

Investor Relations 2019. 10. 31

2019 3Q Earnings Results [Interim]

■ 3Q Business Performance

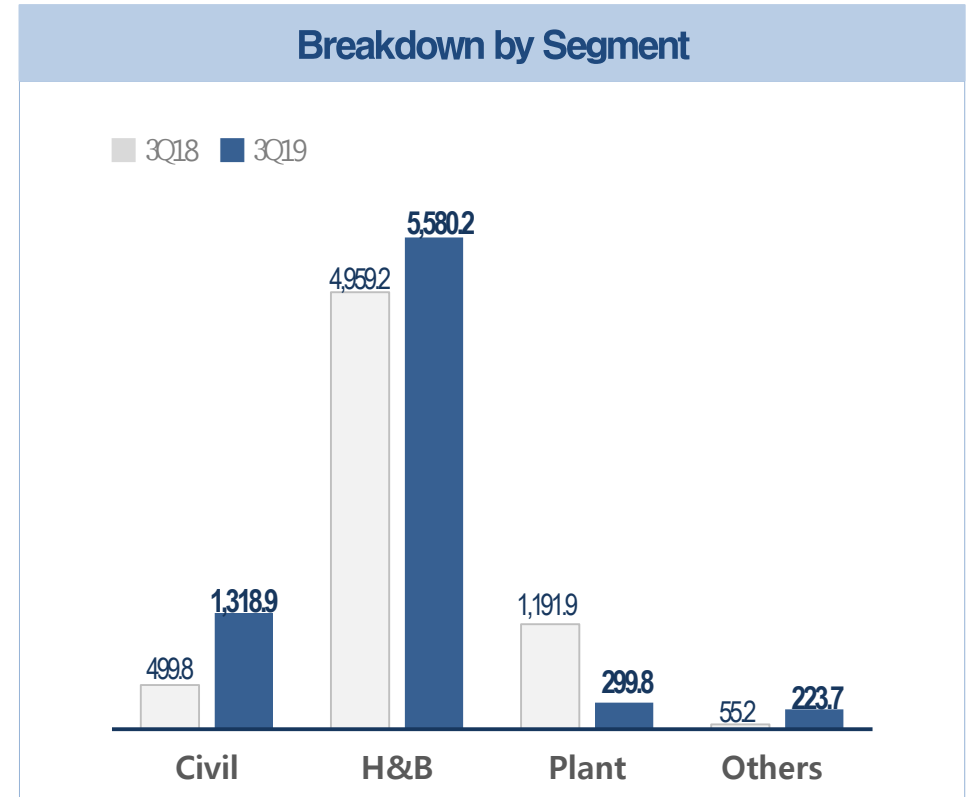
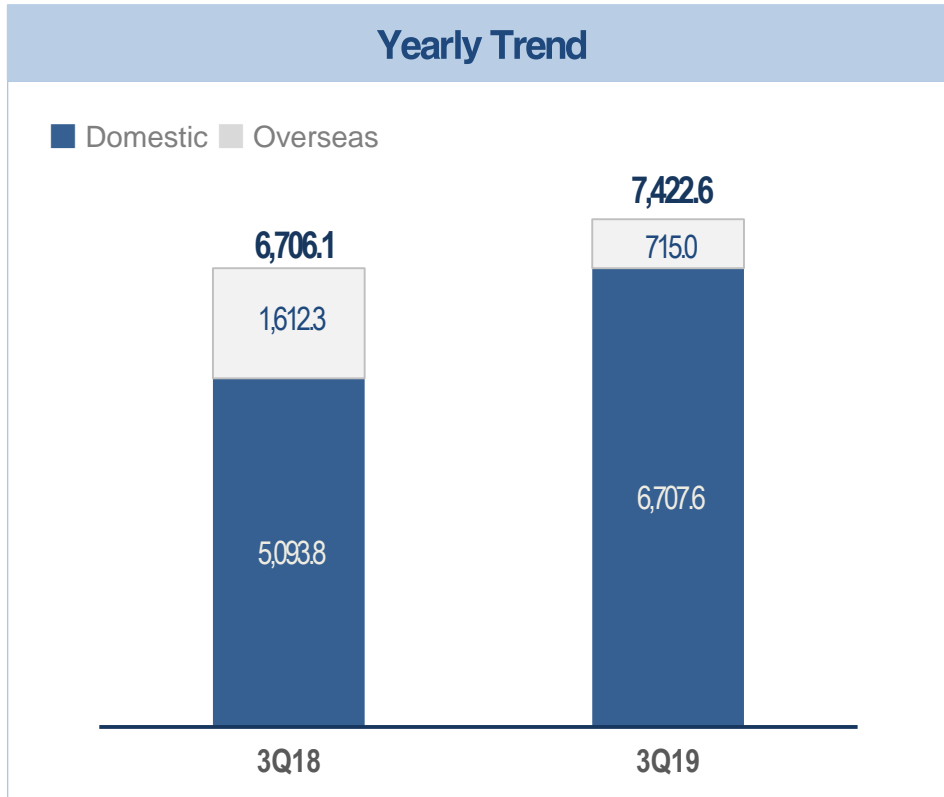
1. New Orders
2. Order Backlogs
3. Sales Revenue
4. Gross Profit
5. Operating Profit
6. Summary of Financial Statement

