# COMPANY UPDATE

2024.8.9

#### Tech Team

Minha Choi Senior Analyst minha22.choi@samsung.com

Yeonghoon Kang Research Associate yeonghoon.kang@samsung.com

#### AT A GLANCE

Recommend	BUY	
Target price	KRW55,000	50.9%
Current price	KRW36,450	
Market cap	KRW1.1t/USD0.	8b
Shares (float)	30,058,498 (45.2	2%)
52-week high/low	KRW57,300/KR	N35,250
Avg daily trading value (60-day)	KRW2.5b/ USD1.8m	

#### **> ONE-YEAR PERFORMANCE**

	1M	6M	12M
Studio Dragon (%)	-11.1	-23.7	-29.2
Vs Kosdaq (%pts)	2.5	-15.4	-15.3

#### KEY CHANGES

(KRW)	New	Old	Diff
Recommend.	BUY	BUY	
Target price	55,000	55,000	0.0%
2024E EPS	1,312	1,331	-1.4%
2025E EPS	1,564	1,557	0.4%

#### SAMSUNG vs THE STREET

No of estimates	12				
Target price	58,083				
Recommendation	3.9				
BUY * * *: 5 / BUY: 4 / HOLD: 3 / SELL: 2 / SELL * * *: 1					

# Studio Dragon (253450)

Doing its best to defend profitability

- Studio Dragon reported sluggish 2Q results, showing a consolidated operating profit
  of KRW10.5b (down 35.7% y-y)—which has been widely expected given that only 42
  episodes of its dramas aired (down both y-y and q-q) in the quarter. Still, ASP hikes
  for new content and sale of old content helped the firm defend its earnings.
- We believe y-y fewer episodes will air in 3Q, considering TV channels and OTTs' programming lineups. In addition, given the depreciation costs for dramas broadcast exclusively on global OTTs in 1H, we expect the firm to see a temporary blip in 3Q in terms of profitability.
- The firm is doing its best to defend profitability via raising ASPs for new content and expanding the sale of old content on the back of its content competitiveness and strong track records. When market conditions improve, the firm should grab an opportunity to grow.

## WHAT'S THE STORY?

2Q review: Studio Dragon reported consolidated 2Q sales of KRW137.1b (down 16.1% y-y) and an operating profit of KRW10.5b (down 35.7% y-y), the latter missing consensus but meeting our estimate (KRW10.6b) and recently lowered expectations. The earnings decline has been widely expected as only 42 episodes of its dramas were broadcast in 2Q (34 on TV channels and 8 on OTT platforms)—vs 83 in 2Q23 and 71 in 1Q24. In 2Q, Sweet Home was broadcast on Netflix Original; and *Queen of Tears, The Midnight Romance in Hagwon, Player 2*, and *Wedding Impossible* were broadcast on TV. Compared to the magnitude of the reduction in the number of episodes broadcast, the firm's sales and earnings declines were more modest, as the firm managed to defend its profitability by raising ASPs for new titles by 131% y-y on the back of its content competitiveness and stronger bargaining power. The sale of old titles increased 139% y-y, which also contributed to defending profitability.

**2H outlook:** We believe a y-y fewer number of episodes of Studio Dragon dramas will air in 3Q, considering TV channels and OTTs' programming lineups. The firm plans to secure profitability by having its dramas broadcast simultaneously on global OTTs and selling new content to local OTTs. Still, we believe the firm will suffer a temporary blip in 3Q in terms of profitability, given depreciation costs for dramas broadcast exclusively on global OTTs in 1H (while the number of dramas that incurred heavy production costs should decline q-q).

