



2Q'20 Earnings Release

Aug. 2020

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I . Summary of 2Q' 20 Earnings (YoY)

(Unit: B KRW, M CNH, B VND, M RUB)

Classification		(Currency)	2Q.'20	2Q.'19	B/W	%	Note
Korea	Sales	-	184.1	177.8	6.3	3.5%	. Snack 6.0, Biscuit 1.6, Market O Nature & etc 2.1, Pie -0.2, Export 3.6, Gum&Candy&Choco -6.3, F&B -0.9
	O.P	-	29.1	26.2	3.0	11.3%	. G.P ↑2.8(COGS% ↓0.1%p), SG&A ↓0.2(Salary ↓1.2, A&P ↓0.1, Delivery ↑0.7, Etc(Commission fee etc) ↑0.4)
China	Sales	(KRW)	257.0	200.6	56.4	28.1%	. Snack 45.7, Pie 11.7, Biscuit 4.9, Candy 2.4, Gum -8.3
		(Local)	1,494	1,170	324	27.7%	. FX(KRW/CNH) ↑0.8%
	O.P	(KRW)	42.9	17.9	25.0	140.2%	. G.P ↑28.2(COGS% ↓1.6%p), SG&A ↑3.1(Salary ↓1.4, A&P ↓2.4, Delivery ↑5.3, DA ↑0.8, Etc ↑0.9)
		(Local)	249	103	147	142.6%	. O.P(%) : 8.9% → 16.7%, ↑7.8%p
Vietnam	Sales	(KRW)	57.8	48.3	9.5	19.7%	. Pie 7.3, Snack 5.2, Gum&Candy 0.1, Biscuit -2.2, Exports(to Iran & etc.) -0.9
		(Local)	1,102	960	142	14.8%	. FX(KRW/VND) ↑4.6%
	O.P	(KRW)	9.6	4.3	5.2	121.6%	. G.P ↑5.2(COGS% ↓2.7%p), SG&A - (Salary ↑0.4, A&P ↓1.2, Delivery ↑0.8, DA ↑0.1)
		(Local)	182	85	97	114.1%	. O.P(%) : 8.9% → 16.6%, ↑7.7%p
Russia	Sales	(KRW)	19.1	15.9	3.3	20.6%	. Pie 2.7, Biscuit 0.6
		(Local)	1,131	877	254	29.0%	. FX(KRW/RUB) ↓6.5%
	O.P	(KRW)	3.7	1.9	1.8	95.6%	. G.P ↑2.0(COGS% ↓4.8%p), SG&A ↑0.2 (Salary ↓0.1, A&P ↓0.1, Delivery ↑0.4)
		(Local)	220	106	115	108.4%	. O.P(%) : 12.0% → 19.5%, ↑7.5%p
ORION	Sales	-	515.1	439.3	75.8	17.3%	. 2Q'20 Elimination of internal transaction revenue such as royalty fee 2.9
Cont'd	O.P	-	86.2	50.4	35.8	71.0%	. 2Q'20 Net sales of inventory asset 1.4, India entity -0.5

I . Summary of 1H' 20 Earnings (YoY)

(Unit: B KRW, M CNH, B VND, M RUB)

Classification		(Currency)	1H.'20	1H.'19	B/W	%	Note
Korea	Sales	-	374.9	355.8	19.1	5.4%	. Snack 19.0, Biscuit 6.5, Pie 1.3, Market O Nature & etc 0.3, Export 4.8, Gum&Candy&Choco -10.9, F&B -2.2
	O.P	-	59.1	49.4	9.7	19.6%	. G.P ↑10.4(COGS% ↓0.4%p), SG&A ↑0.7(A&P ↓0.1, Delivery ↑1.6, Etc(overseas travel expense etc) ↓0.9)
China	Sales	(KRW)	519.9	451.8	68.0	15.1%	. Snack 83.9, Pie 4.2, Candy 3.4, Gum -14.8, Biscuit -8.7
		(Local)	3,033	2,679	354	13.2%	. FX(KRW/CNH) ↑1.6%
	O.P	(KRW)	90.2	58.5	31.7	54.1%	. G.P ↑34.4(COGS% ↓0.9%p), SG&A ↑2.8(Salary ↓3.5, A&P ↓3.3, Delivery ↑6.1, DA ↑1.2, Etc ↑2.4)
		(Local)	526	347	179	51.6%	. O.P(%) : 13.0% → 17.3%, ↑4.3%p
Vietnam	Sales	(KRW)	128.1	105.0	23.1	22.0%	. Snack 14.0, Pie 10.5, Gum&Candy 0.5, Biscuit -1.0, Exports(to Iran & etc.) -0.9
		(Local)	2,472	2,130	343	16.1%	. FX(KRW/VND) ↑5.1%
	O.P	(KRW)	25.5	12.3	13.1	106.5%	. G.P ↑11.6(COGS% ↓1.7%p), SG&A ↓1.6(Salary ↑0.5, A&P ↓3.9, Delivery ↑1.1, Etc ↑0.7)
		(Local)	492	250	242	96.6%	. O.P(%) : 11.7% → 19.9%, ↑8.2%p
Russia	Sales	(KRW)	38.9	30.7	8.2	26.5%	. Pie 6.7, Biscuit 1.4
		(Local)	2,233	1,749	484	27.7%	. FX(KRW/RUB) ↓0.9%
	O.P	(KRW)	7.3	3.6	3.8	105.4%	. G.P ↑5.1(COGS% ↓6.3%p), SG&A ↑1.3(Salary ↑0.4, A&P ↓0.1, Delivery ↑0.8, Etc ↑0.2)
		(Local)	422	204	218	107.2%	. O.P(%) : 11.6% → 18.9%, ↑7.3%p
ORION	Sales	-	1,054.9	936.9	118.0	12.6%	. 1H'20 Elimination of internal transaction revenue such as royalty fee 6.9
Cont'd	O.P	-	183.2	127.7	55.5	43.5%	. 1H'20 Net sales of inventory asset 2.1, India entity -1.0

II. Summary of 2Q' 20 Income Statement (YoY)

(Unit: Wbn)

Classification	2Q'20	2Q'19	B/W (%)	Note
Sales	515.1	439.3	17.3%	. Korea(6.3), China(56.4), Vietnam(9.5), Russia(3.3)
C.O.G.S	286.1	249.0	14.9%	
(%)	55.5%	56.7%	-1.1%p	. COGS ratio declined due to increase in sales of all corporations
G.P	229.0	190.3	20.3%	
(%)	44.5%	43.3%	1.1%p	
SG&A	142.8	139.9	2.1%	. Salary(↓2.3), A&P(↓3.8), Delivery(↑7.2), DA(↑0.9), Etc(Commissions fee etc)(↑1.3)
(%)	27.7%	31.9%	-4.1%p	
O.P	86.2	50.4	71.0%	
(%)	16.7%	11.5%	5.3%p	
Other Income	11.0	4.5	145.5%	. Miscellaneous income: OBC fire insurance(9.8)
Other Expense	2.3	1.6	37.8%	
Net Other Income	8.7	2.8	207.8%	
Finance Income	3.1	1.0	212.1%	
Finance Expense	2.5	2.8	-11.9%	
Net Finance Income	0.6	-1.8	-133.6%	
Equity Method Income	0.0	-0.0	-945.8%	
R.P	95.5	51.4	85.8%	
Corporate Tax	29.8	14.6	104.8%	. Corporate Tax rate 26.6% excluding deffered corporate tax(4.4)
Continued operations N.P	65.7	36.8	78.3%	
(%)	12.8%	8.4%	4.4%p	
Discontinued operations N.P	0.0	0.0	-	
N.P	65.7	36.8	78.3%	
(%)	12.8%	8.4%	4.4%p	
N.P (ex. minority interest)	63.8	36.2	76.2%	
(%)	12.4%	8.2%	4.1%p	

