



2Q. 2020

ORION Holdings : www.oriongroup.co.kr

ORION : www.orionworld.com

Ticker 001800KS

Ticker 271560KS

Current Market Situation of Orion

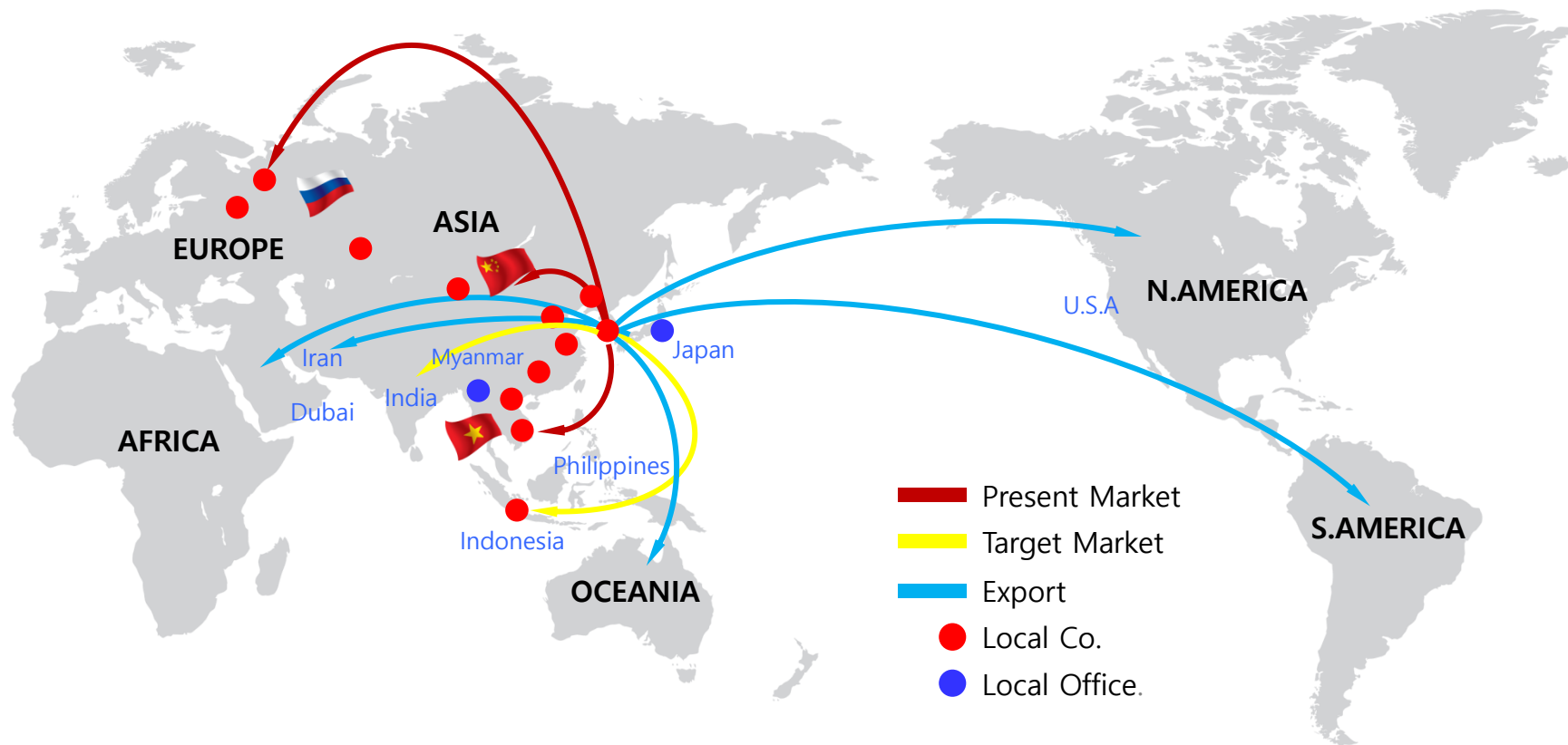
Financial Highlights

Orion Headquarter Korea

Global Orion (China, Vietnam, Russia)

Expansion around the Globe for the Global F&B Player

Current Market
Situation of Orion



KOREA	CHINA	VIETNAM	RUSSIA	INDONESIA
Orion Corp. (Parent Company)	Pan Orion Corp. (Holding Company)	OFV (Orion Food Vina)	OIE (Orion International Euro)	Delfi-Orion
Orion & NH (Joint Venture Company)	OFC (Orion Food Co. Beijing)			
	OFS (Orion Food Shanghai)			
Orion Japan Branch	OFG (Orion Food Guangzhou)			
	OFSY(Orion Food Shenyang)			
				INDIA
				Orion
				Nutritionals

