## Samsung SDS <br> 3Q 2021 <br> Earnings Release

Oct 27, 2021


## Disclaimer

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 3Q21 financial results are completed. The review outcomes may cause some parts of this document to change.

This document may contain 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.

## © Income Statement

(Billion KRW)

|  | 3Q21 | 2Q21 | QoQ | 3Q20 | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 3,381 | 3,251 | +4.0\% | 2,968 | +13.9\% |
| IT Service | 1,379 | 1,392 | -0.9\% | 1,335 | +3.3\% |
| Logistics | 2,002 | 1,859 | +7.7\% | 1,634 | +22.6\% |
| Operating profit (\%) | $\begin{aligned} & 222 \\ & (6.6) \end{aligned}$ | $\begin{aligned} & 225 \\ & (6.9) \end{aligned}$ | $\begin{aligned} & -1.2 \% \\ & -0.3 \% p \end{aligned}$ | $\begin{aligned} & 220 \\ & (7.4) \end{aligned}$ | $\begin{aligned} & +1.0 \% \\ & -0.8 \% p \end{aligned}$ |
| IT Service <br> (\%) | $\begin{array}{r} 183 \\ (13.3) \end{array}$ | $\begin{array}{r} 189 \\ (13.6) \end{array}$ | $\begin{gathered} -3.0 \% \\ -0.3 \% p \end{gathered}$ | $\begin{array}{r} 186 \\ (13.9) \end{array}$ | $\begin{gathered} -1.5 \% \\ -0.6 \% p \end{gathered}$ |
| Logistics (\%) | $\begin{array}{r} 39 \\ (1.9) \end{array}$ | $\begin{array}{r} 36 \\ (1.9) \end{array}$ | $+8.0 \%$ | $\begin{array}{r} 34 \\ (2.1) \end{array}$ | $\begin{aligned} & +14.6 \% \\ & -0.2 \% p \end{aligned}$ |
| Pre-tax profit <br> (\%) | 247 <br> (7.3) | $229$ <br> (7.1) | $\begin{aligned} & +7.7 \% \\ & +0.2 \% p \end{aligned}$ | $\begin{aligned} & 226 \\ & (7.6) \end{aligned}$ | $\begin{aligned} & +9.5 \% \\ & -0.3 \% p \end{aligned}$ |
| Net Income <br> (\%) | $\begin{aligned} & 199 \\ & (5.9) \end{aligned}$ | $\begin{aligned} & 165 \\ & (5.1) \end{aligned}$ | $\begin{array}{r} +21.0 \% \\ +0.8 \% p \end{array}$ | $\begin{aligned} & 161 \\ & (5.4) \end{aligned}$ | $\begin{array}{r} +23.9 \% \\ +0.5 \% p \end{array}$ |




## D Cloud

- New cloud services for data analytics $\& R \& D$
- Consulting for enterprise cloud migration


## 】 Corporate Management System

- Next-generation ERP expansion for external customers
- Collaboration with global SaaS players in SCM, CRM


## D Smart Factory

- MES upgrades in electronics manufacturing industry
- EHS System for environment $\&$ safety in manufacturing sites

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## © Increased trading volume

- Seasonal trading volume increased in advance of peak season
- High demand for mobile, TV and home appliance
© High freight charge
- Air/Ocean/Inland transportation shortage
- Ocean transportation difficulty due to port congestion, container shortage


## 】 External business

- Expansion of service \& areas for major customers


## [Appendix 1] Income Statement

| (Billion KRW) | 2020 |  |  |  |  | 2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 | 2Q | 3Q | 4Q |  | 1Q | 2Q | 3Q |
| Revenue | 2,436 | 2,567 | 2,968 | 3,047 | 11,017 | 3,061 | 3,251 | 3,381 |
| COGS | 2,053 | 2,159 | 2,556 | 2,560 | 9,327 | 2,632 | 2,810 | 2,950 |
| Gross Profit | 383 | 407 | 412 | 487 | 1,690 | 429 | 441 | 431 |
| Margin (\%) | 15.7\% | 15.9\% | 13.9\% | 16.0\% | 15.3\% | 14.0\% | 13.6\% | 12.8\% |
| SG\&A | 212 | 211 | 192 | 203 | 818 | 212 | 216 | 209 |
| Operating Profit | 171 | 197 | 220 | 284 | 872 | 217 | 225 | 222 |
| Margin (\%) | 7.0\% | 7.7\% | 7.4\% | 9.3\% | 7.9\% | 7.1\% | 6.9\% | 6.6\% |
| Non-operating gain \& loss | 32 | 14 | 6 | -36 | 14 | 10 | 5 | 25 |
| Profit before income tax Income tax expense | 203 | 211 | 226 | 248 | 886 | 227 | 229 | 247 |
|  | 233 | 65 | 65 | 71 | 433 | 68 | 65 | 48 |
| Net Income | -30 | 146 | 161 | 177 | 453 | 159 | 165 | 199 |
| Margin (\%) | - | 5.7\% | 5.4\% | 5.8\% | 4.1\% | 5.2\% | 5.1\% | 5.9\% |
| Profit attributable to owners of the parent | -30 | 144 | 157 | 172 | 444 | 156 | 159 | 193 |

