Summary

[Unit: W Bn]

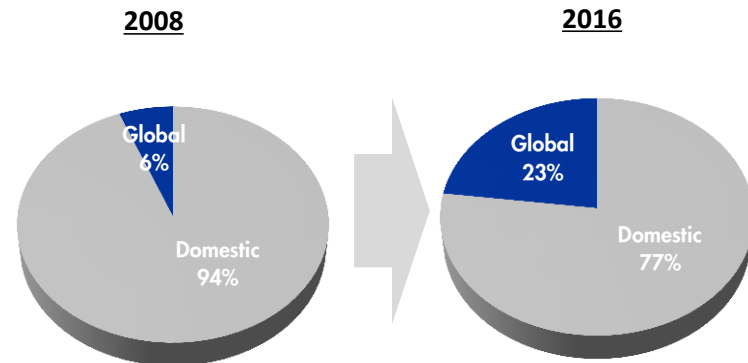


- Since the transition to a holdings company in September 2007, CJ Corp has achieved Sales CAGR of 14.8% and operating profit CAGR of 10.8% through adopting “choose and focus” strategy on 4 core business areas.
- By the end of 2016, Company's total assets and revenue recorded KRW 27.0 trillion and KRW 23.9 trillion , which is 177% and 203% increase within past 8 years, respectively.

CJ's Globalization

- Expand global presence of businesses which are already indisputably a domestic leader under the operations of CJ CJ, CJ Korea Express, CJ CGV and more
- Continue to increase global sales proportion which has seen a remarkable growth from 6% in 2008 up to 23% in 2016
- 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



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 & Pharma : Secure global No. 1 position in green bio with outstanding R&D while fortifying presence as one of the leading pharmaceutical companies in the country**
- Home Shopping & Logistics : Provide the largest total logistics services and operate the country's top selling home shopping channel**
- 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	2015	2016	P/L	2015	2016
Asset	23,562	27,010	Revenue	21,167	23,954
Liability	13,699	15,755	Operating Profit	1,225	1,253
Equity	9,863	11,254	Net Income	551	570
Liability to Equity Ratio	139%	140%	OP Margin	5.8%	5.2%

Note: K-IFRS Consolidated

As of End of 2016	Type	No. of Shares	Stake	Note
Shares	Common	29,176,998		
Outstanding	Preferred	2,260,223		
Treasury	Common	2,971,570	10%	
Shares	Preferred	1,120		
Major Shareholder	Common	12,275,574	42%	

3Q17 Earnings Review

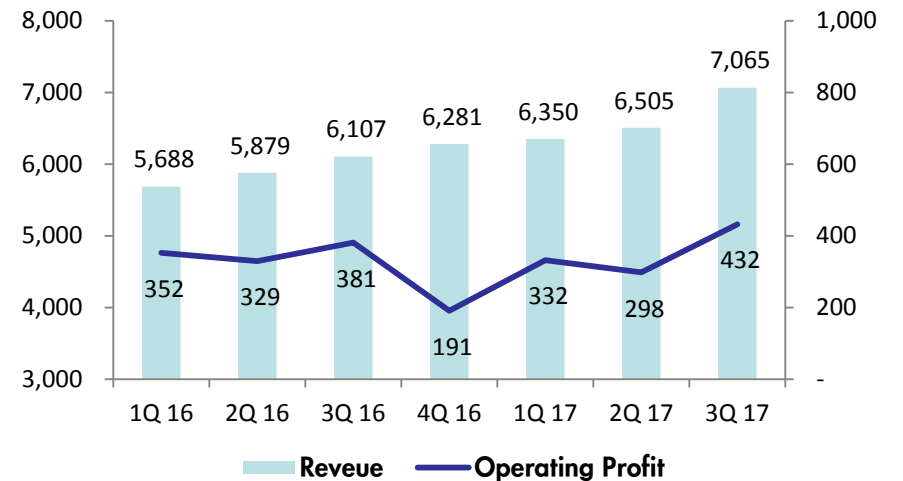


Financial Highlights

[Unit: W Bn]

	1Q 16	2Q 16	3Q 16	4Q 16	1Q 17	2Q 17	3Q 17
Revenue	5,688	5,879	6,107	6,281	6,350	6,505	7,065
Operating Profit	352	329	381	191	332	298	432
(%)	6.2%	5.6%	6.2%	3.0%	5.2%	4.6%	6.1%

[Unit: W Bn]



