



Investor Relations

April 2018

Disclaimer

All information regarding management performance and financial results of Jeil Holdings (the “Company”) during the 4th quarter of 2017 as contained herein has been prepared on a consolidated basis in accordance with International Financial Reporting Standards (“IFRS”).

Please note that as the forward-looking statements contained herein are based on the current market situation and the Company’s management direction, they are subject to change according to the changes in future market environment and business strategy.

The information contained herein should not be utilized for any legal purposes in regards to investors’ investment results. The Company hereby expressly disclaims any and all liability for any loss or damage resulting from the investors’ reliance on the information contained herein.

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Chapter 01 **Company Overview**

Company Overview

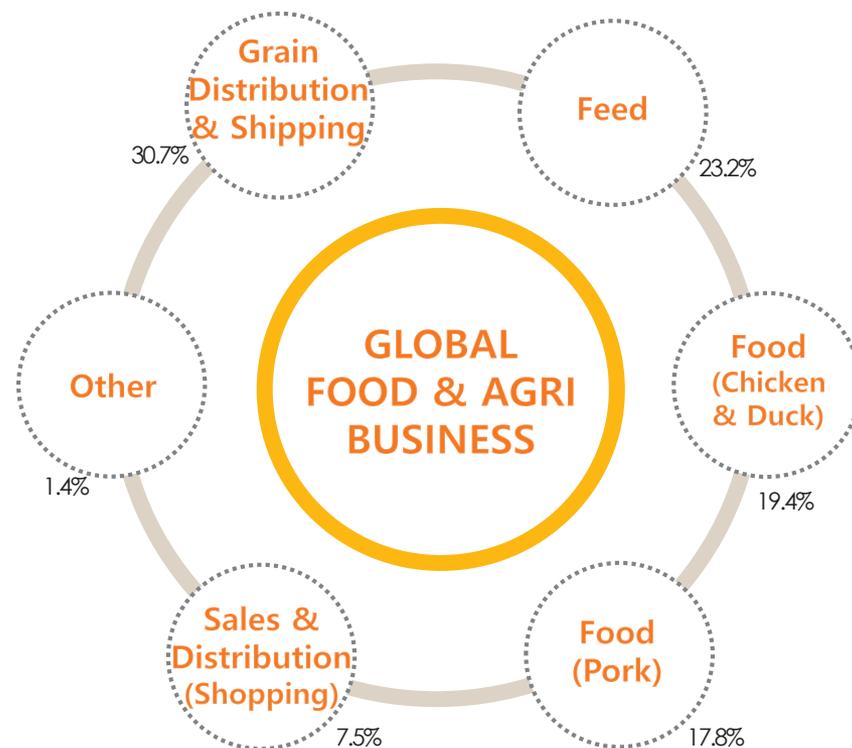
○ Company Profile

As of Dec. 31, 2017

Name	JEIL HOLDINGS CO., LTD.
CEO	Dong-Ki, Min
Established	April 1, 1950 (January, 2011 – Division of Investment and Operations)
Listed	June 30, 2017(KOSDAQ)
Equity	7 Billion KRW
Employees	13
Major Function	Non-financial holding company (Subsidiary Management Consulting)
Address	1F Kumkang building, 228 Gobong-ro, Iksan-si, Jeollabuk-do, Korea
Affiliates	83 (Harim Corporation, Sunjin, Farmsco, Pan Ocean, Jeil Feed, Harim Holdings, etc.)
Overseas	36 (China, U.S., Vietnam, Philippines, etc.)
Home Page	www.jeilholdings.co.kr

Type		No. of Shares	Stake
Largest Shareholder & Affiliate Persons	Kim, Hong Kuk	21,032,750	29.74%
	Korea Investment	18,696,300	26.44%
	Orpum & 9 others	7,306,430	10.33%
Total		47,027,600	66.51%
Listing Share in Total		70,718,000	

