

# COMPANY UPDATE

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## Innovation Team

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Analyst

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## ▶ AT A GLANCE

**BUY**

**Target price** KRW110,000 10.7%

**Current price** KRW99,400

Market cap	KRW2.3t/USD1.5b
Shares (float)	23,605,077 (73.4%)
52-week high/low	KRW109,200/KRW61,100
Avg daily trading value (60-day)	KRW21.7b/ USD14.0m

## ▶ ONE-YEAR PERFORMANCE

	1M	6M	12M
Kolmar Korea (%)	16.3	60.1	8.4
Vs Kospi (%pts)	17.4	-19.5	-60.5

## ▶ KEY CHANGES

(KRW)	New	Old	Diff
Recommend.	BUY	BUY	
Target price	110,000	109,000	0.9%
2026E EPS	6,664	6,309	5.6%
2027E EPS	8,598	7,847	9.6%

## ▶ SAMSUNG vs THE STREET

No of estimates	19
Target price	121,842
Recommendation	4.0

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



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# Kolmar Korea (161890)

## Suncare season brings earnings into focus

- Kolmar Korea is gaining momentum from rising suncare demand in Korea and an expanding customer base in China.
- Initiating coverage at BUY with KRW110,000 target price: With a strong suncare positioning heading into peak season, the company's valuation looks increasingly attractive, while earnings improvements at its subsidiaries should help limit downside.

*(The original report has been published in June 24th)*

## WHAT'S THE STORY?

### Seasonally stronger sales mix boosts margins at Korean operations:

Kolmar Korea had a strong 1Q, driven by increased orders for suncare products ahead of the summer peak season. Its Korean operations delivered sales of KRW343b (up 28% q-q and 25% y-y) and an operating profit of KRW51.2b (up 130% q-q and 51% y-y), demonstrating significant operating leverage and serving as the primary earnings driver. Its Chinese subsidiary generated sales of KRW47.3b (up 14% y-y and 44% q-q), supported by new customer acquisitions, while losses continued at the US and Canadian subsidiaries and at cosmetics packaging subsidiary Yonwoo.

*(Continued on the next page)*

## SUMMARY FINANCIAL DATA

	2025	2026E	2027E	2028E
Revenue (KRWb)	2,722	3,042	3,348	3,734
Operating profit (KRWb)	240	296	376	427
Net profit (adj) (KRWb)	168	213	254	289
EPS (adj) (KRW)	5,299	6,664	8,598	10,071
EPS (adj) growth (% y-y)	38.3	25.8	29.0	17.1
EBITDA margin (%)	12.6	13.3	11.2	11.4
ROE (%)	14.7	16.1	17.5	17.4
P/E (adj) (x)	11.7	14.9	11.6	9.9
P/B (x)	1.6	2.2	1.9	1.6
EV/EBITDA (x)	9.1	10.1	9.9	8.4
Dividend yield (%)	1.4	1.0	1.2	1.4

Source: Company data, Samsung Securities estimates

**ODM client diversification and subsidiary normalization:** In its core cosmetics ODM business, the top five customers now account for 34% of sales, down from 40-50% previously, reflecting gradual customer diversification. The business is poised for further growth through additional multinational client wins and a turnaround at the Chinese subsidiary. Cosmetics packaging subsidiary Yonwoo is also on track to return to profitability in 2026, supported by increased indie-brand orders, while HK inno.N's stable earnings—backed by expanding indications for K-CAB and growth in the H&B division—enhance the downside resilience of Kolmar Korea's earnings. Although competitors are accelerating their entry into the suncare market, success overseas requires more than manufacturing capability; it also demands expertise in regulation, prescription, and quality management—areas in which Kolmar Korea maintains a durable competitive edge. We expect the company to enjoy solid growth in 2026, with sales climbing 11% to KRW3.04t, and operating profit rising 11.7% to KRW295.9b.

