



1Q 2022 FINANCIAL EARNINGS

DISCLAIMER

This material is based on non-audited financial statements for 1Q22 and released for investors' conveniences only. Please note that readers should be aware this material is subject to change during the course of audit.

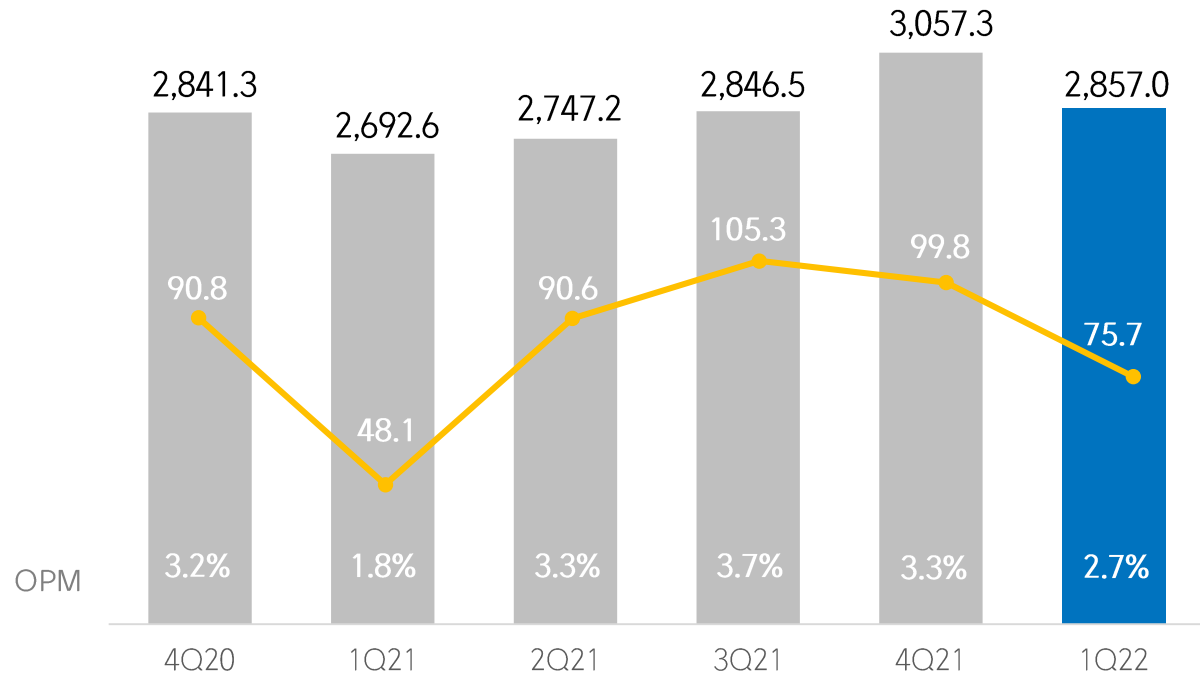
This material contains “Forward-looking statements” from predictions, plans, expectations. This material also consists unexpected market volatility triggered by global wide economical conditions, fx rates, interest rates and other matters which may cause significant effects on performances of our major businesses.

Thus actual results may differ from our statements of predictions in this material. This material shall not be utilized for any legal purposes in regards to investors' investment results. This material only speaks of the information as of the date that they are made, and the company is not responsible for future updates on the market conditions and any unexpected future events.