Current Market Situation of Orion

Financial Highlights

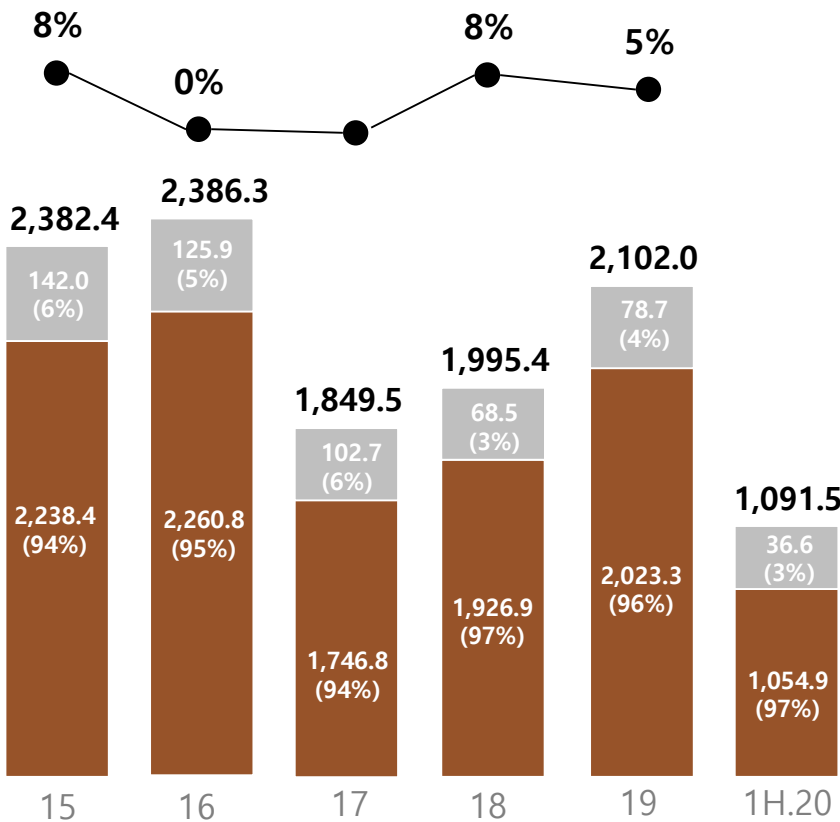
Orion Headquarter Korea

Global Orion (China, Vietnam, Russia)

Concentration on Orion's strong points

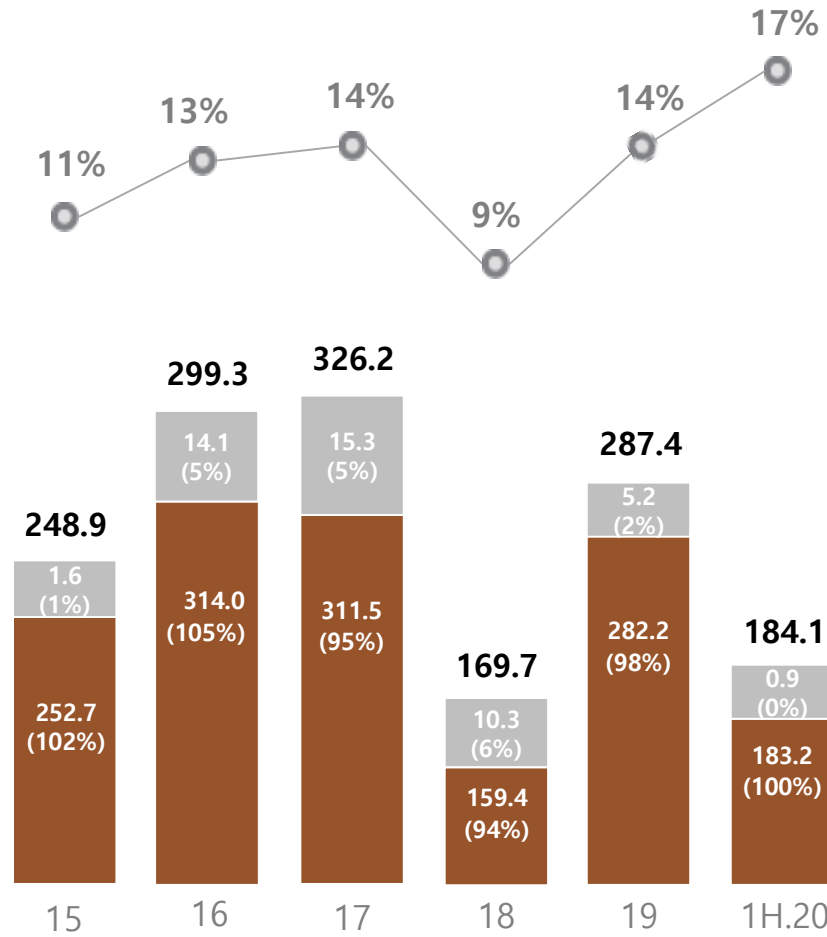
Group Revenue Trend

■ Entertainment ● Growth (yoy) (Unit : Wbn)
■ Confectionery
(Based on K-IFRS)
✓ Amended Revenue Recognition from '17



Group EBIT Trend

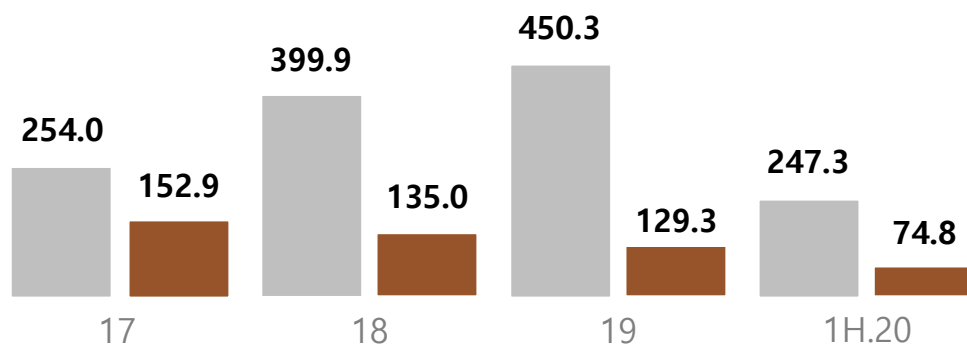
○ EBIT margin



Key financial ratio (ORION)