○ Major Affiliates

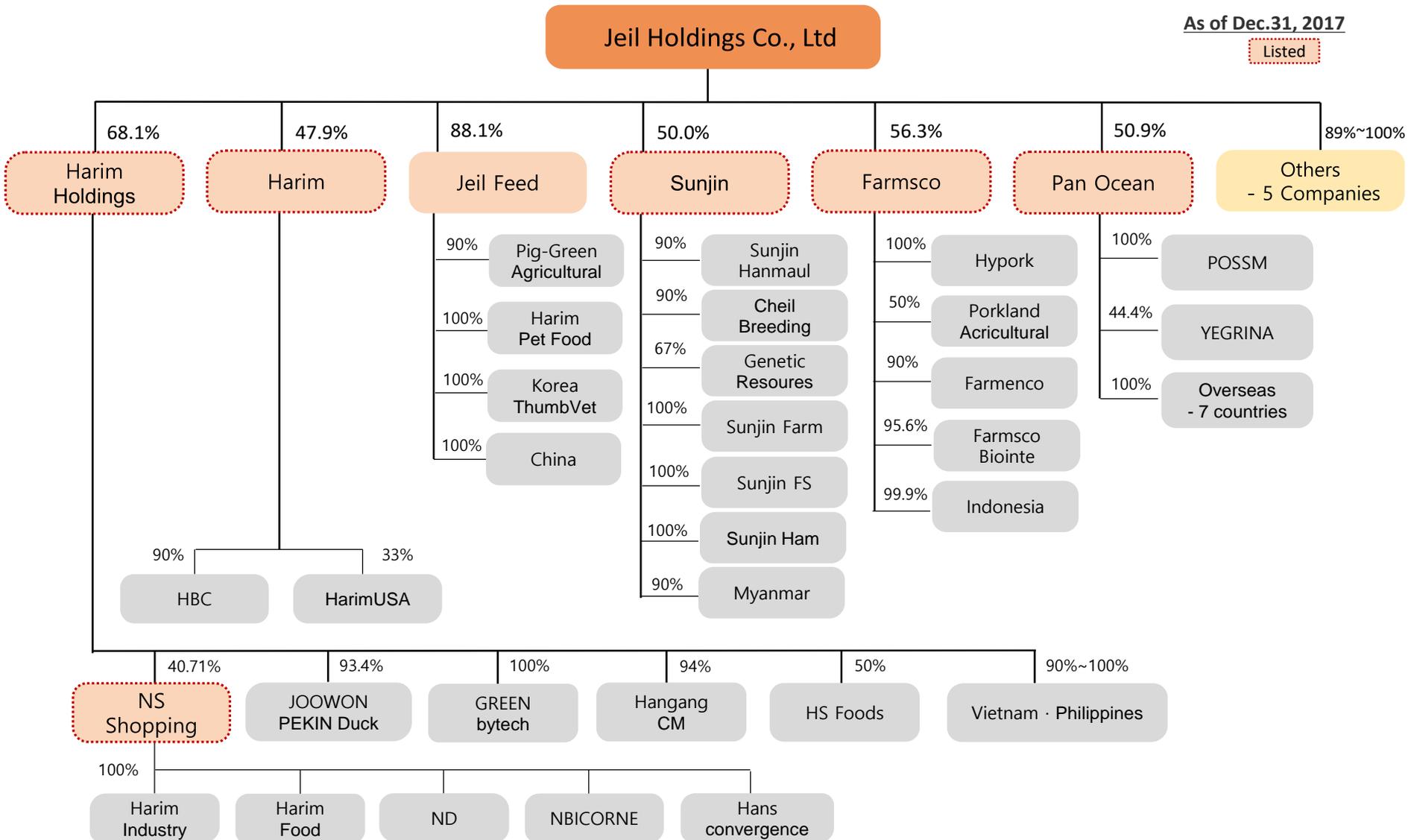


* 2017 K-IFRS Consolidated, Revenue Breakdown

Company Overview

As of Dec.31, 2017

Listed

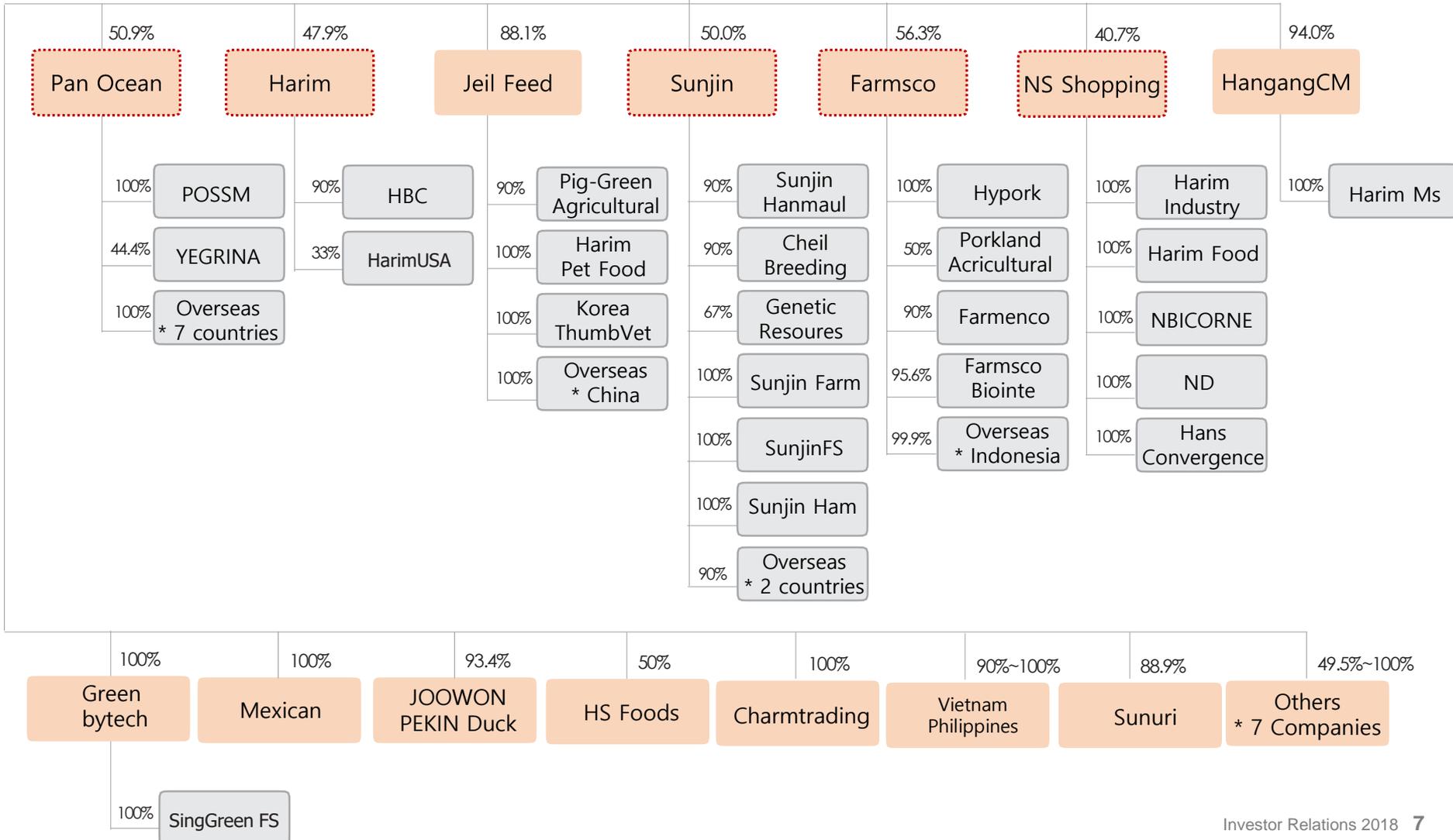


Company Overview

Harim Holdings Co., Ltd

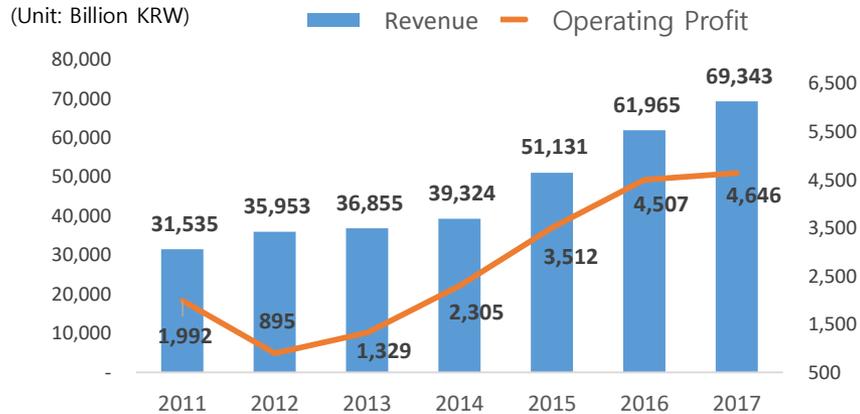
As of July 1, 2018(after merger)

