



INVESTOR RELATIONS

MAR. 2018

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.

CONTENTS

1. **COMPANY OVERVIEW**
2. **4Q17 EARNINGS REVIEW**
3. **APPENDIX**

COMPANY OVERVIEW

VISION & MISSION

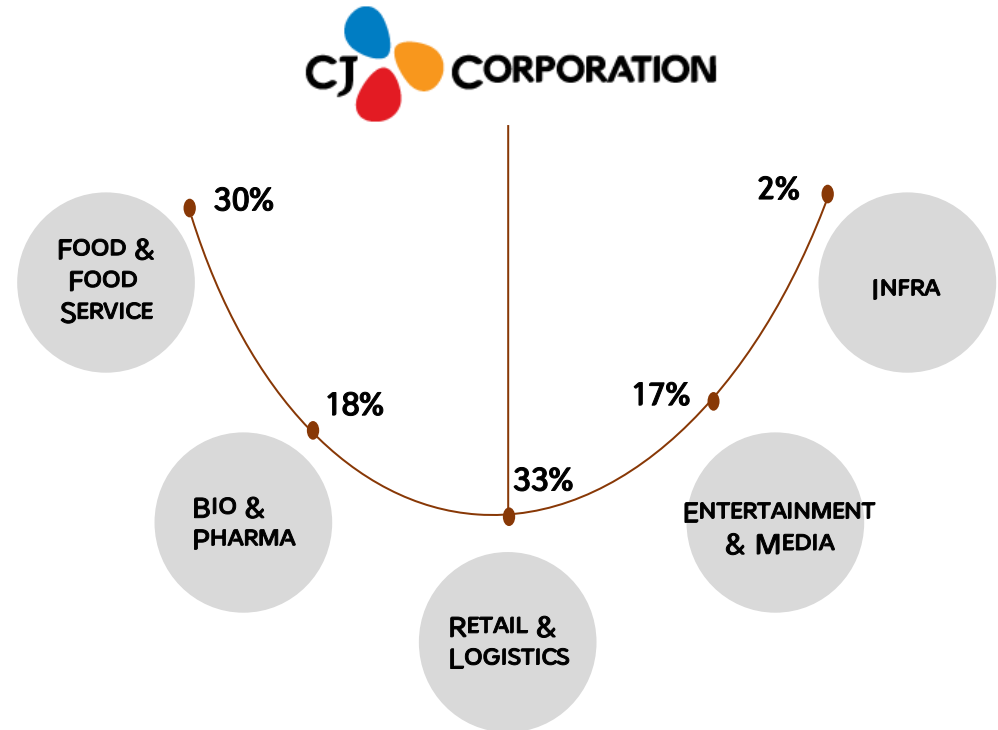
VISION

