

# Pacific Corporation 2009 Results

PACIFIC CORPORATION

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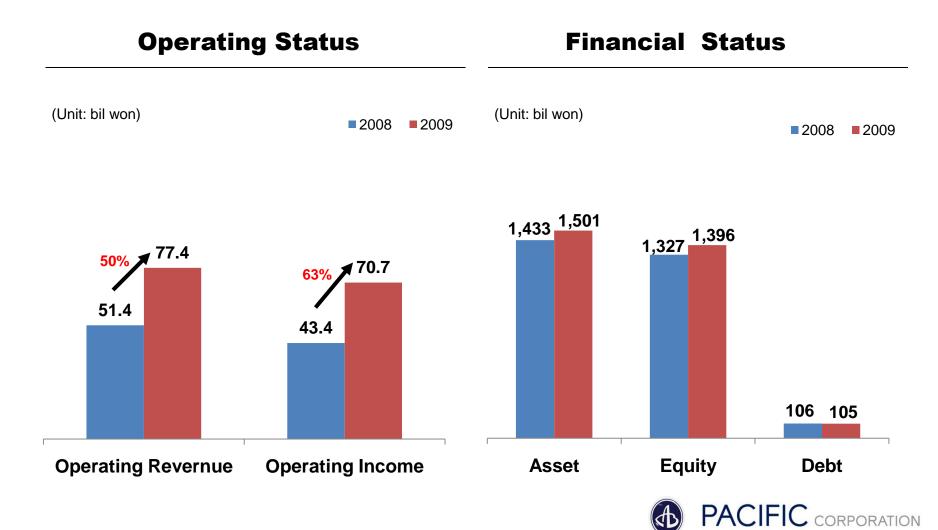
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<sup>\*</sup> As a note, it is suggested to use this material only as a reference, as it contains information and data that are subject to changes without prior notice due to uncertainties, changes in the organization structure, redefinition of accounting 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.



## 2009 Subsidiaries' Performance

	won)	

Cosmetic Division	AMORE PACIFIC		ETUDE		<b>AMOS Professional</b>	
Cosmetic Division	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)

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Non-Cosmetic	PACIFIC PHARMA		PACIFIC GLAS		JANGWON	
Division	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%

<sup>\*</sup> SG&A: Selling, General and Administrative cost

#### on) 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.



# **2009 Financial Summary**

(Unit: million won)

Income Statement	2008	2009
Revenue	51,432	77,404
Equity Income on Investment	46,419	72,105
Expenses	8,078	6,670
Equity Loss on Investment	1,473	-
SG&A*	4,534	4,560
Operating Profit	43,354	70,734
Non-Operating Revenue	19,965	15,063
Non-Operating Expenses	1,763	1,157
Earnings Before Tax	61,557	84,639
Net Profit	70,805	81,208

Balance Sheet	2008. 12. 31	2009. 12. 31
Asset	1,432,528	1,501,455
Current Asset	322,310	296,351
Non-current Asset	1,110,218	1,205,104
Liability	105,845	104,894
Current Liability	3,654	2,402
Non-current Liability	102,191	102,492
Shareholder's Equity	1,326,683	1,396,561
Capital	44,451	44,451
Capital Surplus	849,344	848,820
Capital Adjustment	-135,196	-134,739
Accumulated Other Comprehensive Income	15,694	16,526
Retained Earnings	552,391	621,501



<sup>\*</sup> SG&A: Selling, General and Administrative cost