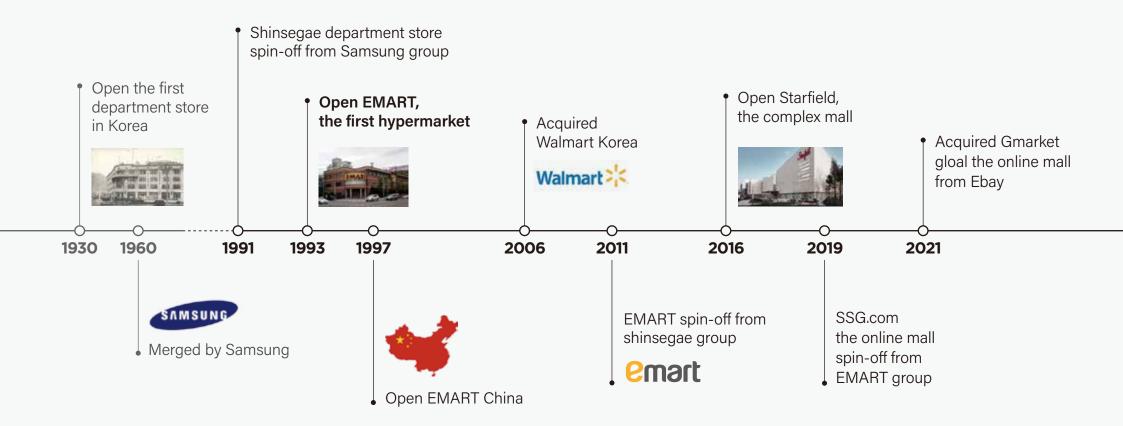
# emart

## **EMART History**

EMART is Korea's No. 1 retailer and was spun off by Shinsegae Department Store, which was established in Korea for the first time. In 2019, it established SSG.com, an exclusive online mall, and purchased G-market from eBay, which eventually ranked second in the online business by sales in 2020.



# FINANCIAL OVERVIEWD EMART

## Major Brands of Emart

**EMART HYPERMARKET** 

Unit: USD billion

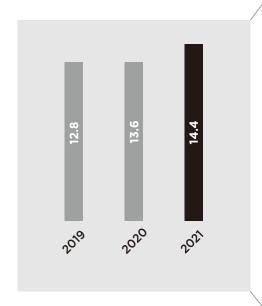
## Consolidated Emart Inc. Net Sales<sub>2)</sub>

Unit: USD billion



#### **Emart Inc. standalone**3)

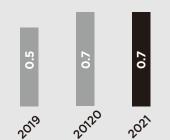
Unit: USD billion



#### TRADERS



#### **NO BRAND**



#### **#OF STORES**

EMART: 138 | Traders: 20

Emart Everyday: 272 | Emart 24: 5,857

As of Dec 31, 2021

Note 1: KRW based financial information has been converted to USD at exchange rate of KRW 1,144 / USD

Note 2: All sales are net sales

Note 3: Standalone basis

## **EMART**

As the nation's first hypermarket in Korea, EMART has made it possible for customers to purchase fresh, best quality products at reasonable and more affordable prices and become one of the most recognized retail brand in the nation as EMART brand was ranked in the 2nd place in the Korean Brand Ranking survey in 2019.



### **Hypermarket**

Founded: 1993

Sales: USD 10.4 billion Number of Store: 138

Average size: 10,000m² (100,000 feet)

Main Private Label:

- Peacock (Grocery & HMR)

- No brand (All categories)

Loving Home (Home)

- Electroman (Electronics)



**PEACOCK** 



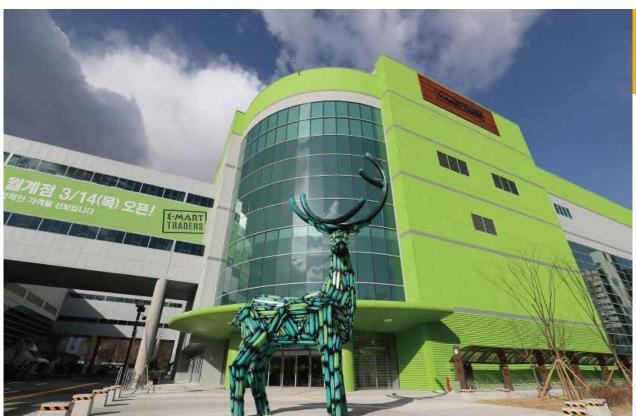






## EMART TRADERS

EMART Traders is a warehouse-style discount chain store that features high-quality goods at relatively lower prices through bargaining power from bulk purchases and reduced operating costs. Since its first opening in 2010, EMART Traders now operates 18 stores in total (vs. Costco 16 stores) and is developing 9 more stores by 2025.