CONTENTS

1Q22 Company Highlight	4
1Q22 Financial Overview	5
Business Overview by Segments	6
Appendix	10

(Unit: bil. KRW)	1Q 22	1Q 21	YoY	4Q 21	QoQ
Sales	2,857.0	2,692.6	6.1%	3,057.3	△6.6%
Operating Profit	75.7	48.1	57.2%	99.8	△24.2%
Net Income	31.5	18.6	69.2%	50.7	△37.8%



Summary

- ✓ **Sales 2.86tril. KRW**(yoy +6.1%), **OP 75.7bil KRW**(yoy +57.2%), **NI 31.5bil. KRW** (yoy +69.2%)
 - All business segments improved thanks to business recovery and profitability-oriented management
- ✓ [Parcel · E-commerce] Despite the strike in 1Q, Profit increased thanks to ASK hike(yoy +14.6%)
- ✓ [CL] Profit increased through customer portfolio reorganization and business recovery due to re-opening
- ✓ [Global] Profitability improved through global business recovery and parcel business disposal on Thailand and Malaysia
 - Strategically focusing on U.S., India and Vietnam
- ✓ Overall profitability improvement through strategic ASP hike and increase in operational efficiency

Consolidated P&L

(Unit: bil.KRW)	1Q21	1Q22	YoY	
Sales	2,692.6	2,857.0	+164.4	+6.1%
COGS	2,469.3	2,601.8	+132.5	+5.4%
Gross Profit	223.3	255.2	+31.9	+14.3%
SG&A	175.1	179.5	+4.4	+2.5%
Operating Profit	48.1	75.7	+27.6	+57.2%
(%)	1.8%	2.6%		+0.8%p
Non-Operating P&L	-22.9	-28.2	-5.3	-23.1%
Profit Before Tax	25.2	47.5	22.3	+87.8%
(%)	0.9%	1.7%		+0.8%p
Net Income	18.6	31.5	12.9	+69.2%
(%)	0.7%	1.1%		+0.4%p

Consolidated Balance Sheet

(Unit: bil.KRW)	As of 2021	1Q22	Change
Total Assets	8,993.9	9,108.5	+114.6
Current Assets	2,348.2	2,451.5	+103.3
Cash and Cash Equiv.	229.5	230.5	+1.0
Non-current Assets	6,645.7	6,657.0	+11.3
Tangible Assets	3,312.1	3,290.1	-22.0
Intangible Assets	1,192.0	1,187.4	-4.6
Total Liabilities	4,977.6	5,078.0	+100.4
Borrowings	1,748.5	1,972.9	+224.4
Lease Liabilities	1,065.3	1,109.1	+43.8
Total Equity	4,016.3	4,030.5	+14.2
Net Borrowings	1,519.0	1,742.4	+223.4
Debt/Equity Ratio	123.9%	126.0%	+2.1%p

※ Net Borrowings = Borrowings – Cash and Cash Equiv.

