## Company Profile

Established in 1954 and celebrating its 51st anniversary, FnC Kolon is a prominent fashion company representing Korea's fashion industry. Starting with the launch of its first outdoor brand 「Kolon Sports」 in 1973, FnC Kolon currently operates a total of 13 high-profile brands in sports, casual, golf, and premium fashion.

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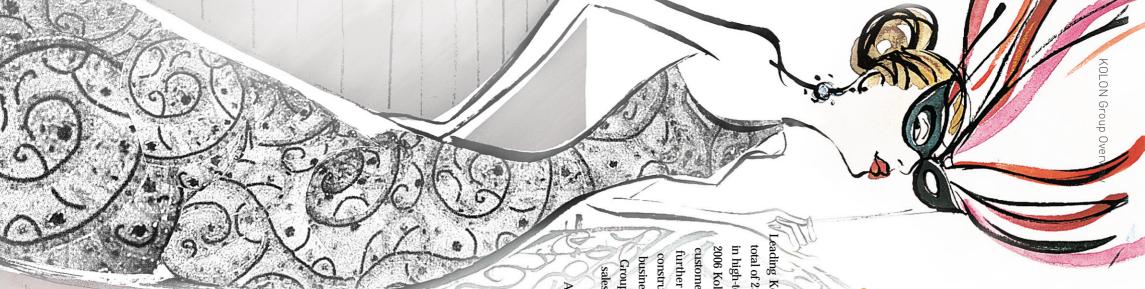
Financial Highlights

Shareholder Information

Furthermore in 2005, FnC Kolon established the most stable and optimum market portfolio and greatly reduced cost through the integrated management system with Kolon Fashion, specialized in men's and women's fashion. Thereby, it laid a solid foundation to become an unparalleled world-class fashion enterprise in terms of profitability and growth potential.

Always standing by its customers and growing with them while leading innovative lifestyles, FnC Kolon will never stop its grand steps toward a world-class 'Great Company' specialized in sports & fashion. In 2006, our management will focus on the Management Principle of 'Establishing Foundation for Leaping Forward through Innovative Management' based on four major strategies; 'Enhancing Business Portfolio', 'Reinforcing Core Business Capabilities', 'Innovating Cost', and 'Initiating Store-oriented Management'





DDON Group Overview

Leading Korea's textile industry for the past half a century, Kolon Group currently operates a total of 23 affiliated companies with KRW 4.3 trillion assets including 6 listed companies mainly in high-tech materials, construction & services, and chemical & bio businesses. Furthermore, in 2006 Kolon Group announced a new corporate vision 'Lifestyle Innovator' in order to provide customers with products and services that enhance the quality of their lives. Kolon Group will further strengthen strategic businesses such as high-tech materials, chemical & bio and construction & services into more value-added businesses while focusing on securing new business areas to take future growth momentum. Based firmly on the grand vision, Kolon Group sets a clear target of entering top 10 groups in Korea by 2010 with KRW 20 trillion in sales and KRW 1.5 trillion in net income.

As the pivot of fashion & distribution sector in Kolon Group's construction & services business, FnC Kolon and Kolon Fashion have established the most optimum brand portfolio in the fashion industry comprising all types of fashion from sports, casual, golf, premium fashion, to men's and women's fashion.

Fnc Kolon aterials remium Fashior Sport **KOLON Group Major Businesses** struction & Environmer Construction & Services Ishion & Distribution Women's Men's uojuse do Bio & Bulk Medicir Chemical & Bio (Fine Chemicals **New Business** (Future Growth Momentum)

Leading Korea's
Fashion Industry

ROLON Group Vision

**KOLON Group Vision** 

### Big Step 2010

### Lifestyle Innovator

- Kolon Group, 'Innovating lifestyle' by providing products and services that enhance the quality of life.
- Operates businesses providing products and services related to customers' quality of lives.
  Develops High-tech Materials (Electronics, Auto, Nano), Chemical & Bio (Fine Chemicals, Pharmaceuticals, Bio & Bulk Medicine), Construction & Services (Construction/Environment,
- $\bullet$  Achieves the Group's 2010 management goal through 4 strategic business lines by further securing new businesses as future growth momentum.

Fashion/Distribution, Telecommunications) into high value-added businesses.

### Shared Value





Financial Highlights

## Tinancial Highlights

Share Dividend 5% + Cash 50	None	Common : 250, Preferred:300	Dividend per Share
2,271	238	2,128	CPS
7,066	4,454	5,138	BPS
913	-1,373	1,216	EPS
			Per Share Data (In KRW)
33,785	7,630	39,573	EBITDA
11.3%	-18.6%	19.3%	ROE
3.4%	-4.9%	5.0%	ROA
65.1%		67.3%	Retention Ratio
232.0%	358.5%	235.7%	Liabilities-to-equity Ratio
89,338	60,337	79,805	Total Shareholers' Equity
207,230	216,318	188,062	Total Liabilities
296,568	276,656	267,867	Total Assets
		21	Financial Condition & Key Ratios
3.3%	-4.3%	4.0%	Net Income Margin
9,718	(13,951)	13,487	Net Income
5.8%	-3.5%	5.9%	Ordinary Income Margin
16,864	(11,123)	19,665	Ordinary Income
10.3%	3.0%	7.8%	Operating Profit Margin
29,914	9,611	26,334	Operating Income
290,778	321,624	335,655	Sales
			Operating Results
2003	2004	2005	
(III IVIILLIOIIS OI NAVV, 70)			

Shareholder Information

Stock Information
- Listed in 1988 (Code No: 001370)

-1,373	1,216	EPS (In KRW)
-9.6/-3.8	12.7/3.5	PER (H/L) (x)
4,160	4,240	(Low) (In KRW)
10,500	15,450	Share Price (High) (In KRW)
50.5	V) 131.4	Total Market Cap. (In billion of KRW)
(common shares 12,003,600)	(common shares 12,003,600) (common shares 12,003,600)	
12,728,217	12,728,217	No. of Shares Issued
2004	2005	

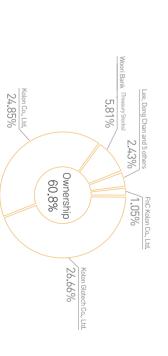
### **FnC Kolon Share Price**

c	3,000 -	6,000	9,000	12,000	15,000	Share Pr	
2005, 01		}	1 1 1	1	1 1 1	Share Price (KRW) 📈	
2005.02							
2005.03							
2005.04					i   		
2005.05				1	 		
2005.06		1	}				
2005.07			1	 	 		
2005.08		1	1	1			
2005.09				\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	_		
2005.10			 		3		
2005, 11		 	 	  -  -  -		III Trading	
2005.12		-		1		Trading Volume (No. of Shares)	
c	100,000	200,000	300,000	500,000	000,000	Shares)	

### **Dividend Information**

		2005	2004	2003	
Dividend/Face Value (%)	Common	5%	ı	5% Common share div. +1% Cash Div.	
	Preferred	6%		5% Common share div/ +2% Cash Div.	
Dividend Yeild (%, In KRW)	Common	2.1%			
	Preferred	5.2%			
Cash Dividend Per Share (In KRW)	Common	250	1	0.5 Common share + 50	
	Preferred	300		0.5 Common share + 100	
Total Dividend Paid (In Billions of KRW)		3.0	ı	3.16 (Incl. share div.)	
Dividend Payout Ratio [%]		22.2%		32.5%	35.7%
Net Income (In Billions of KRW)		13.49	-13.95	9.72	22.39

### Major Shareholders



Sales
Operating Income
Net Income

Net BorrowingsLiabilities-to-equity Ratio

Operating MarginNet Income Margin

2003 2004 2005

23.7% 23.7% 23.7%

10.3% 7.8% 7.8% 7.8% 7.8% 7.8% 7.8% 7.8%

2003 2004 20

Operating Results
(In Millions of KRW)

**Debt Status** (In Millions of KRW)

**Profitability Ratios** 



Message from the Management

# Message from the Management

slump. Despite a variety of adverse situations in and around the country which include sluggish all our energy into overcoming difficulties and, as a result, successfully turned around from deep Over the last year, the management and the employees of FnC Kolon and Kolon Fashion channeled Kolon and Kolon Fashion succeeded to achieve exceptional management performances. domestic economy, continuously rising international oil prices and unstable housing prices, FnC

2005 operating results showed that our operating income amounted to KRW 26.3 billion, up by 174%also greatly improved to 7.8% in 2005 from 3.0% in 2004. compared with that of 2004 while recording KRW 335.7 billion in sales, up by 4.4% from 2004. Net innovated cost reduction programs and efficient marketing activities, the operating income margin stemmed from the sales efficiency and cost innovation efforts made throughout the year. Backed by income also increased by KRW 27.4 billion to reach KRW 13.5 billion. Such favorable results mostly

stores through reshuffling of our sales network, and improving the cost ratio, we improved our structure. By increasing normal sales volume while reducing discounted sales, focusing on core gross margin to 56.3%. It is especially encouraging that the sales increase in the  $4^{\scriptscriptstyle th}$  quarter of 2005 More meaningful than the increase in our total sales is the accomplishment of more efficient sales recorded 12%, further increasing our expectation on 2006 operating results.

our business and management capabilities in year 2006. Based on a thorough study on the optimum financial scheme for our business capabilities, we have set our financial target for 2006 at KRW 359.3 billion in total sales, up by 7%, and with KRW 36.1 billion in operating income. Powered by the successful 2005 turnaround, FnC Kolon and Kolon Fashion will further strengthen

management strategies: 1. Enhancing Business Portfolio 2. Reinforcing Core Business Capabilities 3. Initiating Store-oriented Management 4. Innovating Cost. To achieve this target, FnC Kolon and Kolon Fashion will aggressively pursue the following

First, Enhancing Business Portfolio will be achieved through 3 major tasks of • Fostering mega brands • Enhancing QP (Quality Price) market dominance and • Establishing the basis for future

> manpower • Enhancing design competitiveness • Innovating MD process and such tasks as • Establishing performance-oriented culture & fostering core Second, Reinforcing Core Business Capabilities shall be driven forward through

Improving distribution competitiveness.

qualities such as customer service status evaluation. system • Expanding evaluation performance by store and • Ensuring service Third, for Initiating Store-oriented Management, we will introduce • Store STOP

Last, Innovating Cost will be concretely realized through • Lowering cost

recognition. Increasing productivity per person • Cutting cost through change in cost

are examined through routine follow-ups so the problems are promptly discovered and values for all stakeholders. with an innovative lifestyle and a competitive profit generating company that creates new with Kolon Fashion will rectified. We are confident that by following our management plans, FnC Kolon together Do-See management process in which the specific tasks for each management strategy We will also ensure that we exceed our target sales and profits by establishing a Plangrow into a top-class fashion company that awards its customers

we FnC Kolon and Kolon Fashion observe our own rule to practice ethical management in order to attain trust and management conditions and to serve the best interest of our shareholders. Furthermore, Kolon and Kolon Fashion are exerting our whole-hearted efforts to overcome adverse management targets and to attain our vision of 'Great Company.' All members of FnC As a CEO of FnC Kolon and Kolon Fashion, I will make every endeavor to achieve 2006 confidence from our customers.

Thank you very much for your continuous encouragement and applause.