Listed



Company Overview

○ Financial Summary

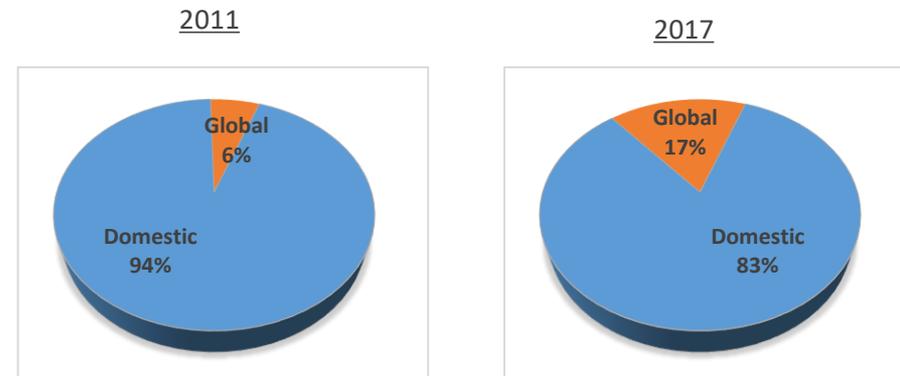


Note: K-IFRS Consolidated

- Company(Jeil Holdings) have reached Sales revenue CAGR of 14% and operating profit CAGR of 15.2% by transitioning to a holding company with five focused core business portfolios.
- Assets increased 258%(Current - KRW 7 trillion) over the past six years from year 2011 - 2017.
- Sales increased 220%(KRW 6.9 trillion) over the same period

● Business Diversification & Globalization

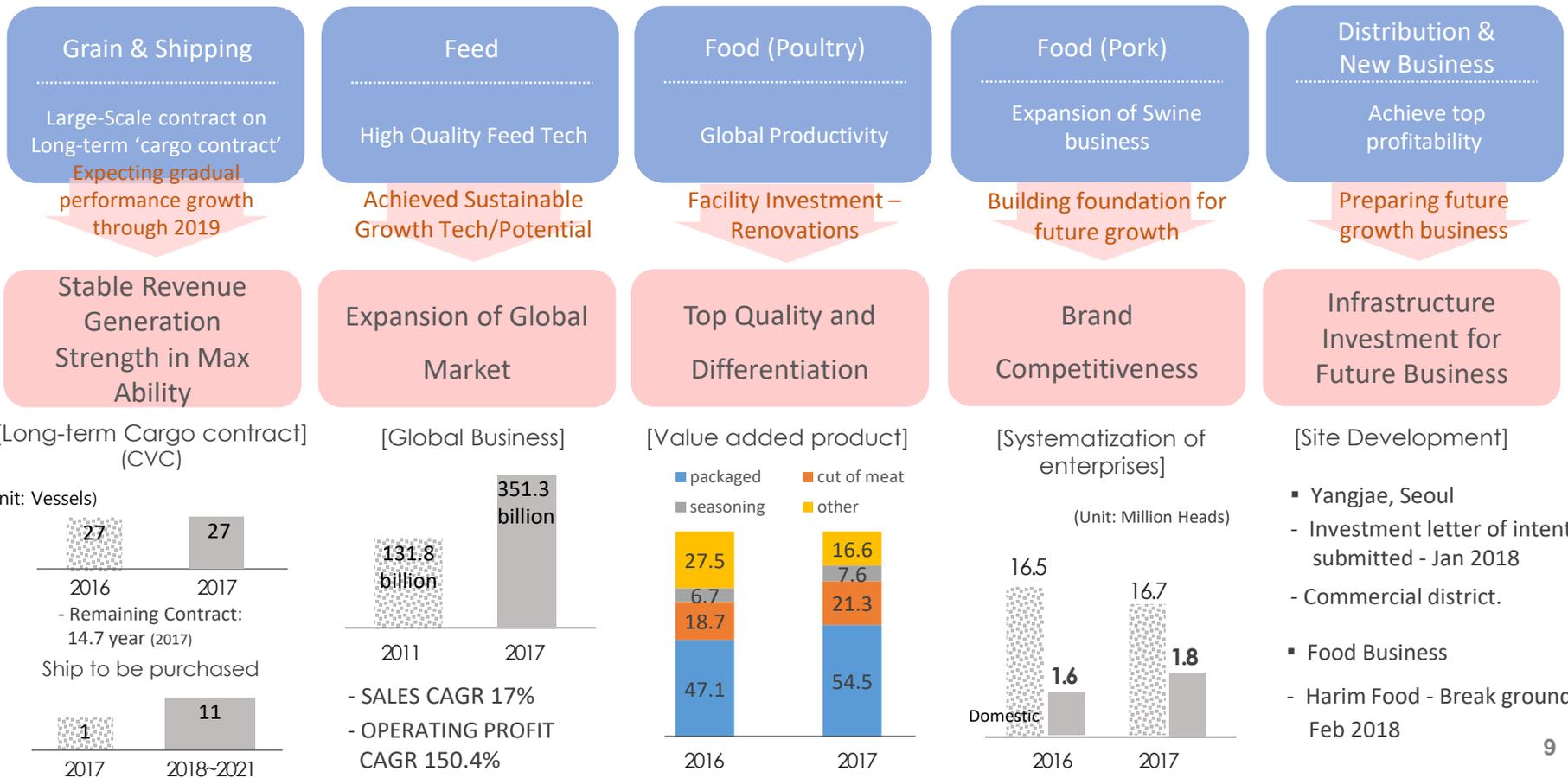
- Expansion of business portfolio in Grain / Shipping / Distribution based on leading business of domestic Feed / Poultry / Swine and etc.
- Continuous growth in global revenue from 6.6% in 2011 to 16.7% in 2017
- Achieved global competitiveness based on improvement of productivity in food business (Poultry & Swine)



Company Overview

○ Business Summary

- Achieved business competitiveness by concentrating in core businesses and developing new promising businesses.
 - Maximize future business growth