(Continued on the next page)

#### SUMMARY 2Q RESULTS

(KRWb)	2Q24	CI	Chg		f (%)
		(% y-y)	(% q-q)	Samsung	Consensus
Sales	137.1	-16.1	-28.6	11.4	-3.8
Operating profit	10.5	-35.4	-51.2	-0.5	-16.6
Pre-tax profit	13.2	-16.5	-51.5	11.6	16.4
Net profit	8.2	-19.6	-59.4	-6.6	-8.1
Margins (%)					
Operating profit	7.7				
Pre-tax profit	9.6				
Net profit	6.0				

## VALUATION SUMMARY

	2023	2024E	2025E
Valuations (x)			
P/E	51.5	27.8	23.3
P/B	2.2	1.5	1.4
EV/EBITDA	6.5	5.5	5.4
Div yield (%)	0.0	0.0	0.0
EPS growth (% y-y)	-40.6	31.1	19.2
ROE (%)	4.4	5.5	6.3
Per-share data (KRW)			
EPS	1,001	1,312	1,564
BVPS	23,546	23,995	25,558
DPS	0	0	0

**Strong track record:** Market conditions have been remarkably tough this year, but Studio Dragon has been doing its best to defend profitability via higher ASPs for new titles and sale of old titles on the back of strong track records at home and abroad. In 4Q, large-scale titles are set to be broadcast, and depreciation cost burden should ease—thus, boding well for the firm's earnings. Given that the firm has been strengthening its content competitiveness and making production structure more efficient, it would be able to grab an opportunity to grow when market conditions improve.

(KRWb)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24E	4Q24E	2022	2023	2024E	2025E
Sales	121.1	157.5	228.9	190.5	211.1	163.5	217.4	161.1	192.1	137.1	129.7	162.9	697.9	753.1	621.8	730.0
Programing	35.4	43.8	59.4	54.0	43.2	42.5	35.0	33.4	47.3	30.7	20.8	31.3	192.5	154.1	130.1	138.6
Distribution	77.7	103.9	165.8	132.8	211.1	163.5	217.4	161.1	192.1	137.1	129.7	162.9	480.2	588.9	475.6	574.0
Other	8.0	9.8	3.8	3.7	2.3	2.1	2.3	3.4	3.5	3.9	4.5	4.2	25.2	10.1	16.1	17.4
Gross profit	25.5	35.4	27.4	11.7	30.8	23.9	28.8	4.3	28.7	18.1	16.6	22.0	100.0	87.9	85.4	98.2
SG&A	7.4	8.4	8.4	10.5	9.2	7.7	6.9	8.2	7.2	7.7	7.6	8.7	34.8	32.0	31.2	32.6
Operating profit	18.1	27.0	18.9	1.2	21.6	16.3	21.9	-3.8	21.5	10.5	8.9	13.3	65.2	55.9	54.2	65.6
Non-operating profit	2.0	3.0	6.5	-18.1	0.5	-0.4	3.3	-22.0	5.7	2.7	-2.7	-5.3	-6.6	-18.7	0.4	-4.7
Pre-tax profit	20.1	30.0	25.5	-17.0	22.1	15.8	25.1	-25.8	27.2	13.2	6.2	8.0	58.6	37.2	54.6	60.9
Net profit (controlling)	15.6	25.6	17.8	-8.5	18.4	10.2	18.2	-16.7	20.2	8.2	4.9	6.2	50.6	30.1	39.4	47.0
Gross margin	21.1	22.5	12.0	6.1	14.6	14.6	13.2	2.7	14.9	13.2	12.8	13.5	14.3	11.7	13.7	13.5
Operating margin	15.0	17.1	8.3	0.6	10.2	9.9	10.1	-2.4	11.2	7.6	6.9	8.2	9.3	7.4	8.7	9.0
Net margin (controlling)	12.9	16.2	7.8	-4.4	8.7	6.2	8.4	-10.4	10.5	5.9	3.7	3.8	7.2	4.0	6.3	6.4
Chg (% y-y)																
Sales	3.4	48.5	97.2	28.8	74.4	3.8	-5.0	-15.4	-9.0	-16.1	-40.3	1.1	43.3	7.9	-17.4	17.4
Programing	-19.1	55.4	64.0	1.5	21.9	-3.1	-41.0	-38.1	9.5	-27.6	-40.7	-6.1	19.4	-20.0	-15.5	6.5
Distribution	23.0	53.8	155.2	66.4	171.6	57.3	31.2	21.3	-9.0	-16.1	-40.3	1.1	74.3	22.6	-19.3	20.7
Other	-21.5	-5.1	-74.8	-75.3	-71.0	-78.4	-38.3	-7.8	50.7	85.4	93.2	23.3	-49.9	-59.7	58.5	8.0
Gross profit	7.8	74.0	30.5	-20.7	20.8	-32.4	5.2	-63.1	-7.0	-24.2	-42.4	409.5	25.4	-12.1	-2.8	15.0
SG&A	27.7	28.1	31.7	25.1	24.3	-8.7	-17.8	-22.4	-22.5	0.3	10.1	6.4	27.9	-8.0	-2.6	4.7
Operating profit	1.4	95.7	29.9	-81.4	19.3	-39.8	15.4	nm	-0.4	-35.7	-59.1	nm	24.0	-14.3	-3.0	21.0
Non-operating profit	-37.8	1,085.2	67.8	nm	-75.6	nm	-49.9	nm	1,078.1	nm						
Pre-tax profit	-4.6	113.7	37.9	nm	10.0	-47.3	-1.3	nm	23.2	-16.8	-75.2	nm	12.7	-36.5	46.6	11.6
Net profit (controlling)	0.4	170.2	20.5	nm	17.8	-60.1	1.9	nm	9.8	-20.0	-73.3	nm	29.5	-40.5	31.1	19.2
Gross margin	0.9	3.3	-6.1	-3.8	-6.5	-7.8	1.3	-3.5	0.3	-1.4	-0.5	10.8	-2.0	-2.7	2.1	-0.3
Operating margin	-0.3	4.1	-4.3	-3.7	-4.7	-7.2	1.8	-3.0	1.0	-2.3	-3.2	10.6	-1.4	-1.9	1.3	0.3
Net margin (controlling)	-0.4	7.3	-5.0	-3.9	-4.2	-10.0	0.6	-5.9	1.8	-0.3	-4.6	14.2	-0.8	-3.3	2.3	0.1