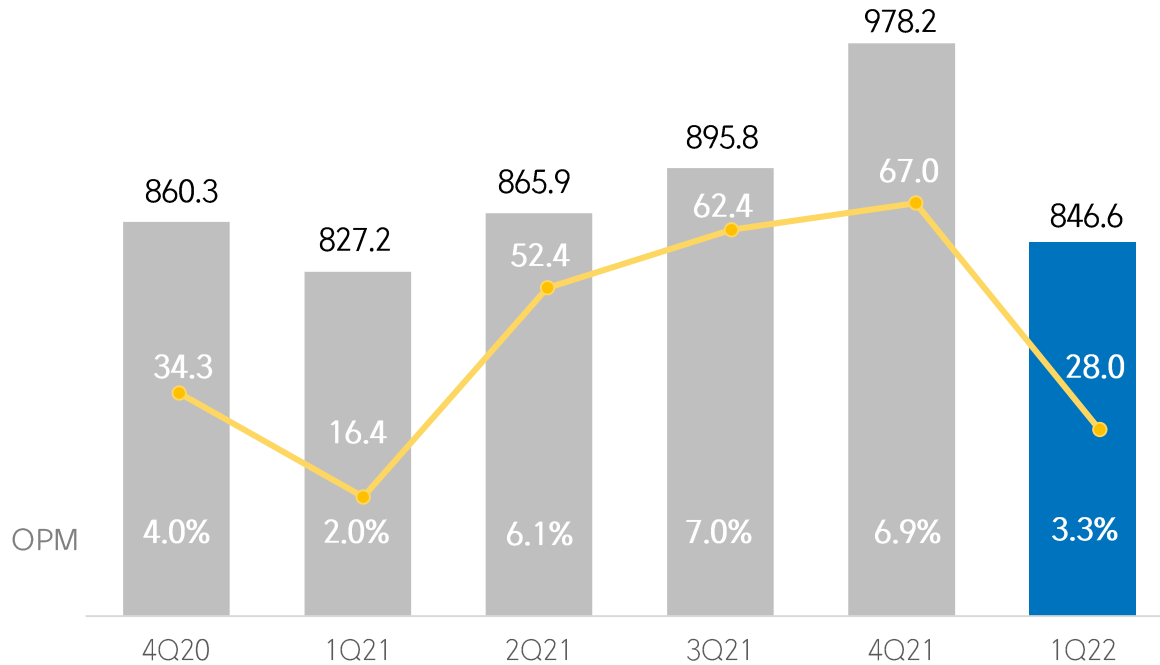
BUSINESS OVERVIEW BY SEGMENTS

PARCEL · E-COMMERCE



Sales/OP Trends

Unit: bil. KRW	1Q 22	1Q 21	YoY	4Q 21	QoQ
Sales	846.6	827.2	2.3%	978.2	△13.5%
Operating Profit	28.0	16.4	70.7%	67.0	△58.2%

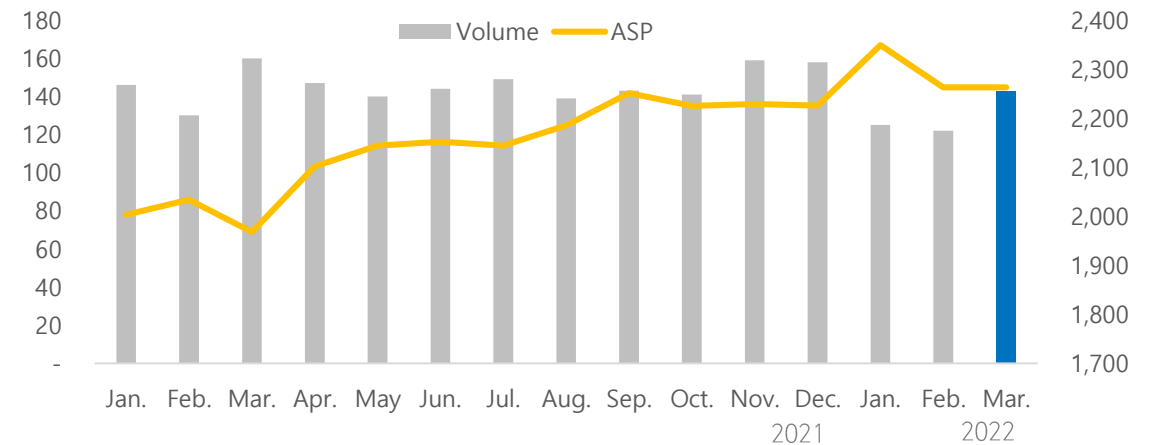


※ SALES AND OP OF PARCEL AND E-COMMERCE

Business Overview(Parcel)

- ✓ Sales and operating profit +2.3% and +70.7% YoY respectively
 - ASK hike(+14.6% yoy) offset the decrease in volume(-10.4% yoy)
- ✓ OP margin increased 1.3%p compared to last year
 - Secure profitability through ASP hike(+291KRW,+14.6% yoy)
 - * Higher than top 5 companies' increase(+269 KRW)
 - * Additional ASP increase in Jan. 2022 progressively reflected

Monthly Volume and ASP Trends



※ ABOVE FIGURES ARE FROM 'KOREA INTEGRATED LOGISTICS ASSOCIATION'