II. Summary of 1H' 20 Income Statement (YoY)

(Unit: Wbn)

Classification	1H'20	1H'20	B/W (%)	Note
Sales	1,054.9	936.9	12.6%	. Korea(19.1), China(68.0), Vietnam(23.1), Russia(8.2)
C.O.G.S	581.2	521.8	11.4%	
(%)	55.1%	55.7%	-0.6%p	
G.P	473.7	415.1	14.1%	
(%)	44.9%	44.3%	0.6%p	
SG&A	290.5	287.4	1.1%	. Salary(↓2.6), A&P(↓7.4), Delivery(↑9.6), DA(↑1.2), Etc(↑2.4)
(%)	27.5%	30.7%	-3.1%p	
O.P	183.2	127.7	43.5%	
(%)	17.4%	13.6%	3.7%p	
Other Income	20.0	6.4	211.0%	. Miscellaneous Income: OBC fire insurance(13.1), Gain on disposition of tangible asset & etc.
Other Expense	4.0	1.9	114.8%	. Losses on disposition of tangible asset & Miscellaneous Loss etc
Net Other Income	15.9	4.5	250.9%	
Finance Income	5.8	5.2	11.6%	
Finance Expense	5.1	6.9	-26.2%	
Net Finance Income	0.7	-1.7	-140.7%	
Equity Method Income	0.3	-0.0	-876.8%	
R.P	200.2	130.5	53.4%	
Corporate Tax	59.5	40.8	46.0%	. Corporate Tax rate 25.6% excluding deffered corporate tax(8.2)
Continued operations N.P	140.7	89.7	56.8%	
(%)	13.3%	9.6%	3.8%p	
Discontinued operations N.P	0.0	0.0	-	
N.P	140.7	89.7	56.8%	
(%)	13.3%	9.6%	3.8%p	
N.P (ex. minority interest)	136.9	87.5	56.5%	
(%)	13.0%	9.3%	3.6%p	

Ⅲ. Sales breakdown/Income Statement by Country (Korea Sales)

(Unit: Wbn)

Category	2Q'20	2Q'19	2Q B/W	2Q Growth (%)	2Q Portion	1H'20	1H'19	1H B/W	1H Growth (%)	1H Portion	Note (2Q Growth Brand)
Snack	68.2	62.3	6.0	9.6%	40.5%	136.2	117.2	19.0	16.2%	39.4%	Poca-chip, Squid peanut ball, Sun, Turtle chip
Biscuit	44.9	43.2	1.6	3.8%	26.7%	91.6	85.0	6.5	7.7%	26.5%	Ye-gam, Bae-bae, Dr.You bar
Pie	32.8	33.0	(0.2)	-0.6%	19.5%	70.1	68.7	1.3	1.9%	20.3%	
Chocolate	3.0	3.6	(0.6)	-16.8%	1.8%	8.1	9.6	(1.5)	-15.8%	2.3%	
Gum	3.2	5.6	(2.4)	-42.7%	1.9%	6.7	10.3	(3.6)	-35.0%	1.9%	
Candy	10.6	13.9	(3.3)	-23.4%	6.3%	23.8	29.6	(5.8)	-19.5%	6.9%	
Others	5.6	3.5	2.1	61.7%	3.3%	8.9	8.6	0.3	3.0%	2.6%	Market O nature, Jeju mineral water
Domestic Confectionary Sales	168.3	165.0	3.3	2.0%	100.0%	345.2	329.0	16.2	4.9%	100.0%	
Export	11.1	7.6	3.6	47.6%		19.1	14.3	4.8	33.7%		U.S.A, Taiwan etc
F&B(Restaurant)	1.4	2.3	(0.9)	-39.2%		3.0	5.2	(2.2)	-42.5%		

III. Sales breakdown/Income Statement by Country (Korea I.S)

(Unit: M KRW)

Classification	2Q'20	2Q'19	(%)	1H'20	1H'19	(%)	2Q'20	1Q'20	(%)	Note(vs. 2Q'19)
Sales	184,138	177,829	3.5%	374,924	355,821	5.4%	184,138	190,787	-3.5%	Sales increase on Powerbrands and new products (Snack, Biscuit)
COGS	97,963	94,449	3.7%	197,252	188,487	4.7%	97,963	99,289	-1.3%	
(%)	53.2%	53.1%	0.1%p	52.6%	53.0%	-0.4%p	53.2%	52.0%	1.2%p	
G.P	86,174	83,380	3.4%	177,672	167,334	6.2%	86,174	91,498	-5.8%	
(%)	46.8%	46.9%	-0.1%p	47.4%	47.0%	0.4%p	46.8%	48.0%	-1.2%p	
SG&A	57,056	57,222	-0.3%	118,574	117,931	0.5%	57,056	61,517	-7.3%	
(%)	31.0%	32.2%	-1.2%p	31.6%	33.1%	-1.5%p	31.0%	32.2%	-1.3%p	
- Salaries	19,419	20,611	-5.8%	42,048	42,016	0.1%	19,419	22,629	-14.2%	Efficiency of sales force
(%)	10.5%	11.6%	-1.0%p	11.2%	11.8%	-0.6%p	10.5%	11.9%	-1.3%p	
- A&M	2,855	2,945	-3.1%	6,509	6,561	-0.8%	2,855	3,654	-21.9%	
(%)	1.6%	1.7%	-0.1%p	1.7%	1.8%	-0.1%p	1.6%	1.9%	-0.4%p	
. Advertising(ATL)	2,816	2,917	-3.4%	6,427	6,486	-0.9%	2,816	3,611	-22.0%	
(%)	1.5%	1.6%	-0.1%p	1.7%	1.8%	-0.1%p	1.5%	1.9%	-0.4%p	
. Promotion(BTL)	39	28	37.1%	81	75	7.9%	39	43	-9.6%	
(%)	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	
- Delivery	7,327	6,638	10.4%	14,671	13,115	11.9%	7,327	7,344	-0.2%	Increase on sales volume and long-distance logistics
(%)	4.0%	3.7%	0.2%p	3.9%	3.7%	0.2%p	4.0%	3.8%	0.1%p	
- Depreciation	1,642	1,794	-8.5%	3,339	3,592	-7.0%	1,642	1,697	-3.3%	
(%)	0.9%	1.0%	-0.1%p	0.9%	1.0%	-0.1%p	0.9%	0.9%	0.0%p	
- Amortization	605	441	37.1%	1,188	907	31.0%	605	583	3.7%	
(%)	0.3%	0.2%	0.1%p	0.3%	0.3%	0.1%p	0.3%	0.3%	0.0%p	
- Others	25,208	24,793	1.7%	50,818	51,739	-1.8%	25,208	25,610	-1.6%	Commission fee etc
(%)	13.7%	13.9%	-0.3%p	13.6%	14.5%	-1.0%p	13.7%	13.4%	0.3%p	
O.P	29,118	26,157	11.3%	59,099	49,403	19.6%	29,118	29,981	-2.9%	
(%)	15.8%	14.7%	1.1%p	15.8%	13.9%	1.9%p	15.8%	15.7%	0.1%p	
Other Income	763	2,721	-72.0%	1,994	3,743	-46.7%	763	1,231	-38.0%	Gain on disposition of tangible assets(yoy) (sales office sold)
(%)	0.4%	1.5%	-1.1%p	0.5%	1.1%	-0.5%p	0.4%	0.6%	-0.2%p	
Other Expense	379	1,139	-66.7%	715	1,241	-42.4%	379	336	13.1%	
(%)	0.2%	0.6%	-0.4%p	0.2%	0.3%	-0.2%p	0.2%	0.2%	0.0%p	
O.P (IFRS)	29,501	27,739	6.4%	60,378	51,905	16.3%	29,501	30,876	-4.5%	
(%)	16.0%	15.6%	0.4%p	16.1%	14.6%	1.5%p	16.0%	16.2%	-0.2%p	
Finance Income	110	284	-61.2%	247	962	-74.3%	110	137	-19.8%	Decrease on other finance income (guarante fee. etc)
(%)	0.1%	0.2%	-0.1%p	0.1%	0.3%	-0.2%p	0.1%	0.1%	0.0%p	
Finance Expense	1,858	2,163	-14.1%	3,808	4,367	-12.8%	1,858	1,950	-4.7%	Decrease on interest expense
(%)	1.0%	1.2%	-0.2%p	1.0%	1.2%	-0.2%p	1.0%	1.0%	0.0%p	
R.P	27,753	25,860	7.3%	56,816	48,500	17.1%	27,753	29,063	-4.5%	
(%)	15.1%	14.5%	0.5%p	15.2%	13.6%	1.5%p	15.1%	15.2%	-0.2%p	
Income tax	6,707	5,997	11.8%	13,595	11,727	15.9%	6,707	6,887	-2.6%	
(%)	3.6%	3.4%	0.3%p	3.6%	3.3%	0.3%p	3.6%	3.6%	0.0%p	
N.P	21,046	19,864	6.0%	43,222	36,774	17.5%	21,046	22,176	-5.1%	
(%)	11.4%	11.2%	0.3%p	11.5%	10.3%	1.2%p	11.4%	11.6%	-0.2%p	

