

3Q19 FINANCIAL HIGHLIGHTS* (Consolidated)



Hanssem(009240.KS)

As of 3Q19

KRW bn

	1Q			2Q			3Q			4Q			Cumulative		
	2019	2018	Y/Y	2019	2018	Y/Y	2019	2018	Y/Y	2019	2018	Y/Y	3Q19	FY18	Y/Y
Sales	442.5	488.0	-9.3%	410.9	505.2	-18.7%	410.4	446.4	-8.1%		487.2		1,263.8	1,926.8	
Operating Profit	18.5	8.7	111.7%	8.4	17.4	-51.7%	7.1	10.2	-30.0%		19.7		34.1	56.0	
OPM (%)	4.2%	1.8%	2.4%p	2.0%	3.4%	-1.4%p	1.7%	2.3%	-0.5%p		4.0%		2.7%	2.9%	
Net Profit	11.6	18.6	-37.6%	4.6	16.9	-72.8%	4.3	9.8	-56.0%		44.6		20.5	89.9	
NPM (%)	2.6%	3.8%	-1.2%p	1.1%	3.3%	-2.2%p	1.1%	2.2%	-1.1%p		9.2%		1.6%	4.7%	
Sales (separate)	425.0	467.2	-25.5%	395.2	480.8	-53.0%	385.1	428.7	-10.2%	-	471.2		1,205.3	1,847.9	
Operating Profit (separate)	22.2	17.2	29.1%	12.7	27.3	-53.5%	12.7	14.4	-12.1%		25.1		47.5	83.9	
OPM (%)	5.2%	3.7%	1.5%p	3.2%	5.7%	-2.5%p	3.3%	3.4%	-0.1%p		5.3%		3.9%	4.5%	
Net Profit (separate)	16.6	15.0	10.3%	9.8	21.9	-55.3%	8.0	15.0	-47.1%		16.3		34.3	68.3	
NPM (%)	3.9%	3.2%	0.7%p	2.5%	4.6%	-2.1%p	2.1%	3.5%	-1.4%p		3.5%		2.8%	3.7%	
Business Segment															
Rehaus & KitchenBach	156.2	184.8	-15.5%	165.1	204.5	-19.3%	152.1	176.4	-13.8%	-	207.6		473.4	773.3	
RH agencies	37.2	N/A	N/A	49.6	N/A	N/A	56.7	N/A	N/A		N/A		143.5	N/A	
RH partners	61.7	87.7	-29.6%	58.0	96.5	-39.9%	44.3	85.0	-47.8%		88.8		164.0	358.0	
KB agencies	57.3	N/A	N/A	57.5	N/A	N/A	51.1	N/A	N/A		N/A		165.9	N/A	
Interior Furniture	158.5	164.8	-3.8%	128.7	140.8	-8.6%	119.7	126.6	-5.5%	-	143.2		406.9	575.4	
INT agencies	45.6	52.3	-12.8%	35.9	42.2	-14.9%	35.9	39.6	-9.4%		42.5		117.4	176.6	
Flagships	60.9	56.3	8.2%	47.4	53.6	-11.6%	49.3	50.5	-2.4%		53.9		157.6	214.3	
Online	52.0	56.2	-7.5%	45.4	45.0	0.9%	34.5	36.5	-5.5%		46.8		131.9	184.5	
B2B	110.3	117.6	-6.2%	101.4	135.5	-25.2%	113.4	125.7	-9.8%	-	120.4		325.1	499.2	
Construction co.	63.8	74.7	-14.6%	62.3	85.1	-26.8%	69.1	81.5	-15.2%		74.8		195.2	316.1	
Raw/Manufacture	46.5	42.9	8.4%	39.1	50.4	-22.4%	44.3	44.2	0.2%		45.6		129.9	183.1	
Affiliates	17.8	20.9	-14.8%	15.6	24.4	-36.1%	25.3	17.7	42.9%	-	16.0		58.7	79.0	
China	3.8	6.4	-40.6%	4.0	9.6	-58.3%	5.6	8.2	-31.7%		4.8		13.4	29.0	
US	5.8	6.4	-9.4%	6.9	6.8	1.5%	7.2	6.8	5.9%		6.5		19.9	26.5	
Others	8.2	8.1	1.2%	4.7	8.0	-41.3%	12.5	2.7	363.0%		4.7		25.4	23.4	

*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.