



INVESTOR RELATIONS

MAY. 2019

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.

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COMPANY OVERVIEW

VISION & MISSION

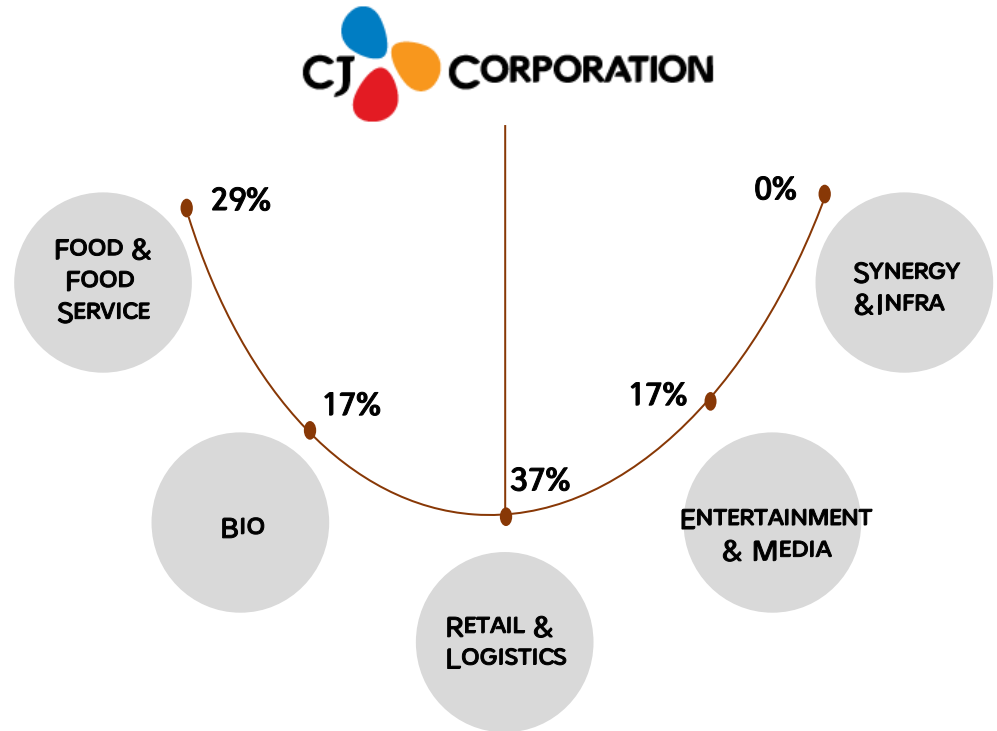
CORE BUSINESS AREAS

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



