

## Earnings Release FY.2013 / 4Q.2013 Results (Based on K-IFRS)

### ■ FY.2013 / 4Q.2013 Results for Key Affiliates

Wbn	Revenue						O.P					
	FY'12	FY'13	yoy	4Q'12	4Q'13	yoy	FY'12	FY'13	yoy	4Q'12	4Q'13	yoy
Orion	820.7	792.2	-3.5%	214.6	199.8	-6.9%	61.9	47.5	-23.3%	24.1	17.4	-27.8%
OSI	174.0	178.8	2.8%	42.2	35.7	-15.4%	26.6	26.9	1.1%	5.4	2.3	-57.4%
OFC(China)	983.2	1,113.1	13.2%	263.8	283.1	7.3%	54.6	54.3	-0.5%	-7.4	4.5	—
OFS(China)	164.6	172.7	4.9%	43.1	51.7	20.0%	23.1	27.2	17.7%	4.1	7.7	87.8%
OSC(China)	148.7	193.6	30.2%	37.5	56.0	49.3%	29.8	40.8	36.9%	6.2	9.1	46.8%
OFG(China)	85.5	108.6	27.0%	27.2	33.3	22.4%	16.0	19.7	23.1%	4.8	5.2	8.3%
OFV(Vietnam)	148.8	163.0	9.5%	41.1	44.0	7.1%	14.4	15.3	6.3%	4.2	3.4	-19.0%
OIE(Russia)	69.6	83.4	19.8%	18.7	23.9	27.8%	1.4	2.6	85.7%	-0.7	-1.8	—
OFR(Russia)	28.5	32.4	13.7%	8.8	9.2	4.5%	1.2	3.0	150.0%	0.9	0.8	-11.1%
OFN(Russia)	17.5	21.6	23.4%	6.0	6.6	10.0%	1.8	2.1	16.7%	0.4	0.8	100.0%
Sports ToTo	288.5	251.7	-12.8%	54.6	62.7	14.8%	56.1	18.3	-67.4%	1.2	2.7	125.0%
<b>Consolidated</b>	<b>2,368.0</b>	<b>2,485.2</b>	<b>4.9%</b>	<b>600.0</b>	<b>631.9</b>	<b>5.3%</b>	<b>263.7</b>	<b>258.8</b>	<b>-1.9%</b>	<b>19.0</b>	<b>46.6</b>	<b>145.3%</b>

### ■ FY.2013 / 4Q.2013 Revenue Breakdown for Confectionary Business

Wbn	Revenue					
	FY'12	FY'13	yoy	4Q'12	4Q'13	yoy
Korea	716.7	710.8	-0.8%	180.7	172.4	-4.6%
China	983.2	1,113.1	13.2%	263.8	283.1	7.3%
Russia	69.6	83.4	19.8%	18.7	23.9	27.8%
Vietnam	116.9	134.5	15.1%	34.6	35.2	1.7%
Others	87.3	63.7	-27.0%	24.8	17.7	-28.6%
<b>Total</b>	<b>1,973.7</b>	<b>2,105.5</b>	<b>6.7%</b>	<b>522.6</b>	<b>532.3</b>	<b>1.9%</b>
Domestic Contribution	36.3%	33.8%	-2.6%	34.6%	32.4%	-2.2%
Overseas Contribution	63.7%	66.2%	2.6%	65.4%	67.6%	2.2%

Country	Revenue					
	FY'12	FY'13	yoy	4Q'12	4Q'13	yoy
China	5,505	6,250	13.5%	1,506	1,622	7.7%
Russia	1,917	2,424	26.4%	530	724	36.7%
Vietnam	2,165	2,581	19.2%	657	698	6.2%

(MRMB)  
(MRUB)  
(BVND)

### ■ FY.2013 / 4Q.2013 O.P & O.P(%) Breakdown for Confectionary Business

Wbn	O.P					
	FY'12	FY'13	yoy	4Q'12	4Q'13	yoy
Korea	88.5	74.4	-15.9%	29.5	19.7	-33.2%
China	123.5	142.0	15.0%	7.7	26.5	244.2%
Russia	4.4	7.7	75.0%	0.6	-0.2	-133.3%
Vietnam	14.4	15.3	6.3%	4.2	3.4	-19.0%
<b>Total</b>	<b>230.8</b>	<b>239.4</b>	<b>3.7%</b>	<b>42.0</b>	<b>49.4</b>	<b>17.6%</b>

O.P (%)					
FY'12	FY'13	yoy	4Q'12	4Q'13	yoy
10.8%	9.4%	-1.4%p	13.7%	9.9%	-3.9%p
12.6%	12.8%	0.2%p	2.9%	9.4%	6.4%p
6.3%	9.2%	2.9%p	3.2%	-0.8%	-4.0%p
9.7%	9.4%	-0.3%p	10.2%	7.7%	-2.5%p
<b>11.7%</b>	<b>11.4%</b>	<b>-0.3%p</b>	<b>8.0%</b>	<b>9.3%</b>	<b>1.2%p</b>