COMPANY UPDATE

2025. 11. 12

Finance/Consumer Goods Team

Kayoung Lee
Analyst
kayoung.l.lee@samsung.com

Hyerim Yu
Research Associate
hyerim0705.yu@samsung.com

Scan to go to
Research Center report database

C&C International (352480)

Margins pressured in 3Q due to broader low-priced mix; recovery expected in 4Q

- C&C International reported that its 3Q sales and operating profit missed the consensus by 2% and 29%, respectively, to KRW75.4b and KRW6.9b.
- The firm's domestic and Chinese operations both saw profitability worsen sharply, attributable to increasing low-priced travel size (mini) products in Korea, and high fixed costs in China despite clients' inventory destocking.
- In 4Q, however, we expect the two subsidiaries to see profitability recover, driven by full-scale shipments to a global luxury client in Korea and massive orders from China's largest client (which already began in October).

WHAT'S THE STORY?

3Q review: In 3Q, C&C International's consolidated sales rose 1.7% y-y and operating profit fell 3.6% y-y, for an operating margin of 9.2% (which sharply missed consensus).

- **Korean operations:** The parent recorded 3Q sales of KRW71.7b (down 0.6% y-y) and an operating profit of KRW6.7b (down 10.5% y-y), for an operating margin of 8.9% (down from 10.5% in 2Q25 and 10.4% in 3Q24). We attribute the sharp decline in operating margin to low-priced travel size products: 1) accounting for a larger portion of overall sales, leading to falling ASPs; and 2) adding more to the number of products (causing per-product sales to decline and operating leverage to weaken). We believe utilization rate at the domestic subsidiary remained similar q-q in the quarter.

(Continued on the next page)

C&C International 3Q review

(KRWb)	3Q25	2Q25	Chg (% q-q)	3Q24	Chg (% y-y)	Consensus	Diff (%)	Samsung	Diff (%)
Sales	75.4	73.9	2.0	74.1	1.7	76.9	-2.0	75.4	-6.4
Operating profit	6.9	8.7	-20.5	7.2	-3.6	9.7	-29.2	8.7	-37.0
Pre-tax profit	9.6	1.7	473.4	0.2	4,791.5	9.7	-0.5	8.6	-15.2
Net profit	7.5	1.2	525.0	0.2	3,650.0	9.0	-16.7	6.8	10.3
Margins (%)									
Operating profit	9.2	11.8		9.7		12.6		11.5	
Pre-tax profit	12.7	2.3		0.3		12.6		11.4	
Net profit	9.9	1.6		0.3		11.7		9.0	

Source: Company data, Samsung Securities estimates

AT A GLANCE

BUY

Target price	KRW50,000	49%
Current price	**KRW33,550**	
Market cap	KRW457.28b/USD312.5m	
Shares (float)	13,629,901 (24.8%)	
52-week high/low	KRW53,700/KRW27,800	
Avg daily trading value (60-day)	KRW2.2b/ USD1.5m	

ONE-YEAR PERFORMANCE

	1M	6M	12M
C&C International (%)	-18.1	4.8	-37.5
Vs Kosdaq (%pts)	-20.4	-14.3	-48.5

KEY CHANGES

(KRW)	New	Old	Diff
Recommend.	BUY	BUY	
Target price	50,000	50,000	0.0%
2025E EPS	1,640	2,095	-21.7%
2026E EPS	3,045	3,066	-0.7%

SAMSUNG vs THE STREET

No of estimates	4
Target price	46,250
Recommendation	3.8

※ Rating: 4 < → BUY, 3 = HOLD, 2 > → SELL

- **Chinese operations:** The firm's Chinese subsidiary posted 3Q sales of KRW4b (up 92.5% y-y but down 47.5% q-q) and an operating profit of KRW200m (up 142.1% y-y but down 89.5% q-q), for an operating margin of 0.2% (vs 20.8% in 2Q25). We attribute the sharp decline in operating margin to no significant q-q decline in labor costs (involving contracted workers despite falling orders from its largest client (which engaged in inventory destocking). The largest client has resumed massive orders in 4Q, and thus keeping contracted workers would prove more efficient (rather than laying them off).

