

Quaterly P/L

I. 개별기준

		2014				2015				2016			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
총매출액		2,879	3,036	3,169	3,571	3,692	4,011	4,093	4,514	4,171	4,349	4,748	5,282
(%)yoy		52.7%	28.7%	30.2%	24.0%	28.2%	32.1%	29.1%	26.4%	13.0%	8.4%	16.0%	17.0%
(억원)	B2C	2,104	2,272	2,343	2,744	2,778	3,130	3,282	3,614	3,379	3,445	3,630	4,179
	인테리어	1,126	1,114	1,126	1,249	1,316	1,321	1,390	1,568	1,596	1,478	1,622	1,798
	대리점	420	410	453	491	525	498	486	533	565	471	546	571
	직매장	428	463	449	509	487	529	618	698	568	641	713	779
	온라인	278	241	224	249	304	294	286	337	463	367	363	448
	부역유통	978	1,158	1,217	1,495	1,462	1,809	1,892	2,046	1,783	1,966	2,008	2,381
	대리점	552	625	704	839	836	987	1,064	1,141	1,016	1,067	1,098	1,334
	리하우스	426	533	513	656	626	822	828	905	767	899	910	1,048
	Element(B2B)	775	764	826	827	914	881	811	900	792	904	1,118	1,103
	특판	471	476	472	486	487	441	418	468	310	372	579	529
	자재/생산	304	288	354	341	427	440	393	432	482	532	539	575
	매출비중	B2C(%)	73.1%	74.8%	73.9%	76.8%	75.2%	78.0%	80.2%	80.1%	81.0%	79.2%	76.4%
성장률 (%)yoy	B2C	37.3%	21.3%	32.5%	26.4%	32.0%	37.8%	40.1%	31.7%	21.6%	10.1%	10.6%	15.6%
	인테리어	31.1%	20.0%	31.8%	16.5%	16.9%	18.6%	23.4%	25.5%	21.3%	11.9%	16.7%	14.7%
	대리점	53.8%	24.2%	52.6%	18.6%	25.0%	21.5%	7.3%	8.6%	7.6%	-5.4%	12.3%	7.1%
	직매장	56.8%	28.6%	30.5%	22.7%	13.8%	14.3%	37.6%	37.1%	16.6%	21.2%	15.4%	11.6%
	온라인	13.9%	1.3%	4.8%	2.5%	9.4%	22.0%	27.7%	35.3%	52.3%	24.7%	27.0%	32.9%
	부역유통	45.3%	22.5%	33.2%	36.0%	49.5%	56.2%	55.5%	36.9%	22.0%	8.7%	6.1%	16.4%
	대리점	30.8%	11.2%	26.9%	31.7%	51.4%	57.9%	51.1%	36.0%	21.5%	8.1%	3.2%	16.9%
	리하우스	69.7%	39.2%	42.9%	42.0%	46.9%	54.2%	61.4%	38.0%	22.5%	9.4%	9.9%	15.8%
	Element(B2B)	118.3%	57.9%	24.1%	16.5%	17.9%	15.3%	-1.8%	8.8%	-13.3%	2.6%	37.9%	22.6%
	특판	241.3%	130.0%	29.7%	10.2%	3.4%	-7.4%	-11.5%	-3.7%	-36.3%	-15.6%	38.6%	13.0%
자재/생산	40.1%	4.0%	17.4%	26.8%	40.5%	52.8%	11.0%	26.7%	12.9%	20.9%	37.2%	33.1%	
영업이익		224	243	258	294	279	385	323	403	294	306	423	557
(%)		7.8%	8.0%	8.1%	8.2%	7.6%	9.6%	7.9%	8.9%	7.0%	7.0%	8.9%	10.5%
세전이익		230	253	267	308	299	395	337	419	306	321	437	586
(%)		8.0%	8.3%	8.4%	8.6%	8.1%	9.8%	8.2%	9.3%	7.3%	7.4%	9.2%	11.1%

(억원)

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	5,595	6,494	16.1%
	대리점	2,042	2,153	5.4%
	직매장	2,332	2,701	15.8%
	온라인	1,221	1,641	34.4%
	부역유통	7,209	8,138	12.9%
	대리점	4,028	4,515	12.1%
	리하우스	3,181	3,624	13.9%
	Element(B2B)	3,506	3,917	11.7%
	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%	

(억원)

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%