#### **Warehouse Club**

Founded: 2010

Sales: USD 2.9 billion Number of Store: 20

Average size: 10,000m² (100,000 feet)

Main Private Label:

- T-standard (all categories)













### **No Brand**

The best way to describe "No Brand" is to explain the meaning of its name which is "the real value is embedded in the quality of the product, not in the brand name itself." Thus, No Brand was created to best serve customers looking for value products. Since its opening in 2016, No Brand now operates 297 stores in Korea and 12 stores in Philippines and exports its products to China, Vietnam and Mongolia.



#### Hard discount store

Founded: 2016 Sales: USD 0.7 billion

Number of Store: 297

Average size : 2,000m² (20,000 feet)

Main Private Label:

- No brand (All categories)











## **EMART Inc. Affiliates**

Based on its strong brand, E-Mart spun off into various types of affiliates such as E-Mart Everyday and E-Mart 24, and operated Starbucks and Chosun Hotels through the establishment of global partnerships.



EMART everyday supermarket



EMART 24
Convenience store



Shinsegae property

Complex mall



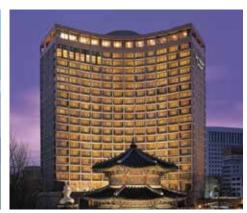
SSG.com/Gmarket
Online mall



Starbucks
Coffee & food



**Shinsegae Food**Food manufacturing & Catering



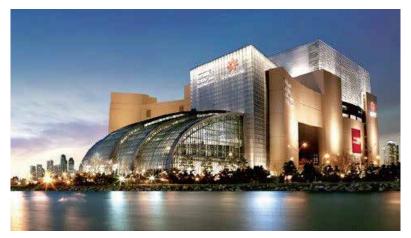
Chosun Hotel
Hotel &Resort



Global Business
Construction & IT

## [Appendix] Shinsegae Inc. Affiliates

Shinsegae Group spun off into E-Mart and Shinsegae in 2011, operating independently but closely connected. Shinsegae Group carries out businesses such as outlets, brand businesses, and duty-free shops, mainly in department stores



**Shinsegae Department Store** 

Department store



**Shinsegae Simon** 

Premium outlet



**Shinsegae International** 

Fashion exclusive distribution



**Shinsegae DFS** 

Duty free shop

#### [Appendix]

## **EMART Inc. & Shinsegae Inc. Family**

#### **EMART Inc**

#### Retail

**EMART**, Hypermarket

- EMART Traders, warehouse club
- No Brand, Hard discount store

EMART Everyday, supermarket

EMART24, Convenience store

Shinsegae property, complex mall

#### Food & Beverage

Shinsegae Food, Food manufacturing Shinsegae L&B, wine & liquor Starbucks (SCK company), coffee & food

#### **Construction & others**

Shinsegae Construction, construction Shinsegae I&C, IT SSG Landers, Baseball club

#### **Online**

SSG.com, online mall Gmarket global, online mall (open market) Shinsegae home shopping, live commerce

#### **Hotel & Resort**

Chosun hotel, hotel & resort
Shinsegae youngrangho resort, resort

#### **Overseas Business**

EMART China Itd EMART America Inc PK Retail Holdings

- Good Food Holdings
- New Seasons Market

#### Shinsegae Inc

#### Retail

Shinsegae department store, department store Shinseage Simon, premium outlet Shinsegae Casa, home specialty store Shinsegae DFS, duty free shop

#### **Brand Business**

Shinsegae International, fashion distribution
– Moncler, Givency, Diesel, Armany, Marni,
Chloe, Gap, Ugg, Masion Margiela etc.

#### **Property**

Central city, bus terminal



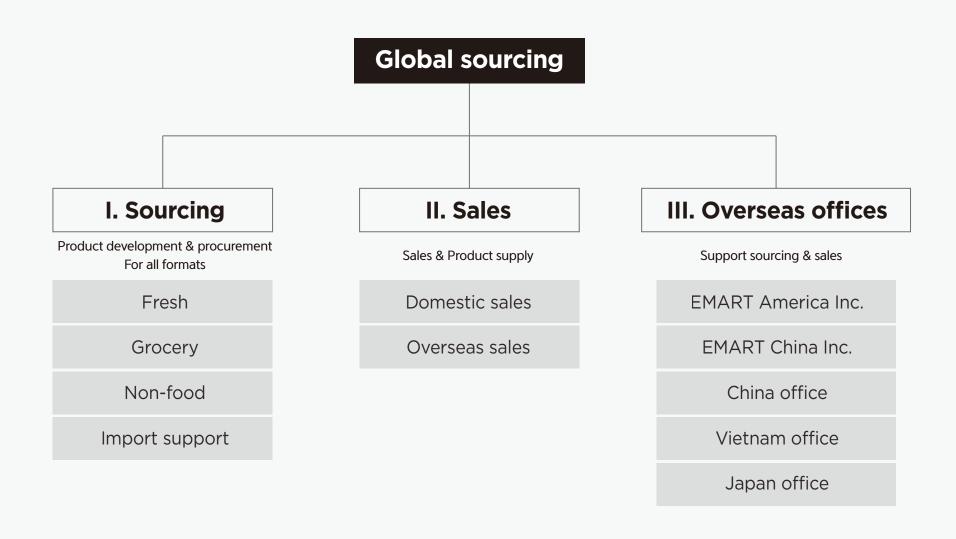
## **EMART Global Sourcing department**

provides our customers (group retail channels) the products they need and want, differentiation in brand, items and values, and providing suppliers opportunity for consistent growth built on sustainable relationship innovation, quality always, excellent service and ethical standard



