

Hanssem 1Q20 Financial Highlights* (Consolidated)



April 24, 2020

		2019				2020				
		1Q	2Q	3Q	4Q	1Q	YoY		QoQ	
Revenue	Consolidated	4,426	4,109	4,105	4,345	4,935	509	11.5%	590	13.6%
	Separate	4,248	3,953	3,851	4,004	4,159	-89	-2.1%	155	3.9%
	B2C	3,095	2,894	2,713	2,883	2,988	-107	-3.5%	105	3.6%
	Renovation&Kitchen 리모델링/부엌	1,522	1,607	1,519	1,681	1,552	30	2.0%	-129	-7.6%
	Rehaus 리하우스	967	1,050	1,009	1,129	1,054	87	9.0%	-75	-6.6%
	KB Agencies KB대리점	555	557	510	552	498	-57	-10.2%	-54	-9.7%
	Interior Furniture 인테리어 가구	1,573	1,287	1,194	1,202	1,435	-138	-8.8%	233	19.4%
	Flagships 직매장	607	481	492	451	510	-97	-15.9%	59	13.2%
	INT Agencies INT대리점	464	366	358	351	398	-66	-14.2%	47	13.5%
	Online 온라인	502	440	344	400	527	25	4.9%	127	31.7%
	B2B	1,153	1,058	1,138	1,121	1,172	19	1.6%	51	4.5%
	Construction Co. 특판	690	667	690	689	683	-7	-1.1%	-6	-0.9%
	Raw/Manufacture 자재판매	463	391	448	432	489	26	5.6%	57	13.2%
Affiliates	178	155	254	341	774	596	334.5%	433	127.0%	
Service One 서비스원	53	26	98	175	301	248	470.5%	126	71.8%	
US 미국	57	71	72	66	66	9	15.4%	0	-0.2%	
China 중국	45	52	56	79	45	0	-0.9%	-35	-43.7%	
Nexus 벅서스	0	0	0	0	276	276	-	276	-	
Others 기타	23	7	28	20	86	63	-	66	328.7%	
EBIT	Consolidated	185	84	71	218	168	-17	-9.1%	-50	-22.9%
		4.2%	2.1%	1.7%	5.0%	3.4%	-0.8%	-19.0%	0	-32.0%
	Separate	221	127	127	216	196	-25	-11.5%	-20	-9.3%
	Affiliates	-36	-43	-56	2	-28	9	-23.7%	-30	-
EBT	Consolidated	218	106	122	298	175	-43	-19.7%	-122	-41.1%
		4.9%	2.6%	3.0%	6.8%	3.6%	-1.3%	-26.5%	0	-47.1%
	Separate	264	156	157	151	218	-47	-17.6%	67	44.4%
	Affiliates	-46	-50	-34	147	-42	4	-7.7%	-189	-

*The data provided above are the preliminary figures, not the fixed, and are subject to change depending on the audit results of our external auditors.