



Investor Relations

LOTTE Confectionery

1H 2020



Disclaimer

The aim of this document is to provide practical assistance to shareholders and potential investors by reporting recent performance and business status of LOTTE Confectionery and major subsidiaries.

LOTTE Confectionery adopted K-IFRS(Korean version of International Financial Reporting Standards). This document includes prospects and judgements of LOTTE Confectionery, based on recent business circumstances.

In practice, adjustments can be made due to uncertainties such as changes in business environment and modifications in business strategy.

This document cannot serve as any evidence of legal responsibility for investors nor the outcome of the investment. We kindly remind you that LOTTE Confectionery holds no responsibility for any action of the third party followed by the information provided in this document.

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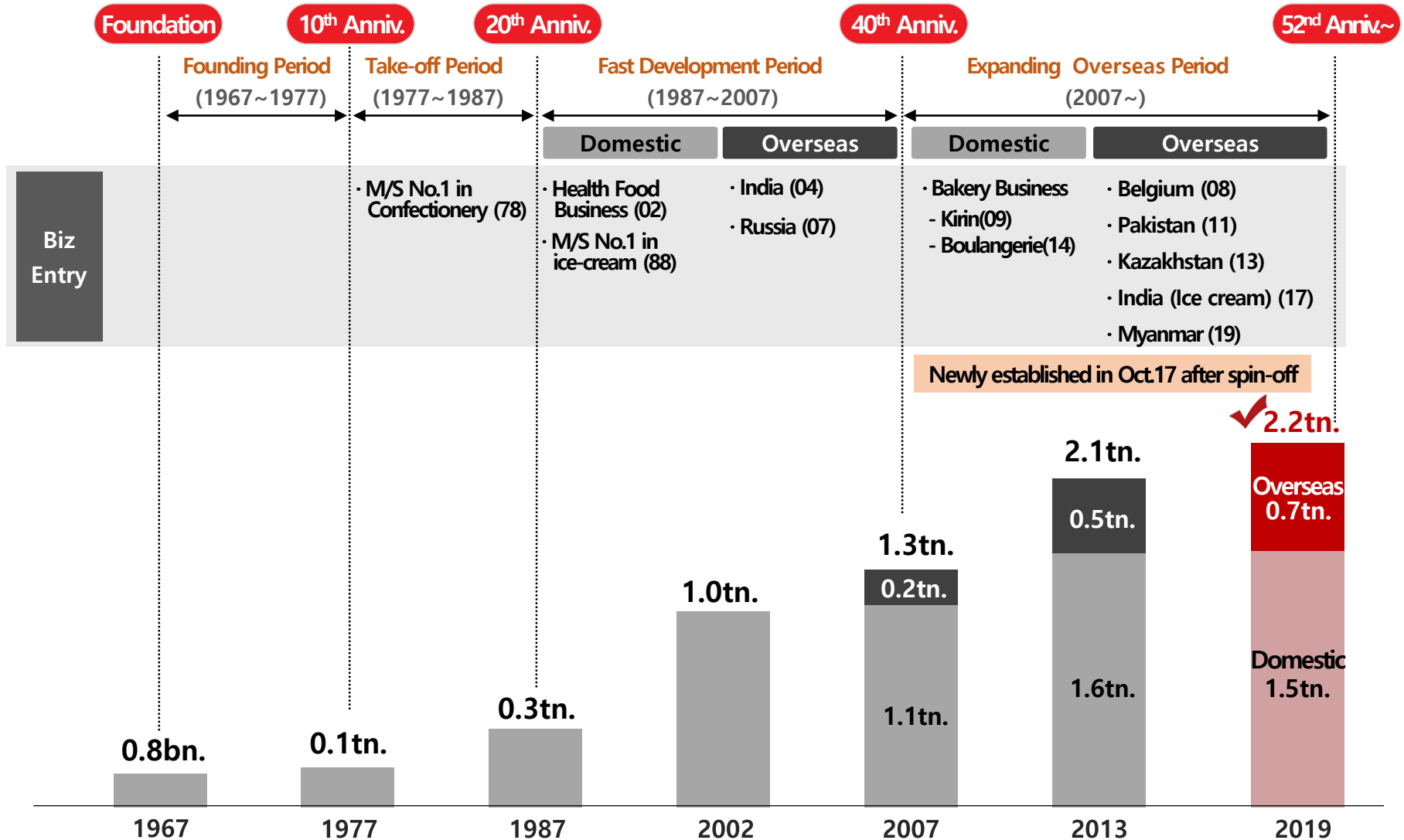
I. Overview

II. Domestic Business

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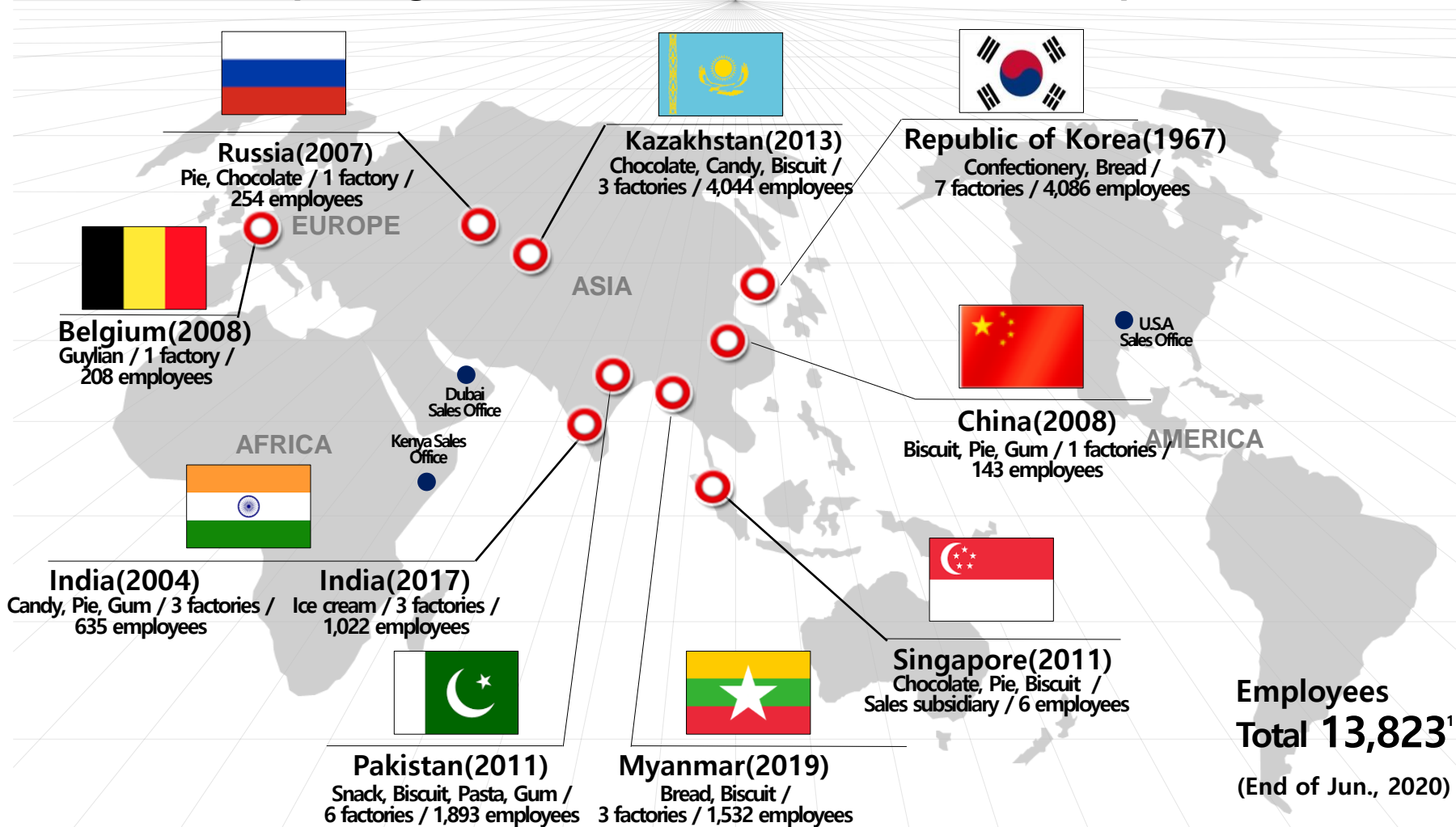
About Lotte Confectionery



Remark) 2019 : Domestic - Parent sales / Overseas – The sum of overseas subsidiaries' sales that apply the average exchange rates of 2019

Expansion around the Globe

Operating 4 Business units (Conf./Ice cream/Bakery/Health Food), with 7 plants in Korea
 Expanding overseas business in 8 countries with 21 plants