March 2006

Hwan Seok Jae dwan S. fac

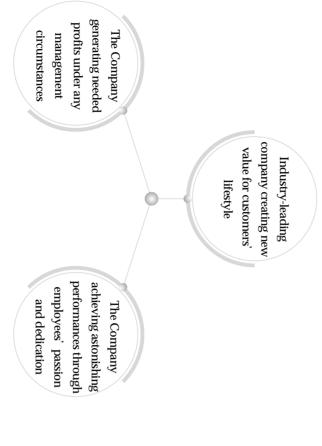
Message from the Management

FnC KOLON Vision & Mission



### Vision

# ife Enriching Great Company



Fashion-related Business Development Mega Brand Strategy Establishing Brand Asset Value (Volume < Value)

Diversification Distribution Channel

Company-wide Brand Management System

Performance-based

Advanced Globalization Base

Enhancing Competitive Business Capabilities

2<sup>nd</sup> FnC + Fashion in China

 Establishment of Best-in-Industry Knowledge Management Business Infrastructure

System Localized Planning, Production, Distribution

Localization Strategy

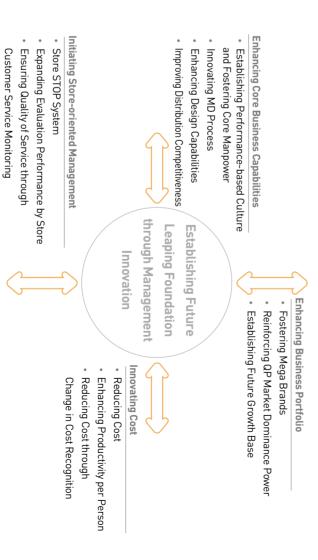
Upgrade 2006

FnC KOLON Vision & Mission

### Management Innovation Establishing Future Leaping Foundation through

culture that fosters individual's awareness for innovation and established a system that operates FnC Kolon will continue pursuing our strategic principles of [No. 1 Brand in Segmentation], therefore, achieved a great amount of net income in contrast with the slight increase in sales volume. we were able to improve cost competitiveness and improve productivity of each individual, and within the teamwork of small selected groups. As a result of our culture that encourages innovation, management system. In addition, FnC Kolon has firmly rooted a performance-oriented corporate competitive business model and innovated cost and cash flows by establishing emergency management principle of 'Innovation for Survival'. Through our vigorous efforts, we established industry as a 'Great Company'. In 2005, we have restructured inefficient brands based on the [Enhancing Business Capabilities], [2nd FnC Kolon in China] to attain No. 1 position in sports/fashion

profit-generating capacity in fierce-competition market. In addition, we will drive our store-oriented competitive edge in cost and expense structures by maintaining our competitive advantage and Management'. Innovation', we will strongly pursue our core strategies including 'Enhancing Business Portfolio', the Management Principle of 'Establishing Future Leaping Foundation through Management management to identify customers' changing trend and create core value customers. Centering on brands to maximize the efficiency within our investment sources. We will also make efforts to secure up & downs, we will channel our management capabilities on strategic brands, scrap inefficient Amid expected trends Reinforcing Core Business Capabilities', 'Innovating Cost', and 'Initiating Store-oriented in 2006 such as low economic growth, high competition, mega brands, trading





FnC KOLON Vision & Mission

# Major Strategies for 2005 Management Principle

## **Enhancing Business Portfolio**

### Fostering Mega Brand

competitiveness by executing IMC (Integrated Marketing Communication) strategies. brand trend, refurbish strategic brand B.I. and foster mega brands equipped with the highest In the highly competitive market, we will develop our representative products in line with the mega

### Reinforcing QP Market Dominance

network expansion strategy to achieve our sales target by securing diverse types of stores including We will further reinforce QP (quality price) market dominance through aggressive distribution

### **Establishing Future Growth Base**

while further expanding our domestic sales network such as sports-specialized stores and hybrid We will robustly establish future growth foundation by expanding our existing overseas market such as China and by laying grounds for our business base in unexplored overseas markets such as India

## **Enhancing Core Business Capabilities**

Establishing Performance-based Culture and Fostering Core Manpower

core manpower by recruiting outstanding professionals in the industry and help them settle down in by exercising disciplinary measure on non-performing employees. We will also make efforts to foster Performance-based culture shall be further stimulated by increasing evaluation-based rewards and

### **Enhancing Design Capabilities**

We will enhance our in-house design capabilities by providing specialized design training, creating meaningful evaluation systems, and reinforcing design ties with external institutions.

### **Innovating MD Process**

We will innovate MD process through speedy customization and close relationships with affiliated

We will further strengthen our distribution competitiveness by expanding low-cost Improving Distribution Competitiveness

FnC KOLON Vision & Mission

distribution network such as street shops and discount stores.

Initiating Store-oriented Management

Store STOP System

store STOP system that enables the process to solve problems on the spot. We will have stores set their targets and manage their performances while introducing

Expanding Performance Evaluation to Store Level
We will introduce incentive system to infuse motives to sales people and expand the performance evaluation reward to store level.

We will improve our customer service quality by monitoring quality of service in each store Improving Quality of Service through Customer Service Monitoring

Innovating Cost

Reducing Cost

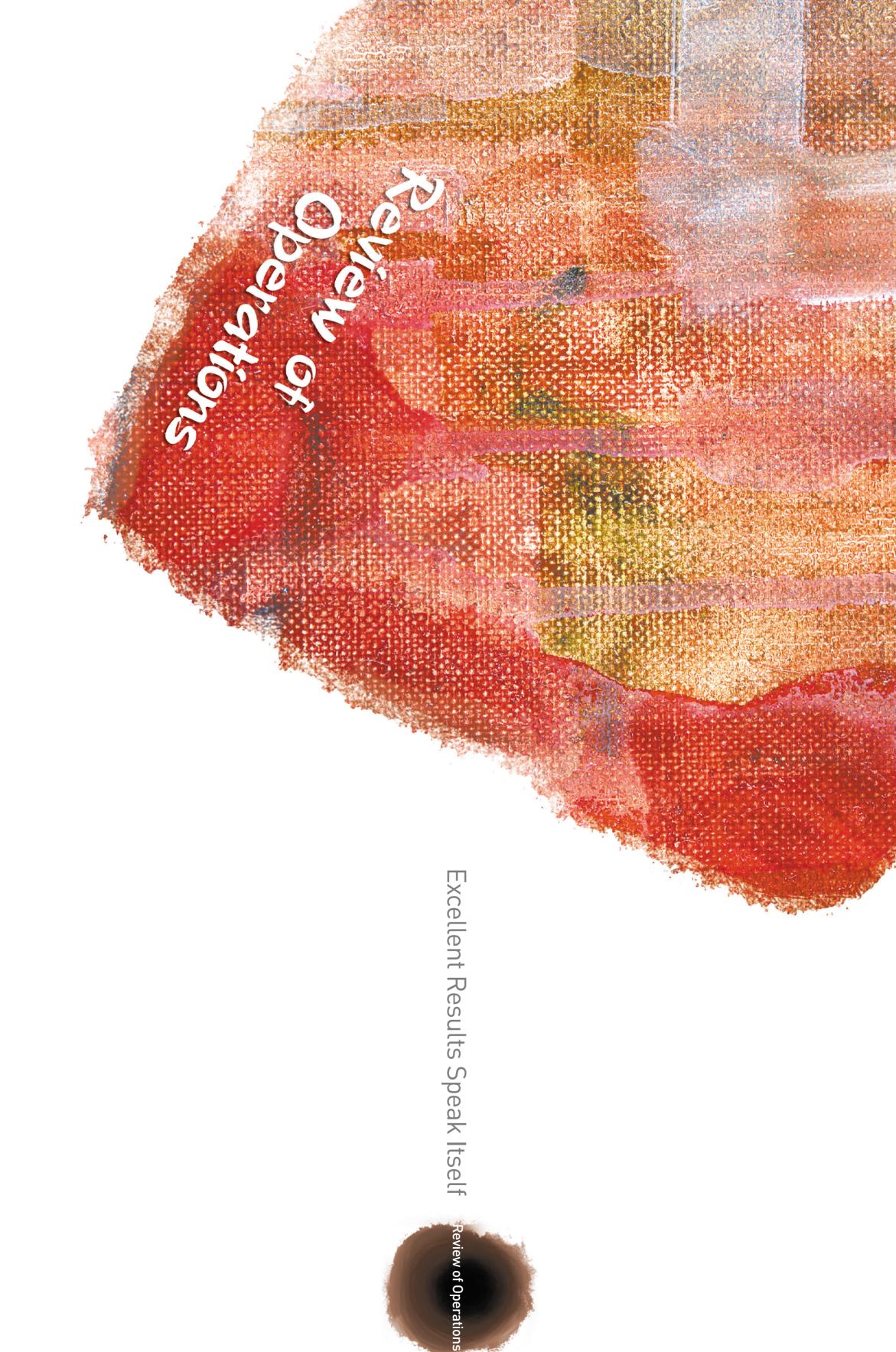
companies with business relations. We will cut cost by increasing low-cost overseas labor production white integrating

Increasing Productivity per Person

enhancing manpower capabilities. We will increase productivity per person by improving efficiency through

Reducing Cost through Change in Cost Recognition.

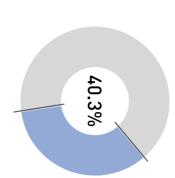
We will continue to cut as well as by outsourcing to/or integrating our business partners. cost by reducing fixed cost and turning it into variable cost



# Your Sports Life



FnC Kolon's Sports Business is mainly led by outdoor brands including the leading outdoor brand 「Kolon Sport」 and 「Timberland」, launched in March 2004. Our Sports Business also includes 「Active」, which is mainly sold through new sales channel, home shopping and group supplies to companies. All in all, the Company's Sports Business accounted for 40.3% of total brand sales on the back of high brand recognition in the market. We are also well equipped with systematic brand management and efficient sales network operation know-how. In 2005, with the rapid growth of outdoor market, 「Kolon Sport」showed favorable results and the production efficiency greatly improved with the expansion of Chinese production facility and the management integration of outsourcing companies. In 2006, FnC Kolon's Sports Business will exert our utmost to achieve the best results centered on major tasks including 'Enhancing Product Power of Each Brand', 'Securing Distribution Network Competitiveness', 'Enriching Communications with Customers', and 'Establishing Store-oriented Management'.



Review of Operations

### KOLON SPORT®

Backed by explosive growth of domestic outdoor market, 「Kolon Sports」 made vigorous efforts to attain the position as No.1 outdoor brand in Korea. 「Kolon Sports」 upheld distribution competitiveness by establishing KOP, a large-sized outdoor concept store, and renewing the existing stores. 「Kolon Sports」 also tried to differentiate its products as world-class functional products through close strategic ties with various research institutions at home and abroad. In 2006, we will continue expanding distribution channels in the areas we are behind our competitors and further reinforce our brand power by expanding product lines such as casuals and developing specialized products tailored for each distribution channel. At the same time, we will lay a foothold overseas for further entrenchment in unexplored markets such as China. We will also improve the utilization of e-Kolon cards, enhance PPL, and enrich communications with customers through diverse activities including charity fund, spirit marketing and many others. With this various efforts, we will continue to increase our sales ratio of loyal customers by further securing their brand loyalty.



Launched in March 2004 as 'Premium Outdoor Casual Brand', 'Timberland\_ is a world famous brand with a total KRW 2 trillion in sales worldwide. FnC Kolon both directly imports and sells 'Timberland\_ by license. 'Timberland\_ possesses high growth potential as can be seen from such factors as strong brand recognition, current favorable conditions in outdoor market and the management capabilities of outdoor fashion as proven through 'Kolon Sports\_. While our major cash cow 'Kolon Sports\_ pursues traditional outdoor fashion mainly targeted to the customers in the 30's, 'Timberland\_ pursues more young and casual style. By linking production and distribution systems with the existing 'Kolon Sports\_, 'Timberland\_ secures stable early-stage production and distribution base and expands the proportion of clothes backed by stable growth of the shoes. 'Timberland\_drives its growth strategy towards Total Fashion Outdoor Brand, and in line with this, we will expand women's lines up to 50% going forward.