III. Sales breakdown/Income Statement by Country (China Sales)

(Unit: 100M KRW)

Category	2Q'20	2Q'19	2Q B/W	2Q Growth (%)	2Q Portion	1H'20	1H'19	1H B/W	1H Growth (%)	1H Portion	Note (2Q Growth Brand)
Pie	826	709	117	16.5%	32.1%	1,682	1,639	42	2.6%	32.3%	. Haorio pie (Choco pie), Xiaoyunuonuo(fish cake), Cutie pie
Gum	32	115	-83	-72.2%	1.2%	96	245	-148	-60.6%	1.9%	
Candy	74	50	24	48.0%	2.9%	124	90	34	37.2%	2.4%	. Guozhi-guozhi(My-gumi)
Biscuit	344	295	49	16.7%	13.4%	681	767	-87	-11.3%	13.1%	
Snack	1,294	838	456	54.5%	50.4%	2,616	1,777	839	47.2%	50.3%	. Yatudou(Ohgamza), Shuwen(Yegam), Haoriozchi(Swingchip), Bigroll-Crispy seaweed
Total	2,570	2,006	564	28.1%	100.0%	5,199	4,518	680	15.1%	100.0%	

(Unit: 100M CNH)

Category	2Q'20	2Q'19	2Q B/W	2Q Growth(%)	2Q Portion	1H'20	1H'19	1H B/W	YTD9 Growth (%)	1H Portion	Note (2Q Growth Brand)
Pie	4.80	4.13	0.67	16.2%	32.1%	9.81	9.72	0.09	0.9%	32.3%	
Gum	0.19	0.67	-0.49	-72.4%	1.2%	0.56	1.45	-0.89	-61.2%	1.9%	
Candy	0.43	0.29	0.14	46.8%	2.9%	0.72	0.54	0.19	35.0%	2.4%	
Biscuit	2.00	1.71	0.29	16.9%	13.4%	3.97	4.55	-0.58	-12.7%	13.1%	
Snack	7.52	4.89	2.63	53.7%	50.4%	15.26	10.53	4.73	44.9%	50.3%	
Total	14.94	11.70	3.24	27.7%	100.0%	30.33	26.79	3.54	13.2%	100.0%	. 2Q'20 FX(KRW/CNH): 0.8% Appreciation

2Q'20 2Q'19 2Q Growth (%) 1H'20 1H'19 1H Growth (%)

F/X 171.98 170.68 0.8% 171.41 168.65 1.6%

III. Sales breakdown/Income Statement by Country (China I.S-KRW)

(Unit: M KRW)

