

Earnings Release FY.2012 / 4Q.2012 Results (Based on K-IFRS)

■ FY.2012 / 4Q.2012 Results for Key Affiliates

Wbn	Revenue						O.P					
	FY.'11	FY.'12	yoy	4Q'11	4Q'12	yoy	FY.'11	FY.'12	yoy	4Q'11	4Q'12	yoy
Orion	760.7	820.7	7.9%	196.2	214.6	9.4%	72.0	61.9	-14.0%	18.4	24.1	31.0%
OSI	155.3	174.0	12.0%	38.1	42.2	10.8%	21.8	26.6	22.0%	4.4	5.4	22.7%
OFC(China)	703.2	983.2	39.8%	193.3	263.8	36.5%	36.0	54.6	51.7%	-9.0	-7.4	—
OFS(China)	139.5	164.6	18.0%	44.9	43.1	-4.0%	20.9	23.1	10.5%	6.6	4.1	-37.9%
OSC(China)	83.1	148.7	78.9%	24.7	37.5	51.8%	11.6	29.8	156.9%	2.7	6.2	129.6%
OFG(China)	53.9	85.5	58.6%	17.9	27.2	52.0%	9.3	16.0	72.0%	3.0	4.8	60.0%
OFV(Vietnam)	120.2	148.8	23.8%	31.5	41.1	30.5%	12.5	14.4	15.2%	2.7	4.2	55.6%
OIE(Russia)	53.7	69.6	29.6%	16.4	18.7	14.0%	4.6	1.4	-69.6%	1.0	-0.7	—
OFR(Russia)	23.2	28.5	22.8%	7.3	8.8	20.5%	-1.8	1.2	—	-0.7	0.9	—
OFN(Russia)	10.9	17.5	60.6%	3.1	6.0	93.5%	0.5	1.8	260.0%	0.3	0.4	33.3%
Sports ToTo	249.0	288.5	15.9%	74.6	54.6	-26.8%	55.3	56.1	1.4%	15.0	1.2	-92.0%
Mediaplex	49.0	88.0	79.6%	15.1	17.2	13.9%	-5.5	9.7	—	0.1	1.3	1200.0%
Total							237.2	296.6	25.0%	44.5	44.5	0.0%

■ FY.2012 / 4Q.2012 Revenue Breakdown for Confectionary Business

Wbn	Revenue					
	FY.'11	FY.'12	yoy	4Q'11	4Q'12	yoy
Korea	683.0	716.7	4.9%	177.2	180.7	2.0%
China	703.2	983.2	39.8%	193.3	263.8	36.5%
Russia	53.7	69.6	29.6%	16.4	18.7	14.0%
Vietnam	92.1	116.9	26.9%	26.5	34.6	30.6%
Others	65.2	87.3	33.9%	16.7	24.8	48.5%
Total	1,597.2	1,973.7	23.6%	430.1	522.6	21.5%

Domestic Contribution	42.8%	36.3%	-6.4%	41.2%	34.6%	-6.6%
Overseas Contribution	57.2%	63.7%	6.4%	58.8%	65.4%	6.6%

Country	Revenue					
	FY.'11	FY.'12	yoy	4Q'11	4Q'12	yoy
China	4,100	5,505	34.3%	1,075	1,506	40.1%
Russia	1,422	1,917	34.8%	443	530	19.6%
Vietnam	1,715	2,165	26.2%	486	657	35.2%

(MRMB)
(MRUB)
(BVND)

■ FY.2012 / 4Q.2012 O.P & O.P(%) Breakdown for Confectionary Business

Wbn	O.P					
	FY.'11	FY.'12	yoy	4Q'11	4Q'12	yoy
Korea	93.8	88.5	-5.7%	22.8	29.5	29.4%
China	77.8	123.5	58.7%	3.3	7.7	133.3%
Russia	3.3	4.4	33.3%	0.6	0.6	0.0%
Vietnam	12.5	14.4	15.2%	2.7	4.2	55.6%
Total	187.4	230.8	23.2%	29.4	42.0	42.9%

O.P (%)						
FY.'11	FY.'12	yoy	4Q'11	4Q'12	yoy	
12.3%	10.8%	-1.5%p	11.6%	13.7%	2.1%p	
11.1%	12.6%	1.5%p	1.7%	2.9%	1.2%p	
6.1%	6.3%	0.2%p	3.7%	3.2%	-0.4%p	
10.4%	9.7%	-0.7%p	8.6%	10.2%	1.6%p	
11.7%	11.7%	0.0%p	6.8%	8.0%	1.2%p	