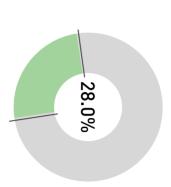


Last year 「Activ」 executed various strategies such as establishing production base in China and North Korea, thereby securing cost competitiveness. 「Activ」 also strove to secure new distribution channels including home shopping, Internet shopping, and street multi shops. Going forward in 2006, we plan to foster 「Activ」 as No. 1 home shopping sports brand by differentiating our products using special functional materials in our product design.



# in Casual Li

structure through efficient brand management. In addition, we will improve our brand recognition and brands, enhance our product power by subdividing the lines and put forward with efficient total sales, the gross profit margin improved greatly. In 2006, we will continue to renew our stores executed store efficiency policy through which we shut down inefficient stores and focused on marketing, low-cost PPL and on-line marketing. by maximizing our brand exposure through various activities such as cultural events, star structure. As such, we will promote both sales growth and the restoration of profit generating store management programs while boldly scraping the brands failing to achieve stable profit marketing activities and product support for the core stores. As a result, despite the slight decrease in During the last year, Casual Business focused more on recovering profit-generating structure Business includes the brands such as 「Head」, 「Henry Cotton's」, 「1492MILES」 and 「Andwelt」. through operating efficiency-oriented brands rather than expanding its size. In line with this, we Accounting for 28.0% of our total sales as one of our major business lines, FnC Kolon's Casual



Review of Operations



renewing existing stores. also improve the distribution competitiveness through securing efficient stores and launch of new THead ski in line with our marketing activities to reinforce 「Head」sports image. Furthermore, 「Head」 of  $\lceil$ Head $_{
m J}$ street stores. Currently,  $\lceil$ Head $_{
m J}$ is mainly investing in the activities related with tennis and renewed stores using new SI and laid foundation for sales increase by improving the competitiveness expansion in external will increase our sales as a cash cow by enhancing our product power through planned  $^{ extsf{ iny Head}_{ extsf{ extsf{ extsf{ extsf{ iny Head}}}}}$  strives to restore the profit structure through efficiency-oriented brand operation rather than  $_{
m J}$  underwear lines and development of leading products. We will size. We shut down non-efficient stores, increased efficiency by unit store,



periodic DMs using e-Kolon card customers and department store database. addition, we will improve our brand recognition and preference level by sending out efficiency of the direct distribution efficiency of the existing stores. In addition, we strove to improve the further segmenting the lines and open new stores, expanding our sales volume. In developed special products. In 2006, 「Henry Cotton's」 will expand product range by thereby reducing the by cutting cost through the production move to China and by increasing the traditional restraint and the Italian modern refinement, enhanced the profitability FHenry Cotton's」, a traditional brand whose style naturally combines the British tly imported goods by emphasizing the original concept and level gap between existing direct imports and domestically



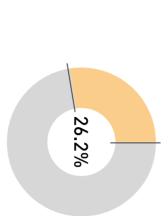
differentiate ourselves as we stably enter the market with integrated B.I. and S.I. In addition, we will also enhancing the brand substance rather than appearance. Going forward in 2006, in all, 「1492MILES」 made various activities in its first year as a long-run brand while have also expanded our marketing activities through reinvigorating on-line marketing. All traditional-modern brand image and establish ourselves as profit-generating brand model  $^{ extsf{T}}$ 1492MILES $_{ extsf{J}}$  plans brand and thereby securing price competitiveness and maximizing sales efficiency. We and shutting down inefficient stores. We also changed our planning system to SPA-type management. 「1492M the profit structure based on efficient marketing investment and distribution structure Korea's most recognized national casual brand, 「1492MILES」 endeavored to improve to successfully renew the brand image. We will pursue young ILES\_ focused on core stores while expanding Chinese production from other competitor brands by enhancing our men's lines.



the brand. series products,  $^{ extsf{I}}$  Andwelt $_{ extsf{I}}$  tried to stably enter the market; and, currently plans to refurbish executed marketing activities with high-functional product differentiation strategy targeted to specialized career individuals. Based on differentiated products such as FX Launched in F/W season in 2004, a 'Metro Outdoor Concept' casual brand,  $^{ extsf{T}}$ Andwelt $_{ extsf{J}}$  has



through the process reestablishment and standardization. Design capabilities shall also be and establishing store-visiting customer measurement system. We will improve our centered management. In addition, we will upgrade our sales power by securing talented sales force in the sector and greatly increase sales through improving profitability and operating customerwhile improving 11.3% in gross profit after September 2005. In 2006, we will pursue the No. 1 brand production/planning efficiency by further cutting cost as we improve productivity per person backed by improved sales structure centered on normal sales, Golf Business sales grew by 7.5% in the early part of the year and prolonged economic recession. However, entering the latter half, brand sales. The early year of 2005 showed a slight decrease in sales caused by retracted golf market FnC Kolon's Golf Business includes 「Jack Nicklaus」 and 「Elord」, accounting for 26.2% of the total reevaluated and enhanced through various efforts.





at the time. In 2005, 「Jack Nicklaus」 continued expanding marketing activities emphasizing on the will expand our business in China and give our utmost to become the best brand in Korea and abroad profitability and firmly positioning ourselves as No. 1 brand in department stores. Furthermore, we segmentation, we will launch and stabilize the casual lines, thereby improving the agencies as department stores and agencies. In 2006, with a clear target of becoming No. 1 brand in product range and sales through differentiated planning tailored to the characteristics of stores such sales promotions, shut down inefficient stores and renewed the store VMD. We also expanded our market since it first explored domestic golf wear market, almost a barren area in the fashion industry new brand image as adult casual beyond the limitation as a golf wear. We focused on store-oriented  $^{ extsf{I}}$ Jack Nicklaus $_{ extsf{J}}$  has firmly established its position as Korea's top leading brand in the adult casual



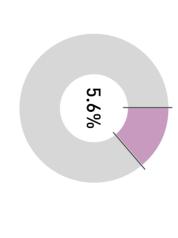
range. In terms of clothes, we will offer customer-oriented management by satisfying customers with perfectionism and for club customers, we will establish sales & customer management system stores. In 2006,  $\lceil \mathsf{Elord} \rfloor$  will continue to enhance the premium image beyond the products functionality and imported brand image while expanding our customer base with a wide product Shi Hyun. Apart from the Seoul Metropolitan City,  $\lceil \mathsf{Elord} \rfloor$  continues to expand geographically by Pursuing the best premium golf brand, 「Elord」 proceeded with various strategies to secure profit management program. to make our customers to become lifetime partners through specific customer database increasing its volume, pursuing more efficient local department store strategy and expanding street through successful sport marketing activities including PGA, LPGA golf pros, Na Sang Wook and Ahn, structure of the business based on well accumulated brand recognition and preference advantages

Review of Operations

Tremium Gashion

MARC JACOBS MARC JACOBS Christian Lacroix JIMMY CHOO

engine by introduc efficient sales distribution network. To establish premium customer management system, target by store in order to establish profit-generating base for imported products. We will mega brand. we plan to provide 1:1 sales promotion and co-marketing while setting and achieving efficiency of the existing stores. We will continue to create synergies with the existing been expanding stable brand sourcing through strategic alliance with LVMH and focused Our Premium Fashion Business includes 「Marc Jacobs」, 「Marc by Marc Jacobs」, also try to reduce discount rate, improve sales ratio and expand our business based on as LVMH in FnC Kolon's other business lines as well. In 2006, we will set and achieve the business lines by introducing the global standard of the world-class fashion company such on expanding sales network based on secured profit structure and improving the terms of absolute sales amount with expanded sales network and by each store. We have  $\lceil Christian\ Lacroix_{\rfloor}\ and\ \lceil Jimmy\ Choo_{\rfloor}$ . The sales in this business greatly increased in targets by VIP customer. In addition, we will continue our efforts to secure future growth ing global fashion brands and the brands with the potential to be a



Your Luxury Life





Review of Operations

## Noton Fashio Diversifying our Fashionable Lif



### Christian Lacroix

[Manstar], [Manstar Casual], and [Christian Lacroix Homme] will reshuffle brand image with new BI and SI, renovate the interior designs and start the marketing activities in earnest starting 2006. To improve our sales power, we will increase customer's purchasing power by expanding the subscription of e-Kolon cards. [Manstar] will expand young mind products such as [Manstar blue line] and [Manstar Casual purple line]. In addition, we will improve our target product selection ability by improving planning process and executing store-responsible order taking system. Furthermore, through strategic alliance with Italian companies, we will cut cost further while proceeding with overall renewals and relocating stores for better results.



A neo-traditional business suit, 「Arpeggio」 and 「GGIO II」 target young business men in their 20~30's, who pursue practical and comfortable lifestyle. With a success in channel diversification, these brands recorded No.1 market share in discount stores (E-Mart and Homeplus). In 2006, we will further diversify our sales channels, secure cost competitiveness by increasing volumes, and enhance the brand capabilities through new BI renewal.

### J. Polack



Family casual brand <sup>「</sup>J. Polack」 is a newly launched brand in 2004. Since 2005, we have been striving to diversify sales channels, and as a fruitful result, recently saw explosive sales growth. Going forward, we will secure cost competitiveness through larger volume and reinforce our brand capabilities by increasing re-buying rate through marketing using star models and securing loyal customers.

### V O U

Launched in 2001, 「QUA」 is Korea's first SPA-type women's young casual brand. Unbound by a fixed concept, 「QUA」 is a lifestyle-leading brand that suggests one-time/off-time wear and accessories, and other fashion items by introducing various products every two weeks, tailored to the seasonal fashion trend. In 2005, 「QUA」 secured 40 sales channels and achieved KRW 25 billion in sales, rapidly growing to rank the 2<sup>nd</sup> most favored brand in the segment. In 2006, we will put our enduring efforts to improve brand recognition and preference by further reinforcing various marketing activities including cultural events, star marketing, low-cost PPL, and on-line marketing.



# F.S.K (Tashion Institute of Kolon)

# ELK (Fashion Institute of Kolon)

F.I.K was established in 1989 to foster fashion specialists so that Korea can leap forward as fashion-advanced country. Having narrowed the gap between university education and on-site operations and retrained staff in charge, F.I.K strove to offer on-site oriented job training to raise specialists to the requirement of fashion industry. The closely-related industry-academy project lectures with Korea's fashion powerhouse, FnC Kolon and active curricula prepared by practice-based professors consisting of actual staff in the site of fashion industry are just some examples of F.I.K merits that are differentiated from other institutions where simple cramming lectures are given.

Starting with its recent move to Kolon Headquarters at Tongui-dong, F.I.K is poised to take another grand leap forward with new vision and resolution to become a world-class fashion education institution while upgrading Korea's fashion specialists. F.I.K provides practical-based training services focused on sales and market to foster genuine specialists companies need. F.I.K will also make diversified efforts such as to invest abundantly in facilities to foster people needed by companies and global fashion business industry in an international era, diverse curriculum, upgraded industry-academic related programs, detailed school affairs management, employment of graduates and many others.

The regular course operated as Master courses is composed of curriculums with industry-academic programs to foster fashion business leaders for them to forecast new market changes and trend. The students are bestowed with F.I.K Master certificates, accredited in the industry, after passing a strict graduation exam supervised by staff in the industry. In case of on-site training course, F.I.K will introduce differentiated curriculums tailored to company on-site operations so that the staff on-site can have broader view and provide up-to-date fashion information suitable for fashion business development. Furthermore, F.I.K will be reborn as an innovative leading fashion specialists.

Fashion Ins

TOE MONOTOR



## ELK (Fashion Institute of Kolon) History

F.I.K was opened on March 20, 1989 in order to foster marketing-oriented fashion specialists by FnC Kolon. F.I.K aims to foster people in various areas into fashion specialists equipped with world-class practical knowledge, future-oriented and international capabilities.