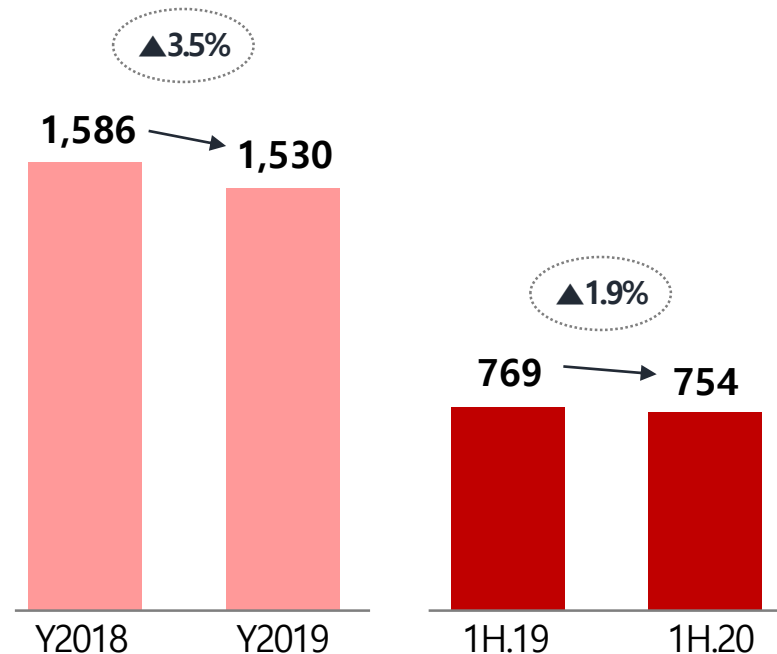
Employees
Total 13,823¹
 (End of Jun., 2020)

Remark) Employees of Korea and overseas

✓ 1H.20 Parent Sales KRW 754B (YOY ▲1.9%) / OP 5.0% (YOY +1.5P)

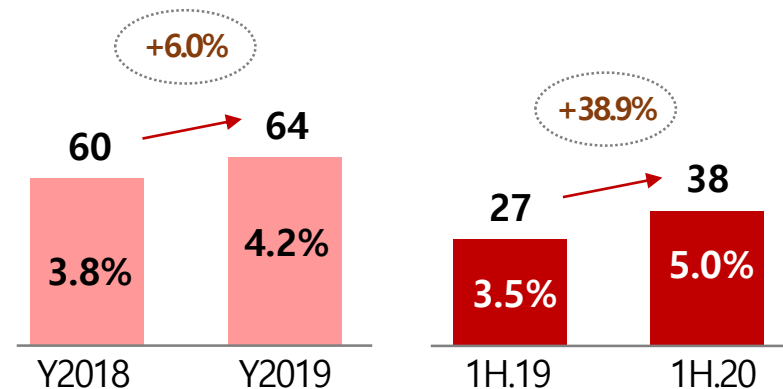
Sales Trend

(KRW, Billion, %)

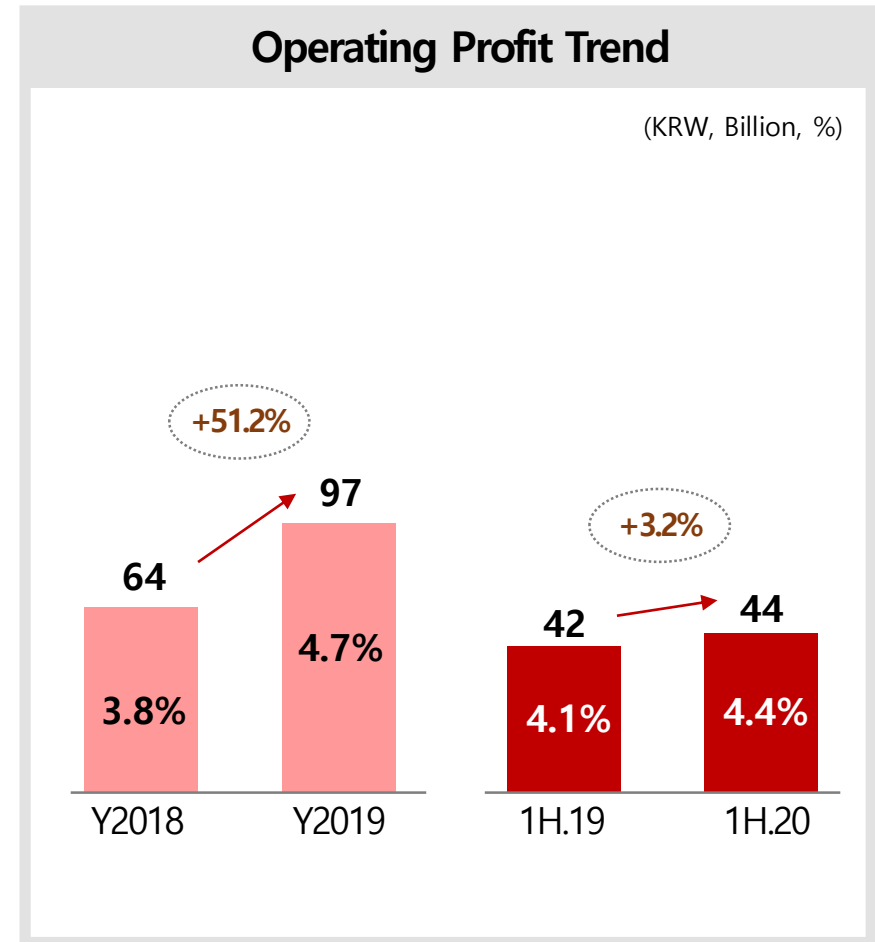
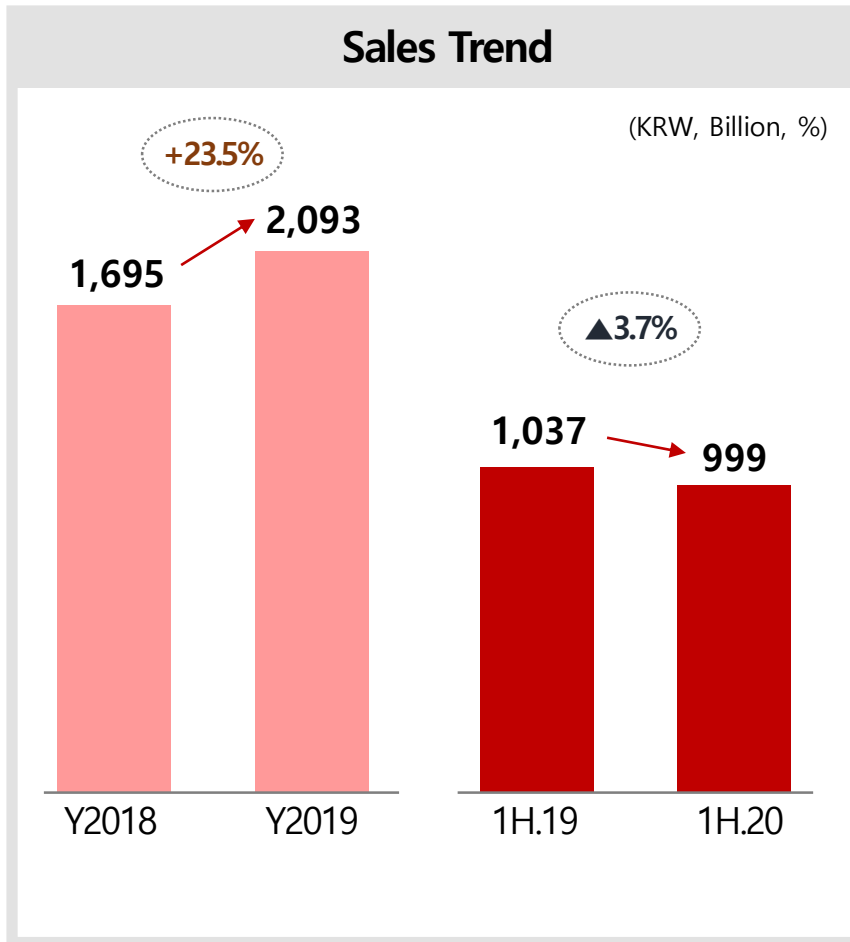


Operating Profit Trend

(KRW, Billion, %)



✓ 1H.20 Consolidated Sales KRW 999B (YOY ▲3.7%) / OP 4.4% (YOY +0.3P)



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1H.20 Domestic Business Sales : Divisional Trend