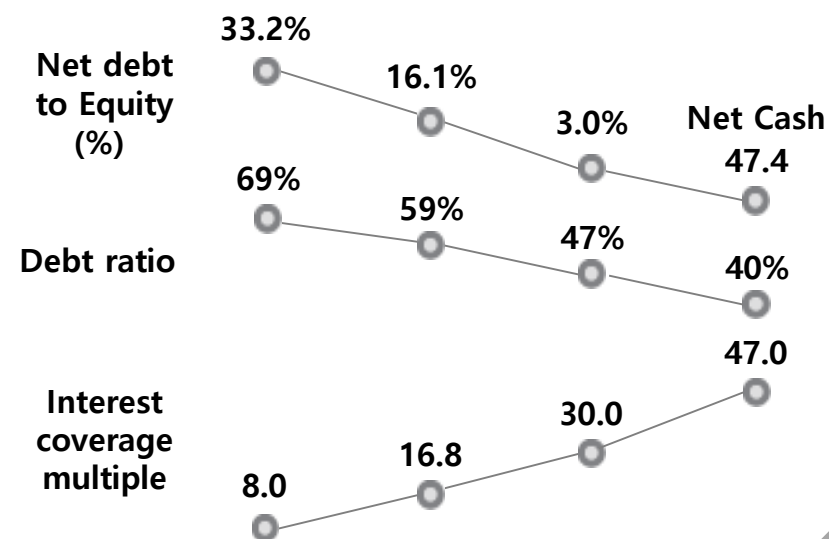
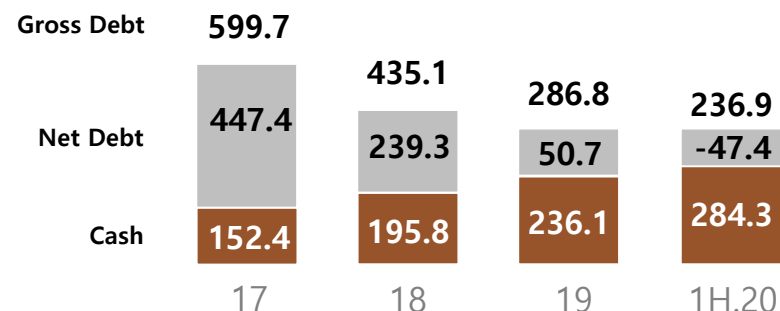
EBITDA & CAPEX

EBITDA
CAPEX
(Unit : Wbn)



		2017	2018	2019	1H.2020
Korea	EBITDA	113.6	131.2	147.8	79.9
	CAPEX	64.2	61.9	43.4	19.5
China	EBITDA	72.0	210.2	224.3	123.8
	CAPEX	58.4	33.2	45.4	16.9
Vietnam	EBITDA	43.2	51.1	60.8	33.0
	CAPEX	16.9	36.9	22.7	29.1
Russia	EBITDA	17.0	11.7	17.0	9.5
	CAPEX	13.5	3.0	8.7	2.3