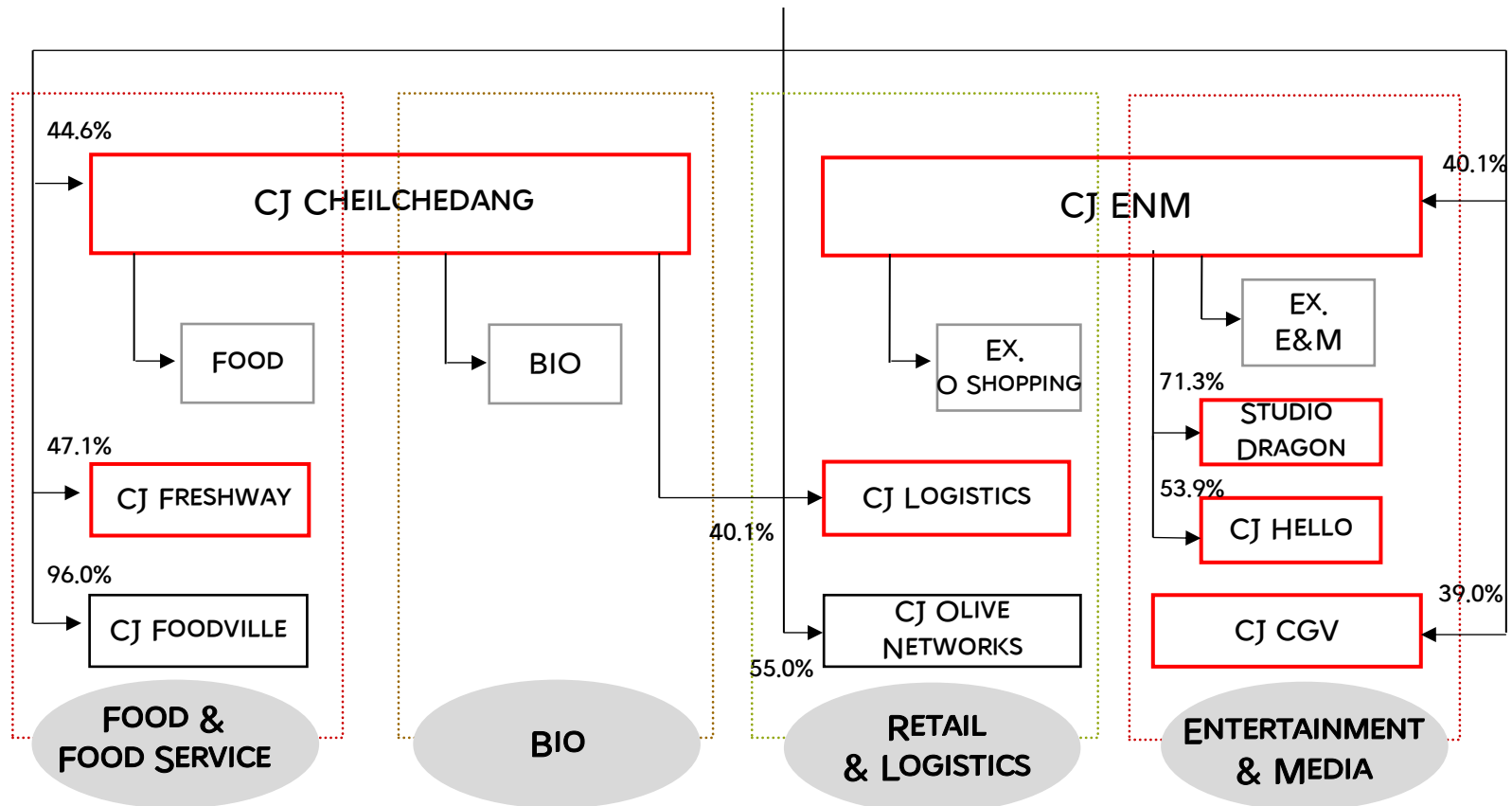
* 2018 K-IFRS Consolidated, Revenue Breakdown

COMPANY OVERVIEW



[AS OF END OF DEC, 2018]

LISTED

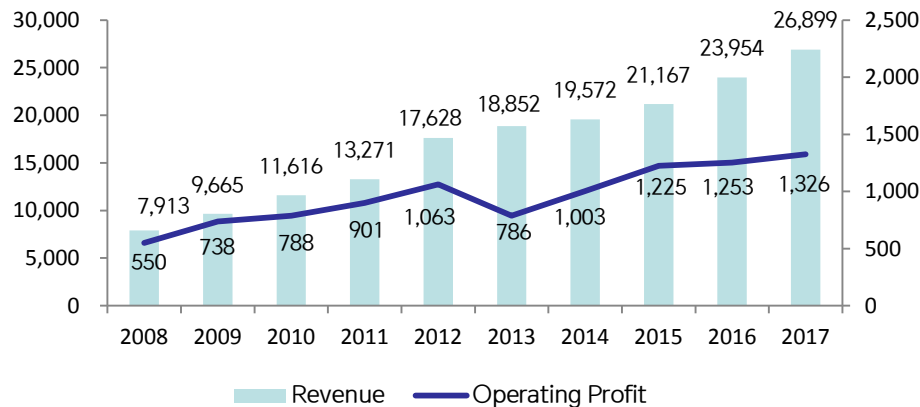


*Note: Common Stock Basis

COMPANY OVERVIEW

FINANCIAL SUMMARY

[Unit: W Bn]



