

## Earnings Release FY.2017 / 4Q.2017 Results (Based on K-IFRS)

### ■ FY.2017 / 4Q.2017 Results for Key Affiliates

Wbn	Revenue						O.P					
	FY.'16	FY.'17	yoy	4Q'16	4Q'17	yoy	FY.'16	FY.'17	yoy	4Q'16	4Q'17	yoy
Orion	679.4	699.3	2.9%	178.7	179.0	0.2%	78.7	82.6	5.0%	26.2	20.3	-22.3%
OFC(China)	1,346.0	863.2	-35.9%	347.2	198.1	-43.0%	82.7	-29.8	—	15.8	-22.2	—
OAC(China)	12.2	8.8	-27.4%	7.9	5.8	-26.6%	2.5	1.2	-50.5%	1.6	1.0	-37.2%
OFS(China)	219.9	143.7	-34.7%	61.6	42.9	-30.3%	49.3	22.5	-54.4%	13.3	7.1	-46.9%
OFG(China)	154.1	102.3	-33.6%	51.0	26.1	-48.9%	40.5	19.4	-52.1%	14.8	3.8	-74.5%
OFSY(China)	94.2	60.5	-35.7%	31.8	18.4	-42.3%	23.9	9.2	-61.4%	9.2	3.2	-65.3%
OBC(China)	8.1	7.4	-9.7%	4.1	2.5	-39.9%	-2.8	-2.6	—	-2.7	-0.8	—
China I-Pak	28.0	15.4	-44.9%	7.3	2.4	-67.7%	2.7	-0.6	—	0.7	-0.6	—
Pan Orion(China)	0.0	0.0	—	0.0	0.0	—	-0.2	-0.2	—	-0.0	-0.0	—
OFV(Vietnam)	204.5	222.4	8.7%	57.8	61.2	5.8%	26.5	36.3	36.8%	6.0	8.6	42.2%
OIE(Russia)	61.2	77.4	26.4%	18.1	20.9	15.5%	7.7	14.2	84.3%	2.9	2.1	-29.0%
Sports ToTo	0.6	0.0	—	0.0	0.0	—	-2.3	0.0	—	0.0	0.0	—
Showbox	125.9	102.7	-18.4%	39.3	26.5	-32.6%	15.3	10.3	-32.7%	2.9	2.1	-29.0%
Total							324.5	162.6	-49.9%	90.7	24.5	-73.0%
<b>ORION.H Consolidated</b>	2,386.3	825.3	-65.4%	632.4	29.8	-95.3%	326.2	57.1	-82.5%	85.0	1.9	—
<b>ORION Consolidated</b>		1,117.2	—	451.0	—	—		107.7	—		20.5	—

\* Sports ToTo was classified as the income from discontinued operations in 2016.

### ■ FY.2017 / 4Q.2017 Revenue Breakdown for Confectionary Business

Wbn	Revenue					
	FY.'16	FY.'17	yoy	4Q'16	4Q'17	yoy
Korea	612.8	630.8	2.9%	160.0	161.6	1.0%
China	1,346.0	863.2	-35.9%	347.2	198.1	-43.0%
Vietnam	170.8	194.5	13.9%	50.9	55.5	9.0%
Russia	61.2	77.4	26.4%	18.1	20.9	15.5%
Others	70.0	65.8	-6.1%	16.2	14.4	-10.8%
Total	2,260.9	1,831.6	-19.0%	592.4	450.5	-24.0%

Domestic Contribution	27.1%	34.4%	7.3%	27.0%	35.9%	8.9%
Overseas Contribution	72.9%	65.6%	-7.3%	73.0%	64.1%	-8.9%

### ■ FY.2017 / 4Q.2017 O.P & O.P(%) Breakdown for Confectionary Business

Wbn	O.P					
	FY.'16	FY.'17	yoy	4Q'16	4Q'17	yoy
Korea	78.7	82.6	5.0%	26.2	20.3	-22.3%
China	198.6	19.2	-90.3%	52.7	-8.5	-116.2%
Vietnam	26.5	36.3	36.8%	6.0	8.6	42.2%
Russia	7.7	14.2	84.3%	2.9	2.1	-29.0%
Total	311.5	152.3	-51.1%	87.8	22.4	-74.4%

\* ORION has been splitted as ORION HOLDINGS and ORION on June 1st in 2017

\* ORION HOLDINGS Consolidated earnings contain only 5 months earnings of ORION Consolidated earnings

\* ORION HOLDINGS Consolidated earnings will contain ORION consolidated earnings from 2018

Country	Revenue					
	FY.'16	FY.'17	yoy	4Q'16	4Q'17	yoy
China	7,718	5,155	-33.2%	2,050	1,185	-42.2%
Vietnam	3,290	3,906	18.7%	986	1,131	14.7%
Russia	3,517	3,992	13.5%	992	1,102	11.1%

(MRMB)

(BVND)

(MRUB)

O.P (%)					
FY.'16	FY.'17	yoy	4Q'16	4Q'17	yoy
11.6%	11.8%	0.2%p	14.6%	11.4%	-3.3%p
14.8%	2.2%	-12.5%p	15.2%	-4.3%	-19.5%p
13.0%	16.3%	3.3%p	10.4%	14.0%	3.6%p
12.6%	18.4%	5.8%p	16.2%	9.9%	-6.2%p
13.8%	8.3%	-5.5%p	14.8%	5.0%	-9.8%p