Classification	2Q'20	2Q'19	(%)	1H'20	1H'19	(%)	2Q'20	1Q'20	(%)	Note(vs. 2Q'19)
Sales	256,975	200,606	28.1%	519,882	451,849	15.1%	256,975	262,907	-2.3%	. Sales ↑ on chip power brands & Seaweed cracker
COGS	143,145	114,958	24.5%	288,352	254,791	13.2%	143,145	145,208	-1.4%	. Increase on total production
(%)	55.7%	57.3%	-1.6%p	55.5%	56.4%	-0.9%p	55.7%	55.2%	0.5%p	
G.P	113,830	85,648	32.9%	231,530	197,058	17.5%	113,830	117,700	-3.3%	
(%)	44.3%	42.7%	1.6%p	44.5%	43.6%	0.9%p	44.3%	44.8%	-0.5%p	
SG&A	70,940	67,792	4.6%	141,337	138,519	2.0%	70,940	70,397	0.8%	
(%)	27.6%	33.8%	-6.2%p	27.2%	30.7%	-3.5%p	27.6%	26.8%	0.8%p	
- Salaries	23,815	25,230	-5.6%	45,105	48,568	-7.1%	23,815	21,290	11.9%	. Social insurance reduction, etc.
(%)	9.3%	12.6%	-3.3%p	8.7%	10.7%	-2.1%p	9.3%	8.1%	1.2%p	
- A&M	4,901	7,326	-33.1%	11,761	15,138	-22.3%	4,901	6,860	-28.6%	
(%)	1.9%	3.7%	-1.7%p	2.3%	3.4%	-1.1%p	1.9%	2.6%	-0.7%p	
. Advertising(ATL)	3,846	3,807	1.0%	7,439	8,940	-16.8%	3,846	3,592	7.1%	
(%)	1.5%	1.9%	-0.4%p	1.4%	2.0%	-0.5%p	1.5%	1.4%	0.1%p	
. Promotion(BTL)	1,055	3,519	-70.0%	4,323	6,198	-30.3%	1,055	3,268	-67.7%	. Reduce sales promotion activities
(%)	0.4%	1.8%	-1.3%p	0.8%	1.4%	-0.5%p	0.4%	1.2%	-0.8%p	
- Delivery	15,967	10,696	49.3%	29,587	23,539	25.7%	15,967	13,619	17.2%	. Increase in delivery volume
(%)	6.2%	5.3%	0.9%p	5.7%	5.2%	0.5%p	6.2%	5.2%	1.0%p	
- Depreciation	2,002	1,286	55.6%	3,649	2,621	39.2%	2,002	1,647	21.6%	. Expansion of automated warehouse(Shanghai, Shenyang)
(%)	0.8%	0.6%	0.1%p	0.7%	0.6%	0.1%p	0.8%	0.6%	0.2%p	
- Amortization	403	330	22.3%	775	627	23.5%	403	372	8.6%	
(%)	0.2%	0.2%	0.0%p	0.1%	0.1%	0.0%p	0.2%	0.1%	0.0%p	
- Others	23,851	22,923	4.0%	50,460	48,026	5.1%	23,851	26,609	-10.4%	. Taxes dues, Rental expenses, Commission fee etc
(%)	9.3%	11.4%	-2.1%p	9.7%	10.6%	-0.9%p	9.3%	10.1%	-0.8%p	
O.P	42,890	17,856	140.2%	90,193	58,538	54.1%	42,890	47,303	-9.3%	
(%)	16.7%	8.9%	7.8%p	17.3%	13.0%	4.4%p	16.7%	18.0%	-1.3%p	
Other Income	10,189	1,610	532.7%	18,008	2,341	669.4%	10,189	7,819	30.3%	. OBC fire insurance & Gains on disposals of PP&E
(%)	4.0%	0.8%	3.2%p	3.5%	0.5%	2.9%p	4.0%	3.0%	1.0%p	
Other Expense	1,476	239	517.1%	2,674	300	790.6%	1,476	1,199	23.1%	. Losses on disposals of PP&E and Miscellaneous losses
(%)	0.6%	0.1%	0.5%p	0.5%	0.1%	0.4%p	0.6%	0.5%	0.1%p	
O.P (IFRS)	51,604	19,228	168.4%	105,527	60,579	74.2%	51,604	53,922	-4.3%	
(%)	20.1%	9.6%	10.5%p	20.3%	13.4%	6.9%p	20.1%	20.5%	-0.4%p	
Finance Income	2,429	787	208.8%	4,123	5,183	-20.5%	2,429	1,694	43.4%	. Gains foreign currency transactions & Interest income
(%)	0.9%	0.4%	0.6%p	0.8%	1.1%	-0.4%p	0.9%	0.6%	0.3%p	
Finance Expense	1,744	1,571	11.0%	3,408	4,554	-25.2%	1,744	1,663	4.9%	
(%)	0.7%	0.8%	-0.1%p	0.7%	1.0%	-0.4%p	0.7%	0.6%	0.0%p	
R.P	52,289	18,443	183.5%	106,242	61,208	73.6%	52,289	53,953	-3.1%	
(%)	20.3%	9.2%	11.2%p	20.4%	13.5%	6.9%p	20.3%	20.5%	-0.2%p	
Income tax	15,301	6,214	146.2%	30,885	18,921	63.2%	15,301	15,584	-1.8%	. Deferred corporate tax decreased
(%)	6.0%	3.1%	2.9%p	5.9%	4.2%	1.8%p	6.0%	5.9%	0.0%p	
N.P	36,988	12,229	202.5%	75,357	42,287	78.2%	36,988	38,369	-3.6%	
(%)	14.4%	6.1%	8.3%p	14.5%	9.4%	5.1%p	14.4%	14.6%	-0.2%p	

III. Sales breakdown/Income Statement by Country (China I.S-CN)

(Unit: M CNH)

Classification	2Q'20	2Q'19	(%)	1H'20	1H'19	(%)	2Q'20	1Q'20	(%)	Note(vs. 2Q'19)
Sales	1,494	1,170	27.7%	3,033	2,679	13.2%	1,494	1,539	-2.9%	2Q'20 FX(KRW/CNH): 0.8% appreciation
COGS	832	671	24.1%	1,682	1,511	11.3%	832	850	-2.1%	
(%)	55.7%	57.3%	-1.6%p	55.5%	56.4%	-0.9%p	55.7%	55.2%	0.5%p	
G.P	662	499	32.5%	1,351	1,168	15.6%	662	689	-3.9%	
(%)	44.3%	42.7%	1.6%p	44.5%	43.6%	0.9%p	44.3%	44.8%	-0.5%p	
SG&A	413	397	4.0%	825	821	0.4%	413	412	0.1%	
(%)	27.6%	33.9%	-6.3%p	27.2%	30.7%	-3.5%p	27.6%	26.8%	0.8%p	
- Salaries	139	148	-6.3%	263	288	-8.6%	139	125	11.2%	
(%)	9.3%	12.6%	-3.4%p	8.7%	10.7%	-2.1%p	9.3%	8.1%	1.2%p	
- A&M	28	43	-33.6%	69	90	-23.6%	28	40	-29.1%	
(%)	1.9%	3.7%	-1.8%p	2.3%	3.4%	-1.1%p	1.9%	2.6%	-0.7%p	
- Advertising(ATL)	22	22	0.9%	43	53	-18.1%	22	21	6.4%	
(%)	1.5%	1.9%	-0.4%p	1.4%	2.0%	-0.5%p	1.5%	1.4%	0.1%p	
- Promotion(BTL)	6	21	-70.5%	25	37	-31.4%	6	19	-68.1%	
(%)	0.4%	1.8%	-1.4%p	0.8%	1.4%	-0.5%p	0.4%	1.2%	-0.8%p	
- Delivery	93	62	48.8%	173	140	23.7%	93	80	16.5%	
(%)	6.2%	5.3%	0.9%p	5.7%	5.2%	0.5%p	6.2%	5.2%	1.0%p	
- Depreciation	12	8	54.8%	21	16	37.0%	12	10	20.8%	
(%)	0.8%	0.6%	0.1%p	0.7%	0.6%	0.1%p	0.8%	0.6%	0.2%p	
- Amortization	2	2	21.4%	5	4	21.6%	2	2	7.9%	
(%)	0.2%	0.2%	0.0%p	0.1%	0.1%	0.0%p	0.2%	0.1%	0.0%p	
- Others	139	134	3.5%	294	285	3.4%	139	156	-11.0%	
(%)	9.3%	11.5%	-2.2%p	9.7%	10.6%	-0.9%p	9.3%	10.1%	-0.8%p	
O.P	249	103	142.6%	526	347	51.6%	249	277	-9.9%	
(%)	16.7%	8.8%	7.9%p	17.3%	13.0%	4.4%p	16.7%	18.0%	-1.3%p	
Other Income	59	9	524.6%	105	14	657.0%	59	46	29.6%	
(%)	4.0%	0.8%	3.2%p	3.5%	0.5%	2.9%p	4.0%	3.0%	1.0%p	
Other Expense	9	1	507.5%	16	2	776.2%	9	7	22.4%	
(%)	0.6%	0.1%	0.5%p	0.5%	0.1%	0.4%p	0.6%	0.5%	0.1%p	
O.P (IFRS)	300	111	170.7%	616	359	71.4%	300	316	-4.9%	
(%)	20.1%	9.5%	10.6%p	20.3%	13.4%	6.9%p	20.1%	20.5%	-0.4%p	
Finance Income	14	4	226.6%	24	31	-21.7%	14	10	42.6%	
(%)	0.9%	0.4%	0.6%p	0.8%	1.1%	-0.4%p	0.9%	0.6%	0.3%p	
Finance Expense	10	9	11.6%	20	27	-26.4%	10	10	4.2%	
(%)	0.7%	0.8%	-0.1%p	0.7%	1.0%	-0.4%p	0.7%	0.6%	0.0%p	
R.P	304	106	186.6%	620	363	70.8%	304	316	-3.7%	
(%)	20.3%	9.1%	11.3%p	20.4%	13.5%	6.9%p	20.3%	20.5%	-0.2%p	
Income tax	89	36	148.0%	180	112	60.6%	89	91	-2.4%	
(%)	6.0%	3.1%	2.9%p	5.9%	4.2%	1.8%p	6.0%	5.9%	0.0%p	
N.P	215	70	206.3%	440	251	75.3%	215	225	-4.2%	
(%)	14.4%	6.0%	8.4%p	14.5%	9.4%	5.1%p	14.4%	14.6%	-0.2%p	