BUSINESS OVERVIEW BY SEGMENTS

PARCEL · E-COMMERCE



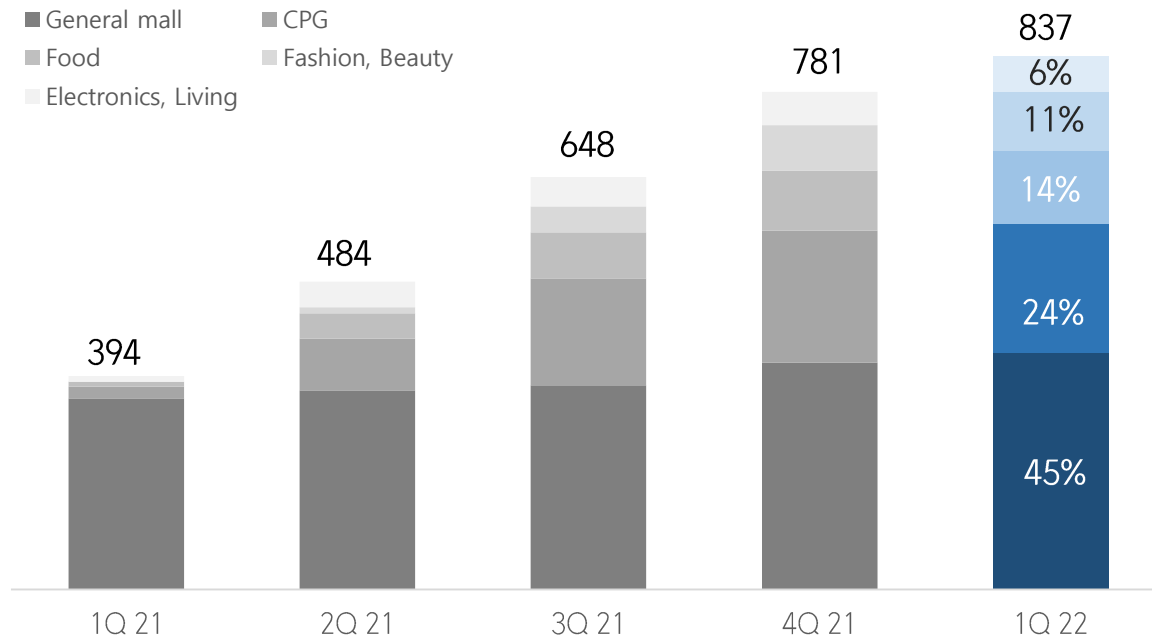
CJL E-commerce Volume

(Unit: 10,000 Box)	1Q 21	2Q 21	3Q 21	4Q 21	1Q 22	YoY
Fulfillment	394	484	648	781	837	+112.4%
New LMD	70	113	166	217	267	+281.4%
Total	464	597	814	998	1,104	+137.9%

Fulfillment Volume by Segments

(Unit: 10,000 Boxes)