#### Table 1. Results and forecasts

Year	No.	Channel	Title	Air dates	Episodes	Writers	Director	Days
2024	1	tvN	Maestra: Strings of Truth	Dec 9, 2023- Jan 14	12	Choi Yiyun	Kim Jeongkwon	Sat, Sun
	2		Marry My Husband	Jan 1-Feb 20	16	Sin Yudam	Park Wonkook	Mon, Tue
	3		Captivating the King	Jan 21-Mar 3	16	Kim Seonduk	Cho Namkook	Sat, Sun
	4		Wedding Impossible	Feb 26-Apr 2	12	Park Seulki	Kwon Yeongil	Mon, Tue
	5		Queen of Tears	Mar 9-Apr 28	16	Park Jieun	Kim Heewon	Sat, Sun
	6		The Midnight Romance in Hagwon	May 11-Jun 30	16	Park Kyeonghwa	Ahn Panseok	Sat, Sun
	7		Player S2: Master of Swindlers	Jun 3-Jul 9	12	Park Sangmoon	So Jaehyun	Mon, Tue
	8		The Auditors	Jul 6-Aug 11	16	Choi Minho	Kwon Youngil	Mon, Tue
			O'PENing 2024	Jul 15-	7	One-act play	6 dramas	
	9		Serendipity's Embrace	Jul 22-Aug 13	8	Park Gro	Song Hyeonwook	Mon, Tue
	10		Love Next Door	Aug 17-Oct 6	16	Shin Haeun	Yu Jewon	Sat, Sun
	11		Parole Officer, Lee Han Shin	Oct 7-Nov 12	12	Park Chihyoung	Yoon Sangho	Mon, Tue
	12		Jeong Nyeon	Oct 12-Dec 1	16	Choi Hyobi	Jung Jiin	Sat, Sun
	13		Won Kyung (tvN X Tving)	Nov 18-Dec 24	13	Lee Youngmi	Kim Sangho	Mon, Tue
	14		Love on a Single Log Bridge	Dec 7-Jan 12, 2025	12	Lim Yejin	Park Joonhwa	
	15	Tving	Study Group	2H24	10	Um Seonho	Lee Janghoon	
	16		Good or Bad Dong Jae	2H24		Hwang Hajeong	Park Gunho	
	17	Netflix	Hierarchy (supply in 1Q24)	Jun 7	7	Cho Hyemi	Bae Hyunjin	
	18		Whirlwind (supply over 1Q24-2Q24)	Jun 28	12	Park Kyeongsoo	Kim Yongwan	
	19		Sweet Home 3	Jul 19	8		Lee Eungbok	
	20		Gyeongseong Creature S2	Sep 2024	7	Kang Eungyeong	Jeong Dongyun	
	21		The Trunk (made by Gtist)	4Q24	8	Park Eunyoung	Kim Kyutae	
	22	ENA	To My Harry	Sep 23-Oct 29	12	Han Garam	Jung Jihyun	
	23	AppleTV+	The Big Door Prize 2 (supply over 3Q23-4Q23)	Apr 24-Jun 12	10	David West Read	Anu Valia	
TBD	1	tvN	When the Stars Gossip	TBD	20	Seo Sookhyang	Park Shinwoo	
	2		Black Salt Dragon	TBD	16		Lee Suhyeon	
	3	Netflix	All the Love You Wish For	TBD	12	Kim Eunsook	Lee Byeonghun	
	4		Hong Rang	TBD	12	Kim Jin-a	Kim Hongsun	
	5		Crash Landing on you (US)	TBD				
	6		The Price of Confession	TBD		Kwon Jongkwan	Lee Junghyo	
	7	TBD	I'm Against My Romance	TBD		Kim Eun	Lee Eungbok	
	8		Show Business	TBD		No Heekyung		
	9		The Plotters*	TBD				
	10		Mastermind**	TBD				