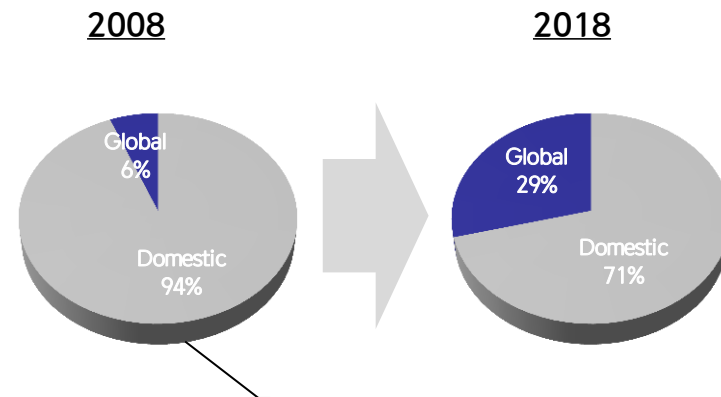
NOTE: K-IFRS CONSOLIDATED

- 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 2018, Company's total assets and revenue recorded KRW 31.7 trillion and KRW 29.5 trillion , which is 262% and 273% increase within past 10 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 29% in 2018
- 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** : 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	2017	2018	P/L	2017	2018
Asset	29,325	31,729	Revenue	26,899	29,523
Liability	17,333	19,207	Operating Profit	1,326	1,333
Equity	11,992	12,522	Net Income	1,137	880
Liability to Equity Ratio	145%	153%	OP Margin	4.9%	4.5%

Note: K-IFRS Consolidated

As of End of 2018	Type	No. of Shares	Stake	Note
Shares	Common	29,176,998		
Outstanding	Preferred	2,260,223		
Treasury	Common	2,971,575	10%	
Shares	Preferred	1,120		
Major Shareholder	Common	12,275,574	42%	

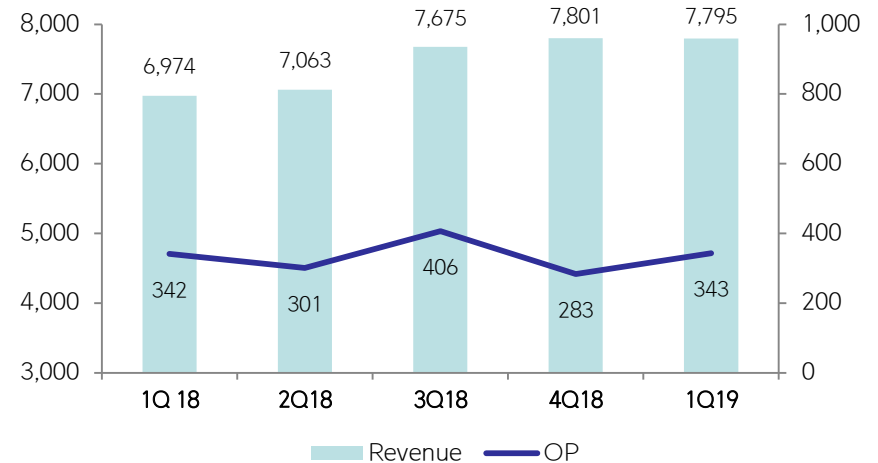
1Q19 EARNINGS REVIEW

FINANCIAL HIGHLIGHTS

[UNIT : W BN]

	1Q 18	2Q18	3Q18	4Q18	1Q 19
Revenue	6,974	7,063	7,675	7,801	7,795
Operating Profit	342	301	406	283	343
(%)	4.9%	4.3%	5.3%	3.6%	4.4%

[UNIT : W BN]



- 1Q19: Revenue KRW 7,794.9bn (YoY +11.8%), OP KRW 343.3bn (YoY +0.5%)

- : Growth led by continued growth momentum at CJ CJ's Food, CJ Logistics' Global/Parcel and CJ ENM's Media/Commerce business
- : OP slightly increased with the efficiency of subsidiaries (ENM, Oliveyoung, Foodville)

- 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

1Q19 OPERATING RESULTS BY BUSINESS

Revenue

[UNIT : W BN]

	1Q18	1Q19	YoY
Food & Food Service	2,094	2,538	21.2%
Bio	1,216	1,101	-9.5%
Retail & Logistics	2,491	2,907	16.7%
Entertainment & Media	1,171	1,246	6.4%
Others	2	3	94.4%
Total	6,974	7,795	11.8%