- General mall
- CPG
- Food
- Fashion, Beauty
- Electronics, Living

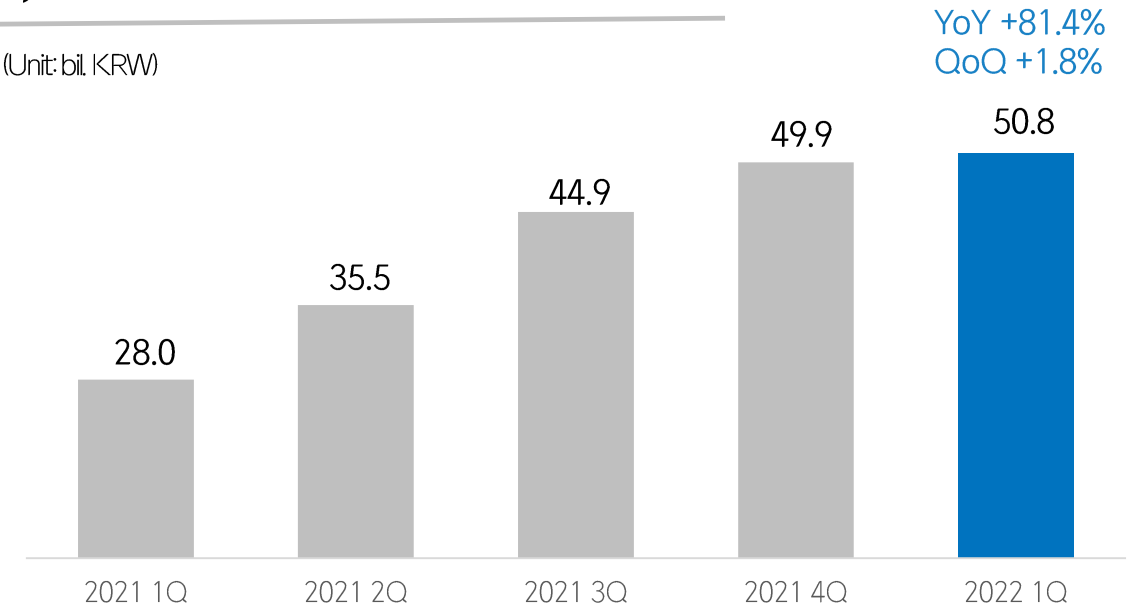


Business Overview(E-commerce)

- ✓ Sales increased 81.4% due to fulfillment volume increase(yoy +112.4%)
 - Channel expansion including platforms and specialized mall
 - Securing various sellers across CPG, fashion & beauty, food, electric/electronic, traditional liquor, etc.
- ✓ Providing total E-commerce logistics services through convergence fulfillment linked with parcel infrastructure
 - * 235 thousands m² of Fulfillment Center in operation

CJL E-commerce Sales Trend

(Unit: bil. KRW)