III. Sales breakdown/Income Statement by Country (Vietnam Sales)

(Unit: 100M KRW)

Category	2Q'20	2Q'19	2Q B/W	2Q Growth(%)	2Q Portion	1H'20	1H'19	1H B/W	1H Growth (%)	1H Portion	Note (2Q Growth Brand)
Pie	242	169	73	43.3%	45.5%	526	421	105	24.9%	44.3%	. Cebon(Packaged cake), Choco-pie, Custas(Custard)
Gum,Candy	5	4	1	37.6%	1.0%	32	28	5	16.9%	2.7%	. My-gumi, Gift set
Biscuit	63	85	-22	-26.3%	11.8%	167	177	-10	-5.6%	14.1%	
Snack	222	170	52	30.4%	41.7%	463	323	140	43.5%	38.9%	. Ahn(Rice cracker), O-star(Poca-chip), Tayo
Total	531	428	104	24.3%	100.0%	1,188	949	240	25.3%	100.0%	

(Unit: 100M VND)

Category	2Q'20	2Q'19	2Q B/W	2Q Growth(%)	2Q Portion	1H'20	1H'19	1H B/W	1H Growth (%)	1H Portion	Note (2Q Growth Brand)
Pie	4,613	3,336	1,277	38.3%	45.5%	10,159	8,546	1,614	18.9%	44.3%	
Gum,Candy	95	68	27	38.7%	0.9%	623	560	63	11.3%	2.7%	
Biscuit	1,192	1,696	-504	-29.7%	11.8%	3,229	3,595	-366	-10.2%	14.1%	
Snack	4,234	3,396	838	24.7%	41.8%	8,932	6,542	2,390	36.5%	38.9%	
Total	10,134	8,497	1,637	19.3%	100.0%	22,944	19,243	3,701	19.2%	100.0%	. 2Q'20 FX(KRW/VND): 4.6% Appreciation

	2Q'20	2Q'19	2Q Growth (%)	1H'20	1H'19	1H Growth (%)
F/X	0.0523	0.0500	4.6%	0.0518	0.0493	5.1%

III. Sales breakdown/Income Statement by Country (Vietnam I.S-KRW)

(Unit: M KRW)

Classification	2Q'20	2Q'19	(%)	1H'20	1H'19	(%)	2Q'20	1Q'20	(%)	Note(vs. 2Q'19)
Sales	57,782	48,266	19.7%	128,075	105,000	22.0%	57,782	70,293	-17.8%	. Sales ↑ on new products and power brands & FX effect (4.6%)
COGS	34,088	29,799	14.4%	73,905	62,406	18.4%	34,088	39,817	-14.4%	
(%)	59.0%	61.7%	-2.7%p	57.7%	59.4%	-1.7%p	59.0%	56.6%	2.3%p	
G.P	23,695	18,467	28.3%	54,170	42,594	27.2%	23,695	30,476	-22.3%	
(%)	41.0%	38.3%	2.7%p	42.3%	40.6%	1.7%p	41.0%	43.4%	-2.3%p	
SG&A	14,129	14,151	-0.2%	28,698	30,261	-5.2%	14,129	14,570	-3.0%	
(%)	24.5%	29.3%	-4.9%p	22.4%	28.8%	-6.4%p	24.5%	20.7%	3.7%p	
- Salaries	6,682	6,311	5.9%	14,079	13,641	3.2%	6,682	7,397	-9.7%	. Efficiency of sales force
(%)	11.6%	13.1%	-1.5%p	11.0%	13.0%	-2.0%p	11.6%	10.5%	1.0%p	
- A&M	1,462	2,714	-46.1%	2,615	6,512	-59.8%	1,462	1,153	26.7%	
(%)	2.5%	5.6%	-3.1%p	2.0%	6.2%	-4.2%p	2.5%	1.6%	0.9%p	
. Advertising(ATL)	491	1,686	-70.9%	878	4,018	-78.1%	491	388	26.6%	. Improving Efficiency of A&P expenses compared to 1Q'19
(%)	0.8%	3.5%	-2.6%p	0.7%	3.8%	-3.1%p	0.8%	0.6%	0.3%p	
. Promotion(BTL)	971	1,028	-5.5%	1,737	2,494	-30.4%	971	766	26.8%	. Choco-pie sales promotion in 2Q'19
(%)	1.7%	2.1%	-0.4%p	1.4%	2.4%	-1.0%p	1.7%	1.1%	0.6%p	
- Delivery	1,986	1,184	67.7%	3,893	2,774	40.4%	1,986	1,907	4.1%	. Increase on sales volume and MT direct sales channel
(%)	3.4%	2.5%	1.0%p	3.0%	2.6%	0.4%p	3.4%	2.7%	0.7%p	
- Depreciation	79	120	-33.7%	157	241	-34.7%	79	78	1.7%	
(%)	0.1%	0.2%	-0.1%p	0.1%	0.2%	-0.1%p	0.1%	0.1%	0.0%p	
- Amortization	73	0	-	139	0	-	73	67	8.7%	
(%)	0.1%	0.0%	0.1%p	0.1%	0.0%	0.1%p	0.1%	0.1%	0.0%p	
- Others	3,848	3,822	0.7%	7,815	7,094	10.2%	3,848	3,967	-3.0%	
(%)	6.7%	7.9%	-1.3%p	6.1%	6.8%	-0.7%p	6.7%	5.6%	1.0%p	
O.P	9,566	4,316	121.6%	25,472	12,333	106.5%	9,566	15,906	-39.9%	
(%)	16.6%	8.9%	7.6%p	19.9%	11.7%	8.1%p	16.6%	22.6%	-6.1%p	
Other Income	86	41	109.2%	200	189	5.6%	86	114	-24.7%	
(%)	0.1%	0.1%	0.1%p	0.2%	0.2%	0.0%p	0.1%	0.2%	0.0%p	
Other Expense	496	233	112.4%	895	267	235.0%	496	399	24.1%	. Miscellaneous loss etc
(%)	0.9%	0.5%	0.4%p	0.7%	0.3%	0.4%p	0.9%	0.6%	0.3%p	
O.P (IFRS)	9,156	4,124	122.0%	24,777	12,255	102.2%	9,156	15,621	-41.4%	
(%)	15.8%	8.5%	7.3%p	19.3%	11.7%	7.7%p	15.8%	22.2%	-6.4%p	
Finance Income	1,528	961	58.9%	3,118	1,721	81.2%	1,528	1,591	-4.0%	. Increase on interest income
(%)	2.6%	2.0%	0.7%p	2.4%	1.6%	0.8%p	2.6%	2.3%	0.4%p	
Finance Expense	22	51	-56.6%	48	75	-36.2%	22	25	-12.2%	
(%)	0.0%	0.1%	-0.1%p	0.0%	0.1%	0.0%p	0.0%	0.0%	0.0%p	
R.P	10,661	5,034	111.8%	27,848	13,901	100.3%	10,661	17,186	-38.0%	
(%)	18.5%	10.4%	8.0%p	21.7%	13.2%	8.5%p	18.5%	24.4%	-6.0%p	
Income tax	2,565	790	224.6%	5,267	2,443	115.6%	2,565	2,702	-5.1%	
(%)	4.4%	1.6%	2.8%p	4.1%	2.3%	1.8%p	4.4%	3.8%	0.6%p	
N.P	8,096	4,244	90.8%	22,581	11,458	97.1%	8,096	14,485	-44.1%	
(%)	14.0%	8.8%	5.2%p	17.6%	10.9%	6.7%p	14.0%	20.6%	-6.6%p	