- Sales KRW 7,065.1bn (YoY +15.7%), OP KRW 431.9bn (YoY +13.3%)**
 - : Growth led by continued growth momentum at CJ CJ, CJ Logistics and CJ E&M
 - : OP increased thanks to 1) robust processed food biz and improved foodstuff biz profitability from lower raw material cost at CJ CJ; and 2) enhanced content power from E&M
- 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 Bio business, enhancing content producing capability at CJ E&M, setting the cornerstone by acquisition of local company at CJ Korea Express
 - : Inter-sub synergies – business portfolio includes F&B, entertainment, and logistics, all of which are synergistic to one another, promoting further growth

3Q 17 Operating Results by business

Revenue (accumulated)

[Unit: W Bn]

	3Q 16	3Q 17	YoY
Food & Food Service	5,670	6,315	11.4%
Bio & Pharma	3,177	3,373	6.2%
Retail & Logistics	5,632	6,603	17.2%
Entertainment & Media	2,821	3,275	16.1%
Others	374	353	-5.4%
Total	17,674	19,920	12.7%

Operating Profit (accumulated)

[Unit: W Bn]

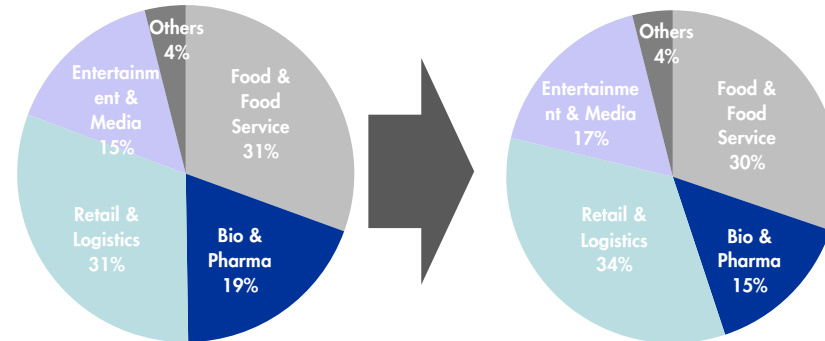
	3Q 16	3Q 17	YoY
Food & Food Service	325	321	-1.2%
Bio & Pharma	204	156	-23.7%
Retail & Logistics	329	359	9.3%
Entertainment & Media	163	184	12.6%
Others	42	42	-0.5%
Total	1,062	1,061	-0.1%

Stability of the Business Portfolio

Revenue

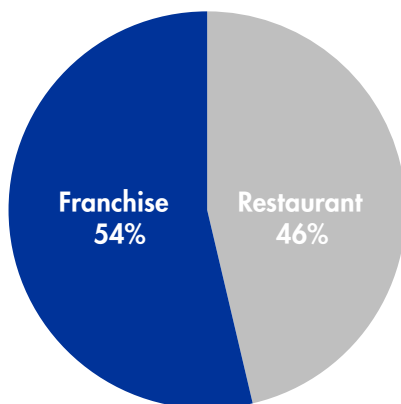


Operating Profit



Unlisted Subsidiary 1 - CJ Foodville

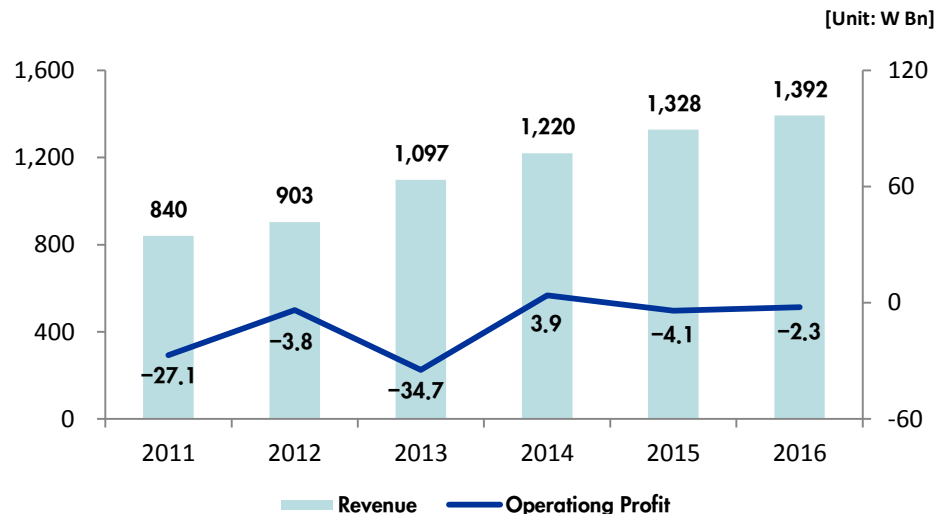
Business Overview



3Q 17, Sales Portion (domestics)