## Table 2. Drama lineup (from 2024)

Note: Titles highlighted in green are streamed through Netflix, light blue Tving, and orange Disney+, yellow Amazon Prime

\*Co-produced with Universal Studios \*\*Co-produced with CBS Studio

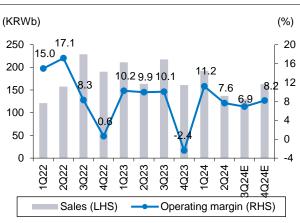
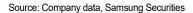
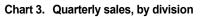
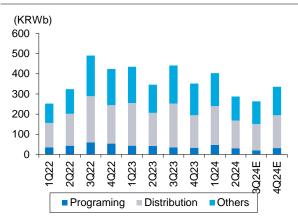


Chart 1. Quarterly sales and operating margin







Source: Company data, Samsung Securities





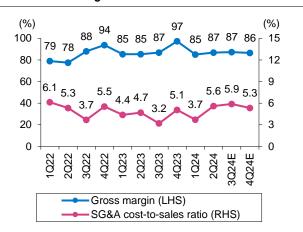
Source: Company data, Samsung Securities

Chart 6. The Midnight Romance in Hagwon (tvN; May 11)



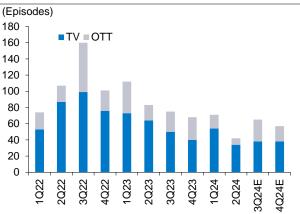
Source: Company data, Samsung Securities

Chart 2. Gross margin vs SG&A cost-to-sales ratio



Source: Company data, Samsung Securities

Chart 4. Number of episodes supplied, by channel



Source: Company data, Samsung Securities

Chart 7. Player S2: Master of Swindlers (tvN; Jun 3)



Chart 8. Hierarchy (Netflix; Jun 7)



Source: Company data, Samsung Securities

Chart 9. Whirlwind (Netflix; Jun 28)



Source: Company data, Samsung Securities

Chart 12. Serendipity's Embrace

(Netflix; Jun 22)

Chart 10. The Auditors (Netflix; Jul 6)



Source: Company data, Samsung Securities

Chart 13. Love next door (Netflix; Aug 17)



