

Samsung C&T 3Q 2016 Earnings Release

October 2016

- 1. Samsung C&T 3Q Results
- 2. Analysis by segment
- Appendix. Financial Statement Key Highlights



The figures in this document are consolidated earnings estimates based on K-IFRS.

This pro forma document was prepared before the release of the external auditor's report and contains financial information for investor's convenience. Please be advised that the following figures are estimates that may differ with the final result.

1. Samsung C&T 3Q Results (K-IFRS Consolidated)

(Unit: KRW Billion)

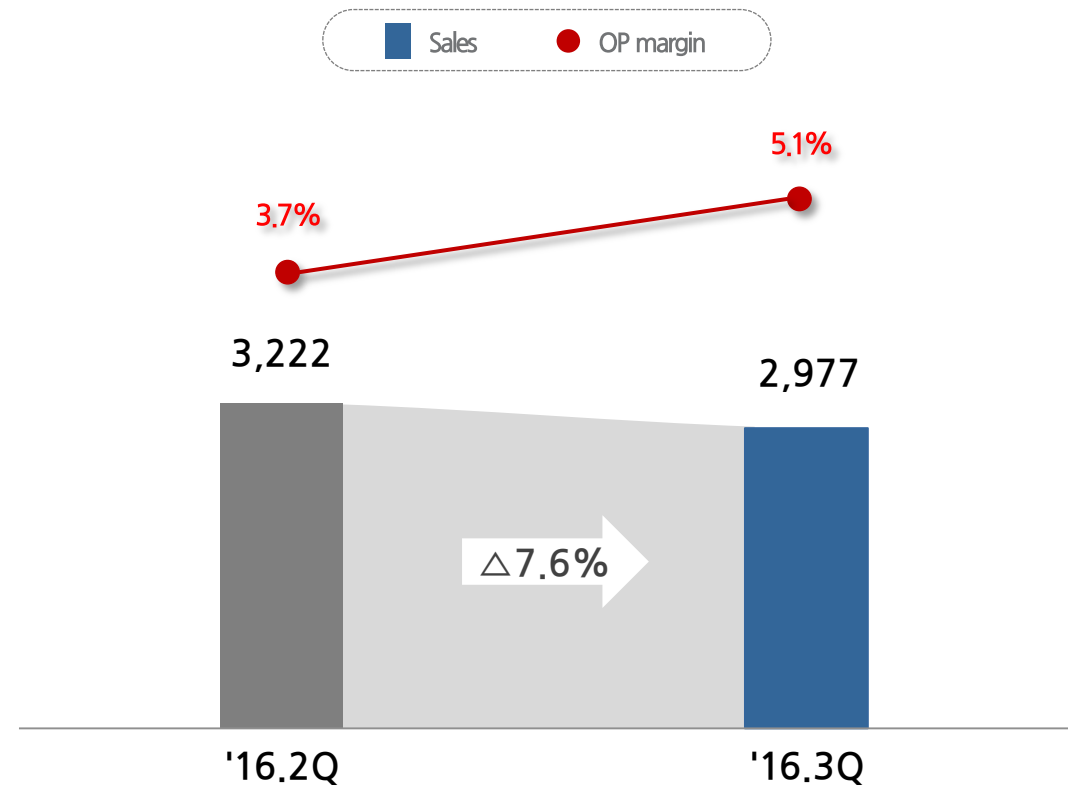
	'16.3Q	'16.2Q	Change
Sales	6,622	7,051	△429
Construction	2,977	3,222	△245
Trading	2,543	2,687	△144
Fashion	390	439	△49
Resort *	659	656	+3
BIO(L)	53	47	+6
Operating profit	187	177	+10
Construction	153	118	+35
Trading	13	11	+2
Fashion	△14	1	△15
Resort *	60	60	-
BIO(L)	△25	△13	△12
Pre-tax profit	299	187	+112
Net profit	145	135	+10

* Resort : Leisure + Food & Beverage

2. Analysis by segment : Construction

(Unit: KRW Billion)

	'16.3Q	'16.2Q	Change
Sales	2,977	3,222	△245
Building	1,154	1,064	+90
Civil	551	616	△65
Plant	798	1,015	△217
Resident	417	491	△74
Domestic	1,453	1,458	△5
Overseas	1,524	1,764	△240
Gross profit	333	300	+33
OP profit	153	118	+35



- Sales fell due to the impacts of some overseas projects nearing completion. However profit rose owing to the normalized progress of domestic and overseas projects including semiconductor fab and power projects.