- As of end of September 2017, actively pursue global expansion while currently operating 2,485 sites in domestics and 428 sites in overseas including the US, China and the UK from 15 restaurant and franchise brands
- Promote further growth by constantly creating brands including Korea cuisine buffet “Season’s Table”, deserts café “Twosome place” and Korea’s first food flagship store “CJ Food World”.

Financial Highlights



[Unit: W Bn, %]

B/S	2015	2016	P/L	2015	2016
Asset	552.2	542.1	Revenue	1,328.0	1,391.7
Liability	542.8	535.5	Operating Profit	-4.1	-2.3
Equity	9.4	6.6	Net Income	-21.8	1.3
Liability to Equity Ratio	5,774%	5,949%	OP Margin	-0.3%	-0.2%

Note: 2010-2016 in K-IFRS/Consolidated basis, 2008-2009 in K-GAAP/Consolidated basis

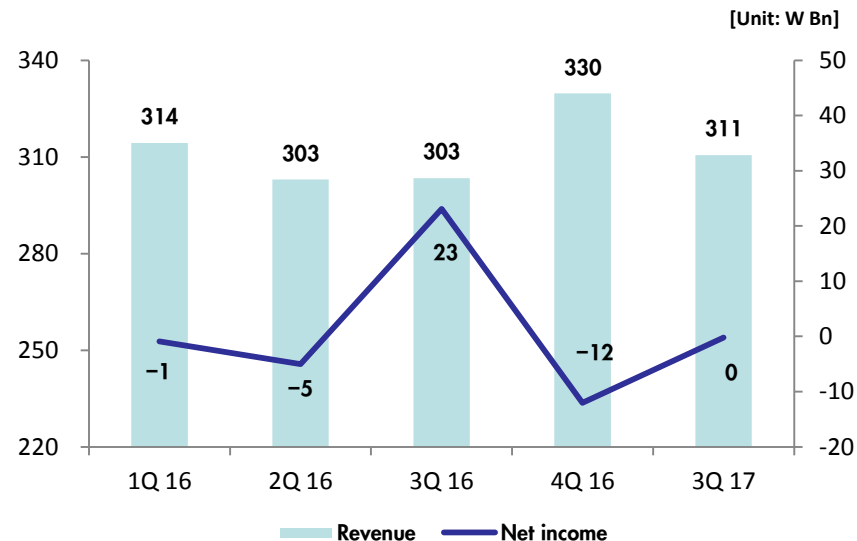
Unlisted Subsidiary 1 - CJ Foodville

Financial Highlights 2

[Unit: W Bn]

	1Q 16	2Q 16	3Q 16	4Q 16	1Q 17	2Q 17	3Q 167
Revenue	314	303	303	330	314	311	311
Net Income	-1	-5	23	-12	-2	4	-0
Site(Domestic)	2,213	2,259	2,299	2,325	2,356	2,430	2,485
Direct control	284	281	283	279	281	283	297
Franchise	1,929	1,978	2,016	2,046	2,075	2,147	2,188
Overseas site	269	285	309	357	355	396	428

* K-IFRS Separate



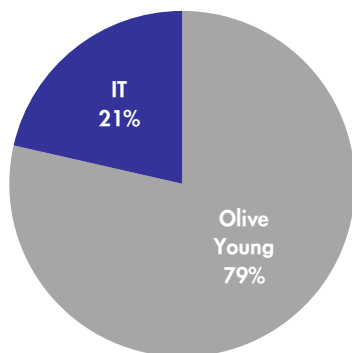
● Sales KRW 310.6bn (YoY +2.4%), NI KRW -0.2bn

: The number of **Twosome Place** stores (from 763 at 3Q 2016 to 917 at 3Q 2017) and the **'Seasons' Table** stores (from 44 to 54) increased

: Secured a growth driver from continued growth momentum of key brands and a series of launches of new brand

