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# **3Q. 2023**

# **FACT SHEET**

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**Nov. 8. 2023**

# Disclaimer

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- The financial information in this document includes both consolidated and non-consolidated earnings results based on K-IFRS.
- This document is provided for the convenience of investors only, financial information of this document may be changed by the audit.

# Consolidated (Quarterly)

(Unit: KRW mn)	3Q 23	2Q 23	Q/Q	3Q 22	Y/Y
<b>Revenue</b>	<b>810,021</b>	<b>842,659</b>	<b>-3.9%</b>	<b>940,351</b>	<b>-13.9%</b>
Cost of Sales	773,442	803,705	-3.8%	900,845	-14.1%
<b>Gross Profit</b>	<b>36,579</b>	<b>38,954</b>	<b>-6.1%</b>	<b>39,505</b>	<b>-7.4%</b>
<i>GP Margin</i>	<i>4.5%</i>	<i>4.6%</i>	<i>-0.1%p</i>	<i>4.2%</i>	<i>+0.3%p</i>
Selling and Administrative Expenses	24,507	25,259	-3.0%	24,498	+0.0%
<b>Operating Profit</b>	<b>12,072</b>	<b>13,694</b>	<b>-11.8%</b>	<b>15,008</b>	<b>-19.6%</b>
<i>OP Margin</i>	<i>1.5%</i>	<i>1.6%</i>	<i>-0.1%p</i>	<i>1.6%</i>	<i>-0.1%p</i>
Pre-tax Profit	7,451	2,873	+159.3%	12,450	-40.2%
Net Profit	4,570	2,667	+71.4%	8,109	-43.6%

## Separate (Quarterly)

(Unit: KRW mn)	3Q 23	2Q 23	Q/Q	3Q 22	Y/Y
<b>Revenue</b>	<b>562,204</b>	<b>598,427</b>	<b>-6.1%</b>	<b>692,128</b>	<b>-18.8%</b>
Cost of Sales	541,972	575,190	-5.8%	669,102	-19.0%
<b>Gross Profit</b>	<b>20,232</b>	<b>23,237</b>	<b>-12.9%</b>	<b>23,026</b>	<b>-12.1%</b>
<i>GP Margin</i>	<i>3.6%</i>	<i>3.9%</i>	<i>-0.3%p</i>	<i>3.3%</i>	<i>+0.3%p</i>
Selling and Administrative Expenses	14,507	14,866	-2.4%	14,282	+1.6%
<b>Operating Profit</b>	<b>5,725</b>	<b>8,370</b>	<b>-31.6%</b>	<b>8,744</b>	<b>-34.5%</b>
<i>OP Margin</i>	<i>1.0%</i>	<i>1.4%</i>	<i>-0.4%p</i>	<i>1.3%</i>	<i>-0.3%p</i>
Pre-tax Profit	4,123	562	+633.2%	8,068	-48.9%
Net Profit	3,251	1,154	+181.6%	5,543	-41.4%

# Sales Breakdown by customer

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(Unit: KRW bn)	2021		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,855.6	78.8%	422.0	79.1%	479.8	79.8%	452.4	77.3%	501.4	79.2%
Non-Samsung	497.9	21.2%	111.2	20.9%	121.5	20.2%	133.2	22.7%	132.0	20.8%
Total	2,353.5	100%	533.2	100%	601.3	100%	585.6	100%	633.4	100%

(Unit: KRW bn)	2022		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	2,218.6	82.8%	498.4	79.0%	540.9	84.4%	579.7	83.8%	599.6	83.8%
Non-Samsung	460.4	17.2%	132.3	21.0%	99.6	15.6%	112.4	16.2%	116.1	16.2%
Total	2,679.0	100%	630.7	100%	640.5	100%	692.1	100%	715.7	100%

(Unit: KRW bn)	2023		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,448.1	81.7%	511.5	83.7%	499.5	83.5%	437.1	77.7%		
Non-Samsung	323.7	18.3%	99.7	16.3%	98.9	16.5%	125.1	22.3%		
Total	1,771.8	100%	611.2	100%	598.4	100%	562.2	100%		

# Sales Breakdown by region

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(Unit: KRW bn)	2021		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,923.0	81.7%	426.9	80.1%	491.2	81.7%	482.1	82.3%	522.8	82.5%
Export	430.5	18.3%	106.3	19.9%	110.1	18.3%	103.5	17.7%	110.6	17.5%
Total	2,353.5	100%	533.2	100%	601.3	100%	585.6	100%	633.4	100%

(Unit: KRW bn)	2022		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	2,223.1	83.0%	488.1	77.4%	526.2	82.1%	588.1	85.0%	620.7	86.7%
Export	455.9	17.0%	142.6	22.6%	114.3	17.9%	104.0	15.0%	95.0	13.3%
Total	2,679.0	100%	630.7	100%	640.5	100%	692.1	100%	715.7	100%

(Unit: KRW bn)	2023		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,511.9	85.3%	520.6	85.2%	507.6	84.8%	483.7	86.0%		
Export	259.9	14.7%	90.6	14.8%	90.8	15.2%	78.5	14.0%		
Total	1,771.8	100%	611.2	100%	598.4	100%	562.2	100%		

# Sales Breakdown by item

(Unit: KRW bn)	2021		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	1,181.3	50.2%	274.9	51.6%	291.6	48.5%	294.2	50.2%	320.6	50.5%
Construction Materials	450.1	19.1%	95.0	17.8%	124.9	20.8%	101.2	17.3%	129.0	20.4%
IT Products	195.9	8.3%	33.8	6.3%	49.6	8.2%	64.5	11.0%	48.0	7.6%
Raw & Subsidiary Materials	510.6	21.7%	126.0	23.6%	131.5	21.9%	121.6	20.8%	131.5	20.8%
Others	15.6	0.7%	3.5	0.7%	3.7	0.6%	4.1	0.7%	4.3	0.7%
Total	2,353.5	100%	533.2	100%	601.3	100%	585.6	100%	633.4	100%

(Unit: KRW bn)	2022		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	1,189.3	44.5%	281.5	44.6%	291.1	45.5%	287.4	41.5%	329.3	46.0%
Construction Materials	719.8	26.9%	145.0	23.0%	182.9	28.6%	214.7	31.0%	177.2	24.8%
IT Products	207.3	7.7%	65.8	10.4%	28.8	4.5%	50.8	7.3%	61.8	8.6%
Raw & Subsidiary Materials	544.7	20.4%	135.0	21.4%	133.9	20.9%	135.2	19.5%	143.6	20.1%
Others	14.9	0.6%	3.4	0.6%	3.8	0.5%	4.0	0.6%	3.8	0.5%
Total	2,679.0	100%	630.7	100%	640.5	100%	692.1	100%	715.7	100%

(Unit: KRW bn)	2023		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	848.7	47.9%	287.8	47.1%	285.2	47.7%	275.7	49.0%		
Construction Materials	476.1	26.9%	184.1	30.1%	173.5	29.0%	118.5	21.1%		
IT Products	134.5	7.6%	33.9	5.5%	34.9	5.8%	65.6	11.7%		
Raw & Subsidiary Materials	300.5	16.9%	101.7	16.6%	100.5	16.8%	98.3	17.5%		
Others	12.0	0.7%	3.7	0.7%	4.2	0.7%	4.1	0.7%		
Total	1,771.8	100%	611.2	100%	598.4	100%	562.2	100%		