
4Q. 2021

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) | 4Q 21 | 3Q 21 | Q/Q | 4Q 20 | Y/Y |
|-------------------------------------|----------------|----------------|---------------|----------------|---------------|
| Revenue | 831,924 | 782,189 | +6.4% | 765,755 | +8.6% |
| Cost of Sales | 793,513 | 745,054 | +6.5% | 731,017 | +8.5% |
| Gross Profit | 38,411 | 37,135 | +3.4% | 34,738 | +10.6% |
| <i>GP Margin</i> | <i>4.6%</i> | <i>4.7%</i> | <i>-0.1%p</i> | <i>4.5%</i> | <i>+0.1%p</i> |
| Selling and Administrative Expenses | 25,800 | 25,543 | +1.0% | 26,362 | -2.1% |
| Operating Profit | 12,611 | 11,592 | +8.8% | 8,377 | +50.6% |
| <i>OP Margin</i> | <i>1.5%</i> | <i>1.5%</i> | <i>-</i> | <i>1.1%</i> | <i>+0.4%p</i> |
| Pre-tax Profit | 16,109 | 15,413 | +4.5% | 3,229 | +398.9% |
| Net Profit | 12,519 | 10,706 | +16.9% | 3,835 | +226.4% |

Separate (Quarterly)

| (Unit: KRW mn) | 4Q 21 | 3Q 21 | Q/Q | 4Q 20 | Y/Y |
|-------------------------------------|----------------|----------------|---------------|----------------|---------------|
| Revenue | 633,345 | 585,586 | +8.2% | 573,673 | +10.4% |
| Cost of Sales | 609,251 | 563,707 | +8.1% | 554,076 | +10.0% |
| Gross Profit | 24,094 | 21,878 | +10.1% | 19,597 | +23.0% |
| <i>GP Margin</i> | <i>3.8%</i> | <i>3.7%</i> | <i>+0.1%p</i> | <i>3.4%</i> | <i>+0.4%p</i> |
| Selling and Administrative Expenses | 15,278 | 14,685 | +4.0% | 15,092 | +1.2% |
| Operating Profit | 8,817 | 7,193 | +22.6% | 4,504 | +95.7% |
| <i>OP Margin</i> | <i>1.4%</i> | <i>1.2%</i> | <i>+0.2%p</i> | <i>0.8%</i> | <i>+0.6%p</i> |
| Pre-tax Profit | 11,837 | 12,628 | -6.3% | -2,557 | Turn around |
| Net Profit | 9,645 | 9,275 | +4.0% | -1,021 | Turn around |

Sales Breakdown by customer

| (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 | 1,638.4 | 78.8% | 375.5 | 79.5% | 405.9 | 80.8% | 404.2 | 76.1% | 452.8 | 78.9% |
| Non-Samsung | 441.5 | 21.2% | 97.0 | 20.5% | 96.5 | 19.2% | 127.0 | 23.9% | 120.9 | 21.1% |
| Total | 2,079.9 | 100% | 472.5 | 100% | 502.4 | 100% | 531.2 | 100% | 573.7 | 100% |

| (Unit: KRW bn) | 2021 | | 1Q | | 2Q | | 3Q | | 4Q | |
|----------------|---------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Sales | Portion | Sales | Portion | Sales | Portion | Sales | Portion | Sales | Portion |
| Samsung | 1,855.6 | 78.8% | 422.0 | 79.1% | 479.8 | 79.8% | 452.4 | 77.3% | 501.4 | 79.2% |
| Non-Samsung | 497.9 | 21.2% | 111.2 | 20.9% | 121.5 | 20.2% | 133.2 | 22.7% | 132.0 | 20.8% |
| Total | 2,353.5 | 100% | 533.2 | 100% | 601.3 | 100% | 585.6 | 100% | 633.4 | 100% |

Sales Breakdown by region

| (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 | 464.4 | 20.9% | 125.4 | 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 | 1,705.7 | 82.0% | 370.1 | 78.3% | 421.4 | 83.9% | 432.0 | 81.3% | 482.2 | 84.0% |
| Export | 374.2 | 18.0% | 102.4 | 21.7% | 81.0 | 16.1% | 99.2 | 18.7% | 91.5 | 16.0% |
| Total | 2,079.9 | 100% | 472.5 | 100% | 502.4 | 100% | 531.2 | 100% | 573.7 | 100% |

| (Unit: KRW bn) | 2021 | | 1Q | | 2Q | | 3Q | | 4Q | |
|----------------|---------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Sales | Portion | Sales | Portion | Sales | Portion | Sales | Portion | Sales | Portion |
| Local | 1,923.0 | 81.7% | 426.9 | 80.1% | 491.2 | 81.7% | 482.1 | 82.3% | 522.8 | 82.5% |
| Export | 430.5 | 18.3% | 106.3 | 19.9% | 110.1 | 18.3% | 103.5 | 17.7% | 110.6 | 17.5% |
| Total | 2,353.5 | 100% | 533.2 | 100% | 601.3 | 100% | 585.6 | 100% | 633.4 | 100% |

Sales Breakdown by item

| (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 | 1,216.2 | 58.5% | 296.7 | 62.8% | 291.3 | 58.0% | 297.0 | 55.9% | 331.2 | 57.7% |
| Construction Materials | 298.5 | 14.4% | 48.3 | 10.2% | 80.9 | 16.1% | 60.8 | 11.4% | 108.5 | 18.9% |
| IT Products | 129.1 | 6.2% | 24.7 | 5.2% | 23.8 | 4.7% | 50.1 | 9.4% | 30.5 | 5.3% |
| Raw & Subsidiary Materials | 420.5 | 20.2% | 98.4 | 20.8% | 102.6 | 20.4% | 119.8 | 22.6% | 99.6 | 17.4% |
| Others | 15.6 | 0.7% | 4.4 | 0.9% | 3.9 | 0.8% | 3.5 | 0.7% | 3.8 | 0.7% |
| Total | 2,079.9 | 100% | 472.5 | 100% | 502.4 | 100% | 531.2 | 100% | 573.7 | 100% |

| (Unit: KRW bn) | 2021 | | 1Q | | 2Q | | 3Q | | 4Q | |
|----------------------------|---------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Sales | Portion | Sales | Portion | Sales | Portion | Sales | Portion | Sales | Portion |
| MRO | 1,181.3 | 50.2% | 274.9 | 51.6% | 291.6 | 48.5% | 294.2 | 50.2% | 320.6 | 50.5% |
| Construction Materials | 450.1 | 19.1% | 95.0 | 17.8% | 124.9 | 20.8% | 101.2 | 17.3% | 129.0 | 20.4% |
| IT Products | 195.9 | 8.3% | 33.8 | 6.3% | 49.6 | 8.2% | 64.5 | 11.0% | 48.0 | 7.6% |
| Raw & Subsidiary Materials | 510.6 | 21.7% | 126.0 | 23.6% | 131.5 | 21.9% | 121.6 | 20.8% | 131.5 | 20.8% |
| Others | 15.6 | 0.7% | 3.5 | 0.7% | 3.7 | 0.6% | 4.1 | 0.7% | 4.3 | 0.7% |
| Total | 2,353.5 | 100% | 533.2 | 100% | 601.3 | 100% | 585.6 | 100% | 633.4 | 100% |