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



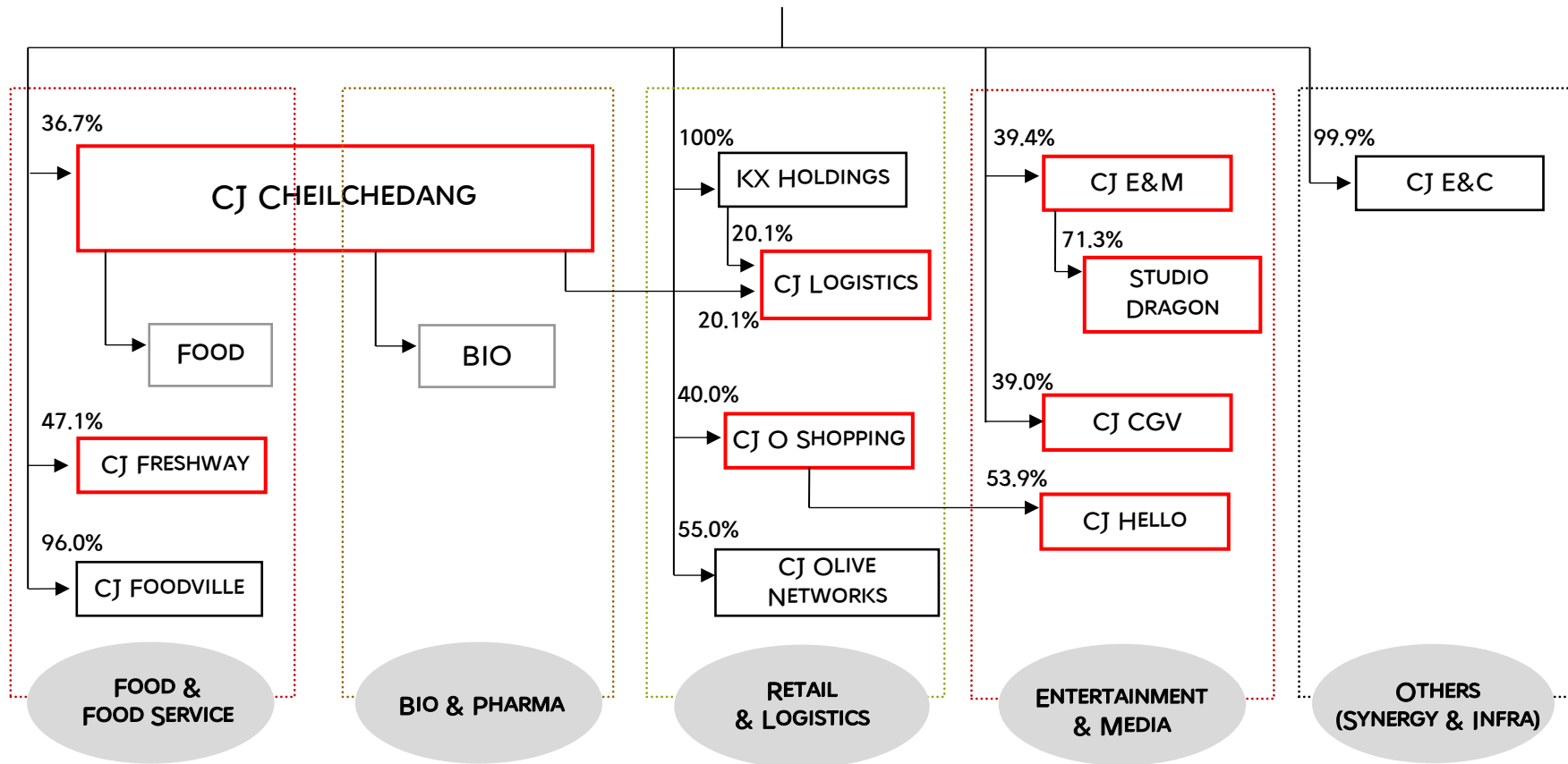
* 2017 K-IFRS Consolidated, Revenue Breakdown

COMPANY OVERVIEW



[As of December 31, 2017]

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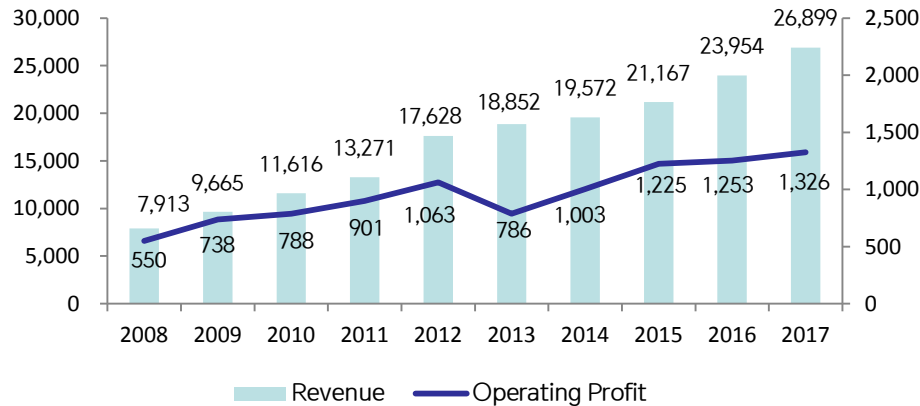


