



INVESTOR RELATIONS

NOV 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.

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COMPANY OVERVIEW

VISION & MISSION

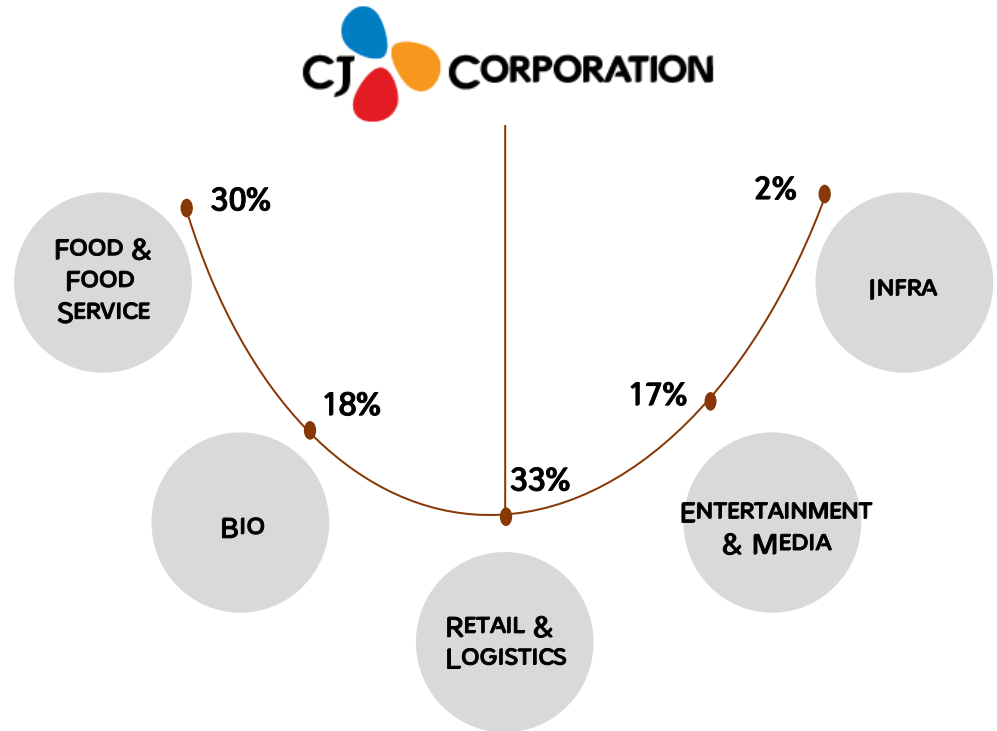
CORE BUSINESS AREAS

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