Net Debt to Equity



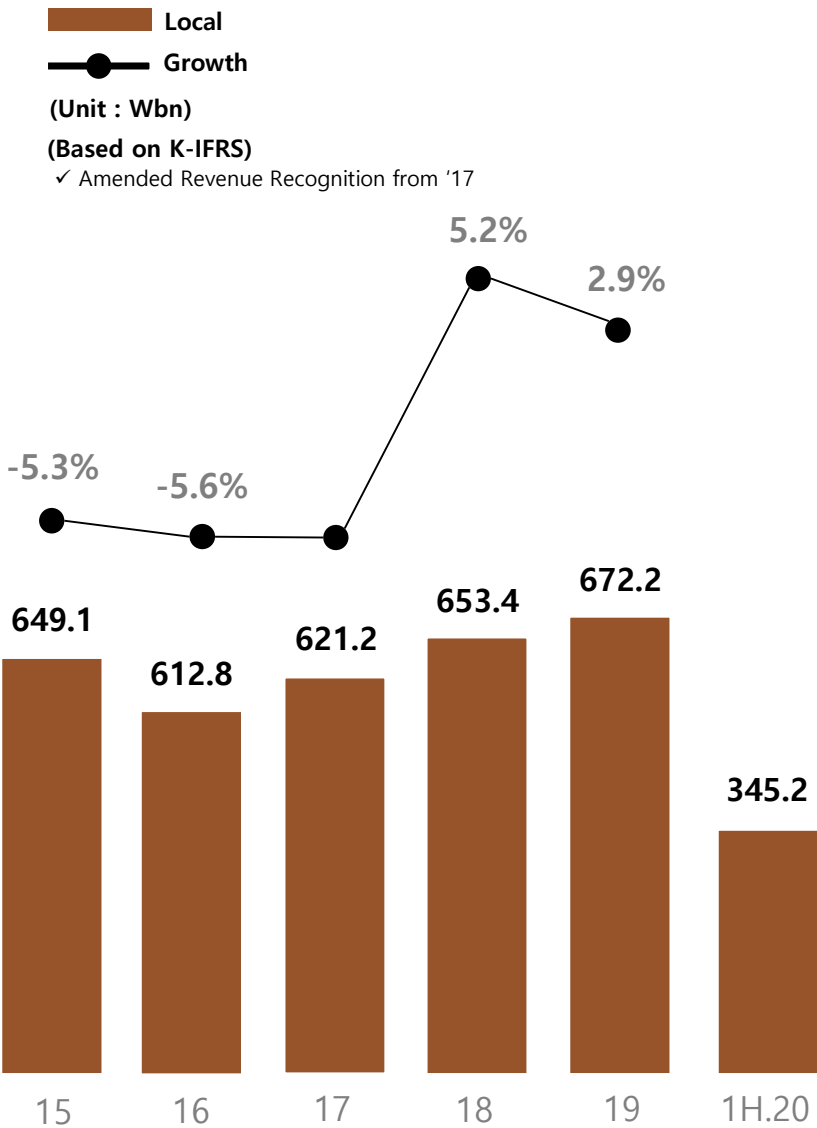
Current Market Situation of Orion

Financial Highlights

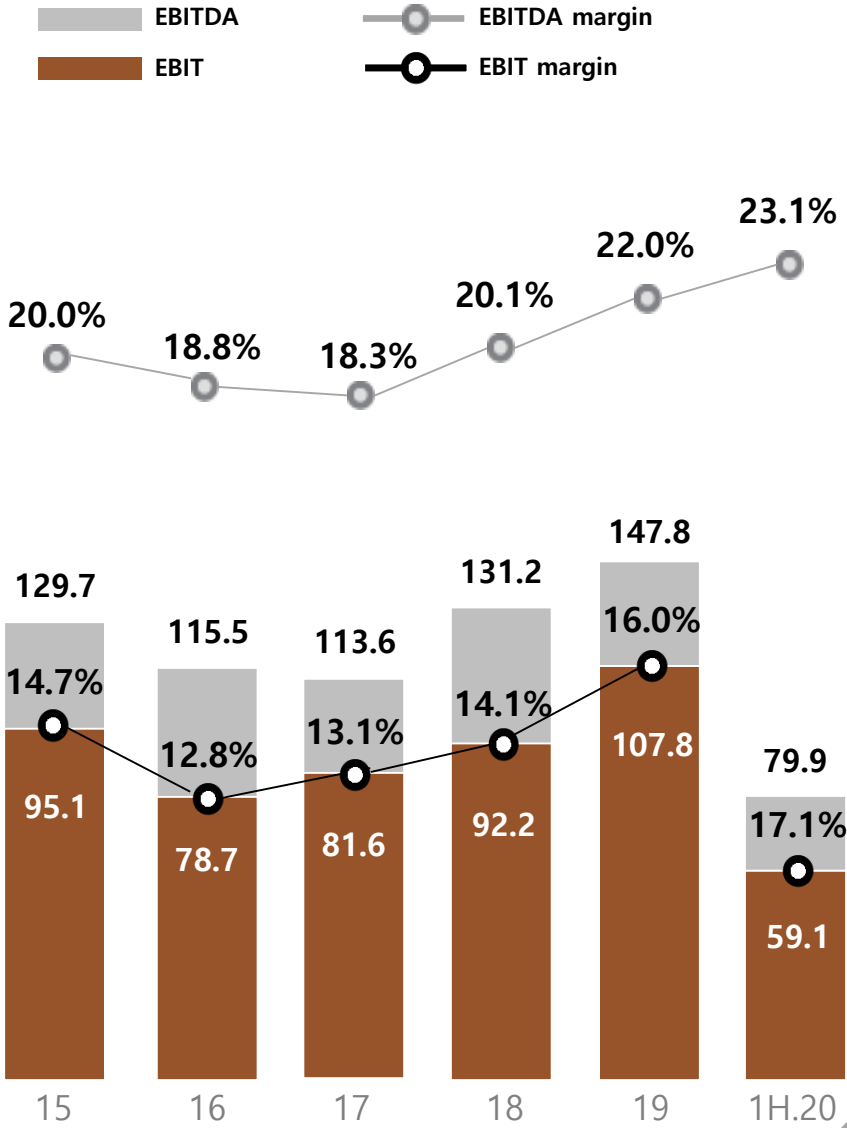
Orion Headquarter Korea

Global Orion (China, Vietnam, Russia)

Sales Trend



Profit Trend



Relentless Innovation (6 steps)

1st Step



Olive Oil
(Swedish AAK with R&D)

Trans Fat 0%

2nd Step



Sunflower
Seed Oil

Saturated Fat Acid
Reducing Project

3rd Step



Bean Oil No
Toluene

Green Package
Project

4th Step



CFP Balance
(Carbohydrate, Fat, Protein)

DR.YOU
Project

5th Step



0% Synthetic
Additive

Market O
Project

HEALTH



NUTRITION



WELLNESS

6th Step

Smart Package
Project

1st
Reduce
Package
Size



2nd
Increase
Volume



3rd
Green
Package
II

Current Market Situation of Orion

Financial Highlights

Orion Headquarter Korea

Global Orion (China, Vietnam, Russia)

Global Orion's Unraveling Jewel (Overseas)

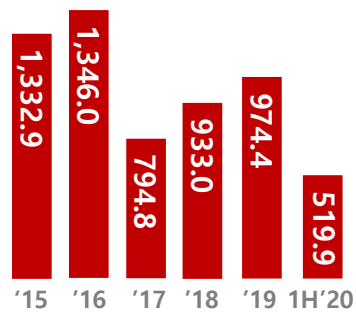
Global Orion (China, Vietnam, Russia)



China Pan Orion (China Holding Co.)

