

Quaterly P/L

I. 개별기준

		2014				2015				2016	
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
총매출액		2,879	3,036	3,169	3,571	3,692	4,011	4,093	4,514	4,171	4,349
(%yoy)		52.7%	28.7%	30.2%	24.0%	28.2%	32.1%	29.1%	26.4%	13.0%	8.4%
(억원)	B2C	2,104	2,272	2,343	2,744	2,778	3,130	3,282	3,614	3,379	3,445
	인테리어	1,126	1,114	1,126	1,249	1,316	1,321	1,390	1,568	1,596	1,478
	대리점	420	410	453	491	525	498	486	533	565	471
	직매장	428	463	449	509	487	529	618	698	568	641
	온라인	278	241	224	249	304	294	286	337	463	367
	부역유통	978	1,158	1,217	1,495	1,462	1,809	1,892	2,046	1,783	1,966
	대리점	552	625	704	839	836	987	1,064	1,141	1,016	1,067
	ik	426	533	513	656	626	822	828	905	767	899
	Element(B2B)	775	764	826	827	914	881	811	900	792	904
	특판	471	476	472	486	487	441	418	468	310	372
	자재/생산	304	288	354	341	427	440	393	432	482	532
매출비중	B2C(%)	73.1%	74.8%	73.9%	76.8%	75.2%	78.0%	80.2%	80.1%	81.0%	79.2%
성장률 (%)yoy	B2C	37.3%	21.3%	32.5%	26.4%	32.0%	37.8%	40.1%	31.7%	21.6%	10.1%
	인테리어	31.1%	20.0%	31.8%	16.5%	16.9%	18.6%	23.4%	25.5%	21.3%	11.9%
	대리점	53.8%	24.2%	52.6%	18.6%	25.0%	21.5%	7.3%	8.6%	7.6%	-5.4%
	직매장	56.8%	28.6%	30.5%	22.7%	13.8%	14.3%	37.6%	37.1%	16.6%	21.2%
	온라인	13.9%	1.3%	4.8%	2.5%	9.4%	22.0%	27.7%	35.3%	52.3%	24.7%
	부역유통	45.3%	22.5%	33.2%	36.0%	49.5%	56.2%	55.5%	36.9%	22.0%	8.7%
	대리점	30.8%	11.2%	26.9%	31.7%	51.4%	57.9%	51.1%	36.0%	21.5%	8.1%
	ik	69.7%	39.2%	42.9%	42.0%	46.9%	54.2%	61.4%	38.0%	22.5%	9.4%
	Element(B2B)	118.3%	57.9%	24.1%	16.5%	17.9%	15.3%	-1.8%	8.8%	-13.3%	2.6%
	특판	241.3%	130.0%	29.7%	10.2%	3.4%	-7.4%	-11.5%	-3.7%	-36.3%	-15.6%
	자재/생산	40.1%	4.0%	17.4%	26.8%	40.5%	52.8%	11.0%	26.7%	12.9%	20.9%
영업이익		224	243	258	294	279	385	323	403	294	306
(%)		7.8%	8.0%	8.1%	8.2%	7.6%	9.6%	7.9%	8.9%	7.0%	7.0%
세전이익		230	253	267	308	299	395	337	419	306	321
(%)		8.0%	8.3%	8.4%	8.6%	8.1%	9.8%	8.2%	9.3%	7.3%	7.4%

II. 연결기준

		2014	2015	증감
총매출액		13,250	17,105	29.1%
한샘	매출액	12,655	16,310	28.9%
	B2C	9,463	12,804	35.3%
	인테리어	4,615	5,595	21.2%
	대리점	1,774	2,042	15.1%
	직매장	1,849	2,332	26.1%
	온라인	992	1,221	23.1%
	부역유통	4,848	7,209	48.7%
	대리점	2,720	4,028	48.1%
	ik	2,128	3,181	49.5%
	Element(B2B)	3,192	3,506	9.8%
	특판	1,905	1,814	-4.8%
	자재/생산	1,287	1,692	31.5%
중국법인		298	461	54.7%
미국법인		286	294	2.8%
영업이익		1,104	1,467	32.9%
(%)		8.3%	26.2%	
세전이익		1,174	1,553	32.3%
(%)		8.9%	27.8%	

III. 해외법인

		2014	2015	증감
중국법인	매출액	298	461	54.7%
	영업이익	40	37	-7.5%
	경상이익	34	30	-11.8%
미국법인	매출액	286	294	2.8%
	영업이익	37	37	0.0%
	경상이익	37	36	-2.7%
총계	매출액	584	755	29.3%
	영업이익	77	74	-3.9%
	경상이익	71	66	-7.0%