*Note: Common Stock Basis

COMPANY OVERVIEW

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 14.6% and operating profit CAGR of 10.3% through adopting “choose and focus” strategy on 4 core business areas.
- By the end of 2017, Company's total assets and revenue recorded KRW 29.3 trillion and KRW 26.9 trillion , which is 201% and 239% increase within past 9 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 27% in 2017
- 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 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	2016	2017	P/L	2016	2017
Asset	27,010	29,325	Revenue	23,954	26,899
Liability	15,755	17,333	Operating Profit	1,252	1,326
Equity	11,254	11,992	Net Income	570	1,137
Liability to Equity Ratio	140%	145%	OP Margin	5.2%	4.9%

Note: K-IFRS Consolidated

As of End of 2017	Type	No. of Shares	Stake	Note
Shares	Common	29,176,998		
Outstanding	Preferred	2,260,223		
Treasury	Common	2,971,572	10%	
Shares	Preferred	1,120		
Major Shareholder	Common	12,275,574	42%	

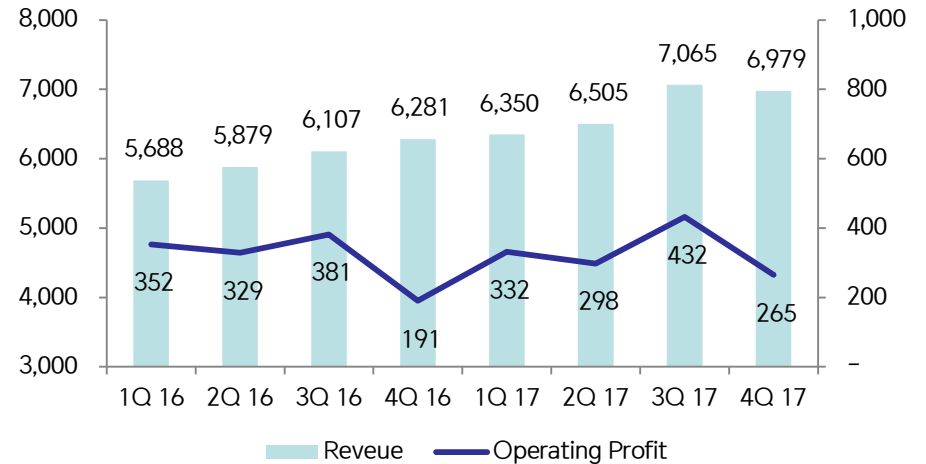
4Q17 EARNINGS REVIEW

FINANCIAL HIGHLIGHTS

[UNIT : W BN]

	1Q 16	2Q 16	3Q 16	4Q 16	1Q 17	2Q 17	3Q 17	4Q 17
Revenue	5,688	5,879	6,107	6,281	6,350	6,505	7,065	6,979
Operating Profit	352	329	381	191	332	298	432	265
(%)	6.2%	5.6%	6.2%	3.0%	5.2%	4.6%	6.1%	3.8%

[UNIT : W BN]



- **Revenue KRW 6,978.8 bn (YoY +11.1%), OP KRW 264.8 bn (YoY +38.9%)**

- : Growth led by continued growth momentum at CJCJ and CJ Logistics
 - : OP increased thanks to 1) improved profitability at CJ CGV and CJ Freshway, 2) low base at CJ Hello

- **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, setting the cornerstone by acquisition of local company at CJ Logistics and enhancing content producing capability at CJ E&M
 - : Inter-sub synergies – business portfolio includes Food, Entertainment, Retail and Logistics, all of which are synergistic to one another, promoting further growth

4Q 17 OPERATING RESULTS BY BUSINESS

Revenue (accumulated)

[UNIT : W BN]

	4Q 16	4Q 17	YoY
Food & Food Service	7,533	8,194	8.8%
Bio & Pharma	4,295	4,746	10.5%
Retail & Logistics	7,724	9,000	16.5%
Entertainment & Media	3,923	4,508	14.9%
Others	478	449	-6.1%
Total	23,954	26,899	12.3%