4Q outlook: Looking ahead to 4Q, we see positive factors in profitability improvement for both domestic and Chinese subsidiaries. The domestic subsidiary should see ASP hikes as massive shipments to a global luxury brand should increase in earnest (after accounting for only 4-5% of overall sales in 3Q). The Chinese subsidiary should see its sales recover to more than KRW6b as its largest client resumes placing a massive order. Now that a private equity fund (which specializes in global consumer brands) has become the firm's largest shareholder, we believe the firm will be able to strengthen its overseas marketing network in the long term. We keep the stock at BUY.

C&C International: Results and forecasts

(KRWb)	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25E	2023	2024	2025E	2026E
Sales	72.2	80.3	74.1	56.3	66.0	73.9	75.4	72.8	220.3	282.9	288.1	335.3
Korean entity	68.9	77.8	72.1	53.9	62.4	66.8	71.7	66.6	203.2	272.0	265.7	314.5
Domestic clients	45.6	52.9	40.7	31.9	34.9	39.0	36.6	30.1	109.8	171.1	140.6	148.1
Overseas clients	23.3	24.9	31.4	22.0	27.5	27.8	35.1	36.5	93.4	100.9	125.1	166.4
Chinese entity	3.4	2.7	2.0	2.8	4.4	7.7	4.0	6.3	17.1	10.9	22.4	20.8
Operating profit	10.0	11.8	7.2	0.0	5.6	8.7	6.9	8.0	32.1	29.0	29.1	42.0
Net profit	11.3	17.8	0.2	3.2	4.1	1.2	7.5	4.9	31.4	32.4	17.7	38.6
Growth (% y-y)												
Sales	56.2	40.7	37.5	-10.9	-8.5	-8.0	1.7	29.4	68.7	28.4	1.8	16.4
Korean entity	66.5	50.7	39.8	-8.1	-9.4	-14.1	-0.6	23.5	73.5	33.8	-2.3	18.4
Domestic clients	104.5	94.5	48.5	-3.0	-23.5	-26.3	-10.1	-5.7	64.4	55.8	-17.8	5.4
Overseas clients	22.1	2.0	29.8	-14.6	18.0	11.6	11.8	65.9	85.7	8.0	24.0	33.0
Chinese entity	-29.2	-50.9	-13.0	-37.8	29.4	185.2	100.0	123.3	26.7	-36.3	105.1	-6.9
Operating profit	67.2	14.6	6.0	-99.7	-44.2	-26.6	-3.6	30,049.0	83.9	-9.7	0.6	44.2
Net profit	71.9	101.9	-97.6	-63.9	-64.2	-93.2	4,264.6	55.7	90.9	3.3	-45.6	118.9
Growth (% q-q)												
Sales	14.3	11.3	-7.8	-24.1	17.3	12.0	2.0	-3.4				
Korean entity	17.5	12.9	-7.3	-25.2	15.8	7.1	7.3	-7.1				
Domestic clients	38.6	16.0	-23.1	-21.6	9.4	11.7	-6.2	-17.8				
Overseas clients	-9.5	6.9	26.1	-29.9	25.0	1.1	26.3	4.0				
Chinese entity	-24.4	-20.6	-25.9	40.0	57.1	75.0	-48.1	56.3				
Operating profit	9.9	18.7	-39.5	-99.6	20,804.7	56.3	-20.5	16.1				
Net profit	29.4	56.9	-99.0	1,746.7	28.6	-70.1	514.4	-34.1				
As portion of total sales (%)												
Korean entity	95.5	96.8	97.3	95.8	94.6	90.4	95.1	91.4	92.2	96.1	92.2	93.8
Domestic clients	63.2	65.8	54.9	56.7	52.9	52.8	48.6	41.3	49.8	60.5	48.8	44.2
Overseas clients	32.3	31.0	42.4	39.1	41.7	37.6	46.6	50.1	42.4	35.7	43.4	49.6
Chinese entity	4.7	3.4	2.7	5.0	6.7	10.4	5.3	8.6	7.8	3.9	7.8	6.2
Margins (%)												
Operating profit	13.8	14.7	9.7	0.0	8.4	11.7	9.2	11.0	14.6	10.2	10.1	12.5
Net profit	15.7	22.1	0.2	5.6	6.2	1.6	9.9	6.8	14.3	11.5	6.1	11.5