■ 2019 Management Plan and Semi-annual Achievement

1. New Orders
2. Sales Revenue
3. Housing pre-sale achievement rates (Sep.)
4. Housing pre-sale performance and planning
 - ※ Appendix. Current status of overseas orders

1. New Orders

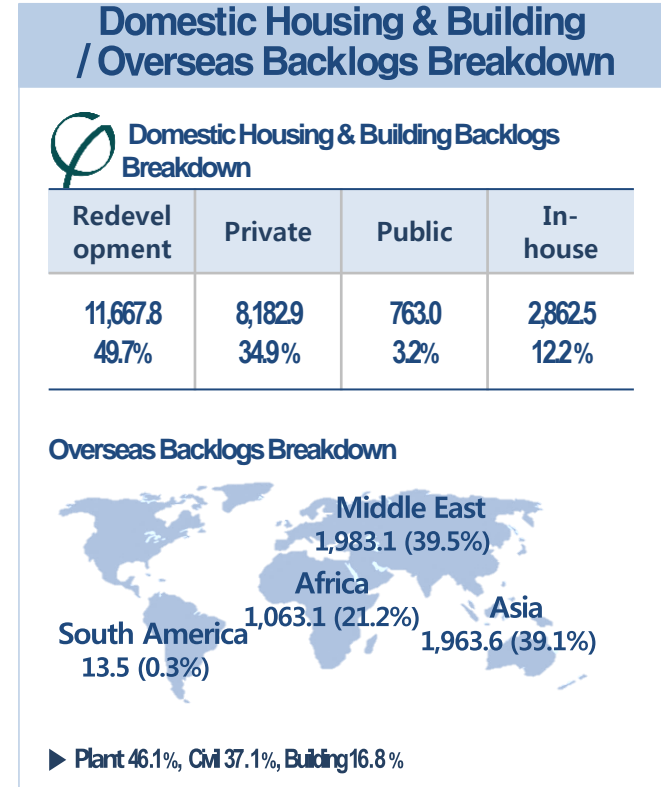
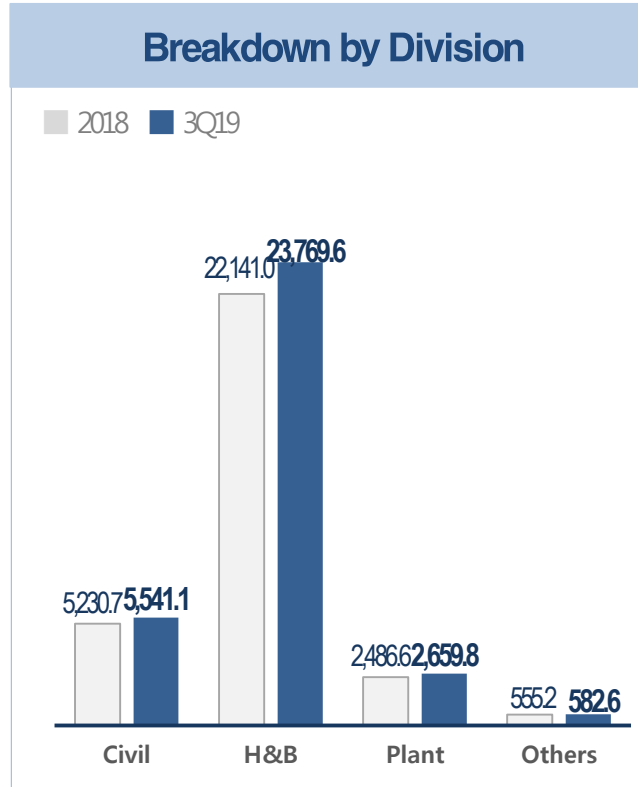
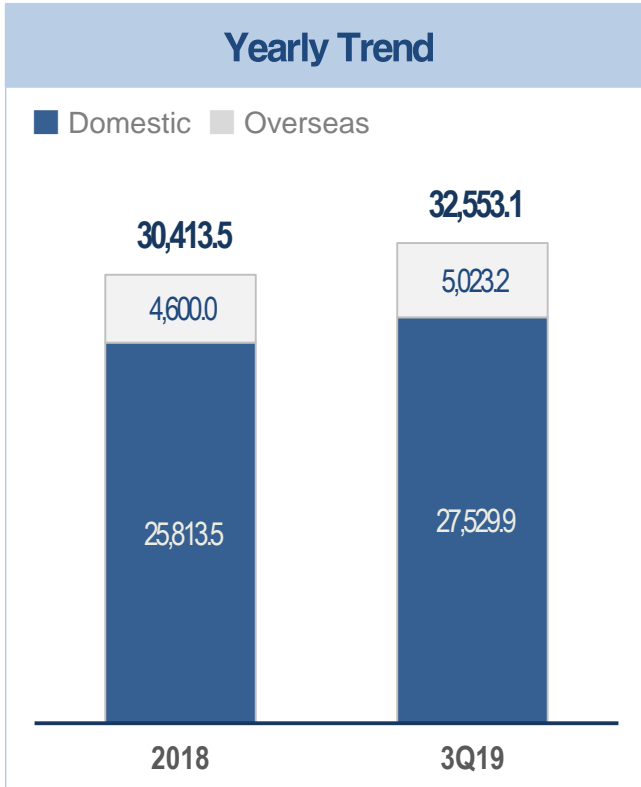
[Unit – Wbn]



*H&B : Housing & Building *Others : Subsidiaries & etc.

