



# ***Investor Relations***

**LOTTE Confectionery**

**3Q 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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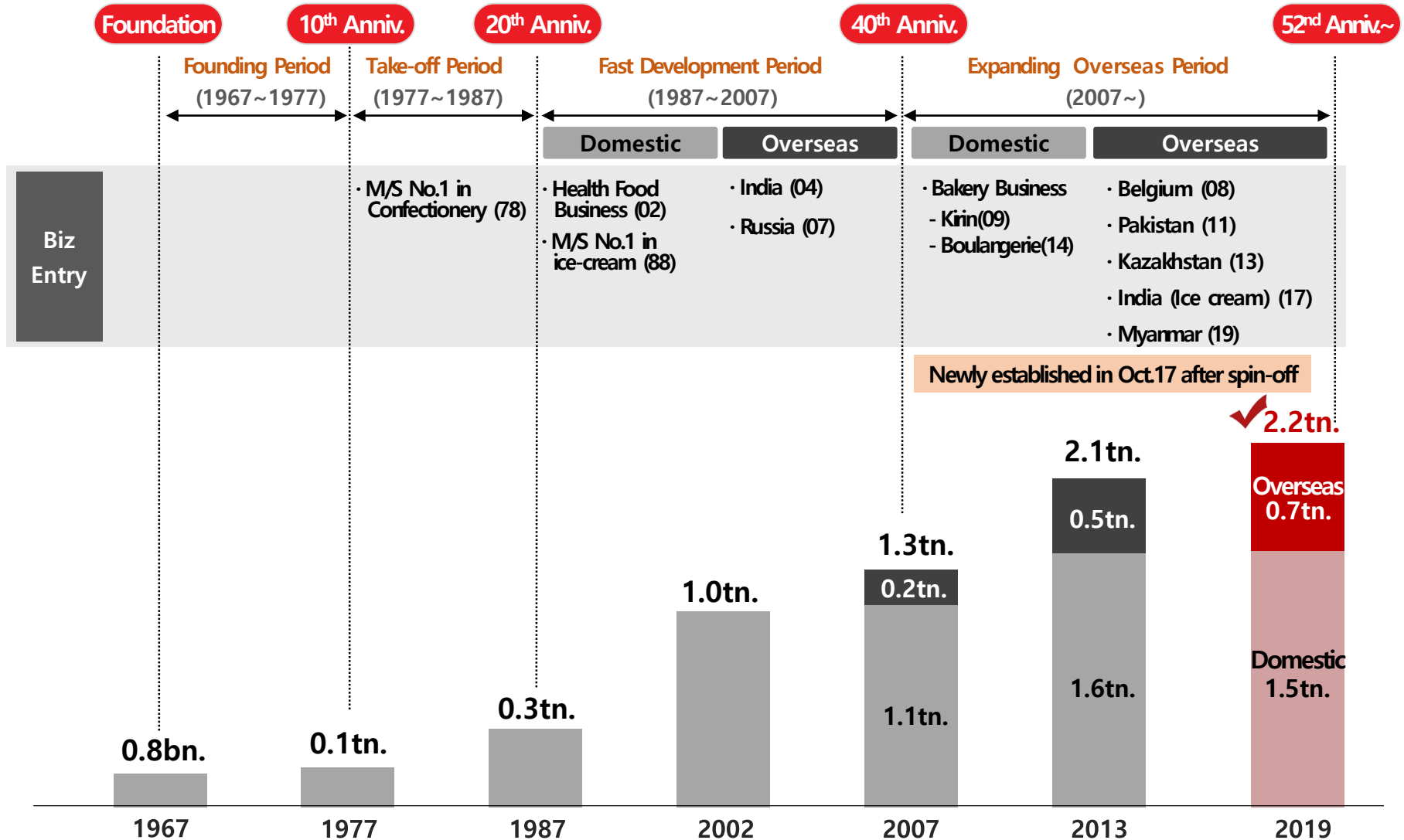
## I. Overview