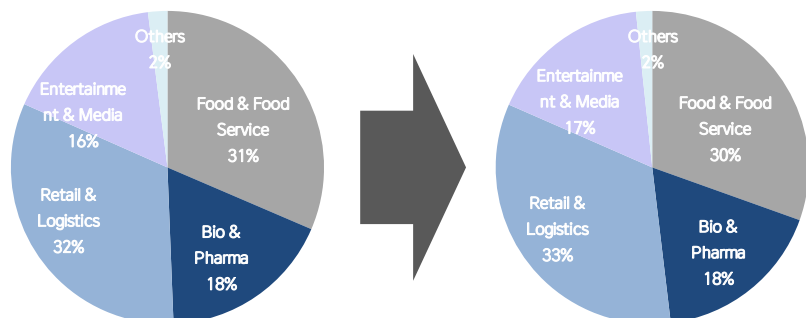
Operating Profit (accumulated)

[UNIT : W BN]

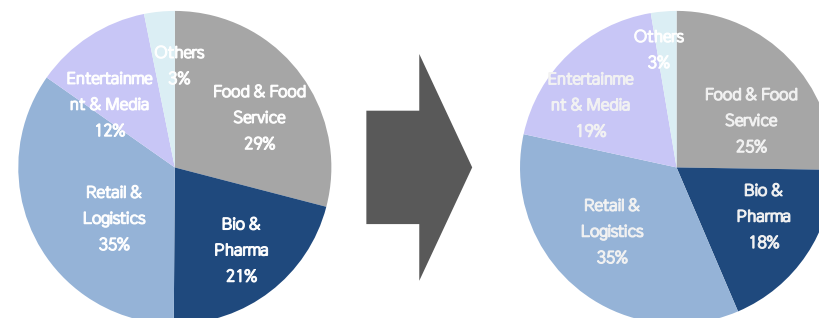
	4Q 16	4Q 17	YoY
Food & Food Service	364	335	-8.0%
Bio & Pharma	264	243	-7.9%
Retail & Logistics	434	462	6.4%
Entertainment & Media	152	251	65.6%
Others	39	35	-11.5%
Total	1,253	1,326	5.8%

STABILITY OF THE BUSINESS PORTFOLIO

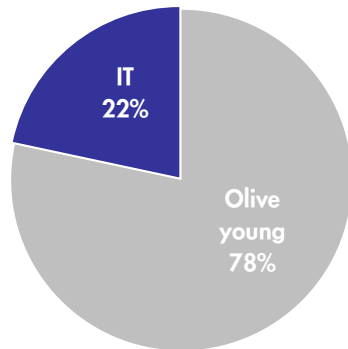
REVENUE



OPERATING PROFIT



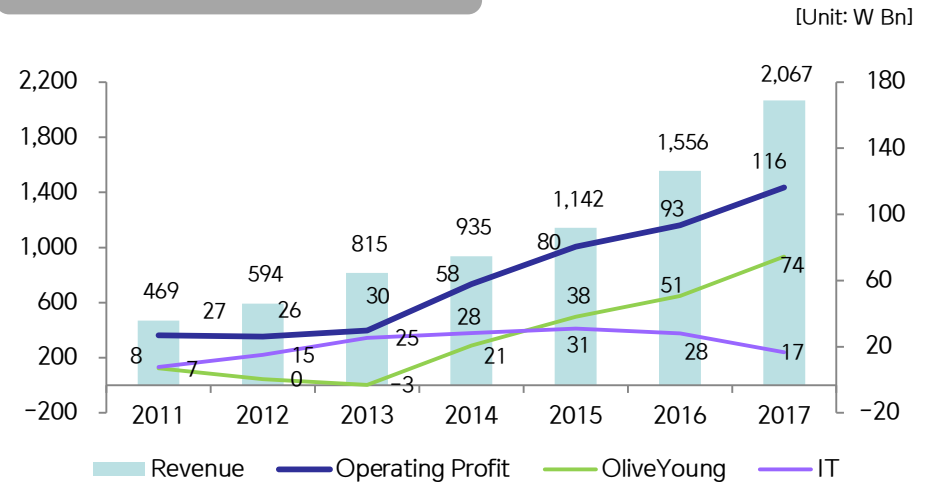
BUSINESS OVERVIEW



● FY17, Sales Portion (domestics)