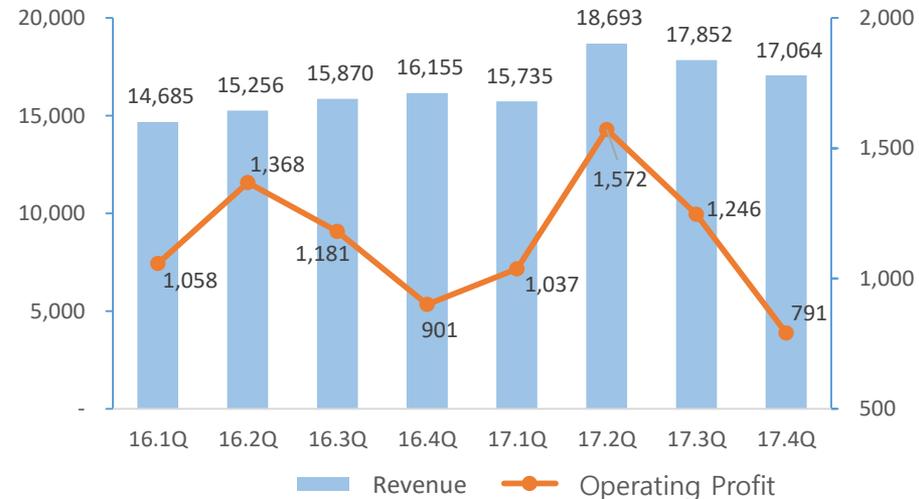
Chapter 02 **4Q 17 Earnings Review**

4Q 17 Earnings Review

○ Financial Highlights

(Unit: Billion KRW)

	16.1Q	16.2Q	16.3Q	16.4Q	17.1Q	17.2Q	17.3Q	17.4Q
Revenue	14,685	15,256	15,870	16,155	15,735	18,693	17,852	17,064
Operating Profit	1,058	1,368	1,181	901	1,037	1,572	1,246	791
(%)	7.20%	8.97%	7.44%	5.58%	6.59%	8.41%	6.98%	4.64%



- Revenue KRW 1.706 trillion(YoY +5.6%), Operating Profit KRW 79.1 billion(YoY -12.2%)
 - Freight(Pan Ocean) - Driving top-line growth by maintaining high performance
 - Foods(Poultry, Swine) - Profit dropped by oversupply and lower market demand
 - Feeds(Sunjin, Farmsco, Jeil Feed) Cost competitiveness increased due to low grain price, but profitability temporarily declined due to increased marketing investment
 - Sales Distribution(NS Shopping) – Secured stable profitability in home shopping business and invested in food business and logistics complexes for future growth
- Stabilizing business plans and strengthening market competitiveness
 - Build a strong business structure of Revenue – Growth – Market Power
 - Establish fully integrated operations in Foods sector and produce high value added products, Strengthening profitability-based sales activities in the prospering shipping Market

4Q 17 Earnings Review

○ 4Q Performance by Division

● Revenue

(Unit: Billion KRW)

	16.4Q	17.3Q	17.4Q	YoY	QoQ
Transport (Grain)	5,127	5,838	5,970	16.4%	2.3%
Feed	4,409	4,466	4,640	5.2%	3.9%
Food	6,389	7,538	6,379	-0.2%	-15.4%
Chicken-Duck	3,253	3,864	3,309	1.7%	-14.4%
Pork	3,137	3,674	3,070	-2.1%	-16.5%
Distribution (Shopping)	1,436	1,423	1,477	2.8%	3.8%
Consolidated^(*)	16,157	17,852	17,064	5.6%	-4.4%
Internal Transaction	-1,304	-1,770	-1,755		

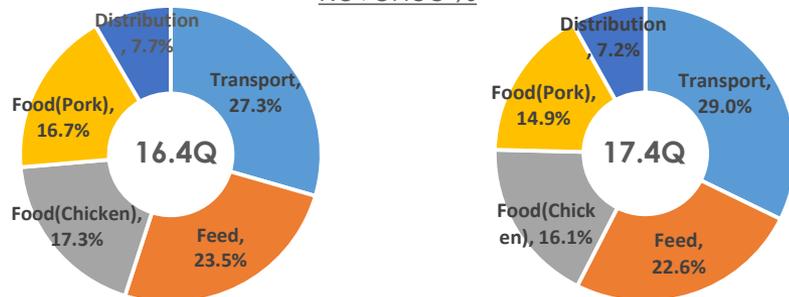
● Operating Profit

(Unit: Billion KRW)

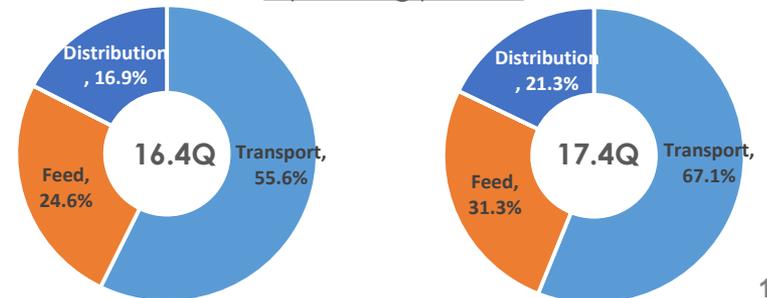
	16.4Q	17.3Q	17.4Q	YoY	QoQ
Transport (Grain)	501	522	531	6.0%	1.7%
Feed	221	273	248	12.0%	-9.3%
Food	-112	85	-217	94.1%	-355.9%
Chicken-Duck	-106	20	-86	-19.4%	-535.6%
Pork	-6	65	-132	2113.1%	-301.9%
Distribution (Shopping)	152	268	169	10.9%	-37.0%
Consolidated^(*)	901	1,246	791	-12.2%	-36.8%
Internal Transaction	121	100	63		

(*) After the elimination of internal transactions

Revenue %



Operating profit %



4Q 17 Earnings Review

○ Performance by Division

● Revenue

(Unit: Billion KRW)

	2014	2015	2016	2017	YoY
Transport (Grain)	-	10,038	18,740	23,362	24.7%
Feed	16,356	16,710	17,333	17,651	1.8%
Food	22,659	23,808	25,901	28,319	9.3%
Chicken·Duck	11,999	13,322	14,129	14,745	4.4%
Pork	10,660	10,486	11,773	13,573	15.3%
Distribution (Shopping)	4,657	4,789	5,220	5,710	9.4%
Other	1,105	496	413	1,038	151.6%
Consolidated^(*)	39,324	51,131	61,965	69,343	11.9%
Internal Transaction	-5,453	-4,710	-5,642	-6,737	

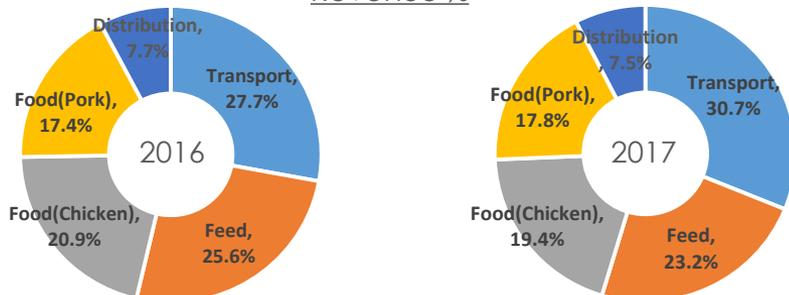
● Operating Profit

(Unit: Billion KRW)