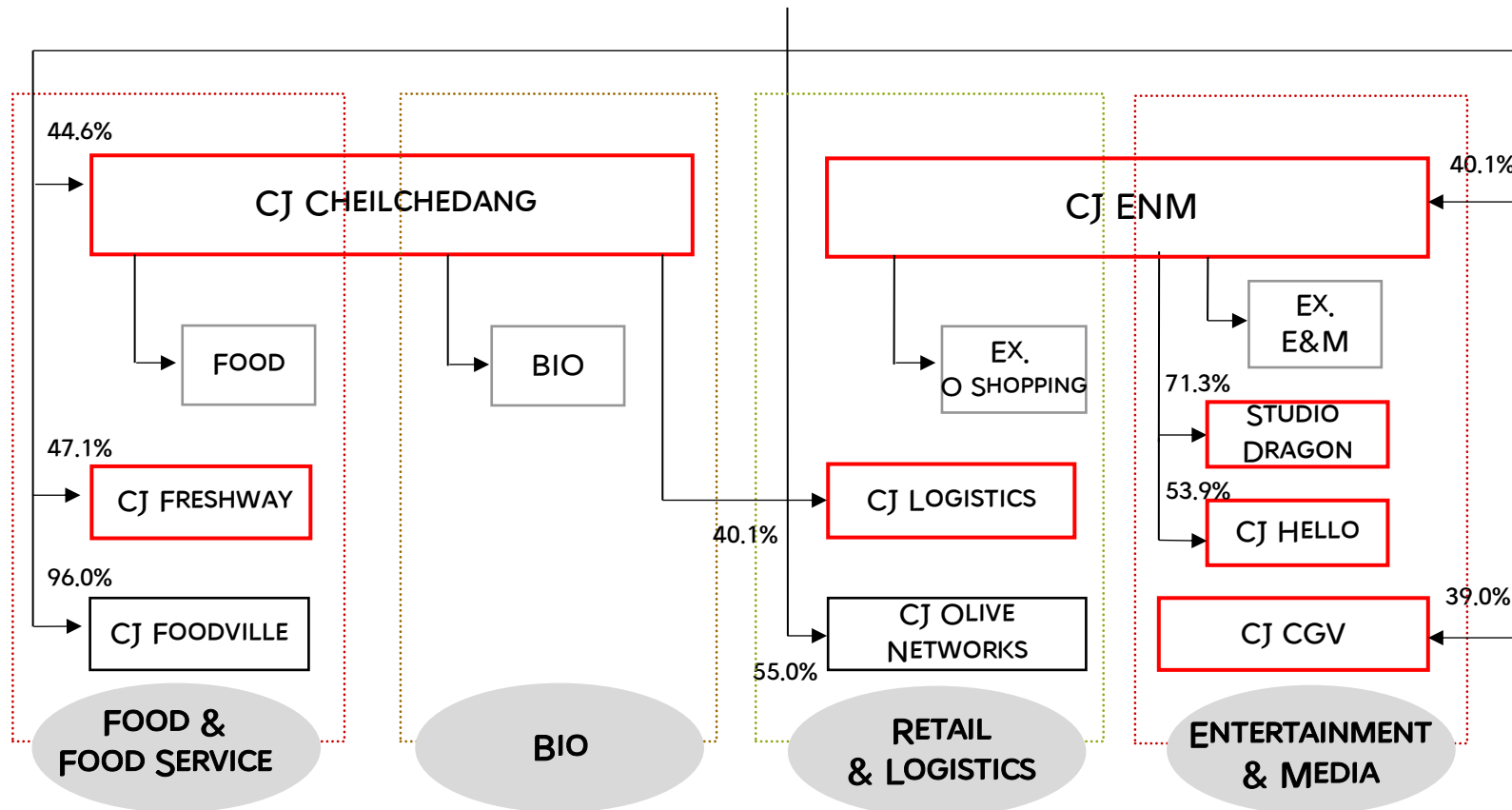
* 2017 K-IFRS Consolidated, Revenue Breakdown

COMPANY OVERVIEW



[AS OF END OF SEP, 2018]

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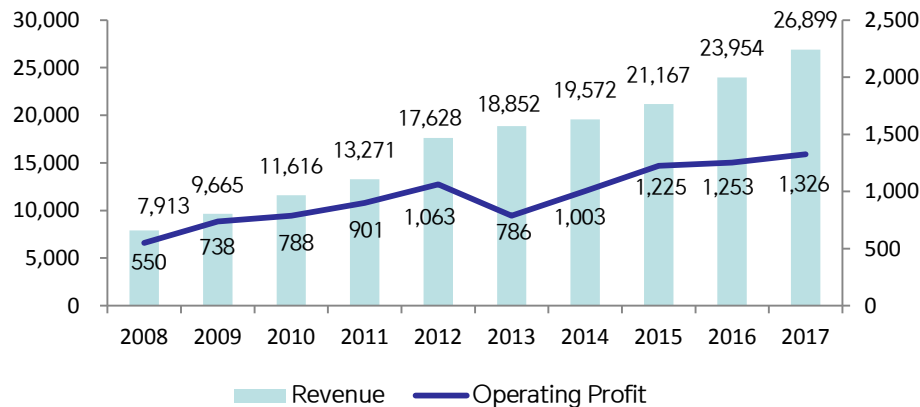


*Note: Common Stock Basis

COMPANY OVERVIEW

FINANCIAL SUMMARY

[Unit: W Bn]



