

Quarterly P/L

I. 개별기준

(단위: 억원)

		2017				2018				2019				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
총매출액		4,946	4,818	5,275	4,699	4,671	4,808	4,287	4,713	4,250	3,952	3,851	4,024	
(%)yoy		18.6%	10.8%	11.1%	-11.0%	-5.6%	-0.2%	-18.7%	0.3%	-9.0%	-17.8%	-10.2%	-14.6%	
(억원)	B2C	3,956	3,721	4,122	3,591	3,495	3,453	3,029	3,508	3,148	2,938	2,718	2,912	
	인테리어 가구	1,841	1,546	1,732	1,572	1,647	1,408	1,265	1,432	1,586	1,288	1,197	1,240	
	대리점	601	534	629	520	523	422	396	425	456	359	359	349	
	직매장	663	554	632	555	563	536	505	539	609	474	493	494	
	온라인	578	459	471	498	562	450	365	468	520	454	345	397	
	부역/건자재	2,115	2,174	2,390	2,019	1,848	2,045	1,764	2,076	1,562	1,651	1,521	1,672	
	키친바흐 대리점	1,117	1,111	1,263	1,095	971	1,080	914	1,188	573	575	511	552	
	리하우스 대리점									372	496	567	782	
	제휴점	998	1,063	1,127	924	877	965	850	888	617	580	443	338	
	Element(B2B)	990	1,097	1,153	1,108	1,176	1,355	1,257	1,204	1,103	1,014	1,134	1,112	
	특판	469	477	613	634	747	851	815	748	638	623	691	684	
	자재/생산	521	620	539	474	429	504	442	456	465	391	443	428	
	매출비중 B2C(%)		80.0%	77.2%	78.1%	76.4%	74.8%	71.8%	70.7%	74.4%	74.1%	74.3%	70.6%	72.4%
	성장률	B2C	17.1%	8.0%	13.6%	-14.1%	-11.6%	-7.2%	-26.5%	-2.3%	-9.9%	-14.9%	-10.3%	-17.0%
인테리어 가구		15.4%	4.6%	6.8%	-12.5%	-10.5%	-9.0%	-27.0%	-8.9%	-3.7%	-8.6%	-5.4%	-13.4%	
대리점		6.3%	13.4%	15.2%	-9.0%	-12.9%	-21.0%	-37.1%	-18.2%	-12.7%	-14.8%	-9.2%	-17.9%	
직매장		16.7%	-13.6%	-11.3%	-28.8%	-15.0%	-3.3%	-20.2%	-2.9%	8.3%	-11.6%	-2.3%	-8.3%	
온라인		24.9%	25.1%	29.7%	11.2%	-2.8%	-1.9%	-22.5%	-5.9%	-7.4%	1.0%	-5.5%	-15.2%	
부역/건자재		18.6%	10.6%	19.0%	-15.2%	-12.6%	-5.9%	-26.2%	2.8%	-15.5%	-19.3%	-13.8%	-19.5%	
키친바흐 대리점		9.9%	4.1%	15.0%	-17.9%	-9.6%	-2.8%	-27.6%	8.5%	-2.7%	-0.8%	17.9%	12.3%	
리하우스 대리점														
제휴점		30.1%	18.3%	23.8%	-11.8%	-15.7%	-9.2%	-24.5%	-3.9%	-29.7%	-39.9%	-47.9%	-61.9%	
Element(B2B)		25.0%	21.4%	3.1%	0.4%	18.8%	23.5%	9.1%	8.7%	-6.2%	-25.2%	-9.8%	-7.7%	
특판		51.4%	28.1%	5.9%	19.9%	59.1%	78.5%	32.9%	18.0%	-14.6%	-26.8%	-15.2%	-8.6%	
자재/생산		8.0%	16.7%	0.0%	-17.5%	-17.6%	-18.8%	-18.0%	-3.8%	8.3%	-22.4%	0.2%	-6.1%	
영업이익		408	329	490	392	172	273	144	251	222	127	127	216	
(%)		8.2%	6.8%	9.3%	8.3%	3.8%	5.7%	3.4%	5.3%	5.2%	3.2%	3.3%	5.4%	
세전이익		423	370	508	372	201	292	162	340	265	156	156	152	
(%)		8.5%	7.7%	9.6%	7.9%	4.3%	6.1%	3.8%	7.2%	6.2%	3.9%	4.1%	3.8%	

II. 연결기준

(단위: 억원)

		2018	2019	증감
총매출액		19,284	17,023	-11.7%
한샘	매출액	18,479	16,078	-13.0%
	B2C	13,486	11,716	-13.1%
	인테리어 가구	5,752	5,311	-7.7%
	대리점	1,766	1,524	-13.7%
	직매장	2,143	2,070	-3.4%
	온라인	1,845	1,717	-7.0%
	부역/건자재	7,734	6,405	-17.2%
	대리점	4,153	4,428	6.6%
	리하우스(제휴점)	3,580	1,977	-44.8%
	Element(B2B)	4,993	4,363	-12.6%
특판	3,161	2,636	-16.6%	
자재/생산	1,831	1,727	-5.7%	
중국법인		290	232	-20.0%
미국법인		265	266	0.4%
영업이익		560	559	-0.2%
(%)		2.9%	3.3%	
세전이익		1,247	754	-39.5%
(%)		6.5%	4.4%	

III. 해외법인

(단위: 억원)

		2018	2019	증감
중국법인	매출액	290	232	-20.0%
	영업이익	-304	-148	-51.3%
	경상이익	-114	-178	56.6%
미국법인	매출액	265	266	0.4%
	영업이익	-0	3	
	경상이익	1	3	
총계	매출액	555	498	-10.3%
	영업이익	-304	-145	
	경상이익	-113	-175	