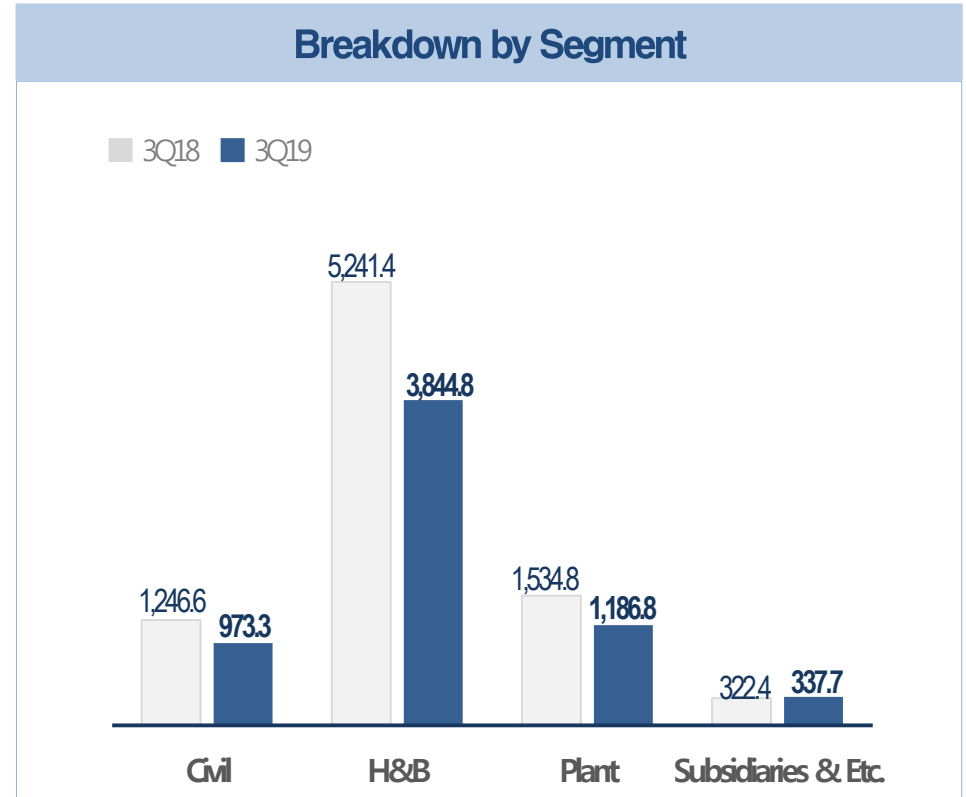
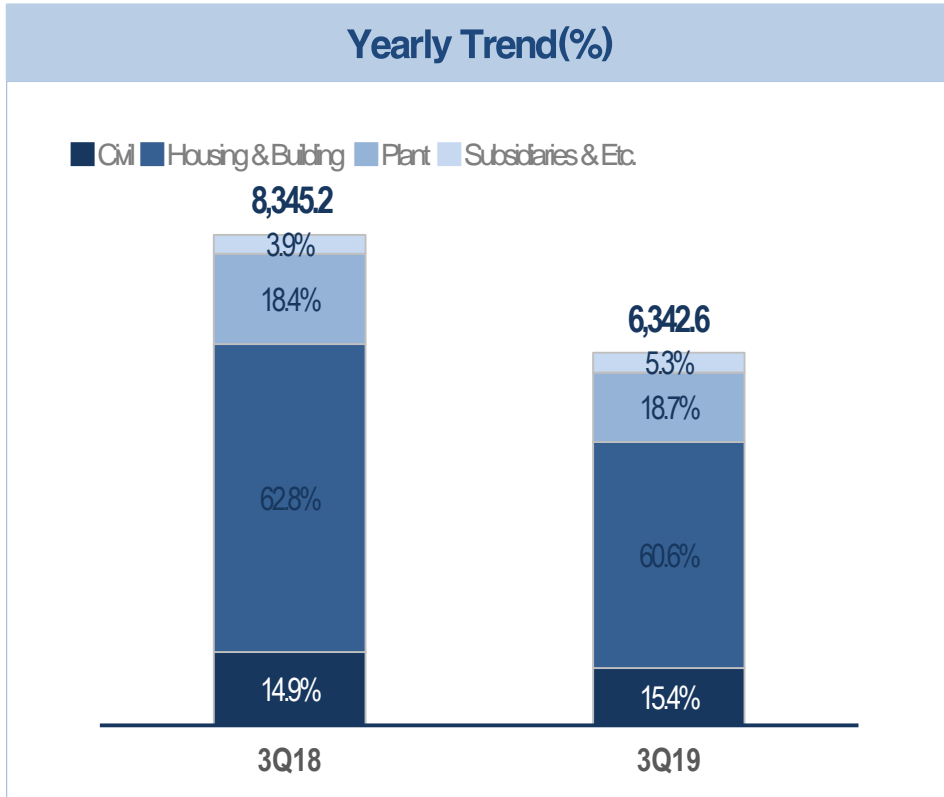
2. Order Backlogs

