



Results for Q1 FY 2018

2018. 5. 8



Disclaimer



This material was prepared prior to the final reconciliation of the accounts by the independent auditors in order to inform the shareholders and the investors of the Company's results for Q1 FY 2018.

Therefore, the final financial accounts could be changed during the final audit and thus this material cannot be used as an evidence concerning legal issues related to the result of the investment of the Company's shares by the investors.

Agenda

◆ 1Q FY 2018 Performance

(1) Performance Overview

(2) Performance by Major Subsidiaries

- *GS Caltex*
- *GS Retail*
- *GS Home Shopping*
- *GS EPS*
- *GS E&R*
- *GS Global*
- *GS Energy*

1Q FY 2018 Performance

(1) Performance Overview ①

- QoQ Increase in Revenue and Operating Profit

: Revenue (+249.1, +5.9%), Operating Profit (+29.4, +5.5%), Net Profit (+38.6, +16.5%)

cf.) YoY: Revenue (+538.1, +13.7%), Operating Profit (-79.1, -12.3%), Net Profit (-162.6, -37.4%)

< GS Holdings Financial Info. - Consolidated >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|----------|----------|----------|
| Total Assets | 22,115.5 | 22,003.7 | 20,897.8 | 22,003.7 | 20,341.2 | 19,023.0 |
| Total Liabilities | 12,405.0 | 12,341.1 | 11,856.2 | 12,341.1 | 11,420.9 | 10,925.2 |
| Total Equity | 9,710.5 | 9,662.6 | 9,041.6 | 9,662.6 | 8,920.3 | 8,097.9 |
| D/E Ratio | 128% | 128% | 131% | 128% | 128% | 135% |
| Revenue | 4,456.2 | 4,207.1 | 3,918.1 | 16,210.0 | 13,462.4 | 12,179.5 |
| Operating Profit | 566.5 | 537.1 | 645.6 | 2,071.2 | 1,754.2 | 1,604.3 |
| Profit before Income Tax | 520.8 | 473.1 | 639.4 | 1,907.6 | 1,629.1 | 1,309.0 |
| Net Profit | 272.3 | 233.7 | 434.9 | 1,091.9 | 923.3 | 509.3 |
| EBITDA* | 645.2 | 611.8 | 711.3 | 2,353.5 | 2,005.4 | 1,830.7 |

*Operating Income + Depreciation + Amortization

1Q FY 2018 Performance

(1) Performance Overview ②

< GS Holdings Revenue Breakdown >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 3Q | 2017. 2Q | 2017 | 2016 | 2015 |
|-------------------------------------|----------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|
| Revenue (Consolidated companies) | 4,250.4 | 3,928.4 | 3,980.8 | 3,707.5 | 15,149.0 | 12,485.2 | 11,421.1 |
| Rental Income | 52.0 | 52.1 | 45.5 | 41.9 | 180.0 | 184.1 | 150.2 |
| Brand Royalty | 13.6 | 15.5 | 12.6 | 15.2 | 55.7 | 47.8 | 51.5 |
| Equity Method P/L | 140.2 | 211.1 | 190.4 | 90.9 | 825.3 | 745.2 | 556.7 |
| GS Caltex | 90.1 | 188.8 | 181.2 | 67.6 | 719.1 | 708.5 | 485.9 |
| GS Power | 24.5 | 8.7 | 2.6 | 11.0 | 44.6 | 40.3 | 40.5 |
| GS Home Shopping | 16.1 | 12.4 | 7.0 | 6.4 | 34.3 | 33.8 | 24.9 |
| Others | 9.5 | 1.2 | -0.4 | 5.9 | 27.3 | -37.4 | 5.4 |
| Total | 4,456.2 | 4,207.1 | 4,229.2 | 3,855.6 | 16,210.0 | 13,462.4 | 12,179.5 |

1Q FY 2018 Performance

(1) Performance Overview ③

- Performance Summary by Subsidiaries

< Consolidated >

(Unit: Bil. KRW)

| 2018. 1Q | GS Energy* | GS Retail | GS EPS | GS E&R | GS Global |
|--------------------------|------------|-----------|--------|--------|-----------|
| Revenue | 701.3 | 1,994.8 | 292.0 | 453.1 | 1,004.5 |
| Operating Profit | 345.8 | 21.6 | 56.4 | 92.0 | 14.0 |
| Profit before Income Tax | 325.1 | 26.2 | 62.8 | 70.7 | 8.1 |
| Net Profit | 123.8 | 19.1 | 48.1 | 53.4 | 6.0 |

* GS Energy's performance includes P/L of its subsidiaries (GS Caltex, GS Power etc.)