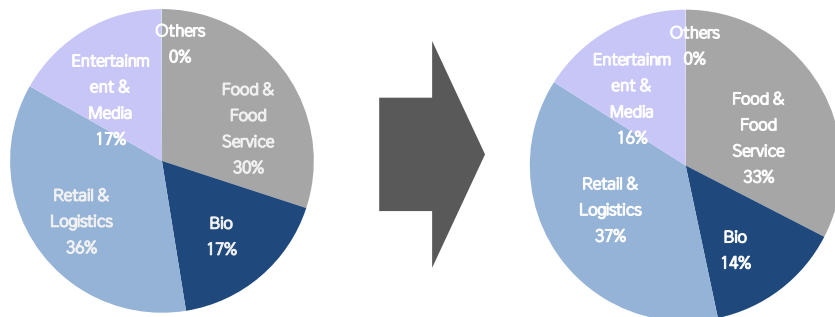
Operating Profit

[UNIT : W BN]

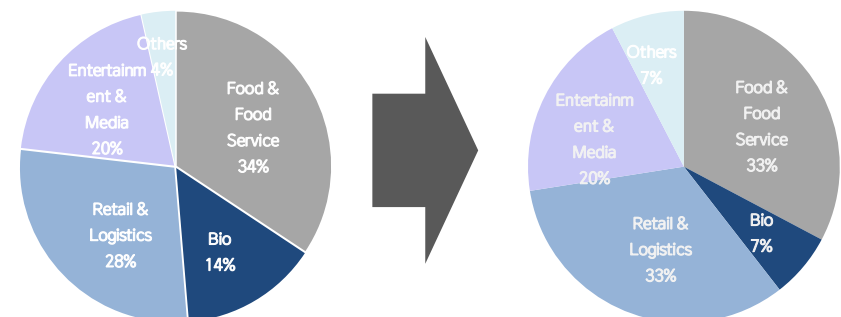
	1Q18	1Q19	YoY
Food & Food Service	117	112	-3.9%
Bio	49	23	-53.0%
Retail & Logistics	96	113	18.3%
Entertainment & Media	67	68	1.3%
Others	12	26	110.6%
Total	341	343	0.5%

STABILITY OF THE BUSINESS PORTFOLIO

REVENUE



OPERATING PROFIT

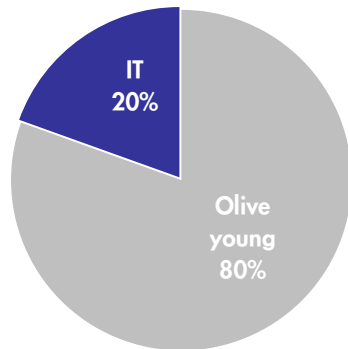


1Q19 FINANCIAL HIGHLIGHTS

Company		1Q19 W bn	YoY	Highlights
CJCJ	Revenue	2,811	+11.9%	· Up with processed food on the back of Schwan's company acquisition (Excl. CJ H/C +17.2%yoy)
	OP	144	-15.9%	· Down due to raw material cost burden/outbreak of livestock diseases (Excl. CJ H/C -9.5%yoy)
CJ Logistics	Revenue	2,433	+21.5%	· Solid growth from global(+32.2%yoy) and parcel(+10.1%yoy) division
	OP	45	+0.0%	· Flat due to parcel div's failure of securing new volumes and some additional cost spent
ENM	Revenue	1,105	+7.1%	· Robust top-line growth driven by Media(+11.6%yoy), Commerce(+11.4%yoy) and Movie(+30.2%yoy)
	OP	92	+2.4%	· Slightly increased with amortization expense due to hike in drama production cost
CGV	Revenue	465	+5.3%	· Up with robust growth in Kor(+13.0%yoy), Vietnam(+42.8%yoy) and China(+7.4%yoy)
	OP	24	+22.4%	· Up with effects of a change in accounting standards in spite of Turkey's sluggish performance
FreshWay	Revenue	748	+10.6%	· Solid growth thanks to a surge in the number of clients in the food catering service
	OP	7	+10.0%	· Up with improving profitability on food catering service and food material distribution

