

# Quarterly P/L

## I. Parent (HS)

(KRW hundred million)

		2017				2018				2019				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<b>Total Sales</b>		<b>4,946</b>	<b>4,818</b>	<b>5,275</b>	<b>4,699</b>	<b>4,671</b>	<b>4,808</b>	<b>4,287</b>	<b>4,713</b>	<b>4,250</b>	<b>3,952</b>	<b>3,851</b>	<b>4,024</b>	
<b>(%)yoy</b>		<b>18.6%</b>	<b>10.8%</b>	<b>11.1%</b>	<b>-11.0%</b>	<b>-5.6%</b>	<b>-0.2%</b>	<b>-18.7%</b>	<b>0.3%</b>	<b>-9.0%</b>	<b>-17.8%</b>	<b>-10.2%</b>	<b>-14.6%</b>	
<b>B2C</b>	<b>Interior Furniture</b>	<b>1,841</b>	<b>1,546</b>	<b>1,732</b>	<b>1,572</b>	<b>1,647</b>	<b>1,408</b>	<b>1,265</b>	<b>1,432</b>	<b>1,586</b>	<b>1,288</b>	<b>1,197</b>	<b>1,240</b>	
	Agency Store	601	534	629	520	523	422	396	425	456	359	359	349	
	Flag Shop	663	554	632	555	563	536	505	539	609	474	493	494	
	Online	578	459	471	498	562	450	365	468	520	454	345	397	
	<b>Kitchen / Renovation Items</b>	<b>2,115</b>	<b>2,174</b>	<b>2,390</b>	<b>2,019</b>	<b>1,848</b>	<b>2,045</b>	<b>1,764</b>	<b>2,076</b>	<b>1,562</b>	<b>1,651</b>	<b>1,521</b>	<b>1,672</b>	
	KitchenBach Agency Store	1,117	1,111	1,263	1,095	971	1,080	914	1,188	573	575	511	552	
	Rehaus Agency Store									372	496	567	782	
	Rehaus Network	998	1,063	1,127	924	877	965	850	888	617	580	443	338	
	<b>Element(B2B)</b>	<b>990</b>	<b>1,097</b>	<b>1,153</b>	<b>1,108</b>	<b>1,176</b>	<b>1,355</b>	<b>1,257</b>	<b>1,204</b>	<b>1,103</b>	<b>1,014</b>	<b>1,134</b>	<b>1,112</b>	
	Construction Co.	469	477	613	634	747	851	815	748	638	623	691	684	
	Raw Material / Others	521	620	539	474	429	504	442	456	465	391	443	428	
	<b>Sales Portion of B2C (%)</b>		<b>80.0%</b>	<b>77.2%</b>	<b>78.1%</b>	<b>76.4%</b>	<b>74.8%</b>	<b>71.8%</b>	<b>70.7%</b>	<b>74.4%</b>	<b>74.1%</b>	<b>74.3%</b>	<b>70.6%</b>	<b>72.4%</b>
	<b>Growth (%)yoy</b>	<b>B2C</b>	<b>17.1%</b>	<b>8.0%</b>	<b>13.6%</b>	<b>-14.1%</b>	<b>-11.6%</b>	<b>-7.2%</b>	<b>-26.5%</b>	<b>-2.3%</b>	<b>-9.9%</b>	<b>-14.9%</b>	<b>-10.3%</b>	<b>-17.0%</b>
<b>Interior Furniture</b>		<b>15.4%</b>	<b>4.6%</b>	<b>6.8%</b>	<b>-12.5%</b>	<b>-10.5%</b>	<b>-9.0%</b>	<b>-27.0%</b>	<b>-8.9%</b>	<b>-3.7%</b>	<b>-8.6%</b>	<b>-5.4%</b>	<b>-13.4%</b>	
Agency Store		6.3%	13.4%	15.2%	-9.0%	-12.9%	-21.0%	-37.1%	-18.2%	-12.7%	-14.8%	-9.2%	-17.9%	
Flag Shop		16.7%	-13.6%	-11.3%	-28.8%	-15.0%	-3.3%	-20.2%	-2.9%	8.3%	-11.6%	-2.3%	-8.3%	
Online		24.9%	25.1%	29.7%	11.2%	-2.8%	-1.9%	-22.5%	-5.9%	-7.4%	1.0%	-5.5%	-15.2%	
<b>Kitchen / Renovation Items</b>		<b>18.6%</b>	<b>10.6%</b>	<b>19.0%</b>	<b>-15.2%</b>	<b>-12.6%</b>	<b>-5.9%</b>	<b>-26.2%</b>	<b>2.8%</b>	<b>-15.5%</b>	<b>-19.3%</b>	<b>-13.8%</b>	<b>-19.5%</b>	
KitchenBach Agency Store		9.9%	4.1%	15.0%	-17.9%	-9.6%	-2.8%	-27.6%	8.5%	-2.7%	-0.8%	17.9%	12.3%	
Rehaus Agency Store														
Rehaus Network		30.1%	18.3%	23.8%	-11.8%	-15.7%	-9.2%	-24.5%	-3.9%	-29.7%	-39.9%	-47.9%	-61.9%	
<b>Element(B2B)</b>		<b>25.0%</b>	<b>21.4%</b>	<b>3.1%</b>	<b>0.4%</b>	<b>18.8%</b>	<b>23.5%</b>	<b>9.1%</b>	<b>8.7%</b>	<b>-6.2%</b>	<b>-25.2%</b>	<b>-9.8%</b>	<b>-7.7%</b>	
Construction Co.		51.4%	28.1%	5.9%	19.9%	59.1%	78.5%	32.9%	18.0%	-14.6%	-26.8%	-15.2%	-8.6%	
Raw Material / Others		8.0%	16.7%	0.0%	-17.5%	-17.6%	-18.8%	-18.0%	-3.8%	8.3%	-22.4%	0.2%	-6.1%	
<b>Operating Profit (%)</b>		<b>408</b>	<b>329</b>	<b>490</b>	<b>392</b>	<b>172</b>	<b>273</b>	<b>144</b>	<b>251</b>	<b>222</b>	<b>127</b>	<b>127</b>	<b>216</b>	
<b>(%)</b>		<b>8.2%</b>	<b>6.8%</b>	<b>9.3%</b>	<b>8.3%</b>	<b>3.8%</b>	<b>5.7%</b>	<b>3.4%</b>	<b>5.3%</b>	<b>5.2%</b>	<b>3.2%</b>	<b>3.3%</b>	<b>5.4%</b>	
<b>Earnings before tax (%)</b>		<b>423</b>	<b>370</b>	<b>508</b>	<b>372</b>	<b>201</b>	<b>292</b>	<b>162</b>	<b>340</b>	<b>265</b>	<b>156</b>	<b>156</b>	<b>152</b>	
<b>(%)</b>		<b>8.5%</b>	<b>7.7%</b>	<b>9.6%</b>	<b>7.9%</b>	<b>4.3%</b>	<b>6.1%</b>	<b>3.8%</b>	<b>7.2%</b>	<b>6.2%</b>	<b>3.9%</b>	<b>4.1%</b>	<b>3.8%</b>	