F.I.K regular courses will be widened from 2006 as the qualifications gets wider from college graduates to include high school graduates, providing students with various education opportunities. In addition, F.I.K will prepare night staff courses so that on-site specialists get specialized knowledge and retraining of functions, thereby promoting further development of fashion industry. As such, F.I.K has grown up till now as a gateway to the fashion industry. F.I.K has also established its position as a fashion industry education leader since Jan. 1993 when F.I.K started information business after merging Kolon Fashion System (KFS) under Kolon Co., Ltd.

# F.I.K Linkage Programs with Famous Foreign Fashion Schools

(1) Italian Domus Academy Education Linkage

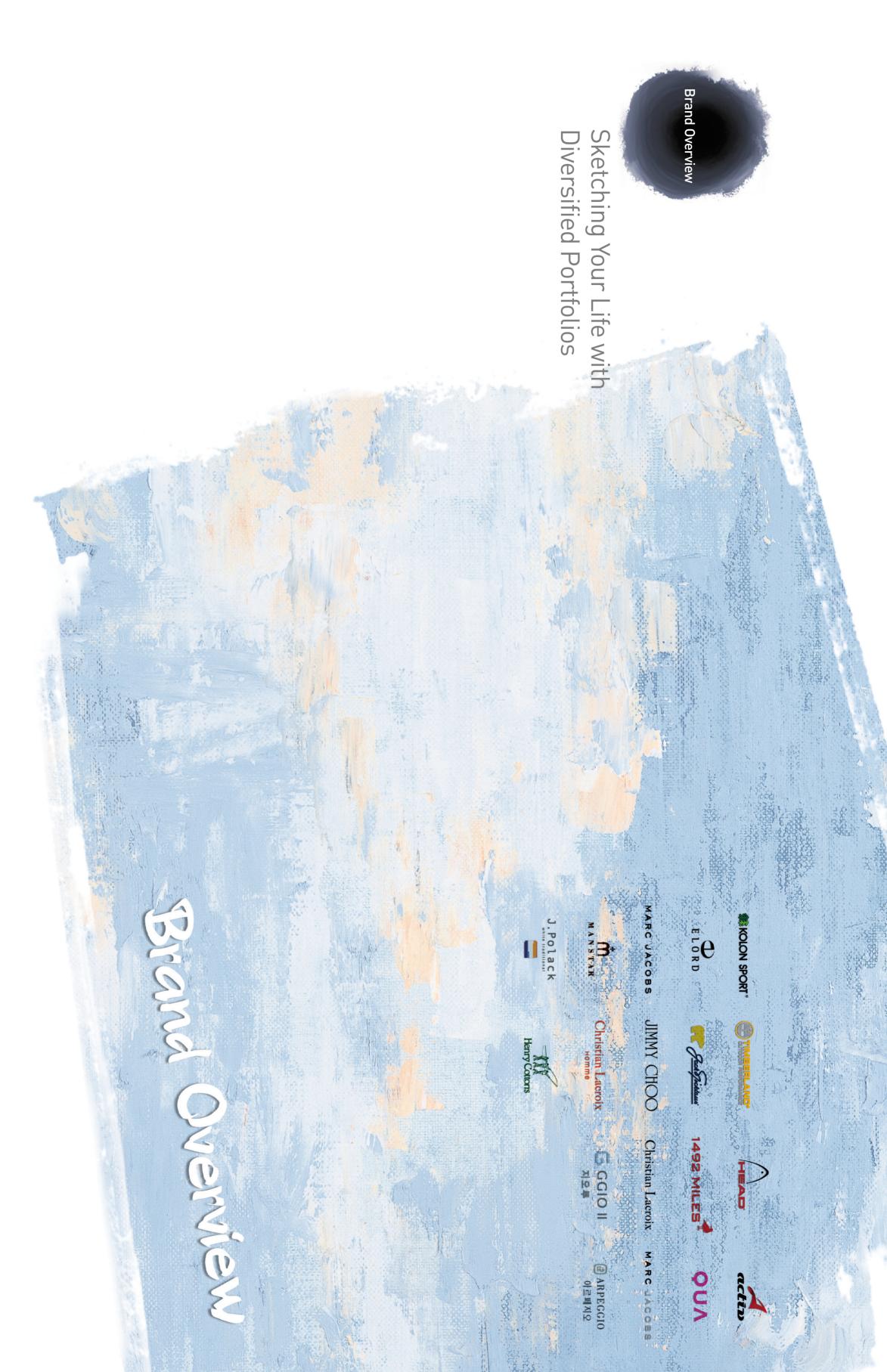
In 2004, F.I.K started to provide European-style curriculums through linked education system with famous Italian fashion school Domus Academy. In accordance with strategic alliances between F.I.K and Domus Academy, F.I.K graduates will be provided with various benefits if they enter Domus Academy. To the request of F.I.K, both parties come together to discuss on such matters as curriculum development and education system operations. In addition, instructors in F.I.K and Domus Academy make lecture exchanges 2~3 times a year, while both parties holding various kinds of seminars. Located in Milano, Italia, Domus Academy was established as International Design Graduate School and famous for graduate-school level institution fostering specialists targeted on experienced staff.

(2) Creates Regular Fashion Related Courses at Zhongshan University in 2007

F.I.K will make inroads to China as the first Korean fashion education institute in 2007. F.I.K made agreement with Hwashin Group for the establishment of 'China Culture Education Investment Development Co., Ltd. (interim)', a Korea-China education venture company to foster international specialists through collaboration with Chinese fashion education sector. In accordance with the agreement, F.I.K will operate 3 fashion-related departments with 300 students including 'Fashion Design', 'Fashion Management', 'VM' from early 2007. The cultural programs and sophomore classes will be operated in China, while junior and senior classes will be operated in Korea to graduate genuine fashion specialists to the requirement international era.

Located in Guangzhou, Zhongshan University is the best national university in Guangdongsheng. The university was first established by Chinese reformist Son, Moon. With 4 campuses, 50,000 undergraduate and 15,000 graduate students, Zhongshan University is one of the most famous universities in China.





### KOLON SPORT

"Kolon Sports」 is a 32-year old traditional outdoor brand that realizes the gist of outdoor wear and supplies by being faithful to nature and humanity and has firmly established itself as Korea's No. 1 outdoor brand. "Kolon Sports」 has always pioneered to develop advanced products through actual tests and has been engaged in various activities to spread outdoor culture beyond providing products.

In 2005, through our TV-CF 'Born to be Extreme', 「Kolon Sports」 further strengthened the specialized outdoor image of overcoming the extremity. In addition, to spread more specialized mountain-climbing culture, we made (Kolon Sports Challenge Team), consisting of alpine and climbing sectors, and actively sponsors pro climbers, Son, Sang Won and Ko, Mi Yeong. 「Kolon Sports」 also holds various kinds of mountain-climbing competitions to help people polish their skills, which includes (Mountain-climbing Competition), (National Athletic Meeting "Mountain") (Kolon Sports Ice-climbing Competition) among others. 「Kolon Sports」 supports 20-year-old (Kolon Sports Ice-climbing School) as a pioneer spreading specialized mountain-climbing culture. By operating (Local Specialist) system, 「Kolon Sports」 provides substantial and useful information about Korea's famous mountains on our homepage. At the same time, 「Kolon Sports」 delivered to the children cancer patients the total profits from the sales of specially planned (New Life to Children) T-shirts while providing various social contribution activities including rescue activities for Pakistani eople.

In R&D, 「Kolon Sports」 successfully developed '8851 Expedition Series', in which overseas expedition team can stand in the extreme weather conditions by using new technology coupled with their challenge and will. We will continue to exert our efforts in R&D of technical wear going forward.

\* KOLON SPORT

In 2006,  $\lceil$ Kolon Sports $_J$  will accelerate ourselves to secure No. 1 outdoor market position by developing better commercial blocks through competition strategy map and by opening global stores.



O

Casual-style outdoor 「Timberland」, a world-famous lifestyle brand established in 1973, has been expanding its customer base since its first Korea launch in March 2004 through FnC Kolon. To overcome widely-held perception of 'Timberland\_as casual brand as it pursues the bridge zone between outdoor and traditional, we will further strengthen the outdoor functionality going forward. In this respect, we will present young and interesting factors by adding casual sentiment for details and design while still possessing high function as outdoor wear. In addition, by focusing on multi-looks enabling both town wear and outdoor in such occasions as tracking, hiking and travels, we will differentiate the brand by suggesting wearable and natural outdoor look In 2005, 「Timberland」 expanded the customer base through copromotion with Kia Motors and aggressively executed brand PR activities through co-marketing with Chrysler's Jeep at Seoul Motor Show. In addition, 「Timberland」 also spreads our love and thoughts for nature and environment through environment production campaign such as (Earth Day). We will focus on securing mania customers by forming brand culture through volunteer activities, cultural events and support for environment clubs as well as adding ecofriendly relationship.

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through tailoring to reasonable and practical sports brand by taking steps toward customers first Korea's representative brand with 22-year history, 「Activ」 has always been there customers' fashion needs in various areas such future, 「Activ」 will make our firm position as national Korea's representative home shopping channel. In the expansion in this area such as making strategic alliance with explored on-line and TV home shopping areas and continued its line with customers' practical purchasing pattern change, 「Activ」 outdoor leisure products and golf-related products. In addition, in companies. 「Activ」 also focuses on developing new items ranging from wear, casual and uniform to fill the orders from public institutions and Asian Games, '88 Seoul Olympics, 2000 Sydney Olympics. As 「Activ」 has with sports history as an official partner for international games including '86 design, color, functional details, and materials. focused on order-taking business, we produce as various items from sports



### 1492 MILES

「1492MILES」 is a national

casual brand pursuing the No. 1
brand power based on neat style
and high-quality products. 「1492MILES」
is a combination of Columbus' great
voyage in 1492 and a unit of distance 'MILES',
'1492' stands for freedom and 'MILES' stands for
youth. 「1492MILES」 suggests youngsters challenging
spirit seeking energy, passion and new future dream
and hope of the 21st century and the lifestyle young
generation can feel the freedom through fashion style and
culture.
In the latter 2005. 「1492MILES」 renewed itself as trendy

1492 MILES

In the latter 2005, 「1492MILES」 renewed itself as trendy 'post traditional casual', drawing big response from young customers. By changing the existing ship-shape symbol to a seagull, 「1492MILES」 will deliver Jonathan Livingston's images such as challenge, dream, idea and sky, famous for 'A bird flying the highest looks farthest'. As a youngsters' culture spreader, 「1492MILES」 has done its crucial role by continuously sponsoring various cultural events such as university Daedongjae, festivals, PIPAN and many others where youngsters breathe. Going forward in 2006, we will totally renew the brand and strive to spread trendy young fashion while strengthening the brand substance. By setting 2006 as the first year as long-run brand, 「1492MILES」 will be reborn as more loved brand by customers. To deliver our free and delicate brand image, we will enhance V.M.D of stores, the meeting point with customers. In latter 2006, we will expedite ourselves to become the No. 1 post traditional casual brand:

### 'n

Women's young casual brand 「QUA」 is a representative women's brand, creating SPA-type brand boom in Korea since its launch in 2001 as SPA(Special store retailer of Private lavel Apparel)-type brand. Recording 50-60% growth rate every year for the five years after 2001, 「QUA」 has firmly established its position as unique SPA-type brand. With a slogan 'I am the Trend', 「QUA」 plans to present products reflecting the trend 100% and we also seek various strategies for our customers to easily buy up-to-date products at a reasonable price

We also made diversified advertising, marketing and rationalized the overseas outsourcing and material purchasing as well. We also executed strategic brand management by increasing product turnover through weekly new product display and repeated purchasing of the products. Through information share with world-famous French fashion information company 'Nelilodi', 「QUA」 swiftly reflects the world trend, thereby establishing its fame as SPA-type brand.