Source: Company data, Samsung Securities estimates

Income statement

Year-end Dec 31 (KRWb)	2023	2024	2025E	2026E	2027E
Sales	**220**	**283**	**288**	**335**	**363**
Cost of goods sold	172	237	240	272	293
Gross profit	**49**	**46**	**48**	**63**	**70**
Gross margin (%)	22.1	16.2	16.8	18.8	19.2
SG&A expenses	16	17	19	18	19
Operating profit	**32**	**29**	**29**	**45**	**50**
Operating margin (%)	14.6	10.2	10.1	13.5	13.9
Non-operating gains (losses)	**2**	**7**	**-7**	**3**	**4**
Financial profit	6	12	3	4	5
Financial costs	4	6	10	4	4
Equity-method gains (losses)	0	0	0	0	0
Other	0	1	0	2	2
Pre-tax profit	**35**	**36**	**22**	**48**	**54**
Taxes	3	3	5	7	8
Effective tax rate (%)	9.1	9.6	20.5	14.0	14.0
Profit from continuing operations	31	32	0	0	0
Profit from discontinued operations	0	0	0	0	0
Net profit	**31**	**32**	**18**	**41**	**47**
Net margin (%)	14.3	11.5	6.1	12.4	12.9
Net profit (controlling interests)	31	32	18	41	47
Net profit (non-controlling interests)	0	0	n/a	n/a	n/a
EBITDA	39	39	40	60	69
EBITDA margin (%)	17.8	13.7	13.8	17.9	19.1
EPS (parent-based) (KRW)	3,137	3,240	1,640	3,045	3,428
EPS (consolidated) (KRW)	3,137	3,240	1,640	3,045	3,428
Adjusted EPS (KRW)*	3,137	3,240	1,640	3,045	3,428

Balance sheet

Year-end Dec 31 (KRWb)	2023	2024	2025E	2026E	2027E
Current assets	**157**	**156**	**157**	**152**	**151**
Cash & equivalents	68	68	43	38	36
Accounts receivable	36	29	48	41	38
Inventories	27	34	41	48	52
Other current assets	25	25	25	25	25
Fixed assets	**99**	**139**	**149**	**199**	**249**
Investment assets	6	19	0	0	0
Tangible assets	92	119	75	75	75
Intangible assets	1	1	1	1	1
Other long-term assets	0	0	73	123	173
Total assets	**256**	**295**	**306**	**351**	**400**
Current liabilities	**54**	**87**	**49**	**56**	**57**
Accounts payable	13	12	13	15	16
Short-term debt	5	12	4	5	5
Other current liabilities	37	63	32	36	36
Long-term liabilities	**29**	**2**	**1**	**1**	**1**
Bonds & long-term debt	23	0	0	0	0
Other long-term liabilities	6	2	1	1	1
Total liabilities	**83**	**89**	**51**	**57**	**58**
Owners of parent equity	**173**	**206**	**255**	**294**	**341**
Capital stock	1	1	1	1	1
Capital surplus	93	93	93	93	93
Retained earnings	79	111	129	170	217
Other	-1	0	32	29	30
Non-controlling interests' equity	**0**	**0**	**0**	**0**	**0**
Total equity	**173**	**206**	**255**	**294**	**341**
Net debt	-32	-29	-19	-9	-7