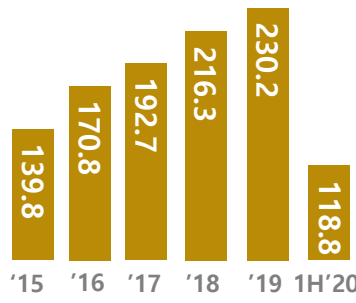
- OFC (Orion Food Co. Beijing)
- OFS (Orion Food Co. Shanghai)
- OFG (Orion Food Co. Guangzhou)
- OFSY (Orion Food Co. Shenyang)
- OBC (Orion Food Co. Bei Tun)

China Sales Trend



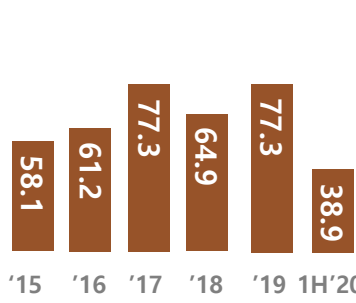
Vietnam OFV (Orion Food Vietnam) Hanoi, Ho chi minh

Vietnam Sales Trend

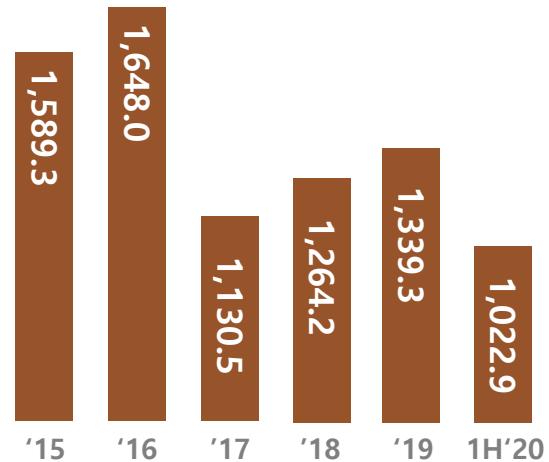


Russia OIE (Orion International Euro, Moscow)

Russia Sales Trend



Overseas
Total (Wbn)