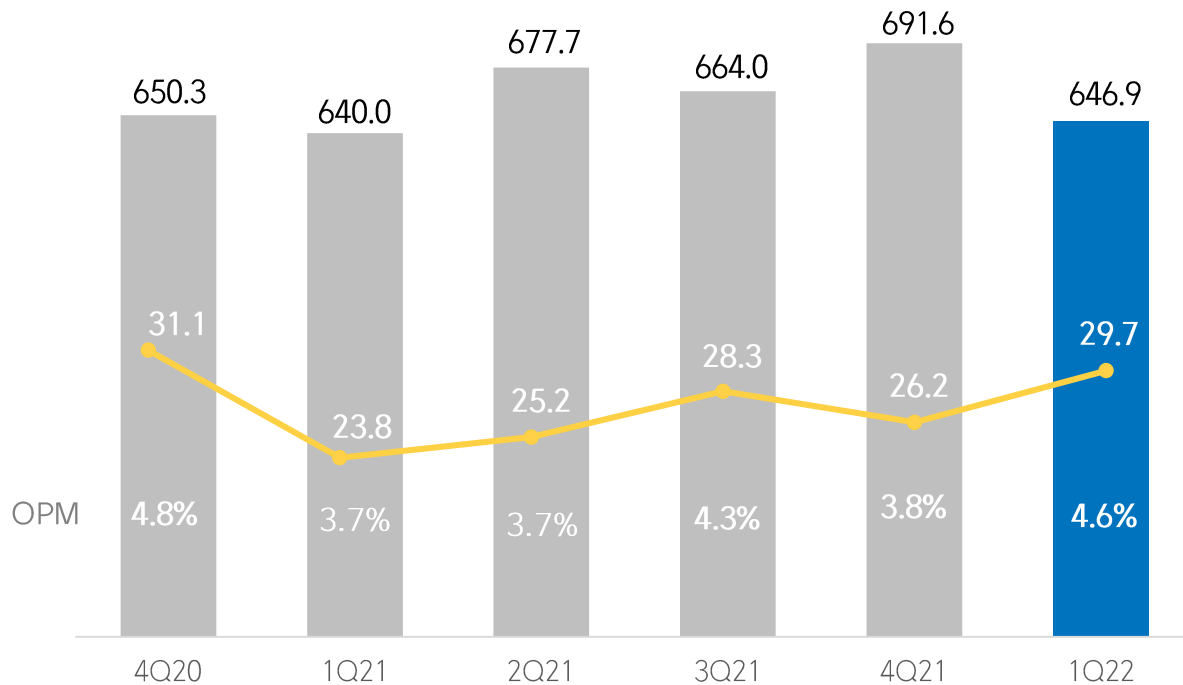
BUSINESS OVERVIEW BY SEGMENTS

CL(CONTRACT LOGISTICS)



Sales/OP Trends

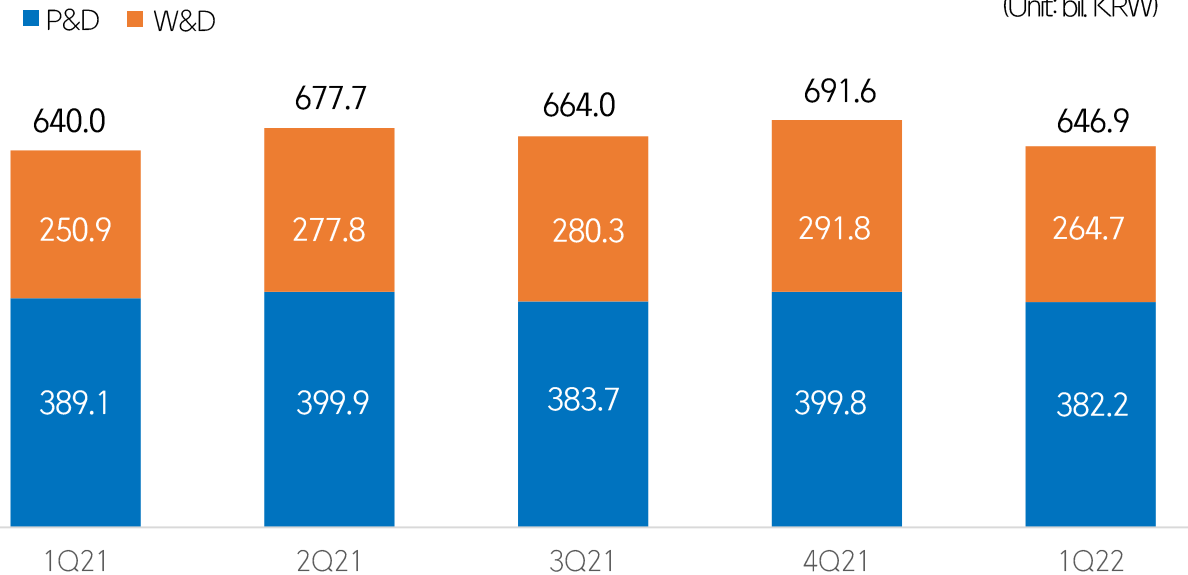
(Unit: bil. KRW)	1Q 22	1Q 21	YoY	4Q 21	QoQ
Sales	646.9	640.0	1.1%	691.6	△6.5%
Operating Profit	29.7	23.8	24.8%	26.2	13.4%