[Unit – Wbn]



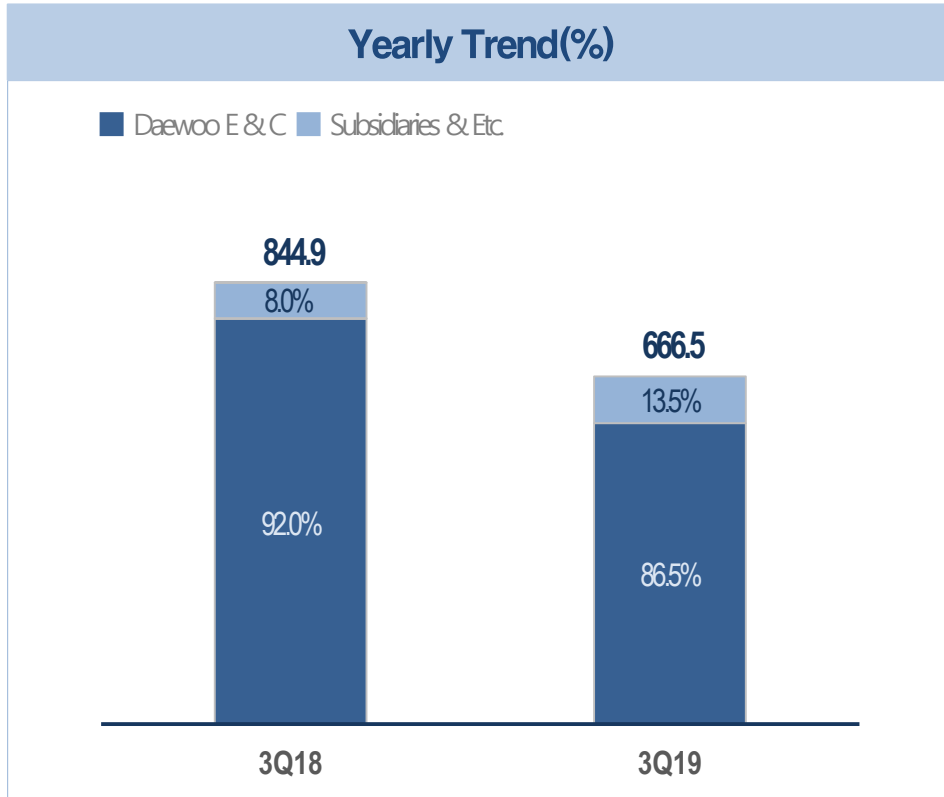
3. Sales Revenue

[Unit – Wbn]



4. Gross Profit

[Unit – Wbn]

