

Quarterly P/L

I. Parent (HS)

(KRW hundred million)

		2016				2017				2018			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Total Sales		4,171	4,349	4,748	5,282	4,946	4,818	5,275	4,699	4,671	4,808	4,287	4,713
(%)yoy		13.0%	8.4%	16.0%	17.0%	18.6%	10.8%	11.1%	-11.0%	-5.6%	-0.2%	-18.7%	0.3%
	B2C	3,379	3,445	3,630	4,179	3,956	3,721	4,122	3,591	3,495	3,453	3,029	3,508
	Interior Furniture	1,596	1,478	1,622	1,798	1,841	1,546	1,732	1,572	1,647	1,408	1,265	1,432
	Agency Store	565	471	546	571	601	534	629	520	523	422	396	425
	Flag Shop	568	641	713	779	663	554	632	555	563	536	505	539
	Online	463	367	363	448	578	459	471	498	562	450	365	468
	Kitchen / Renovation Items	1,783	1,966	2,008	2,381	2,115	2,174	2,390	2,019	1,848	2,045	1,764	2,076
	Agency Store	1,016	1,067	1,098	1,334	1,117	1,111	1,263	1,095	971	1,080	914	1,188
	Rehaus(Network only)	767	899	910	1,048	998	1,063	1,127	924	877	965	850	888
	Element(B2B)	792	904	1,118	1,103	990	1,097	1,153	1,108	1,176	1,355	1,257	1,204
	Construction Co.	310	372	579	529	469	477	613	634	747	851	815	748
Raw Material / Others	482	532	539	575	521	620	539	474	429	504	442	456	
Sales Portion of B2C (%)		81.0%	79.2%	76.4%	79.1%	80.0%	77.2%	78.1%	76.4%	74.8%	71.8%	70.7%	74.4%
Growth (%)yoy	B2C	21.6%	10.1%	10.6%	15.6%	17.1%	8.0%	13.6%	-14.1%	-11.6%	-7.2%	-26.5%	-2.3%
	Interior Furniture	21.3%	11.9%	16.7%	14.7%	15.4%	4.6%	6.8%	-12.5%	-10.5%	-9.0%	-27.0%	-8.9%
	Agency Store	7.6%	-5.4%	12.3%	7.1%	6.3%	13.4%	15.2%	-9.0%	-12.9%	-21.0%	-37.1%	-18.2%
	Flag Shop	16.6%	21.2%	15.4%	11.6%	16.7%	-13.6%	-11.3%	-28.8%	-15.0%	-3.3%	-20.2%	-2.9%
	Online	52.3%	24.7%	27.0%	32.9%	24.9%	25.1%	29.7%	11.2%	-2.8%	-1.9%	-22.5%	-5.9%
	Kitchen / Renovation Items	22.0%	8.7%	6.1%	16.4%	18.6%	10.6%	19.0%	-15.2%	-12.6%	-5.9%	-26.2%	2.8%
	Agency Store	21.5%	8.1%	3.2%	16.9%	9.9%	4.1%	15.0%	-17.9%	-9.6%	-2.8%	-27.6%	8.5%
	Rehaus(Network only)	22.5%	9.4%	9.9%	15.8%	30.1%	18.3%	23.8%	-11.8%	-15.7%	-9.2%	-24.5%	-3.9%
	Element(B2B)	-13.3%	2.6%	37.9%	22.6%	25.0%	21.4%	3.1%	0.4%	18.8%	23.5%	9.1%	8.7%
	Construction Co.	-36.3%	-15.6%	38.6%	13.0%	51.4%	28.1%	5.9%	19.9%	59.1%	78.5%	32.9%	18.0%
Raw Material / Others	12.9%	20.9%	37.2%	33.1%	8.0%	16.7%	0.0%	-17.5%	-17.6%	-18.8%	-18.0%	-3.8%	
Operating Profit (%)		294	306	423	553	408	329	490	392	172	273	144	251
(%)		7.0%	7.0%	8.9%	10.5%	8.2%	6.8%	9.3%	8.3%	3.8%	5.7%	3.4%	5.3%
Earnings before tax (%)		307	321	437	585	423	370	508	372	201	292	162	340
(%)		7.4%	7.4%	9.2%	11.1%	8.5%	7.7%	9.6%	7.9%	4.3%	6.1%	3.8%	7.2%

II. Consolidated

(KRW hundred million)

		2017	2018	Growth
Total Sales		20,625	19,284	-6.5%
HANSSEM	Total Sales	19,738	18,479	-6.4%
	B2C	15,390	13,486	-12.4%
	Interior Furniture	6,692	5,752	-14.0%
	Agency Store	2,283	1,766	-22.7%
	Flag Shop	2,404	2,143	-10.9%
	Online	2,005	1,845	-8.0%
	Kitchen / Renovation	8,698	7,734	-11.1%
	Agency Store	4,586	4,153	-9.4%
	Rehaus(Network only)	4,112	3,580	-12.9%
	Element(B2B)	4,348	4,993	14.8%
Construction Co.	2,194	3,161	44.1%	
Raw Material	2,154	1,831	-15.0%	
Hanssem China Investment Holdings		436	290	-33.5%
Hanssem Corporation		300	265	-11.7%
Operating Profit (%)		1,405	560	-60.1%
(%)		6.8%	2.9%	
Earnings before tax (%)		1,382	1,247	-9.8%
(%)		6.7%	6.5%	

III. Overseas Affiliated Company

(KRW hundred million)

		2017	2018	Growth
Hanssem China Investment Holdings	Total Sales	436	290	-33.5%
	Operating Profit	-350	-304	
	Earnings before tax	-365	-114	
Hanssem Corp.	Total Sales	300	265	-11.7%
	Operating Profit	21	-0	
	Earnings before tax	22	1	
Total	Total Sales	736	555	-24.6%
	Operating Profit	-329	-304	
	Earnings before tax	-343	-113	