- CJ OliveNetworks operates Korea's leading health & beauty (H&B) store, CJ Olive Young, and IT service.
- CJ OliveNetworks' Olive Young BU is an undisputed leader in Korea's H&B Store industry with its domestic store chain numbered 1,074 stores, as of December 31, 2017

FINANCIAL HIGHLIGHTS



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

[Unit: W Bn, %]

B/S	2016	2017	P/L	2016	2017
Asset	952.5	1,152.6	Revenue	1,555.8	2,067.4
Liability	509.9	668.1	Operating Profit	93.5	116.2
Equity	422.6	484.5	Net Income	81.1	81.3
Liability to Equity ratio	121%	138%	OP Margin	6.0%	5.6%

* Note: K-IFRS Consolidated basis

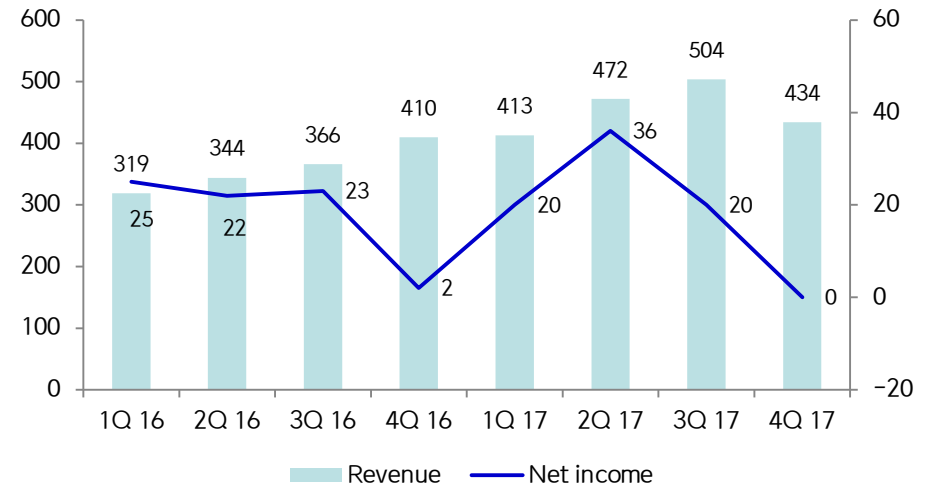
FINANCIAL HIGHLIGHTS

[Unit: W Bn]

	1Q 16	2Q 16	3Q 16	4Q 16	1Q 17	2Q 17	3Q 17	4Q 17
Revenue	319	344	366	410	413	472	504	434
OY	248	260	292	314	334	379	396	319
IT	71	84	74	95	79	93	108	115
Net Income	25	22	23	2	20	36	20	-0
Store (Domestic)	591	639	702	800	868	938	1,011	1,074
Direct Control	434	484	543	640	704	759	810	861
Franchise	157	155	159	160	164	179	201	213

* K-IFRS Separate

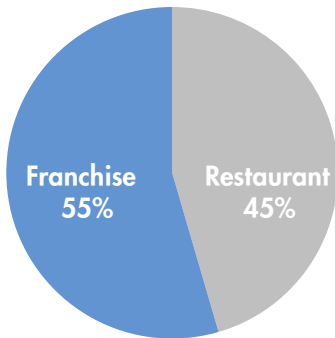
[Unit: W Bn]



● Revenue KRW 434.2bn (YoY +6.0%), NI KRW -0.6bn

- : 1,074 stores (861 direct management stores, 213 franchised stores), up +274 stores from the end of December 2016
- : H&B market share 65.4% (number of store basis)
- : Recognized impairment loss on available-for-sale financial assets in 4Q17