## II. Domestic Business

## III. Overseas Business

## IV. CSR Information

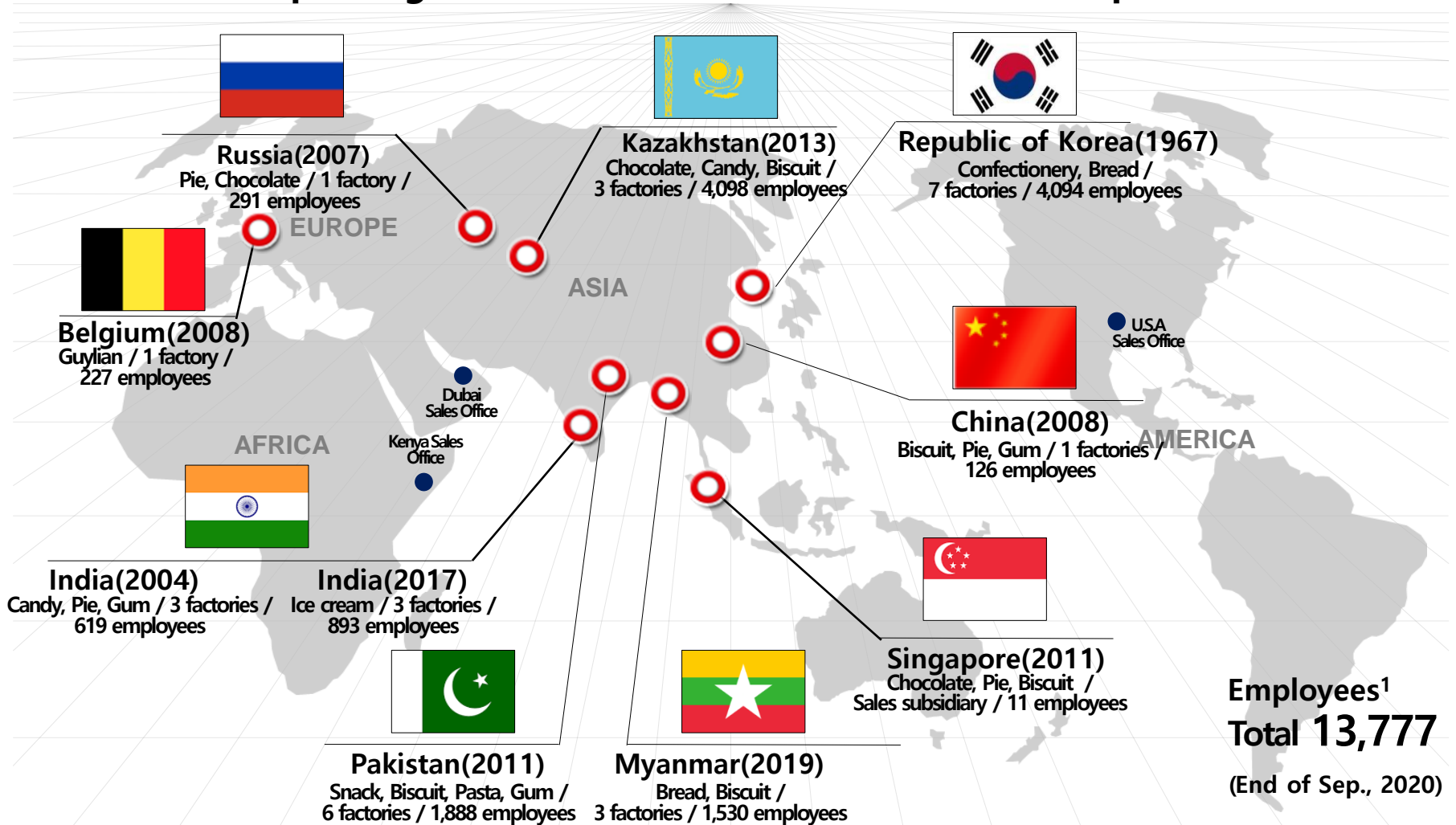
# About Lotte Confectionery



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

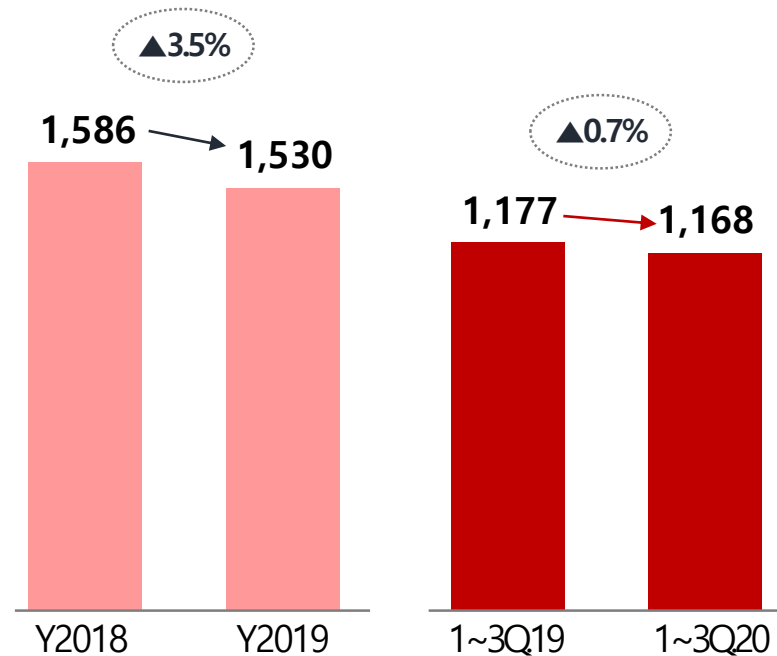


Remark) Employees of Korea and overseas

✓ 1~3Q.20 Parent Sales KRW 1,168B (YOY ▲0.7%) / OP 6.3% (YOY +1.5P)

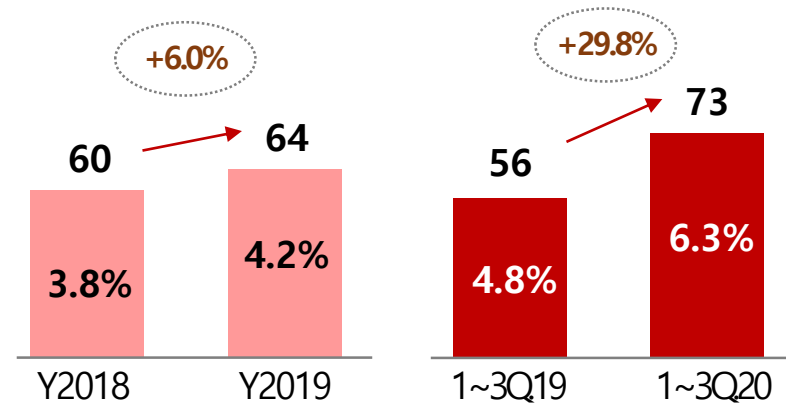
## Sales Trend

(KRW, Billion, %)



## Operating Profit Trend

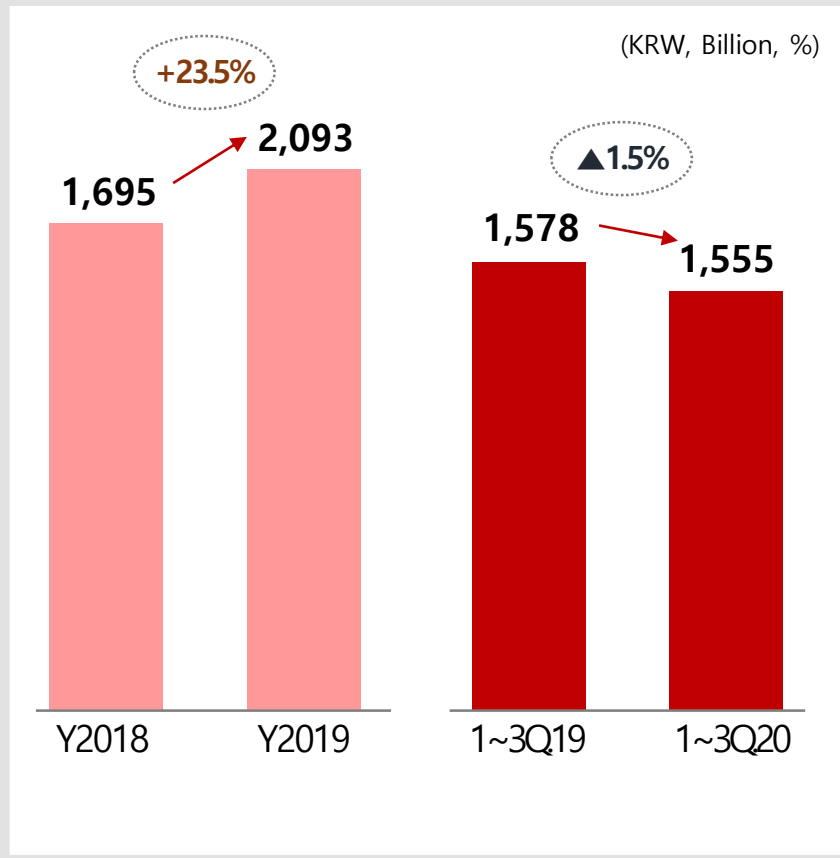
(KRW, Billion, %)



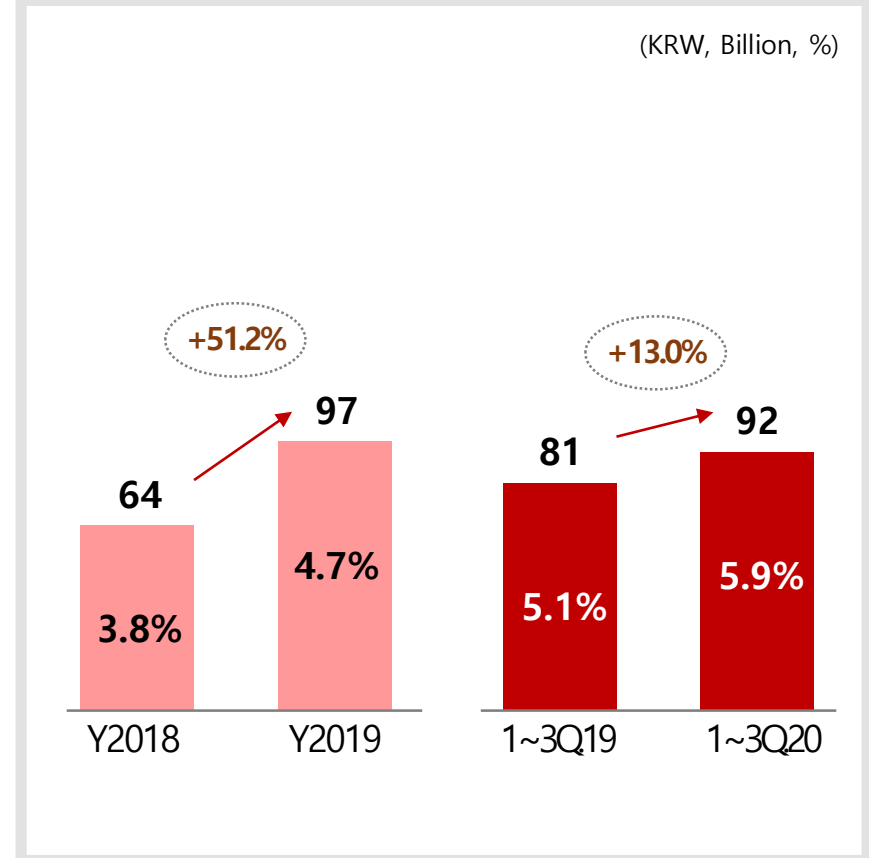
# 1~3Q.20 Financial Highlights : Consolidated

✓ 1~3Q.20 Consolidated Sales KRW 1,555B (YOY ▲1.5%) / OP 5.9% (YOY +0.8P )

## Sales Trend



## Operating Profit Trend



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# 1~3Q.20 Domestic Business Sales : Divisional Trend



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

Cat.	(KRW, Billion, %)				1H				3Q				Jan~Sep			
	'19		'20		'19		'20		'19		'20					
	AMT	%	AMT	%	AMT	%	AMT	%	AMT	%	AMT	%				
Sales (Total)	769	100.0	754	100.0	407	100.0	413	100.0	1,177	100.0	1,168	100.0				
Confectionery	514	66.8	504	66.7	246	60.5	251	60.8	760	64.6	755	64.6				
Ice Cream	164	21.3	172	22.8	117	28.7	119	28.8	281	23.8	291	24.9				
Health Food	8	1.0	12	1.6	4	1.1	7	1.8	12	1.0	19	1.7				
Bakery	60	7.8	48	6.4	25	6.1	24	5.7	85	7.2	72	6.2				