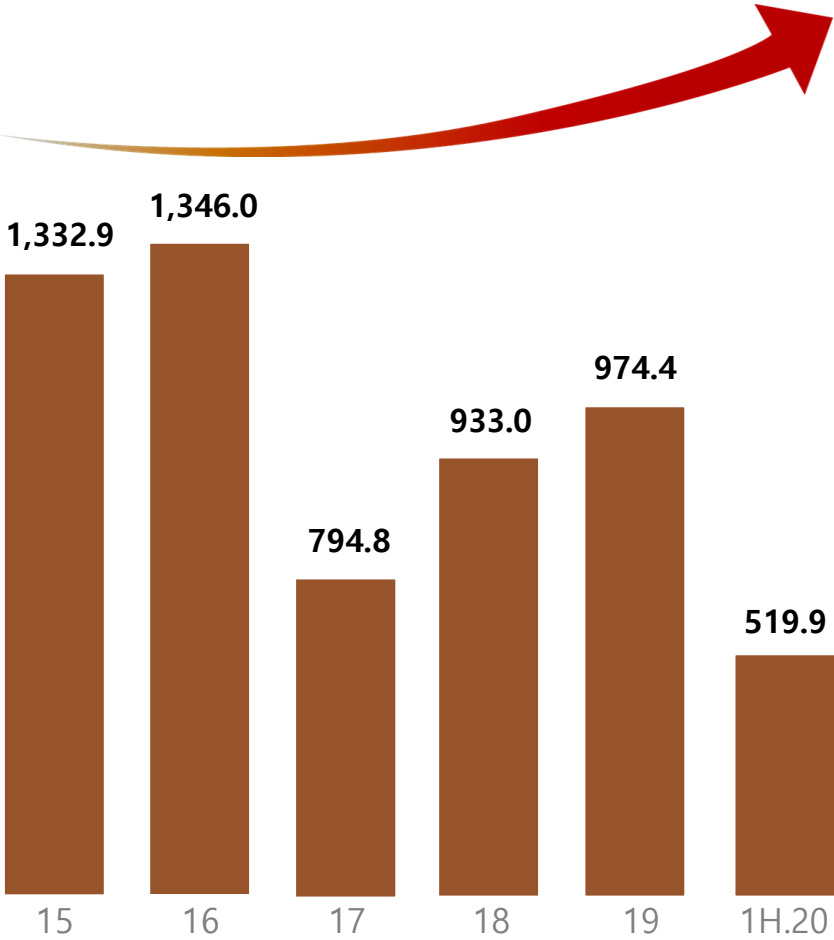


(Based on K-IFRS)
✓ Amended Revenue Recognition from '17

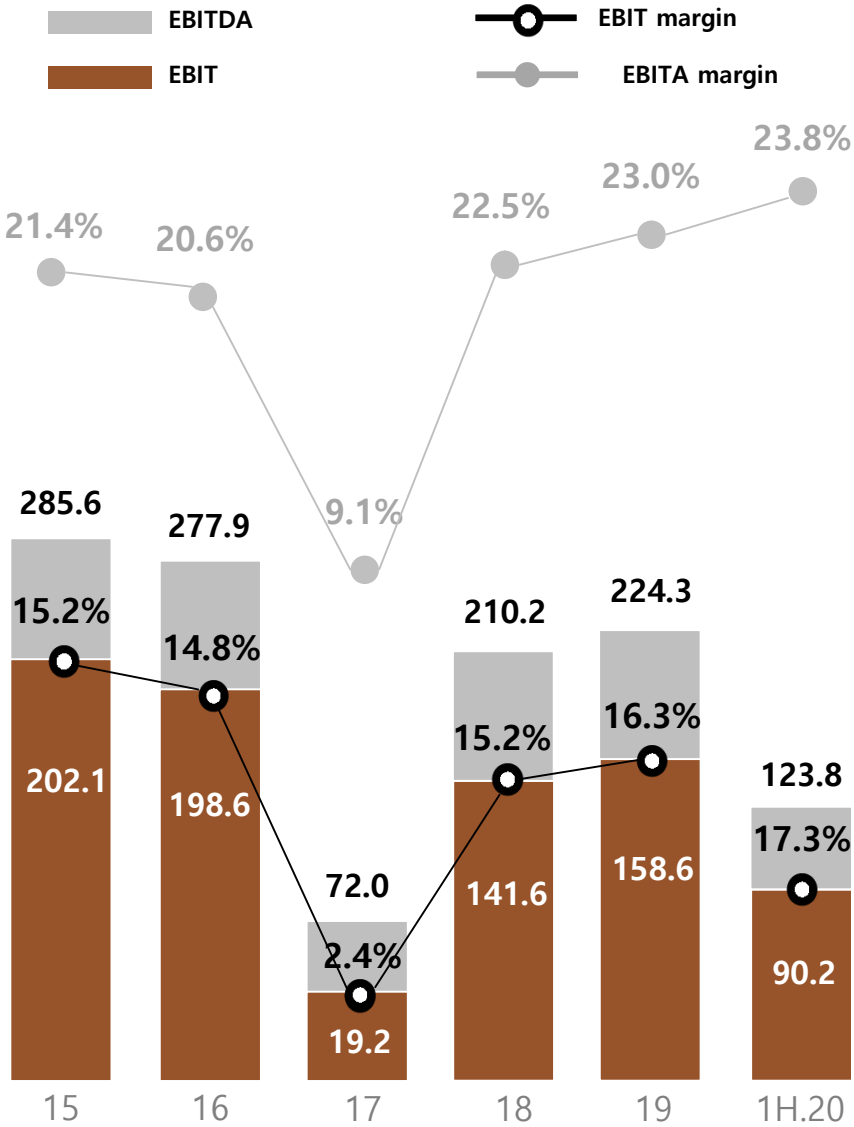
1. China - Changing crisis into New Opportunity

Sales Trend

Local
(Unit : Wbn)
(Based on K-IFRS)
✓ Amended Revenue Recognition from '17

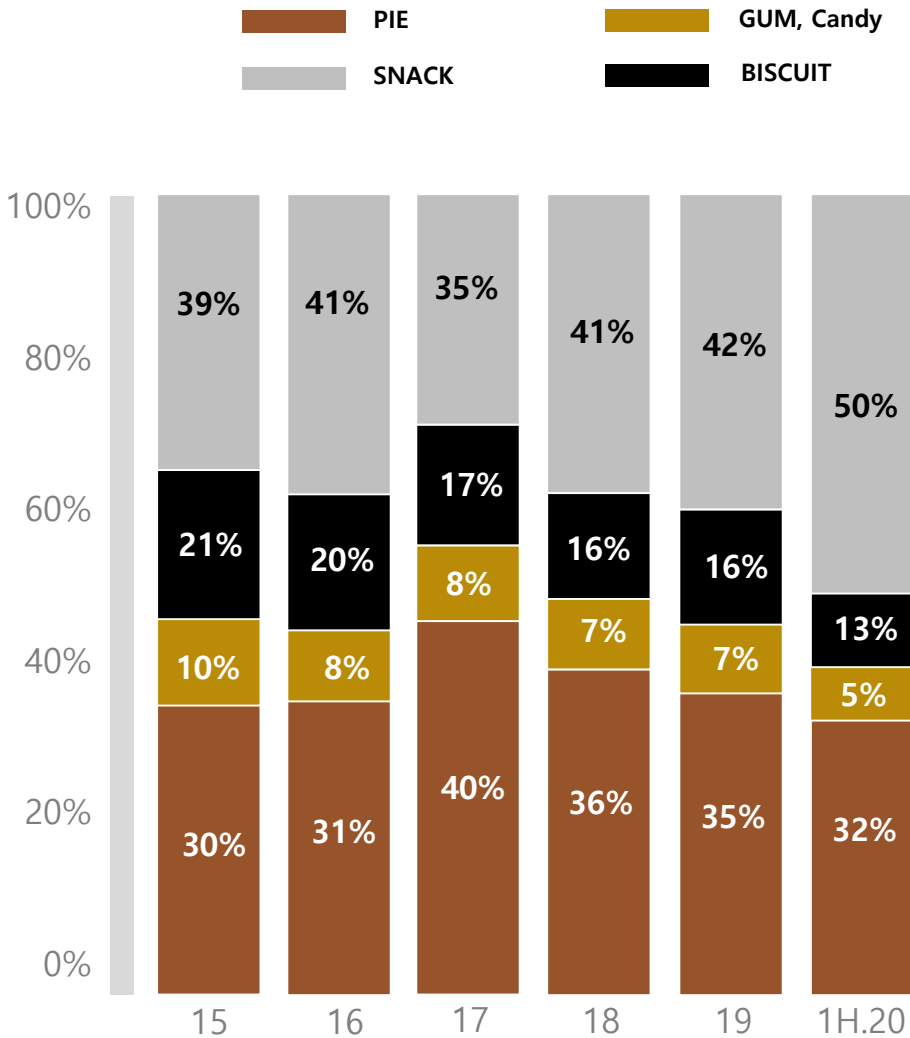


Profit Trend



1. China - Expanding Unique & Strong Brand Portfolio

Sales Break down



Product Mix

Pie

Unbreakable market leadership with Choco Pie



Gum & Candy

Another opportunity segment



Biscuit

Based on unique products



Snack

Competitive edge in chip market



2. Vietnam - Hub Market for South-East Asia

Global Orion
(China, Vietnam, Russia)

