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Samsung SDS 1Q15 Earnings Release



April 2015





The financial information in this document are consolidated earnings results based on K-IFRS.

This document is provided for the convenience of investors only, before the external review on our 1Q15 financial results is completed. The review outcomes may cause some parts of this document to change.

This document contains "forward-looking statements" – that is, statements related to future, not past, events. In this context, "forward-looking statements" often address our expected future business and financial performance, and often contain words such as "expects", "anticipates", "intends", "plans", "believes", "seeks" or "will". "Forward-looking statements" by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties which could adversely or positively affect our future results include:

- The behavior of financial markets including fluctuations in exchange rates, interest rates
- Strategic actions including dispositions and acquisitions
- Unanticipated dramatic developments in our major businesses
- Numerous other matters at the national and international levels which could affect our future results

These uncertainties may cause our actual results to be materially different from those expressed in this document.



Revenue for the quarter was 1,916 billion KRW (+2.6% YoY) and operating profit was increased by 27.3% YoY to 130 billion KRW with 6.8% margin. Net profit grew 22.3% YoY to 93 billion KRW with 4.9% margin.



(Billion KRW)	1Q15	1Q14	YoY	4Q14	QoQ
Revenue	1,916	1,867	+2.6%	2,169	-11.7%
Gross profit	296	285	+4.0%	366	-19.2%
Gross profit margin	15.5%	15.3%	+0.2p	16.9%	-1.4p
Operating profit	130	102	+27.3%	187	-30.2%
Operating profit margin	6.8%	5.5%	+1.3p	8.6%	-1.8p
Profit before income tax	141	115	+22.2%	184	-23.5%
Net profit	93	76	+22.3%	135	-30.9%
Net profit margin	4.9%	4.1%	+0.8p	6.2%	-1.3p
Profit attributable to owners of the Company	88	72	+22.9%	130	-31.9%
Margin	4.6%	3.9%	+0.7p	6.0%	-1.4p

Revenue by Business Segment

- IT Services revenue was decreased by 8% under the influence of withdrawal from public & financial sectors business. It was also decreased by 9.2% QoQ as a result of seasonally reduced IT service orders in the first quarter.
- Logistics BPO revenue was increased by 32.8% YoY from expanded logistics service and overseas bases.
 It was dropped by 16.3% QoQ due to seasonally reduced logistics trading volume.



QoQ

-11.7%

-9.2%

-16.2%

-4.7%

-16.3%

-30.2%

-28.1%

-48.2%

-1.8p

-2.4p

-0.9p

Income Statement

	2014					
(Billion KRW)	1Q	2Q	3Q	4Q	FY14	1Q15
Revenue	1,867	2,059	1,803	2,169	7,898	1,916
COGS	1,582	1,725	1,496	1,803	6,605	1,620
Gross profit	285	334	307	366	1,293	296
Gross profit margin	15.3%	16.2%	17.0%	16.9%	16.4%	15.5%
SG&A	182	162	176	179	699	166
Operating profit	102	173	131	187	593	130
Operating profit margin	5.5%	8.4%	7.3%	8.6%	7.5%	6.8%
Non-operating gain & loss	13	19	15	-3	44	11
Profit before income tax	115	192	146	184	637	141
Income tax expense	39	66	49	49	203	48
Net profit	76	126	97	135	434	93
Net profit margin	4.1%	6.1%	5.4%	6.2%	5.5%	4.9%
Profit attributable to owners of the Company	72	120	91	130	413	88
Margin	3.9%	5.8%	5.0%	6.0%	5.2%	4.6%

Revenue & Operating Profit by Business Segment

		1015				
(Billion KRW)	1Q	2Q	3Q	4Q	FY14	1Q15
Revenue	1,867	2,059	1,803	2,169	7,898	1,916
IT Services	1,382	1,430	1,282	1,400	5,494	1,272
- Consulting & SI	572	589	432	543	2,136	455
- Outsourcing	810	841	850	857	3,358	817
Logistics BPO	485	629	521	769	2,404	644
Operating profit	102	173	131	187	593	130
IT Services	96	157	125	168	546	120
Logistics BPO	6	16	6	19	47	10
Operating profit margin	5.5%	8.4%	7.3%	8.6%	7.5%	6.8%
IT Services	6.9%	11.0%	9.8%	12.0%	9.9%	9.5%
Logistics BPO	1.3%	2.5%	1.1%	2.5%	2.0%	1.6%

Statement of Financial Position

(Billion KRW)	2012	2013	2014	1Q15
Assets	4,465	5,300	5,546	5,746
Current assets	2,283	2,929	3,228	3,426
Cash and cash equivalents	815	1,071	1,651	1,586
Trade receivables	858	1,095	884	894
Other current assets	610	763	693	946
Non-current assets	2,182	2,371	2,318	2,320
Investments in associates	164	140	65	65
Property, plant & equipment	1,000	1,059	1,138	1,155
Intangible assets	907	1,057	1,010	1,005
Other non-current assets	111	115	106	95
Liabilities	1,220	1,417	1,332	1,490
Debts & borrowings	41	53	20	20
Trade payables	383	384	362	364
Other payables & accrued expenses	396	446	447	461
Advance received & withholdings	196	281	199	272
Other liabilities	204	253	304	373
Equity	3,245	3,883	4,214	4,256
Common stock	36	39	39	39
Retained earnings	2,362	2,656	3,050	3,100
Share premium & other reserves	847	1,188	1,125	1,117



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