✓ *YOY* Sales : (+) Ice Cream / Health Food, (-) Confectionery / Bakery

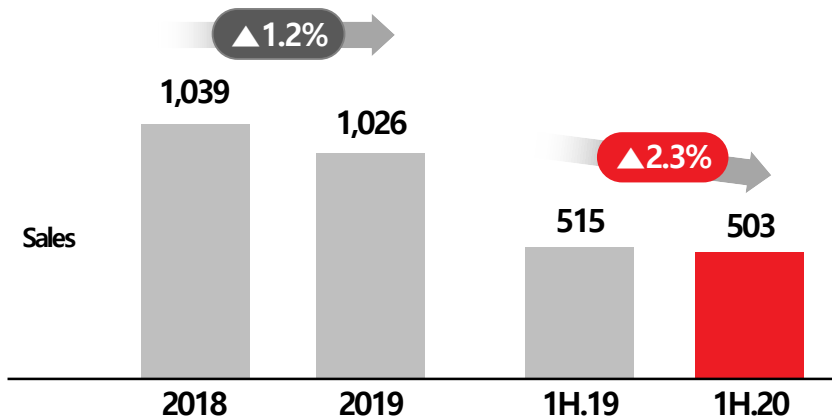
(KRW, Billion, %)	Fiscal Year				1H			
	2018		2019		2019		2020	
	AMT	%	AMT	%	AMT	%	AMT	%
Sales(Total)	1,586	100.0	1,530	100.0	769	100.0	754	100.0
Confec-tionery	1,039	65.5	1,026	67.1	515	67.0	503	66.7
Ice Cream	327	20.6	323	21.1	160	20.8	167	22.2
Health Food	13	0.8	14	0.9	8	1.0	12	1.6
Bakery/ Others	207	13.1	167	10.9	86	11.2	72	9.5

1H.20 Domestic Business : Confectionery

✓ Sales decrease in Gum, Candy categories ; Negative Effects from Covid-19

Sales Trend

(KRW, Billion, %)



M/S (1H20)¹

✓ No.1 in Domestic Conf. Market

M/S 26%

No.1 Category in Conf. Market

Gum / Biscuit / Chocolate



Market Trend

● M/S by Category (1H.20)

Item	Gum	Biscuit	Chocolate
M/S	79%	25%	43%
Main Brands	Xylitol	Custard/Margaret /Chic Choc	Pepero/ Ghana/Crunky

Item	Candy	Pie	Snack
M/S	25%	34%	11%
Main Brands	Jellycious	Moncher/ Choco-Pie	Popping Corn Chips

● New Products Information

Gum	Biscuit	Snack	Chocolate
			
Xylitol Mouth Water (May, 2020)	Monster Margaret (May, 2020)	Air Baked (June, 2020)	Crunky Pepero (April, 2020)

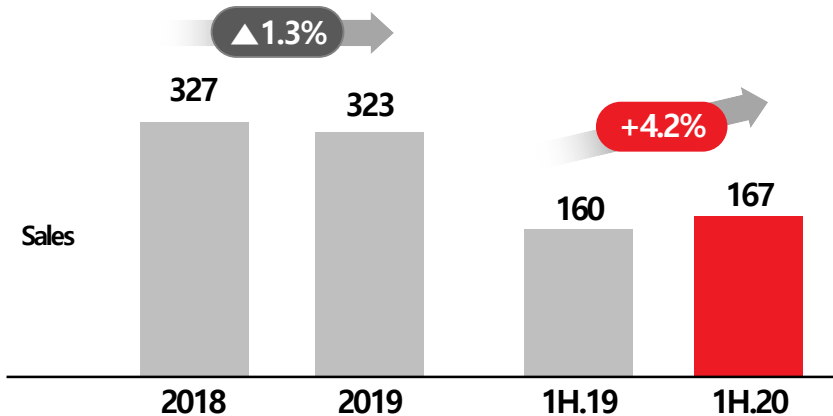
Remark) M/S(Market Share) : Based on Nielson POS data(Imports included)

1H.20 Domestic Business : Ice Cream

✓ Sales increase in all year around categories (Cone, Cup, etc)

Sales Trend

(KRW, Billion, %)



Market Trend

● M/S by Category (1H.20)

Item	Bar	Cone	Cup
M/S	34%	42%	34%
Main Brands	Okdongja/ Screw/Jaws	World Cone/ Double Bianco	I'm MoChi (Rice ice cake)

Item	Pencil	Home	Premium
M/S	25%	23%	27%
Main Brands	Snow Ice	Joanna/ Tico/Weezle	Nàtuur

● New Products Information

Bar	Cup	Home	
Jawcbak Bar (March, 2020)	Café Presso Einspanner (April, 2020)	ChicChoc in Weezle (April, 2020)	Nàtuur Vegan (May, 2020)

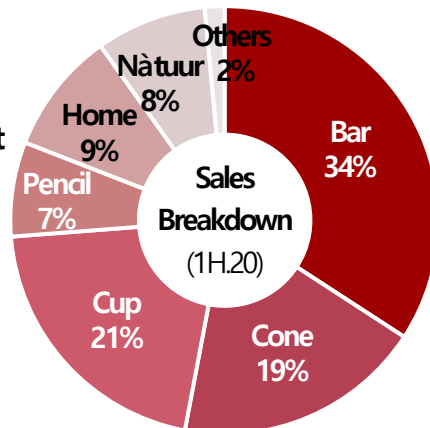
M/S (1H.20)¹

✓ **No.1** in Domestic Ice Market

M/S 33%

No.1 Category in Ice Market

Bar / Cone



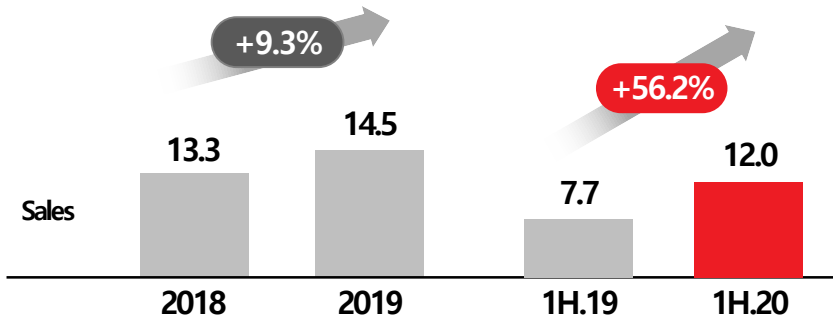
Remark) M/S(Market Share) : Based on Nielson POS data(Imports included)

1H.20 Domestic Business : Health Food

✓ NPD : Launching differentiated products (promoting "Health-One" brand)

Sales Trend

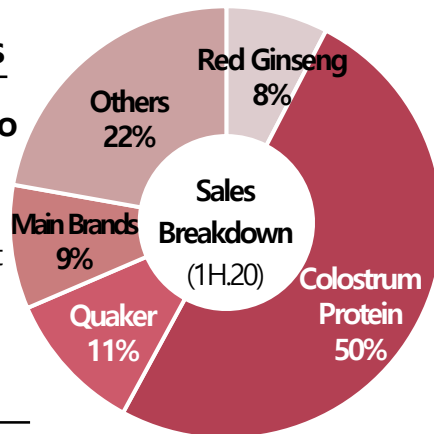
(KRW, Billion, %)



Improve Brand awareness

✓ Building Health-One Portfolio
→ Brand "Familiarization"

Composition of Main Brand's Product



Market Trend

● Launching Brand "Colostrum Protein" (Jan,2020)

- Premium material ; French colostrum protein
- Home Shopping MKT ; Raising awareness



● Improving Profitability by selling inefficient factory(Mar,2020)

- Convert manufacturing to "OEM" ; Leading the Trend quickly

● Boosting Online Channel (Sales share over 50%)

- Having exhibitions in major supermarket
- Expanding entrance in Online Mall



● Promoting differentiated Brands by category

- Discovering Fresh leading market trend consistently

Red Ginseng	Other Brands			
	Protein	Collagen	Probiotics	Lutein
Hwang Jak	Colostrum Protein	S-Return	Utlacto	Duoxanthin

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1H.20 Overseas Business : Kazakhstan

✓ Decrease in Sales of Chocolate/Candy categories due to Covid-19

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,893)	1,928	34	1.8	876	825	▲50	▲5.8
OP	(278)	254	▲24	▲8.6	102	114	12	11.4
%	(14.7)	13.2	▲1.5P		11.7	13.8	2.1P	

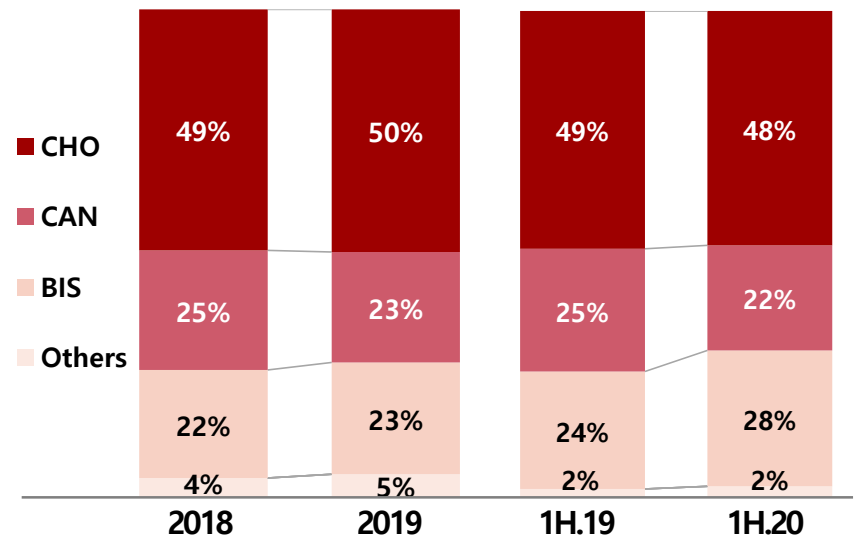
● Based on Local Currency

(KZT, Billion, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(59)	63	4	7.2	29	28	▲1	▲4.8
OP	(9)	8	▲0	▲3.8	3	4	0.4	12.5
%	(14.7)	13.2	▲1.5P		11.7	13.8	2.1P	