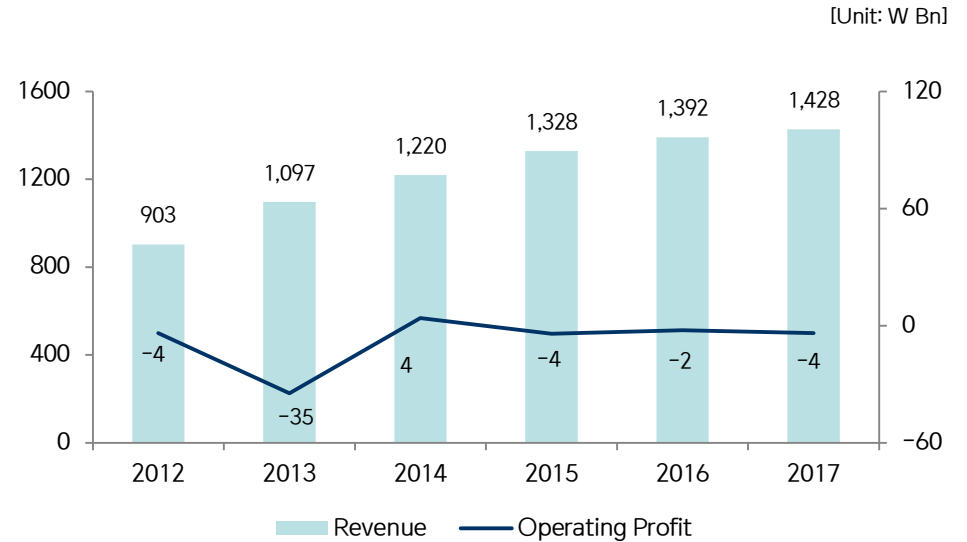
BUSINESS OVERVIEW



● FY17, Sales Portion (domestics)

- As of end of December 2017, actively pursue global expansion while currently operating 2,488 sites in domestics and 430 sites in overseas including China and Southeast Asia 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	2016	2017	P/L	2016	2017
Asset	542.1	643.5	Revenue	1,391.7	1,427.5
Liability	535.5	680.5	Operating Profit	-2.3	-3.8
Equity	6.6	-37.0	Net Income	1.3	-32.5
Liability to Equity Ratio	5,949%	-	OP Margin	-0.2%	-0.3%

* Note: K-IFRS Consolidated basis

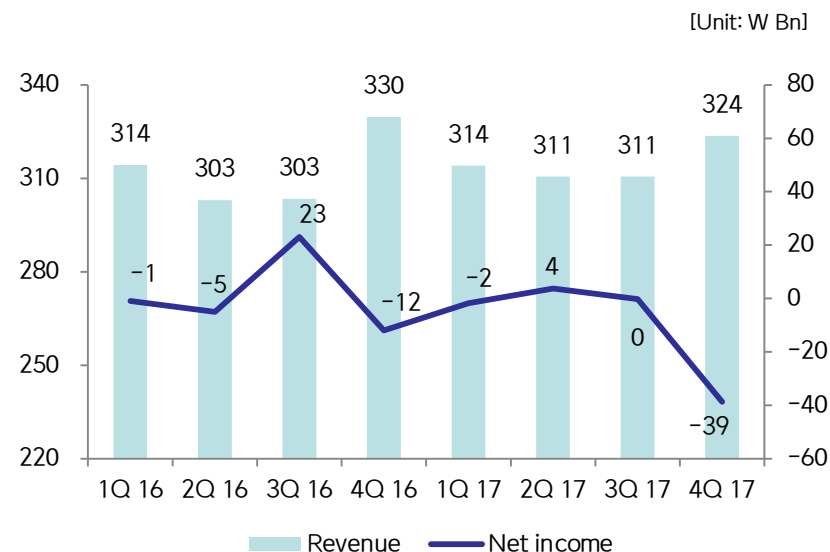
UNLISTED SUBSIDIARY : CJ FOODVILLE

FINANCIAL HIGHLIGHTS

[Unit: W Bn]

	1Q 16	2Q 16	3Q 16	4Q 16	1Q 17	2Q 17	3Q 17	4Q 17
Revenue	314	303	303	330	314	311	311	324
Net Income	-1	-5	23	-12	-2	4	-0	-39
Site(Domestic)	2,213	2,259	2,299	2,325	2,356	2,430	2,485	2,488
Direct Control	284	281	283	279	281	283	297	297
Franchise	1,929	1,978	2,016	2,046	2,075	2,147	2,188	2,191
Overseas site	269	285	309	357	355	396	428	430