prestige as Korea's representative SPAshopping. In 2006, 「QUA」 will maintain its woman customers a unique place for rest and cheese cakes and beverages, offering young dong shop, there locates a sweet cafe, which sells got popular as it used fashion graphic VMD as Nelilodi as the shops feel and accept the trend. Apgujeong store Redeo Street and Myung-dong, spreading leading trend and in 2005, we opened various antenna shops at Apgujeong opened a large-scale flagship store at Gangnam upon launch and trendy products and operates customers sector site. The mall fast updates various fashion-related news popular as ranked unquenchable No. 1 in Ranking.com's fashion In 2002, we opened 'QUA Mall' on the Internet and the site gets very suggested. On the second floor of two-story Myungcorner. 「QUA」





A brand for fresh and energetic

enjoy their lifestyle. magazine for men in their 30-40's, creating sound and interesting cultural spaces where men can quality tailor-made style suit. Along with these lines, we launched a high-quality, nonmeasuring the body on over 20 spots, is one status, to name a few. The tailor-made suit, famous for zero errors by skins, 'air-conditioning suit' that circulates air by recognizing the body introduced 'silver plus suit' that applies the characteristics of silver oriented suits by applying various technologies. slogan 'Even Thinking about Customers' Health' on tradition, design and technology. Based on a men's brand since its first launch in 1983 based  $\lceil \mathsf{Manstar}_{\rfloor}$  has established itself as the best businessman in their 30's and 40's, Korean body shape. In addition, we opened 「Manstar Webzine」(www.manstarzine.co.kr), an online leading trendsetters and lead developing no-pad suit-tailoring technique and patterns for different benefits for customers before their wedding. In 2005, we launched 'blue line' for adhesive premium line 'black line', and held a for health, 'vitamin suit' that contains vitamin in the clothes good for been forming its fame as Korea's best well-being brand as it with health marketing, 「Manstar」 has developed functionof our popular products as high-「Manstar」 has wedding promotion where we offers a , in line

In latter 2006, we will further solidify our standing as young and trendy men's representative brand by driving extensive brand renewal upon the strategy, 'Change everything but name'.

### Christian Lacroix

нотт

 $^{\mathsf{C}}$ Christian Lacroix Homme\_I is world-famous French designer men's brand, which was first introduced by Kolon Group through strategic alliance with LVMH Group.

Amid Masstige market expansion as import goods expansion in men's wear market and increasing introduction of foreign brand into Korea, <sup>r</sup>Christian Lacroix Homme<sub>J</sub> has firmly secured its No. 1 position as trendy character men's wear creating 'metro sexual' fever since its launch in 2004.

Drawing attentions by fashion models and popular celebrities for trend-leading design, <sup>r</sup>Christian

man stars such as Cho, In Sung in drama 'Spring Day'.

Lacroix Homme  $_{
m J}$  has secured the trend-leading brand recognition through successful PPL of famous

Along with this popularity, 「Christian Lacroix Homme」 has shown high sales performance compared with 2004 by opening stores in major department stores at Gangnam such as Galleria Apgujeong, Shinsegae Gangnam and Hyundai Trading Center. In 2005, our color marketing was evaluated as very successful to show brand color effectively as we presented an event 'Free Orasoma (Color therapy for soul'; through which we can understand the status of body, emotion, ego and soul by its color energy that reflects own soul's color and genuine shape, get rid of imbalance, and heal the soul. In December 2005, 「Christian Lacroix Homme」 also held 'Before Christmas Party' for customers at a club garden in Apgujeong, commemorating the 2<sup>rd</sup> anniversary of Korean launch.

In 2006, <sup>1</sup>Christian Lacroix Homme J will further strengthen its position as a trend-leading brand through securing sales network of major premium-brand stores and executing differentiated design strategy.

Christian Lacroix





Henry Cottons

combining both sporty style and classical ele customers by suggesting comfort and functionality while presenting designs products with his name on them. Fenry I otton's」gathers very deep mania layer

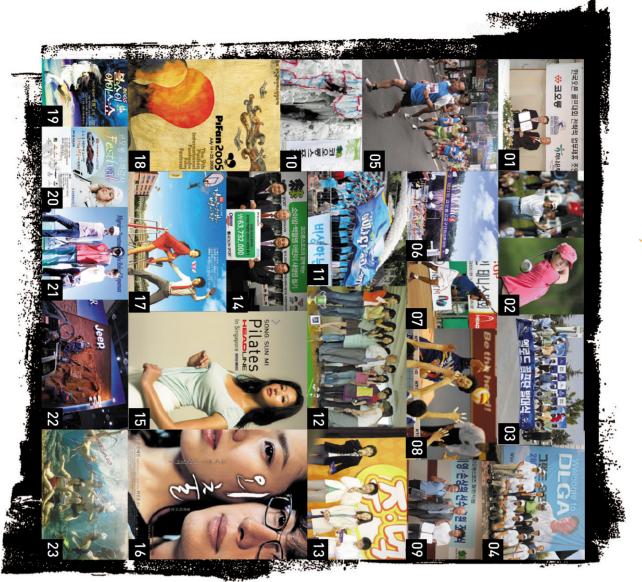
oriented product development. By cutting cost through Chinese generating structure through concept differentiation and storestore database. In addition, we will expand and periodic DM sending utilizing e-Kolon preference using aggressive PPL, marketing using popular movie director Cotton's, will make further efforts to enhance brand recognition and as trendy traditional brand for those in their offering denim-made 'bluefee'l line, 「Henry premium line of 'Collezione Premio' using top-quality details and cloth. Also by response by suggesting refined design both with prestige and fashion through customer base through diversified and high In 2005 celebrating 10th anniversary, 「Henry Cotton's」 focused on expanding Korea's traditional brand. degrees of stores, 「Henry Cotton's」 will be able to reborn as production and efficiently operating products in accordance with our sales and change profitcardholders and department -quality goods and received favorable r 20~30's. Entering 2006, 「Henry Cotton's firmly set its standing

Henry Cottons

Snapshots in 2005

Snapshots in 2005

## Inapshots in 2005



### Sports Marketing

### Gol

- 01 Held the 48th Kolon · Hana Bank Korea Open Golf Successfully held the competition through co-marketing with Hana Bank. Choi, Gwang Soo Pro ranked the 1st.
- 02 PGA Sang Wook Na Pro, LPGA Shi Hyun Ahn Pro By sponsoring clothes and golf-related products to world-class players, Kolon maximized the broadcasting and press exposures.
- 03 Operates  $\lceil \text{Elord}_{J} \text{ Golf Team}$  Composed of 80 players and contracted pros, dedicated to developing Korea's golf sector .
- 04 Opened DLGA (David Leadbetter Golf Academy)
  Fosters pro golf players through DLGA by the world famous golf coach, David Leadbetter.

### Sports

- 05 Held Hi Seoul! Cheonggyechun-Han River Marathon Sponsored Masters Marathon Competition held to commemorate the restoration of Chunggyechun (11,000 participants).
- 06 Hosted the 21st Kolon High School Marathon
  The largest-scale high school marathon competition expanded to middle school students from year 2006.
- 07 Held the 14th [Head] Cup
  National Tennis Club Tournament
  Korea's largest club tennis tournament (Participants up to: 7
  parts, total of about 2,500 players)
- 08 Supported National Volleyball Team and Sponsored Pro Volleyball All Star Competition Maximized public exposure by providing National Volleyball Team and pro volleyball tournament with various clothes and sports products.
- 09 Operates 「Kolon Sports」 Challenge Team Composed of players Mi Young Ko and Sang Won Son, the Team infuses 「Kolon Sports」 challenge spirit and sophisticated & functional products
- 10 Held the 4th National Kolon Sports lce-climbing Competition Enhanced "Kolon Sports, brand image by sponsoring winter mountain-climbing sports.

### Marketing

- 11 FnC Kolon and Kolon Fashion Held Fone, Heart Athletic Meeting
- 700 people including Kolon employees and workers throughout our sales network gathered together for the one-hearted occasion.
- 12 FnC Kolon · Kolon Fashion Held <sup>T</sup>Brand Day<sub>J</sub>
  Brand day held monthly at Gwacheon Headquarters, promoting public exposures through various events and occasions.
- 13 Participated in helping poorly-fed people in 'Rice Ball Concert' of MBC "Sunday Sunday Night, Made contribution by sponsoring 'Rice Ball Concert' to help undernourished population.
- 14 Held 「Kolon Sports」 'New Life to Children' Campaign Helped children with cancers by campaign through 'New Life to Children' T-shirts.
- 15 「Head」Launched Pilates Headline DVD 「Head」 launched a pilates DVD with Sun Mi Song, a model & actress who is renown for the athletic life style. [12,000 copies sold]
- 16 「Andwelt」 Promoted Movie Marketing in 'April Snow' Sponsored clothes for main actor Yong Joon Bae and other supporting actors in the movie 'April Snow'.
- 17 「Head」 PPL on SBS 'Hard Tack Teacher and Star Candy' Promoted brand exposure by providing 「Head」 clothes to popular SBS drama 'Hard Tack Teacher and Star Candy,' starring Korea's top class actor and actress, Yoo Gong and Hyo Jin Gong.
- 18 「1492 MILES」&「Qua」 Sponsored PIPAN Sponsored the 9th PIPAN (Puchon International Fantastic Film Festival), one of Korea's 3 international film festivals.
- 19 「Manstar」 Held 'BolShoi on Ice' Promotion Event Sponsored clothes for BolShoi Ice Show and held the promotional events for customers.

### Co-Marketing

- 20 FnC Kolon & Kia Motors Co-Marketing

  Held a sweepstake promotion for customers together with Kia Motors.
- 21 Carried Out 「Elord」& Janssen Korea Co-Marketing Held 「Elord」 fashion show with Janssen Korea, a pharmaceutical company renowned for Tylenol.
- 22 Held 「Timberland」 & JEEP Co-Marketing Conducted co-marketing at 2005 Seoul Motor Show with Chrysler Jeep and held a summer camp.
- 23 「Head」& 63 Sea World (63 Bldg.)
  Co-hosted Aqua Fashion Show
  Held a cool bathing suit fashion show in 63 building in the midst
  of hot summer.



Numbers that matters

Financial Section

MD&A



Managements

Discussion



(Malysis

Overview

nC Kolon MD&A

Established in 1954 and celebrating its 51st anniversary, FnC Kolon ['the Company'] is a prominent fashion and sportswear company in Korea with an extensive brand portfolio comprising sports/casual/golf/premium fashion brands. Originally started as the apparel division of the former Kolon International Corp., the Company was reborn as FnC Kolon on December 1, 2000, when Kolon International was divided into three separate entities. Among a total of 13 brands including 9 licensed brands and 4 directly imported premium fashion brands, "Kolon Sports\_, "Jack Nicklaus\_ and "Head\_ are highly recognized in the market. The Company possesses excellent brand management capabilities and efficient sales network operation know-how as well. Amid rapid "Kolon Sports\_," sales growth spurred by explosive surge in the outdoor market, the Company's productivity efficiency has greatly improved through expanded Chinese production and integrated outsourcing management system with Kolon Fashion and the productivity also showed great improvement with the increased normal sales proportion.

For the years ended Dec. 31, 2005, FnC Kolon's sales amounted to KRW 335.7 billion, up by 4.4% from the previous year. Sportswear Business showed steady and progressive growth backed by "Kolon Sports\_ and Casual/Golf Businesses also showed more efficient sales growth trend. Since Dec. 2004, FnC Kolon has established the most stable and optimum market portfolio through management integration with Kolon Fashion, thereby laying a solid foundation toward becoming a world's great sports/fashion company. In addition, the Company has established cash flow-oriented management system on the back of positive effects from strategies initiated for efficient brand sales structure and cost innovation from late 2004. The Company's strategies to pursue both sales growth and efficiency since the latter 2005 made a big success and a large-scale sales increase and profitability improvement has been expected since the 4th quarter 2005.

