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**2Q. 2020**

**FACT SHEET**

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**iMarketKorea**

# 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)	2Q 20	1Q 20	Q/Q	2Q 19	Y/Y
<b>Revenue</b>	<b>689,914</b>	<b>658,472</b>	<b>+4.8%</b>	<b>725,654</b>	<b>-4.9%</b>
Cost of Sales	653,968	621,130	+5.3%	682,518	-4.2%
<b>Gross Profit</b>	<b>35,946</b>	<b>37,342</b>	<b>-3.7%</b>	<b>43,135</b>	<b>-16.7%</b>
<i>GP Margin</i>	<i>5.2%</i>	<i>5.7%</i>	<i>-0.5%p</i>	<i>5.9%</i>	<i>-0.7%p</i>
Selling and Administrative Expenses	25,293	25,619	-1.3%	27,272	-7.3%
<b>Operating Profit</b>	<b>10,653</b>	<b>11,723</b>	<b>-9.1%</b>	<b>15,863</b>	<b>-32.8%</b>
<i>OP Margin</i>	<i>1.5%</i>	<i>1.8%</i>	<i>-0.3%p</i>	<i>2.2%</i>	<i>-0.7%p</i>
Pre-tax Profit	8,258	11,612	-28.9%	15,929	-48.2%
Net Profit	7,155	6,903	+3.6%	11,181	-36.0%

## Separate (Quarterly)

(Unit: KRW mn)	2Q 20	1Q 20	Q/Q	2Q 19	Y/Y
<b>Revenue</b>	<b>502,443</b>	<b>472,544</b>	<b>+6.3%</b>	<b>556,702</b>	<b>-9.7%</b>
Cost of Sales	482,844	453,192	+6.5%	530,817	-9.0%
<b>Gross Profit</b>	<b>19,599</b>	<b>19,353</b>	<b>+1.3%</b>	<b>25,884</b>	<b>-24.3%</b>
<i>GP Margin</i>	<i>3.9%</i>	<i>4.1%</i>	<i>-0.2%p</i>	<i>4.6%</i>	<i>-0.7%p</i>
Selling and Administrative Expenses	14,119	14,220	-0.7%	15,091	-6.4%
<b>Operating Profit</b>	<b>5,480</b>	<b>5,133</b>	<b>+6.8%</b>	<b>10,793</b>	<b>-49.2%</b>
<i>OP Margin</i>	<i>1.1%</i>	<i>1.1%</i>	<i>-</i>	<i>1.9%</i>	<i>-0.8%p</i>
Pre-tax Profit	4,031	18,146	-77.8%	11,248	-64.2%
Net Profit	4,624	13,379	-65.4%	8,179	-43.5%

# Sales Breakdown by customer

(Unit: KRW bn)	2018		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,741.7	77.4%	391.3	75.1%	467.8	79.0%	443.5	78.8%	439.1	76.6%
Non-Samsung	507.1	22.6%	129.9	24.9%	124.3	21.0%	119.0	21.2%	133.9	23.4%
Total	2,248.9	100%	521.2	100%	592.1	100%	562.5	100%	573.0	100%

(Unit: KRW bn)	2019		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,786.7	80.3%	467.4	80.0%	438.4	78.7%	414.2	80.0%	466.8	82.3%
Non-Samsung	439.4	19.7%	117.0	20.0%	118.3	21.3%	103.8	20.0%	100.2	17.7%
Total	2,226.1	100%	584.4	100%	556.7	100%	518.0	100%	567.0	100%

(Unit: KRW bn)	2020		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	781.5	80.2%	375.6	79.5%	405.9	80.8%				
Non-Samsung	193.5	19.8%	97.0	20.5%	96.5	19.2%				
Total	975.0	100%	472.5	100%	502.4	100%				

# Sales Breakdown by region

(Unit: KRW bn)	2018		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,816.2	80.8%	408.9	78.5%	483.0	81.6%	455.9	81.0%	468.4	81.7%
Export	432.7	19.2%	112.3	21.5%	109.1	18.4%	106.6	19.0%	104.6	18.3%
Total	2,248.9	100%	521.2	100%	592.1	100%	562.5	100%	573.0	100%

(Unit: KRW bn)	2019		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,761.7	79.1%	459.0	78.5%	429.0	77.1%	408.7	78.9%	465.0	82.0%
Export	464.5	20.9%	125.5	21.5%	127.7	22.9%	109.3	21.1%	102.0	18.0%
Total	2,226.1	100%	584.4	100%	556.7	100%	518.0	100%	567.0	100%

(Unit: KRW bn)	2020		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	791.5	81.2%	370.1	78.3%	421.4	83.9%				
Export	183.5	18.8%	102.5	21.7%	81.0	16.1%				
Total	975.0	100%	472.5	100%	502.4	100%				

# Sales Breakdown by item

(Unit: KRW bn)	2018		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	992.7	44.1%	244.3	46.9%	236.2	39.9%	234.7	41.7%	277.5	48.4%
Construction Materials	487.2	21.7%	92.2	17.7%	136.7	23.1%	145.0	25.8%	113.3	19.8%
IT Products	158.4	7.0%	35.7	6.9%	46.9	7.9%	36.8	6.5%	38.9	6.8%
Raw & Subsidiary Materials	592.6	26.4%	144.9	27.8%	168.3	28.4%	140.8	25.0%	138.5	24.2%
Others	18.1	0.8%	4.0	0.8%	4.0	0.7%	5.2	0.9%	4.8	0.8%
Total	2,248.9	100%	521.2	100%	592.1	100%	562.5	100%	573.0	100%

(Unit: KRW bn)	2019		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	1,121.8	50.4%	259.9	44.5%	287.8	51.7%	267.5	51.6%	306.7	54.1%
Construction Materials	436.5	19.6%	146.5	25.1%	98.9	17.8%	93.9	18.1%	97.2	17.1%
IT Products	139.3	6.3%	48.1	8.2%	33.4	6.0%	24.5	4.7%	33.4	5.9%
Raw & Subsidiary Materials	500.9	22.5%	119.7	20.5%	128.0	23.0%	126.7	24.5%	126.5	22.3%
Others	27.8	1.2%	10.3	1.8%	8.6	1.5%	5.5	1.1%	3.3	0.6%
Total	2,226.1	100%	584.4	100%	556.7	100%	518.0	100%	567.0	100%

(Unit: KRW bn)	2020		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	588.1	60.3%	296.7	62.8%	291.3	58.0%				
Construction Materials	129.1	13.2%	48.3	10.2%	80.9	16.1%				
IT Products	48.5	5.0%	24.7	5.2%	23.8	4.7%				
Raw & Subsidiary Materials	201.0	20.6%	98.4	20.8%	102.6	20.4%				
Others	8.3	0.8%	4.4	0.9%	3.9	0.8%				
Total	975.0	100%	472.5	100%	502.4	100%				