

# **Q3 2019 Quarterly Earnings**

October 25, 2019

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## **DISCLAIMER**

The financial information in this document is based on K-IFRS.

As a note, it is suggested to use this material only as a reference, as it contains information and data that are subject to changes without prior notice due to uncertainties, changes in the organizational structure, redefinition of accounting policies, etc., and may cause the actual results to differ from those stated or implied in this material.

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# Balance Sheets

<b>(Unit : Wb)</b>	<b>2018</b>	<b>3Q19</b>	<b>Growth Rate(%)</b>
Assets	1,682.9	1,762.8	5
Liabilities	420.6	467.5	11
Equities	1,262.3	1,295.3	3

	<b>2018</b>	<b>3Q19</b>	<b>Growth Rate(%pt,%)</b>
<b>ROE(Return On Equity)(%)</b>	<b>8</b>	<b>12</b>	<b>4</b>
Profit(Net Profit/Sales)(%)	5.1	7.4	2
Assets Turnover(Sales/Assets)(x)	1.24	1.22	-2
Leverage(Assets/Equities)(x)	1.32	1.35	2

# Income Statements

(Units : Wb)	3Q18	2Q19	3Q19	Growth Rate(%)	
				YoY	QoQ
S a l e s	516.9	545.4	535.0	4	-2
G P	139.8	143.5	135.7	-3	-5
( % )	27	26	25		
O P	52.5	59.1	49.2	-6	-17
( % )	10	11	9		
E B I T D A	87.7	99.4	89.8	2	-10
( % )	17	18	17		
R P	53.3	56.9	46.4	-13	-19
( % )	10	10	9		
N P	40.7	44.8	35.3	-13	-21
( % )	8	8	7		

# Sales Breakdown

(Unit : Wb)		3Q18	2Q19	3Q19	Growth Rate(%)	
					YoY	QoQ
	<b>Alarm System</b>	<b>253.2</b>	<b>269.3</b>	<b>265.8</b>	5	-1
	<i>Service</i>	244.4	259.4	257.3	5	-1
	<i>Installation</i>	8.8	9.9	8.5	-3	-14
<b>Security Services</b>	<b>Product Sales</b>	<b>90.6</b>	<b>72.9</b>	<b>71.0</b>	-22	-3
	<b>Integrated Security</b>	<b>88.8</b>	<b>95.3</b>	<b>96.7</b>	9	1
	<b>Others</b>	<b>2.2</b>	<b>1.2</b>	<b>1.5</b>	-32	25
	<b>Sum</b>	<b>434.8</b>	<b>438.7</b>	<b>435.0</b>	-	-1
<b>Building Management Service</b>	<b>Service Revenue</b>	<b>120.3</b>	<b>146.8</b>	<b>139.2</b>	16	-5
<b>Customer Relation</b>	<b>Service Revenue</b>	<b>3.3</b>	<b>3.0</b>	<b>3.8</b>	15	27
	<b>Sum</b>	<b>558.4</b>	<b>588.5</b>	<b>578.0</b>	4	-2
	<i>(internal Transaction)</i>	<i>(41.5)</i>	<i>(43.1)</i>	<i>(43.0)</i>		
	<b>Total Revenue</b>	<b>516.9</b>	<b>545.4</b>	<b>535.0</b>	4	-2

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