### Major Financial Ratios

2003 2004 2005	112x 0.05x	Asset Turnover
2003 2004 2005	7.8%	Operating Margin
2003 2004 2005	2.61 ( ) 2.23 ( )	Interest Coverage Ratio
2003 2004 2005	389.5%	Liabilities-to-equity Ratio

growth was able to increase mainly backed by the private consumption growth of 3.2%, getting out of these favorable cond industry has entered industry is expected growth in size. Amidst earnest domestic economic recovery expected in 2006, Korea's fashion and focus and recovering the profitability through cost innovation rather than pursuing external Kolon was able to maintain strong growth position by initiating more efficient sales through selection recession and continued its growing trend since the latter half of 2005. Against this backdrop, FnC of 2004. With the slow 21% in 2004, and the decreasing trend prolonged two-year in a low. Exports also increased by 9.7%, slightly lower than aggravated trading conditions mainly caused by appreciated Won. Especially, last year's economic Korea's 2005 economic growth rate recorded 4.0%, slightly higher than early expected 3.9% However, the disposable income increase was less than 1% due to rising raw material prices and 'Initiating Store-oriented Management.' Enhancing Business growth of capital expenditure also greatly increased by 5.1%, higher than 3.8% a serious recovery phase spurred by explosive growth. Therefore, leveraging to show high growth at 4.6%, Especially since  $4^{\circ}$  quarter 2005, the fashion Portfolio, 'Reinforcing Core Business Capabilities,' 'Innovating Cost' and itions, FnC Kolon will continue to grow based on our 4 core strategies of recovery of domestic economy, the fashion industry can overcome the lagged

### Operating Results

Sales

With strategies of achieving efficient sales through selection and focus and improving profitability through cost innovation, FnC Kolon recorded KRW 335.7 billion sales in 2005. Despite the scraps of some brands, the Company maintained a robust growth of 4.4% and the growth became more evident after the 4<sup>th</sup> quarter 2005, which saw 12% rise. Newly launched brands grew explosively over 100% while other sectors showed ups and downs respectively: Sports 11.6%, Premium Fashion 43.1%, Casual -1.9% and Golf -0.3%. Specifically, <sup>T</sup>Kolon Sport<sub>J</sub> grew by 18%, <sup>T</sup>Henry Cotton's<sub>J</sub> by 10% and <sup>T</sup>Elord<sub>J</sub> by 9%, each showing considerable growth in each business sector.

The gross income came in at KRW 188.9 billion, up by 8.8% from 2004 with an improved gross income margin of 56.3%, up by 2.3%p. This improved gross margin was mainly achieved through improved normal sales (excluding discount sales) ratio by 1.6% (67.8% in 2005), efficient sales structure with inefficient shut-down stores, improved profitability by securing cost competitiveness through expanded overseas production and integrated production outsourcers.

Sales, Operating Income, Ordinary Income, Net Income

(In Billions of KRW)

Net Income	Ordinary Income	Operating Income	Gross Income	Sales	
△14.0	△11.1	9.6	173.7	321.6	2004
13.5	19.7	26.3	188.9	335.7	2005
15.9	22.8	36.1	210.3	359.3	2006 (E)



MD&A

MD&A

MD&A

By business sector, with 「Kolon Sports」, 「Activ」, 「Timberland」, sales of Sports Business rose by 11.6% to record KRW 132.1 billion, while Casual Business comprising 「1492MILES], 「Henry Cotton's] and 「Andwelt」 slightly declined by 1.9% to KRW 91.7 billion. Mainly led by 「Jack Nicklaus」, 「Elord」, Golf Business maintained almost the same sales level as 2004 at KRW 85.9 billion. With almost similar sales portion among the three business lines, Sports Business accounted for the largest at 36.8% mainly backed by 「Kolon Sports」, while Casual Business and Golf Business slightly contracted to 29.1% and 26.8%, respectively.

### Sales by Business

100.0	335.7	321.6	290.8	Total
7.3	25.9	23.6	14.0	Others
26.8	85.9	86.2	86.6	Golf
29.1	91.7	93.5	104.7	Casual
36.8	132.1	118.4	85.5	Sports
[%]	2005	2004	2003	Business



(In Billions of KRW)

Despite aggravated domestic economic conditions, Sports Business showed a robust 11.6% sales growth leveraged by FnC Kolon's representative outdoor brand [Kolon Sports]. The domestic outdoor market is rapidly growing based on favorable market conditions such as the expansion of five-day-work-week system, recovered consumption sentiment and heightened awareness on health. In addition, group delivery and sales increase through home shopping channels also helped the sales increase in Sports Business. However, the Casual Business reacted sensitively to the recessed domestic economy. Casual Business also showed weak trend as the overall fashion mega trend has moved from casual to sports sector. In the meantime, with heightened competition, Golf Business maintained similar sales level to the past year.

### Profitability Improvement

Since 2005, FnC Kolon has been improving the profitability by putting focus on the following matters. First, the Company improved production efficiency. FnC Kolon recently expanded large portion of its outsourcing production to China, which mainly depended on domestic production in the past as FnC Kolon depends 100% of production on outsourcing systems. Furthermore, the integrated management of domestic outsourcers with Kolon Fashion greatly contributes to improving production efficiency. Second, FnC Kolon reduced selling and administrative expenses by a large portion. Through personnel restructuring and innovative savings of controllable cost, the selling and administrative expenses has been greatly reduced. Especially, the Company maintains its marketing expenses at 5% of its total sales through more efficient marketing activities.

Operating Income & Ordinary Income

Despite KRW 7.4 billion increase in commissions paid linked with sales amount and KRW 4.8 billion in profit sharing paid for exceeding 2005 targets, the Company's operating income explosively increased by 174% [224% excluding PS] to KRW 26.3 billion. A benchmark of efficient management and cost savings, the selling administrative expenses ratio to total sales decreased by 3.6%p to 19.1% from 22.7% in 2004. The increase in operating income was achieved by saving KRW 10.9 billion in marketing expenses through efficient activities. and KRW 3.0 billion savings for controllable expenses. Ordinary income was KRW 19.7 billion, improved by KRW 30.8 billion from 2004. This improvement was mainly caused from KRW 8.6 billion in asset disposal income and improved equitymethod valuation of KRW 0.9 billion in income from the deep losses of KRW 15.7 billion in 2004. As invested companies showed a sign of improving profitability in 2005, FnC Kolon has laid future growth foundation as the first year of earnest recovery of our investment from the investee companies.

### Financial Position

Improved Profitability and Financial Structure Stability

FnC Kolon has initiated a variety of efforts to improve the Company's profitability and secure financial position stability since 2002. In line with our efforts, in 2005 FnC Kolon sold or dissolved nonfashion related businesses worth a total of KRW 14.3 billion interest which include 2,040,000 shares of Kolon Construction, 1,630,000 shares of World Wide Net, 430,000 shares of YTN Media. Kolon Mart's asset was delivered to GS Logistics at KRW 43.5 billion in March 2005 and other non-related businesses such as a subsidiary in LA, Nexfree, Merrys Wedding Consulting, etc. were all asset transferred or dissolved. In the meantime, in order to focus more on fashion business, FnC Kolon established a subsidiary in Shanghai, China as part of our 2<sup>nd</sup> FnC KOLON in China strategy and made a dramatic turnaround by focusing the investment in Kolon Fashion. Furthermore, the Company created synergies such as improved profitability by integrated management. In addition, FnC Kolon introduced advanced system such as ERP and sales information systems while actively learning advanced system and technique through strategic alliance with LVMH.

FnC Kolon continued our restructuring efforts in brand, personnel, cost, financial position to secure stable financial structure. The Company sold out 「Lucas」 for brand restructuring in line with the Company's brand portfolio restructuring program of scraping unprofitable brands. Executives and employees were also restructured and currently 561 employees are working for the Company. At the same time, the Company saved 19% of controllable expenses through cost innovation and saved KRW 14.0 billion marketing expenses through efficient management. The Asset restructuring process has now finished as the Company sold a total of KRW 72.5 billion tangible and intangible assets including real estates and equity securities.



MD&A

### Assets & Liabilities

FnC Kolon's assets stood at KRW 268.5 billion while liabilities at KRW 183.3 billion. Total net borrowings were recorded at KRW 117.0 billion, decreased by KRW 44.6 billion from KRW 161.6 billion as the Company redeemed KRW 20.0 corporate bonds due and KRW 30.0 commercial papers (CP). The repayment made possible with operating cash flows of KRW 23.4 billion and cash from the asset disposition. The Company's liabilities-to-equity ratio fell greatly to 236% in 2005 from 359% in 2004. The interest coverage ratio, a benchmark for stability from operating cash, largely improved to 2.32 times from 0.94 times in 2004.

Based on the abundant retained cash in the Company, FnC Kolon will continue putting the priority on the sound and stable financial structure to leap further toward Korea's No. 1 sports/fashion company.

## 2006 Forecast and Strategy

Korea's 2006 economic growth rate is expected to record approximately 5% backed by stabilized world economy and increasing trend of domestic capital expenditure and exports. Korea Development Institute (KDI) forecasts that in 2006, exports continue to expand and domestic economy enters its recovery stage in earnest, recording 5% level growth, considerably higher than 3% of 2005.

Amid expected full recovery of domestic economy, Korea's fashion market is forecast to grow by 4.6% during 2006. Especially, the fashion market has entered a full recovery phase since the 4th quarter 2005 on the back of explosive growth in the market. However, FnC Kolon will focus more on efficiency rather than sales expansion centered on the management strategies of 'Enhancing Business Portfolio,' 'Reinforcing Core Business Capabilities,' 'Innovating Cost,' 'Initiating Store-oriented Management.' All things considered, FnC Kolon's 2006 sales are expected to reach KRW 359.3 billion, up by 7% from 2005. Especially, the sluggish Casual Business is forecast to recover in a rapid phase. Without launching new brands, FnC Kolon will focus on maximizing the sales efficiency of the existing brands.

In 2006, the Company's gross income is expected to grow by 11.3% to KRW 210.3 billion. The gross margin will also rise by 2.2% to 58.5% compared with 2005 as the Company's cost innovation efforts such as overseas production and production outsourcing integration show tangible results and profit structure has become efficient with lowered inventory level and shut down of non-core stores. Leveraged by continued cost innovation efforts since 2005, FnC Kolon's operating income is expected to grow by 37.3% to KRW 36.1 billion in 2006 while operating margin enters 10% level, up by 2.2p%. With the financial condition restructuring finished, the Company has no further plan to sell assets. Repaying KRW 25.0 billion debt using continuously generating operating cash flows, FnC Kolon's total borrowings are expected to fall to KRW 98.0 billion at the end of 2006. In addition, long-term borrowings will compose over 50% so that the Company secures financial stability and the liabilities-to-equity ratio will decrease to 193%, improving by 43%p, further stabilizing sound financial structure.

MD&A

### Kolon Fashion MD&A

Spun off in December 2000 from Kolon International Corp., Kolon Fashion is a specialized fashion company with 7 highly-recognized brand portfolios in men' s/women' s/casual fashion markets. As of the end of Dec. 2005, Kolon Fashion's assets stood at KRW 85.0 billion and the Company successfully turned around from net loss to KRW 0.6 billion in net income with KRW 10.6 billion in operating income and KRW 132.0 billion in sales.

This turnaround was made possible through various company efforts during the year that include cost reduction using low-cost overseas production lines, development and expansion of various sales network such as street stores, profit maximization by focusing on rapidly growing brands such as 「GnA」,「J. Polack」, 「QUA」, enhancing profitability and management efficiency through rigorous restructuring, securing financial transparency and stability through capital injection. Especially in December 2004, Kolon Fashion laid a firm foundation to be born as integrated fashion company with improved profitability through created synergies with integrated management with FnC Kolon.