2. Analysis by segment : Construction (New orders)

New order performance

(Unit: KRW Billion)

	'16.3Q	'16 forecast
Total	6,630	10,650
Building	3,353	6,450
Residential	566	850
Civil	1,698	1,830
Plant	1,013	1,520
Domestic	2,628	5,100
Overseas	4,002	5,550

※ Note: Figures of Landscaping not included ('16 plan KRW150.0bn/3Q Result KRW122.7bn)

Order backlog

(Unit: KRW Billion)

	'15 End	'16.3Q	Change(%)
Total	41,605	35,448	△14.8
Building	7,815	6,432	△17.7
Residential	13,029	12,333	△5.3
Civil	8,618	6,823	△20.8
Plant	12,143	9,860	△18.8
Domestic	22,009	18,852	△14.3
Overseas	19,596	16,596	△15.3

2016 Major new orders

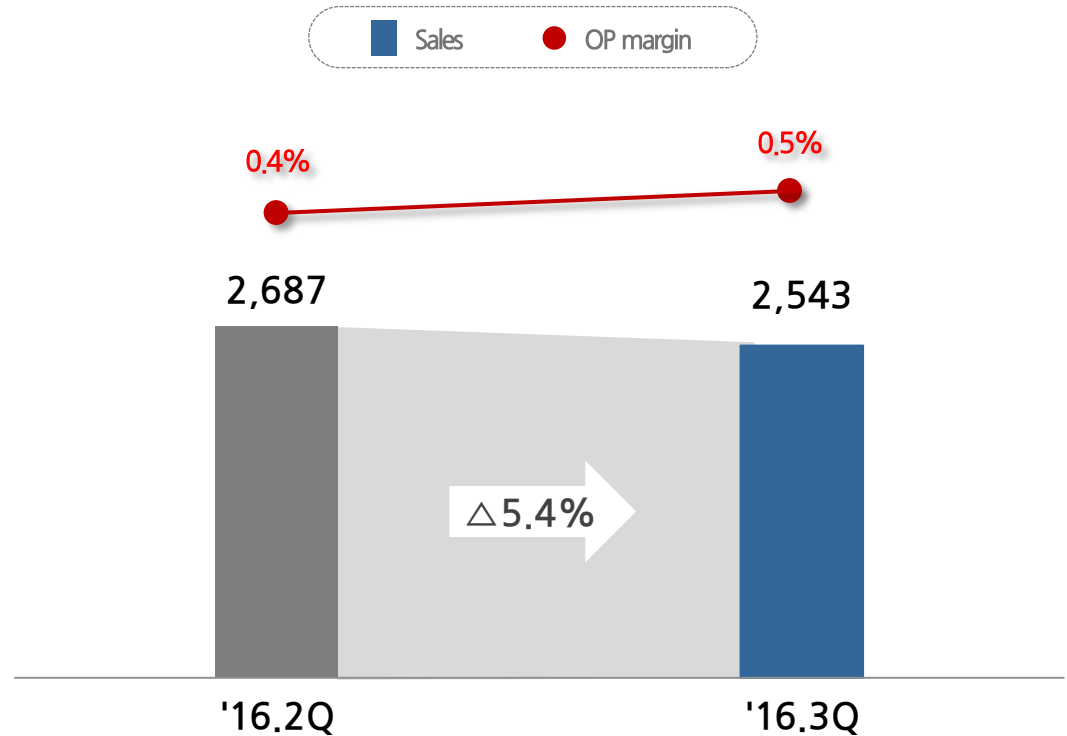
(Unit : KRW Billion)

	Project name	Amount
O V E R S E A S	· (VN) SDC Module 3	987
	· (SG) Thomson East Coast Line T313	709
	· (CA) Site C	546
	· (SG) State Courts	373
	· (HK) Ground Improvement PJT for HK Int'l Airport	278
	· (GB) Tees Renewable Energy Plant	249
	· (MY) Supra HQ	235
D O M E S T I C	· Gangneung Coal-fired Steam Plant	630
	· Hwaseong Semiconductor (Line 17)	330
	· Pyeongtaek Semiconductor	216
	· Busan Yeonji 2 Redevelopment	203
	· Imun 1 Redevelopment	150

2. Analysis by segment : Trading

(Unit: KRW Billion)

	'16.3Q	'16.2Q	Change
Sales	2,543	2,687	△144
Chemical	808	839	△31
Steel	822	858	△36
Energy & Minerals	528	699	△171
Living Industrial and others	385	291	+94
Gross profit	247	209	+38
OP profit	13	11	+2



- Sales decreased mainly due to declined trading volume of energy and minerals. However profit rose driven by improvements of textile infrastructure and palm farming businesses.