## II. Consolidated

(KRW hundred million)

		2018	2019	Growth
<b>Total Sales</b>		<b>19,284</b>	<b>17,023</b>	<b>-11.7%</b>
<b>HANSSEM</b>	<b>Total Sales</b>	<b>18,479</b>	<b>16,078</b>	<b>-13.0%</b>
	<b>B2C</b>	<b>13,486</b>	<b>11,716</b>	<b>-13.1%</b>
	<b>Interior Furniture</b>	<b>5,752</b>	<b>5,311</b>	<b>-7.7%</b>
	Agency Store	1,766	1,524	-13.7%
	Flag Shop	2,143	2,070	-3.4%
	Online	1,845	1,717	-7.0%
	<b>Kitchen / Renovation</b>	<b>7,734</b>	<b>6,405</b>	<b>-17.2%</b>
	Agency Store	4,153	4,428	6.6%
	Rehaus Network	3,580	1,977	-44.8%
	<b>Element(B2B)</b>	<b>4,993</b>	<b>4,363</b>	<b>-12.6%</b>
Construction Co.	3,161	2,636	-16.6%	
Raw Material	1,831	1,727	-5.7%	
<b>Hanssem China Investment Holdings</b>		290	232	-20.0%
<b>Hanssem Corporation</b>		265	266	0.4%
<b>Operating Profit (%)</b>		<b>560</b>	<b>559</b>	<b>-0.2%</b>
<b>(%)</b>		2.9%	3.3%	
<b>Earnings before tax (%)</b>		<b>1,247</b>	<b>754</b>	<b>-39.5%</b>
<b>(%)</b>		6.5%	4.4%	

## III. Overseas Affiliated Company

(KRW hundred million)

		2018	2019	Growth
<b>Hanssem China Investment Holdings</b>	Total Sales	290	232	-20.0%
	Operating Profit	-304	-148	-51.3%
	Earnings before tax	-114	-178	56.6%
<b>Hanssem Corp.</b>	Total Sales	265	266	0.4%
	Operating Profit	-0	3	
	Earnings before tax	1	3	
<b>Total</b>	Total Sales	555	498	-10.3%
	Operating Profit	-304	-145	
	Earnings before tax	-113	-175	