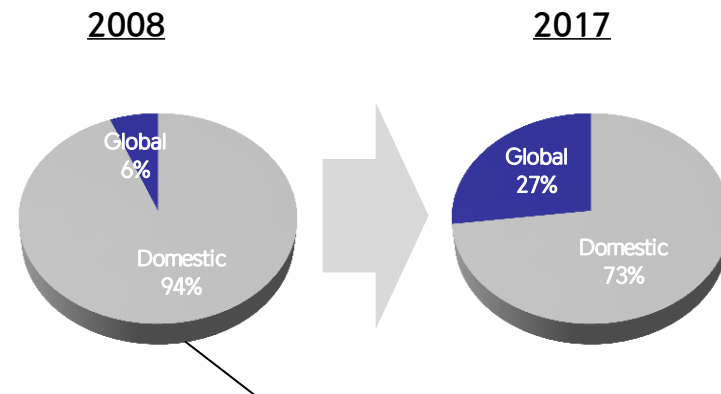
NOTE: K-IFRS CONSOLIDATED

- 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 : 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%	

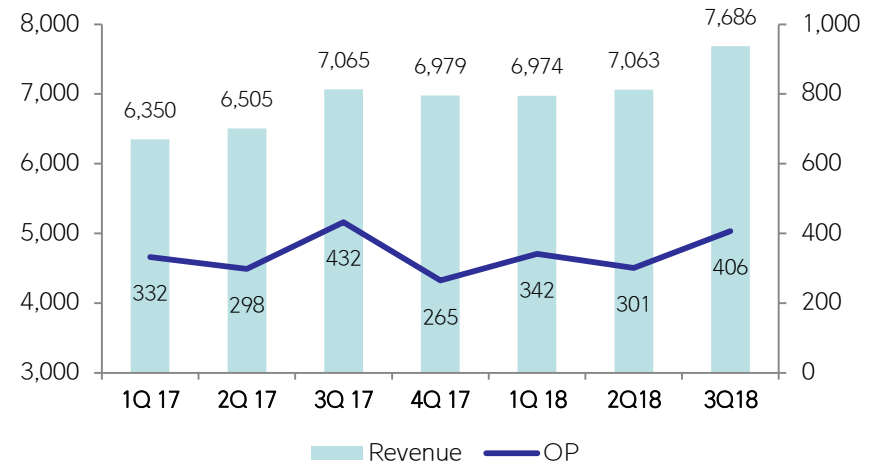
3Q18 EARNINGS REVIEW

FINANCIAL HIGHLIGHTS

[UNIT : W BN]

	1Q 17	2Q 17	3Q 17	4Q 17	1Q 18	2Q18	3Q18
Revenue	6,350	6,505	7,065	6,979	6,974	7,063	7,675
Operating Profit	332	298	432	265	342	301	406
(%)	5.2%	4.6%	6.1%	3.8%	4.9%	4.3%	5.3%

[UNIT : W BN]



- **Revenue KRW 7,686.1bn (YoY +8.8%), OP KRW 406.4bn (YoY -5.9%)**

- : Growth led by continued growth momentum at CJ CJ's Food/Bio, CJ Logistics' Global/Parcel and CJ ENM's Media business
- : OP decreased with the drop in profitability of Retail & Logistics but CJ ENM's Media business reached record high

- **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 growth ※ As of July 1st, CJ O Shopping and CJ E&M merged to CJ ENM

3Q18 OPERATING RESULTS BY BUSINESS

Revenue (accumulated)

[UNIT : W BN]

	3Q 17	3Q 18	YoY
Food & Food Service	2,296	2,278	-0.8%
Bio	1,166	1,288	10.5%
Retail & Logistics	2,354	2,713	15.3%
Entertainment & Media	1,166	1,266	8.6%
Others	83	141	69.8%
Total	7,065	7,686	8.8%

Operating Profit (accumulated)

[UNIT : W BN]