* K-IFRS Separate



● Revenue KRW 323.6bn (YoY -1.8%), NI KRW -38.7bn

- : The number of Twosome Place stores (from 795 at 4Q16 to 939 at 4Q 17) and the 'Seasons' Table' stores (from 45 to 54) increased
- : Secured a growth driver from continued growth momentum of key brands and a series of launches of new brand (the Completion of the Twosome Place's spin-off from CJ Foodville in February, 2018)
- : Recognized impairment loss on the shares of subsidiaries in 4Q17

APPENDIX

FINANCIAL STATEMENT

CONSOLIDATED STATEMENTS

[Unit: W Bn]

	4Q 16	4Q 17	YoY
I. Current Assets	7,856	8,160	304
1. Cash and Cash Equivalents	1,169	1,220	50
2. Short-term Financial Instruments	477	434	-44
3. Trade Receivables	3,285	3,552	267
4. Inventories	1,699	1,733	34
5. Other Current Assets	1,225	1,222	-3
II. Non-Current Assets Held for Sale	7	173	167
III. Non-Current Assets	19,147	20,992	1,845
Total Asset	27,010	29,325	2,316
I. Current Liabilities	8,662	9,363	701
II. Non-Current Liabilities	7,093	7,970	877
Total Liabilities	15,755	17,333	1,578
I. Equity Attributable to Owners of the Company	3,736	3,930	194
1. Capital Stock	158	158	0
2. Paid-in Capital in Excess of Par Value	993	993	0
3. Other Components of Equity	-115	-337	-222
4. Retained Earnings	2,700	3,115	416
II. Non-Controlling Interest	7,519	8,062	544
Total Equity	11,254	11,992	738
Debt Ratio	140%	145%	5%pt.

[Unit: W Bn]

	4Q 16		4Q 17		YOY	
	4Q	Accumul.	4Q	Accumul.	4Q	Accumul.
I. Revenue	6,281	23,954	6,979	26,899	11.1%	12.3%
II. COGS	4,431	6,502	4,847	18,609	9.4%	12.8%
III. Gross Profit	1,849	7,452	2,132	8,290	15.3%	11.2%
IV. Operating Profit	191	1,253	265	1,326	38.9%	5.8%
V. Profit before Income Tax	-39	795	35	1,575	190.2%	98.1%
VI. Tax Expenses	17	225	21	437	24.0%	94.0%
VII. Net Profit	-56	570	14	1,138	125.0%	99.7%
1. Profit Attributable to Owners of the Company	-20	223	-9	464	53.2%	107.9%
2. Profit Attributable to Non-Controlling Interests	-36	347	23	674	163.9%	94.4%

FINANCIAL STATEMENT

SEPARATE STATEMENTS

	[Unit: W Bn]		
	4Q 16	4Q 17	YoY
I. Current Assets	43	54	11
1. Cash and Cash Equivalents	17	34	16
2. Short-term Financial Instruments	12	0	-12
3. Other Current Assets	14	21	6
II. Non-Current Assets	2,784	2,790	5
Total Asset	2,827	2,844	16
I. Current Liabilities	29	127	99
II. Non-Current Liabilities	107	7	-100
Total Liabilities	135	134	-1
I. Capital Stock	158	158	0
II. Paid-in Capital in Excess of Par Value	993	993	0
III. Other Components of Equity	-162	-167	-4
IV. Retained Earnings	1,704	1,725	21
Total Equity	2,692	2,710	17
Debt Ratio	5%	5%	-