In addition, Kolon Fashion further saved 25% cost by increasing overseas production rate in China to 34% level. The Company uplifted operating income through savings of controllable expenses, personnel restructuring and effective use of marketing expenses. FnC Kolon's financial structures could be further stabilized by reducing borrowings and capital enhancement, thereby considerably reducing interest expenses. Going forward, Kolon Fashion will continue to increase sales level by cutting cost, saving controllable expenses, while improving profitability. Furthermore, Kolon Fashion will assure its company image with sound and stable financial structure.

### **Operating Results**

By focusing on profitability improvement by cost cut in 2005, Kolon Fashion's sales increased by 11.4% to reach KRW 132.0 billion. With increasing normal sales portion and further cost cut, gross income also improved by 34.4% to KRW 82.4 billion, while gross margin greatly improved to 62.5%, up by 10.8%p from 51.7% in 2004. With greatly reduced selling and administrative expenses after rigorous restructuring and savings in marketing expenses, operating income amounted to KRW 10.6 billion, greatly improved from KRW -4.1 billion in 2004. Net income turned around to black ink with reduced interest expenses of KRW 2.2 billion despite the reflection of KRW 8.3 billion of goodwill impairment losses.

### **Financial Position**

Total borrowings of Kolon Fashion decreased to KRW 17.5 billion from KRW 35.0 billion at the end of 2004. The liabilities-to-equity ratio fell to 100% level, dramatically down from 239% in 2004, while interest coverage ratio reached 6.38 times. The Company's future growth based has been firmly established with sound and stable financial structure.



Balance Sheets



As of December 31, 2005, 2004

(In KRW)

Long-term Trade Receivables Alloance for Doutful Accounts	Long-term Loans	Equity-method Investment Securities	Available-for-sale Securities	Long-term Financial Instruments	(1) Investment Assets	. Fixed Assets	Goods in Transit	Raw & Sub Materials	Work-in-process	Finished Goods Outsourced	Finished Goods	Allowance for Valuation of Inventories	Processed Goods	Merchandises	(2) Inventories	Other Current Assets	Deferred Income Tax Assets	Shor-term Deposit	Prepaid Expenses	Advance Payments	Allowance for Doutful Accounts	Accrued Revenues	Allowance for Doutful Accounts	Non-trade Recievables	Allowance for Doutful Accounts	Account Receivables	Short-term Financial Instruments	Cash and Cash Equivalents	(1) Quick Assets	I .Current Assets	Assets	FnC Kolon CORP.
1,220,829,556 (-)1,002,945,015 217,884,541	2,843,189	56,220,784,290	4,842,918,570	15,500,000	90,236,645,239	127,698,767,043	70,208,013	5,038,213,016	700,815,301	153,375,425	637,892,191	[-]2,631,553,625 62,975,856,801	65,607,410,426	19,163,500	69,595,524,247	68,125,971	23,745,426,100	116,500,187	734,236,899	250,715,509	[-]17,673,876 156,022,589	173,696,465	[-]224,282,493 3,202,355,552	3,426,638,045	[-]4,477,041,989 36,346,026,940	40,823,068,929	203,748,592	5,749,135,684	70,572,294,023	140,167,818,270		2005
1,147,231,341 [-)1,002,945,015 144,286,326	12,903,249	31,240,185,558	10,907,360,562	215,500,000	84,466,569,528	160,125,088,402	129,490,633	5,202,004,405	494,402,223	155,123,877	337,059,671	[-]1,033,432,877 67,884,640,925	68,918,073,802	835,573,855	75,038,295,589	150,128,081	13,130,051,790	94,342,052	1,135,242,868	114,095,560	- 385,741,412	385,741,412	- 694,900,457	694,900,457	[-]4,251,844,371 25,448,619,977	29,700,464,348	309,690,891	29,452,233	41,492,265,321	116,530,560,910		2004

330,013,077		281,365,283		Other Current Assets
39,966,738,836	(-)33,261,164	79,963,126,539	[-]36,873,461	Discounts on Bonds Payable
	40,000,000,000		80,000,000,000	Current Portion of Long-term Debt
4,906,248,844		5,703,009,533		Withholdings
14,639,145,340		10,416,787,244		Deposits Received
456,745,250		477,317,073		Advances from Customers
12,090,373,122		20,899,674,794		Non-trade Payables
41,715,560,911		23,000,000,000		Short-term Borrowings
17,632,753,000		21,375,975,887		Trade Payables
131,737,578,380		162,117,256,353	· · · · · · · · · · · · · · · · · · ·	. Current Liabilities
				Liabilities
276,655,649,312		267,866,585,313		Total Assets
77,744,144		71,737,302		r delittles Selvice rees
00 0/./		01 057 500		Escilition Soming Eggs
2.000		2.000		Telecommunications
263,377,427		254,321,681	本 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Industrial Property Right
3,278,093,840		1,174,197,173		Goodwill
3,641,417,411		1,520,478,356		(3) Intangible Assets
	290,925,000		600,021,550	Construction-in-progress
11,819,254,017	(-)16,772,358,828	10,645,021,552	(-)20,008,658,978	Accumulated Depreciation
	28,591,612,845		30,653,680,530	Other Tangible Assets
257,313,453	(-)903,496,423	193,851,651	(-)694,935,882	Accumulated Depreciation
	1,160,809,876		888,787,533	Vehicles
11,529,837	(-)736,379,446	6,308,060	[-]163,418,025	Accumulated Depreciation
	747,909,283		169,726,085	Machinery
4,793,543,493	(-)3,481,546,681	8,532,401,733	[-]3,548,591,124	Accumulated Depreciation
	8,275,090,174		12,080,992,857	Structures
27,515,805,724	(-)4,631,924,696	5,104,814,178	[-]743,155,609	Accumulated Depreciation
	32,147,730,420		5,847,969,787	Building
27,328,729,939		10,859,224,724		Land
72,017,101,463		35,941,643,448		(2) Property, Plant and Equipment
6,887,773,661		6,889,487,298		Other Investment Assets
26,940,731,718		9,921,005,877		Deferred Income Tax Assets
8,033,046,623		12,041,439,643		Guarantee Deposits
84,781,831	(-)940,285,475	84,781,831	[-]940,285,475	Alloance for Doutful Accounts
	1,025,067,306		1,025,067,306	Lont-term Non-trade Receivables
4	2004	5	2005	FnC Kolon CORP.
•	2	STATES AND SECOND		1 ) ; ; ) ) ) ] ]



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Balance Sheets

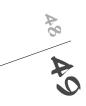
276,655,649,312		267,866,585,313		
60,337,335,584		79,804,758,167	quity	Total Liabilities and Shareholders' Equity
			3,5311,3745	Total Shareholders' Equity
[-]15,959,284,956		(-)17,231,712,471		
714,986,265				Negative Equity in Capital Adjustments of Affiliates
(-)1,655,002,819		203,914,751		Equity in Capital Adjustments of Affiliates
(-)15,302,695,898		(-)9,608,758,814		Gains (Losses) on Valuation of Available-for-sale Securities
(-)32,201,997,408		(-)26,636,556,534		Treasury Stock
				W. Capital Adjustments
(-)8,053,381,215		13,487,455,332		and KRW [-]13,951,192,457]
				of KRW 13,487,455,332
				before Desposition
			ted Deficit)	Retained Earnings (or Accumulated Deficit)
1,300,000,000			nings	Legal Appropriated Retained Earnings
(-)6,753,381,215		13,487,455,332		III. Retained Earnings (Accumulated Deficit)
1,729,899,434		414,526,377		Other Additional Capital
22,000,000,000		16,976,518,219		Gains on Revaluation
11,921,729,773		11,921,729,773		Additional Paid-in Capital
35,651,629,207		29,312,774,369		II. Capital Surplus
3,023,003,000		3,023,083,000		r leiel ed Stock
60,018,000,000		60,018,000,000	WHEN THE	Common Stock
63,641,085,000		63,641,085,000	THE REAL PROPERTY.	. Capital Stock
				Shareholders' Equity
216,318,313,728		188,061,827,146		Total Liabilities
4,688,559,448	(-)250,921,266 (-)5,203,780,880	6,221,253,434	(-)213,567,466 (-)4,899,606,525	Contribution to National Pension Plan Deposits for Severance Benefits
79,892,175,900	(-J107,824,100 10,143,261,594	19,723,317,359	11,334,427,425	Discounts on Bonds Payable Provisions for Severance Benefits
	80,000,000,000		20,000,000,000	Bonds Payable
84,580,735,348		25,944,570,793		. Lont-term Liabilities
4	4007		6007	THE ACION CORT.
2	3	このでは このでなけれ	2000	THE KALAN CORD

Oncome Statements
NON-CONSOLIDATED STATEMENTS OF INCOME



For the years ended December 31, 2005 and 2004

Custody Charges	Packaging	Samples	Advertising	Supplies	Entertainment	Insurance Premium	Repairs	Amortization	Depreciation	Rent	Taxes and Dues	Unility Expenses	Communications Expenses	Travel Expenses	Compensation Expenses Associated with Stock Option	Training Expenses	Employee Benefits	Sevenrance Benefits	Salaries	V. Selling, General and Administrative Expenses	III. Gross Income	Cost of Sales-Domestic	Cost of Sales-Exports	II. Cost of Goods Sold	Other Sales	Sales-Domestic	Sales-Exports	I . Sales	FnC Kolon CORP.	i dikan
45,667	509,270,490	523,361,563	10,627,930,403	1,281,974,649	528,698,067	608,096,430	939,215,968	571,778,441	8,002,353,809	4,251,826,678	1,530,232,540	292,400,238	461,826,450	1,748,676,903	47,740,200	466,993,102	2,514,290,370	2,518,345,243	25,023,455,284	162,608,740,876	188,942,314,871	145,998,746,876	713,650,460	146,712,397,336	6,607,606,212	328,020,965,073	1,026,140,922	335,654,712,207	2005	
187,440	554,494,846	871,568,487	21,279,632,119	1,874,259,199	616,900,183	268,802,052	1,021,421,365	771,089,409	7,789,923,360	2,889,602,894	1,573,419,285	318,209,215	494,955,884	2,532,044,344		526,502,484	2,697,615,662	2,401,793,232	21,185,757,692	164,125,587,930	173,736,865,876	144,499,201,126	3,387,459,937	147,886,661,063	7,215,159,776	310,811,758,092	3,596,609,071	321,623,526,939	2004	(In KRW)



