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**3Q. 2021**

**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)	3Q 21	2Q 21	Q/Q	3Q 20	Y/Y
<b>Revenue</b>	<b>782,189</b>	<b>796,742</b>	<b>-1.8%</b>	<b>725,271</b>	<b>+7.8%</b>
Cost of Sales	745,054	759,477	-1.9%	690,543	+7.9%
<b>Gross Profit</b>	<b>37,135</b>	<b>37,265</b>	<b>-0.3%</b>	<b>34,728</b>	<b>+6.9%</b>
<i>GP Margin</i>	<i>4.7%</i>	<i>4.7%</i>	-	<i>4.8%</i>	<i>-0.1%p</i>
Selling and Administrative Expenses	25,543	24,780	+3.1%	24,965	+2.3%
<b>Operating Profit</b>	<b>11,592</b>	<b>12,485</b>	<b>-7.2%</b>	<b>9,763</b>	<b>+18.7%</b>
<i>OP Margin</i>	<i>1.5%</i>	<i>1.6%</i>	<i>-0.1%p</i>	<i>1.3%</i>	<i>+0.2%p</i>
Pre-tax Profit	15,413	22,949	-32.8%	15,672	-1.7%
Net Profit	10,706	17,124	-37.5%	10,907	-1.8%

## Separate (Quarterly)

(Unit: KRW mn)	3Q 21	2Q 21	Q/Q	3Q 20	Y/Y
<b>Revenue</b>	<b>585,586</b>	<b>601,336</b>	<b>-2.6%</b>	<b>531,198</b>	<b>+10.2%</b>
Cost of Sales	563,707	578,976	-2.6%	511,657	+10.2%
<b>Gross Profit</b>	<b>21,878</b>	<b>22,361</b>	<b>-2.2%</b>	<b>19,542</b>	<b>+12.0%</b>
<i>GP Margin</i>	<i>3.7%</i>	<i>3.7%</i>	-	<i>3.7%</i>	-
Selling and Administrative Expenses	14,685	14,406	+1.9%	14,544	+1.0%
<b>Operating Profit</b>	<b>7,193</b>	<b>7,955</b>	<b>-9.6%</b>	<b>4,997</b>	<b>+43.9%</b>
<i>OP Margin</i>	<i>1.2%</i>	<i>1.3%</i>	<i>-0.1%p</i>	<i>0.9%</i>	<i>+0.3%p</i>
Pre-tax Profit	12,628	19,424	-35.0%	11,053	+14.3%
Net Profit	9,275	14,873	-37.6%	7,628	+21.6%

# Sales Breakdown by customer

(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	1,638.4	78.8%	375.5	79.5%	405.9	80.8%	404.2	76.1%	452.8	78.9%
Non-Samsung	441.5	21.2%	97.0	20.5%	96.5	19.2%	127.0	23.9%	120.9	21.1%
Total	2,079.9	100%	472.5	100%	502.4	100%	531.2	100%	573.7	100%

(Unit: KRW bn)	2021		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Samsung	1,354.2	78.7%	422.0	79.1%	479.8	79.8%	452.4	77.3%		
Non-Samsung	365.9	21.3%	111.2	20.9%	121.5	20.2%	133.2	22.7%		
Total	1,720.1	100%	533.2	100%	601.3	100%	585.6	100%		

# Sales Breakdown by region

(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	464.4	20.9%	125.4	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	1,705.7	82.0%	370.1	78.3%	421.4	83.9%	432.0	81.3%	482.2	84.0%
Export	374.2	18.0%	102.4	21.7%	81.0	16.1%	99.2	18.7%	91.5	16.0%
Total	2,079.9	100%	472.5	100%	502.4	100%	531.2	100%	573.7	100%

(Unit: KRW bn)	2021		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
Local	1,400.2	81.4%	426.9	80.1%	491.2	81.7%	482.1	82.3%		
Export	319.9	18.6%	106.3	19.9%	110.1	18.3%	103.5	17.7%		
Total	1,720.1	100%	533.2	100%	601.3	100%	585.6	100%		

# Sales Breakdown by item

(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	1,216.2	58.5%	296.7	62.8%	291.3	58.0%	297.0	55.9%	331.2	57.7%
Construction Materials	298.5	14.4%	48.3	10.2%	80.9	16.1%	60.8	11.4%	108.5	18.9%
IT Products	129.1	6.2%	24.7	5.2%	23.8	4.7%	50.1	9.4%	30.5	5.3%
Raw & Subsidiary Materials	420.5	20.2%	98.4	20.8%	102.6	20.4%	119.8	22.6%	99.6	17.4%
Others	15.6	0.7%	4.4	0.9%	3.9	0.8%	3.5	0.7%	3.8	0.7%
Total	2,079.9	100%	472.5	100%	502.4	100%	531.2	100%	573.7	100%

(Unit: KRW bn)	2021		1Q		2Q		3Q		4Q	
	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion	Sales	Portion
MRO	860.7	50.0%	274.9	51.6%	291.6	48.5%	294.2	50.2%		
Construction Materials	321.1	18.7%	95.0	17.8%	124.9	20.8%	101.2	17.3%		
IT Products	147.9	8.6%	33.8	6.3%	49.6	8.2%	64.5	11.0%		
Raw & Subsidiary Materials	379.1	22.0%	126.0	23.6%	131.5	21.9%	121.6	20.8%		
Others	11.3	0.7%	3.5	0.7%	3.7	0.6%	4.1	0.7%		
Total	1,720.1	100%	533.2	100%	601.3	100%	585.6	100%		