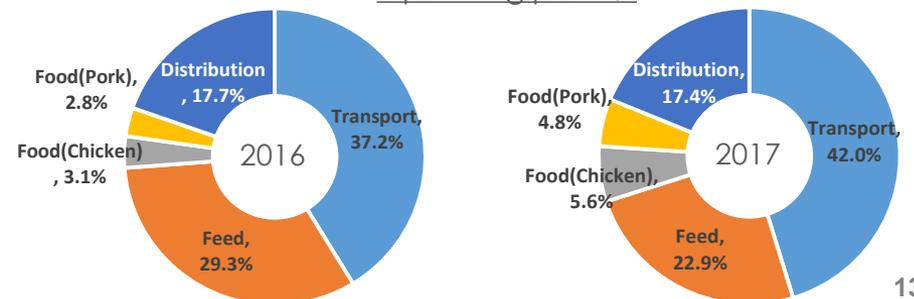
	2014	2015	2016	2017	YoY
Transport (Grain)	-	1,167	1,679	1,950	16.2%
Feed	926	1,150	1,321	1,062	-19.6%
Food	365	283	270	481	78.3%
Chicken·Duck	146	215	142	261	83.8%
Pork	219	68	128	221	72.6%
Distribution (Shopping)	926	913	797	807	1.2%
Other	596	-45	12	1	-93.9%
Consolidated^(*)	2,305	3,512	4,507	4,646	3.1%
Internal Transaction	-508	44	428	344	

(*) After the elimination of internal transactions

Revenue %



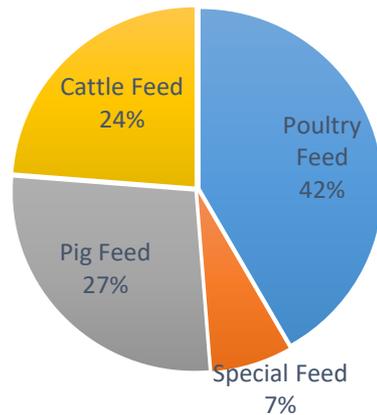
Operating profit %



4Q 17 Earnings Review

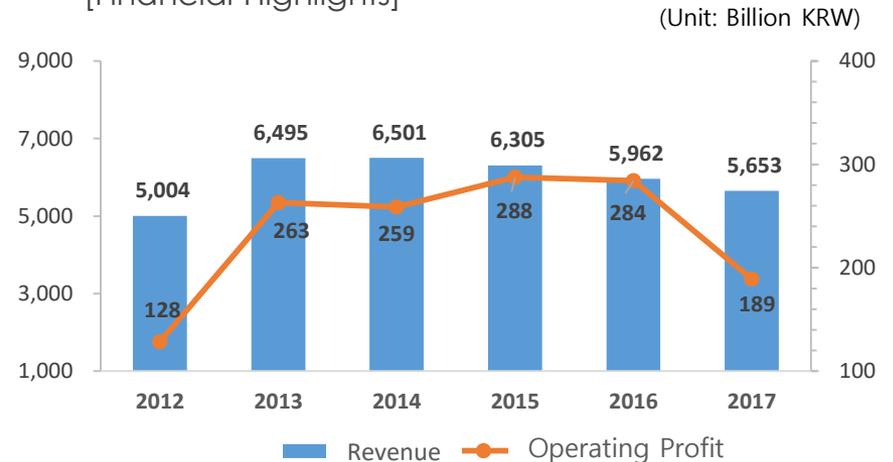
○ Unlisted Subsidiary _ Jeil Feed

[Business Overview]



* 2017 Sales Portion(domestics)

[Financial Highlights]



- Revenue – 565.3 Billion(YoY -5.2%), Operating Profit -18.9 Billion(YoY -33.4%)
 - Decline in operating profit due to bad market condition and aggressive marketing projects in 2017
- Business Portfolio Stabilization; Animal Medications, Harim Pet Food
 - Expecting base effect due to poor feed performance of breeder hens in 2017
 - Secured promising business infrastructure by increased breeder farms
 - Harim Pet Food; Formed detailed product segmentation and expansion of entry market

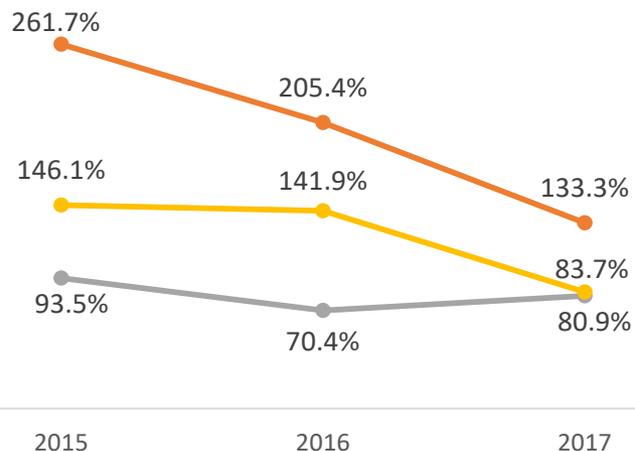
(Unit: Billion KRW)

B/S	2016	2017	P/L	2016	2017
Asset	5,029	4,481	Revenue	5,962	5,653
Liability	3,537	2,758	Operating Profit	284	189
Equity	1,493	1,723	Net Income	246	183
Debt Ratio	237%	160%	OP Margin	3.3%	4.8%

4Q 17 Earnings Review

○ Key Stability Indicators

—●— Debt ratio —●— Current ratio —●— Net debt ratio



	2015	2016	2017
DEBT RATIO	261.67%	205.39%	133.32%
DEBT DEPENDENCY	58.55%	55.22%	44.22%
CURRENT RATIO	93.55%	70.44%	80.92%

○ Financial Statement(Summarized)

(Unit: Billion KRW)

	2016	17.3Q	2017
Total Asset	70,681	74,559	70,339
Current Assets	19,509	23,831	20,456
Cash Equivalents	6,186	7,857	5,872
Inventories	4,478	4,931	4,494
Non-Current Assets	51,171	50,728	49,883
Total Liabilities	47,536	44,977	40,191
Current Liabilities	27,695	28,092	25,281
Non-Current Liabilities	19,841	16,886	14,911
Total Equity	23,144	29,582	30,147
Debt	39,026	35,124	31,104
Net Debt to equity	32,840	27,267	25,232