**Initiating coverage at BUY with KRW110,000 target price:** Despite a 20% pullback from recent highs—driven by short-term momentum exhaustion after a 1Q earnings surprise and continued market leadership by large caps—we set our target price at KRW110,000. This is based on a 20% premium to the peer group's average forward EBITDA multiple, reflecting the Kolmar Korea's unrivaled position in suncare and strong earnings growth trajectory. In June, the FDA approved bemotrizinol, a new suncare ingredient already commercialized in Korea and Europe, boosting expectations for improved manufacturing efficiency in 2H. Together, easing conflict in the Middle East—which should reduce cost pressures for Yonwoo, supporting a turnaround—and Kolmar Korea's continued progress in securing multinational clients sets the stage for a share-price rerating.

**Kolmar Korea: Results and forecasts**

(KRWb)	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26E	3Q26E	4Q26E	2023	2024	2025	2026E	2027E
<b>Sales</b>	<b>653.1</b>	<b>730.8</b>	<b>683.0</b>	<b>655.5</b>	<b>728.0</b>	<b>813.5</b>	<b>787.1</b>	<b>713.2</b>	<b>2,155.7</b>	<b>2,452.1</b>	<b>2,722.4</b>	<b>3,041.8</b>	<b>3,348.2</b>
Cosmetics ODM/OEM	346.3	406.4	371.1	315.9	412.1	477.5	450.1	366.8	1,116.7	1,315.9	1,359.7	1,706.5	1,932.6
Domestic entity (parent)	274.3	328.1	322.0	268.3	343.0	401.2	395.1	320.2	856.8	1,059.7	1,086.3	1,459.5	1,671.1
China entity	41.6	49.9	31.8	32.9	47.3	48.5	34.9	29.8	158.2	153.7	160.8	160.5	168.8
US entity	21.7	18.4	8.1	6.7	13.4	15.4	8.0	7.0	37.4	57.9	72.6	43.8	48.9
Canada entity	8.7	10.0	9.2	8.0	8.4	12.3	12.1	9.9	45.9	39.5	39.2	42.7	43.8
Cosmetic packaging (Yonwoo)	63.7	70.7	61.8	54.7	62.4	65.6	64.2	55.1	236.4	275.5	272.0	247.4	249.8
Pharma (HK Inno.N)	247.4	263.1	260.8	291.9	258.7	275.8	278.1	296.0	828.9	897.1	931.9	1,108.6	1,182.7
<b>Operating profit</b>	<b>59.9</b>	<b>73.5</b>	<b>58.3</b>	<b>47.8</b>	<b>78.9</b>	<b>86.2</b>	<b>75.1</b>	<b>55.7</b>	<b>136.1</b>	<b>193.9</b>	<b>239.6</b>	<b>295.9</b>	<b>376.3</b>
Cosmetics ODM/OEM	37.2	55.2	35.0	9.3	49.0	58.1	46.5	21.8	81.0	117.5	134.7	175.4	243.0
Domestic entity (parent)	33.9	49.0	44.3	22.3	51.2	56.1	51.8	27.8	79.7	122.4	133.5	186.9	236.0
China entity	3.1	6.1	-1.6	-1.6	3.2	5.3	0.7	-0.3	12.7	8.0	9.3	8.9	8.4
US entity	1.5	-0.2	-6.4	-8.3	-3.7	-1.5	-4.2	-4.2	-9.5	-6.0	-2.0	-13.6	-1.0
Canada entity	-1.3	0.3	-1.3	-3.1	-1.7	-1.8	-1.8	-1.5	-1.9	-6.9	-6.1	-6.8	-0.4
Cosmetic packaging (Yonwoo)	-1.0	0.8	-0.2	0.8	-0.3	0.3	0.3	0.6	0.4	1.4	0.4	0.8	0.7
Pharma (HK Inno.N)	25.4	19.5	25.9	40.1	33.2	31.3	31.5	35.7	65.0	88.2	96.4	131.7	148.2