Cash flow statement

Year-end Dec 31 (KRWb)	2023	2024	2025E	2026E	2027E
Cash flow from operations	**23**	**44**	**5**	**39**	**47**
Net profit	31	32	18	41	47
Non-cash profit and expenses	10	11	11	15	19
Depreciation	7	10	11	15	19
Amortization	0	0	0	0	0
Other	3	1	0	0	0
Changes in A/L from operating activities	-17	1	-24	-18	-20
Cash flow from investments	**-38**	**-50**	**-20**	**-49**	**-49**
Change in tangible assets	-19	-34	-10	-50	-50
Change in financial assets	-24	2	0	0	0
Other	5	-17	-10	1	1
Cash flow from financing	**28**	**5**	**-10**	**5**	**0**
Change in debt	29	7	-10	5	0
Change in equity	7	0	0	0	0
Dividends	0	0	-10	-14	-14
Other	-8	-2	10	14	14
Change in cash	13	-0	-25	-5	-2
Cash at beginning of year	55	68	68	43	38
Cash at end of year	68	68	43	38	36
Gross cash flow	**41**	**43**	**28**	**56**	**66**
Free cash flow	**4**	**10**	**-5**	**-11**	**-3**

Financial ratios

Year-end Dec 31	2023	2024	2025E	2026E	2027E
Growth (%)					
Sales	68.7	28.4	1.8	16.4	8.2
Operating profit	83.9	-9.7	0.6	55.6	11.2
Net profit	90.9	3.3	-45.6	135.1	12.6
Adjusted EPS**	90.9	3.3	-49.4	85.7	12.6
Per-share data (KRW)					
EPS (parent-based)	3,137	3,240	1,640	3,045	3,428
EPS (consolidated)	3,137	3,240	1,640	3,045	3,428
Adjusted EPS**	3,137	3,240	1,640	3,045	3,428
BVPS	17,264	20,585	18,750	21,562	25,061
DPS (common)	0	1,000	1,000	1,000	1,000
Valuations (x)					
P/E***	19.9	14.1	20.5	11.0	9.8
P/B***	3.6	2.2	1.8	1.6	1.3
EV/EBITDA	15.1	11.1	11.0	7.5	6.5
Ratios (%)					
ROE	20.5	17.1	7.7	15.1	14.7
ROA	14.4	11.8	5.9	12.6	12.5
ROIC	25.0	17.9	11.7	14.9	13.9
Payout ratio	0.0	30.8	77.1	32.8	29.1
Dividend yield (common)	0.0	2.2	3.0	3.0	3.0
Net debt to equity	-18.7	-13.9	-7.4	-3.0	-2.0
Interest coverage (x)	25.1	10.0	10.1	15.7	17.4

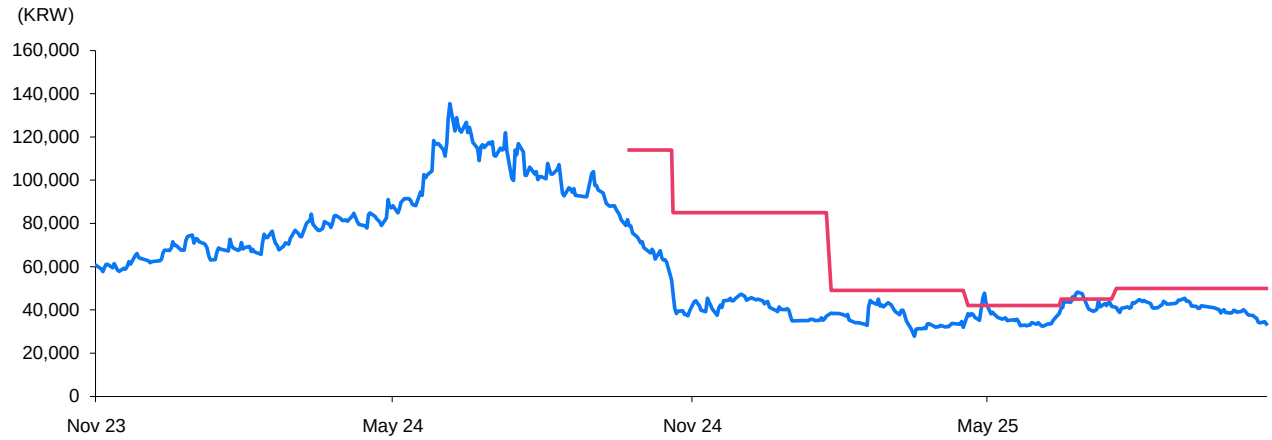
Note: *Excluding one-off items;
**Fully diluted, excluding one-off items;
***From companies subject to equity-method valuation

