

Results for Q3 FY 2018

2018. 11. 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 Q3 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.

◆ 3Q 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*

3Q FY 2018 Performance

(1) Performance Overview ①

- QoQ Increase in Revenue and Operating Profit

: Revenue (+228.3, +5.0%), Operating Profit (+134.2, +24.1%), Net Profit (+130.6, +59.2%)

cf.) YoY: Revenue (+580.4, +13.7%), Operating Profit (+194.7, +39.2%), Net Profit (+92.4, +35.7%)

< GS Holdings Financial Info. - Consolidated >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	22,856.9	22,207.4	21,734.3	22,003.7	20,341.2	19,023.0
Total Liabilities	12,510.9	12,214.7	12,215.7	12,341.1	11,420.9	10,925.2
Total Equity	10,346.0	9,992.6	9,518.6	9,662.6	8,920.3	8,097.9
D/E Ratio	121%	122%	128%	128%	128%	135%
Revenue	4,809.6	4,581.3	4,229.2	16,210.0	13,462.4	12,179.5
Operating Profit	691.4	557.2	496.7	2,071.2	1,754.2	1,604.3
Profit before Income Tax	661.3	508.6	449.5	1,907.6	1,629.1	1,309.0
Net Profit	351.2	220.6	258.8	1,091.9	923.3	509.3
EBITDA*	774.2	637.4	569.0	2,353.5	2,005.4	1,830.7

*Operating Income + Depreciation + Amortization

3Q FY 2018 Performance

(1) Performance Overview ②

< GS Holdings Revenue Breakdown >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2018. 1Q	2017. 4Q	2017	2016	2015
Revenue (Consolidated companies)	4,517.0	4,360.6	4,250.4	3,928.4	15,149.0	12,485.2	11,421.1
Rental Income	53.4	52.6	52.0	52.1	180.0	184.1	150.2
Brand Royalty	16.5	18.1	13.6	15.5	55.7	47.8	51.5
Equity Method P/L	222.7	150.0	140.2	211.1	825.3	745.2	556.7
GS Caltex	218.5	117.5	90.1	188.8	719.1	708.5	485.9
GS Power	8.3	8.8	24.5	8.7	44.6	40.3	40.5
GS Home Shopping	8.4	12.5	16.1	12.4	34.3	33.8	24.9
Others	-12.5	11.2	9.5	1.2	27.3	-37.4	5.4
Total	4,809.6	4,581.3	4,456.2	4,207.1	16,210.0	13,462.4	12,179.5

3Q FY 2018 Performance

(1) Performance Overview ③

- Performance Summary by Subsidiaries

< Consolidated >

(Unit: Bil. KRW)

2018. 3Q	GS Energy*	GS Retail	GS EPS	GS E&R	GS Global
Revenue	794.6	2,325.4	213.1	438.4	1,043.7
Operating Profit	494.2	77.6	29.4	38.8	13.7
Profit before Income Tax	487.4	83.6	30.9	17.7	9.7
Net Profit	218.8	61.6	23.4	13.5	6.1

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

< Equity Method >

(Unit: Bil. KRW)

2018. 3Q	GS Caltex	GS Home Shopping	GS Power
Revenue	9,804.0	255.9	166.4
Operating Profit	636.0	30.7	28.1
Profit before Income Tax	638.3	34.0	22.0
Net Profit	436.9	23.1	16.7

3Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Caltex ① Overview

- QoQ Increase in Revenue and Operating Profit

: Revenue (+746.1, +8.2%), Operating Profit (+51.4, +8.8%), Net Profit (+201.8, +85.9%)

cf.) YoY: Revenue (+2,260.9, +30.0%), Operating Profit (+57.5, +9.9%), Net Profit (+74.6, +20.6%)

< Financial Info. >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	21,252.9	20,847.9	19,242.3	20,083.8	19,283.9	18,949.5
Total Liabilities	10,290.1	10,320.0	8,917.4	9,392.4	9,442.5	9,977.0
Total Equity	10,962.8	10,528.0	10,324.9	10,691.4	9,841.3	8,972.5
D/E Ratio	93.9%	98.0%	86.4%	87.9%	95.9%	111.2%
Revenue	9,804.0	9,057.9	7,543.1	30,318.4	25,770.2	28,339.2
Operating Profit	636.0	584.6	578.5	2,001.6	2,140.4	1,305.5
Profit before Income Tax	638.3	321.5	477.3	1,935.0	1,825.4	1,276.7
Net Profit	436.9	235.1	362.4	1,438.1	1,417.0	971.8
EBITDA*	787.9	731.7	725.8	2,571.2	2,723.0	1,879.2

*Operating Income + Depreciation + Amortization

3Q FY 2018 Performance

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

< Performance Breakdown >

(Unit: Bil. KRW)