<b>Net profit (controlling)</b>	<b>13.2</b>	<b>34.9</b>	<b>31.8</b>	<b>45.1</b>	<b>45.2</b>	<b>50.3</b>	<b>39.3</b>	<b>22.5</b>	<b>5.2</b>	<b>90.1</b>	<b>125.1</b>	<b>157.3</b>	<b>202.9</b>
<b>Margins (%)</b>													
<b>Operating profit</b>	<b>9.2</b>	<b>10.1</b>	<b>8.5</b>	<b>7.3</b>	<b>10.8</b>	<b>10.6</b>	<b>9.5</b>	<b>7.8</b>	<b>6.3</b>	<b>7.9</b>	<b>8.8</b>	<b>9.7</b>	<b>11.2</b>
Cosmetics ODM/OEM	10.7	13.6	9.4	2.9	11.9	12.2	10.3	5.9	7.2	8.9	9.9	10.3	12.6
Domestic entity (parent)	12.4	14.9	13.8	8.3	14.9	14.0	13.1	8.7	9.3	11.5	12.3	12.8	14.1
China entity	7.5	12.2	-5.0	-4.9	6.8	11.0	2.0	-1.0	8.0	5.2	5.8	5.6	5.0
US entity	6.9	-1.1	-79.0	-123.9	-27.6	-10.0	-52.5	-60.0	-25.4	-10.4	-2.8	-31.1	-2.0
Canada entity	-14.9	3.0	-14.1	-38.8	-20.2	-14.9	-14.9	-14.9	-4.1	-17.5	-15.5	-16.0	-1.0
Cosmetic packaging (Yonwoo)	-1.6	1.1	-0.3	1.5	-0.5	0.5	0.4	1.0	0.2	0.5	0.1	0.3	0.3
Pharma (HK Inno.N)	10.3	7.4	9.9	13.7	12.8	11.4	11.3	12.1	7.8	9.8	10.3	11.9	12.5
<b>Net profit (controlling)</b>	<b>2.0</b>	<b>4.8</b>	<b>4.7</b>	<b>6.9</b>	<b>6.2</b>	<b>6.2</b>	<b>5.0</b>	<b>3.2</b>	<b>0.2</b>	<b>3.7</b>	<b>4.6</b>	<b>5.2</b>	<b>6.1</b>
<b>Growth (% y-y)</b>													
<b>Sales</b>	<b>13.6</b>	<b>10.7</b>	<b>9.0</b>	<b>11.0</b>	<b>11.5</b>	<b>11.3</b>	<b>15.2</b>	<b>8.8</b>	<b>15.5</b>	<b>13.7</b>	<b>11.0</b>	<b>11.7</b>	<b>10.1</b>
Cosmetics ODM/OEM	14.5	7.9	10.1	5.3	19.0	17.5	21.3	16.1	20.4	17.8	3.3	25.5	13.2
Domestic entity (parent)	10.7	10.5	17.7	11.2	25.0	22.3	22.7	19.3	18.2	23.7	2.5	34.4	14.5
China entity	20.4	-5.2	-13.1	10.0	13.7	-2.7	9.6	-9.5	41.2	-2.8	4.6	-0.2	5.2
US entity	210.9	37.5	-53.7	-66.5	-38.2	-16.1	-1.2	4.5	45.8	54.6	25.4	-39.6	11.5
Canada entity	-3.0	-20.9	0.0	-8.0	-3.4	23.4	31.6	23.5	-5.2	-14.0	-0.7	8.9	2.5
Cosmetic packaging (Yonwoo)	-5.3	-4.4	-15.1	-11.1	-2.0	-7.1	3.8	0.8	0.6	16.5	-1.3	-9.0	1.0
Pharma (HK Inno.N)	16.3	20.0	13.7	23.8	4.6	4.8	6.6	1.4	-2.1	8.2	3.9	19.0	6.7
<b>Operating profit</b>	<b>84.8</b>	<b>2.4</b>	<b>7.0</b>	<b>36.2</b>	<b>31.6</b>	<b>17.3</b>	<b>28.8</b>	<b>16.4</b>	<b>85.8</b>	<b>42.4</b>	<b>23.6</b>	<b>23.5</b>	<b>27.2</b>
Cosmetics ODM/OEM	85.7	13.3	5.9	-40.8	31.7	5.2	32.9	134.2	79.6	45.1	14.6	30.2	38.6
Domestic entity (parent)	48.5	10.8	19.0	23.2	51.0	14.5	17.0	24.4	15.3	53.7	9.0	40.0	26.3
China entity	72.2	-9.0	nm	nm	3.2	-12.5	nm	nm	nm	-37.0	16.3	-3.9	-5.6
US entity	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm
Canada entity	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm
Cosmetic packaging (Yonwoo)	nm	-33.3	nm	nm	nm	-59.0	nm	-31.1	-60.0	252.5	-71.6	109.1	-10.4
Pharma (HK Inno.N)	47.2	-19.9	16.5	64.2	30.7	60.7	21.6	-10.9	22.6	35.7	9.2	36.7	12.5