Main Information

● Sales Breakdown by category



● Major Products Information

Chocolate	Candy	Biscuit	Pie
Kazakhstanski	Pepero	Arisobaya	Choco-Pie

Remark1) exchange rate(KZT) : (1Y) 18Y 3.20, 19Y 3.04(▲5.0%), (1H) 19Y 3.02, 20Y 2.99(▲1.0%)

Remark2) Investment in kind completed through increasing capital by issuing new stocks from Lotte Corp. to Lotte Conf.(Dec,2018)

✓ Decrease in Sales ; Increase more lockdown areas due to Covid-19

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,037)	919	▲118	▲11.4	457	435	▲22	▲4.9
OP	(11)	1	▲10	▲92.2	▲4	13	16	446.8
%	(1.1)	0.1	▲1.0P		▲0.8	2.9		3.7P

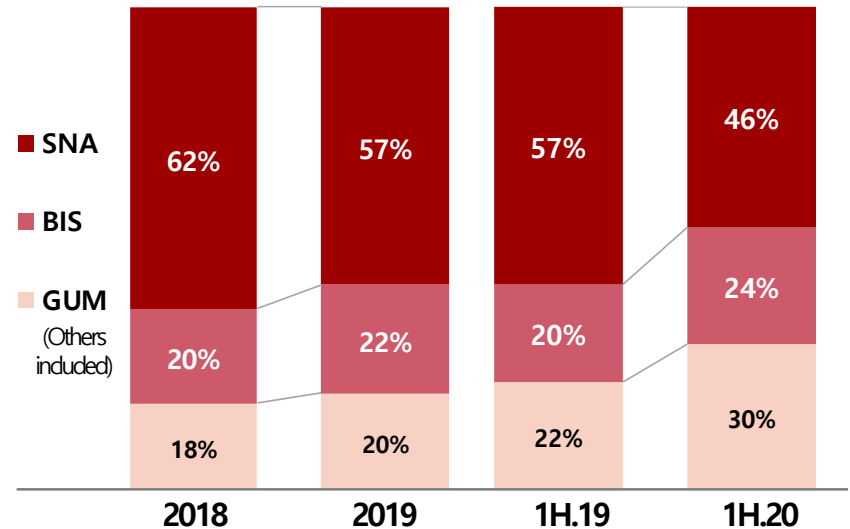
● Based on Local Currency

(PKR, 10 Million %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,143)	1,183	39	3.4	571	575	5	0.8
OP	(12)	1	▲11	▲90.9	▲5	17	21	467.5
%	(1.1)	0.1	▲1.0P		▲0.8	2.9		3.7P

Main Information

● Sales Breakdown by category



● Major Products Information

Snack	Pie	Gum	Others
Slanty	Choco-Pie	Spout	Macaroni

Remark1) exchange rate(PKR) : (1Y) 18Y 9.1, 19Y 7.8(▲14.3%), (1H) 19Y 8.01, 20Y 7.56(▲5.6%)

Remark2) Investment in kind completed through increasing capital by issuing new stocks from Lotte Corp. to Lotte Conf.(Dec,2018)

1H.20 Overseas Business : Belgium

✓ Decrease in Sales ; Less tourism traffic due to Covid-19

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,115)	1,054	▲61	▲5.5	408	323	▲85	▲209
OP	(62)	56	▲5	▲8.8	14	▲14	▲28	▲202.6
%	(5.5)	5.3	▲0.2P		3.4	▲4.4	▲7.8P	

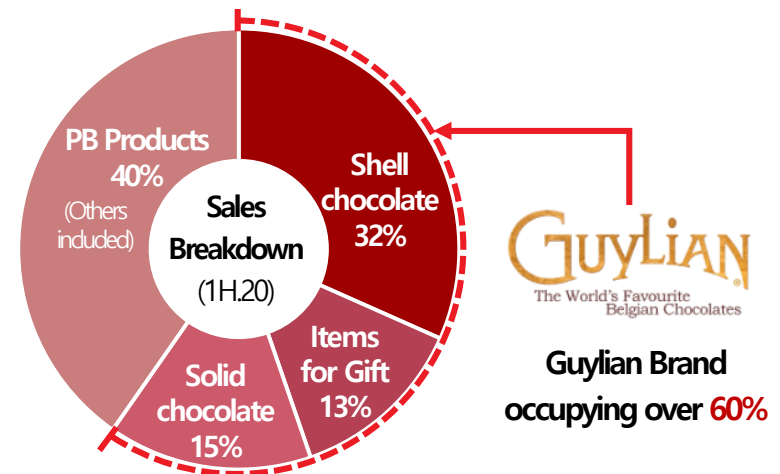
● Based on Local Currency

(EUR, Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(86)	81	▲5	▲5.9	32	24	▲7	▲230
OP	(5)	4	▲0	▲9.3	1	▲1	▲2	▲199.8
%	(5.5)	5.3	▲0.2P		3.4	▲4.4	▲7.8P	

Main Information

● Sales Breakdown by chocolate category



● Major Products Information

Shell chocolate	Items for Gift		Solid chocolate
Sea Shells	Master's Selection	La Truffina	Guylian Bar

Remark1) exchange rate(EUR) : (1Y) 18Y 1,299, 19Y 1,305(+0.5%), (1H) 19Y 1,294, 20Y 1,331(+2.8%)

Remark2) Investment in kind completed through increasing capital by issuing new stocks from Lotte Corp. to Lotte Conf.(Dec,2018)

1H.20 Overseas Business : India(Confectionery)

✓ Decrease in Sales ; Increase more lockdown areas due to Covid-19

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(679)	(698)	19	2.8	(314)	253	▲61	▲193
OP	(39)	(22)	▲16	▲424	(6)	▲8	▲14	▲247.7
%	(5.7)	(3.2)	▲2.5P		(1.8)	▲3.3	▲5.1P	

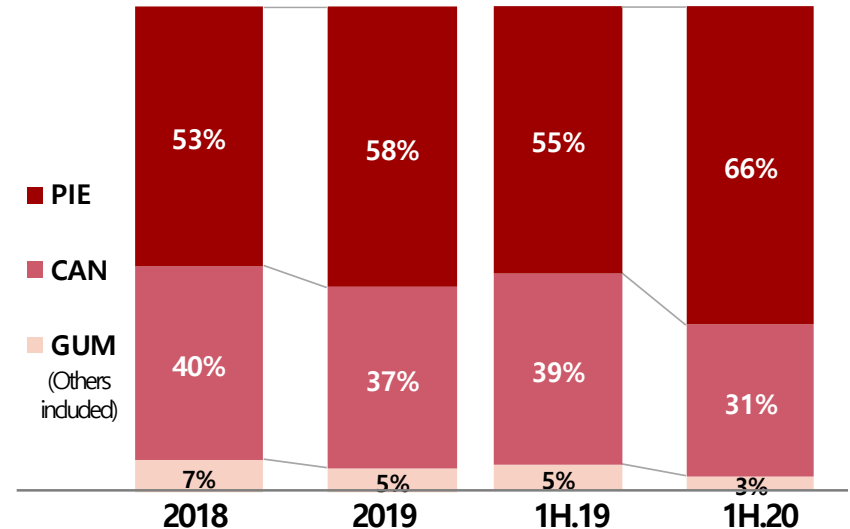
● Based on Local Currency

(INR, 10 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(421)	(422)	0	0.0	(192)	156	▲36	▲188
OP	(24)	(13)	▲11	▲440	(3)	▲5	▲9	▲2486
%	(5.7)	(3.2)	▲2.5P		(1.8)	▲3.3	▲5.1P	

Main Information

● Sales Breakdown by category



● Major Products Information

Pie	Candy	Gum
Choco-Pie	Cacao-Pie	Coffee Bite
		Spout

Remark1) exchange rate(INR) : (1Y) 18Y 16.1, 19Y 16.6(+2.8%), (1H) 19Y 16.4, 20Y 16.3(▲0.6%)

Remark2) Share acceptance completed from Lotte Corp. to Lotte Conf.(Aug,2019)

1H.20 Overseas Business : India(Ice Cream)

✓ Decrease in Sales ; Increase more lockdown areas due to Covid-19

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	907	1,020	113	12.5	609	283	▲326	▲535
OP	96	101	5	5.0	94	▲28	▲122	▲1300
%	10.6	9.9	▲0.7P		15.5	▲100	▲25.4P	