※ CJCJ excluding CJ Logistics

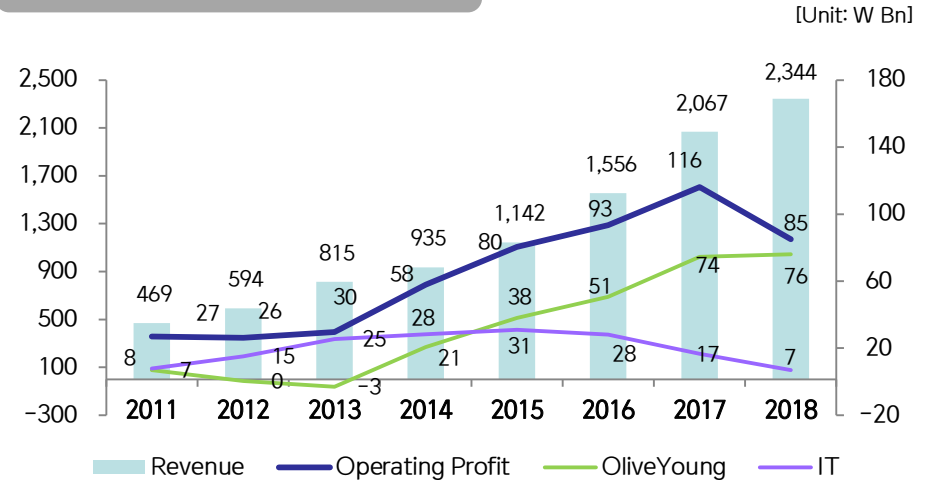
BUSINESS OVERVIEW



● FY18, 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 1,214 stores, as the end of 1Q19

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	2017	2018	P/L	2017	2018
Asset	1,152.6	1,258.5	Revenue	2,067.4	2,343.6
Liability	668.1	730.7	Operating Profit	116.2	85.3
Equity	484.5	527.8	Net Income	81.3	59.9
Liability to Equity ratio	138%	138%	OP Margin	5.6%	3.6%

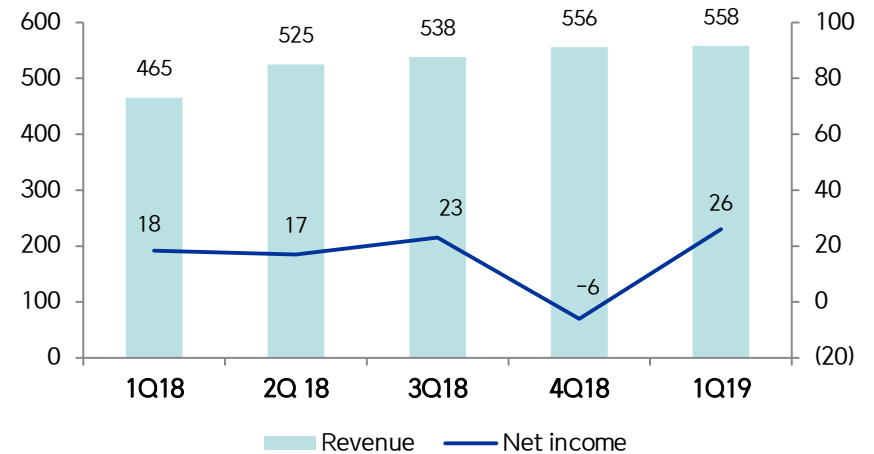
* Note: K-IFRS Consolidated basis

FINANCIAL HIGHLIGHTS

[Unit: W Bn]

	1Q 18	2Q 18	3Q18	4Q18	1Q 19
Revenue	465	525	538	556	558
OY	375	425	435	425	456
IT	91	100	103	131	102
Net Income	18	17	23	-6	26
Store (Domestic)	1,104	1,144	1,178	1,198	1,214
Direct Control	891	925	952	966	980
Franchise	213	219	226	232	234

[Unit: W Bn]

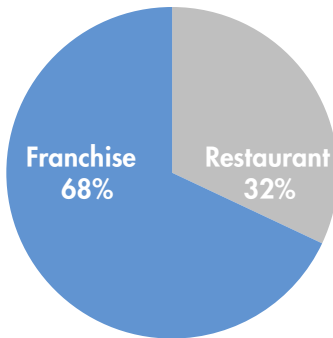


* K-IFRS Separate

● 1Q19: Revenue KRW 558.1bn (YoY +19.9%), NI KRW 26.4bn(YoY +43.5%)