## [Appendix 2] Revenue \& Operating Profit by Business Segment

| (Billion KRW) | 2020 |  |  |  |  | 2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q |  | 1Q | 2Q | 3Q |
| Revenue | 2,436 | 2,567 | 2,968 | 3,047 | 11,017 | 3,061 | 3,251 | 3,381 |
| IT Services | 1,286 | 1,320 | 1,335 | 1,374 | 5,314 | 1,368 | 1,392 | 1,379 |
| Business Solution | 320 | 340 | 356 | 357 | 1,372 | 400 | 398 | 379 |
| Cloud \& ITO | 966 | 980 | 979 | 1,017 | 3,942 | 968 | 994 | 1,000 |
| Logistics | 1,150 | 1,247 | 1633 | 1,673 | 5,703 | 1,693 | 1,859 | 2,002 |
| Operating Profit | 171 | 197 | 220 | 284 | 872 | 217 | 225 | 222 |
| IT Services | 156 | 184 | 186 | 252 | 779 | 185 | 189 | 183 |
| Logistics | 15 | 13 | 34 | 32 | 93 | 32 | 36 | 39 |
| Operating Profit Margin | 7.0\% | 7.7\% | 7.4\% | 9.3\% | 7.9\% | 7.1\% | 6.9\% | 6.6\% |
| IT Services | 12.2\% | 14.0\% | 13.9\% | 18.4\% | 14.7\% | 13.5\% | 13.6\% | 13.3\% |
| Logistics | 1.3\% | 1.0\% | 2.1\% | 1.9\% | 1.6\% | 1.9\% | 1.9\% | 1.9\% |

## [Appendix 3] Statement of Financial Position

| (Billion KRW) | 2017 | 2018 | 2019 | 2020 | 1Q21 | 2Q21 | 3Q21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 7,278 | 8,014 | 9,021 | 9,155 | 9,548 | 9,918 | 10,173 |
| Current assets | 5,118 | 5,882 | 6,384 | 6,581 | 6,956 | 7,161 | 7,390 |
| Non-current assets | 2,160 | 2,132 | 2,637 | 2,574 | 2,592 | 2,757 | 2,783 |
| Liabilities | 1,558 | 1,865 | 2,296 | 2,296 | 2,669 | 2,834 | 2,805 |
| Current liabilities | 1,325 | 1,575 | 1,698 | 1,721 | 2,059 | 2,167 | 2,167 |
| Non-current liabilities | 233 | 290 | 598 | 575 | 610 | 667 | 638 |
| Equity | 5,720 | 6,149 | 6,725 | 6,859 | 6,879 | 7,084 | 7,368 |
| Capital stock | 39 | 39 | 39 | 39 | 39 | 39 | 39 |
| Cash \& Cash equivalents | 2,925 | 3,672 | 3,831 | 4,194 | 4,413 | 4,430 | 4,621 |
| Debts \& Borrowings | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| CAPEX | 186 | 276 | 379 | 275 | 47 | 85 | 114 |
| D \& A | 333 | 308 | 441 | 451 | 109 | 109 | 112 |
| EPS(KRW) | 6,854 | 8,134 | 9,517 | 5,732 | 2,016 | 2,057 | 2,493 |
| ROE(\%) | 9.6\% | 10.6\% | 11.4\% | 6.5\% | - | - | - |
| DPS(KRW) | 2,000 | 2,000 | 2,400 | 2,400 | - | - | - |
| Payout ratio | 29.2\% | 24.6\% | 25.2\% | 41.9\% | - | - | - |


[^0]:    * MES (Manufacturing Execution System), EHS (Environment, Health, Safety)