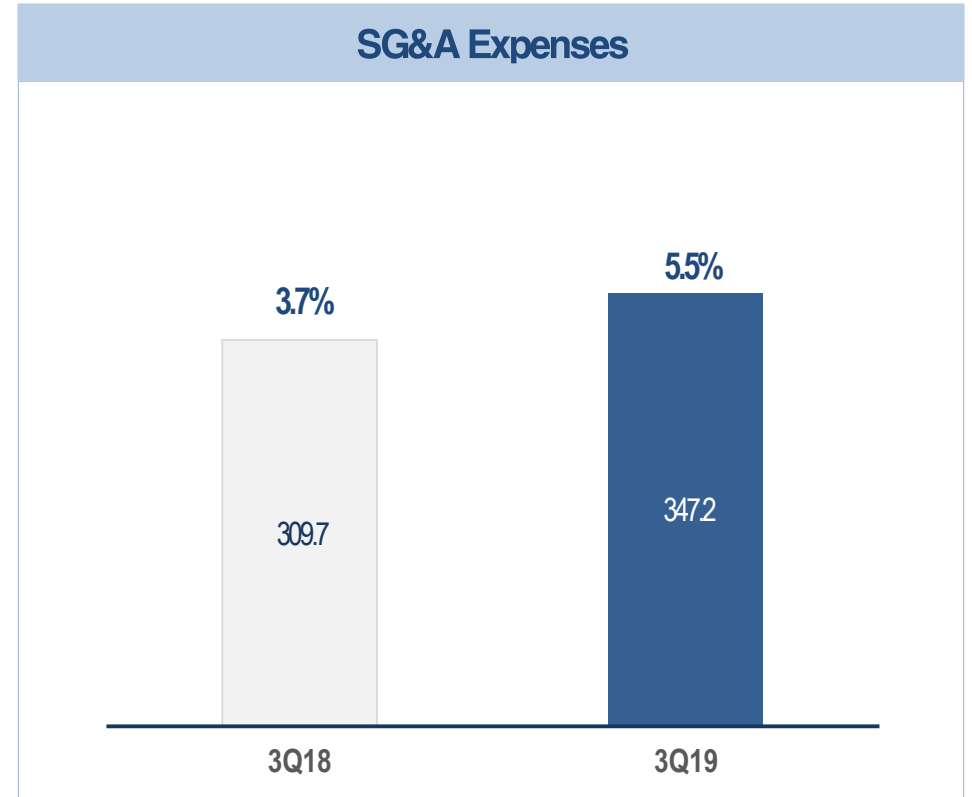
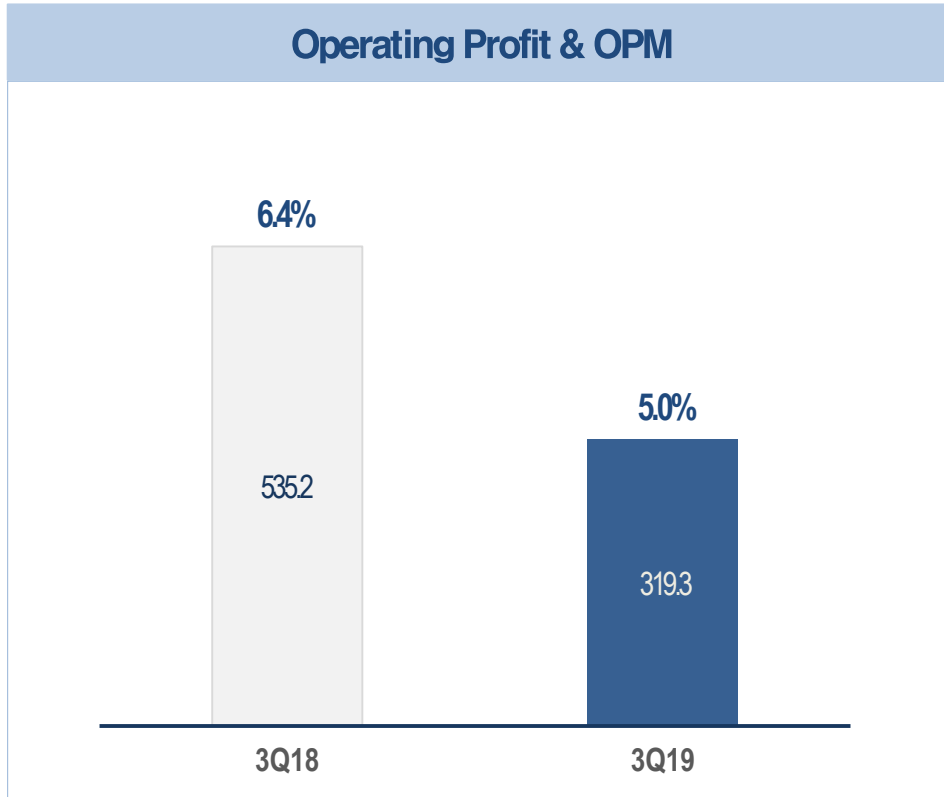


Breakdown by Segment

Div.	3Q18		3Q19	
Civil	53.3	43 %	9.1	09 %
Housing & Building	750.2	143 %	541.3	141 %
Plant	-25.5	-17 %	26.4	22 %
Subsidiaries & Etc.	66.9	208 %	89.7	266 %
Total	844.9	101 %	666.5	105 %

5. Operating Profit

[Unit – Wbn]



6. Summary of Financial Statement

[Unit – Wbn]

Summary of Income Statement

Account	3Q18	3Q19
Sales Revenue	8,345.2	6,342.6
Gross Profit (%)	844.9 (10.1%)	666.5 (10.5%)
Operating Profit (%)	535.2 (6.4%)	319.3 (5.0%)
Other Expenses	-78.6	0.1
Net Financial Cost	-58.9	-54.7
Pre-tax Profit	397.7	264.7
Net Profit (%)	265.8 (3.2%)	179.5 (2.8%)

Summary of Balance Sheet

Account	2018	3Q19
Total Asset	8,733.7	9,492.2
Current Asset	5,197.3	5,744.2
Cash & Cash Equivalents	705.8	683.4
Total Liability	6,416.1	6,945.4
Currently Liability	4,844.6	4,673.6
Borrowing	2,146.9	2,340.0
Total Equity	2,317.6	2,546.8
Account	2018	3Q19
Debt Ratio	276.8%	272.7%
PF Loan Guarantee	707.5	417.2
Un-started PF Balance	166.7	86.4