Items		2018. 3Q	2018. 2Q	QoQ(%)	2017. 3Q	YoY(%)
Petroleum	Revenue	7,678.8	7,086.4	8.4	5,855.9	31.1
	OP	457.0	462.1	-1.1	427.2	7.0
Petrochem	Revenue	1,788.4	1,610.1	11.1	1,406.2	27.2
	OP	138.4	59.9	130.9	92.9	49.0
Lube	Revenue	336.8	361.4	-6.8	281.0	19.8
	OP	40.6	62.6	-35.1	58.4	-30.5
Others	Revenue	0.0	0.0	-	0.0	-
	OP	0.0	0.0	-	0.0	-
Total	Revenue	9,804.0	9,057.9	8.2	7,543.1	30.0
	OP	636.0	584.6	8.8	578.5	9.9

3Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Retail ① Overview

- QoQ Increase in Revenue and Operating Profit

: Revenue (+126.5, +5.8%), Operating Profit (+21.9, +39.3%), Net Profit (+15.8, +34.5%)

cf.) YoY: Revenue (+66.1, +2.9%), Operating Profit (+22.0, +39.7%), Net Profit (+21.9, +55.0%)

< Financial Info. >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	5,309.2	5,128.5	5,279.7	5,092.3	4,721.4	4,735.5
Total Liabilities	2,843.4	2,722.6	2,908.0	2,698.9	2,363.8	2,576.5
Total Equity	2,465.8	2,405.8	2,371.7	2,393.3	2,357.6	2,159.0
D/E Ratio	115%	113%	123%	113%	100%	119%
Revenue	2,325.4	2,198.9	2,259.3	8,266.6	7,402.0	6,273.1
Operating Profit	77.6	55.7	55.6	165.7	218.1	225.8
Profit before Income Tax	83.6	63.2	59.4	189.2	364.6	221.4
Net Profit	61.6	45.8	39.7	115.1	273.5	166.2
EBITDA*	154.4	130.0	125.4	436.8	452.1	424.8

*Operating Income + Depreciation + Amortization

3Q FY 2018 Performance

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

< Performance Breakdown >

(Unit: Bil. KRW)

Items		2018. 3Q	2018. 2Q	QoQ(%)	2017. 3Q	YoY(%)
CVS	Revenue	1,756.5	1,669.7	5.2	1,729.4	1.6
	OP	76.4	65.3	17.0	75.9	0.7
SM	Revenue	409.0	373.2	9.6	395.4	3.4
	OP	5.7	1.1	418.2	2.4	137.5
Others	Revenue	159.9	156.0	2.5	134.5	18.9
	OP	-4.5	-10.7	Loss Reduction	-22.7	Loss Reduction
Total	Revenue	2,325.4	2,198.9	5.8	2,259.3	2.9
	OP	77.6	55.7	39.3	55.6	39.6
No. of CVS		12,977	12,772	1.6	12,199	6.4
No. of SM		302	291	3.8	284	6.3

3Q FY 2018 Performance

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

- QoQ Decrease in Revenue and Operating Profit

: Revenue (-19.1, -7.0%), Operating Profit (-3.1, -9.3%), Net Profit (-11.4, -33.0%)

cf.) YoY: Revenue (-2.6, -1.0%), Operating Profit (+1.0, +3.2%), Net Profit (+1.4, +6.3%)

< Financial Info. >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	1,444.8	1,398.6	1,424.4	1,425.2	1,359.4	1,237.2
Total Liabilities	397.3	358.9	359.8	361.3	383.9	321.7
Total Equity	1,047.5	1,039.7	1,064.6	1,063.9	975.6	915.6
D/E Ratio	37.9%	35%	33.8%	34%	39%	35%
Revenue	255.9	275.0	258.4	1,086.3	1,097.8	1,122.4
Operating Profit	30.7	33.9	29.8	141.3	126.4	105.7
Profit before Income Tax	34.0	46.6	29.8	143.1	138.7	112.2
Net Profit	23.1	34.5	21.8	102.7	105.8	78.4
EBITDA*	35.4	38.7	34.9	163.1	150.5	128.6

*Operating Income + Depreciation + Amortization

3Q FY 2018 Performance

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

< Performance Breakdown >

(Unit: Bil. KRW)

Items		2018. 3Q	2018. 2Q	QoQ(%)	2017. 3Q	YoY(%)
CATV	Gross Sales	379.6	454.8	-16.5	432.8	-12.3
	Net Sales	133.3	144.7	-7.9	141.3	-5.7
Internet	Gross Sales	70.3	87.8	-19.9	86.5	-18.7
	Net Sales	12.1	13.9	-12.9	14.6	-17.1
Catalog	Gross Sales	13.6	15.1	-9.9	15.6	-12.8
	Net Sales	5.0	5.4	-7.4	5.5	-9.1
Mobile	Gross Sales	469.0	503.7	-6.9	389.5	20.4
	Net Sales	87.8	101.6	-13.6	74.8	17.4
Others	Gross Sales	46.8	76.3	-38.6	49.9	-6.1
	Net Sales	17.7	9.4	88.1	22.2	-20.4
Total	Gross Sales	979.3	1137.7	-13.9	974.3	0.5
	Net Sales	255.9	275.0	-7.0	258.4	-1.0

