
3Q. 2020

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.
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Consolidated (Quarterly)

(Unit: KRW mn)	3Q 20	2Q 20	Q/Q	3Q 19	Y/Y
Revenue	725,271	689,914	+5.1%	697,477	+4.0%
Cost of Sales	690,543	653,968	+5.6%	659,142	+4.8%
Gross Profit	34,728	35,946	-3.4%	38,335	-9.4%
<i>GP Margin</i>	<i>4.8%</i>	<i>5.2%</i>	<i>-0.4%p</i>	<i>5.5%</i>	<i>-0.7%p</i>
Selling and Administrative Expenses	24,965	25,293	-1.3%	25,902	-3.6%
Operating Profit	9,763	10,653	-8.3%	12,433	-21.5%
<i>OP Margin</i>	<i>1.3%</i>	<i>1.5%</i>	<i>-0.2%p</i>	<i>1.8%</i>	<i>-0.5%p</i>
Pre-tax Profit	15,672	8,258	+89.8%	12,267	+27.8%
Net Profit	10,907	7,155	+52.4%	8,940	+22.0%

Separate (Quarterly)

(Unit: KRW mn)	3Q 20	2Q 20	Q/Q	3Q 19	Y/Y
Revenue	531,198	502,443	+5.7%	517,973	+2.6%
Cost of Sales	511,657	482,844	+6.0%	497,000	+2.9%
Gross Profit	19,542	19,599	-0.3%	20,973	-6.8%
<i>GP Margin</i>	<i>3.7%</i>	<i>3.9%</i>	<i>-0.2%p</i>	<i>4.0%</i>	<i>-0.3%p</i>
Selling and Administrative Expenses	14,544	14,119	+3.0%	14,669	-0.8%
Operating Profit	4,997	5,480	-8.8%	6,305	-20.7%
<i>OP Margin</i>	<i>0.9%</i>	<i>1.1%</i>	<i>-0.2%p</i>	<i>1.2%</i>	<i>-0.3%p</i>
Pre-tax Profit	11,053	4,031	+174.2%	6,247	+76.9%
Net Profit	7,628	4,624	+65.0%	4,663	+63.6%

Sales Breakdown by customer

(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	1,786.7	80.3%	467.4	80.0%	438.4	78.7%	414.2	80.0%	466.8	82.3%
Non-Samsung	439.4	19.7%	117.0	20.0%	118.3	21.3%	103.8	20.0%	100.2	17.7%
Total	2,226.1	100%	584.4	100%	556.7	100%	518.0	100%	567.0	100%

(Unit: KRW bn)	2020		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,189.2	79.0%	375.6	79.5%	405.9	80.8%	407.7	76.8%		
Non-Samsung	17.0	21.0%	97.0	20.5%	96.5	19.2%	123.5	23.2%		
Total	1,506.2	100%	472.5	100%	502.4	100%	531.2	100%		

Sales Breakdown by region

(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	1,761.7	79.1%	459.0	78.5%	429.0	77.1%	408.7	78.9%	465.0	82.0%
Export	464.5	20.9%	125.5	21.5%	127.7	22.9%	109.3	21.1%	102.0	18.0%
Total	2,226.1	100%	584.4	100%	556.7	100%	518.0	100%	567.0	100%

(Unit: KRW bn)	2020		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,223.6	81.2%	370.1	78.3%	421.4	83.9%	432.0	81.3%		
Export	282.6	18.8%	102.5	21.7%	81.0	16.1%	99.2	18.7%		
Total	1,506.2	100%	472.5	100%	502.4	100%	531.2	100%		

Sales Breakdown by item

(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	1,121.8	50.4%	259.9	44.5%	287.8	51.7%	267.5	51.6%	306.7	54.1%
Construction Materials	436.5	19.6%	146.5	25.1%	98.9	17.8%	93.9	18.1%	97.2	17.1%
IT Products	139.3	6.3%	48.1	8.2%	33.4	6.0%	24.5	4.7%	33.4	5.9%
Raw & Subsidiary Materials	500.9	22.5%	119.7	20.5%	128.0	23.0%	126.7	24.5%	126.5	22.3%
Others	27.8	1.2%	10.3	1.8%	8.6	1.5%	5.5	1.1%	3.3	0.6%
Total	2,226.1	100%	584.4	100%	556.7	100%	518.0	100%	567.0	100%

(Unit: KRW bn)	2020		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	885.0	58.8%	296.7	62.8%	291.3	58.0%	297.0	55.9%		
Construction Materials	190.0	12.6%	48.3	10.2%	80.9	16.1%	60.8	11.4%		
IT Products	98.6	6.5%	24.7	5.2%	23.8	4.7%	50.1	9.4%		
Raw & Subsidiary Materials	320.8	21.3%	98.4	20.8%	102.6	20.4%	119.8	22.6%		
Others	11.8	0.8%	4.4	0.9%	3.9	0.8%	3.5	0.7%		
Total	1,506.2	100%	472.5	100%	502.4	100%	531.2	100%		