

# Pacific Corporation 2009 Results 

PACIFIC corporation

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* As a note, it is suggested to use this material only as a reference, as it contains information and data that are subject to changes without prior notice due to uncertainties, changes in the organization structure, redefinition of accounting policies, etc., and may cause the actual results to differ from those stated or implied in this material.


## Performance Summary

With 63\% operating income growth, operating revenue increased 50\% due to the overall subsidiaries sales' growth and reduced operating expense.

## Operating Status

Financial Status


## 2009 Subsidiaries' Performance

| Cosmetic Division | AMORE PACIFIC |  | ETUDE |  | AMOS Professional |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2009 | 2008 | 2009 | 2008 | 2009 |
| Sales | 1,531,336 | 1,769,010 | 77,519 | 114,697 | 18,413 | 22,730 |
| Gloss Profit | 1,066,278 | 1,261,071 | 42,584 | 69,409 | 9,850 | 11,940 |
| \% | 70\% | 71\% | 55\% | 61\% | 53\% | 53\% |
| SG\&A* | 811,071 | 960,491 | 38,650 | 55,482 | 7,370 | 8,142 |
| Operating Profit | 255,207 | 300,580 | 3,934 | 13,928 | 2,480 | 3,798 |
| \% | 17\% | 17\% | 5\% | 12\% | 13\% | 17\% |
| Net Profit | 170,235 | 225,878 | 7,681 | 10,399 | 2,224 | 3,228 |
| \% | 11\% | 13\% | 10\% | 9\% | 12\% | 14\% |
|  |  |  |  |  | (unit: mil won) |  |
| Non-Cosmetic Division | PACIFIC PHARMA |  | PACIFIC GLAS |  | JANGWON |  |
|  | 2008 | 2009 | 2008 | 2009 | 2008 | 2009 |
| Sales | 153,379 | 163,393 | 46,232 | 50,304 | 9,371 | 8,408 |
| Gloss Profit | 80,528 | 85,433 | 4,488 | 6,248 | 2,192 | 2,416 |
| \% | 53\% | 52\% | 10\% | 12\% | 23\% | 29\% |
| SG\&A* | 68,900 | 73,240 | 3,937 | 4,142 | 1,674 | 1,764 |
| Operating Profit | 11,628 | 12,192 | 551 | 2,107 | 518 | 652 |
| \% | 8\% | 7\% | 1\% | 4\% | 6\% | 8\% |
| Net Profit | 7,023 | 9,258 | 1,245 | 1,679 | 1,904 | 1,416 |
| \% | 5\% | 6\% | 3\% | 3\% | 20\% | 17\% |

## AMOREPACIFIC

- Overall sales rose16\%. Specifically, mass retail channel' sales went up $28.6 \%$ with $10 \%$ sales growth of Door to door channel.
- Operating profit rose $18 \%$ due to the improvement of profitability in MC\&S division.
ETUDE
- Growing influx of foreign visitors thanks to the depreciation of the Korean Won and increased in "sales per store" have driven both sales and operating profit growth.


## AMOS Professional

- Market share was increased from $13.7 \%$ to $17.1 \%$ even in the slump of professional hair care market.


## PACIFIC PHARMA

- Sales and profit growth was sustained even in depressed pharmaceutical market due to the change of distribution system.
PACIFIC GLAS
- Sales and profit rose due to the increasing export to USA and cost reduction campaign.
JANGWON
- Operating profit rose due to the cost reduction campaign even though sales were declined in depressed green tea market.

[^0]
## 2009 Financial Summary

|  |  |  |  |  | (Unit: million won) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement | 2008 | 2009 | Balance Sheet | 2008. 12. 31 | 2009. 12. 31 |
| Revenue | 51,432 | 77,404 | Asset | 1,432,528 | 1,501,455 |
| Equity Income on Investment | 46,419 | 72,105 | Current Asset | 322,310 | 296,351 |
| Expenses | 8,078 | 6,670 | Liability | 105,845 | 104,894 |
| Equity Loss on Investment | 1,473 | - | Current Liability | 3,654 | 2,402 |
| SG\&A * | 4,534 | 4,560 | Non-current Liability | 102,191 | 102,492 |
| Operating Profit | 43,354 | 70,734 | Shareholder's Equity | 1,326,683 | 1,396,561 |
| Non-Operating Revenue | 19,965 | 15,063 | Capital | 44,451 | 44,451 |
| Non-Operating Expenses | 1,763 | 1,157 | Capital Surplus Capital Adjustment | 849,344 $-135,196$ | 848,820 $-134,739$ |
| Earnings <br> Before Tax | 61,557 | 84,639 | Accumulated Other Comprehensive Income | 15,694 | 16,526 |
| Net Profit | 70,805 | 81,208 | Retained Earnings | 552,391 | 621,501 |

[^1]
[^0]:    * SG\&A: Selling, General and Administrative cost

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