III. Sales breakdown/Income Statement by Country (Vietnam I.S-VND)

(Unit: B VND)

Classification	2Q'20	2Q'19	(%)	1H'20	1H'19	(%)	2Q'20	1Q'20	(%)	Note(vs. 2Q'19)
Sales	1,102	960	14.8%	2,472	2,130	16.1%	1,102	1,370	-19.6%	2Q'20 FX(KRW/VND): 4.6% appreciation
COGS	651	594	9.6%	1,427	1,266	12.7%	651	776	-16.2%	
(%)	59.0%	61.8%	-2.8%p	57.7%	59.4%	-1.7%p	59.0%	56.6%	2.4%p	
G.P	452	367	23.2%	1,046	864	21.0%	452	594	-24.0%	
(%)	41.0%	38.2%	2.8%p	42.3%	40.6%	1.7%p	41.0%	43.4%	-2.4%p	
SG&A	270	282	-4.1%	554	614	-9.7%	270	284	-4.9%	
(%)	24.5%	29.3%	-4.8%p	22.4%	28.8%	-6.4%p	24.5%	20.7%	3.8%p	
- Salaries	128	126	1.6%	272	277	-1.8%	128	144	-11.5%	
(%)	11.6%	13.1%	-1.5%p	11.0%	13.0%	-2.0%p	11.6%	10.5%	1.1%p	
- A&M	28	54	-47.9%	50	132	-61.8%	28	22	24.5%	
(%)	2.5%	5.6%	-3.1%p	2.0%	6.2%	-4.2%p	2.5%	1.6%	0.9%p	
- Advertising(ATL)	9	33	-71.9%	17	81	-79.2%	9	8	24.4%	
(%)	0.9%	3.5%	-2.6%p	0.7%	3.8%	-3.1%p	0.9%	0.6%	0.3%p	
- Promotion(BTL)	19	20	-8.6%	34	51	-33.7%	19	15	24.6%	
(%)	1.7%	2.1%	-0.4%p	1.4%	2.4%	-1.0%p	1.7%	1.1%	0.6%p	
- Delivery	38	23	61.7%	75	56	33.6%	38	37	2.2%	
(%)	3.4%	2.4%	1.0%p	3.0%	2.6%	0.4%p	3.4%	2.7%	0.7%p	
- Depreciation	2	2	-36.5%	3	5	-37.8%	2	2	-0.3%	
(%)	0.1%	0.2%	-0.1%p	0.1%	0.2%	-0.1%p	0.1%	0.1%	0.0%p	
- Amortization	1	0	-	3	0	-	1	1	6.6%	
(%)	0.1%	0.0%	0.1%p	0.1%	0.0%	0.1%p	0.1%	0.1%	0.0%p	
- Others	74	76	-3.8%	151	144	4.8%	74	77	-4.9%	
(%)	6.7%	8.0%	-1.3%p	6.1%	6.8%	-0.7%p	6.7%	5.6%	1.0%p	
O.P	182	85	114.1%	492	250	96.6%	182	310	-41.4%	
(%)	16.5%	8.8%	7.6%p	19.9%	11.7%	8.1%p	16.5%	22.6%	-6.1%p	
Other Income	2	1	109.0%	4	4	0.5%	2	2	-26.4%	
(%)	0.1%	0.1%	0.1%p	0.2%	0.2%	0.0%p	0.1%	0.2%	0.0%p	
Other Expense	9	5	101.1%	17	5	218.8%	9	8	22.0%	
(%)	0.9%	0.5%	0.4%p	0.7%	0.3%	0.4%p	0.9%	0.6%	0.3%p	
O.P (IFRS)	174	81	114.8%	478	249	92.4%	174	304	-42.9%	
(%)	15.8%	8.4%	7.3%p	19.3%	11.7%	7.7%p	15.8%	22.2%	-6.5%p	
Finance Income	29	19	51.7%	60	35	72.5%	29	31	-5.9%	
(%)	2.6%	2.0%	0.6%p	2.4%	1.6%	0.8%p	2.6%	2.3%	0.4%p	
Finance Expense	0	1	-58.9%	1	2	-39.3%	0	0	-14.0%	
(%)	0.0%	0.1%	-0.1%p	0.0%	0.1%	0.0%p	0.0%	0.0%	0.0%p	
R.P	203	99	104.3%	538	282	90.7%	203	335	-39.5%	
(%)	18.4%	10.3%	8.1%p	21.7%	13.2%	8.5%p	18.4%	24.4%	-6.1%p	
Income tax	49	15	216.7%	102	50	105.2%	49	53	-6.9%	
(%)	4.4%	1.6%	2.8%p	4.1%	2.3%	1.8%p	4.4%	3.8%	0.6%p	
N.P	154	84	83.6%	436	232	87.6%	154	282	-45.6%	
(%)	13.9%	8.7%	5.2%p	17.6%	10.9%	6.7%p	13.9%	20.6%	-6.7%p	

Ⅲ. Sales breakdown/Income Statement by Country (Russia Sales)

(Unit: 100M KRW)

Category	2Q'20	2Q'19	2Q B/W	2Q Growth(%)	2Q Portion	1H'20	1H'19	1H B/W	1H Growth (%)	1H Portion	Note (2Q Growth Brand)
Pie	160	133	27	19.9%	83.5%	325	258	67	26.1%	83.6%	. Choco-pie
Biscuit	32	25	6	24.1%	16.5%	64	49	14	28.9%	16.4%	. Choco-boy, Soft choco-chip
Total	191	159	33	20.6%	100.0%	389	307	82	26.5%	100.0%	

(Unit: M RUB)

Category	2Q'20	2Q'19	2Q B/W	2Q Growth(%)	2Q Portion	1H'20	1H'19	1H B/W	1H Growth (%)	1H Portion	Note (2Q Growth Brand)
Pie	945	737	208	28.3%	83.5%	1,867	1,468	400	27.2%	83.6%	
Biscuit	187	141	46	32.7%	16.5%	366	281	85	30.1%	16.4%	
Total	1,131	877	254	29.0%	100.0%	2,233	1,749	484	27.7%	100.0%	. 2Q'20 FX(KRW/RUB): 6.5% depreciation

	2Q'20	2Q'19	2Q Growth (%)	1H'20	1H'19	1H Growth (%)
F/X	0.1689	0.1806	-6.5%	0.1741	0.1757	-0.9%

III. Sales breakdown/Income Statement by Country (Russia I.S-KRW)

(Unit: M KRW)