Source: Company data, Samsung Securities



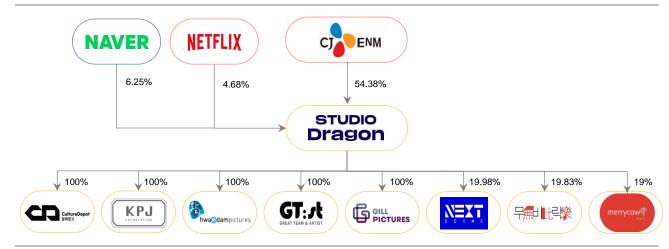


Source: Company data, Samsung Securities

Chart 14. Ownership structure



Source: Company data, Samsung Securities



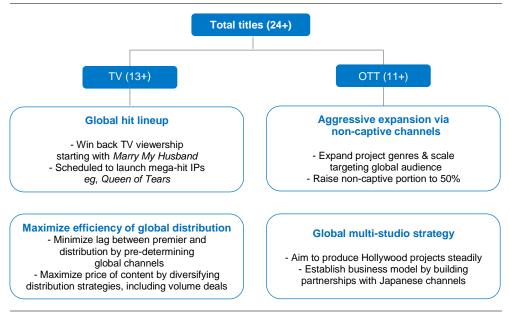
Note: As of 1Q24 / Source: Company data, Samsung Securities

	2017-2023	2024-
Non-captive portion of projects	13%	50%-
In-house portion of production	26%	50%-
Major strategies for platforms	Volume deals	More volume deals
Programming strategies	Mainly programming/distribution; a smaller portion of IP development	Equal parts programming/distribution and IP development

#### Table 3. 2024 strategies to facilitate transition to major global studio

Source: Company data, Samsung Securities

## Chart 15. 2024 strategies: Strategic turning point



Source: Company data, Samsung Securities

## Table 4. Changes to full-year forecasts

		2024E			2025E		
(KRWb) —	Previous	Revised	Chg (%)	Previous	Revised	Chg (%)	
Sales	663.1	621.8	-6.2	757.2	730.0	-3.6	
Operating profit	56.4	54.2	-3.9	66.6	65.6	-1.5	
OPM (%, %pts)	8.5	8.7	0.2	8.8	9.0	0.2	
Pre-tax profit	53.2	54.6	2.6	60.6	60.9	0.4	
NP (controlling)	40.0	39.4	-1.4	46.8	47.0	0.4	

#### Income statement

Year-end Dec 31 (KRWb)	2022	2023	2024E	2025E	2026E
Sales	698	753	622	730	864
Cost of goods sold	598	665	536	632	750
Gross profit	100	88	85	98	114
Gross margin (%)	14.3	11.7	13.7	13.5	13.2
SG&A expenses	35	32	31	33	35
Operating profit	65	56	54	66	79
Operating margin (%)	9.3	7.4	8.7	9.0	9.2
Non-operating gains (losses)	-7	-19	0	-5	-8
Financial profit	21	15	21	13	15
Financial costs	19	18	13	12	13
Equity-method gains (losses)	0	0	0	0	0
Other	-9	-16	-8	-6	-11
Pre-tax profit	59	37	55	61	71
Taxes	8	7	15	14	16
Effective tax rate (%)	13.7	19.2	27.7	22.8	22.8
Profit from continuing operations	51	30	39	47	55
Profit from discontinued operations	0	0	0	0	0
Net profit	51	30	39	47	55
Net margin (%)	7.2	4.0	6.3	6.4	6.3
Net profit (controlling interests)	51	30	39	47	55
Net profit (non-controlling interests)	0	0	0	0	0
EBITDA	219	242	188	190	211
EBITDA margin (%)	31.3	32.1	30.2	26.0	24.5
EPS (parent-based) (KRW)	1,684	1,001	1,312	1,564	1,815
EPS (consolidated) (KRW)	1,684	1,001	1,312	1,564	1,815
Adjusted EPS (KRW)*	1,684	1,001	1,312	1,564	1,815

