

Samsung SDS 2014 **Earnings Release** 



January 2015

#### **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 audit on our FY 2014 financial results is completed. The audit outcomes may cause some parts of this document to change.

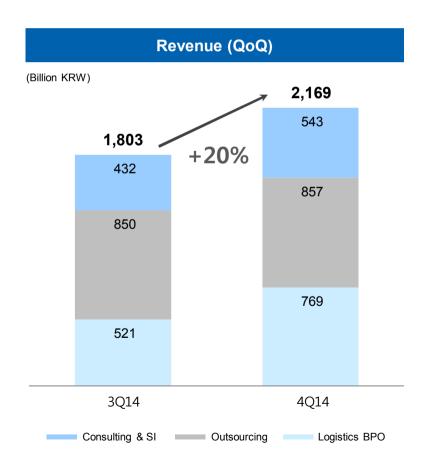
This document contains "forward-looking statements" – that is, statements related to future, not past, events. In this context, "forward-looking statements" often address our expected future business and financial performance, and often contain words such as "expects", "anticipates", "intends", "plans", "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.

#### **4Q14 Results**

 Revenue increased 20% QoQ due to increased logistics trading volume on peak season and increased revenue of IT services with Samsung Group companies



(Billion KRW)	3Q14	4Q14	QoQ
Revenue	1,803	2,169	20.3%
Gross profit	307	366	19.2%
Gross profit margin	17.0%	16.9%	-0.1p
Operating profit	131	187	42.2%
Operating profit margin	7.3%	8.6%	+1.3p
Profit before income tax	146	184	26.1%
Net profit	97	135	38.8%
Profit attributable to owners of the Company	91	130	42.7%
Net profit margin	5.0%	6.0%	+1.0p

## FY 2014 Results

- Revenue increased 12% YoY due to expansion of Logistics BPO business and merger of Samsung SNS
- Operating profit increased 17% YoY due to decrease of expenses

Revenue (YoY)						
(Billion Kl	RW)		7,898			
	7,047 -	+12%	2,136			
	2,000	T12/0				
			3,358			
	3,211					
			2,404			
	1,836					
	2010		2011			
	2013		2014			
	Consulting & SI	Outsourcin	g Logistics	BPO		

(Billion KRW)	2013	2014	YoY
Revenue	7,047	7,898	12.1%
Gross profit	1,132	1,293	14.2%
Gross profit margin	16.1%	16.4%	+0.3p
Operating profit	506	593	17.4%
Operating profit margin	7.2%	7.5%	+0.3p
Profit before income tax	498	637	28.1%
Net profit	326	434	33.2%
Profit attributable to owners of the Company	312	413	32.2%
Net profit margin	4.4%	5.2%	+0.8p

### **Revenue & Operating Profit**

(Billion KRW)	4Q14	3Q14	QoQ	4Q13	YoY	2014	2013	YoY
Revenue	2,169	1,803	+20.3%	2,045	+6.0%	7,898	7,047	+12.1%
IT Services	1,400	1,282	+9.2%	1,426	-1.9%	5,494	5,211	+5.4%
- Consulting & SI	543	432	+25.8%	583	-6.8%	2,136	2,000	+6.8%
- Outsourcing	857	850	+0.8%	843	+1.6%	3,358	3,211	+4.6%
Logistics BPO	769	521	+47.7%	619	+24.3%	2,404	1,836	+30.9%
Operating profit	187	131	+42.2%	135	+38.5%	593	506	+17.4%
IT Services	168	125	+33.3%	135	+24.6%	546	483	+13.2%
Logistics BPO	19	6	+239%	0	+4,725%	47	23	+105%
Operating profit margin	8.6%	7.3%	+1.3p	6.6%	+2.0p	7.5%	7.2%	+0.3p
IT Services	12.0%	9.8%	+2.2p	9.4%	+2.6p	9.9%	9.3%	+0.6p
Logistics BPO	2.5%	1.1%	+1.4p	0.1%	+2.4p	2.0%	1.3%	+0.7p

# Income Statement

	0040	2014					
(Billion KRW)	2013	Q1	Q2	Q4	FY14		
Revenue	7,047	1,867	2,059	1,803	2,169	7,898	
Consulting & SI	2,000	572	589	432	543	2,136	
Outsourcing	3,211	810	841	850	857	3,358	
Logistics BPO	1,836	485	629	521	769	2,404	
Gross profit	1,132	285	334	307	366	1,293	
Gross profit margin	16.1%	15.3%	16.2%	17.0%	16.9%	16.4%	
SG&A	626	182	162	176	179	699	
Operating profit	506	102	173	131	187	593	
Operating profit margin	7.2%	5.5%	8.4%	7.3%	8.6%	7.5%	
IT Services	483	96	157	125	168	546	
Logistics BPO	23	6	16	6	19	47	
Profit before income tax	498	115	192	146	184	637	
Income tax expense	171	39	66	49	49	203	
Net profit	326	76	126	97	135	434	
Profit attributable to owners of the Company	312	72	120	91	130	413	
Net profit margin	4.4%	3.9%	5.8%	5.0%	6.0%	5.2%	

### Statement of Financial Position

(Billion KRW)	2012	2013	3Q14	2014
Current assets	2,283	2,929	3,280	3,228
Cash and cash equivalents <sup>1</sup>	815	1,071	1,606	1,651
Trade receivables	858	1,095	898	884
Other current assets	610	763	776	693
Non-current assets	2,182	2,371	2,295	2,318
Investments in associates	164	140	63	65
PP&E	1,000	1,059	1,086	1,138
Intangible assets	907	1,057	1,019	1,010
Other non-current Assets	111	115	127	106
Total assets	4,465	5,300	5,575	5,546
Liabilities	1,220	1,417	1,459	1,332
Debts & Borrowings	41	53	24	20
Trade payables	383	384	343	362
Other payables & Accrued expenses	396	446	512	447
Advance received & Withholdings	196	281	216	199
Other liabilities	204	253	364	304
Equity	3,245	3,883	4,116	4,214
Common stock	36	39	39	39
Retained earnings	2,362	2,656	2,920	3,050
Share premium & Other reserves	847	1,188	1,157	1,125
Total liabilities and equity	4,465	5,300	5,575	5,546





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