
3Q. 2019
FACT SHEET

Nov. 07. 2019

iMARKETKOREA

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- The financial information in this document includes both consolidated and non-consolidated earnings results based on K-IFRS.
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Consolidated (Quarterly)

(Unit: KRW mn)	3Q 19	2Q 19	Q/Q	3Q 18	Y/Y
Revenue	697,477	725,654	-3.9%	730,623	-4.5%
Cost of Sales	659,142	682,518	-3.4%	691,786	-4.7%
Gross Profit	38,335	43,135	-11.1%	38,838	-1.3%
<i>GP Margin</i>	<i>5.5%</i>	<i>5.9%</i>	<i>+0.4%p</i>	<i>5.3%</i>	<i>+0.2%p</i>
Selling and Administrative Expenses	25,902	27,272	-5.0%	28,066	-7.8%
Operating Profit	12,433	15,863	-21.6%	10,771	+15.7%
<i>OP Margin</i>	<i>1.8%</i>	<i>2.2%</i>	<i>-0.4%p</i>	<i>1.5%</i>	<i>+0.3%p</i>
Pre-tax Profit	12,267	15,929	-23.0%	12,159	+0.9%
Net Profit	8,940	11,181	-20.0%	8,552	+4.5%

Separate (Quarterly)

(Unit: KRW mn)	3Q 19	2Q 19	Q/Q	3Q 18	Y/Y
Revenue	517,973	556,702	-7.0%	562,515	-7.9%
Cost of Sales	497,000	530,817	-6.4%	540,674	-8.1%
Gross Profit	20,973	25,884	-19.0%	21,841	-4.0%
<i>GP Margin</i>	<i>4.0%</i>	<i>4.6%</i>	<i>-0.6%p</i>	<i>3.9%</i>	<i>+0.1%p</i>
Selling and Administrative Expenses	14,669	15,091	-2.8%	15,160	-3.2%
Operating Profit	6,305	10,793	-41.6%	6,681	-5.6%
<i>OP Margin</i>	<i>1.2%</i>	<i>1.9%</i>	<i>-0.7%p</i>	<i>1.2%</i>	<i>-</i>
Pre-tax Profit	6,247	11,248	-44.5%	8,295	-24.7%
Net Profit	4,663	8,179	-43.0%	6,299	-26.0%

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%	414.2	80.0%		
Non-Samsung	235.3	20.6%	117.0	20.0%	118.3	21.3%	103.8	20.0%		
Total	1,141.1	100%	584.4	100%	556.7	100%	518.0	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%	408.7	78.9%		
Export	253.1	22.2%	125.5	21.5%	127.7	22.9%	109.3	21.1%		
Total	1,141.1	100%	584.4	100%	556.7	100%	518.0	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%	267.5	51.6%		
Construction Materials	245.4	21.5%	146.5	25.1%	98.9	17.8%	93.9	18.1%		
IT Products	81.4	7.1%	48.1	8.2%	33.4	6.0%	24.5	4.7%		
Raw & Subsidiary Materials	247.7	21.7%	119.7	20.5%	128.0	23.0%	126.7	24.5%		
Others	18.9	1.7%	10.3	1.8%	8.6	1.5%	5.5	1.1%		
Total	1,141.1	100%	584.4	100%	556.7	100%	518.0	100%		