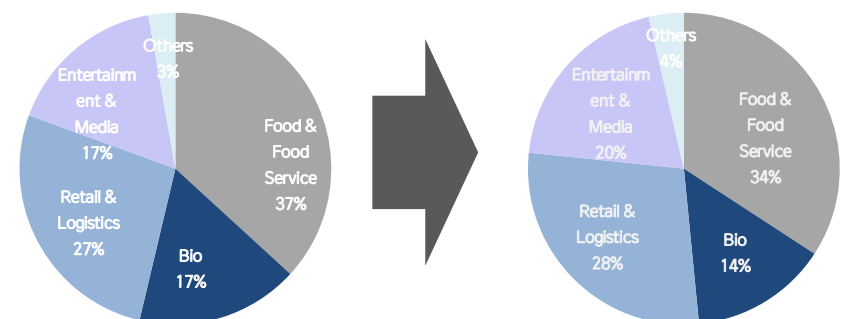
	3Q 17	3Q 18	YoY
Food & Food Service	159	134	-16.0%
Bio	73	76	3.3%
Retail & Logistics	116	76	-34.2%
Entertainment & Media	72	99	38.5%
Others	12	22	78.7%
Total	432	406	-5.9%

STABILITY OF THE BUSINESS PORTFOLIO

REVENUE



OPERATING PROFIT

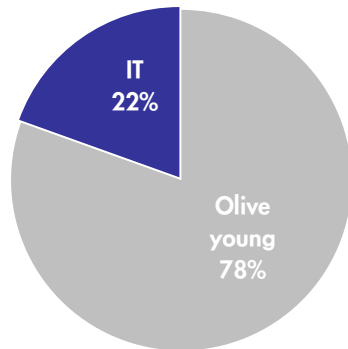


3Q18 FINANCIAL HIGHLIGHTS

회사명	3Q18 실적			Highlights
		W bn	YoY	
CJCJ	Revenue	2,745	+2.6%	· Food&Bio divisions continue robust sales growth(Excl. CJ Healthcare +8.1%yoy)
	OP	211	+0.4%	· Back of cost competitiveness of Bio's major products and etc. (Excl. CJ Healthcare +10.8%yoy)
CJ Logistics	Revenue	2,418	+29.1%	· Solid growth from parcel and global (+40.0%yoy) division
	OP	53	-15.6%	· One-off expense in parcel safety issues and initial cost from Gonjam Megahub Terminal
ENM	Revenue	1,096	+12.7%	· Media recorded the highest quarterly revenue·OP led by increase in TV·Digital Ad. and etc.
	OP	77	+23.6%	· Commerce profitability decreased as a result of increase in platform commission
CGV	Revenue	473	+0.2%	· Small growth due to increased number of screens & ATP improvements in Korea and China
	OP	33	+1.2%	· Seasonal off-season impact on Vietnam and Turkey but improved profits in Korea and China
FreshWay	Revenue	704	+6.4%	· Maintaing sales growth with new orders at the catering service division
	OP	13	-10.7%	· Decreased with unfavorable environment(minimum wage hike etc.)

※ CJCJ excluding CJ Logistics

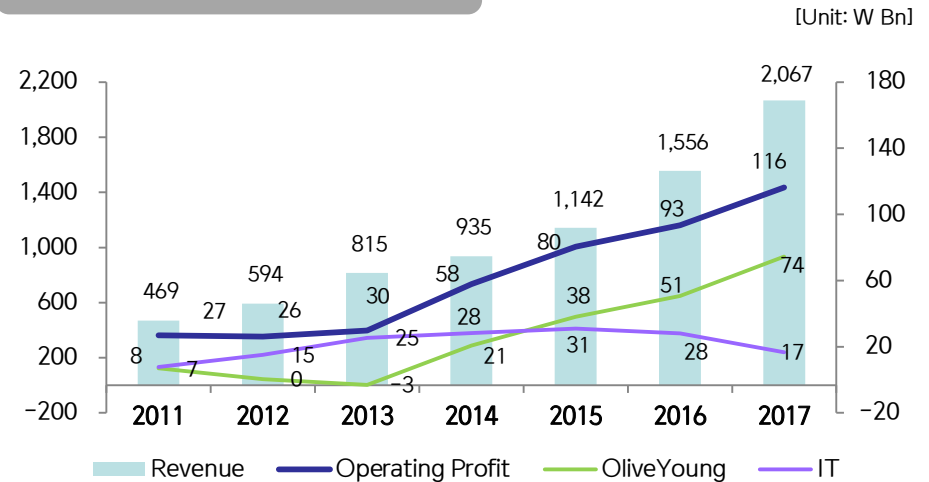
BUSINESS OVERVIEW



● 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 1,178 stores, as of Sep 30, 2018