Source: Company data, Samsung Securities estimates

**Kolmar Korea: Valuation**

(KRWb)	Calculation	Value
<b>Fair value of cosmetics ODM/packaging business</b>	<b>(A = B x F)</b>	<b>2,744.5</b>
Forward EBITDA (ex. HK Inno.N)	(B = C x E + D x (1 - E))	285.9
2026E	(C)	253.9
2027E	(D)	322.4
2026 weighting	(E)	53.3%
Target EV/EBITDA multiple* (x)	(F)	9.6
Equity value of HK Inno.N stake	(G = H x I x (1 - J))	231.5
HK Inno.N market cap	(H)	1,076.5
Equity stake (%)	(I)	43.01%
Discount rate (%)	(J)	50%
Net debt	(K)	429
<b>Target market cap</b>	<b>(L = A + G - K)</b>	<b>2,547.2</b>
Shares outstanding ('000)	(M)	23,605
Target price (KRW)	(L/M)	110,000

Note: \*20% premium to global ODM average, reflecting Kolmar Korea's leading position in sunscreen and its profit growth potential  
Source: Bloomberg, Samsung Securities

### Income statement

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
<b>Sales</b>	<b>2,452</b>	<b>2,722</b>	<b>3,042</b>	<b>3,348</b>	<b>3,734</b>
Cost of goods sold	1,753	1,931	2,167	2,368	2,636
<b>Gross profit</b>	<b>699</b>	<b>791</b>	<b>875</b>	<b>980</b>	<b>1,098</b>
Gross margin (%)	28.5	29.1	28.8	29.3	29.4
SG&A expenses	505	552	579	604	671
<b>Operating profit</b>	<b>194</b>	<b>240</b>	<b>296</b>	<b>376</b>	<b>427</b>
Operating margin (%)	7.9	8.8	9.7	11.2	11.4
<b>Non-operating gains (losses)</b>	<b>-54</b>	<b>-28</b>	<b>-24</b>	<b>-50</b>	<b>-54</b>
Financial profit	30	28	18	9	10
Financial costs	54	54	42	50	55
Equity-method gains (losses)	12	1	2	1	1
Other	-42	-2	-1	-10	-10
<b>Pre-tax profit</b>	<b>140</b>	<b>212</b>	<b>272</b>	<b>326</b>	<b>373</b>
Taxes	14	44	59	72	84
Effective tax rate (%)	10.3	20.5	21.8	22.1	22.5
Profit from continuing operations	125	168	213	254	289
Profit from discontinued operations	0	0	0	0	0
<b>Net profit</b>	<b>125</b>	<b>168</b>	<b>213</b>	<b>254</b>	<b>289</b>
Net margin (%)	5.1	6.2	7.0	7.6	7.7
Net profit (controlling interests)	90	125	157	203	238
Net profit (non-controlling interests)	35	43	55	51	51
EBITDA	286	344	406	376	427
EBITDA margin (%)	11.7	12.6	13.3	11.2	11.4
EPS (parent-based) (KRW)	3,830	5,299	6,664	8,598	10,071
EPS (consolidated) (KRW)	5,329	7,126	9,007	10,770	12,244
Adjusted EPS (KRW)*	3,830	5,299	6,664	8,598	10,071