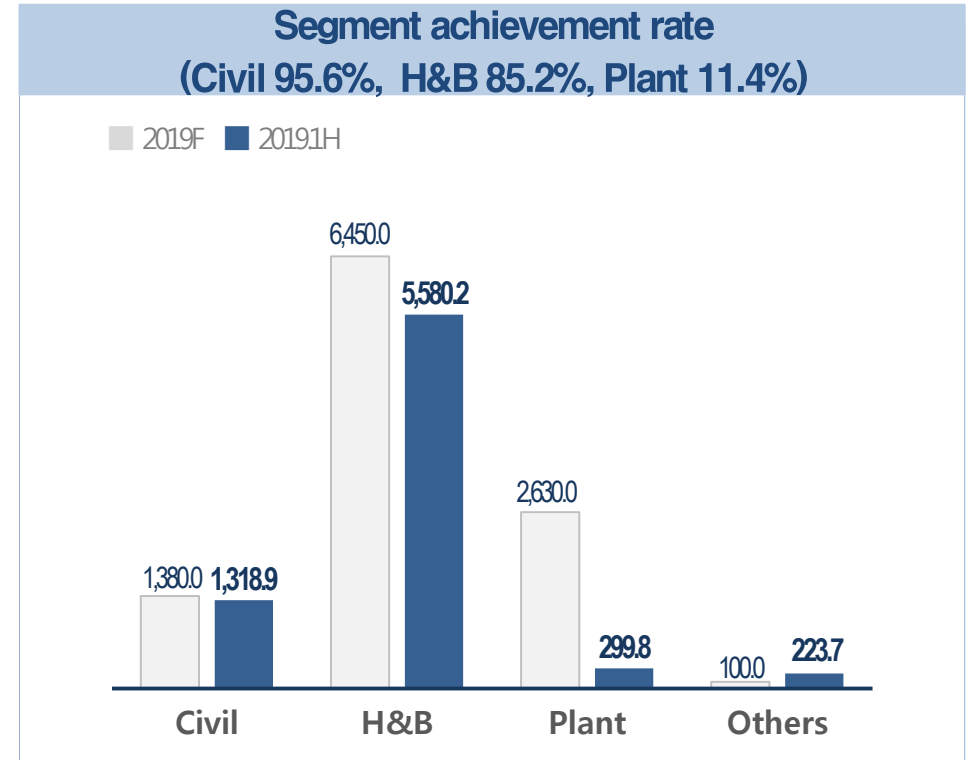
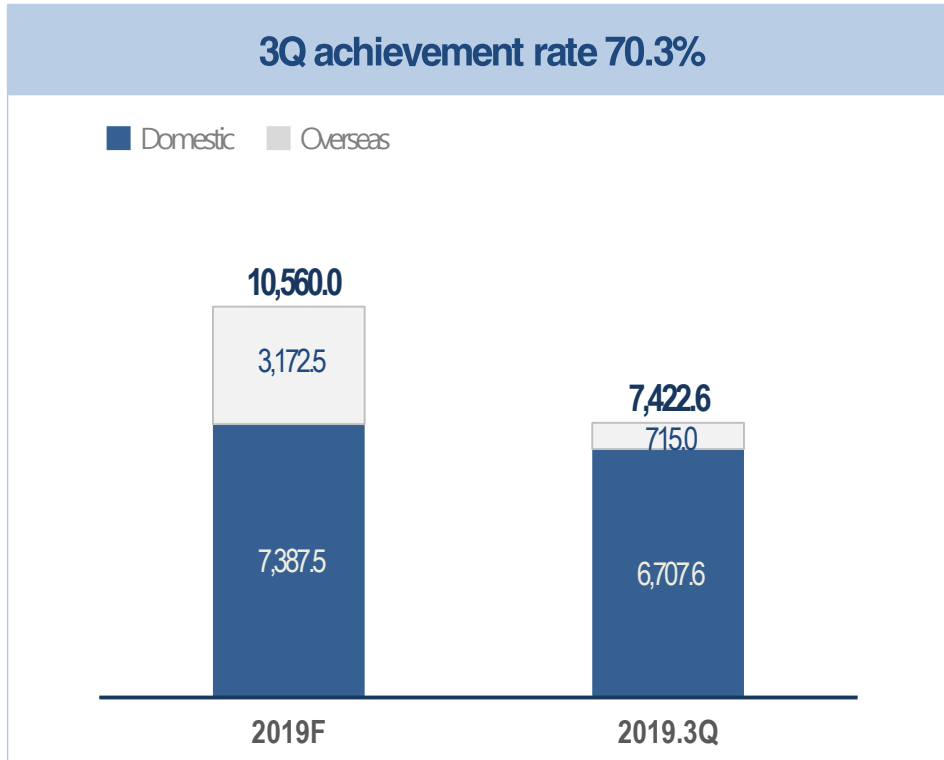


2019 Management plan achievement Status

1. New Orders

- ❖ 3Q (accumulated) orders reached 7,422.6 billion won, +10.7% yoy
- ❖ Achieved quality orders by implementing mid- to long-term vision strategies established in 2018

[Unit – Wbn]