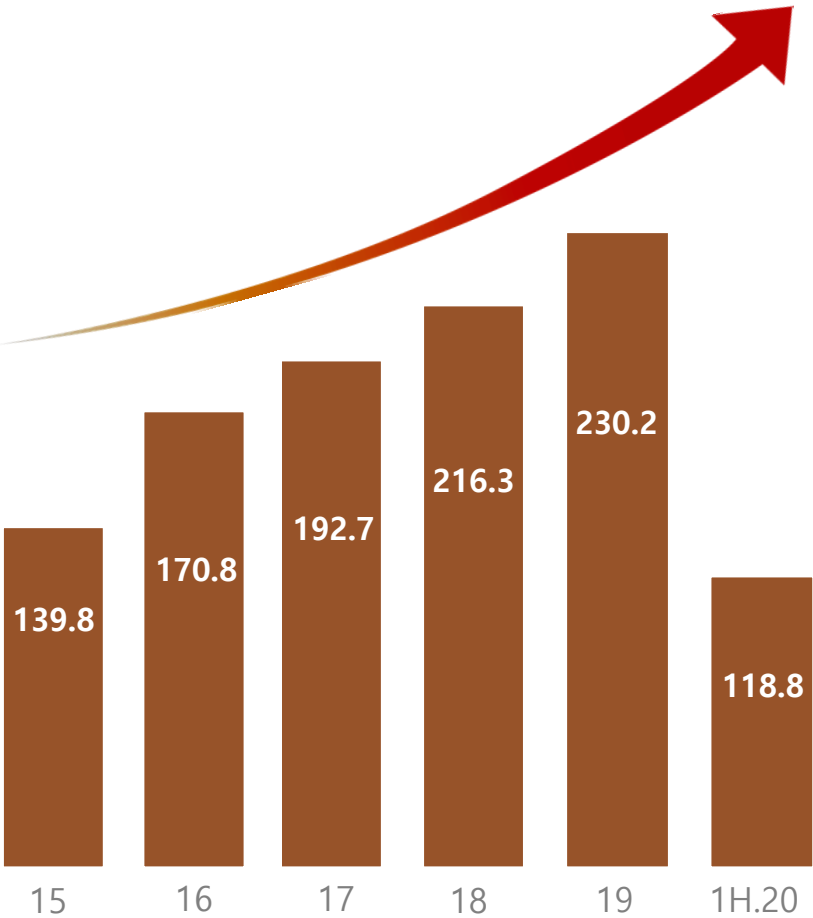
Sales Trend

Local

(Unit : Wbn)

(Based on K-IFRS)