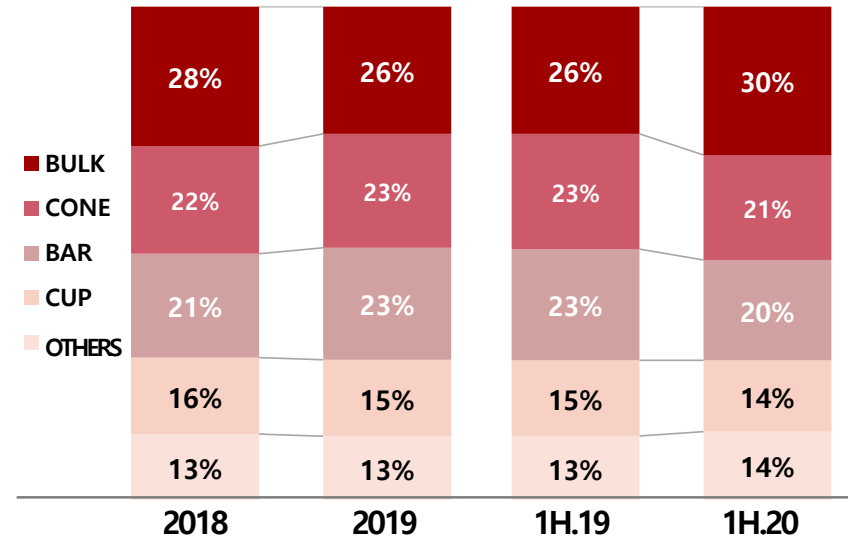
● Based on Local Currency

(INR, 10 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	563	616	53	9.4	372	174	▲198	▲532
OP	60	61	1	2.2	57	▲17	▲75	▲1302
%	10.6	9.9	▲0.7P		15.5	▲100	▲25.4P	

Main Information

● Sales Breakdown by category



● Major Products Information

Cone	Cup	Bar	Bulk
Chocolate Cone	Vanilla Cup	Zulubar	Vanilla

1H.20 Overseas Business : **Russia**

✓ Increase in Sales ; Growth of Choco-Pie

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(390)	514	124	31.8	226	242	16	7.2
OP	(23)	49	27	115.9	10	26	16	156.3
%	(5.9)	9.6	3.7P		4.4	10.6	6.2P	

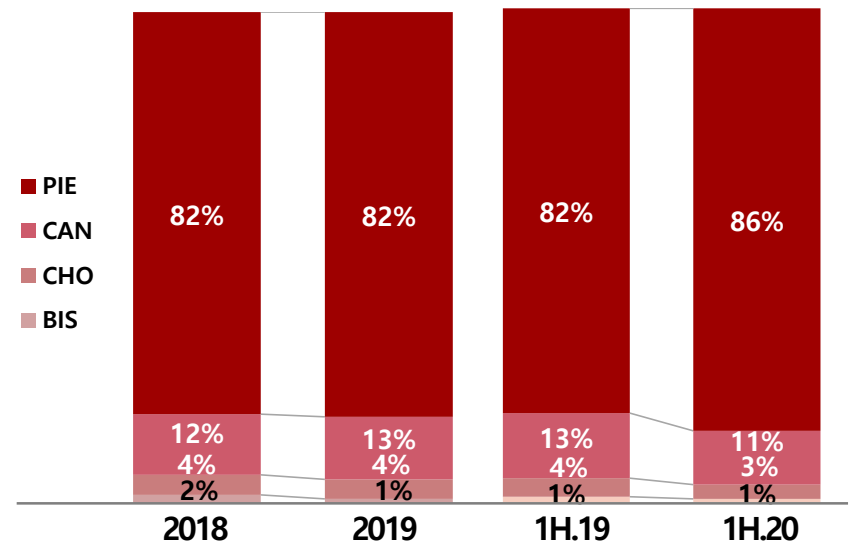
● Based on Local Currency

(RUB, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(22)	29	6	28.6	13	14	1	8.2
OP	(1)	3	1	110.6	0.6	1.5	0.9	158.5
%	(5.9)	9.6	3.7P		4.4	10.6	6.2P	

Main Information

● Sales Breakdown by category



● Major Products Information

Pie	Candy	Chocolate	Biscuit
Choco-Pie	Kuznechik (Made in Kazakhstan)	Pepero (Made in Korea)	Kanchu (Made in Korea)

Remark1) exchange rate(RUB) : (1Y) 18Y 17.6, 19Y 18.0(+2.5%), (1H) 19Y 17.6, 20Y 17.4(▲0.9%)

Remark2) Share acceptance completed from Lotte Corp. to Lotte Conf.(May,2018) / 18Y Record : adding up record before M&A

1H.20 Overseas Business : Myanmar

✓ Increase in Sales ; Growth of Bakery NPD(sand, bun, cake)

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	-	302	-	-	140	144	4	3.1
OP	-	29	-	-	10	16	6	61.3
%	-	9.7	-	-	6.9	10.8	3.9P	

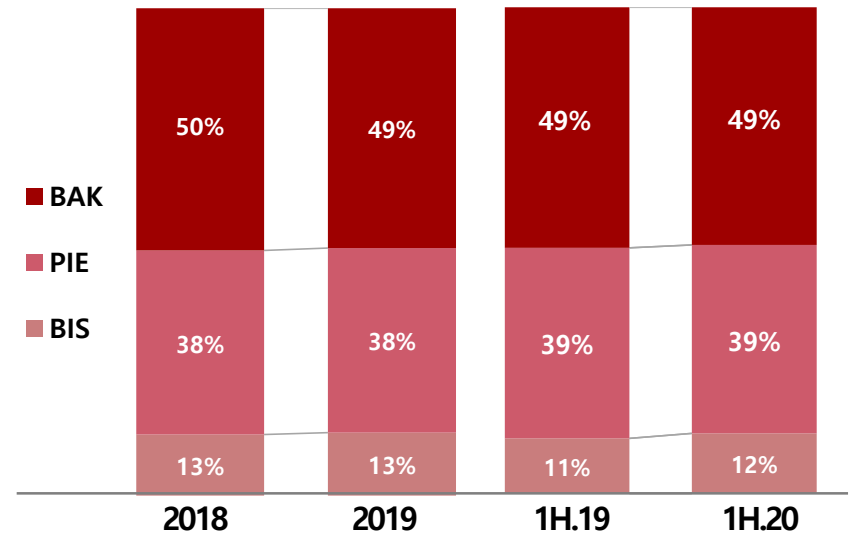
● Based on Local Currency

(MMK, Billion, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	-	40	-	-	18.7	18.5	▲0.3	▲1.5
OP	-	4	-	-	1.3	2.0	0.7	54.1
%	-	9.7	-	-	6.9	10.8	3.9P	

Main Information

● Sales Breakdown by category



● Major Products Information

Mass-produced	Pie		Biscuit
			
Square Bread	Layer Cake	O-Mar Cup Cake	Wafer Stick

Remark1) exchange rate(MMK) : (1Y) 18Y 0.78, 19Y 0.76(▲2.3%), (1Q) 19Y 0.747, 20Y 0.782(+4.7%)

Remark2) M&A completed(Jan,2019)

1H.20 Overseas Business : Qingdao, China

✓ Increase in Sales ; Increased domestic sale due to the ease of lockdown

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	105	155	50	47.9	73	81	9	12.2
OP	▲16	▲1	14	91.0	▲0	▲1	▲1	▲4650
%	▲148	▲0.9	13.9P		▲0.3	▲1.4	▲1.1P	

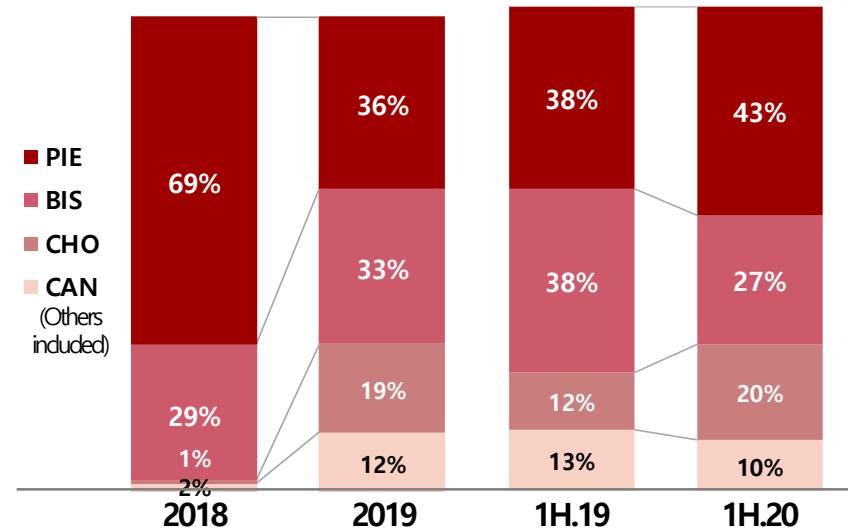
● Based on Local Currency

(CNY, Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	63	92	29	46.0	43	48	4	10.4
OP	▲9	▲1	9	91.1	▲0	▲1	▲1	▲4559
%	▲148	▲0.9	13.9P		▲0.3	▲1.4	▲1.1P	