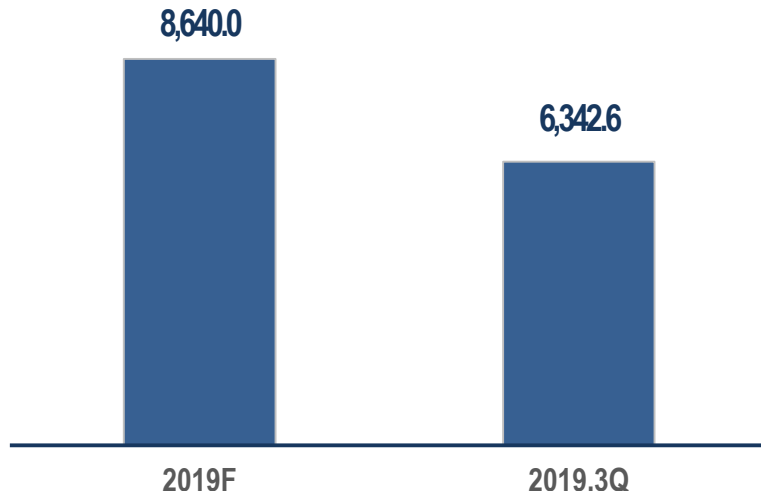


2. Sales Revenue

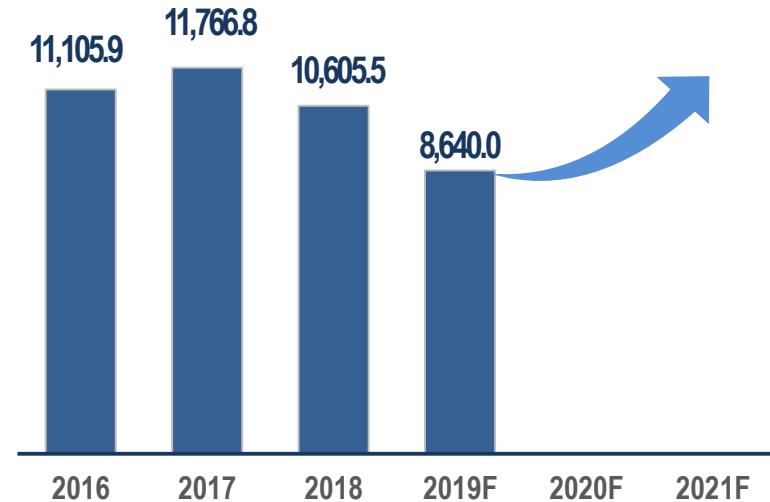
- ❖ Sales have temporarily decreased in 2019 due to delayed presales in 2018 and also by the disclaimer of opinion for the 2016, 3Q
- ❖ Sales growth will continue after 2020

[Unit – Wbn]

3Q achievement percentage 73.4%

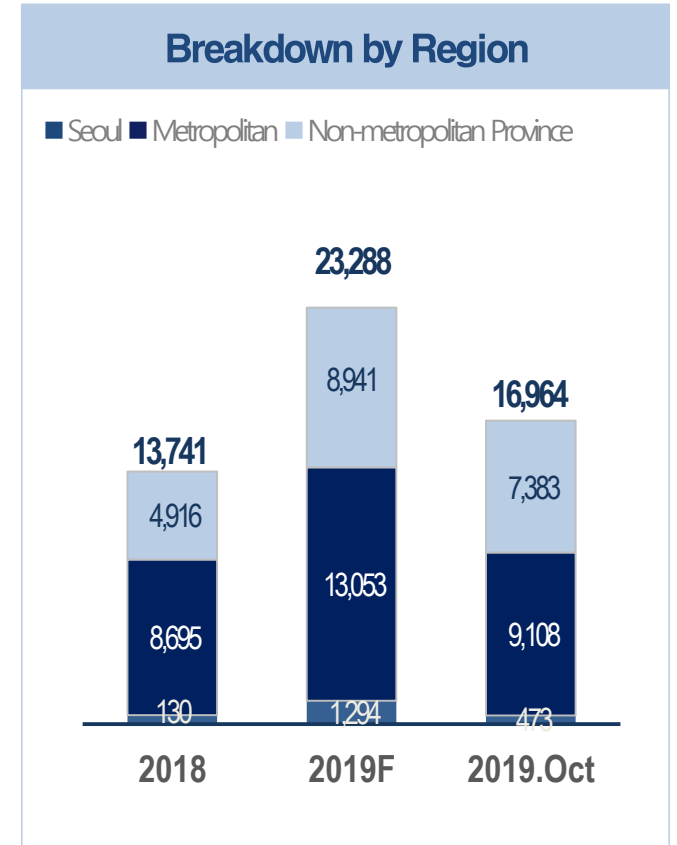
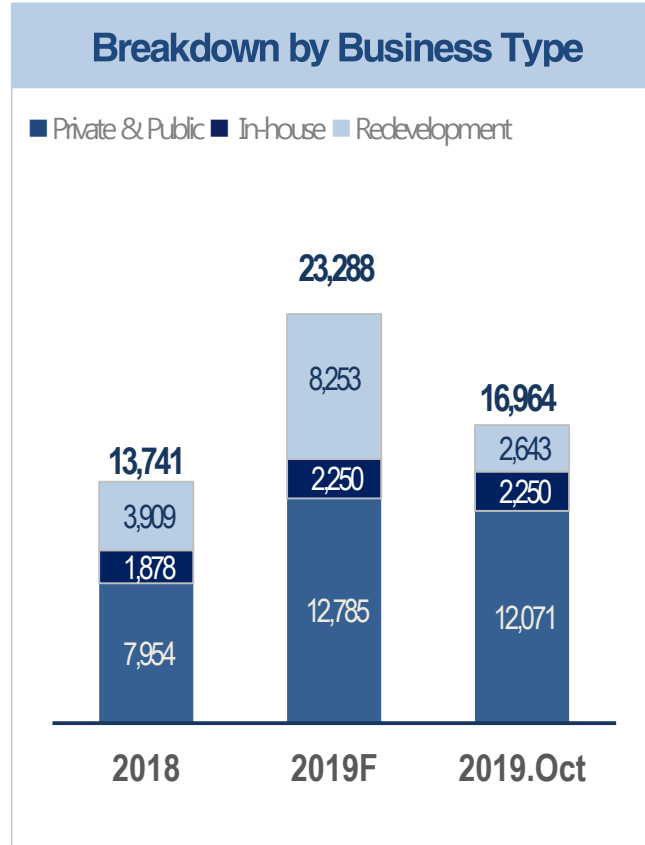
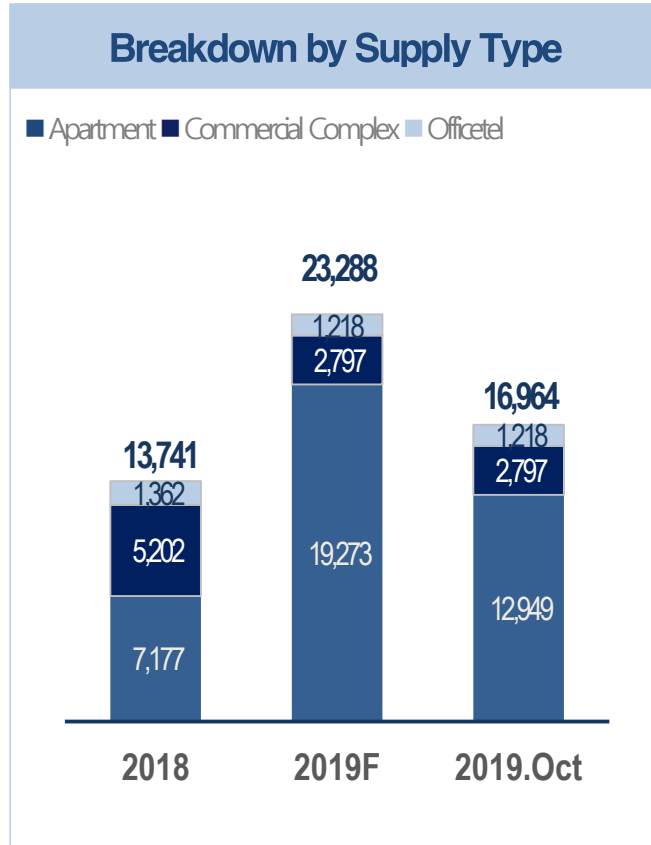