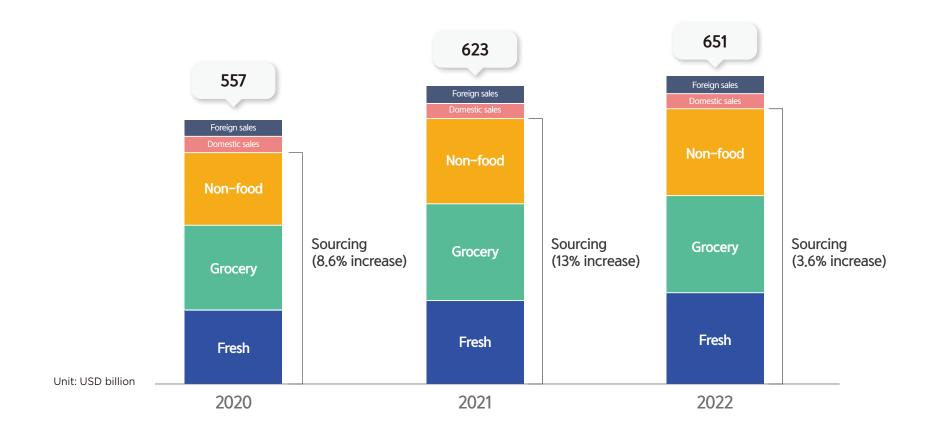
## **EMART Sourcing History**

The Global Sourcing Department was established in 2007. Now, we are conducting three tasks: a sourcing team that develops and procures products, a sales team that is in charge of domestic and foreign sales, and an overseas office that conducts sourcing, cross-border business, and local sales.



## **EMART Global Sourcing Sales**

The Global Sourcing performance is continuously increasing, and most of the sales are generated by sourcing teams.



## I. Sourcing

The sourcing team sources products according to the needs of each channel customer (buyer), and currently sourcing various products from 1,000 partner companies in 50 countries.



OTHERS	VIETNAM	USA	CHINA	JAPAN
37%	24%	20%	17%	<b>— 2</b> %

## I. Sourcing

The sourcing team sources all categories of products from around the world, including fresh, grocery, and non-food products.



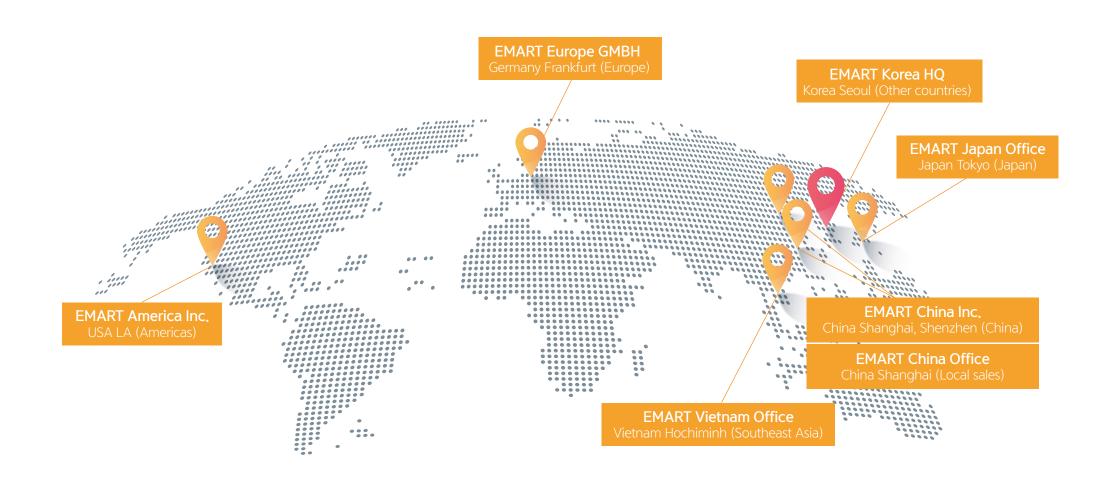
## **II. Sales**

We offer items for all channels across the worlds



## **III. Overseas offices**

The overseas sourcing office was originally established for the purpose of sourcing support, but it was transformed into an outpost for expansion of new businesses such as cross-border business and local sales.



## **Global sourcing workflow**