< Equity Method >

(Unit: Bil. KRW)

| 2018. 1Q | GS Caltex | GS Home Shopping | GS Power |
|--------------------------|-----------|------------------|----------|
| Revenue | 7,795.3 | 265.7 | 284.5 |
| Operating Profit | 280.7 | 30.1 | 67.0 |
| Profit before Income Tax | 243.2 | 55.6 | 64.7 |
| Net Profit | 180.2 | 44.5 | 49.1 |

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Caltex ① Overview

- QoQ Decrease in Revenue and Operating Profit

: Revenue (-758.3, -8.9%), Operating Profit (-347.5, -55.3%), Net Profit (-197.4, -52.3%)

cf.) YoY: Revenue (+519.4, +7.1%), Operating Profit (-304.3, -52.0%), Net Profit (-382.6, -68.0%)

< Financial Info. >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|----------|----------|----------|
| Total Assets | 18,873.1 | 20,083.8 | 18,481.0 | 20,083.8 | 19,283.9 | 18,949.5 |
| Total Liabilities | 8,582.2 | 9,392.4 | 8,669.0 | 9,392.4 | 9,442.5 | 9,977.0 |
| Total Equity | 10,290.9 | 10,691.4 | 9,812.0 | 10,691.4 | 9,841.3 | 8,972.5 |
| D/E Ratio | 83% | 88% | 88% | 88% | 96% | 111% |
| Revenue | 7,795.3 | 8,553.6 | 7,275.9 | 30,318.4 | 25,770.2 | 28,339.2 |
| Operating Profit | 280.7 | 628.1 | 585.0 | 2,001.6 | 2,140.4 | 1,305.5 |
| Profit before Income Tax | 243.2 | 535.4 | 737.3 | 1,935.0 | 1,825.4 | 1,276.7 |
| Net Profit | 180.2 | 377.6 | 562.9 | 1,438.1 | 1,417.0 | 971.8 |
| EBITDA* | 410.7 | 766.7 | 725.6 | 2,571.2 | 2,723.0 | 1,879.2 |

*Operating Income + Depreciation + Amortization

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Caltex ② by Div.

< Performance Breakdown >

(Unit: Bil. KRW)

| Items | | 2018. 1Q | 2017. 4Q | QoQ(%) | 2017. 1Q | YoY(%) |
|-----------|---------|----------|----------|--------|----------|--------|
| Petroleum | Revenue | 5,911.5 | 6,596.7 | -10.4 | 5,634.0 | 4.9 |
| | OP | 147.5 | 500.5 | -70.5 | 380.1 | -61.2 |
| Petrochem | Revenue | 1,543.0 | 1,659.2 | -7.0 | 1,363.2 | 13.2 |
| | OP | 66.9 | 87.1 | -23.1 | 158.8 | -57.9 |
| Lube | Revenue | 340.8 | 297.7 | 14.5 | 278.7 | 22.3 |
| | OP | 66.3 | 40.5 | 63.5 | 46.0 | 44.0 |
| Others | Revenue | 0.0 | 0.0 | - | 0.0 | - |
| | OP | 0.0 | 0.0 | - | 0.0 | - |
| Total | Revenue | 7,795.3 | 8,553.6 | -8.9 | 7,275.9 | 7.1 |
| | OP | 280.7 | 628.1 | -55.3 | 585.0 | -52.0 |