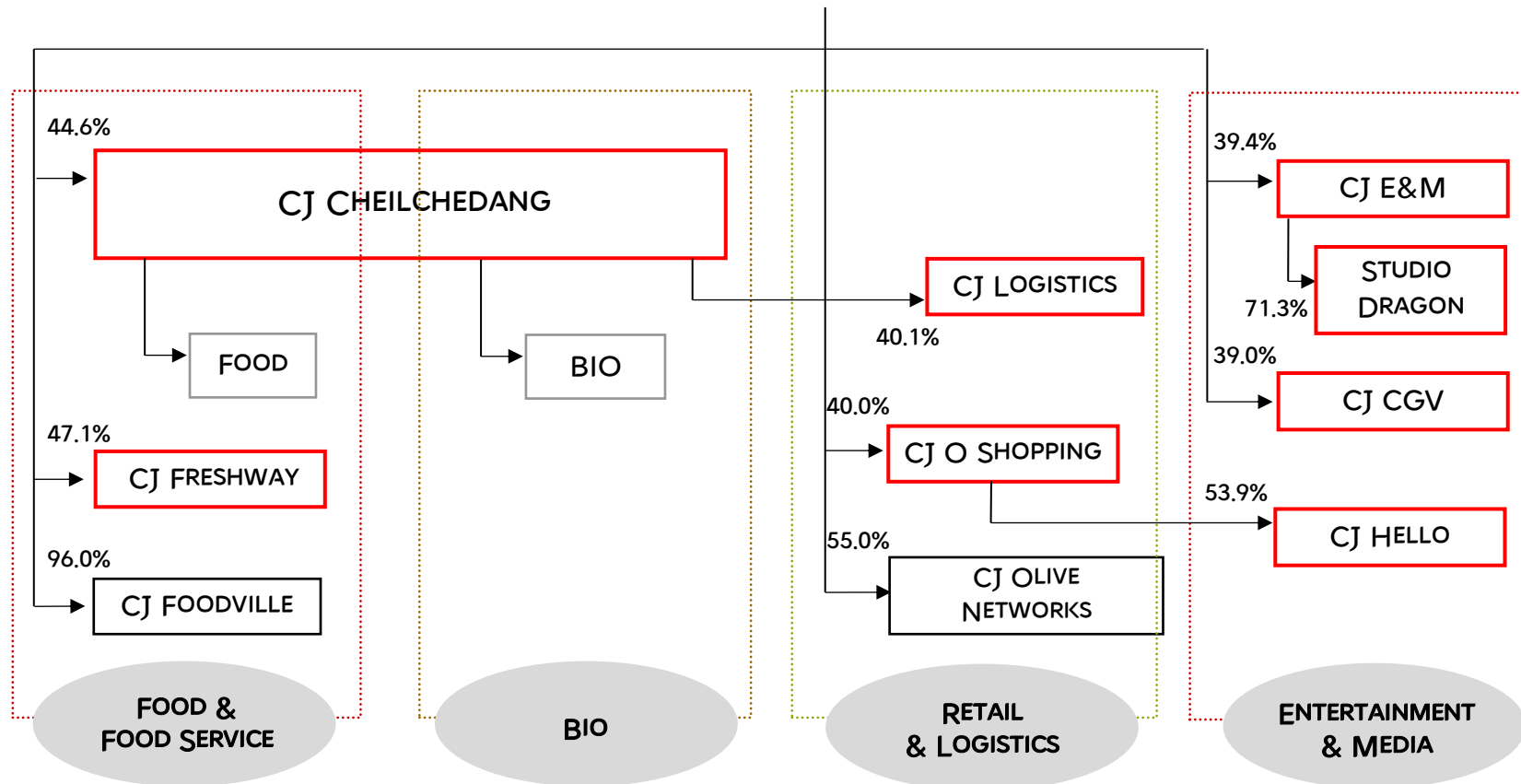
	4Q 16		4Q 17		YOY	
	4Q	Accumul.	4Q	Accumul.	4Q	Accumul.
I. Operating Revenue	25	124	53	158	110.8%	27.2%
- Royalty Income	23	83	27	93	16.2%	11.2%
- Dividend Income	2	8	26	32	-	2.4%
- Others	0	33	0	34	1232.1%	302.4%
II. Operating Expenses	31	66	45	90	47.1%	36.8%
III. Operating Profit	-6	59	8	69	234.9%	16.6%
IV. Profit before Income Tax Benefit(Expense)	6	66	7	67	31.5%	2.2%
V. Income Tax Benefit(Expense)	1	9	1	8	-3.6%	-6.7%
VI. Net Profit	4	57	6	59	41.2%	3.5%

COMPANY OVERVIEW



[AS OF APRIL 30, 2018, FORCASTED]

LISTED



*Note: Common Stock Basis

THANK YOU