Income Statements

Income Statements

XI. Net Income(Loss) (Ordinary Earnings (Losses) per Share and Earnings (Losses) per Share of KRW 1,216 in 2005 and KRW (1,373) in 2004) 13,49	X. Income Tax Expenses	IX. Income (Loss) before Income Tax Expenses	VIII. Ordinary Income (Loss)	Miscellaneous Losses	Impairment Losses on Intangible Assets	Other Bad-debt Expenses	Donations	Additional Payment of Income Taxes	Losses on Disposition of Property, Plant and Equipment	Equity Losses on Investments	Losses on Sale of Investments	Losses on Desposition of Trade Receivables	Losses on Foreign Currency Translation	Losses on Foreign Currency Transaction	Interest Expenses	VII. Non-operating Expenses	Miscellaneous Income	Equity-method Income on Investment	Gains on Sale of Intangible Assets	Gains on Sale of Property, Plant, and Equipment	Gains on Sale of Investment Securities	Gains on Foreign Currency Translation	Gains on Foreign Currency Transaction	Dividend Income	Interest Revenues	VI N	V. Operating Income	Bad-debt Expenses	Ordinary R&D	Meetings	Sales Promotion	Sub-materials	Vehicle Maintenance	Publication	Service Fees	Freight Expenses	FnC Kolon CORP.	
re and 13,487,455,332	6,177,927,145	19,665,382,477	19,665,382,477	2,464,067,001	1,624,566,667	241,956,369	292,140,935	2,345,449,130	718,399,020	5,310,399,332	994,289,068		95,084,625	372,966,132	11,334,436,383	25,793,754,662	1,573,056,920	6,222,370,502	628,576,903	6,706,152,935	2,979,086,810	14,881,478	348,181,644	13,950	653 242 002	40 405 5 444	26,333,573,995	225,197,618	249,273,508	31,558,800	6,612,493,478	236,746,525	651,935,166	361,122,973	89,849,000,827	1,942,899,486	2005	
[13,951,192,457]	2,828,530,243	[11,122,662,214]	[11,122,662,214]	2,404,553,554	ı	601,158,153	251,289,259	33,187,390	372,399,955	16,099,072,913	5,882,545	47,885,964	114,299,716	454,222,943	10,191,963,711	30,575,916,103	1,655,145,139	428,817,172	-	4,195,250,894	2,134,539,831	9,978,200	355,711,918	120,235,200	942 297 589	0.074.075.073	9,611,277,946	468,328,604	1,057,224,937	50,473,520	6,929,136,320	231,081,878	734,827,242	419,917,377	82,463,330,467	2,103,088,433	2004	(In KRW)

Oblatements of Retained Carnings NON-CONSOLIDTED STATEMENTS OF APPROPRIATIONS OF RETAINED EARNINGS

For the years ended December 31, 2005 and 2004 Dates of Appropriation : March 24, 2006 for 2005 and March 25, 2005 for 2004

	The state of the s	
-	10,187,516,107	W. Unappropriated Retained Earnings (or Accumulated Deficit) to be Carried forward to Following Year
		None (0%) in 2004)
		Preferred : KRW 300 ( 6%) in 2005
		None (0%) in 2004
	10000000000000000000000000000000000000	Common : KRW 250 ( 5%) in 2005
		(Dividend per Share(Rate) :
	2,999,944,750	A.Cash Dividends
1	2,999,944,750	Dividends
	299,994,475	Legal Appropriated Retained Earnings
	3,299,939,225	III. Appropriations of Retained Earnings (In 2005)
5,023,481,781		Transfer from Appropriated Revaluation Gains
1,729,899,434		Transfer from Other Legal Appropriated Retained Earnings
1,300,000,000		Transfer from Discretionary Appropriated Retained Earnings
8,053,381,215		II. Desposition of Accumulated Deficit (in 2004)
[-]13,951,192,457	13,487,455,332	Net Income (Loss)
(-)20,402,597		Cumulative Effect of Equity Method
5,918,213,839		Unappropriated Retained Earnings (or Accumulated Deficit) Carried over from Prior Years
(-)8,053,381,215	13,487,455,332	Retained Earnings     (or Accumulated Deficit)     before Appropriation
2004	2005	FnC Kolon CORP.
	2005	RP.
(In KRW)		



Statements of Retained Earnings

Cash Flow Statements

## Cash Clow Statements NON-CONSOLIDATED STATEMENTS OF CASH FLOWS

For the years ended December 31, 2005 and 2004

FnC Kolon CORP.

2004

	The second secon	(In KRW)
FnC Kolon CORP.	2005	2004
.Cash Flows from Operating Actitivities	23,436,551,560	2,414,289,907
1. Net Income (Loss)	13,487,455,332	[-]13,951,192,457
2. Addition of Expenses not Involving Cash Outflows	20,173,923,485	28,435,607,058
Depreciation	8,002,353,809	7,789,923,360
Armotization of Intangible Assets	571,778,441	771,089,409
Impairment Losses on Intangible Assets	1,624,566,667	
Severance Benefits	2,641,811,483	2,401,793,232
Amortization of Discounts on Bonds Payable	215,241,040	279,987,775
Loss on Disposition of Property, Plant and Equipment	718,399,020	372,399,955
Loss on Disposition of Investment Assets	994,289,068	5,882,545
Loss on Foreign Currency Translation	95,084,625	114,299,716
Loss on Equity-method Valuation	5,310,399,332	16,099,072,913
Other Bad-debt Expenses		601,158,153
3. Deduction of Revenues not Involving Cash Inflows	[-]16,551,068,628	(-)7,317,905,566
Gain on Foreign Currency Translation	14,881,478	9,978,200
Gain on Disposition of Property, Plant and Equipment	6,706,152,935	4,195,250,894
Gain on Disposition of Intangible Assets	628,576,903	-
Gain on Disposition of Investment Assets	2,979,086,810	2,134,539,831
Equity Method Income	6,222,370,502	428,817,172
Amortization of Present Value Discount		549,319,469
4. Changes in Assets and Liabilities Resulting from Operating Activities	6,326,241,371	[-]4,752,219,128
Decrease (Increase) in Trade Receivables	[-]10,984,842,934	2,569,928,437
Decrease (Increase) in Non-trade Receivables	(-)2,512,637,880	12,536,683,197
Decrease (Increase) in Accrued Revenues	229,718,823	(-)178,929,115
Decrease (Increase) in Advance Payments	[-]136,619,949	1,766,446,497
Decrease in Prepaid Expenses	401,005,969	94,485,484
Increase in Current Deferred Income Tax Assets	[-]10,615,374,310	-
Decrease (Increase) in Other Current Assets	82,002,110	(-)18,447,750
Decrease (Increase) in Inventories	5,442,771,342	(-)22,226,226,468
Decrease (Increase) in Long-term Trade Receivables	(-)73,598,215	188,801,400
Decrease in Long-term Deferred Income Tax Assets	16,793,301,455	2,828,530,243
Increase (Decrease) in Trade Payables	3,757,525,915	(-)687,597,148
Increase in Non-trade Payables	8,809,715,575	608,671,866
Increase (Decrease) in Adances from Customers	20,571,823	(-)982,103,760
Decrease in Deposits Received	(-)4,222,119,396	(-)12,995,296
Increase in Withholdings	796,760,689	1,529,296,870
Decrease in Other Current Liabilities	[-]48,647,794	(-)206,508,747
Transfer of Provision for Severence Benefits	59,719,203	68,597,449
Severance Benefits Paid	(-)1,510,364,855	[-]2,720,666,187
Decrease in Contribution to National Pension Plan	37,353,800	89,813,900

Cash Flow Statements

[-]3,202,723 32,654,956 29,452,233		29,452,233 5.749,135.684	V. Cash and Cash Equivalents at the Beginning of the Year
		29,452,233	V . Cash and Cash Equivalents at the Beginning of the Year
		THE RESERVE AND THE PERSON OF	
		5,719,683,451	${\mathbb N}$ . Net Increase (Decrease) in Cash ( ${\mathbb I}+{\mathbb H}+{\mathbb H}$ )
7 8 0 0	557,222,550		Payment of Dividends
	720,072,397		Acquisition of Treasury Stork
	16,737,723	- 22	Stock Floating Cost
J 8	20,000,000,000	40,000,000,000	Decrease in Current Portion of Long-term Debt
ò	238,000,000,000	191,000,000,000	Decrease in Short-term Borrowings
70	[-]259,294,032,670	[-]231,000,000,000	2. Cash Outflows from Financing Activities
)	12,698,980	6,265,697,604	Disposal of Treasury Stock
•	250	19,612,288,122	Increase in Bonds
)	265,713,845,420	172,284,439,089	Increase in Short-term Borrowings
J	265,726,544,400	198,162,424,815	<ol> <li>Cash Inflows from Financing Activities</li> </ol>
6,432,511,730	OI.	(-)32,837,575,185	Ⅲ. Cash Flows from Financing Activities
ω	1,331,517,108	96,829,150	Increase in Intangible Assets
J	304,188,000	820,553,425	Increase in Construction-in-progress
5	9,914,184,526	5,625,284,772	Acquisition of Property, Plant and Equipmen
2	76,950,072	157,369,410	Acquisition of Vehicles
J	16,280,000		Acquisition of Machinery
ω	1,324,768,888	11,900,000	Acquisition of Structures
5	2,970,347,556		Acquisition of Buildings
1	6,102,110,801	1,713,637	Increase in Other Investments
J	35,000,000,000	20,108,964,770	Increase in Equity Investments
J	2,890,803,360	4,306,145,230	Increase in Guarantee Deposits
2	4,241,941,762		Increase in Available-for-sale Securities
J	200,000,000	が 不足は 一大地 は	Increase in Long-term Financial Instruments
1		16,234,489,427	Increase in Shor-term Guarantee Deposits
1		90,400,120,617	Increase in Short-term Financial Instruments
ω	(-)64,373,092,073	[-]137,763,370,438	2. Cash Outflows from Investing Activities
•		650,000,000	Disposal of Industrial Property Rights
_	69,839,911	119,956,425	Disposal of Other Tangible Assets
J	50,818,180	96,009,303	Disposal of Vehicles
J	950,000	1000 1000 1000 1000 1000 1000 1000 100	Disposal of Machinery
5	776,975,326	1,543,776,361	Disposal of Structures
ω	1,350,546,283	16,838,189,653	Disposal of Buildings
_	20,881,405,391	22,078,033,986	Disposal of Land
5	1,015,697,536	304,174,355	Decrease in Deposits for Severance Benefits
9	1,359,754,659	297,752,210	Decrease in Guarantee Deposits
ω	25,440,678	10,060,060	Decrease in Long-term Loans
9	5,191,359,579	4,030,270,975	Decrease in Investment Securities
1	17,185,041	16,209,791,270	Decrease in Short-term Guarantee Deposits
7	24,783,115,129	90,706,062,916	Decrease in Short-term Financial Instruments
ω	55,523,087,713	152,884,077,514	1. Cash Inflows from Investing Activities
(-)8,850,004,360		15,120,707,076	



History







1982 1981 1985 1986 09 1984 2 Official sponsor of 1986 Asian Game Seoul Launched 「Jack Nicklaus」 Held the First National High School Marathon Launched 「Head」 Launched 「Activ」

05.25 Listed on the Korea Stock Exchange (Public offering) Opened Fashion Institute of Kolon (FIK) Official sponsor of 1988 Seoul Olympic Games

Launched 「Elord」

1989 03

09

1988

Held Elord Cup Korean Open Golf Tournament 2000 12 Kolon Fashion spun off2001 12.01 Divided Kolon International into 3 companies 2002 05 Held 'FnC KOLON In The World' Renamed to FnC Kolon

09 Established Chinese subsidiary for 2™ FnC Kolon in China (a festival in support of the World Cup)

10

Held the first IR session since the spin-off

Kolon Mart and Kolon Motors spun off

Launched 「1492MILES」 Launched 「Henry Cotton」

Held the first overseas road show since the spin-off Made a strategic alliance with LVMH, a world-class fashion group

Launched 「Marc Jacobs」

Changed FnC Kolon's corporate identity (CI)

2003

90 8 8  $Implemented \ ERP (Enterprise \ Resource \ Management) \ system$ Included in KOSPI 200

08 09 CEO Je Hwan Suk inaugurated Launched 「Marc by Marc Jacobs」

Ahn Shi Hyun, member of the Elord Team, wins CJ Nine Bridges Classic

Launched Timberland<sub>J</sub> Competition of the LPGA Tour

2004

Launched 「Jimmy Choo」 Launched <sup>Christian</sup> Lacroix

Launched 「Andwelt」

2005 09 12 Integrate operation management with Kolon Fashion Held the 48th Kolon-Hana Bank Korea Open Golf Competition Exceed KRW 100.0 billion in sales of 「Kolon Sports」

rganization Charl



Organization Chart