Business Overview

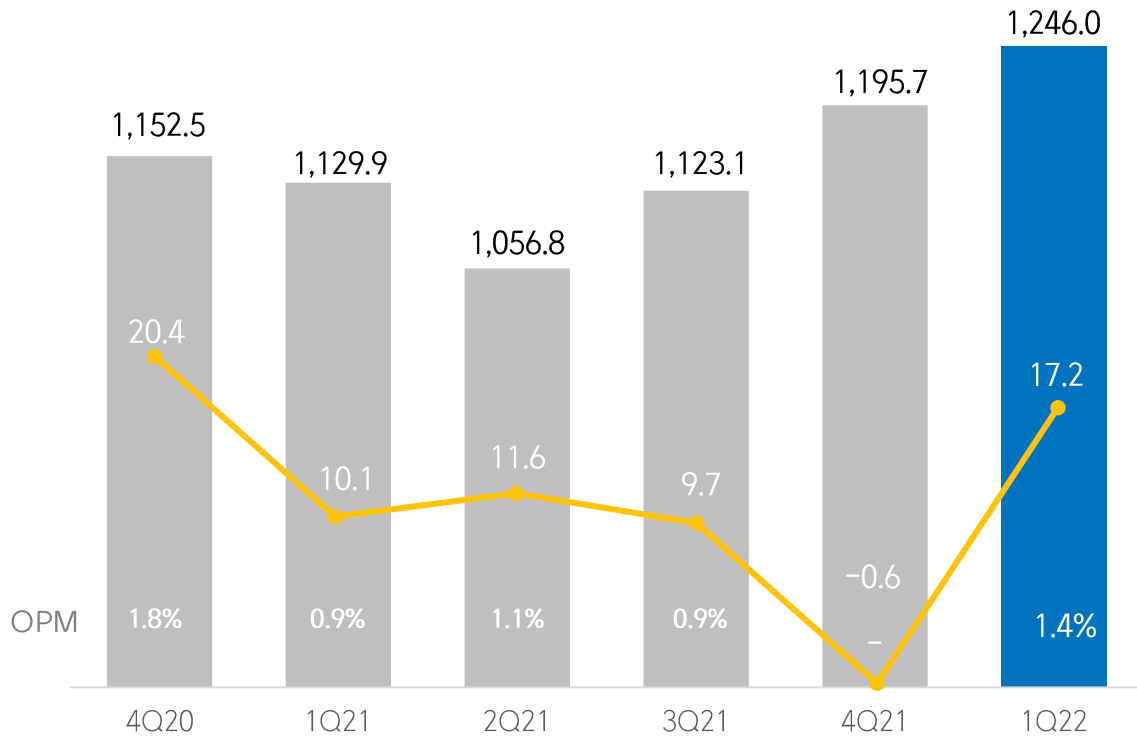
- ✓ Sales and operating profit +1.1% and +24.8% YoY respectively
- ✓ Despite maintained sales due to de-marketing on low-margin clients, margin improved(yoy +0.9%p) thanks to securing key clients and volume as well as ASP increase

Sales Breakdown



Sales/OP Trends

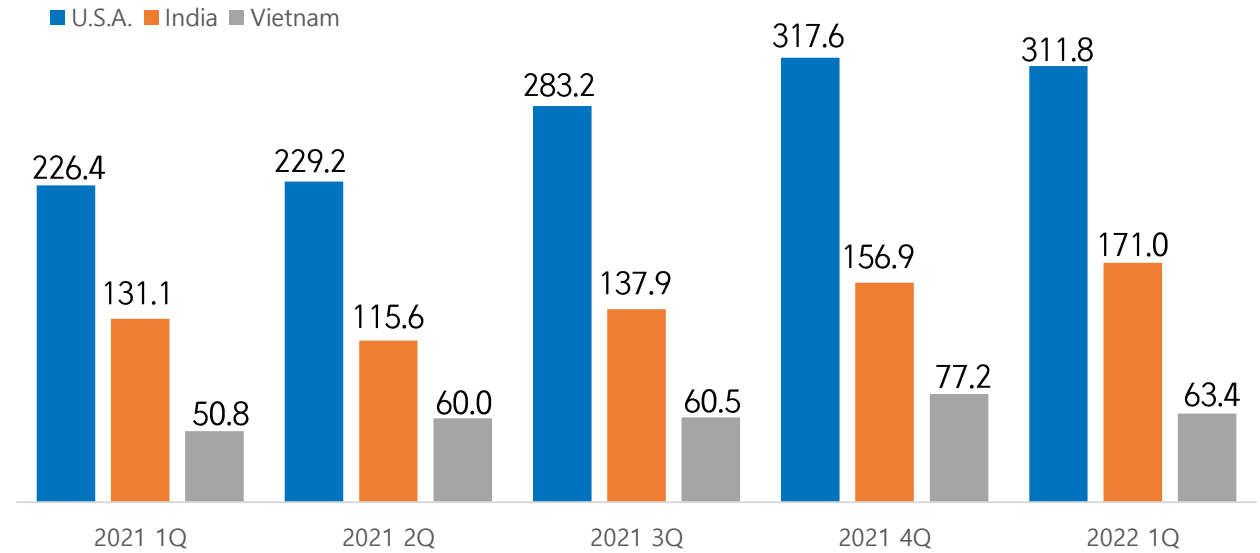
(Unit: bil. KRW)	1Q 22	1Q 21	YoY	4Q 21	QoQ
Sales	1,246.0	1,129.9	10.3%	1,195.7	4.2%
Operating Profit	17.2	10.1	70.3%	-0.6	Turned to profit