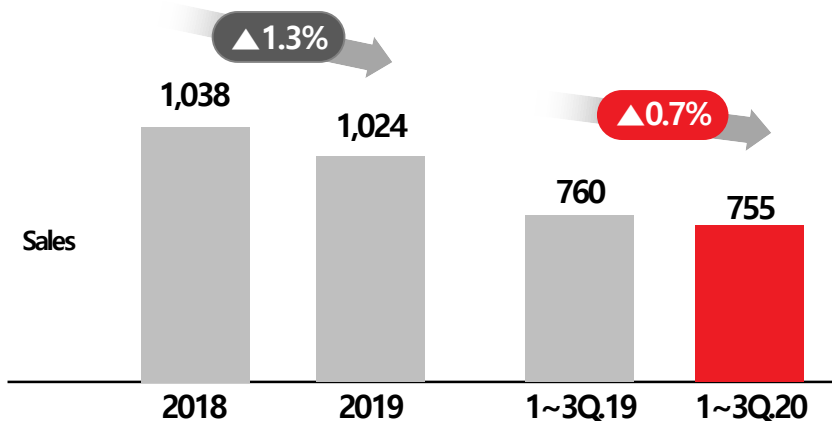
Remark) Total sales include LOTTE Academy

# 1~3Q.20 Domestic Business : Confectionery

✓ Decrease in sales due to changing consumer preference(GUM/CAN ↓ , SNA/CHO ↑ ) caused by Covid-19

## Sales Trend

(KRW, Billion, %)



## Market Trend

### ● M/S by Category (1~3Q.20)

Item	Gum	Biscuit	Chocolate
M/S	80%	25%	44%
Main Brands	Xylitol	Custard/Margaret /Chic Choc	Pepero/ Ghana/Crunky

Item	Candy	Pie	Snack
M/S	25%	34%	12%
Main Brands	Jellycious	Moncher/ Choco-Pie	Popping Corn Chips

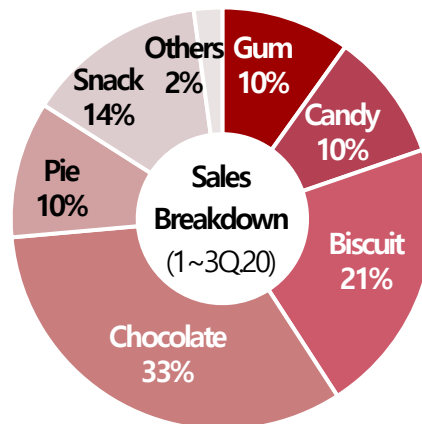
### M/S (1~3Q.20)<sup>1</sup>

✓ **No.1** in Domestic Conf. Market

M/S 26%

**No.1** Category in Conf. Market

**Gum / Biscuit / Chocolate**



### ● New Products Information

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

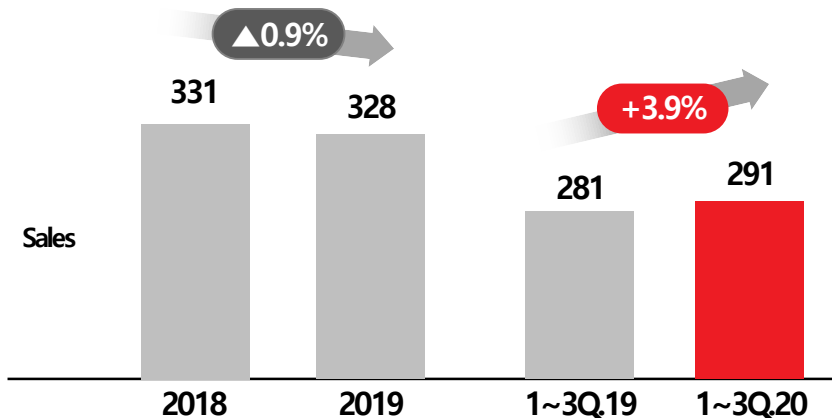
Remark) M/S(Market Share) : Based on Nielsen POS data(Imports included)

# 1~3Q.20 Domestic Business : Ice Cream

✓ Increase in sales due to stockpiling purchase tendency (BAR/CUP/HOME ↑) caused by Covid-19

## Sales Trend

(KRW, Billion, %)



## Market Trend

### ● M/S by Category (1~3Q.20)

Item	Bar	Cone	Cup
M/S	32%	42%	34%
Main Brands	Okdongja/ Screw/Jaws	World Cone/ Double Bianco	I'm MoChi (Rice ice cake)

Item	Pencil	Home	Premium
M/S	26%	23%	26%
Main Brands	Snow Ice	Joanna/ Tico/Weezle	Nàtuur

### ● New Products Information

Bar	Pencil	Home	양말찰찰
Jawcbak Bar (March, 2020)	Screw Ext (June, 2020)	ChicChoc in Weezle (April, 2020)	Nàtuur Vegan (May, 2020)
			 Developing Mega BRAND

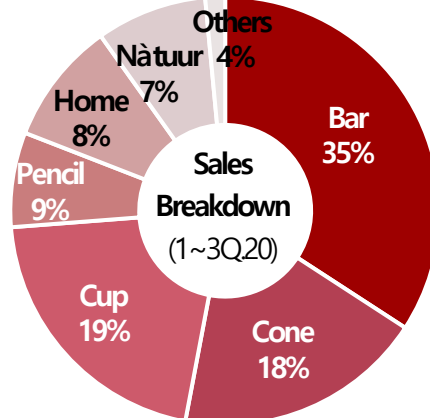
### M/S (1~3Q.20)<sup>1</sup>

✓ No.1 in Domestic Ice Market

M/S 32%

No.1 Category in Ice Market

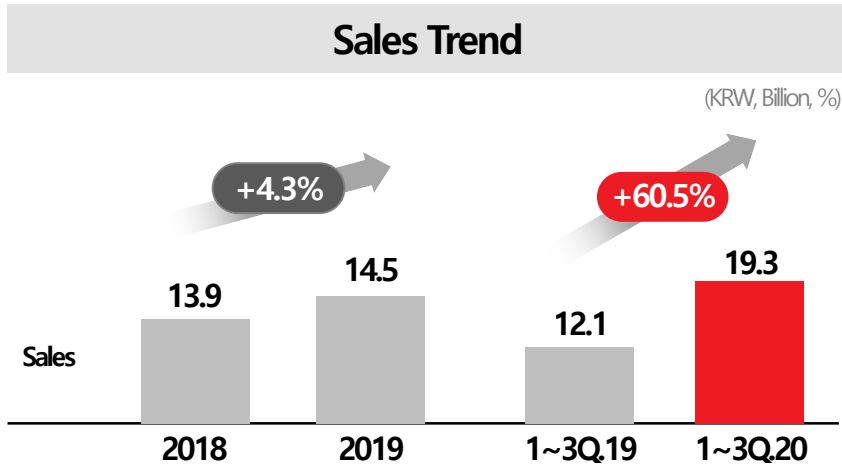
Bar / Cone



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

# 1~3Q.20 Domestic Business : Health Food

✓ Increase in sales due to growth of new product "Colostrum Protein"



### Market Trend

● **Launching brand "Colostrum Protein" (Jan,2020)**

- Premium material ; French colostrum protein
- Strategy ; expanding targets and improving convenience



Barrel type



Bottled Shake type



Pouched stick type

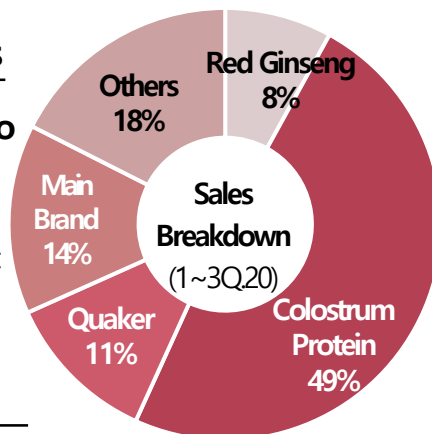
● **Boosting online channel** (Maximizing synergy between home shopping and E-commerce channels)

Synergy	Home Shopping	• Inspiring brand awareness through channel expansion
	EC	• Online promotion, Sales increase through brand exposure