## Cash flow statement

Year-end Dec 31 (KRWb)	2022	2023	2024E	2025E	2026E
Cash flow from operations	-63	45	191	172	206
Net profit	51	30	39	47	55
Non-cash profit and expenses	176	216	150	138	147
Depreciation	3	3	2	2	1
Amortization	150	183	132	123	131
Other	23	30	16	13	15
Changes in A/L from operating activities	-280	-179	17	1	20
Cash flow from investments	-43	-1	-75	-144	-143
Change in tangible assets	-4	-3	0	0	0
Change in financial assets	0	-4	2	-1	0
Other	-39	6	-77	-143	-144
Cash flow from financing	165	-9	-11	-9	-9
Change in debt	172	-1	-2	0	0
Change in equity	3	0	0	0	0
Dividends	0	0	0	0	0
Other	-9	-8	-9	-9	-9
Change in cash	59	35	82	15	49
Cash at beginning of year	65	124	158	240	256
Cash at end of year	124	158	240	256	304
Gross cash flow	226	246	189	185	201
Free cash flow	-67	42	191	172	206

Note: \* Excluding one-off items \*\* Fully diluted, excluding one-off items \*\*\* From companies subject to equity-method valuation

Source: Company data, Samsung Securities estimates

#### **Balance sheet**

Year-end Dec 31 (KRWb)	2022	2023	2024E	2025E	2026E
Current assets	400	405	427	441	499
Cash & equivalents	124	158	240	256	304
Accounts receivable	142	149	108	110	114
Inventories	0	0	0	0	0
Other current assets	135	97	79	75	80
Fixed assets	691	688	637	670	696
Investment assets	150	175	173	179	183
Tangible assets	11	12	10	9	7
Intangible assets	378	359	318	337	359
Other long-term assets	152	141	135	146	146
Total assets	1,091	1,092	1,064	1,110	1,195
Current liabilities	416	368	327	326	355
Accounts payable	16	11	13	14	17
Short-term debt	170	170	170	170	170
Other current liabilities	230	187	144	142	168
Long-term liabilities	14	16	15	16	17
Bonds & long-term debt	0	0	0	0	0
Other long-term liabilities	14	16	15	16	17
Total liabilities	430	384	343	342	372
Owners of parent equity	661	708	721	768	823
Capital stock	15	15	15	15	15
Capital surplus	473	473	473	473	473
Retained earnings	213	242	281	328	383
Other	-40	-23	-49	-49	-49
Non-controlling interests' equity	0	0	0	0	0
Total equity	661	708	721	768	823
Net debt	59	23	-61	-76	-125

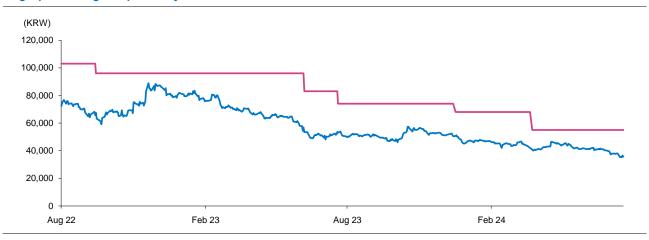
## **Financial ratios**

Year-end Dec 31	2022	2023	2024E	2025E	2026E
Growth (%)					
Sales	43.3	7.9	-17.4	17.4	18.4
Operating profit	24.0	-14.3	-3.0	21.0	20.6
Net profit	29.5	-40.5	31.1	19.2	16.1
Adjusted EPS**	29.4	-40.6	31.1	19.2	16.1
Per-share data (KRW)					
EPS (parent-based)	1,684	1,001	1,312	1,564	1,815
EPS (consolidated)	1,684	1,001	1,312	1,564	1,815
Adjusted EPS**	1,684	1,001	1,312	1,564	1,815
BVPS	21,982	23,546	23,995	25,558	27,373
DPS (common)	0	0	0	0	0
Valuations (x)					
P/E***	51.1	51.5	27.8	23.3	20.1
P/B***	3.9	2.2	1.5	1.4	1.3
EV/EBITDA	12.1	6.5	5.5	5.4	4.6
Ratios (%)					
ROE	7.5	4.4	5.5	6.3	6.9
ROA	5.1	2.8	3.7	4.3	4.7
ROIC	12.1	8.5	7.9	10.6	12.5
Payout ratio	0.0	0.0	0.0	0.0	0.0
Dividend yield (common)	0.0	0.0	0.0	0.0	0.0
Net debt to equity	8.9	3.3	-8.4	-9.9	-15.2
Interest coverage (x)	13.2	6.4	6.2	7.6	9.2