Business Overview

- ✓ Sales and operating profit +10.3% and +70.3% YoY respectively
- ✓ [Overseas] Sales increase due to resumption of global economy
* Sales increase in US(yoy +38%), India(yoy +30%), Vietnam(yoy +25%)
- ✓ [FF] Improved as recovery of global volume following re-opening
- ✓ [Restructuring] Structural improvement such as global parcel disposal

Sales Trend of Key Countries



APPENDIX. FINANCIALS BY SEGMENTS



(Unit: bil. KRW)		1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	YoY
Parcel · E-commerce	Sales	727.9	779.8	788.4	860.3	827.2	865.8	895.8	978.2	846.6	+2.3%
	Gross Profit	77.3	92.6	74.1	85.1	67.3	113.9	123.6	127.1	88.7	+31.8%
	Operation Profit	35.4	47.6	30.0	34.3	16.4	52.4	62.4	67.0	28.0	+70.7%
	OPM(%)	4.9	6.1	3.8	4.0	2.0	6.1	7.0	6.9	3.3	+1.3%p
CL	Sales	639.5	616.2	661.0	650.3	640.0	677.7	664.0	691.6	646.9	+1.1%
	Gross Profit	62.7	67.7	64.2	67.3	63.2	64.9	69.4	66.8	69.1	+9.3%
	Operation Profit	27.0	25.4	31.6	31.1	23.8	25.2	28.3	26.2	29.7	+24.8%
	OPM(%)	4.2	4.1	4.8	4.8	3.7	3.7	4.3	3.8	4.6	+0.9%p
Global	Sales	995.8	1,062.0	1,174.8	1,152.5	1,129.9	1,056.8	1,123.1	1,195.7	1,246.0	+10.3%
	Gross Profit	68.6	90.8	90.3	87.5	85.9	80.5	68.1	75.3	87.7	+2.1%
	Operation Profit	-7.4	8.6	21.8	20.4	10.1	11.6	9.7	-0.6	17.2	+70.3%
	OPM(%)	-0.7	0.8	1.9	1.8	0.9	1.1	0.9	-0.1	1.4	+0.5%p
E&C	Sales	152.1	192.1	150.3	178.1	95.5	146.9	163.6	191.8	117.5	+23.0%
	Gross Profit	13.1	16.7	19.2	24.0	6.9	16.1	14.5	19.7	9.6	+39.1%
	Operation Profit	3.2	2.2	9.1	5.0	(2.1)	1.4	5.0	7.2	0.8	Turned to Profit
	OPM(%)	2.1	1.1	6.1	2.8	-2.3	0.9	3.1	3.8	0.7	+3.0%p

THANK YOU

Investor Relations
www.cjlogistics.com