### Cash flow statement

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
<b>Cash flow from operations</b>	<b>215</b>	<b>291</b>	<b>327</b>	<b>486</b>	<b>498</b>
Net profit	125	168	213	254	289
Non-cash profit and expenses	195	203	223	233	232
Depreciation	69	81	84	0	0
Amortization	23	24	26	0	0
Other	103	98	114	233	232
Changes in A/L from operating activities	-40	0	-46	55	37
<b>Cash flow from investments</b>	<b>-205</b>	<b>-248</b>	<b>-193</b>	<b>-182</b>	<b>-252</b>
Change in tangible assets	-245	-162	-133	-180	-250
Change in financial assets	43	-36	0	-2	-2
Other	-3	-50	-60	0	0
<b>Cash flow from financing</b>	<b>-43</b>	<b>40</b>	<b>-39</b>	<b>-198</b>	<b>36</b>
Change in debt	48	82	10	-173	61
Change in equity	33	6	0	0	0
Dividends	-19	-23	-19	-25	-25
Other	-104	-26	-30	0	0
Change in cash	-29	83	96	106	282
Cash at beginning of year	171	142	225	322	426
Cash at end of year	142	225	322	426	707
<b>Gross cash flow</b>	<b>320</b>	<b>371</b>	<b>436</b>	<b>487</b>	<b>521</b>
<b>Free cash flow</b>	<b>-32</b>	<b>127</b>	<b>193</b>	<b>306</b>	<b>248</b>

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)	2024	2025	2026E	2027E	2028E
<b>Current assets</b>	<b>859</b>	<b>1,010</b>	<b>1,272</b>	<b>1,412</b>	<b>1,784</b>
Cash & equivalents	142	225	322	426	707
Accounts receivable	284	333	441	449	501
Inventories	328	325	389	413	460
Other current assets	105	126	120	124	115
<b>Fixed assets</b>	<b>2,268</b>	<b>2,448</b>	<b>2,468</b>	<b>2,577</b>	<b>2,577</b>
Investment assets	55	135	142	142	142
Tangible assets	811	902	913	1,033	1,033
Intangible assets	1,249	1,243	1,244	1,244	1,244
Other long-term assets	153	168	169	159	159
<b>Total assets</b>	<b>3,127</b>	<b>3,458</b>	<b>3,740</b>	<b>3,990</b>	<b>4,361</b>
<b>Current liabilities</b>	<b>1,215</b>	<b>1,360</b>	<b>1,549</b>	<b>1,501</b>	<b>1,518</b>
Accounts payable	188	231	267	324	361
Short-term debt	667	639	810	600	550
Other current liabilities	361	490	472	577	607
<b>Long-term liabilities</b>	<b>406</b>	<b>430</b>	<b>369</b>	<b>442</b>	<b>592</b>
Bonds & long-term debt	309	330	275	330	480
Other long-term liabilities	97	100	94	112	112
<b>Total liabilities</b>	<b>1,621</b>	<b>1,790</b>	<b>1,917</b>	<b>1,943</b>	<b>2,109</b>
<b>Owners of parent equity</b>	<b>793</b>	<b>910</b>	<b>1,047</b>	<b>1,267</b>	<b>1,472</b>
Capital stock	12	12	12	12	12
Capital surplus	295	301	256	300	300
Retained earnings	488	593	781	956	1,161
Other	-2	5	-2	-1	-1
<b>Non-controlling interests' equity</b>	<b>713</b>	<b>757</b>	<b>775</b>	<b>780</b>	<b>780</b>
<b>Total equity</b>	<b>1,506</b>	<b>1,667</b>	<b>1,822</b>	<b>2,047</b>	<b>2,252</b>
Net debt	952	917	957	614	442