● Usance & Vessel Financial Lease Trend

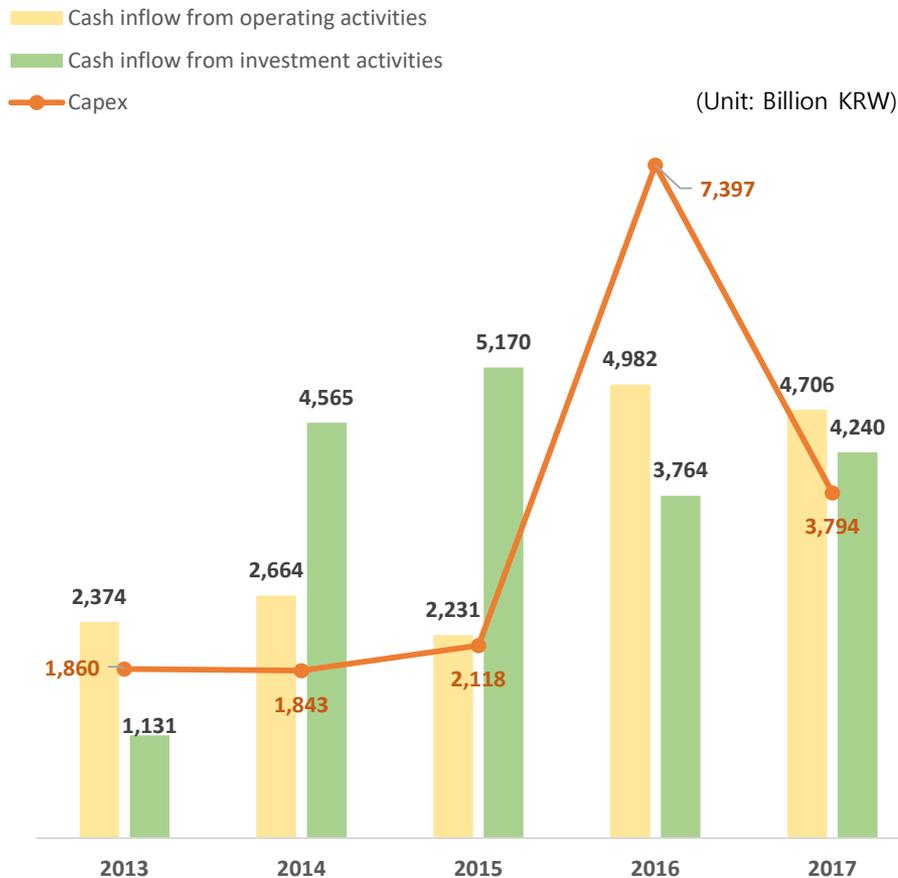
45% of loan is consisted of 'grain import usance and financial leases for vessels



4Q 17 Earnings Review

○ CAPEX Investment Activities

Diversifying business portfolio for future business growth



	2016	2017
Landed Estate	<ul style="list-style-type: none"> ▪ Purchase of Yangjae site - KRW 452.5 billion 	-
Machinery	<ul style="list-style-type: none"> ▪ Farm/Plant Facility upgrade investment - KRW 187.8 Billion 0 HARIM KRW 15.6 Billion 0 JEIL FEED KRW 33.3Billion 0 Allen KRW 25.5billion 	<ul style="list-style-type: none"> ▪ Farms/Plants Investment - KRW 272.9 Billion 0 Harim KRW 117.2 Billion 0 Sunjin KRW 28.1 Billion 0 Allen KRW 7.9 Billion 0 Farmsco(Indonesia) KRW 35.7 Billion
Container Ship	<ul style="list-style-type: none"> ▪ Bulk Ship Building - KRW 99.4billion 	<ul style="list-style-type: none"> ▪ Purchase Oil Tanker and Build Brand New Bulk Vessels - KRW 106.5 Billion

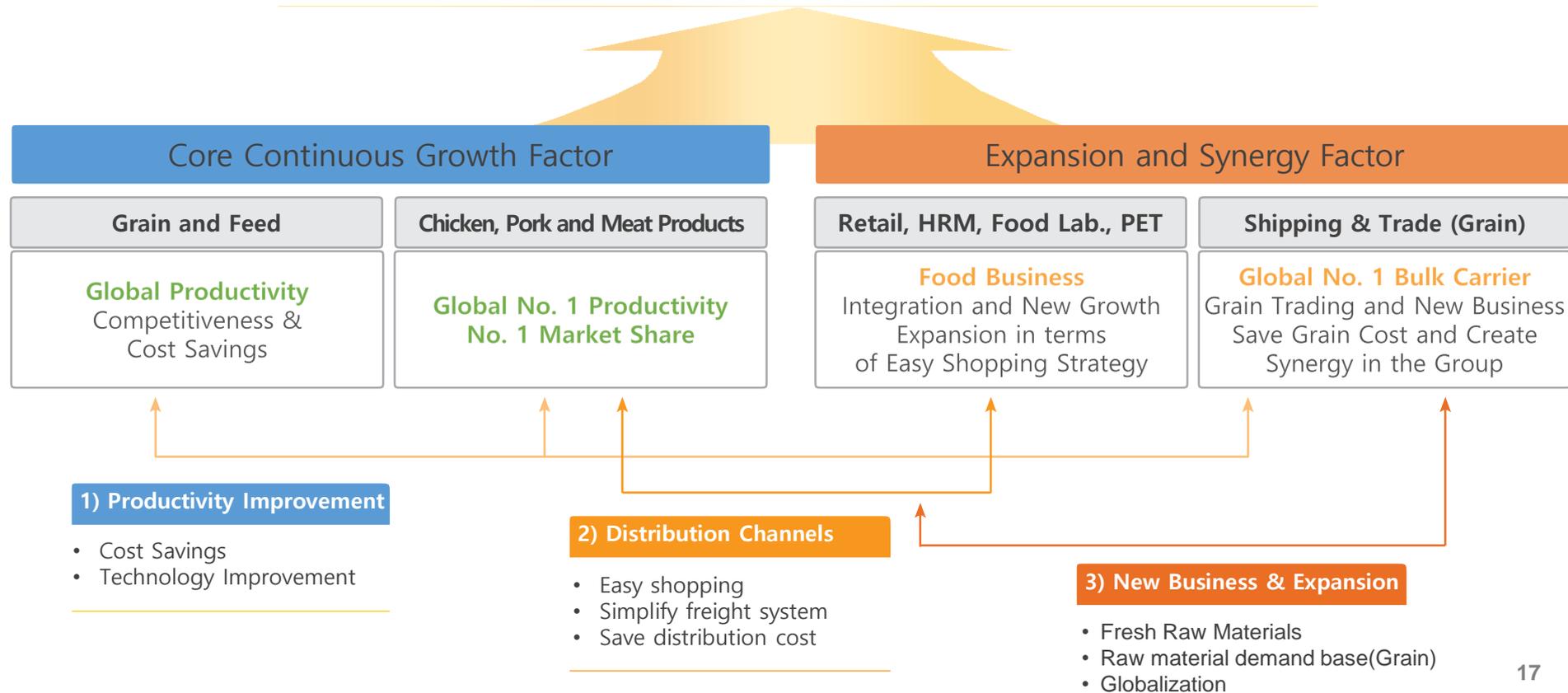
[Global Business Investment]	(Unit: Billion KRW)	
	2016	2017
Feed & Grain	65	344
Poultry	255	158
Total	320	502