- 1,214stores (980 direct management stores, 234 franchised stores, up +16 stores from the end of 4Q18, +110 stores from end of 1Q18
- [Revenue] Up 19.9% YoY with new olive-young online sales increase(+74.8% YoY) and new SI project orders on IT business
- [NI] Up with olive-young's same store sales and online sales growth
- Strengthen market dominance through continuous store opening and increasing revenue per store (H&B market share 67.3%)

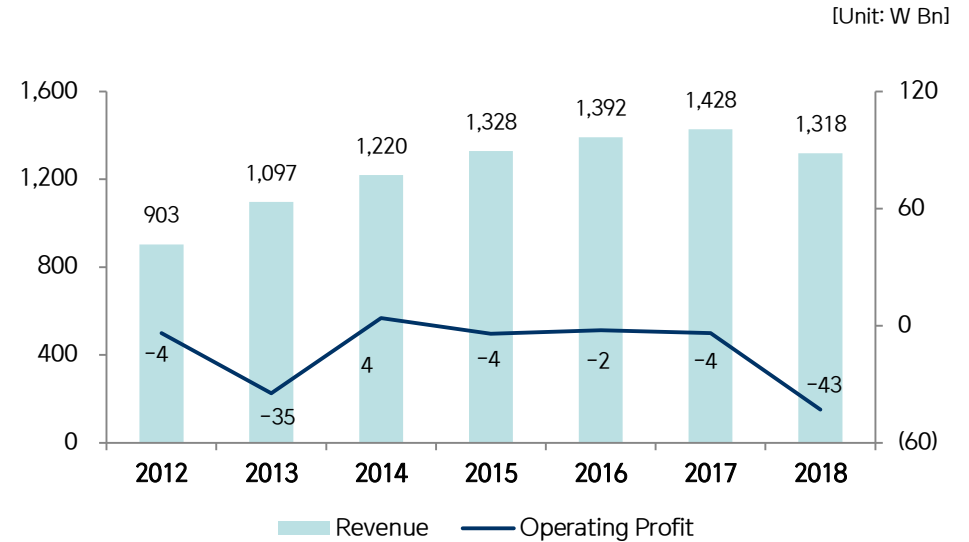
BUSINESS OVERVIEW



● FY18, Sales Portion (domestics)

- As the end of 1Q19, operating 2,558 sites in domestics and 372 sites in overseas
- Implement strategies for improving domestic and overseas business structures and promote further growth by constantly creating brands including “Tous Les Jours”, “A Twosome Place”, “VIPS”, “Season’s Table”, “The Place”

FINANCIAL HIGHLIGHTS



[Unit: W Bn, %]

B/S	2017	2018	P/L	2017	2017
Asset	643.5	732.1	Revenue	1,427.5	1,371.6
Liability	680.5	721.1	Operating Profit	-3.8	-43.4
Equity	-37.0	11.0	Net Income	-32.5	-128.3
Liability to Equity Ratio	-	6,555.5%	OP Margin	-0.3%	-3.2%

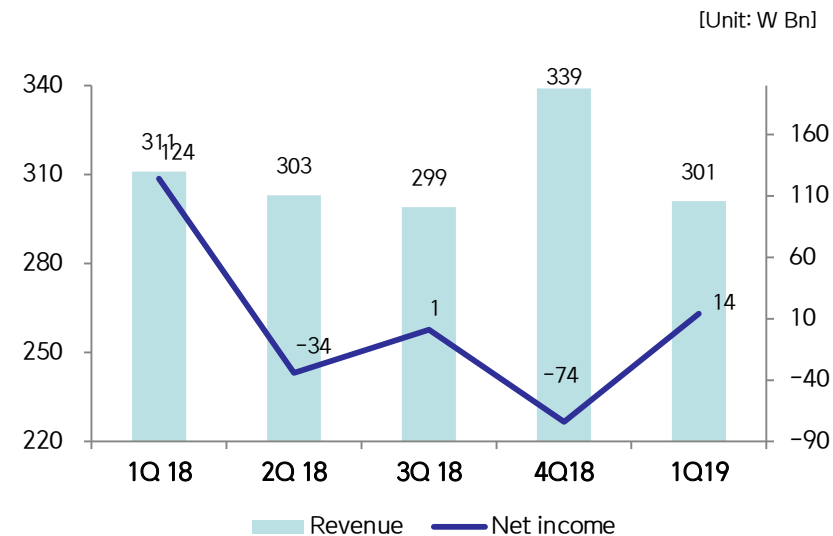
* Note: K-IFRS Consolidated basis

UNLISTED SUBSIDIARY : CJ FOODVILLE

FINANCIAL HIGHLIGHTS

[Unit: W Bn]