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Retail ① Overview

- QoQ Decrease in Revenue and Operating Profit

: Revenue (-78.3, -3.8%), Operating Profit (-9.4, -30.3%), Net Profit (+8.4, +78.5%)

cf.) YoY: Revenue (+149.0, +8.1%), Operating Profit (-4.5, -17.2%), Net Profit (-4.4, -18.7%)

< Financial Info. >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|---------|---------|---------|
| Total Assets | 5,128.9 | 5,092.3 | 4,800.3 | 5,092.3 | 4,721.4 | 4,735.5 |
| Total Liabilities | 2,768.1 | 2,698.9 | 2,506.3 | 2,698.9 | 2,363.8 | 2,576.5 |
| Total Equity | 2,360.9 | 2,393.3 | 2,294.0 | 2,393.3 | 2,357.6 | 2,159.0 |
| D/E Ratio | 117% | 113% | 109% | 113% | 100% | 119% |
| Revenue | 1,994.8 | 2,073.1 | 1,845.8 | 8,266.6 | 7,402.0 | 6,273.1 |
| Operating Profit | 21.6 | 31.0 | 26.1 | 165.7 | 218.1 | 225.8 |
| Profit before Income Tax | 26.2 | 46.9 | 30.2 | 189.2 | 364.6 | 221.4 |
| Net Profit | 19.1 | 10.7 | 23.5 | 115.1 | 273.5 | 166.2 |
| EBITDA* | 94.3 | 103.2 | 88.5 | 436.8 | 452.1 | 424.8 |

*Operating Income + Depreciation + Amortization

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Retail ② by Div.

< Performance Breakdown >

(Unit: Bil. KRW)

| Items | | 2018. 1Q | 2017. 4Q | QoQ(%) | 2017. 1Q | YoY(%) |
|------------|---------|----------|----------|----------------------|----------|----------------------|
| CVS | Revenue | 1,479.2 | 1,565.3 | -5.5 | 1,382.0 | 7.0 |
| | OP | 19.9 | 37.1 | -46.4 | 31.7 | -37.2 |
| SM | Revenue | 364.8 | 344.2 | 6.0 | 354.5 | 2.9 |
| | OP | 1.0 | -9.8 | <i>Turn a Profit</i> | -1.5 | <i>Turn a Profit</i> |
| Others | Revenue | 150.8 | 163.6 | -7.8 | 109.3 | 38.0 |
| | OP | 0.7 | 3.7 | -81.1 | -4.1 | <i>Turn a Profit</i> |
| Total | Revenue | 1,994.8 | 2,073.1 | -3.8 | 1,845.8 | 8.1 |
| | OP | 21.6 | 31.0 | -30.3 | 26.1 | -17.2 |
| No. of CVS | | 12,635 | 12,429 | 1.7 | 11,223 | 12.6 |
| No. of SM | | 291 | 289 | 0.7 | 276 | 5.4 |

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Home Shopping ① Overview

- QoQ Decrease in Revenue and Operating Profit

: Revenue (-11.8, -4.2%), Operating Profit (-8.9, -22.9%), Net Profit (+10.1, +29.3%)

cf.) YoY: Revenue (-12.9, -4.6%), Operating Profit (-12.6, -29.6%), Net Profit (+17.5, +64.4%)

< Financial Info. >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|---------|---------|---------|
| Total Assets | 1,459.2 | 1,425.2 | 1,381.8 | 1,425.2 | 1,359.4 | 1,237.2 |
| Total Liabilities | 419.2 | 361.3 | 441.5 | 361.3 | 383.9 | 321.7 |
| Total Equity | 1,039.9 | 1,063.9 | 940.3 | 1,063.9 | 975.6 | 915.6 |
| D/E Ratio | 40% | 34% | 47% | 34% | 39% | 35% |
| Revenue | 265.7 | 277.5 | 278.6 | 1,086.3 | 1,097.8 | 1,122.4 |
| Operating Profit | 30.1 | 39.0 | 42.7 | 141.3 | 126.4 | 105.7 |
| Profit before Income Tax | 55.6 | 43.8 | 38.3 | 143.1 | 138.7 | 112.2 |
| Net Profit | 44.5 | 34.4 | 27.1 | 102.7 | 105.8 | 78.4 |
| EBITDA* | 35.0 | 44.1 | 48.5 | 163.1 | 150.5 | 128.6 |

*Operating Income + Depreciation + Amortization

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Home Shopping ② by Div.