Source: Company data, Samsung Securities estimates

Compliance notice

- As of 11/11 2025, the covering analyst(s) did not own any shares, or debt instruments convertible into shares, of any company covered in this report.
- As of 11/11 2025, 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.
- This report has been prepared without any undue external influence or interference, and accurately reflects the views of the analyst(s) covering the company or companies herein.
- All material presented in this report, unless specifically indicated otherwise, is under copyright to Samsung Securities.
- Neither the material nor its content (including copies) may be altered in any form, or by any means transmitted, copied, or distributed to another party, without prior express written permission from Samsung Securities.
- This memorandum is based upon information available to the public. While we have taken all reasonable care to ensure its reliability, we do not guarantee its accuracy or completeness. This memorandum is not intended to be an offer, or a solicitation of any offer, to buy or sell the securities mentioned herein. Samsung Securities shall not be liable whatsoever for any loss, direct or consequential, arising from the use of this memorandum or its contents. Statements made regarding affiliates of Samsung Securities are also based upon publicly available information and do not necessarily represent the views of management at such affiliates.
- This material has not been distributed to institutional investors or other third parties prior to its publication.

Target price changes in past two years



Rating changes over past two years (adjusted share prices)

Date	2024/10/16	11/12	2025/2/17	5/12	7/8	8/11
Recommendation	BUY	BUY	BUY	BUY	BUY	BUY
Target price (KRW)	114000	85000	49000	42000	45000	50000
Gap* (average)	-40.67	-52.05	-26.25	-13.94	-3.61	
(max or min)**	-30.88	-44.47	-8.16	13.57	7.33	

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
HOLD	Expected to increase/decrease in value by less than 15% within 12 months
SELL	Expected to decrease in value by 15% or more within 12 months

Industry

OVERWEIGHT	Expected to outperform market by 5% or more within 12 months
NEUTRAL	Expected to outperform/underperform market by less than 5% 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 2025.09.30

BUY(83.5%)·HOLD(16.5%)·SELL(0%)

Global Disclosures & Disclaimers

General

This research report is for information purposes only. It is not and should not be construed as an offer or solicitation of an offer to purchase or sell any securities or other financial instruments or to participate in any trading strategy. This report does not provide individually tailored investment advice. This report does not take into account individual client circumstances, objectives, or needs and is not intended as recommendations of particular securities, financial instruments or strategies to any particular client. The securities and other financial instruments discussed in this report may not be suitable for all investors. The recipient of this report must make its own independent decisions regarding any securities or financial instruments mentioned herein and investors should seek the advice of a financial adviser.

This report may not be altered, reproduced, distributed, transmitted or published in whole or in part for any purpose. References to "Samsung Securities" are references to any company in the Samsung Securities, Co., Ltd. group of companies.

Samsung Securities and/or other affiliated companies, its and their directors, officers, representatives, or employees may have long or short positions in any of the securities or other financial instruments mentioned in this report or of issuers described herein and may purchase and/or sell, or offer to purchase and/or sell, at any time, such securities or other financial instruments in the open market or otherwise, as either a principal or agent. Any pricing of securities or other financial instrument contained herein is as of the close of market for such day, unless otherwise stated. Opinions and estimates contained herein constitute our judgment as of the date of this report and are subject to change without notice.

The information provided in this report is provided "AS IS". Although the information contained herein has been obtained from sources believed to be reliable, no representation or warranty, either expressed or implied, is provided by Samsung Securities in relation to the accuracy, completeness or reliability of such information or that such information was provided for any particular purpose and Samsung Securities expressly disclaims any warranties of merchantability or fitness for a particular purpose. Furthermore, this report is not intended to be a complete statement or summary of the securities, markets or developments referred to herein.

