

Quaterly P/L

I. 개별기준

		2015				2016				2017			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
총매출액		3,692	4,011	4,093	4,514	4,171	4,349	4,748	5,282	4,946	4,818	5,275	4,699
(%)yoy		28.2%	32.1%	29.1%	26.4%	13.0%	8.4%	16.0%	17.0%	18.6%	10.8%	11.1%	-11.0%
(억원)	B2C	2,778	3,130	3,282	3,614	3,379	3,445	3,630	4,179	3,956	3,721	4,122	3,591
	인테리어 가구	1,316	1,321	1,390	1,568	1,596	1,478	1,622	1,798	1,841	1,546	1,732	1,572
	대리점	525	498	486	533	565	471	546	571	601	534	629	520
	직매장	487	529	618	698	568	641	713	779	663	554	632	555
	온라인	304	294	286	337	463	367	363	448	578	459	471	498
	부엌/건자재	1,462	1,809	1,892	2,046	1,783	1,966	2,008	2,381	2,115	2,174	2,390	2,019
	대리점	836	987	1,064	1,141	1,016	1,067	1,098	1,334	1,117	1,111	1,263	1,090
	리하우스	626	822	828	905	767	899	910	1,048	998	1,063	1,127	925
	Element(B2B)	914	881	811	900	792	904	1,118	1,103	990	1,097	1,153	1,108
	특판	487	441	418	468	310	372	579	529	469	477	613	634
	자재/생산	427	440	393	432	482	532	539	575	521	620	539	474
	매출비중	B2C(%)	75.2%	78.0%	80.2%	80.1%	81.0%	79.2%	76.4%	79.1%	80.0%	77.2%	78.1%
성장률	B2C	32.0%	37.8%	40.1%	31.7%	21.6%	10.1%	10.6%	15.6%	17.1%	8.0%	13.6%	-14.1%
	인테리어 가구	16.9%	18.6%	23.4%	25.5%	21.3%	11.9%	16.7%	14.7%	15.4%	4.6%	6.8%	-12.5%
	대리점	25.0%	21.5%	7.3%	8.6%	7.6%	-5.4%	12.3%	7.1%	6.3%	13.4%	15.2%	-9.0%
	직매장	13.8%	14.3%	37.6%	37.1%	16.6%	21.2%	15.4%	11.6%	16.7%	-13.6%	-11.3%	-28.8%
	온라인	9.4%	22.0%	27.7%	35.3%	52.3%	24.7%	27.0%	32.9%	24.9%	25.1%	29.7%	11.2%
	부엌/건자재	49.5%	56.2%	55.5%	36.9%	22.0%	8.7%	6.1%	16.4%	18.6%	10.6%	19.0%	-15.2%
	대리점	51.4%	57.9%	51.1%	36.0%	21.5%	8.1%	3.2%	16.9%	9.9%	4.1%	15.0%	-17.9%
	리하우스	46.9%	54.2%	61.4%	38.0%	22.5%	9.4%	9.9%	15.8%	30.1%	18.3%	23.8%	-11.8%
	Element(B2B)	17.9%	15.3%	-1.8%	8.8%	-13.3%	2.6%	37.9%	22.6%	25.0%	21.4%	3.1%	0.4%
	특판	3.4%	-7.4%	-11.5%	-3.7%	-36.3%	-15.6%	38.6%	13.0%	51.4%	28.1%	5.9%	19.9%
영업이익		279	385	323	403	294	306	423	557	408	329	490	392
(%)		7.6%	9.6%	7.9%	8.9%	7.0%	7.0%	8.9%	10.5%	8.2%	6.8%	9.3%	8.3%
세전이익		299	395	337	419	306	321	437	586	423	371	508	371
(%)		8.1%	9.8%	8.2%	9.3%	7.3%	7.4%	9.2%	11.1%	8.5%	7.7%	9.6%	7.9%

II. 연결기준

		2016	2017	증감
총매출액		19,345	20,625	6.6%
한샘	매출액	18,550	19,738	6.4%
	B2C	14,632	15,390	5.2%
	인테리어 가구	6,494	6,692	3.0%
	대리점	2,153	2,283	6.0%
	직매장	2,701	2,404	-11.0%
	온라인	1,640	2,005	22.3%
	부엌/건자재	8,138	8,698	6.9%
	대리점	4,515	4,586	1.6%
	리하우스	3,623	4,112	13.5%
	Element(B2B)	3,918	4,348	11.0%
	특판	1,790	2,194	22.6%
	자재/생산	2,128	2,154	1.2%
중국법인		389	436	12.1%
미국법인		304	300	-1.3%
영업이익		1,596	1,405	-12.0%
(%)		8.3%	6.8%	
세전이익		1,701	1,382	-18.8%
(%)		8.8%	6.7%	

III. 해외법인

		2016	2017	증감
중국B2B	매출액	389	406	4.4%
	영업이익	20	-25	적자전환
	세전이익	11	-35	적자전환
중국B2C	매출액	-	30	-
	영업이익	-	-325	-
	세전이익	-	-330	-
미국B2B	매출액	304	300	-1.3%
	영업이익	28	21	-25.0%
	세전이익	27	22	-18.5%