< Performance Breakdown >

(Unit: Bil. KRW)

| Items | | 2018. 1Q | 2017. 4Q | QoQ(%) | 2017. 1Q | YoY(%) |
|----------|-------------|----------|----------|--------|----------|--------|
| CATV | Gross Sales | 471.4 | 438.6 | 7.5 | 499.6 | -5.6 |
| | Net Sales | 137.7 | 150.2 | -8.3 | 154.6 | -10.9 |
| Internet | Gross Sales | 89.6 | 86.2 | 3.9 | 96.0 | -6.7 |
| | Net Sales | 13.2 | 11.4 | 15.8 | 17.1 | -22.8 |
| Catalog | Gross Sales | 14.6 | 15.2 | -3.9 | 16.3 | -10.4 |
| | Net Sales | 5.0 | 5.2 | -3.8 | 6.1 | -18.0 |
| Mobile | Gross Sales | 466.3 | 433.6 | 7.5 | 358.0 | 30.3 |
| | Net Sales | 88.6 | 84.0 | 5.5 | 68.5 | 29.3 |
| Others | Gross Sales | 60.4 | 59.2 | 2.0 | 46.8 | 29.1 |
| | Net Sales | 21.2 | 26.7 | -20.6 | 32.3 | -34.4 |
| Total | Gross Sales | 1,102.3 | 1,032.8 | 6.7 | 1,016.7 | 8.4 |
| | Net Sales | 265.7 | 277.5 | -4.3 | 278.6 | -4.6 |

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS EPS

- QoQ Increase in Revenue and Operating Profit

: Revenue (+45.2, +18.3%), Operating Profit (+33.2, +143.1%), Net Profit (+29.7, +161.4%)

cf.) YoY: Revenue (+101, +52.9%), Operating Profit (+26.9, +91.2%), Net Profit (+19.9, +70.6%)

< Financial Info. >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|---------|---------|---------|
| Total Assets | 2,206.6 | 2,178.6 | 2,100.1 | 2,178.6 | 1,986.5 | 1,795.7 |
| Total Liabilities | 1,483.7 | 1,455.9 | 1,445.5 | 1,455.9 | 1,337.8 | 1,163.2 |
| Total Equity | 722.9 | 722.8 | 654.6 | 722.8 | 648.7 | 632.5 |
| D/E Ratio | 205% | 201% | 221% | 201% | 206% | 184% |
| Revenue | 292.0 | 246.8 | 191.0 | 882.8 | 598.9 | 617.3 |
| Operating Profit | 56.4 | 23.2 | 29.5 | 113.5 | 70.8 | 48.7 |
| Profit before Income Tax | 62.8 | 20.0 | 37.2 | 122.6 | 53.1 | 31.0 |
| Net Profit | 48.1 | 18.4 | 28.2 | 96.4 | 39.0 | 30.6 |
| EBITDA* | 75.2 | 44.0 | 40.3 | 180.3 | 120.9 | 93.6 |

*Operating Income + Depreciation + Amortization

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS E&R

- QoQ Increase in Revenue and Operating Profit

: Revenue (+98.3, +27.7%), Operating Profit (+47.3, +105.8%), Net Profit (+30.2, +130.2%)

cf.) YoY: Revenue (+206.3, +83.6%), Operating Profit (+50.2, +120.1%), Net Profit (+28.5, +114.5%)