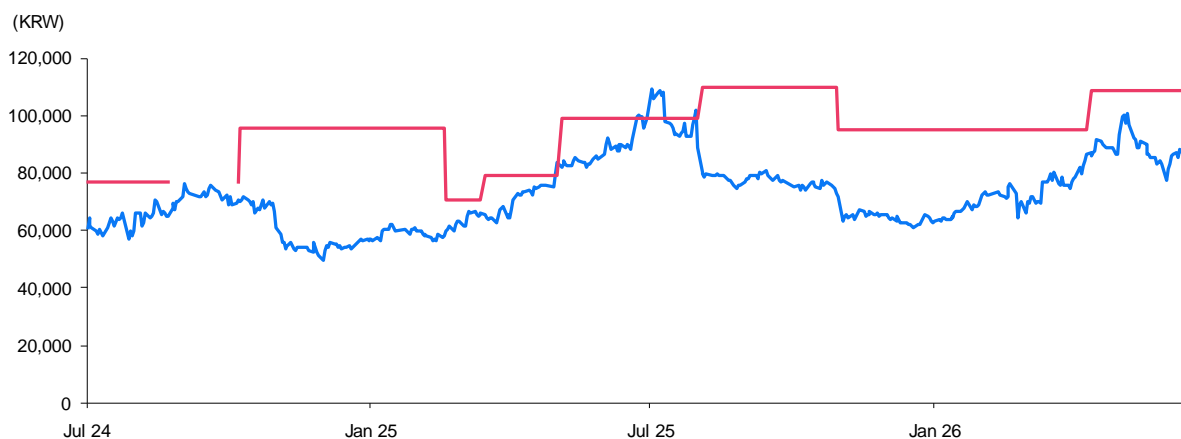
### Financial ratios

Year-end Dec 31	2024	2025	2026E	2027E	2028E
<b>Growth (%)</b>					
Sales	13.7	11.0	11.7	10.1	11.5
Operating profit	42.4	23.6	23.5	27.2	13.4
Net profit	398.5	34.2	26.4	19.6	13.7
Adjusted EPS**	1,588.1	38.3	25.8	29.0	17.1
<b>Per-share data (KRW)</b>					
EPS (parent-based)	3,830	5,299	6,664	8,598	10,071
EPS (consolidated)	5,329	7,126	9,007	10,770	12,244
Adjusted EPS**	3,830	5,299	6,664	8,598	10,071
BVPS	33,579	38,566	44,367	53,675	62,346
DPS (common)	720	864	1,030	1,200	1,400
<b>Valuations (x)</b>					
P/E***	14.4	11.7	14.9	11.6	9.9
P/B***	1.6	1.6	2.2	1.9	1.6
EV/EBITDA	10.4	9.1	10.1	9.9	8.4
<b>Ratios (%)</b>					
ROE	12.5	14.7	16.1	17.5	17.4
ROA	4.1	5.1	5.9	6.6	6.9
ROIC	7.6	7.9	9.2	11.5	13.1
Payout ratio	18.9	16.3	16.3	14.0	13.9
Dividend yield (common)	1.3	1.4	1.0	1.2	1.4
Net debt to equity	63.2	55.0	52.5	30.0	19.6
Interest coverage (x)	4.2	6.2	7.4	n/a	n/a

### Compliance notice

- As of 6/29 2026, the covering analyst(s) did not own any shares, or debt instruments convertible into shares, of any company covered in this report.
- As of 6/29 2026, 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	2023/8/14	2024/8/14	2024/10/16	2025/2/26	3/24	5/12	8/11	11/7	2026/4/20	6/24
Recommendation	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY
Target price (KRW)	77000	77000	96000	71000	79000	99000	110000	95000	109000	110000
Gap* (average)	-30.26	-13.28	-38.69	-10.11	-10.29	-6.37	-29.65	-27.19	-18.72	
(max or min)**	-5.19	-8.31	-24.90	-6.06	5.82	10.30	-26.64	-8.63	-7.52	

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

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#### 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 2026.03.31

BUY(85.2%)-HOLD(14.8%)-SELL(0%)

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