Annual sales trend



3. Housing pre-sale achievement rates (Oct.) 72.8%

[Unit-Household]



4. Housing pre-sale performance and planning

Month	Project name	Supply unit
1	Chuncheon Central Park Prugio	1,556
1	Suwon-station Prugio Xi (for inhabitant)	1,016
2	Tangjeong Gwell Prugio	1,521
2	Pyeongchon Raemian Prugio	332
2	Geomdan Central Prugio	1,540
2	Sinjungdong-station Landmark	1,050
3	Bundang Gwell Prugio	166
3	Suwon-station Prugio Xi	304
3	Gwacheon Jugong 1 apartment complex	1,061
4	Suseong Lake Prugio	500
5	Pyeongchon Raemian Prugio	267
5	Incheon LU1 city 3BL	778
6	Unjeong New town Park	710
6	Daejeon Jungchon dong	820
7	Dasan Package	823
7	Gwacheon Jugong 1 apartment complex	510

Month	Project name	Supply unit
8	Isu Prugio	153
8	Hongje 1 dong Apartment	320
8	Guangyang Seonghuang Doi L3BL	1,140
10	Yeoju Gyodong, etc.	1,249
10	Cheongju Techno A6	1,148
11	Isu Prugio	351
11	Hongje 1 dong Apartment	470
11	Gwangmyung15R District	485
12	Paldal 6 area Redevelopment	1,080
12	Paldal 8 area Redevelopment	1,078
12	Changwon gyobang	844
12	Suseong-gu Jungdong	714
12	Juan 1 area Redevelopment	1,302
-	Total	23,288

Annex. Current status of overseas orders

Business type	Country	Project Name	Project Amount
Plant	Nigeria	NLNG Train #7	U\$ 17 bil.
Plant	Mozambique	Mozambique LNG Area #1	U\$ 5~7 bil.
Plant	Mozambique	Mozambique LNG Area #4	U\$ 5~10 bil.
Plant	Qatar	Qatar North Field Expansion Pkg.1	U\$ 10 bil.
Plant	Algeria	CPF Bir Seba Phase 2	U\$ 4~5 bil.
Plant	Kuwait	Kipic Prize Refinery	Total U\$ 40 bil.
Plant	Vietnam	Dung Quat #2	U\$ 4 bil.
Civil	Iraq	Al Faw Container Terminal Pkg.2	U\$ 5.5 bil.
Civil	Iraq	Khor Al Zubair Immersed Tunnel	U\$ 3.0 bil.
Civil	Indonesia	Kutai Project	U\$ 2.6 bil.
Civil	Singapore	Singapore Jurong Line(J101)	U\$ 3.1 bil.
Civil	Hong Kong	Fanling Bypass Eastern Section	U\$ 0.9 bil.
Civil	India	Djibri-Phullbari	U\$ 2.6 bil.

※ The above estimated amount is based on our companies contract standards.

Thank you

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