
2Q. 2019

FACT SHEET

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iMARKETKOREA

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- The financial information in this document includes both consolidated and non-consolidated earnings results based on K-IFRS.
- This document is provided for the convenience of investors only, financial information of this document may be changed by the audit.

Consolidated (Quarterly)

(Unit: KRW mn)	2Q 19	1Q 19	Q/Q	2Q 18	Y/Y
Revenue	725,654	747,769	-3.0%	761,678	-4.7%
Cost of Sales	682,518	708,228	-3.6%	722,883	-5.6%
Gross Profit	43,135	39,541	+9.1%	38,795	+11.2%
<i>GP Margin</i>	<i>5.9%</i>	<i>5.3%</i>	<i>+0.6%p</i>	<i>5.1%</i>	<i>+0.8%p</i>
Selling and Administrative Expenses	27,272	28,491	-4.3%	29,870	-8.7%
Operating Profit	15,863	11,050	+43.6%	8,925	+77.7%
<i>OP Margin</i>	<i>2.2%</i>	<i>1.5%</i>	<i>+0.7%p</i>	<i>1.2%</i>	<i>+1.0%p</i>
Pre-tax Profit	15,929	10,848	+46.8%	8,369	+90.3%
Net Profit	11,181	6,491	+72.3%	5,775	+93.6%

Separate (Quarterly)

(Unit: KRW mn)	2Q 19	1Q 19	Q/Q	2Q 18	Y/Y
Revenue	556,702	584,415	-4.7%	592,124	-6.0%
Cost of Sales	530,817	561,790	-5.5%	570,470	-7.0%
Gross Profit	25,884	22,625	+14.4%	21,654	+19.5%
<i>GP Margin</i>	<i>4.6%</i>	<i>3.9%</i>	<i>+0.7%p</i>	<i>3.7%</i>	<i>+0.9%p</i>
Selling and Administrative Expenses	15,091	16,337	-7.6%	15,703	-3.9%
Operating Profit	10,793	6,289	+71.6%	5,951	+81.4%
<i>OP Margin</i>	<i>1.9%</i>	<i>1.1%</i>	<i>+0.8%p</i>	<i>1.0%</i>	<i>+0.9%p</i>
Pre-tax Profit	11,248	18,390	-38.8%	5,853	+92.2%
Net Profit	8,179	14,207	-42.4%	4,500	+81.8%

Sales Breakdown by customer

(Unit: KRW bn)	2017		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,791.1	77.6%	477.0	80.2%	463.2	78.0%	435.2	76.2%	415.7	75.9%
Non-Samsung	516.8	22.4%	118.1	19.8%	130.9	22.0%	135.7	23.8%	132.1	24.1%
Total	2,307.9	100%	595.1	100%	594.1	100%	570.9	100%	547.8	100%

(Unit: KRW bn)	2018		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,741.7	77.4%	391.3	75.1%	467.8	79.0%	443.5	78.8%	439.1	76.6%
Non-Samsung	507.1	22.6%	129.9	24.9%	124.3	21.0%	119.0	21.2%	133.9	23.4%
Total	2,248.9	100%	521.2	100%	592.1	100%	562.5	100%	573.0	100%

(Unit: KRW bn)	2019		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	905.8	79.4%	467.4	80.0%	438.4	78.7%				
Non-Samsung	235.3	20.6%	117.0	20.0%	118.3	21.3%				
Total	1,141.1	100%	584.4	100%	556.7	100%				

Sales Breakdown by region

(Unit: KRW bn)	2017		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,872.7	81.1%	469.1	78.8%	490.9	82.6%	465.6	81.6%	447.1	81.6%
Export	435.1	18.9%	126.0	21.2%	103.2	17.4%	105.3	18.4%	100.6	18.4%
Total	2,307.9	100%	595.1	100%	594.1	100%	570.9	100%	547.8	100%

(Unit: KRW bn)	2018		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,816.2	80.8%	408.9	78.5%	483.0	81.6%	455.9	81.0%	468.4	81.7%
Export	432.7	19.2%	112.3	21.5%	109.1	18.4%	106.6	19.0%	104.6	18.3%
Total	2,248.9	100%	521.2	100%	592.1	100%	562.5	100%	573.0	100%

(Unit: KRW bn)	2019		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	888.0	77.8%	459.0	78.5%	429.0	77.1%				
Export	253.1	22.2%	125.5	21.5%	127.7	22.9%				
Total	1,141.1	100%	584.4	100%	556.7	100%				

Sales Breakdown by item

(Unit: KRW bn)	2017		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	1,150.9	49.9%	308.8	51.9%	295.2	49.7%	282.2	49.4%	264.7	48.3%
Construction Materials	383.9	16.6%	99.9	16.8%	109.1	18.4%	92.2	16.2%	82.7	15.1%
IT Products	162.8	7.1%	38.3	6.4%	39.7	6.7%	40.7	7.1%	44.1	8.1%
Raw & Subsidiary Materials	598.1	25.9%	145.8	24.5%	147.2	24.8%	152.8	26.8%	152.3	27.8%
Others	12.2	0.5%	2.3	0.4%	2.9	0.5%	3.0	0.5%	4.0	0.7%
Total	2,307.9	100%	595.1	100%	594.1	100%	570.9	100%	547.8	100%

(Unit: KRW bn)	2018		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	992.7	44.1%	244.3	46.9%	236.2	39.9%	234.7	41.7%	277.5	48.4%
Construction Materials	487.2	21.7%	92.2	17.7%	136.7	23.1%	145.0	25.8%	113.3	19.8%
IT Products	158.4	7.0%	35.7	6.9%	46.9	7.9%	36.8	6.5%	38.9	6.8%
Raw & Subsidiary Materials	592.6	26.4%	144.9	27.8%	168.3	28.4%	140.8	25.0%	138.5	24.2%
Others	18.1	0.8%	4.0	0.8%	4.0	0.7%	5.2	0.9%	4.8	0.8%
Total	2,248.9	100%	521.2	100%	592.1	100%	562.5	100%	573.0	100%

(Unit: KRW bn)	2019		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	547.7	48.0%	259.9	44.5%	287.8	51.7%				
Construction Materials	245.4	21.5%	146.5	25.1%	98.9	17.8%				
IT Products	81.4	7.1%	48.1	8.2%	33.4	6.0%				
Raw & Subsidiary Materials	247.7	21.7%	119.7	20.5%	128.0	23.0%				
Others	18.9	1.7%	10.3	1.8%	8.6	1.5%				
Total	1,141.1	100%	584.4	100%	556.7	100%				