Improve Brand awareness

✓ Building Health-One Portfolio  
→ Brand "Familiarization"

Composition of Main Brand's Product



● **Improving profitability by selling inefficient factory(Mar,2020)**

- Converting to "OEM" for flexible response to trends

● **Growth expected by promoting differentiated brands**

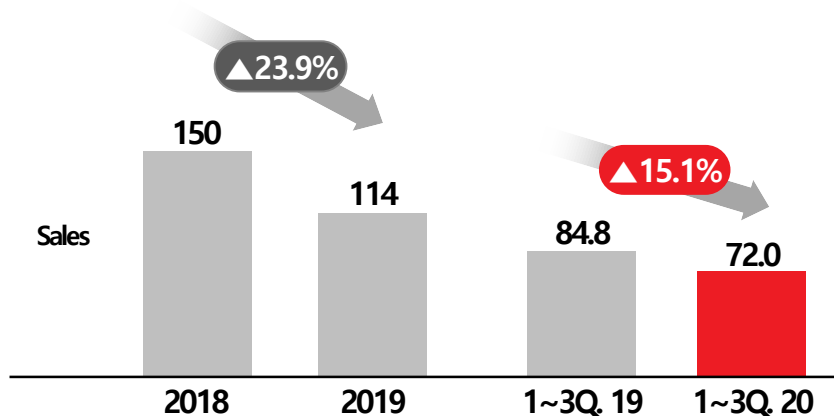
- Discovering market-leading trends

# 1~3Q.20 Domestic Business : Bakery

✓ Improve profitability by reconstructing brand portfolio and promoting mass-produced

## Sales Trend

(KRW, Billion, %)



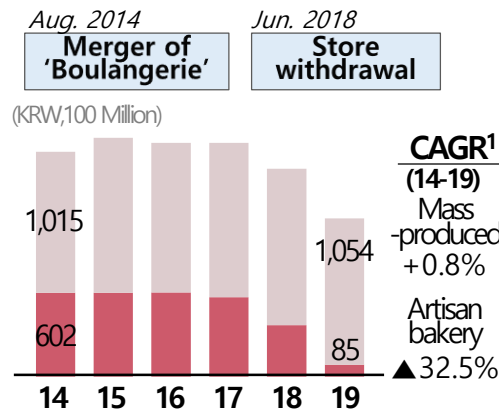
## History of bakery business

Poor growth in bakery field

Sluggish performance in artisan bakery business

✓ Boosting profitability by focusing on mass-produced

Withdrawal of artisan bakery business (May. 2020)



Remark1) Sales based on internal financial standards

## Market Trend

- Upgrading manufactured bread/expanding HMR market
  - Improving brand competitiveness through differentiation

BRAND	Main Products		
 ✓ Patented Lacto Sourdough	 Makgeolli bread (Mar. 2020)	 Black & White Cookies (Jul. 2020)	 Red-bean anpan (Oct. 2020)
 ✓ Artisan-styled Mass-produced	 'Navel' Ang-butter (Mar. 2020)	 'Navel' red-rice bread (Jul. 2020)	 'Bread Panda' (Mar. 2020)
 ✓ Home Meal Replacement	 Garlic sausages (Oct. 2019)	 Mini croissants (Oct. 2019)	 Chewy balls (2 types) (Mar. 2020)

- Be scheduled to develop "Dessert" competency

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# 1~3Q.20 Overseas Business : Kazakhstan

✓ Decrease in sales due to Covid-19 lockdown, increase in OP by efficient cost execution

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,893)	1,928	34	1.8	1,343	1,261	▲83	▲6.2
OP	(278)	254	▲24	▲8.6	157	179	22	14.1
%	(14.7)	13.2	▲1.5P		11.7	14.2	2.5P	

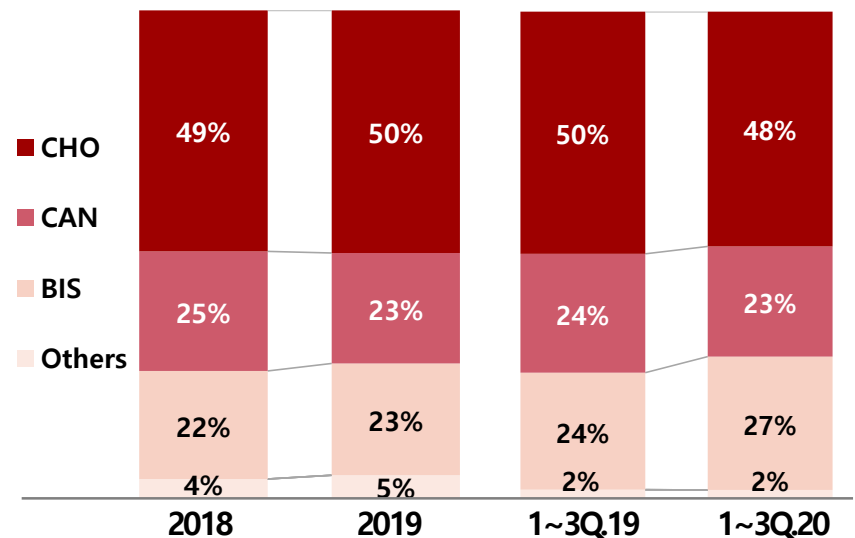
### ● Based on Local Currency

(KZT, Billion, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(59)	63	4	7.2	44	43	▲1	▲2.6
OP	(9)	8	▲0	▲3.8	5	6	1	18.4
%	(14.7)	13.2	▲1.5P		11.7	14.2	2.5P	

## 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%), (Jan~Sep) 19Y 3.05, 20Y 2.94(▲3.6%)

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

# 1~3Q.20 Overseas Business : Pakistan

✓ Sales similar to previous year by focusing on pasta category, increase in OP by cost reduction

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,037)	919	▲118	▲11.4	686	653	▲33	▲4.8
OP	(11)	1	▲10	▲92.2	▲2	27	28	1,553.8
%	(1.1)	0.1	▲1.0P		▲0.3	4.1	4.3P	

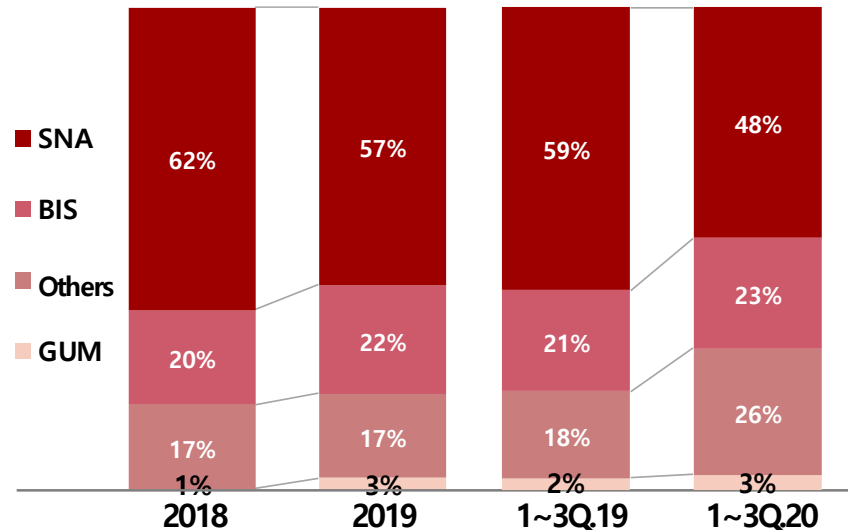
### ● Based on Local Currency

(PKR, 10 Million %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,143)	1,183	39	3.4	875	882	6	0.7
OP	(12)	1	▲11	▲90.9	▲2	36	38	1,638.1
%	(1.1)	0.1	▲1.0P		▲0.3	4.1	4.3P	

## Main Information

### ● Sales Breakdown by category



### ● Major Products Information

Snack	Pie	Gum	Others
Slanty	Choco-Pie	Spout	Pasta/Macaroni

Remark1) exchange rate(PKR) : (1Y) 18Y 9.1, 19Y 7.8(▲14.3%), (Jan~Sep) 19Y 7.84, 20Y 7.41(▲5.5%)

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

# 1~3Q.20 Overseas Business : Belgium

✓ Decrease in sales due to downsizing duty free market caused by Covid-19

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(1,115)	1,054	▲61	▲5.5	674	548	▲126	▲18.7
OP	(62)	56	▲5	▲8.8	51	7	▲44	▲86.0
%	(5.5)	5.3	▲0.2P		7.6	1.3	▲6.3P	