2018 Focus

- **Developing a Food business ecosystem**

- Improve in investment efficiency by strengthening responsibility management
- Establish promising future business infrastructure by investing in food business
- Research in strategic current/future business plans

"Only One Food & Agribusiness Total Value Chain in the World"





We are designing a strong & healthy future
as a food & agribusiness company.

Appendix

○ Consolidated Financial Statements(summary)

● Balance Sheet

(Unit: Million KRW)

	2016	2017	YoY
Current Assets	1,950,912	2,045,628	94,716
<i>Cash and Cash Equivalents</i>	516,537	462,032	-54,505
<i>Short-term Financial Instruments</i>	102,063	125,180	23,117
<i>Accounts Receivables and Other Receivables</i>	613,982	708,683	94,701
<i>Inventories</i>	447,750	449,372	1,622
<i>Biological Assets</i>	147,863	158,166	10,303
Non-Current Assets	5,117,146	4,988,259	-128,887
Total Assets	7,068,058	7,033,887	-34,171
Current Liabilities	2,769,542	2,528,074	-241,468
Non-Current Liabilities	1,984,076	1,491,065	-493,011
Total Liabilities	4,753,618	4,019,139	-734,479
Capital	5,033	7,071	2,038
Additional Paid in Capital	454,504	846,165	391,661
Other Capital	-358,855	-369,157	10,302
Retained Earnings	707,632	863,100	155,468
Non-controlling Interest	1,506,126	1,667,569	161,443
Total Equity	2,314,440	3,014,748	700,308

Note: K-IFRS

● Income Statement

(Unit: Million KRW)

	2016	2017	YoY
Revenue	6,196,497	6,934,326	737,829
COGS	4,880,731	5,537,613	656,882
Gross Profit	1,315,766	1,396,713	80,947
Selling and G&A exp	865,024	932,116	67,092
Operating Profit	450,742	464,597	13,855
Other Income	253,529	149,900	-103,629
Other Expense	256,773	204,974	-51,799
Income before Tax	447,498	409,523	-37,975
Income Tax	75,716	75,800	84
Net Profit after Tax	371,782	333,723	-38,059

Note: K-IFRS

Appendix

○ Financial Statements(Summary)

● Balance Sheet

(Unit: Million KRW)

	2016	2017	YoY
Current Assets	6,849	12,266	5,417
Non-Current Assets	1,115,047	1,201,613	86,566
Total Assets	1,121,897	1,213,879	91,982
Current Liabilities	645,419	316,241	-329,178
Non-Current Liabilities	9,396	20,178	10,782
Total Liabilities	654,815	336,419	-318,396
Capital	5,033	7,071	2,038
Additional Paid in Capital	446,814	861,589	414,775
Adjustment in Capital	-225,332	-225,332	0
Retained Earnings	240,566	234,131	-6,435
Total Equity	467,082	877,460	410,378

● Income Statement

(Unit: Million KRW)

	2016	2017	YoY
Operating Income	3,683	12,007	8,324
Operating Expense	4,994	3,876	-1,118
Operating Profit	-1,311	8,131	9,442
Other Income	1,601	1,588	-13
Other Expense	29,515	14,806	-14,709
Gain/(Loss) on Disposal of Investment in Subsidiaries	32,544	0	0
Impairment Loss on Investment in Related Parties	43	0	0
Loss on Disposition of Joint Venture Investment	1,485	0	0
Income before Tax	1,793	-5,085	-6,878
Income Tax	-891	1,328	2,219
Net Profit after Tax	2,684	-6,414	-9,098

Appendix

○ Performance by Division

● Revenue

(Unit: Billion KRW)

	16.1Q	16.2Q	16.3Q	16.4Q	17.1Q	17.2Q	17.3Q	17.4Q
Transport (Grain)	4,525	4,430	4,658	5,127	5,229	6,325	5,838	5,970
Feed	4,247	4,387	4,290	4,409.2	4,109	4,436	4,466	4,640
Food	5,822	6,616	7,074	6,389	6,406	7,996	7,538	6,379
Chicken-Duck	3,140	3,602	4,134	3,253	3,278	4,295	3,864	3,309
Pork	2,682	3,014	2,940	3,137	3,128	3,701	3,674	3,070
Distribution (Shopping)	1,268	1,290	1,226	1,436	1,385	1,424	1,423	1,477
Consolidated(*)	14,685	15,255	15,868	16,157	15,735	18,693	17,852	17,064
Internal Transaction	-1,276	-1,614	-1,448	-1,304	-1,493	-1,720	-1,770	-1,755