Main Information

● Sales Breakdown by category



● Major Products Information

Pie	Biscuit	Candy	Chocolate
Choco-Pie	Koala	Yogurt Jelly (Made in Korea)	Pepero (Made in Korea)

1H.20 Overseas Business : Singapore

✓ Decrease in Export Sales ; Less tourism traffic due to Covid-19

Financial Highlights

● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	124	108	▲16	▲132	57	40	▲16	▲28.7
OP	7	3	▲4	▲55.8	2.0	1.6	▲0.4	▲220
%	5.6	2.9	▲2.8P		3.5	3.9	▲0.3P	

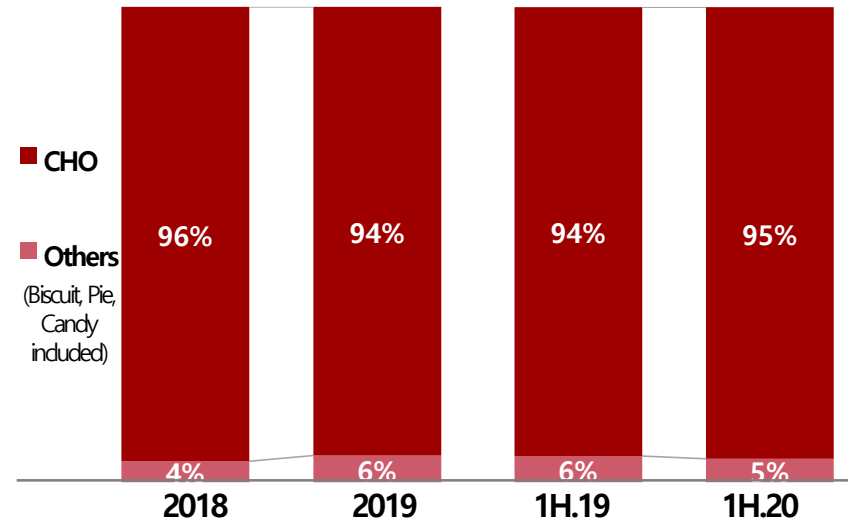
● Based on Local Currency

(SGD, 100 Thousand, %)

	18Y	19Y	YoY		1H19	1H20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	153	126	▲26	▲172	67	47	▲20	▲30.4
OP	9	4	▲5	▲57.8	24	1.8	▲0.6	▲238
%	5.6	2.9	▲2.8P		3.5	3.9	▲0.3P	

Main Information

● Sales Breakdown by category



● Major Products Information (Sell imported products from Korea)

Chocolate	Pie	Biscuit	
Pepero	Choco-Pie	Custard	Chic Choc

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Social Contribution

Eco-friendly Move

Present

- **Sweet Factory (2010~)**

- Experience-based confectionery museum in the head office, Seoul



- **Dr. Xylitol Bus (2013~)**

- Dental care service for marginalized children (through proceeds from Xylitol)



- **Sweet Home (2013~)**

- Established 8 children care center (through proceeds from Pepero)



Planned

- **Sweet School (1st store in 2020)**

- For improving after-school surrounding (through proceeds from Pepero)



- **Sweet Brand (Expected in 2021)**

- Extending win-win brand with community (Sweet Bread, 大大 café, etc)



Present

- **Smart Recycle (2018~)**

- Introducing package for easier separation (Xylitol, Pepero, Nàtuur, etc)



- **Eco Package (2019~)**

- Using eco ink with less-harmful solvent (Pre-test for inner package of Choco-Pie)



- **Nàtuur Forest (2019~)**

- Executives-involved campaign for raising urban forest



Planned

- **Green Certification (Aug, 2020)**



- **Extending Eco package (Expected in 2020)**

Eco Printing / Less Package Usage	Paper package with less plastic
<p>[Simplified design]</p>	<p>[Paper cap] [Paper package]</p>

Sweet home - Completion Status

“Sweet Home¹” Completed 1 per year since 2013, 7 in total

New construction of rural after-school care center, through proceeds from Pepero

“Sweet Sharing with People”

롯데제과가 맛있는 나눔, 따뜻한 세상을 만들어갑니다



Hongseong, Chungnam(2016)



Yeongwol, Gangwon(2015)



Tae-an, Chungnam(2019)



Bonghwa, Gyeongbuk(2018)



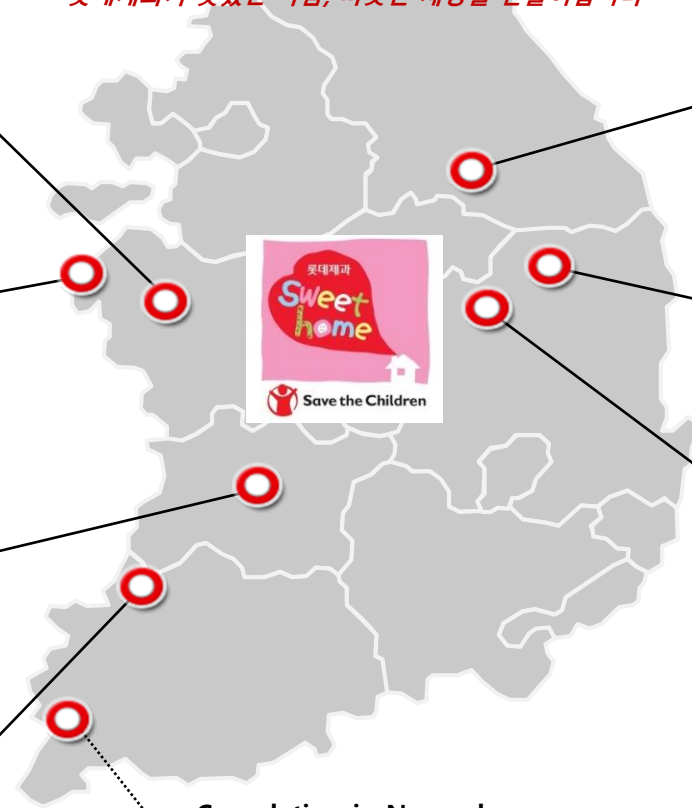
Wanju, Jeonbuk(2013)



Yecheon, Gyeongbuk(2014)



Yeonggwang, Jeonnam(2017)



Completion in November

Shin-an, Jeonnam(2020)

Remark) Sweet Home : Establishment Project of care centers for rural children through proceeds from Pepero
(In relationship with 'Save the Children', the International Relief Development NGO)

MISSION

사랑과 신뢰를 받는
제품과 서비스를 제공하여
인류의 풍요로운 삶에 기여한다

We enrich people's lives by providing
superior products and services that
our customers love and trust



Appendix

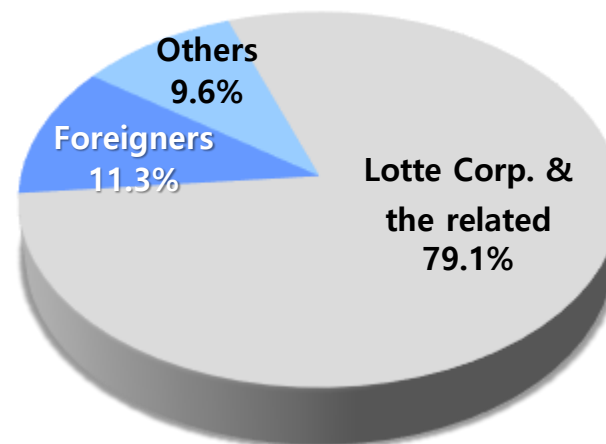
Appendix – Shareholder Information



Principal Shareholder Status

Shareholders	Ownership(%)
Lotte Corporation	48.4%
Lotte Aluminum	10.0%
Lotte Holdings	6.5%
Lotte Scholarship Foundation	5.7%
Shin, Young Ja	3.2%
Hotel Lotte	2.1%

Remark) As of July 31, 2020 (Number of shares issued : 6,416,717)



