

Quaterly P/L

I. 개별기준

		2015				2016				2017		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
총매출액		3,692	4,011	4,093	4,514	4,171	4,349	4,748	5,282	4,946	4,818	5,275
(%)yoy		28.2%	32.1%	29.1%	26.4%	13.0%	8.4%	16.0%	17.0%	18.6%	10.8%	11.1%
(억원)	B2C	2,778	3,130	3,282	3,614	3,379	3,445	3,630	4,179	3,956	3,721	4,122
	인테리어 가구	1,316	1,321	1,390	1,568	1,596	1,478	1,622	1,798	1,841	1,546	1,732
	대리점	525	498	486	533	565	471	546	571	601	534	629
	직매장	487	529	618	698	568	641	713	779	663	554	632
	온라인	304	294	286	337	463	367	363	448	578	459	471
	부엌/건자재	1,462	1,809	1,892	2,046	1,783	1,966	2,008	2,381	2,115	2,174	2,390
	대리점	836	987	1,064	1,141	1,016	1,067	1,098	1,334	1,117	1,111	1,263
	리하우스	626	822	828	905	767	899	910	1,048	998	1,063	1,127
	Element(B2B)	914	881	811	900	792	904	1,118	1,103	990	1,097	1,153
	특판	487	441	418	468	310	372	579	529	469	477	613
	자재/생산	427	440	393	432	482	532	539	575	521	620	539
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%
	인테리어 가구	16.9%	18.6%	23.4%	25.5%	21.3%	11.9%	16.7%	14.7%	15.4%	4.6%	6.8%
	대리점	25.0%	21.5%	7.3%	8.6%	7.6%	-5.4%	12.3%	7.1%	6.3%	13.4%	15.2%
	직매장	13.8%	14.3%	37.6%	37.1%	16.6%	21.2%	15.4%	11.6%	16.7%	-13.6%	-11.3%
	온라인	9.4%	22.0%	27.7%	35.3%	52.3%	24.7%	27.0%	32.9%	24.9%	25.1%	29.7%
	부엌/건자재	49.5%	56.2%	55.5%	36.9%	22.0%	8.7%	6.1%	16.4%	18.6%	10.6%	19.0%
	대리점	51.4%	57.9%	51.1%	36.0%	21.5%	8.1%	3.2%	16.9%	9.9%	4.1%	15.0%
	리하우스	46.9%	54.2%	61.4%	38.0%	22.5%	9.4%	9.9%	15.8%	30.1%	18.3%	23.8%
	Element(B2B)	17.9%	15.3%	-1.8%	8.8%	-13.3%	2.6%	37.9%	22.6%	25.0%	21.4%	3.1%
	특판	3.4%	-7.4%	-11.5%	-3.7%	-36.3%	-15.6%	38.6%	13.0%	51.4%	28.1%	5.9%
	자재/생산	40.5%	52.8%	11.0%	26.7%	12.9%	20.9%	37.2%	33.1%	8.0%	16.7%	0.0%
영업이익		279	385	323	403	294	306	423	557	408	329	489.7
(%)		7.6%	9.6%	7.9%	8.9%	7.0%	7.0%	8.9%	10.5%	8.2%	6.8%	9.3%
세전이익		299	395	337	419	306	321	437	586	423	371	508
(%)		8.1%	9.8%	8.2%	9.3%	7.3%	7.4%	9.2%	11.1%	8.5%	7.7%	9.6%

II. 연결기준

		2015	2016	증감
총매출액		17,105	19,345	13.1%
한샘	매출액	16,310	18,550	13.7%
	B2C	12,804	14,632	14.3%
	인테리어 가구	5,595	6,494	16.1%
	대리점	2,042	2,153	5.4%
	직매장	2,332	2,701	15.8%
	온라인	1,221	1,640	34.3%
	부엌/건자재	7,209	8,138	12.9%
	대리점	4,028	4,515	12.1%
	리하우스	3,181	3,623	13.9%
	Element(B2B)	3,506	3,918	11.8%
	특판	1,814	1,790	-1.3%
	자재/생산	1,692	2,128	25.8%
중국법인		461	389	-15.6%
미국법인		294	304	3.4%
영업이익		1,467	1,596	8.8%
(%)		8.6%	8.3%	
세전이익		1,553	1,701	9.5%
(%)		9.1%	8.8%	

III. 해외법인

		2015	2016	증감
중국법인	매출액	434	389	-10.4%
	영업이익	37	20	-47.3%
	경상이익	30	11	-63.0%
미국법인	매출액	294	304	3.4%
	영업이익	37	28	-25.4%
	경상이익	36	27	-23.9%
총계	매출액	728	693	-4.8%
	영업이익	74	47	-36.4%
	경상이익	66	39	-41.7%