Unlisted Subsidiary 2 - CJ Olive Networks

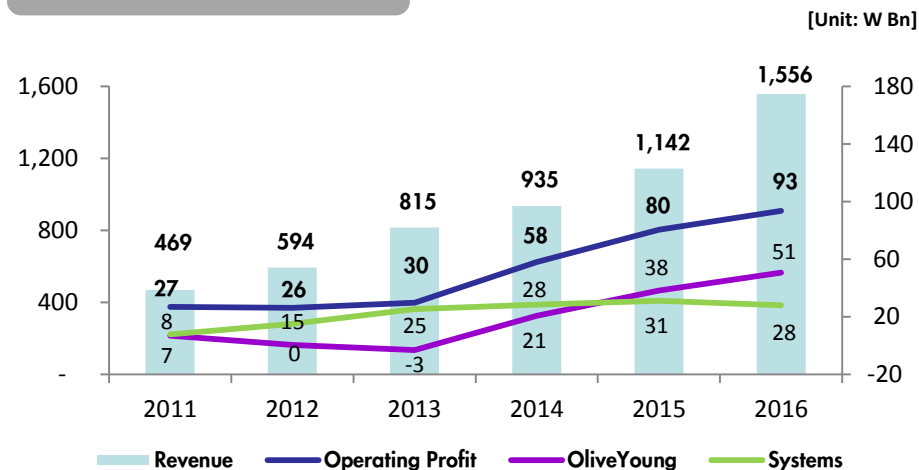
Business Overview



3Q 17, Sales Portion (domestics)

- As of December 2014, Korea's leading health & beauty (H&B) store brand, CJ Olive Young, and the IT service provider CJ Systems were merged under the name CJ OliveNetworks
- CJ OliveNetworks' Olive Young BU is an undisputed leader in Korea's H&B Store industry with its domestic store chain numbered 1,011 stores, as of end of September 2017

Financial Highlights 1



* Note: K-IFRS Consolidated basis, 2011~2014 financial results were based on the sum of CJ OliveYoung and CJ Systems

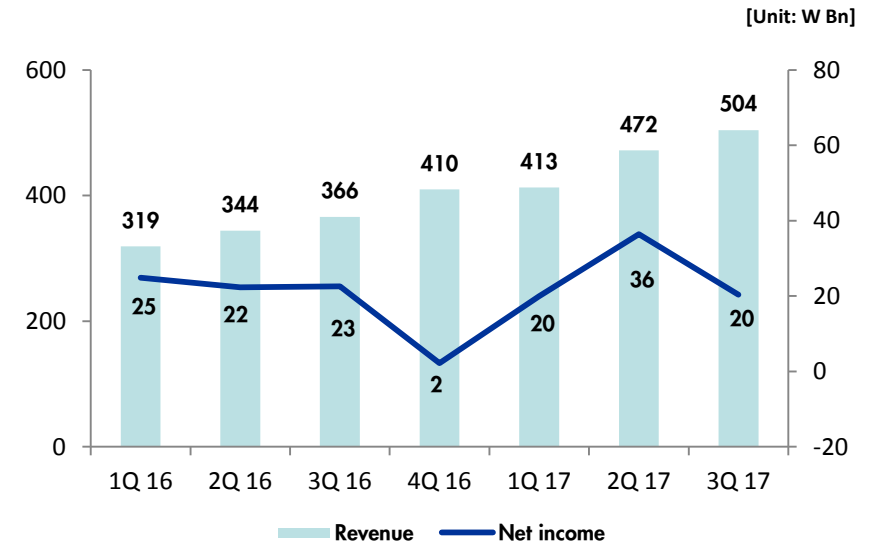
B/S	2015		2016		P/L	2015		2016				
	Asset	Liability	Equity	Liability to Equity Ratio		Revenue	Operating Profit	Net Income	OP Margin			
Asset	660.3	406.8	253.5	160%	Revenue	1,142.2	80.4	7.0%	1,555.8	93.5	81.1	6.0%
Liability	406.8	509.9	422.6	121%	Operating Profit	80.4	59.1		93.5			
Equity	253.5	509.9	422.6	121%	Net Income	59.1	81.1					
Liability to Equity Ratio	160%	509.9	422.6	121%	OP Margin	7.0%	81.1					

* Note: K-IFRS Consolidated basis

Unlisted Subsidiary 2 - CJ Olive Networks

Financial Highlights 2

	[Unit: W Bn]						
	1Q 16	2Q 16	3Q 16	4Q 16	1Q 17	2Q 17	3Q 17
Revenue	319	344	366	410	413	472	504
OY	248	260	292	314	334	379	396
IT	71	84	74	95	79	93	108
Net Income	25	22	23	2	20	36	20
Store(Domestic)	591	639	702	800	868	938	1,011
Direct control	434	484	543	640	704	759	810
Franchise	157	155	159	160	164	179	201