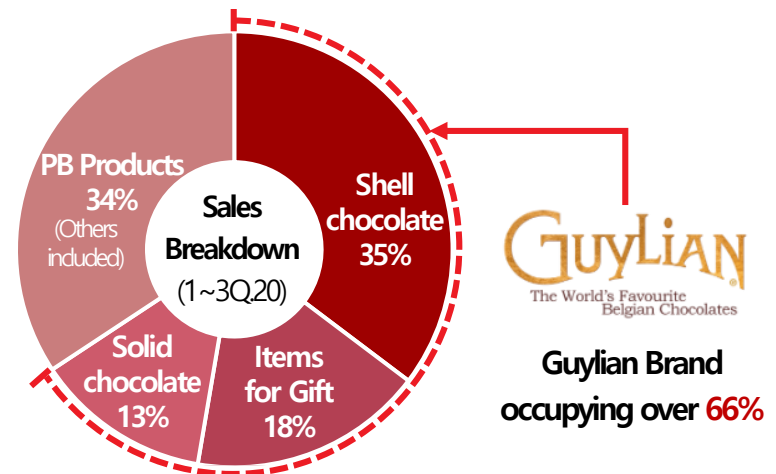
### ● Based on Local Currency

(EUR, Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(86)	81	▲5	▲5.9	52	41	▲11	▲21.4
OP	(5)	4	▲0	▲9.3	4	1	▲3	▲86.5
%	(5.5)	5.3	▲0.2P		7.6	1.3	▲6.3P	

## 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%), (Jan~Sep) 19Y 1,306, 20Y 1,350(+3.4%)

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

# 1~3Q.20 Overseas Business : India(Confectionery)

✓ Decrease in sales due to Covid-19 lockdown, school closed and market shutdown

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(679)	(698)	19	2.8	(515)	419	▲96	▲18.6
OP	(39)	(22)	▲16	▲42.4	(17)	6	▲11	▲63.4
%	(5.7)	(3.2)	▲2.5P		(3.2)	1.5	▲1.8P	

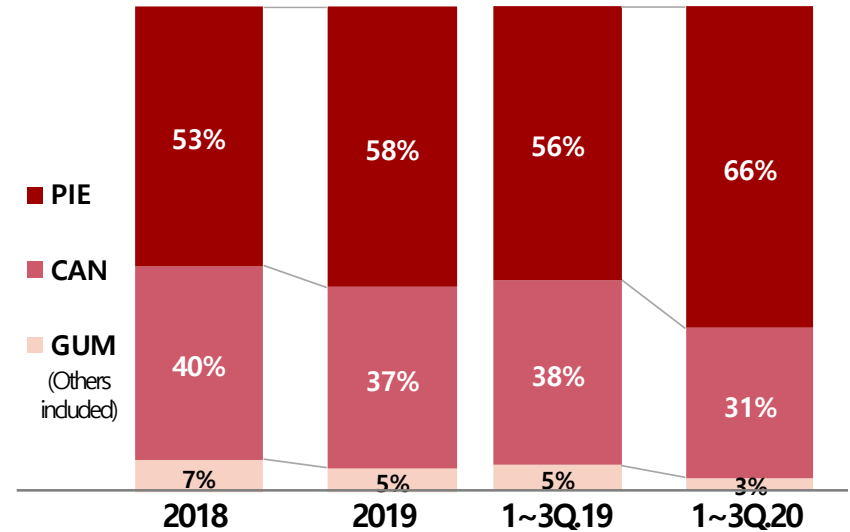
### ● Based on Local Currency

(INR, 10 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(421)	(422)	0	0.0	(311)	259	▲51	▲16.6
OP	(24)	(13)	▲11	▲44.0	(10)	4	▲6	▲62.5
%	(5.7)	(3.2)	▲2.5P		(3.2)	1.5	▲1.8P	

## Main Information

### ● Sales Breakdown by category



### ● Major Products Information

Pie	Candy	Gum
Choco-Pie	Cacao-Pie	Spout

Remark1) exchange rate(INR) : (1Y) 18Y 16.1, 19Y 16.6(+2.8%), (Jan~Sep) 19Y 16.6, 20Y 16.2(▲2.4%)

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

# 1~3Q.20 Overseas Business : India(Ice Cream)

✓ Decrease in sale due to Covid-19 lockdown and low sales in peak season(Mar~Jun)

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	907	1,020	113	12.5	828	451	▲377	▲45.6
OP	96	101	5	5.0	99	▲15	▲114	▲115.1
%	10.6	9.9	▲0.7P		11.9	▲3.3	▲15.3P	

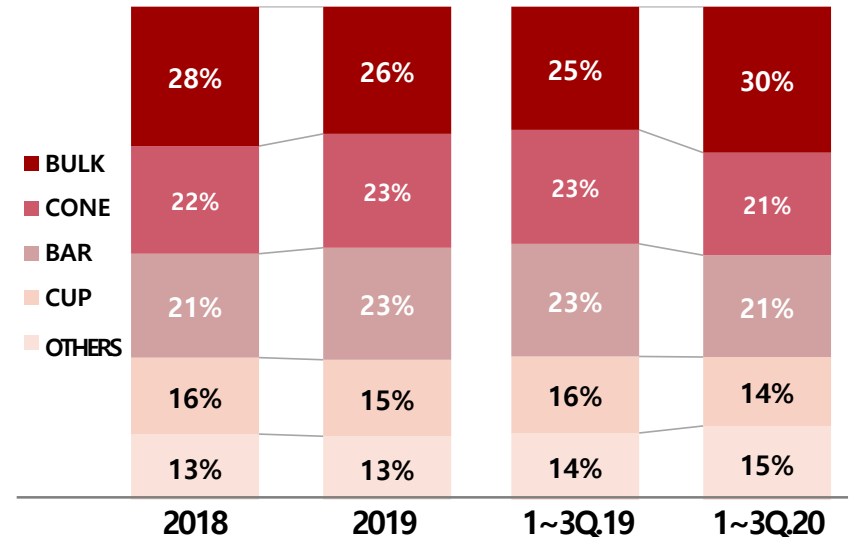
### ● Based on Local Currency

(INR, 10 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	563	616	53	9.4	499	279	▲221	▲44.2
OP	60	61	1	2.2	60	▲9	▲69	▲115.5
%	10.6	9.9	▲0.7P		11.9	▲3.3	▲15.3P	

## Main Information

### ● Sales Breakdown by category



### ● Major Products Information

Cone	Cup	Bar	Bulk
Wiggle duos	Vanilla Cup	Zulubar	Vanilla

# 1~3Q.20 Overseas Business : **Russia**

✓ Increase in sales due to growth of choco-pie, increase in OP by expansion of quantity

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(390)	514	124	31.8	363	387	24	6.5
OP	(23)	49	27	115.9	31	40	8	25.6
%	(5.9)	9.6	3.7P		8.7	10.2	1.5P	

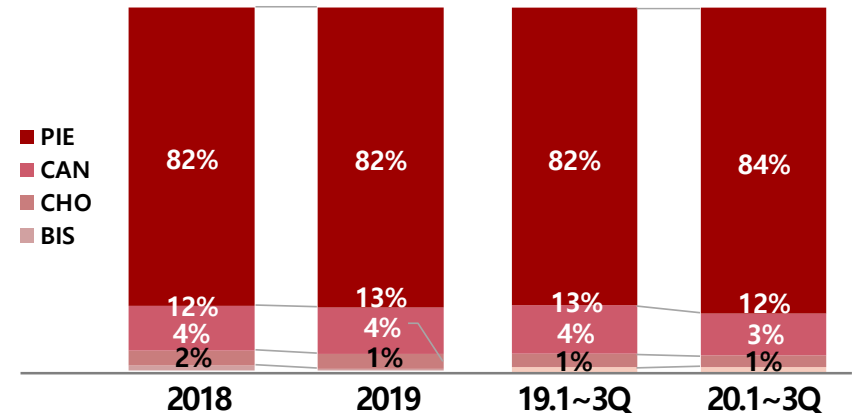
### ● Based on Local Currency

(RUB, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	(22)	29	6	28.6	20	23	2	12.1
OP	(1)	3	1	110.6	1.8	2.3	0.6	32.1
%	(5.9)	9.6	3.7P		8.7	10.2	1.5P	