2. Analysis by segment : Fashion, Resort, Bio

Fashion

(Unit: KRW Billion)

	'16.3Q	'16.2Q	Change
Sales	390	439	△49
OP Profit	△14	1	△15

Resort

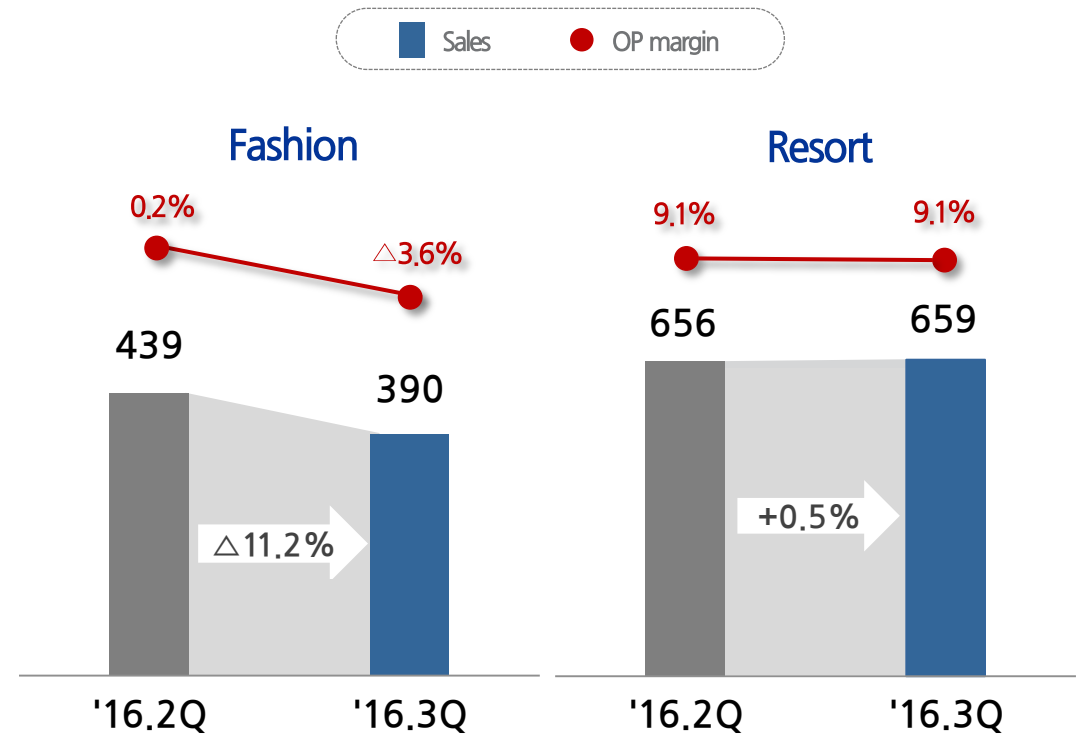
(Unit: KRW Billion)

	'16.3Q	'16.2Q	Change
Sales	659	656	+3
Leisure	201	210	△9
F&B	458	446	+12
OP Profit	60	60	-
Leisure	42	21	+21
F&B	18	39	△21

Bio

(Unit: KRW Billion)

	'16.3Q	'16.2Q	Change
Sales	53	47	+6
OP Profit	△25	△13	△12



- Sales fell QoQ due to fashion's low season(SS) but is in a recovery trend from a year earlier.
- Leisure posted increased profit as it entered into its peak season. Profit from F&B fell caused by the lower catering demand in the summer season.
- Bio's sales grew following the expansion of plant 2 trial operation.

Appendix. Income statement (K-IFRS Consolidated)

(Unit: KRW Billion)

	'16.3Q	'16.2Q	Change
Sales	6,622	7,051	△429
Gross profit	951	928	+23
SG&A	764	752	+12
Operating profit	187	177	+10
Non-operating profit	136	68	+68
Financial profit	22	△29	+51
Equity method investments	△45	△29	△16
Pre-tax profit	299	187	+112
Net profit	145	135	+10

※ Statement of financial position

(Unit: KRW Billion)

	'16.3Q	'16.2Q	Change
Assets	40,359	40,572	△213
Current	10,575	11,931	△1,356
└ Cash & Cash Equivalent	2,082	2,614	△532
Non current	29,784	28,641	+1,143
Liabilities	22,252	23,441	△1,189
Current	13,730	15,345	△1,615
Non current	8,522	8,096	+426
*Total debt	6,743	7,531	△788
Equity	18,107	17,131	+976
Controlling	16,459	15,434	+1,025
Non controlling	1,648	1,697	△49
Debt/Equity(%)	123%	137%	△14%p