3Q FY 2018 Performance

(2) Performance by Subsidiaries - GS EPS

- QoQ Decrease in Revenue, Increase in Operating Profit

: Revenue (-50.5, -19.2%), Operating Profit (+8.6, +41.3%), Net Profit (+7.5, +47.2%)

cf.) YoY: Revenue (-0.6, -0.3%), Operating Profit (+4.2, +16.7%), Net Profit (+7.8, +50.0%)

< Financial Info. >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	1,991.6	2,141.6	2,123.0	2,178.6	1,986.5	1,795.7
Total Liabilities	1,229.9	1,402.8	1,418.6	1,455.9	1,337.8	1,163.2
Total Equity	761.7	738.8	704.4	722.8	648.7	632.5
D/E Ratio	161%	190%	201%	201%	206%	184%
Revenue	213.1	263.6	213.7	882.8	598.9	617.3
Operating Profit	29.4	20.8	25.2	113.5	70.8	48.7
Profit before Income Tax	30.9	21.0	21.1	122.6	53.1	31.0
Net Profit	23.4	15.9	15.6	96.4	39.0	30.6
EBITDA*	48.2	39.6	43.5	180.3	120.9	93.6

*Operating Income + Depreciation + Amortization

3Q FY 2018 Performance

(2) Performance by Subsidiaries - GS E&R

- QoQ Increase in Revenue and Operating Profit

: Revenue (+41.7, +10.5%), Operating Profit (+8.8, +29.3%), Net Profit (+6.8, +101.5%)

cf.) YoY: Revenue (+149.1, +51.5%), Operating Profit (+19.7, +103.1%), Net Profit (+10.8, +400.0%)

< Financial Info. >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	3,670.2	3,660.5	3,478.7	3,553.7	3,026.3	2,728.3
Total Liabilities	2,886.0	2,890.0	2,813.2	2,843.4	2,491.5	2,201.3
Total Equity	784.2	770.5	665.5	710.3	534.8	527.0
D/E Ratio	368%	375%	423%	400%	466%	418%
Revenue	438.4	396.7	289.3	1,126.0	645.3	697.7
Operating Profit	38.8	30.0	19.1	126.5	46.2	22.9
Profit before Income Tax	17.7	8.9	3.8	66.8	9.7	-66.0
Net Profit	13.5	6.7	2.7	53.6	9.5	-69.6
EBITDA*	73.5	63.2	49.8	226.5	77.2	57.1

*Operating Income + Depreciation + Amortization

3Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Global

- QoQ Increase in Revenue, Decease in Operating Profit

: Revenue (+16.4, +1.6%), Operating Profit (-4.0, -22.5%), Net Profit (-2.0, -24.7%)

cf.) YoY: Revenue (+135.5, +14.9%), Operating Profit (-1.2, -7.7%), Net Profit (+1.1, +23.7%)

< Financial Info. >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	1,350.8	1,321.6	1,307.7	1,397.9	1,326.4	800.7
Total Liabilities	944.9	922.3	908.2	1,010.2	972.1	598.0
Total Equity	405.9	399.3	399.5	387.7	354.3	202.7
D/E Ratio	233%	231%	227%	261%	274%	295%
Revenue	1,043.7	1,027.3	908.2	3,387.4	2,553.8	2,262.0
Operating Profit	13.7	17.7	14.9	48.0	36.4	28.9
Profit before Income Tax	9.7	10.7	5.5	21.4	18.5	-45.1
Net Profit	6.1	8.1	5.0	22.5	16.1	-46.7
EBITDA*	18.8	23.1	20.1	70.8	63.2	44.9

*Operating Income + Depreciation + Amortization

3Q FY 2018 Performance

(2) Performance by Subsidiaries - GS Energy

- QoQ Increase in Revenue and Operating Profit

: Revenue (+79.5, +11.1%), Operating Profit (+93.7, +23.4%), Net Profit (+96.0, +78.2%)

cf.) YoY: Revenue (+236.0, +42.2%), Operating Profit (+145.9, +41.9%), Net Profit (+47.3, +27.6%)

< Financial Info. >

(Unit: Bil. KRW)

Items	2018. 3Q	2018. 2Q	2017. 3Q	2017	2016	2015
Total Assets	9,111.9	8,550.1	8,104.0	8,372.6	7,928.4	7,530.2
Total Liabilities	3,636.1	3,300.7	2,957.0	3,136.0	2,992.3	3,036.8
Total Equity	5,475.8	5,249.4	5,147.0	5,236.5	4,936.1	4,493.4
D/E Ratio	66%	63%	57%	60%	61%	68%
Revenue	794.6	715.1	558.6	2,559.4	2,252.3	2,281.5
Operating Profit	494.2	400.5	348.3	1,515.8	1,295.5	1,214.2
Profit before Income Tax	487.4	379.3	332.4	1,420.1	1,193.5	1,111.6
Net Profit	218.8	122.8	171.4	734.1	606.4	383.4
EBITDA*	514.7	417.5	365.1	1,581.9	1,359.5	1,275.6

*Operating Income + Depreciation + Amortization