* K-IFRS Separate

3Q17 Sales KRW 503.8bn (YoY +37.6%), NI KRW 20.3bn (YoY -10.0%)

: 1,011 stores (810 direct management stores, 201 franchised stores), up +309 stores from the end of September 2016

: Delivered both top-line and earnings growth, thanks to 1) new store launches; 2) improved efficiency per store; and 3) economies of scale

: H&B market share: 64.8% (number of store basis)

Appendix



Financial statement

Consolidated Statements

[Unit: W Bn]

	4Q 16	3Q 17	YOY
I. Current Assets	7,856	8,787	931
1. Cash and Cash Equivalents	1,169	1,310	141
2. Short-term Financial Instruments	477	443	-35
3. Trade Receivables	3,285	3,636	352
4. Inventories	1,699	1,848	148
5. Other Current Assets	1,225	1,550	325
II. Non-Current Assets Held for Sale	7	10	3
III. Non-Current Assets	19,147	20,904	1,757
Total Asset	27,010	29,701	2,691
I. Current Liabilities	8,662	9,501	839
II. Non-Current Liabilities	7,093	8,077	984
Total Liabilities	15,755	17,578	1,823
I. Equity Attributable to Owners of the Company	3,736	3,995	260
1. Capital Stock	158	158	0
2. Paid-in Capital in Excess of Par Value	993	993	0
3. Other Components of Equity	-115	-289	-175
4. Retained Earnings	2,700	3,134	434
II. Non-Controlling Interest	7,519	8,127	609
Total Equity	11,254	12,123	868
Debt Ratio	140%	145%	5%pt.

[Unit: W Bn]

	3Q 16		3Q 17		YOY	
	3Q	Accumul.	3Q	Accumul.	3Q	Accumul.
I. Revenue	6,107	17,674	7,065	19,920	15.7%	12.7%
II. COGS	-4,143	-12,071	-4,862	-13,762	-17.4%	-14.0%
III. Gross Profit	1,964	5,603	2,203	6,158	12.2%	9.9%
IV. Operating Profit	381	1,062	432	1,061	13.3%	-0.1%
V. Profit before Income Tax	280	834	620	1,540	121.1%	84.6%
VI. Tax Expenses	-57	-208	-171	-416	-198.1%	-99.8%
VII. Net Profit	223	626	449	1,124	101.3%	79.6%
1. Profit Attributable to Owners of the Company	100	243	215	473	115.2%	94.8%
2. Profit Attributable to Non-Controlling Interests	123	383	234	651	90.2%	69.9%

Financial statement

Separate Statements

[Unit: W Bn]

	4Q 16	3Q 17	YoY
I. Current Assets	43	48	5
1. Cash and Cash Equivalents	17	17	0
2. Short-term Financial Instruments	12	7	-5
3. Other Current Assets	14	24	10
II. Non-Current Assets	2,784	2,788	4
Total Asset	2,827	2,836	9
I. Current Liabilities	29	120	92
II. Non-Current Liabilities	107	11	-96
Total Liabilities	135	131	-4
I. Capital Stock	158	158	0
II. Paid-in Capital in Excess of Par Value	993	993	0
III. Other Components of Equity	-162	-164	-1
IV. Retained Earnings	1,704	1,718	14
Total Equity	2,692	2,706	13
Debt Ratio	5%	5%	-

[Unit: W Bn]

	3Q 16		3Q 17		YOY	
	3Q	Accumul.	3Q	Accumul.	3Q	Accumul.
I. Operating Revenue	23	99	25	105	8.7%	5.9%
Royalty Income and Others	21	60	23	66	11.4%	9.3%
Rental Income	2	6	2	6	-20.0%	-6.8%
Dividend Income and Others	0	33	0	34	-	2.4%
II. Operating Expenses	-12	-35	-17	-44	-44.1%	-27.7%
III. Operating Profit	11	65	8	61	-28.6%	-5.6%
IV. Profit before Income Tax Benefit(Expense)	10	60	7	60	-24.5%	-0.5%
V. Income Tax Benefit(Expense)	-2	-7	-2	-7	20.0%	6.8%
VI. Net Profit	8	53	6	53	-26.0%	0.4%

Thank you  CJ CORPORATION