## Main Information

### ● Sales Breakdown by category



### ● Major Products Information

Pie	Candy	Chocolate	Biscuit
Choco-Pie	Ctakkato (Made in Kazakhstan)	Pepero (Made in Korea)	Kanchon (Made in Korea)

### ● Promoting "Global LOTTE" by assessing business feasibility of new product line expansion in Russia

Remark1) exchange rate(RUB) : (1Y) 18Y 17.6, 19Y 18.0(+2.5%), (Jan~Sep) 19Y 17.9, 20Y 17.0(▲5.0%)

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

# 1~3Q.20 Overseas Business : Myanmar

✓ Decrease in sales due to spread of Covid-19 and festival cancel, increase in OP by reducing fixed cost

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	% (P)			AMT	% (P)
Sales	-	302	-	-	219	218	▲1	▲0.4
OP	-	29	-	-	19	22	3	16.3
%	-	9.7	-	-	8.8	10.3	1.5P	

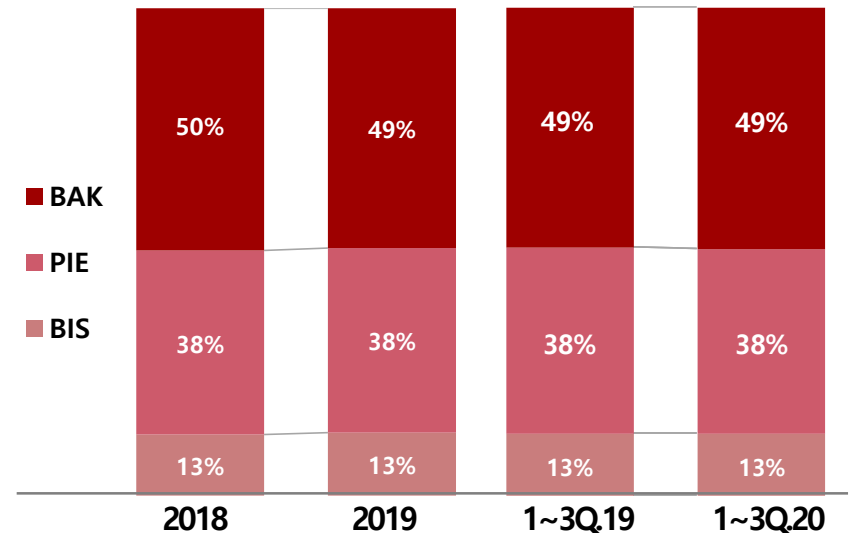
### ● Based on Local Currency

(MMK, Billion, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	% (P)			AMT	% (P)
Sales	-	40	-	-	29	28	▲1	▲4.4
OP	-	4	-	-	2.5	2.8	0.3	11.7
%	-	9.7	-	-	8.8	10.3	1.5P	

## 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%), (Jan~Sep) 19Y 0.76, 20Y 0.79(+4.1%)

Remark2) M&A completed(Jan,2019)

# 1~3Q.20 Overseas Business : Qingdao, China

✓ Increase in sales focused on domestic consumption, turn a profit by efficient cost execution

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	105	155	50	47.9	108	130	22	20.2
OP	▲16	▲1	14	91.0	▲1	0	1	129.4
%	▲148	▲0.9	13.9P		▲0.9	0.2	1.1P	

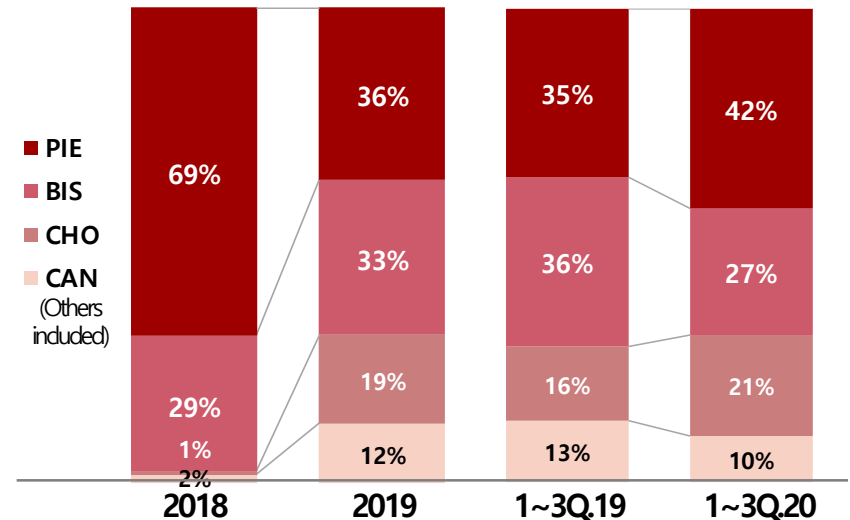
### ● Based on Local Currency

(CNY, Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	63	92	29	46.0	64	76	12	18.6
OP	▲9	▲1	9	91.1	▲1	0	1	129.0
%	▲148	▲0.9	13.9P		▲0.9	0.2	1.1P	

## Main Information

### ● Sales Breakdown by category



### ● Major Products Information

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

# 1~3Q.20 Overseas Business : Singapore

✓ Decrease in sales due to Covid-19 lockdown in Malaysia and Philippines

## Financial Highlights

### ● Based on Domestic Currency

(KRW, 100 Million, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	124	108	▲16	▲132	85	69	▲16	▲188
OP	7	3	▲4	▲55.8	3.2	3.1	▲0.1	▲3.2
%	5.6	2.9	▲2.8P		3.7	4.4	0.7P	

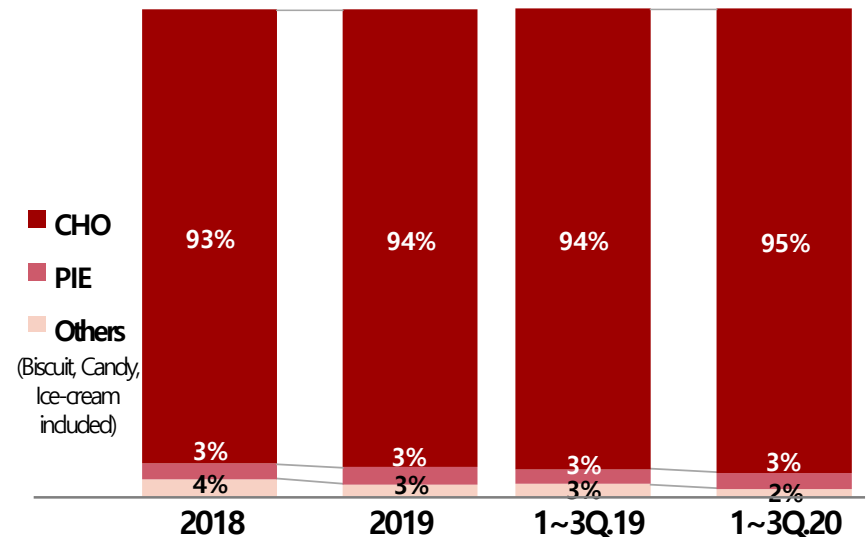
### ● Based on Local Currency

(SGD, 100 Thousand, %)

	18Y	19Y	YoY		1~3Q.19	1~3Q.20	YoY	
			AMT	%(P)			AMT	%(P)
Sales	153	126	▲26	▲172	100	80	▲20	▲199
OP	9	4	▲5	▲57.8	3.7	3.6	▲0.2	▲4.5
%	5.6	2.9	▲2.8P		3.7	4.4	0.7P	

## Main Information

### ● Sales Breakdown by category



### ● Major Products Information (Sell imported products from Korea)

Chocolate	Pie	Biscuit	
Pepero	Choco-Pie	Custard	Chic Choc

# Contents

I . Overview

II. Domestic Business

III. Overseas Business

**IV. CSR Information**

# CSR – Social Contribution / Eco-friendly Move

## Social Contribution

### • 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 centers (through proceeds from Pepero)



### • Sweet School (1<sup>st</sup> store in 2020)

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



### • Win-win Cooperation with Local Community (2020~)

Local bakery collaboration	Local produce collaboration	Alliance with small cafes
		
Navely Red Rice bread (Jan. 2020)	Hallabong Chaltteok Pie (Mar. 2020)	Social network promotion (May. 2020)