● Operating Profit

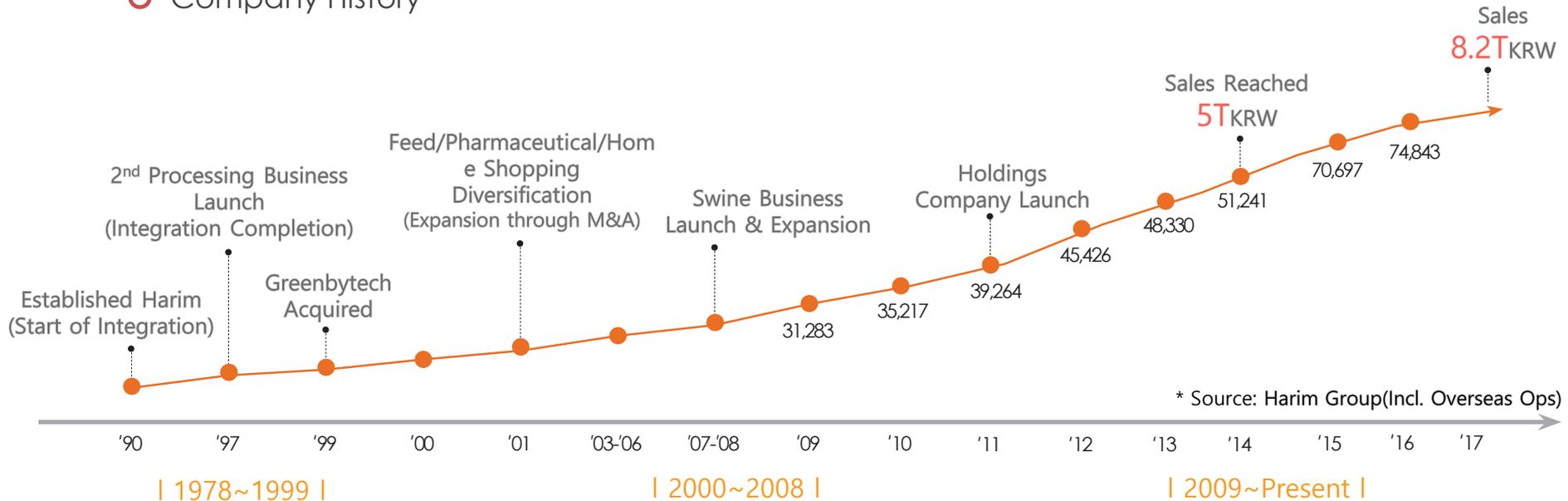
(Unit: Billion KRW)

	16.1Q	16.2Q	16.3Q	16.4Q	17.1Q	17.2Q	17.3Q	17.4Q
Transport (Grain)	398	412	368	501	409	488	522	531
Feed	356	373	371	221	271	270	273	248
Food	-97	264	215	-112	-3	617	85	-217
Chicken-Duck	-42	117	173	-106	-31	358	20	-86
Pork	-55	147	42	-6	28	260	65	-132
Distribution (Shopping)	237	214	194	152	259	112	268	169
Consolidated(*)	1,058	1,368	1,180	901	1,037	1,572	1,246	791
Internal Transaction	172	81	54	121	100	81	100	63

(*) After the elimination of internal transactions

Appendix

○ Company History



| 1978~1999 |

| 2000~2008 |

| 2009~Present |

Poultry Business Entry & Growth

- '78 Poultry farms established
- '86 Harim Foods established
- '90.10 Harim established (start of integration)
- '97.09 Harim processing plant built (Integration completed)
- '99.12 Acquired Greenbytech Co., Ltd

Diversification of Integrated Businesses (Distribution Expansion)

- '01.01 Acquired Jeil Feed Co., Ltd.
- '01.07 Acquired Korea ThumbVet Co., Ltd.
- '01.08 Established Orpum Co, Ltd
- '01.05 Established NS Homeshopping
- '01.12 Start Harim Group
- '02.03 Acquired Joowon Pekin Ducks
- '06.03 Established SUZHOU Feed(China)
- '07.10 Acquired Sunjin Co., Ltd.
- '08.04 Established TIELING Feed(China)
- '08.06&10 Acquired Hankang CM & Farmsco Co., Ltd.

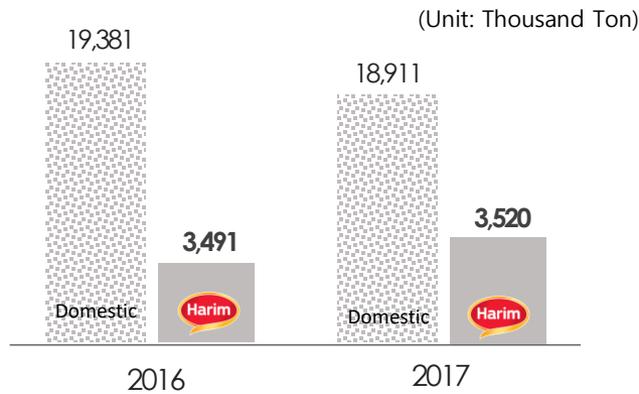
Overseas & New Business Expansion

- '09.02 Established Qingdao Feed(China)
- '09.09 Established PT Harim(Indonesia))
- '10.04 Established Ecocapital Co., Ltd.
- '11.01 Start Holding Business
- '11.08 Established Liaocheng Feed(China)
- '11.09 Merge Allen Family Foods(start USA)
- '13.09 Established Myanmar Co., Ltd(Myanmar)
- '15.06 Acquired Pan Ocean Co., Ltd.
- '17.05 Appointed as Conglomerate
- '17.06 Listed Jeilholdings

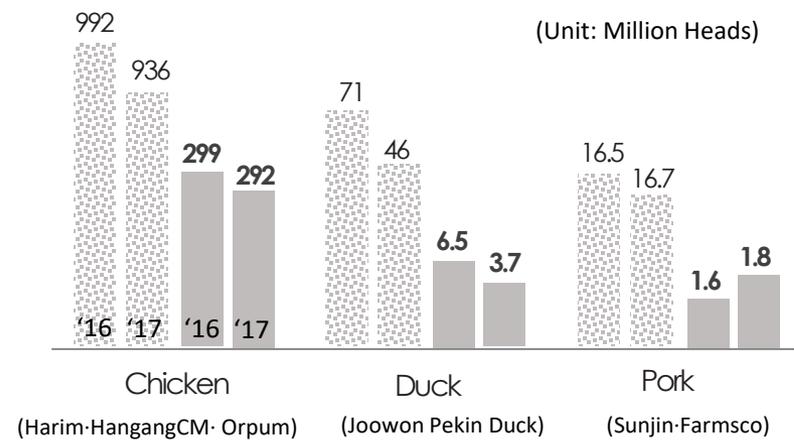
Appendix

○ Core Business Competitiveness Trend

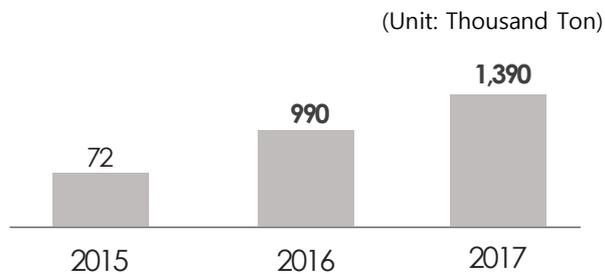
Feed



Food



Grain Distribution



Ocean Freight Volume