* Foreigners : Excluding Lotte Holdings



Dividend / Payout Ratio

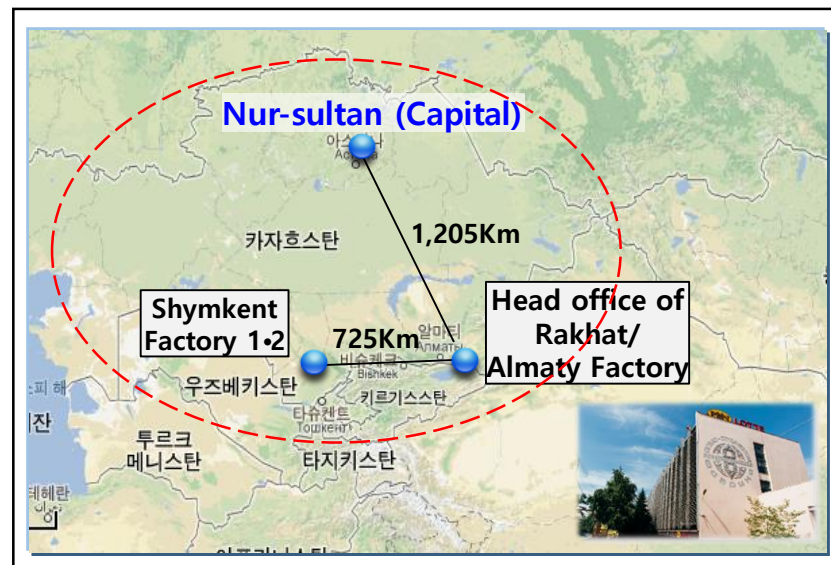
	Pre-split (Ex.Lotte Confectionery)		After Split		
	2015	2016	4Q.2017	2018	2019
Share Price (₩)	2,279,000	178,500	146,000	151,000	149,500
Cash Dividend (₩million)	16,019	16,062	1,177	8,336	8,336
Dividend Rate (DPS/face value)	225.4%	226.0%	56.0%	260.0%	260.0%
Dividend Per Share	11,270	1,130	280	1,300	1,300
Dividend Yield (DPS/Share Price)	0.5%	0.6%	0.2%	0.9%	0.9%
Payout Ratio (Dividend/Net Profit)	20.2%	21.3%	58.1%	89.0%	21.9%

Remark) 2015-2016: Ex. Lotte Confectionery / Results under IFRS

Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Asia	Jun, 2020
	Capital	-	• Nur-Sultan	
	Area	km ²	• 2,724,900km ² (27 times of Korea)	
	Language	-	• Kazakh, Russian	
	Currency	-	• Tenge(400KZT=1\$,0.338KZT=1₩)	
	GDP	KRW	• 239 trillion (0.1 times of Korea)	
	GDP per capita	KRW	• 12.74 million (0.33 times of Korea)	
Demographics	Population	-	• 19 million (0.4 times of Korea)	
	Under 10	%	• 17.4% (3.3 million)	
	Under 20	%	• 15.2% (2.9 million)	
	Under 30	%	• 13.5% (2.6 million)	
	Under 40	%	• 14.1% (2.7 million)	
	Over 40	%	• 39.8% (7.6 million)	
Market	Total size	KRW	• 1.2 trillion	
	Competitors	-	• Mars, Mondelez	

Status of Factory / Corporation



Subject	Contents	Remark
Name of Corp.	• Rakhat JSC	Annual('19)
Website	• www.rakhat.kz	
Sales	• 192.8 billion	
Main product	• Chocolate(Kazakhstanski), Biscuit(Yablachiko), Candy(Arisobaya)	
Factories(3)	• Almaty Factory, Shymkent Factory 1+2	
Date of Acquisition	• (1 st)'13 Nov./ (2 nd)'18 Dec.	
Number of workers	• 4,044	

Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Asia	Jun, 2020
	Capital	-	• Islamabad	
	Area	km ²	• 0.8 million km ² (3.6 times of Korea)	
	Language	-	• Urdu, Punjabi, Sindhi	
	Currency	-	• Rupee(166.67=\$1, 0.14=₩1)	
	GDP	KRW	• 346 trillion (0.17 times of Korea)	
Demographics	GDP per capita	KRW	• 1.69 million (0.04 times of Korea)	
	Population	-	• 233 million (4.5 times of Korea)	
	Under 10	%	• 36% (84 billion)	
	Under 20	%	• 19% (45 billion)	
	Under 30	%	• 35% (81 billion)	
	Under 40	%	• 6% (13 billion)	
Market	Over 40	%	• 4% (10 billion)	
	Total size	KRW	• 1.3 trillion	
	Competitors	-	• Pepsico, EBM, Mondelez	

Status of Factory / Corporation



Subject	Contents	Remark
Name of Corp.	• Lotte Kolson(Pvt.) Ltd.	Annual('19)
Website	-	
Sales	• 91.9 billion	
Main products	• Snack(Slanty), Biscuit(Bravo), Pasta	
Factories (6)	• Islamabad Factory 1, Lahore Factory 2, Karachi Factory 4	
Date of Acquisition	• (1 st)Jan, 2011 / (2 nd)Dec, 2018	
Number of workers	• 1,893	

Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Europe	Jun, 2020
	Capital	-	• Brussels	
	Area	km ²	• 30,530km ² (0.3 times of Korea)	
	Language	-	• Dutch, French, German	
	Currency	-	• Euro (€0.9=\$1, €0.0007=W1)	
	GDP	KRW	• 631 trillion (0.3 times of Korea)	
	GDP per capita	KRW	• 55.1 million (1.4 times of Korea)	
Demographics	Population	-	• 11.7 million (0.2 times of Korea)	
	Under 10	%	• 17.2% (2 million)	
	Under 20	%	• 11.2% (1.3 million)	
	Under 30	%	• 39.2% (4.6 million)	
	Under 40	%	• 13.1% (1.5 million)	
	Over 40	%	• 19.2% (2.3 million)	
Market	Total size	KRW	• 697 billion	
	Competitors	-	• Godiva, Lindt, etc	

Status of Factory / Corporation

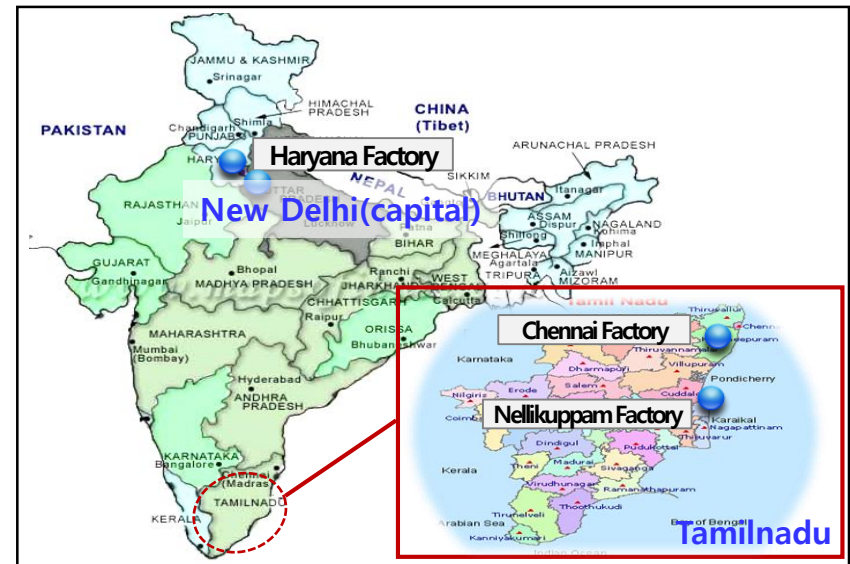


Subject	Contents	Remark
Name of Corp.	• Guylian N.V.	Annual('19)
Website	• www.guylian.com	
Sales	• 105.4 billion	
Main product	• Chocolate (Sea shells, Bar, Master's Selection)	
Factory(1)	• St. Nicholas Factory	
Date of Acquisition	• (1 st)Jul, 2008 / (2 nd)Dec, 2018	
Number of workers	• 208	

Summary of Country

Subject	Unit	Contents	Remark
Country	Continent	- • Asia	Jun, 2020
	Capital	- • New Delhi	
	Area	km ² • 3,287,263km ² (15 times of Korea)	
	Language	- • Hindi, English, etc	
	Currency	- • Rupee (75.76=\$1, 0.06=W1)	
	GDP	KRW • 3,238 trillion (1.5 times of Korea)	
	GDP per capita	KRW • 2.43 million (0.06 times of Korea)	
Demographics	Population	- • 1.33 billion (26 times of Korea)	
	Under 10	% • 26.31% (0.34 billion)	
	Under 20	% • 17.51% (0.23 billion)	
	Under 30	% • 41.56% (0.56 billion)	
	Under 40	% • 7.91% (0.1 billion)	
	Over 40	% • 6.72 (0.1 billion)	
Market	Total size	KRW • 6.8 trillion	
	Competitors	- • ITC	

Status of Factory / Corporation

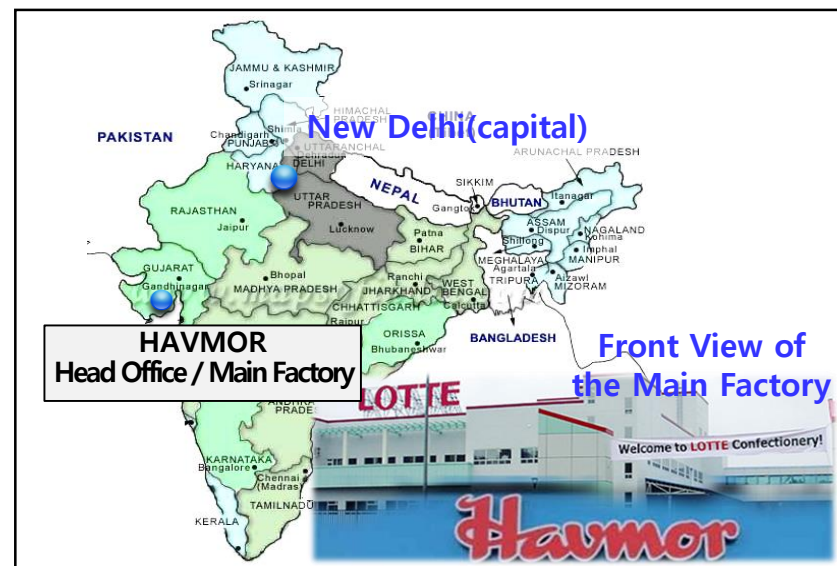


Subject	Contents	Remark
Name of Corp.	• LOTTE INDIA Co.,Ltd	Annual('19)
Website	• www.lotteindia.com	
Sales	• 69.8 billion	
Main product	• Pie(Choco-Pie), Candy(Coffee bite), Gum(Spout-for export)	
Factories(3)	• Nellikuppam, Haryana, Chennai Factory	
Date of Acquisition	• (1 st)May, 2004 / (2 nd)Aug, 2019	
Number of workers	• 635	

Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Asia	Jun, 2020
	Capital	-	• New Delhi	
	Area	km ²	• 3,287,263km ² (15 times of Korea)	
	Language	-	• Hindi, English, etc	
	Currency	-	• Rupee (75.76=\$1, 0.06=W1)	
	GDP	KRW	• 3,238 trillion (1.5 times of Korea)	
	GDP per capita	KRW	• 2.43 million (0.06 times of Korea)	
Demographics	Population	-	• 1.33 billion (26 times of Korea)	
	Under 10	%	• 26.31% (0.34 billion)	
	Under 20	%	• 17.51% (0.23 billion)	
	Under 30	%	• 41.56% (0.56 billion)	
	Under 40	%	• 7.91% (0.1 billion)	
	Over 40	%	• 6.72 (0.1 billion)	
Market	Total size	KRW	• 2.2 trillion	
	Competitors	-	• Amul, Vadilal	

Status of Factory / Corporation



	Subject	Contents	Remark
	Name of Corp.	• Havmor Pvt Ltd	Annual('19)
	Website	-	
	Sales	• 102 billion	
	Main product	• Ice cream	
	Factories(3)	• 1Main Factory, 2 Outsourcing Factories	
	Date of Acquisition	• Dec, 2017	
	Number of workers	• 1,022	

Summary of Country

Subject		Unit	Contents	Remark
Country	Continent	-	• Europe	Jun, 2020
	Capital	-	• Moscow	
	Area	km ²	• 17million km ² (170.6 times of Korea)	
	Language	-	• Russian	
	Currency	-	• Ruble(69.9=\$1, 0.059=W1)	
	GDP	KRW	• 2,023 trillion (Same as Korea)	
	GDP per capita	KRW	• 13.77 million (0.36 times of Korea)	
Demographics	Population	-	• 140 billion (2.7 times of Korea)	
	Under 10	%	• 17.24% (24 billion)	
	Under 20	%	• 9.54% (13 billion)	
	Under 30	%	• 43.38% (61 billion)	
	Under 40	%	• 14.31% (20 billion)	
	Over 40	%	• 15.53% (22 billion)	
Market	Total size	KRW	• 19.6 trillion	
	Competitors	-	• Orion, etc	

Status of Factory / Corporation



Subject	Contents	Remark
Name of Corp.	• Lotte KF RUS	Annual('19)
Website	-	
Sales	• 51.4 billion	
Main product	• Pie(Choco-Pie)	
Factory(1)	• Kaluga Factory	
Date of Acquisition	• (Est.)Apr, 2007 / (2 nd)May, 2018	
Number of workers	• 254	

Summary of Country

Subject		Unit	Contents	Remark
Country	Continent	-	• Asia	Jun, 2020
	Capital	-	• Yangon	
	Area	km ²	• 676,578km ² (6.78 times of Korea)	
	Language	-	• Burmese	
	Currency	-	• Kyat (1547.72=\$1, 12967=₩1)	
	GDP	KRW	• 82 trillion (0.04 times of Korea)	
	GDP per capita	KRW	• 145 million (0.04 times of Korea)	
Demographics	Population	-	• 56.5 million (1.1 times of Korea)	
	Under 10	%	• 25.97% (14.7 million)	
	Under 20	%	• 17.0% (9.6 million)	
	Under 30	%	• 42.76% (24.2 million)	
	Under 40	%	• 8.22% (4.7 million)	
	Over 40	%	• 6.04% (3.7 million)	
Market	Total size	KRW	• 666 billion	
	Competitors	-	• Mybaco Manufacturing	

Status of Factory / Corporation



Subject	Contents	Remark
Name of Corp.	• L&M Mayson Company Limited	Annual('19)
Website	-	
Sales	• 30.2 billion	
Main product	• Biscuit(Fresko), Pie(Amico), Mass-produced bread(Good Morning)	
Factories(3)	• Factory 1~3	
Date of Acquisition	• Jan, 2019	
Number of workers	• 1,532	

Summary of Country

Subject	Unit	Contents	Remark
Country	Continent	- • Asia	Jun, 2020
	Capital	- • Beijing	
	Area	km ² • 9,597,000km ² (96 times of Korea)	
	Language	- • Chinese	
	Currency	- • CNY (0.1431=\$1, 0.00585=₩1)	
	GDP	KRW • 16,6 quadrillion (8 times of Korea)	
	GDP per capita	KRW • 11.9 million (0.3 times of Korea)	
Demographics	Population	- • 14.4 trillion (28 times of Korea)	
	Under 10	% • 17.29% (0.25 trillion)	
	Under 20	% • 11.48% (0.17 trillion)	
	Under 30	% • 46.81% (0.67 trillion)	
	Under 40	% • 12.08% (0.17 trillion)	
	Over 40	% • 12.34% (0.18 trillion)	
Market	Total size	KRW • 42.7 trillion	
	Competitors	- • Mars, Want Want, Orion	

Status of Factory / Corporation

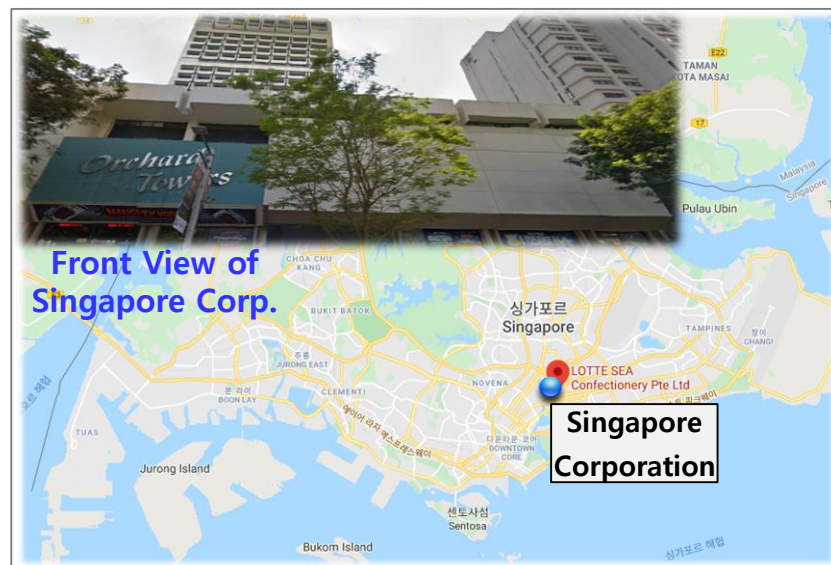


Subject	Contents	Remark
Name of Corp.	• LOTTE Qingdao Foods	Annual('19)
Website	-	
Sales	• 15.5 billion	
Main product	• Pie, Biscuit, Chocolate	
Factory(1)	• Qingdao Factory	
Date of Acquisition	• Mar, 2005	
Number of workers	• 143	

Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Asia	Jun, 2020
	Capital	-	• Singapore(City-State)	
	Area	km ²	• 719.2km ² (0.01 times of Korea)	
	Language	-	• Chinese, English, Malaysian	
	Currency	-	• Singapore Dollar (SGD) (1.39=\$1, 0.0012=₩1)	
	GDP	KRW	• 395 trillion (0.2 times of Korea)	
	GDP per capita	KRW	• 63.64 million (1.8 times of Korea)	
Demographics	Population	-	• 6 million (0.12 times of Korea)	
	Under 10	%	• 12.8% (0.79 million)	
	Under 20	%	• 15.0% (0.93 million)	
	Under 30	%	• 50.7% (3.15 million)	
	Under 40	%	• 10.6% (0.66 million)	
	Over 40	%	• 10.9% (0.68 million)	
Market	Total size	KRW	• 603.5 trillion	
	Competitors	-	-	

Status of Factory / Corporation



Subject	Contents	Remark
Name of Corp.	• LOTTE Confectionery (SEA.) PTE LTD.	Annual('19)
Website	• https://www.lottesea.com	
Sales	• 10.8 billion	
Main product	• Pie, Chocolate, Biscuit, etc	
Factory(0)	• Sales Corporation	
Date of Acquisition	• May, 2011	
Number of workers	• 6	