Classification	2Q'20	2Q'19	(%)	1H'20	1H'19	(%)	2Q'20	1Q'20	(%)	Note(vs. 2Q'19)
Sales	19,125	15,857	20.6%	38,883	30,731	26.5%	19,125	19,759	-3.2%	. Sales increase on Choco-pie & Biscuit products
COGS	11,916	10,639	12.0%	23,944	20,862	14.8%	11,916	12,028	-0.9%	. Production volume increase & Raw material price drop
(%)	62.3%	67.1%	-4.8%p	61.6%	67.9%	-6.3%p	62.3%	60.9%	1.4%p	
G.P	7,209	5,218	38.2%	14,940	9,868	51.4%	7,209	7,731	-6.7%	
(%)	37.7%	32.9%	4.8%p	38.4%	32.1%	6.3%p	37.7%	39.1%	-1.4%p	
SG&A	3,478	3,311	5.1%	7,597	6,293	20.7%	3,478	4,119	-15.6%	
(%)	18.2%	20.9%	-2.7%p	19.5%	20.5%	-0.9%p	18.2%	20.8%	-2.7%p	
- Salaries	1,013	1,152	-12.1%	2,571	2,178	18.1%	1,013	1,558	-35.0%	
(%)	5.3%	7.3%	-2.0%p	6.6%	7.1%	-0.5%p	5.3%	7.9%	-2.6%p	
- A&M	33	101	-67.2%	111	152	-26.5%	33	78	-57.9%	
(%)	0.2%	0.6%	-0.5%p	0.3%	0.5%	-0.2%p	0.2%	0.4%	-0.2%p	
. Advertising(ATL)	33	101	-67.2%	111	152	-26.5%	33	78	-57.9%	
(%)	0.2%	0.6%	-0.5%p	0.3%	0.5%	-0.2%p	0.2%	0.4%	-0.2%p	
. Promotion(BTL)	0	0	-	0	0	-	0	0	-	
(%)	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	
- Delivery	1,256	836	50.4%	2,396	1,629	47.1%	1,256	1,139	10.3%	. Inventory carrying volume increase between factories
(%)	6.6%	5.3%	1.3%p	6.2%	5.3%	0.9%p	6.6%	5.8%	0.8%p	
- Depreciation	68	77	-11.9%	138	149	-7.8%	68	70	-2.3%	
(%)	0.4%	0.5%	-0.1%p	0.4%	0.5%	-0.1%p	0.4%	0.4%	0.0%p	
- Amortization	1	1	-6.6%	2	2	-0.9%	1	1	-5.8%	
(%)	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	
- Others	1,106	1,144	-3.3%	2,379	2,183	9.0%	1,106	1,272	-13.0%	
(%)	5.8%	7.2%	-1.4%p	6.1%	7.1%	-1.0%p	5.8%	6.4%	-0.7%p	
O.P	3,731	1,907	95.6%	7,343	3,576	105.4%	3,731	3,612	3.3%	
(%)	19.5%	12.0%	7.5%p	18.9%	11.6%	7.2%p	19.5%	18.3%	1.2%p	
Other Income	-84	86	-198.4%	154	143	8.2%	-84	239	-135.3%	. Gain on FX translations etc
(%)	-0.4%	0.5%	-1.0%p	0.4%	0.5%	-0.1%p	-0.4%	1.2%	-1.6%p	
Other Expense	-99	11	-1021.6%	155	56	176.9%	-99	254	-138.9%	. Loss on FX translations & Miscellaneous losses etc
(%)	-0.5%	0.1%	-0.6%p	0.4%	0.2%	0.2%p	-0.5%	1.3%	-1.8%p	
O.P (IFRS)	3,746	1,982	89.0%	7,342	3,662	100.5%	3,746	3,597	4.1%	
(%)	19.6%	12.5%	7.1%p	18.9%	11.9%	7.0%p	19.6%	18.2%	1.4%p	
Finance Income	166	179	-7.5%	528	301	75.3%	166	362	-54.2%	
(%)	0.9%	1.1%	-0.3%p	1.4%	1.0%	0.4%p	0.9%	1.8%	-1.0%p	
Finance Expense	76	102	-25.6%	160	213	-24.7%	76	84	-9.2%	. Loss on FX translations etc
(%)	0.4%	0.6%	-0.2%p	0.4%	0.7%	-0.3%p	0.4%	0.4%	0.0%p	
R.P	3,835	2,059	86.3%	7,710	3,751	105.6%	3,835	3,875	-1.0%	
(%)	20.1%	13.0%	7.1%p	19.8%	12.2%	7.6%p	20.1%	19.6%	0.4%p	
Income tax	798	438	82.2%	1,544	783	97.3%	798	745	7.1%	
(%)	4.2%	2.8%	1.4%p	4.0%	2.5%	1.4%p	4.2%	3.8%	0.4%p	
N.P	3,037	1,621	87.4%	6,166	2,968	107.7%	3,037	3,129	-3.0%	
(%)	15.9%	10.2%	5.7%p	15.9%	9.7%	6.2%p	15.9%	15.8%	0.0%p	

III. Sales breakdown/Income Statement by Country (Russia I.S-RUB)

(Unit: M RUB)

Classification	2Q'20	2Q'19	(%)	1H'20	1H'19	(%)	2Q'20	1Q'20	(%)	Note(vs. 2Q'19)
Sales	1,131	877	29.0%	2,233	1,749	27.7%	1,131	1,102	2.7%	2Q'20 FX(KRW/RUB): 6.5% depreciation
COGS	704	588	19.8%	1,375	1,187	15.8%	704	671	5.0%	
(%)	62.3%	67.0%	-4.8%p	61.6%	67.9%	-6.3%p	62.3%	60.9%	1.4%p	
G.P	427	289	47.7%	858	562	52.8%	427	431	-1.0%	
(%)	37.7%	33.0%	4.8%p	38.4%	32.1%	6.3%p	37.7%	39.1%	-1.4%p	
SG&A	207	183	12.7%	436	358	21.8%	207	230	-10.1%	
(%)	18.3%	20.9%	-2.6%p	19.5%	20.5%	-0.9%p	18.3%	20.8%	-2.6%p	
- Salaries	61	64	-4.8%	148	124	19.1%	61	87	-30.1%	
(%)	5.4%	7.3%	-1.9%p	6.6%	7.1%	-0.5%p	5.4%	7.9%	-2.5%p	
- A&M	2	6	-64.0%	6	9	-25.9%	2	4	-53.6%	
(%)	0.2%	0.6%	-0.5%p	0.3%	0.5%	-0.2%p	0.2%	0.4%	-0.2%p	
- Advertising(ATL)	2	6	-64.0%	6	9	-25.9%	2	4	-53.6%	
(%)	0.2%	0.6%	-0.5%p	0.3%	0.5%	-0.2%p	0.2%	0.4%	-0.2%p	
- Promotion(BTL)	0	0	-	0	0	-	0	0	-	
(%)	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	
- Delivery	74	46	60.3%	138	93	48.4%	74	64	16.5%	
(%)	6.5%	5.3%	1.3%p	6.2%	5.3%	0.9%p	6.5%	5.8%	0.8%p	
- Depreciation	4	4	-5.8%	8	9	-6.9%	4	4	3.6%	
(%)	0.4%	0.5%	-0.1%p	0.4%	0.5%	-0.1%p	0.4%	0.4%	0.0%p	
- Amortization	0	0	0.0%	0	0	0.0%	0	0	0.0%	
(%)	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	0.0%	0.0%	0.0%p	
- Others	66	63	3.6%	137	124	10.0%	66	71	-7.5%	
(%)	5.8%	7.2%	-1.4%p	6.1%	7.1%	-1.0%p	5.8%	6.4%	-0.6%p	
O.P	220	106	108.4%	422	204	107.3%	220	201	9.4%	
(%)	19.5%	12.1%	7.4%p	18.9%	11.6%	7.2%p	19.5%	18.3%	1.2%p	
Other Income	-4	5	-193.0%	9	8	9.2%	-4	13	-133.4%	
(%)	-0.4%	0.5%	-0.9%p	0.4%	0.5%	-0.1%p	-0.4%	1.2%	-1.6%p	
Other Expense	-5	1	-1085.1%	9	3	179.4%	-5	14	-137.1%	
(%)	-0.5%	0.1%	-0.5%p	0.4%	0.2%	0.2%p	-0.5%	1.3%	-1.8%p	
O.P (IFRS)	221	110	101.1%	422	208	102.3%	221	201	10.2%	
(%)	19.5%	12.5%	7.0%p	18.9%	11.9%	7.0%p	19.5%	18.2%	1.3%p	
Finance Income	10	10	1.3%	30	17	76.9%	10	20	-49.9%	
(%)	0.9%	1.1%	-0.2%p	1.4%	1.0%	0.4%p	0.9%	1.8%	-0.9%p	
Finance Expense	5	6	-20.0%	9	12	-24.0%	5	5	-3.5%	
(%)	0.4%	0.6%	-0.2%p	0.4%	0.7%	-0.3%p	0.4%	0.4%	0.0%p	
R.P	227	114	98.4%	443	213	107.4%	227	216	4.9%	
(%)	20.0%	13.0%	7.0%p	19.8%	12.2%	7.6%p	20.0%	19.6%	0.4%p	
Income tax	47	24	93.4%	89	45	99.1%	47	42	13.3%	
(%)	4.2%	2.8%	1.4%p	4.0%	2.5%	1.4%p	4.2%	3.8%	0.4%p	
N.P	180	90	99.7%	354	169	109.7%	180	175	2.9%	
(%)	15.9%	10.3%	5.6%p	15.9%	9.7%	6.2%p	15.9%	15.8%	0.0%p	