## Eco-friendly Move

### • Smart Recycle (2018~)

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



### • Nàtuur Forest (2019~)

- Executives-involved campaign for raising urban forest



### • Eco Package (2019~)

- Eco ink with less-harmful solvent (Jan. 2020) (Pre-tested for inner package of Choco-Pie)
- Glue with non-solvent film (Feb. 2020) (Tested for inner package of Custard)



### • Reducing Usage of Ink(2020~)

- Simplifying inner packages of "Moncher" (Apr. 2020)
- Reducing print frequency of gum products (Jul. 2020)
- Simplifying inner package of "Choco-pie" (Aug. 2020)



### • Green Certification (Aug. 2020)

- Harm-reduced packaging certified by gov't
- Promoting Green Certification of "Margaret" (Oct. 2020)
- Extending to main products (Pepero, Moncher)



# Sweet home - Completion Status

“Sweet Home<sup>1</sup>” Completed 1 per year since 2013, 8 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)



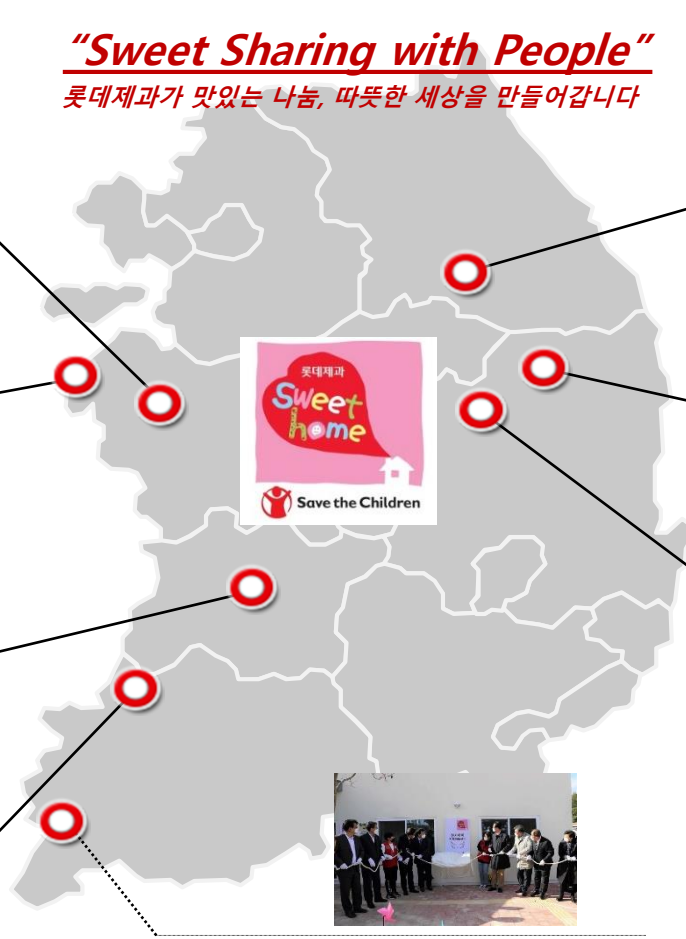
Yecheon, Gyeongbuk(2014)



Yeonggwang, Jeonnam(2017)



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

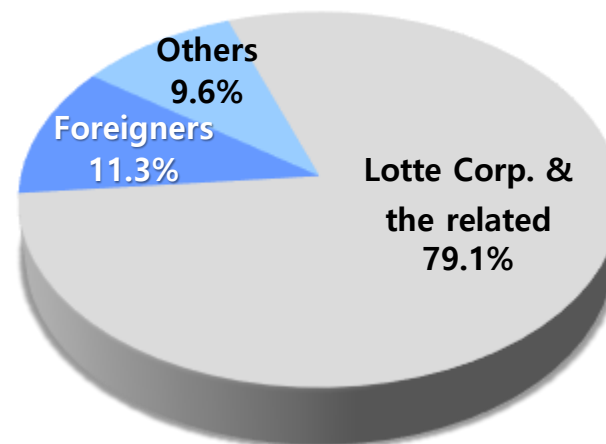
# Appendix – Shareholder Information



## 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 Sep 30, 2020 (Number of shares issued : 6,416,717)



\* Foreigners : Excluding Lotte Holdings



## Dividend / Payout Ratio

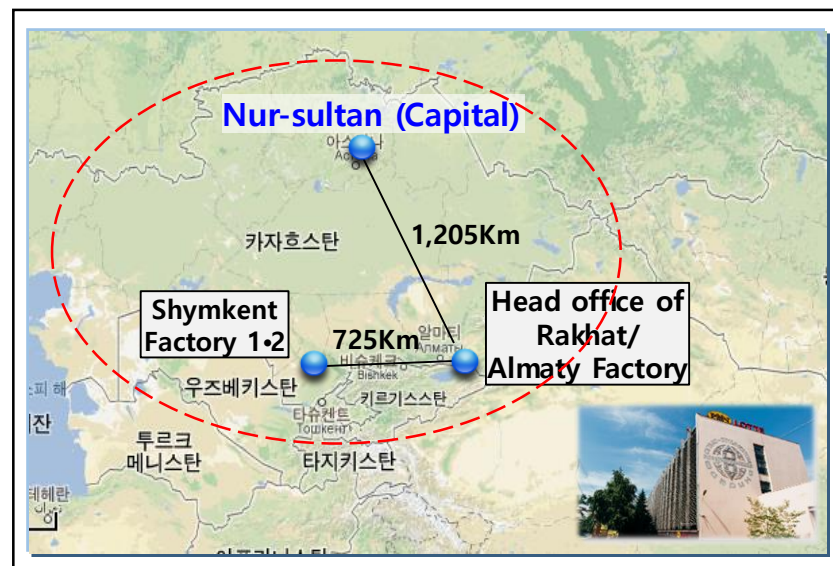
	Pre-split (Ex.Lotte Confectionery)		After Split		
	2015	2016	4Q.2017	2018	2019
Share Price (₩)	2,279,000	178,500	146,000	151,000	149,500
Cash Dividend (₩million)	16,019	16,062	1,177	8,336	8,336
Dividend Rate (DPS/face value)	225.4%	226.0%	56.0%	260.0%	260.0%
Dividend Per Share	11,270	1,130	280	1,300	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	Sep. 2020
	Capital	- • Nur-Sultan	
	Area	km <sup>2</sup> • 2,724,900km <sup>2</sup> (27 times of Korea)	
	Language	- • Kazakh, Russian	
	Currency	- • Tenge (398KZT=\$1, 0.34KZT=₩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 <sup>st</sup> )'13 Nov./ (2 <sup>nd</sup> )'18 Dec.	Sep. 2020
Number of workers	• 4,098	

## Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Asia	Sep, 2020
	Capital	-	• Islamabad	
	Area	km <sup>2</sup>	• 0.8 million km <sup>2</sup> (3.6 times of Korea)	
	Language	-	• Urdu, Punjabi, Sindhi	
	Currency	-	• Rupee(157.82PKR=\$1, 0.13PKR=₩1)	
	GDP	KRW	• 346 trillion (0.17 times of Korea)	
	GDP per capita	KRW	• 1.69 million (0.04 times of Korea)	
Demographics	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)	
	Over 40	%	• 4% (10 billion)	
Market	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	Sep, 2020
Date of Acquisition	• (1 <sup>st</sup> )Jan, 2011 / (2 <sup>nd</sup> )Dec, 2018	
Number of workers	• 1,888	

## Summary of Country

Subject	Unit	Contents	Remark
Country	Continent	- • Europe	Sep. 2020
	Capital	- • Brussels	
	Area	km <sup>2</sup> • 30,530km <sup>2</sup> (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