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

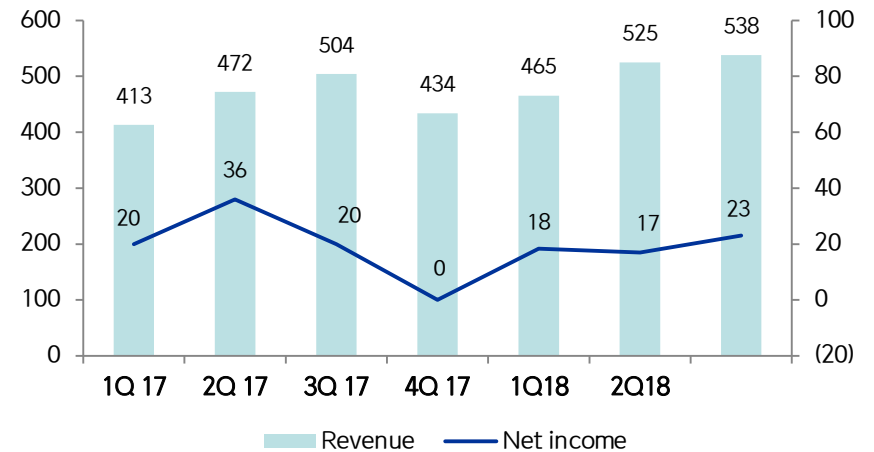
FINANCIAL HIGHLIGHTS

[Unit: W Bn]

	1Q 17	2Q 17	3Q 17	4Q 17	1Q 18	2Q 18	3Q 18
Revenue	413	472	504	434	465	525	538
OY	334	379	396	319	375	425	435
IT	79	93	108	115	91	100	103
Net Income	20	36	20	-0	18	17	23
Store (Domestic)	868	938	1,011	1,074	1,104	1,144	1,178
Direct Control	704	759	810	861	891	925	952
Franchise	164	179	201	213	213	219	226

* K-IFRS Separate

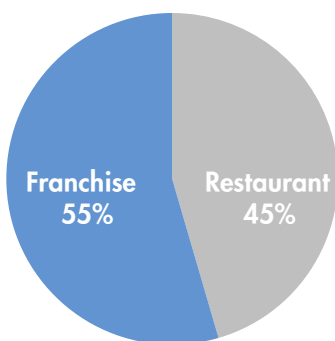
[Unit: W Bn]



● Revenue KRW 538.4bn (YoY +6.9%), NI KRW 22.5bn (YoY +10.8%)

- 1,178 stores (952 direct management stores, 226 franchised stores, up +34 stores from the end of 2Q18, +167 stores from end of 3Q17)
- [Revenue] Up 16.5% QoQ due to store opening including accounting change effects
[NI] Up 10.8%yoy due to one-off low base effect
- Strengthen market dominance through continuous store opening and increasing revenue per store (H&B market share 65.8%)