Samsung Securities does not undertake that investors will obtain any profits, nor will it share with investors any investment profits. Samsung Securities, its affiliates, or any of its and their affiliates, directors, officers, employees or agents disclaim any and all responsibility or liability whatsoever for any loss (direct or consequential) or damage arising out of the use of all or any part of this report or its contents or otherwise arising in connection therewith. Information and opinions contained herein are subject to change without notice. Past performance is not indicative of future results. Foreign currency rates of exchange may adversely affect the value, price or income of any security or financial instrument mentioned in this report. For investment advice, trade execution or other enquiries, clients should contact their local sales representative. Any opinions expressed in this report are subject to change without notice and may differ or be contrary to opinions expressed by other business areas or groups of Samsung Securities. Any analysis contained herein is based on numerous assumptions. Different assumptions may result in materially different results. Samsung Securities is under no obligation to update or keep current the information contained herein. Samsung Securities relies on information barriers to control the flow of information contained in one or more areas or groups within Samsung Securities into other areas or groups of Samsung Securities. Any prices stated in this report are for information purposes only and do not represent valuations for individual securities or other financial instruments. Samsung Securities makes no representation that any transaction can or could have been effected at those prices and any prices contained herein may not reflect Samsung Securities' internal books and records or theoretical model-based valuations and may be based on certain assumptions. Different assumptions by Samsung Securities or any other source may yield substantially different results. Additional information is available upon request.

For reports to be distributed to US:

Securities research is prepared, issued and exclusively distributed by Samsung Securities Co., Ltd., an organization licensed with the Financial Supervisory Service of South Korea. This research may be distributed in the United States only to major institutional investors as defined in Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended, and may not be circulated to any other person otherwise. All transactions by U.S. investors involving securities discussed in this report must be effected through Samsung Securities (America) Inc., a broker-dealer registered with the U.S. Securities & Exchange Commission and a member of the Financial Industry Regulatory Authority/SIPC, and not through any non-U.S. affiliate thereof. The analysts listed [on the front of this report] are employees of Samsung Securities Co., Ltd., or a non-U.S. affiliate thereof, and are not registered/qualified as research analysts under applicable U.S. rules and regulations and may not be subject to U.S. restrictions on communications with covered companies, public appearances, and trading securities held by a research analyst account.

For reports to be distributed to UK:

This report is not an invitation nor is it intended to be an inducement to engage in investment activity for the purpose of section 21 of the Financial Services and Markets Act 2000 of the United Kingdom ("FSMA"). To the extent that this report does constitute such an invitation or inducement, it is directed only at (i) persons who are investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2001 (as amended) of the United Kingdom (the "Financial Promotion Order"); (ii) persons who fall within Articles 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order; and (iii) any other persons to whom this report can, for the purposes of section 21 of FSMA, otherwise lawfully be made (all such persons together being referred to as "relevant persons").

Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons. Persons who are not relevant persons must not act or rely on this report.

For reports to be distributed to Korea:

This report is for private circulation only, not for sale, and is issued and distributed only to persons permitted under the laws and regulations of Korea.

For reports to be distributed to Singapore:

This report is provided pursuant to the financial advisory licensing exemption under Regulation 27(1)(e) of the Financial Advisers Regulation of Singapore and accordingly may only be provided to persons in Singapore who are "institutional investors" as defined in Section 4A of the Securities and Futures Act, Chapter 289 of Singapore. This report is intended only for the person to whom Samsung Securities has provided this report and such person may not send, forward or transmit in any way this report or any copy of this report to any other person.

Analyst certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issuers and no part of the compensation of such analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations or views in this research report. The analyst(s) principally responsible for the preparation of this research report receives compensation based on determination by research management and senior management (not including investment banking), based on the overall revenues, including investment banking revenues of Samsung Securities Co., Ltd. and its related entities and has taken reasonable care to achieve and maintain independence and objectivity in making any recommendations.

Copyright © 2010 Samsung Securities Co., Ltd.. All rights reserved. This report or any portion hereof may not be reprinted, sold or redistributed without the prior written consent of Samsung Securities America Inc

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)

TOKYO

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

Member of
Dow Jones
Sustainability Indices
Powered by the S&P Global CSA