	1Q 18	2Q 18	3Q 18	4Q18	1Q 19
Revenue	311	303	299	339	301
Net Income	124	-34	1	-74	14
Site(Domestic)	2,509	2,550	2,557	2,566	2,558
Direct Control	279	279	274	252	230
Franchise	2,230	2,271	2,283	2,314	2,328
Overseas site	426	421	418	380	372



* K-IFRS Separate

* Sum of "Foodville" and "Twosome Place"

● Revenue KRW 301.1bn (YoY -3.2%), NI KRW 14.1bn (YoY -88.6%)

- [Revenue] Slightly decreased with closing weak performance stores despite sales growth of Tous Les Jours and Twosome Place
- [NI] Up with strategies for improving domestic and overseas business structures (FV sold a part of Twosome Place stakes in 1Q18)
- Pursuing continuous key brands growth and enhancing brand competitiveness

APPENDIX

FINANCIAL STATEMENT

CONSOLIDATED STATEMENTS

[Unit: W Bn]

	2018	1Q19	YoY
I. Current Assets	8,867	9,897	1,030
1. Cash and Cash Equivalents	1,474	1,531	57
2. Short-term Financial Instruments	163	269	106
3. Trade Receivables	3,535	3,689	154
4. Inventories	2,024	2,482	458
5. Other Current Assets	1,672	1,926	254
II. Non-Current Assets Held for Sale	2	1	-1
III. Non-Current Assets	22,860	29,718	6,858
Total Asset	31,730	39,615	7,885
I. Current Liabilities	10,998	13,414	2,416
III. Non-Current Liabilities	8,209	12,636	4,427
Total Liabilities	19,208	26,050	6,842
I. Equity Attributable to Owners of the Company	4,059	4,099	40
1. Capital Stock	158	158	-
2. Paid-in Capital in Excess of Par Value	993	993	-
3. Other Components of Equity	-429	-374	55
4. Retained Earnings	3,336	3,323	-13
II. Non-Controlling Interest	8,463	9,466	1,003
Total Equity	12,522	13,566	1,044
Debt Ratio	153.4%	192.0%	38.6%pt.

[Unit: W Bn]

구분	1Q18	1Q19	YOY
I. Revenue	6,974	7,795	11.8%
II. COGS	4,910	5,640	14.9%
III. Gross Profit	2,064	2,155	4.4%
IV. Operating Profit	342	343	0.5%
V. Profit before Income Tax	248	171	-30.9%
VI. Tax Expenses	57	57	0.2%
VII. Net Profit	191	114	-40.1%
1. Profit Attributable to Owners of the Company	87	48	-44.3%
2. Profit Attributable to Non-Controlling Interests	104	66	-36.6%

SEPARATE STATEMENTS

[Unit: W Bn]

	2018	1Q19	YoY
I. Current Assets	54	66	12
1. Cash and Cash Equivalents	31	1	-30
3. Other Current Assets	23	65	42
II. Non-Current Assets	2,758	2,777	19
Total Asset	2,812	2,843	31
I. Current Liabilities	50	96	46
II. Non-Current Liabilities	109	112	3
Total Liabilities	158	208	50
I. Capital Stock	158	158	-
II. Paid-in Capital in Excess of Par Value	993	993	-
III. Other Components of Equity	-216	-216	-
IV. Retained Earnings	1,719	1,700	-19
Total Equity	2,654	2,635	-19
Debt Ratio	6.0%	7.9%	1.9%pt.

[Unit: W Bn]

구분	1Q18	1Q19	YOY
I. Operating Revenue	60	69	13.4%
- Royalty Income	21	22	2.8%
- Dividend Income	38	45	18.3%
- Others	1	2	50.0%
II. Operating Expenses	13	23	73.6%
III. Operating Profit	48	46	-2.9%
IV. Profit before Income Tax Benefit(Expense)	-5	44	Turn Pos
V. Income Tax Benefit(Expense)	-9	1	-
VI. Net Profit	4	43	904.7%

THANK YOU