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# **4Q. 2023**

# **FACT SHEET**

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**Feb. 14. 2024**

# 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)	4Q 23	3Q 23	Q/Q	4Q 22	Y/Y
<b>Revenue</b>	<b>925,139</b>	<b>810,021</b>	<b>+14.2%</b>	<b>960,436</b>	<b>-3.7%</b>
Cost of Sales	882,256	773,442	+14.1%	918,425	-3.9%
<b>Gross Profit</b>	<b>42,883</b>	<b>36,579</b>	<b>+17.2%</b>	<b>42,010</b>	<b>+2.1%</b>
<i>GP Margin</i>	<i>4.6%</i>	<i>4.5%</i>	<i>+0.1%p</i>	<i>4.4%</i>	<i>+0.2%p</i>
Selling and Administrative Expenses	31,191	24,507	+27.3%	26,634	+17.1%
<b>Operating Profit</b>	<b>11,692</b>	<b>12,072</b>	<b>-3.2%</b>	<b>15,377</b>	<b>-24.0%</b>
<i>OP Margin</i>	<i>1.3%</i>	<i>1.5%</i>	<i>-0.2%p</i>	<i>1.6%</i>	<i>-0.3%p</i>
Pre-tax Profit	10,852	7,451	+45.6%	3,358	+223.1%
Net Profit	10,595	4,570	+131.8%	6,319	+67.7%

## Separate (Quarterly)

(Unit: KRW mn)	4Q 23	3Q 23	Q/Q	4Q 22	Y/Y
<b>Revenue</b>	<b>650,673</b>	<b>562,204</b>	<b>+15.7%</b>	<b>715,619</b>	<b>-9.1%</b>
Cost of Sales	627,176	541,972	+15.7%	690,174	-9.1%
<b>Gross Profit</b>	<b>23,497</b>	<b>20,232</b>	<b>+16.1%</b>	<b>25,445</b>	<b>-7.7%</b>
<i>GP Margin</i>	<i>3.6%</i>	<i>3.6%</i>	-	<i>3.6%</i>	-
Selling and Administrative Expenses	17,516	14,507	+20.7%	15,032	+16.5%
<b>Operating Profit</b>	<b>5,981</b>	<b>5,725</b>	<b>+4.5%</b>	<b>10,413</b>	<b>-42.6%</b>
<i>OP Margin</i>	<i>0.9%</i>	<i>1.0%</i>	<i>-0.1%p</i>	<i>1.5%</i>	<i>-0.6%p</i>
Pre-tax Profit	(6,088)	4,123	-247.7%	6,939	-187.7%
Net Profit	(5,854)	3,251	-280.1%	11,320	-151.7%

# 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	1,978.4	81.7%	511.5	83.7%	499.5	83.5%	437.1	77.7%	530.3	81.5%
Non-Samsung	444.1	18.3%	99.7	16.3%	98.9	16.5%	125.1	22.3%	120.4	18.5%
Total	2,422.5	100%	611.2	100%	598.4	100%	562.2	100%	650.7	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	2,079.5	85.8%	520.6	85.2%	507.6	84.8%	483.7	86.0%	567.7	87.2%
Export	343.0	14.2%	90.6	14.8%	90.8	15.2%	78.5	14.0%	83.0	12.8%
Total	2,422.5	100%	611.2	100%	598.4	100%	562.2	100%	650.7	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	1,165.6	48.1%	287.8	47.1%	285.2	47.7%	275.7	49.0%	316.9	48.7%
Construction Materials	628.0	25.9%	184.1	30.1%	173.5	29.0%	118.5	21.1%	151.9	23.3%
IT Products	199.6	8.2%	33.9	5.5%	34.9	5.8%	65.6	11.7%	65.1	10.0%
Raw & Subsidiary Materials	413.5	17.1%	101.7	16.6%	100.5	16.8%	98.3	17.5%	113.0	17.4%
Others	15.9	0.7%	3.7	0.7%	4.2	0.7%	4.1	0.7%	3.8	0.6%
Total	2,422.5	100%	611.2	100%	598.4	100%	562.2	100%	650.7	100%