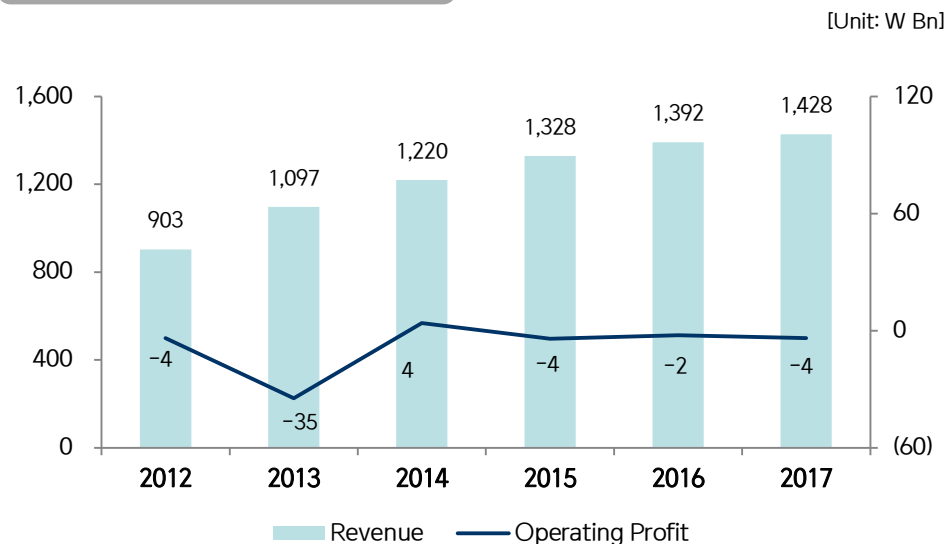
BUSINESS OVERVIEW



● FY17, Sales Portion (domestics)

- As of end of Sep 2018, actively pursue global expansion while currently operating 2,557 sites in domestics and 418 sites in overseas including China and Southeast Asia from 16 restaurant and franchise brands
- 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, %]

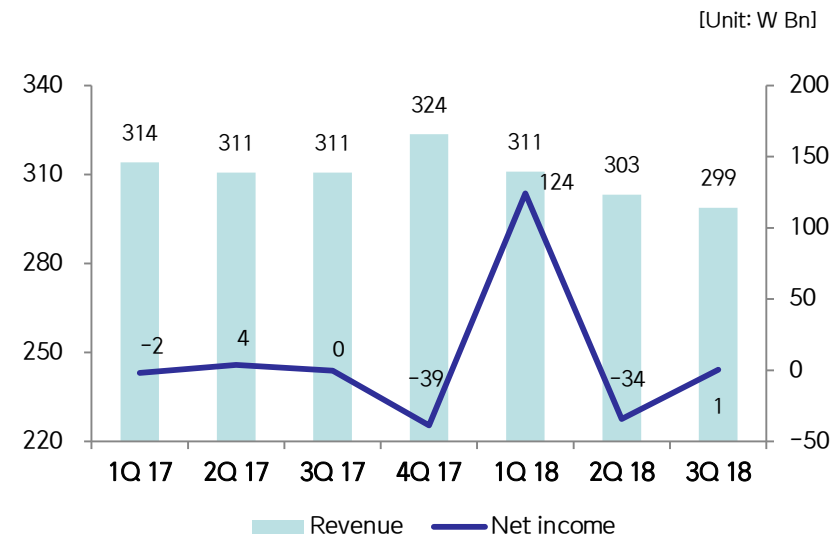
B/S	2016	2017	P/L	2016	2017
Asset	542.1	643.5	Revenue	1,391.7	1,427.5
Liability	535.5	680.5	Operating Profit	-2.3	-3.8
Equity	6.6	-37.0	Net Income	1.3	-32.5
Liability to Equity Ratio	5,949%	-	OP Margin	-0.2%	-0.3%

* Note: K-IFRS Consolidated basis

FINANCIAL HIGHLIGHTS

[Unit: W Bn]

	1Q 17	2Q 17	3Q 17	4Q 17	1Q 18	2Q 18	3Q 18
Revenue	314	311	311	324	311	303	299
Net Income	-2	4	-0	-39	124	-34	1
Site(Domestic)	2,356	2,430	2,485	2,488	2,509	2,550	2,557
Direct Control	281	283	297	297	279	279	274
Franchise	2,075	2,147	2,188	2,191	2,230	2,271	2,283
Overseas site	355	396	428	430	426	421	418



* K-IFRS Separate

* 2018 : Including financials of "Twosome Place"

● Revenue KRW 298.8bn (YoY -3.8%), NI KRW -0.5bn (YoY Turn Pos)

- [Revenue] Down slightly due to the stagnation of food service industry
- [NI] Recorded deficit due to the stagnation of food service industry but turn positive with tax gain
- Pursuing continuous key brands growth and enhancing brand competitiveness

APPENDIX

FINANCIAL STATEMENT

CONSOLIDATED STATEMENTS

[Unit: W Bn]