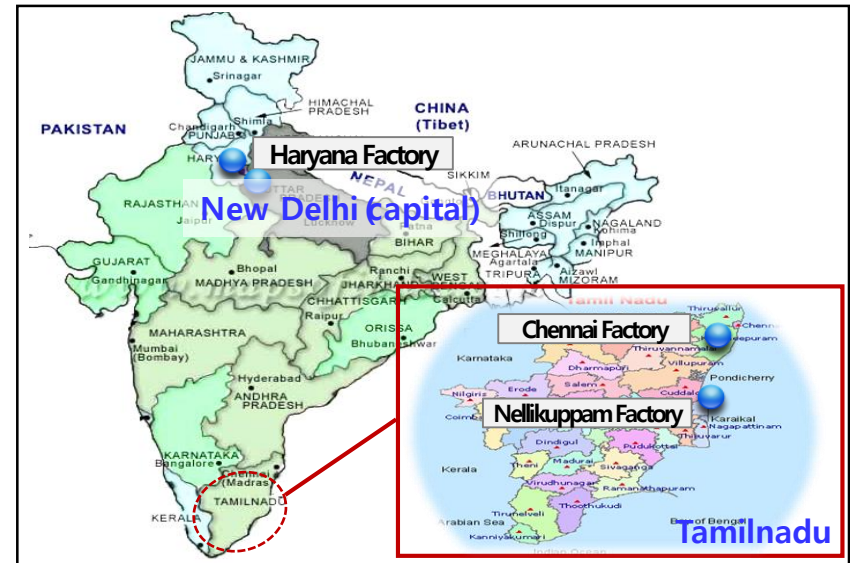


Subject	Contents	Remark
Name of Corp.	• Guylian N.V.	Annual(19)
Website	• www.guylian.com	
Sales	• 105.4 billion	
Main product	• Chocolate (Sea shells, Bar, Master's Selection)	
Factory(1)	• St. Nicholas Factory	
Date of Acquisition	• (1 <sup>st</sup> )Jul, 2008 / (2 <sup>nd</sup> )Dec, 2018	Sep. 2020
Number of workers	• 227	

## Summary of Country

Subject	Unit	Contents	Remark
Country	Continent	- • Asia	Sep, 2020
	Capital	- • New Delhi	
	Area	km <sup>2</sup> • 3,287,263km <sup>2</sup> (15 times of Korea)	
	Language	- • Hindi, English, etc	
	Currency	- • Rupee (72.28INR=\$1, 0.06INR=₩1)	
	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

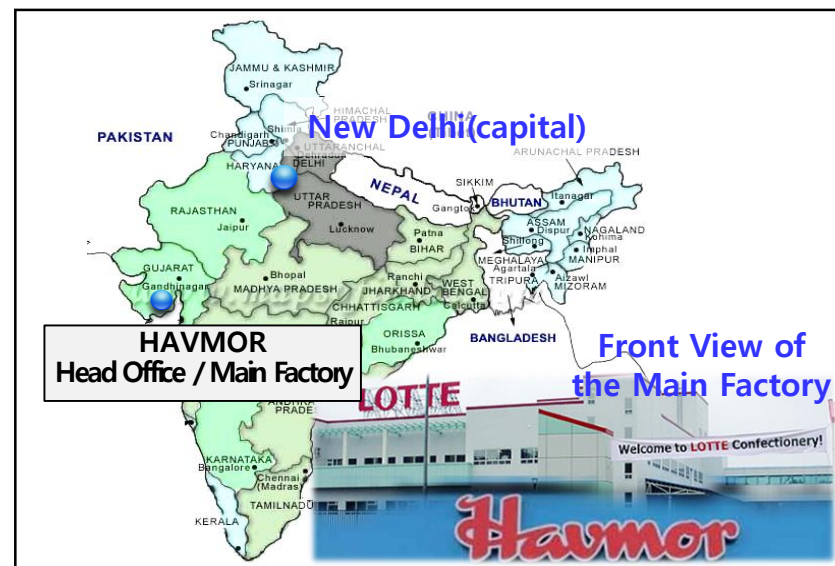


Subject	Contents	Remark
Name of Corp.	• LOTTE INDIA Co.,Ltd	Annual(19)
Website	• www.lotteindia.com	
Sales	• 69.8 billion	
Main product	• Pie(Choco-Pie), Candy(Coffee bite), Gum(Spout-for export)	
Factories(3)	• Nellikuppam, Haryana, Chennai Factory	
Date of Acquisition	• (1 <sup>st</sup> )May, 2004 / (2 <sup>nd</sup> )Aug, 2019	Sep, 2020
Number of workers	• 619	

## Summary of Country

Subject	Unit	Contents	Remark
Country	Continent	- • Asia	Sep, 2020
	Capital	- • New Delhi	
	Area	km <sup>2</sup> • 3,287,263km <sup>2</sup> (15 times of Korea)	
	Language	- • Hindi, English, etc	
	Currency	- • Rupee (7228INR=\$1, 0.06INR=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	Sep, 2020
Number of workers	• 893	

## Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Europe	Sep, 2020
	Capital	-	• Moscow	
	Area	km <sup>2</sup>	• 17million km <sup>2</sup> (170.6 times of Korea)	
	Language	-	• Russian	
	Currency	-	• Ruble (68.8RUB=\$1, 0.059RUB=₩1)	
	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 <sup>nd</sup> )May, 2018	Sep, 2020
Number of workers	• 291	

## Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Asia	Sep, 2020
	Capital	-	• Yangon	
	Area	km <sup>2</sup>	• 676,578km <sup>2</sup> (6.78 times of Korea)	
	Language	-	• Burmese	
	Currency	-	• Kyat (1477MMK=\$1, 1.2628MMK=₩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)	Sep, 2020
Factories(3)	• Factory 1 ~ 3	
Date of Acquisition	• Jan, 2019	
Number of workers	• 1,530	

## Summary of Country

Subject	Unit	Contents	Remark
Country	Continent	- • Asia	Sep, 2020
	Capital	- • Beijing	
	Area	km <sup>2</sup> • 9,597,000km <sup>2</sup> (96 times of Korea)	
	Language	- • Chinese	
	Currency	- • CNY (6.819CNY=\$1, 0.0058=₩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)	Sep, 2020
	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	Sep, 2020
	Competitors	- • Mars, Want Want, Orion	

## Status of Factory / Corporation

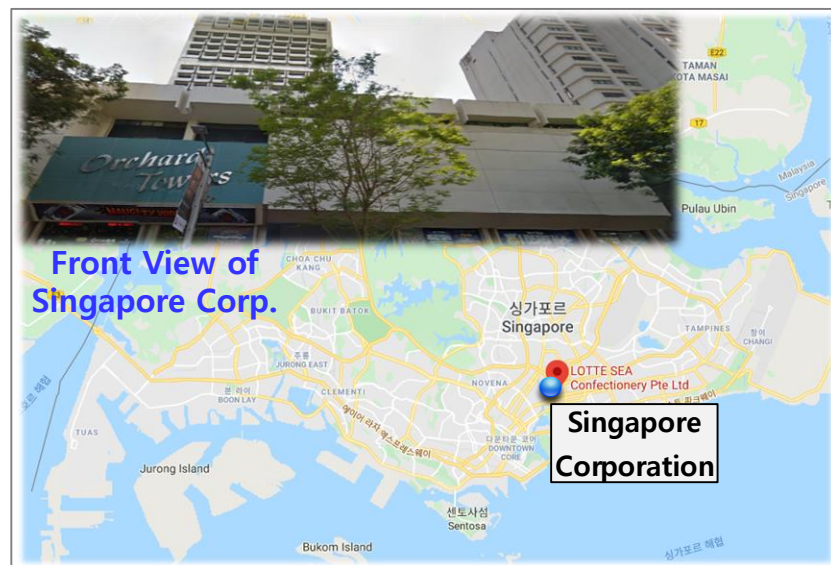


Subject	Contents	Remark
Name of Corp.	• LOTTE Qingdao Foods	Annual(19)
Website	-	
Sales	• 15.5 billion	
Main product	• Pie, Biscuit, Chocolate	
Factory(1)	• Qingdao Factory	
Date of Acquisition	• Mar, 2005	Sep, 2020
Number of workers	• 126	

## Summary of Country

	Subject	Unit	Contents	Remark
Country	Continent	-	• Asia	Sep, 2020
	Capital	-	• Singapore(City-State)	
	Area	km <sup>2</sup>	• 719.2km <sup>2</sup> (0.01 times of Korea)	
	Language	-	• Chinese, English, Malaysian	
	Currency	-	• Singapore Dollar (1.35SGD=\$1, 00012SGD=W1)	
	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 (S.E.A.) PTE. LTD.	Annual(19)
Website	• <a href="https://www.lottesea.com">https://www.lottesea.com</a>	
Sales	• 10.8 billion	
Main product	• Pie, Chocolate, Biscuit, etc	Sep, 2020
Factory(0)	• Sales Corporation	
Date of Acquisition	• May, 2011	
Number of workers	• 11	