✓ Amended Revenue Recognition from '17



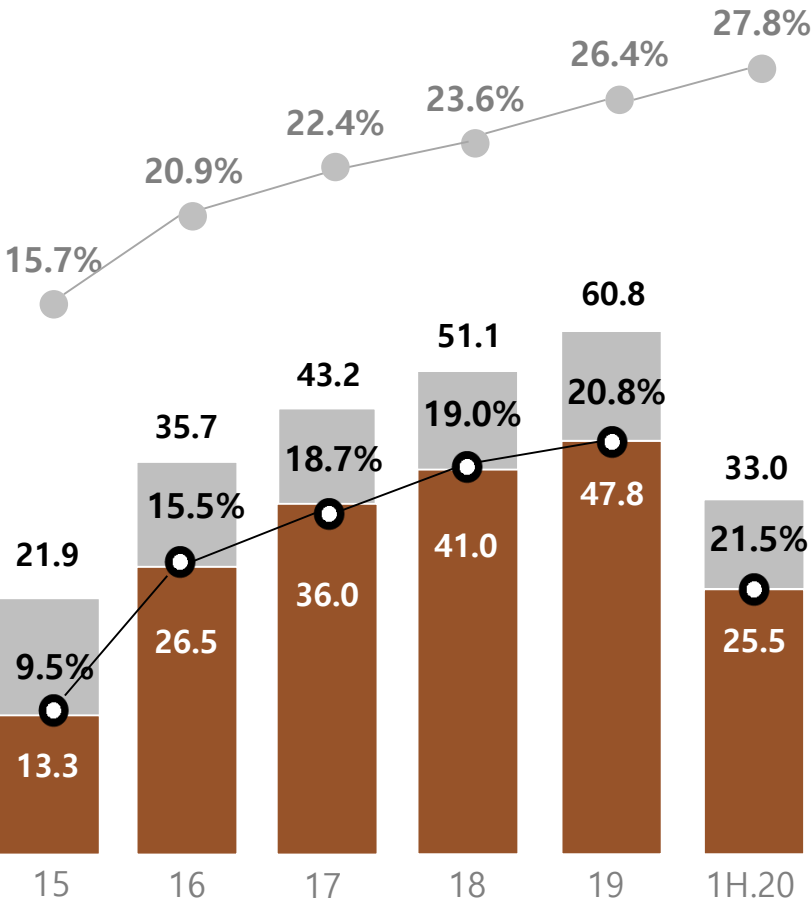
Profit Trend

EBITDA

EBIT

EBITDA margin

EBIT margin

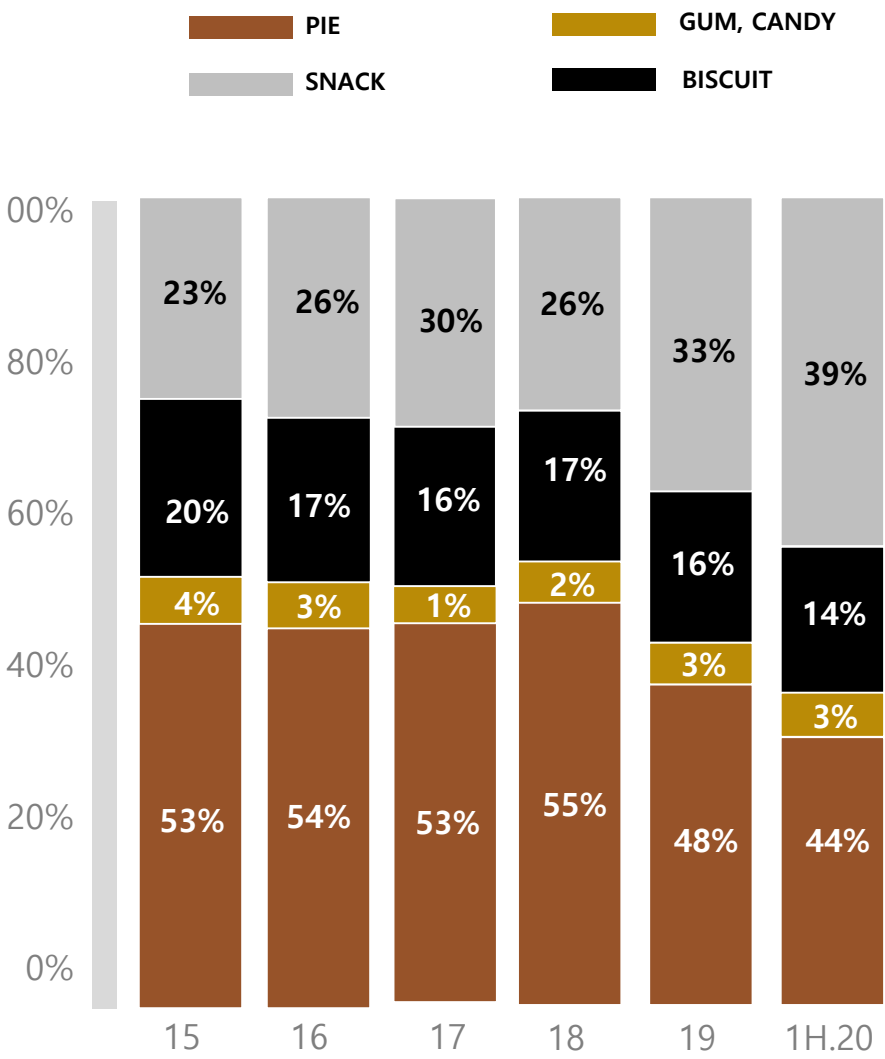


2. Vietnam - Increasing Brand Power

Global Orion
(China, Vietnam, Russia)

Sales Break down

Product Mix



Pie



Gum



Biscuit



Snack



3. Russia - Special Position in Western Market

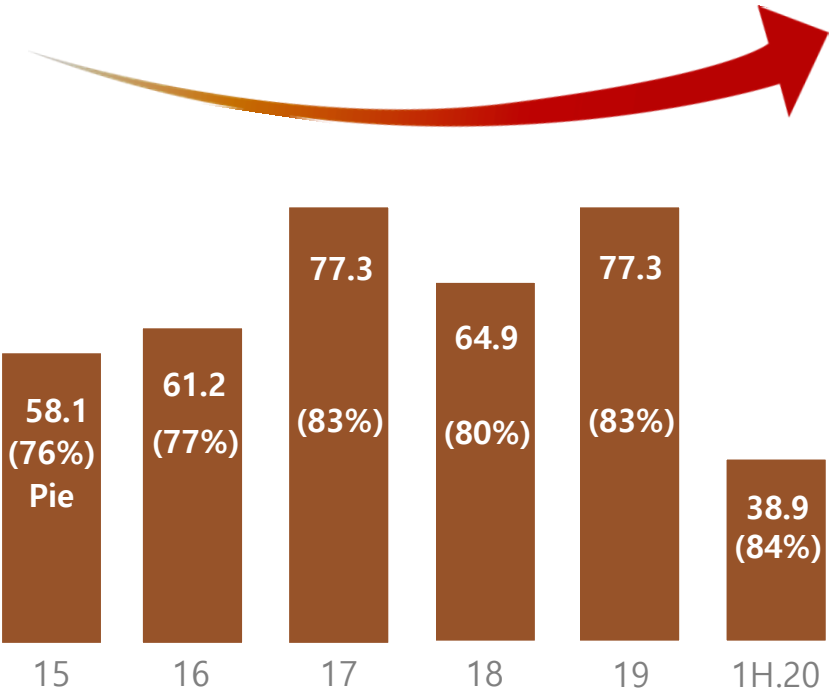
Sales & Profit Trend

Local

(Unit : Wbn)

(Based on K-IFRS)

✓ Amended Revenue Recognition from '17



Profit Trend

EBITDA

EBIT

EBITDA margin

EBIT margin