	4Q 17	3Q 18	YoY
I. Current Assets	8,160	9,182	1,022
1. Cash and Cash Equivalents	1,220	1,218	-2
2. Short-term Financial Instruments	434	374	-60
3. Trade Receivables	3,552	3,861	309
4. Inventories	1,733	1,968	235
5. Other Current Assets	1,222	1,761	539
II. Non-Current Assets Held for Sale	173	51	-122
III. Non-Current Assets	20,992	22,401	1,409
Total Asset	29,325	31,634	2,309
I. Current Liabilities	9,363	10,886	1,523
II. Non-Current Liabilities Held for Sale	-	31	31
III. Non-Current Liabilities	7,970	8,180	210
Total Liabilities	17,333	19,096	1,763
I. Equity Attributable to Owners of the Company	3,930	4,255	325
1. Capital Stock	158	158	0
2. Paid-in Capital in Excess of Par Value	993	993	0
3. Other Components of Equity	-337	-443	-106
4. Retained Earnings	3,115	3,547	432
II. Non-Controlling Interest	8,062	8,283	221
Total Equity	11,992	12,538	546
Debt Ratio	144.5%	152.3%	7.8%pt.

[Unit: W Bn]

구분	3Q 17	3Q 18	YOY
I. Revenue	7,065	7,686	8.8%
II. COGS	4,862	5,460	12.3%
III. Gross Profit	2,203	2,227	1.1%
IV. Operating Profit	432	406	-5.9%
V. Profit before Income Tax	620	258	-58.4%
VI. Tax Expenses	171	116	-32.5%
VII. Net Profit	449	143	-68.2%
1. Profit Attributable to Owners of the Company	215	7	-96.7%
2. Profit Attributable to Non-Controlling Interests	234	136	-42.0%

[Unit: W Bn]

구분	2017	2018	YOY
I. Revenue	19,920	21,723	9.1%
II. COGS	13,762	15,445	12.2%
III. Gross Profit	6,158	6,278	1.9%
IV. Operating Profit	1,061	1,049	-1.1%
V. Profit before Income Tax	1,540	1,657	7.6%
VI. Tax Expenses	416	469	12.8%
VII. Net Profit	1,124	1,187	5.7%
1. Profit Attributable to Owners of the Company	473	457	-3.3%
2. Profit Attributable to Non-Controlling Interests	651	730	12.2%

FINANCIAL STATEMENT

SEPARATE STATEMENTS

[Unit: W Bn]

	4Q 17	3Q 18	YoY
I. Current Assets	54	80	26
1. Cash and Cash Equivalents	34	43	9
2. Short-term Financial Instruments	0	-	-!
3. Other Current Assets	21	37	16
II. Non-Current Assets	2,790	2,719	-71
Total Asset	2,844	2,799	-45
I. Current Liabilities	127	39	-88
II. Non-Current Liabilities	7	111	104
Total Liabilities	134	150	16
I. Capital Stock	158	158	0
II. Paid-in Capital in Excess of Par Value	993	993	31
III. Other Components of Equity	-167	-216	-49
IV. Retained Earnings	1,725	1,714	-11
Total Equity	2,710	2,649	-61
Debt Ratio	4.9%	5.7%	0.8%pt.

[Unit: W Bn]

구분	3Q 17	3Q 18	YOY
I. Operating Revenue	25	26	4.8%
- Royalty Income	23	25	7.3%
- Dividend Income	-	-	-
- Others	2	1	-31.3%
II. Operating Expenses	2	15	776.5%
III. Operating Profit	1	11	1,312.5%
IV. Profit before Income Tax Benefit(Expense)	7	5	-29.7%
V. Income Tax Benefit(Expense)	1	1	-25.0%
VI. Net Profit	6	4	-29.8%

[Unit: W Bn]

구분	2017	2018	YOY
I. Operating Revenue	105	111	5.5%
- Royalty Income	66	69	5.5%
- Dividend Income	34	38	13.0%
- Others	5	3	-40.7%
II. Operating Expenses	44	41	-7.9%
III. Operating Profit	61	70	15.3%
IV. Profit before Income Tax Benefit(Expense)	60	28	-53.7%
V. Income Tax Benefit(Expense)	7	-	-97.1%
VI. Net Profit	53	28	-48.0%

THANK YOU