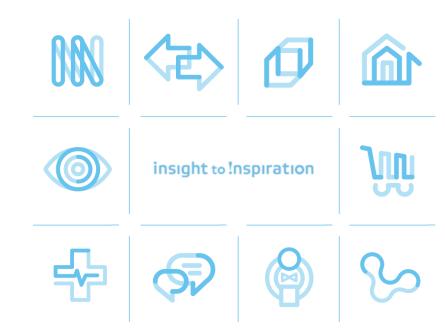
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# Samsung SDS 2Q16 Earnings Release



July 2016







#### 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 2Q16 financial results is 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.

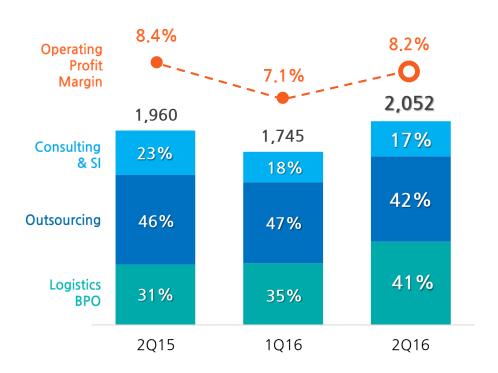
### **2Q16 Results**

- ▶ Revenue increased by 17.6% QoQ to 2,052 billion KRW
  - IT Services revenue increased by 7.9% due to higher IT spending of clients and improved solutions business

(Billion KRW)

- Logistics BPO revenue increased by 35.3% due to increase in trading volume and expansion of sales logistics services
- ▶ Operating profit 168 billion KRW, operating profit margin 8.2%
  - Operating profit margin increased by 35.2% as a result of cost reduction

						(DIIIIOH KIKVV)
		2Q16	1Q16	QoQ	2Q15	YoY
Revenue		2,052	1,745	+17.6%	1,960	+4.7%
Operating profit		168	125	+35.2%	164	+2.9%
	(%)	8.2%	7.1%	+1.1%p	8.4%	-0.2%p
	rofit before come tax	190	188	+0.7%	181	+4.8%
Net profit		136	136	+0.1%	126	+8.4%
	(%)	6.6%	7.8%	-1.2%p	6.4%	+0.2%p



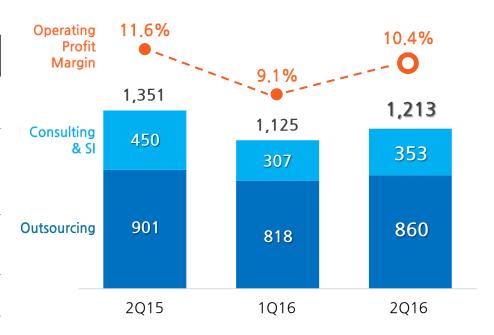
#### **2Q16 Results IT Services**

- ▶ Revenue increased by 7.9% QoQ to 1,213 billion KRW
  - Consulting & SI revenue increased by 15.2% due to higher IT spending of clients and improved solution business
  - Outsourcing revenue increased by 5.1% due to expansion in new business such as cloud services

(Rillion KR\M)

- ▶ Operating profit 127 billion KRW, operating profit margin 10.4%
  - Operating profit increased by 24.1% due to revenue growth and cost reduction

						Billion KRVV)
		2Q16	1Q16	QoQ	2Q15	YoY
Revenue		1,213	1,125	+7.9%	1,351	-10.2%
	Consulting & SI	353	307	+15.2%	450	-21.4%
	Outsourcing	860	818	+5.1%	901	-4.5%
Operating profit		127	102	+24.1%	157	-19.2%
	(%)	10.4%	9.1%	+1.4%p	11.6%	-1.2%p



#### **2Q16 Results** Logistics BPO

- ► Revenue increased by 35.3% QoQ to 839 billion KRW
  - Revenue increased due to increase in trading volume of client's IT products and expansion of sales logistics services in North America
- ▶ Operating profit 42 billion KRW, operating profit margin 5.0%
  - Operating profit increased by 86.3% due to cost reduction and increased trading volume by air

				1		(Billion KRW)				5.0%
		2Q16	1Q16	QoQ	2Q15	YoY	Operating	1.1%	3.6%	0
Revenue		839	620	+35.3%	609	+37.8%	Profit Margin	609	620	839
	perating rofit	42	22	+86.3%	7	+517%	Logistics BPO			
	(%)	5.0%	3.6%	+1.4%p	1.1%	+3.8%p		2Q15	1Q16	2Q16

#### **Income Statement**

				2015			2016		
(Bill	ion KRW)	1Q	2Q	3Q	4Q	FY15	1Q	2Q	
Rev	venue	1,916	1,960	1,874	2,105	7,854	1,745	2,052	
C	OGS	1,620	1,623	1,572	1,746	6,561	1,430	1,689	
Gro	oss profit	296	336	302	359	1,293	315	363	
	Margin (%)	15.5%	17.1%	16.1%	17.1%	16.5%	18.1%	17.7%	
SC	5&A	166	172	181	185	704	190	195	
Ор	erating profit	130	164	120	174	588	125	168	
	Margin (%)	6.8%	8.4%	6.4%	8.3%	7.5%	7.1%	8.2%	
	on-operating ain & loss	11	17	32	1	61	63	21	
Pro	ofit before income tax	141	181	152	175	649	188	190	
In	come tax expense	48	55	43	33	179	52	54	
Ne	t profit	93	126	110	141	470	136	136	
	Margin (%)	4.9%	6.4%	5.8%	6.7%	6.0%	7.8%	6.6%	

## **Revenue & Operating Profit by Business Segment**

				2015			2016		
(Bil	lion KRW)	1Q	2Q	3Q	4Q	FY15	1Q	2Q	
Re	venue	1,916	1,960	1,874	2,105	7,854	1,745	2,052	
	IT Services	1,272	1,351	1,224	1,401	5,248	1,125	1,213	
	- Consulting & SI	455	450	385	426	1,716	307	353	
	- Outsourcing	817	901	839	975	3,532	818	860	
	Logistics BPO	644	609	650	704	2,606	620	839	
Op	perating profit	130	164	120	174	588	125	168	
	IT Services	120	157	106	162	545	102	127	
	Logistics BPO	10	7	14	12	43	22	42	
Op	perating margin rate	6.8%	8.4%	6.4%	8.3%	7.5%	7.1%	8.2%	
	IT Services	9.5%	11.6%	8.7%	11.6%	10.4%	9.1%	10.4%	
	Logistics BPO	1.6%	1.1%	2.2%	1.6%	1.6%	3.6%	5.0%	

#### **Statement of Financial Position**

(Billion KRW)	2013	2014	2015	1Q16	2Q16
Assets	5,300	5,546	6,332	6,245	6,435
Current assets	2,929	3,228	3,845	3,870	4,130
Non-current assets	2,371	2,318	2,487	2,375	2,305
Liabilities	1,417	1,332	1,555	1,380	1,440
Current liabilities	1,220	1,118	1,390	1,190	1,217
Non-current liabilities	197	214	165	190	223
Equity	3,883	4,214	4,777	4,865	4,995
Common stock	39	39	39	39	39
Cash & cash equivalents*	1,071	1,651	1,951	1,929	2,149
Debts & borrowings	53	20	11	11	20
Depreciation & amortization	364	397	390	92	92
CAPEX	302	407	467	48	36

<sup>\*</sup> Including short-term financial instruments

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