

## Earnings Release FY.2011 / 4Q.2011 Results

### ■ FY.2011 / 4Q.2011 Results for Key Affiliates

Wbn	Revenue						Operating Profits					
	FY.'10	FY.'11	yoy	4Q'10	4Q'11	yoy	FY.'10	FY.'11	yoy	4Q'10	4Q'11	yoy
Orion	706.5	809.5	14.6%	185.2	210.2	13.5%	60.8	68.5	12.7%	13.2	18.4	39.4%
OSI	127.2	155.2	22.0%	32.0	38.1	19.1%	14.6	21.0	43.8%	2.3	3.9	69.6%
OFC(China)	524.7	696.9	32.8%	145.4	202.7	39.4%	19.2	32.2	67.7%	-3.2	-1.7	—
OFS(China)	118.1	139.5	18.1%	28.6	44.9	57.0%	23.6	18.6	-21.2%	3.8	7.3	92.1%
OSC(China)	44.0	83.1	88.9%	10.4	24.7	137.5%	5.5	10.7	94.5%	0.3	2.5	733.3%
OFG(China)	28.8	53.9	87.2%	11.0	17.9	62.7%	2.2	7.5	240.9%	1.6	2.9	81.3%
OFV(Vietnam)	106.7	126.0	18.1%	30.0	33.9	13.0%	8.5	11.9	40.0%	1.9	2.5	31.6%
OIE(Russia)	48.9	55.1	12.7%	16.7	16.7	—	3.6	4.6	27.8%	0.8	1.0	25.0%
OFR(Russia)	20.6	23.2	12.6%	7.2	7.3	1.4%	-2.0	-1.8	—	-0.8	-0.7	—
OFN(Russia)	8.9	10.9	22.5%	3.2	3.1	-3.1%	-2.4	0.5	—	-0.7	0.3	—
Sports ToTo	255.1	249.0	-2.4%	63.8	74.6	16.9%	74.6	55.3	-25.9%	10.1	15.0	48.5%
Mediaplex	27.1	49.0	80.8%	4.0	15.1	277.5%	-1.1	-5.5	—	-0.8	0.1	—

\* Not including of Equity gains&losses

### ■ FY.2011 / 4Q.2011 Revenue Breakdown for Confectionary Business

Wbn	Revenue			Revenue		
	FY.'10	FY.'11	yoy	4Q'10	4Q'11	yoy
Korea	648.0	744.3	14.9%	170.6	193.5	13.4%
China	524.7	696.9	32.8%	145.4	202.7	39.4%
Russia	48.9	55.1	12.7%	16.7	16.7	0.0%
Vietnam	76.8	99.4	29.4%	23.0	29.5	28.3%
Others	58.5	65.2	11.5%	14.6	16.7	14.4%
Total	1,356.9	1,660.9	22.4%	370.3	459.1	24.0%

Domestic Contribution	47.8%	44.8%	-2.9%	46.1%	42.1%	-3.9%
Overseas Contribution	52.2%	55.2%	2.9%	53.9%	57.9%	3.9%

### ■ FY.2011 / 4Q.2011 O.P & O.P(%) Breakdown for Confectionary Business

Wbn	O.P					
	FY.'10	FY.'11	yoy	4Q'10	4Q'11	yoy
Korea	75.4	89.5	18.7%	15.5	22.3	43.9%
China	50.5	69.0	36.6%	2.5	11.0	340.0%
Russia	-0.8	3.3	—	-0.7	0.6	—
Vietnam	8.5	11.9	40.0%	1.9	2.5	31.6%

Country	Revenue					
	FY.'10	FY.'11	yoy	4Q'10	4Q'11	yoy
China	3,072	4,063	32.3%	854	1,132	32.6%
Russia	1,283	1,461	13.9%	447	453	1.3%
Vietnam	1,270	1,850	45.7%	395	542	37.2%

(MRMB)

(MRUB)

(BVND)

O.P (%)					
FY.'10	FY.'11	yoy	4Q'10	4Q'11	yoy
10.7%	11.1%	0.4%p	8.4%	10.6%	2.2%p
9.6%	9.9%	0.3%p	1.7%	5.4%	3.7%p
-1.6%	6.0%	7.6%p	-4.2%	3.6%	7.8%p
8.0%	9.4%	1.5%p	6.3%	7.4%	1.0%p