#### **Compliance notice**

- As of 8/8 2024, the covering analyst(s) did not own any shares, or debt instruments convertible into shares, of any company covered in this report. - As of 8/8 2024, Samsung Securities' holdings of shares and debt instruments convertible into shares of each company covered in this report would not, if such debt instruments were converted, exceed 1% of each company's outstanding shares.
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#### Target price changes in past two years



## Rating changes over past two years (adjusted share prices)

					·	
Date	2022/6/30	10/6	2023/6/29	8/11	2024/1/8	4/15
Recommendation	BUY	BUY	BUY	BUY	BUY	BUY
Target price (KRW)	103000	96000	83000	74000	68000	55000
Gap* (average)	-28.47	-24.88	-38.39	-30.14	-32.59	
(max or min)**	-20.87	-7.40	-35.30	-22.57	-24.71	

Note: \* [(average, maximum, or minimum share price over duration of target price minus target price) / target price] x 100%
\*\* Maximum/minimum share price if new target is higher/lower than market close on the business day prior to target price change

#### Samsung Securities uses the following investment ratings\*

Company BUY	Expected to increase in value by 15% or more within 12 months and is highly attractive within sector	Industry OVERWEIGHT NEUTRAL	Expected to outperform market by 5% or more within 12 months Expected to outperform/underperform market by less than 5% within 12 months		
HOLD	Expected to increase/decrease in value by less than 15% within 12 months	NEUTRAL			
SELL	Expected to decrease in value by 15% or more within 12 months	UNDERWEIGHT	Expected to underperform market by 5% or more within 12 months		
***					

\* Note: Effective Jul 27, 2023, BUY, HOLD, and SELL criteria are based on expectations of share-price moves of 15% or more within 12 months

#### Percentage of ratings in 12 months prior to 2024.06.30

BUY(80%)·HOLD(20%)·SELL(0%)

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## **Samsung Securities**

#### SAMSUNG SECURITIES

Samsung Electronics Bldg., 11, 74-gil, Seochodae-ro, Seocho-gu, Seoul, Korea 06620 Tel: 02 2020 8000 / www.samsungpop.com

Family Center: 1588 2323

Voice Of Customer: 080 911 0900

## For more information, please call our sales representatives:

#### LONDON

#### Samsung Securities Europe Limited

1st Floor, 30 Gresham Street, London EC2V 7PG UK Tel. 44-207-776-4311 Fax. 44-203-837-9219

#### **NEW YORK**

Samsung Securities America Limited 1330 Avenue of the Americas. 10th Floor. New York, NY 10019 Tel: 1-212-972-2454 Fax: 1-212-972-2704

#### HONG KONG

#### Samsung Securities (Asia) Limited

Suite 4511, Two International Finance Center, 8 Finance Street, Central, Hong Kong Tel: 852-3411-3608 Fax: 852-2114-0290

## BEIJING

Samsung Securities Beijing Representative Office Rm. 910, The Exchange Building No 118 JianGuo Lu, Chao Yang District, Beijing, China Tel: 86-10-6522-1855 (extension 7891) Fax: 86-10-6522-1855 (extension 7889)

#### ΤΟΚΥΟ

Samsung Securities Tokyo Representative Office #106-8532 19F, Roppongi T-Cube 3-1-1, Roppongi Minato-ku Tokyo, Japan Tel: 81-3-6333-2952 Fax: 81-3-6333-2953



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