< Financial Info. >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|---------|---------|---------|
| Total Assets | 3,665.7 | 3,553.7 | 3,348.9 | 3,553.7 | 3,026.3 | 2,728.3 |
| Total Liabilities | 2,902.5 | 2,843.4 | 2,690.4 | 2,843.4 | 2,491.5 | 2,201.3 |
| Total Equity | 763.2 | 710.3 | 658.5 | 710.3 | 534.8 | 527.0 |
| D/E Ratio | 380% | 400% | 409% | 400% | 466% | 418% |
| Revenue | 453.1 | 354.8 | 246.8 | 1,126.0 | 645.3 | 697.7 |
| Operating Profit | 92.0 | 44.7 | 41.8 | 126.5 | 46.2 | 22.9 |
| Profit before Income Tax | 70.7 | 26.6 | 32.1 | 66.8 | 9.7 | -66.0 |
| Net Profit | 53.4 | 23.2 | 24.9 | 53.6 | 9.5 | -69.6 |
| EBITDA* | 124.9 | 76.4 | 55.3 | 226.5 | 77.2 | 57.1 |

*Operating Income + Depreciation + Amortization

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Global

- QoQ Increase in Revenue and Operating Profit

: Revenue (+142.6, +16.5%), Operating Profit (+8.0, +132.8%), Net Profit (+5.4, +953.8%)

cf.) YoY: Revenue (+192.6, +23.7%), Operating Profit (+1.9, +15.7%), Net Profit (-3.9, -39.9%)

< Financial Info. >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|---------|---------|---------|
| Total Assets | 1,266.5 | 1,397.9 | 1,275.2 | 1,397.9 | 1,326.4 | 800.7 |
| Total Liabilities | 877.0 | 1,010.2 | 910.5 | 1,010.2 | 972.1 | 598.0 |
| Total Equity | 389.5 | 387.7 | 364.7 | 387.7 | 354.3 | 202.7 |
| D/E Ratio | 225% | 261% | 250% | 261% | 274% | 295% |
| Revenue | 1,004.5 | 861.9 | 811.9 | 3,387.4 | 2,553.8 | 2,262.0 |
| Operating Profit | 14.0 | 6.0 | 12.1 | 48.0 | 36.4 | 28.9 |
| Profit before Income Tax | 8.1 | -4.2 | 11.6 | 21.4 | 18.5 | -45.1 |
| Net Profit | 6.0 | 0.6 | 9.9 | 22.5 | 16.1 | -46.7 |
| EBITDA* | 19.9 | 12.4 | 17.9 | 70.8 | 63.2 | 44.9 |

*Operating Income + Depreciation + Amortization

1Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Energy

- QoQ Increase in Revenue, Decrease in Operating Profit

: Revenue (+13.6, +2.0%), Operating Profit (-67.1, -16.3%), Net Profit (-51.0, -29.2%)

cf.) YoY: Revenue (-123.7, -15.0%), Operating Profit (-162.2, -31.9%), Net Profit (-195.5, -61.2%)

< Financial Info. >

(Unit: Bil. KRW)

| Items | 2018. 1Q | 2017. 4Q | 2017. 1Q | 2017 | 2016 | 2015 |
|--------------------------|----------|----------|----------|---------|---------|---------|
| Total Assets | 8,252.7 | 8,372.6 | 7,793.6 | 8,372.6 | 7,928.4 | 7,530.2 |
| Total Liabilities | 3,187.7 | 3,136.0 | 2,922.1 | 3,136.0 | 2,992.3 | 3,036.8 |
| Total Equity | 5,065.0 | 5,236.5 | 4,871.5 | 5,236.5 | 4,936.1 | 4,493.4 |
| D/E Ratio | 63% | 60% | 60% | 60% | 61% | 68% |
| Revenue | 701.3 | 687.7 | 825.0 | 2,559.4 | 2,252.3 | 2,281.5 |
| Operating Profit | 345.8 | 412.9 | 508.0 | 1,515.8 | 1,295.5 | 1,214.2 |
| Profit before Income Tax | 325.1 | 374.2 | 491.2 | 1,420.1 | 1,193.5 | 1,111.6 |
| Net Profit | 123.8 | 174.8 | 319.3 | 734.1 | 606.4 | 383.4 |
| EBITDA* | 362.1 | 430.3 | 523.9 | 1,581.9 | 1,359.5 | 1,275.6 |

*Operating Income + Depreciation + Amortization