IV. Appendix (Performance by Corporation)

■ 2Q/1H.2020 Results for Key Affiliates

(Unit: Wbn)

Classification	Revenue						O.P					
	2Q'20	2Q'19	yoy	1H'20	1H'19	yoy	2Q'20	2Q'19	yoy	1H'20	1H'19	yoy
Orion	184.1	177.8	3.5%	374.9	355.8	5.4%	29.1	26.2	11.3%	59.1	49.4	19.6%
OFC(China)	257.0	200.6	28.1%	519.9	451.8	15.1%	32.8	12.4	165.2%	66.9	46.1	45.0%
OAC(China)	1.6	0.7	131.4%	1.7	0.7	137.7%	0.3	0.1	—	0.0	-0.0	—
OFS(China)	36.6	31.2	17.3%	74.1	61.7	20.0%	3.0	2.7	12.9%	6.9	5.3	30.3%
OFG(China)	28.1	22.0	27.5%	54.3	44.7	21.6%	4.6	2.5	85.0%	8.7	5.6	55.9%
OFSY(China)	14.2	11.5	22.6%	37.3	26.4	41.4%	1.7	0.1	2354.5%	6.9	1.5	350.1%
OBC(China)	0.0	2.7	-100.0%	0.0	4.9	-100.0%	-0.0	-0.0	—	-0.3	0.0	—
China I-Pak	5.4	4.8	11.4%	10.7	8.4	26.4%	0.6	0.1	—	1.2	0.1	—
Pan Orion(China)	0.0	0.0	—	0.0	0.0	—	-0.0	-0.0	—	-0.1	-0.0	—
OFV(Vietnam)	57.8	48.3	19.7%	128.1	105.0	22.0%	9.6	4.3	121.6%	25.5	12.3	106.5%
OIE(Russia)	19.1	15.9	20.6%	38.9	30.7	26.5%	3.7	1.9	95.6%	7.3	3.6	105.4%
Total	—	—	—	—	—	—	85.3	50.2	69.8%	182.1	123.9	47.0%
ORION Consolidated	515.1	439.3	17.3%	1,054.9	936.9	12.6%	86.2	50.4	71.0%	183.2	127.7	43.5%

■ 2Q/1H.2020 Revenue & O.P Breakdown for Confectionary Business

Classification	Revenue						Revenue(Local Currency)					
	2Q'20	2Q'19	yoy	1H'20	1H'19	yoy	2Q'20	2Q'19	yoy	1H'20	1H'19	yoy
Korea(domestic)	168.3	165.0	2.0%	345.2	329.0	4.9%	—	—	—	—	—	—
China	257.0	200.6	28.1%	519.9	451.8	15.1%	1,494	1,170	27.7%	3,033	2,679	13.2%
Vietnam(domestic)	53.1	42.8	24.3%	118.8	94.9	25.3%	1,013	850	19.3%	2,294	1,924	19.2%
Russia	19.1	15.9	20.6%	38.9	30.7	26.5%	1,131	877	29.0%	2,233	1,749	27.7%
Others	15.0	13.3	13.3%	28.3	25.6	10.4%	—	—	—	—	—	—
Total	512.6	437.5	17.2%	1,051.2	932.1	12.8%	—	—	—	—	—	—
Domestic Contribution	32.8%	37.7%	-4.9%p	32.8%	35.3%	-2.5%p						
Overseas Contribution	67.2%	62.3%	4.9%p	67.2%	64.7%	2.5%p						

(MRMB)

(BVND)

(MRUB)

Classification	O.P						O.P (%)					
	2Q'20	2Q'19	yoy	1H'20	1H'19	yoy	2Q'20	2Q'19	yoy	1H'20	1H'19	yoy
Korea	29.1	26.2	11.3%	59.1	49.4	19.6%	15.8%	14.7%	1.1%p	15.8%	13.9%	1.9%p
China	42.9	17.9	140.2%	90.2	58.5	54.1%	16.7%	8.9%	7.8%p	17.3%	13.0%	4.4%p
Vietnam	9.6	4.3	121.6%	25.5	12.3	106.5%	16.6%	8.9%	7.6%p	19.9%	11.7%	8.1%p
Russia	3.7	1.9	95.6%	7.3	3.6	105.4%	19.5%	12.0%	7.5%p	18.9%	11.6%	7.2%p
Total	85.3	50.2	69.8%	182.1	123.9	47.0%	16.6%	11.5%	5.2%p	17.3%	13.3%	4.0%p

IV. Appendix (Average FX table by Country)

Classification		1Q	2Q	1H	3Q	YTD 9	4Q	FY
China (CNH)	FY 19	166.51	170.68	168.65	164.87	167.59	162.96	166.40
	FY 20	170.86	171.98	171.41	170.11	169.15	166.92	168.58
	B/W	2.6%	0.8%	1.6%	3.2%	0.9%	2.4%	1.3%
Vietnam (100VND)	FY 19	4.85	5.00	4.93	4.83	4.76	4.84	4.78
	FY 20	5.13	5.23	5.18	5.14	5.00	5.07	5.02
	B/W	5.8%	4.6%	5.1%	6.4%	5.0%	4.8%	5.0%
Russia (RUBLE)	FY 19	17.06	18.06	17.57	17.14	17.81	16.95	17.59
	FY 20	17.93	16.89	17.41	18.48	17.88	18.46	18.03
	B/W	5.1%	-6.5%	-0.9%	7.8%	0.4%	8.9%	2.5%
USD	FY 19	1,125.08	1,165.91	1,146.01	1,121.59	1,090.88	1,127.52	1,100.30
	FY 20	1,193.60	1,220.81	1,207.10	1,193.24	1,162.18	1,175.81	1,165.65
	B/W	6.1%	4.7%	5.3%	6.4%	6.5%	4.3%	5.9%