

Investor Relations 2021

Daewoo Engineering & Construction

The beginning of a new leap forward

2020 Business Performance and 3 Year Business Plan

Disclaimer

The financial data included is based on K-IFRS consolidated basis and prior to external audit, it is subject to change.

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	2. Sales Revenue

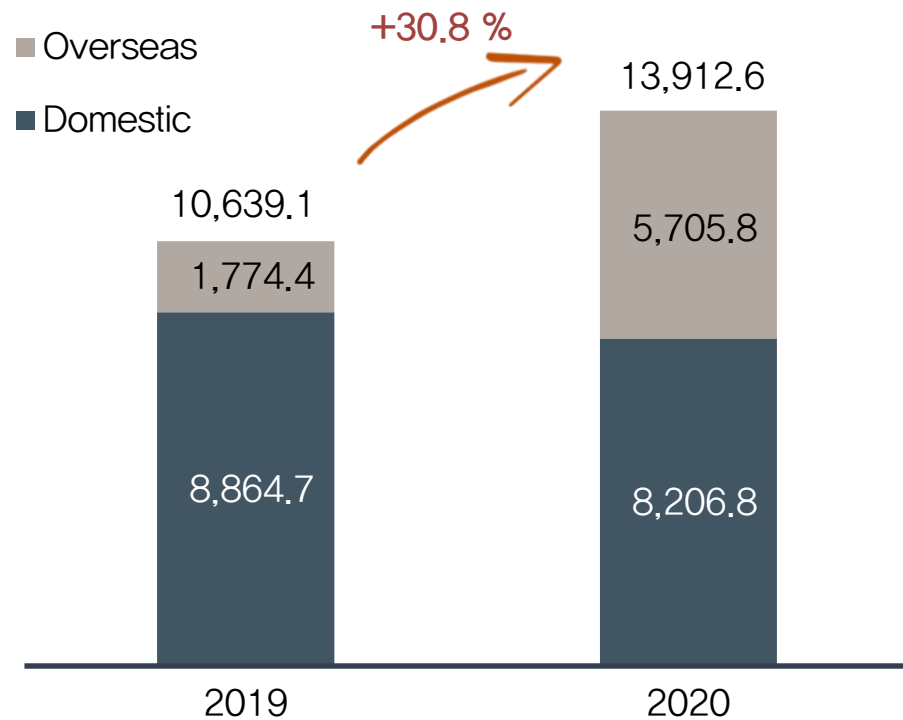
2020 Business Highlights

1. New Orders

- 2020 New orders : 13.9 trillion won (+30.8% yoy)

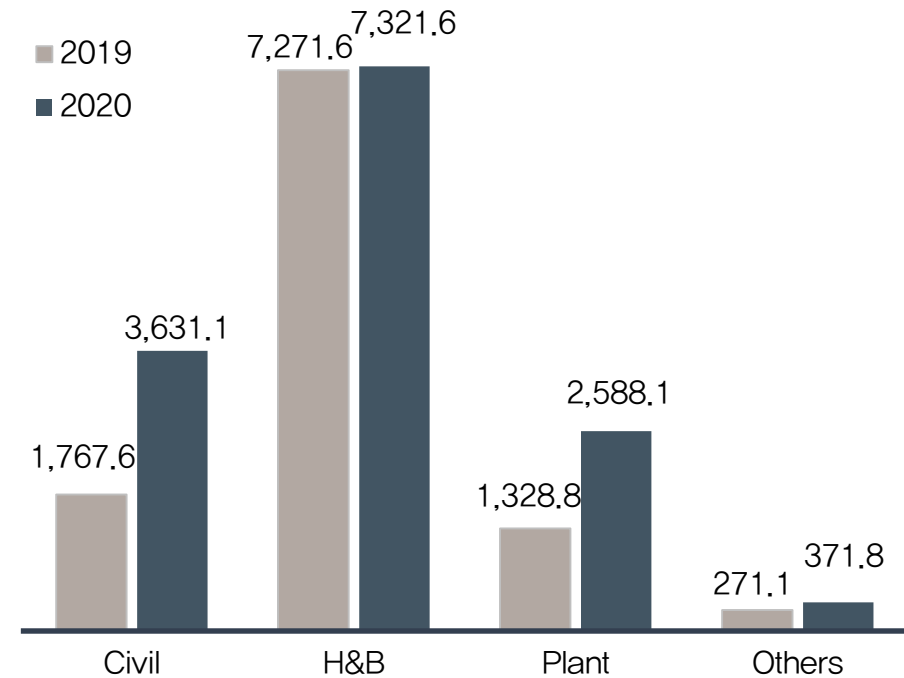
[Unit : KRW Bil.]

Yearly Trend



Breakdown by Business Type

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

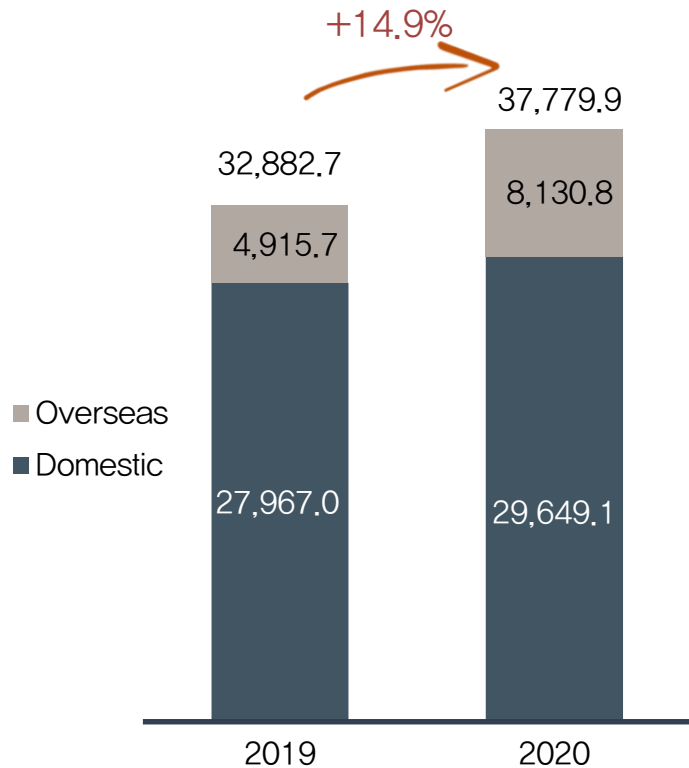


2. Order Backlogs

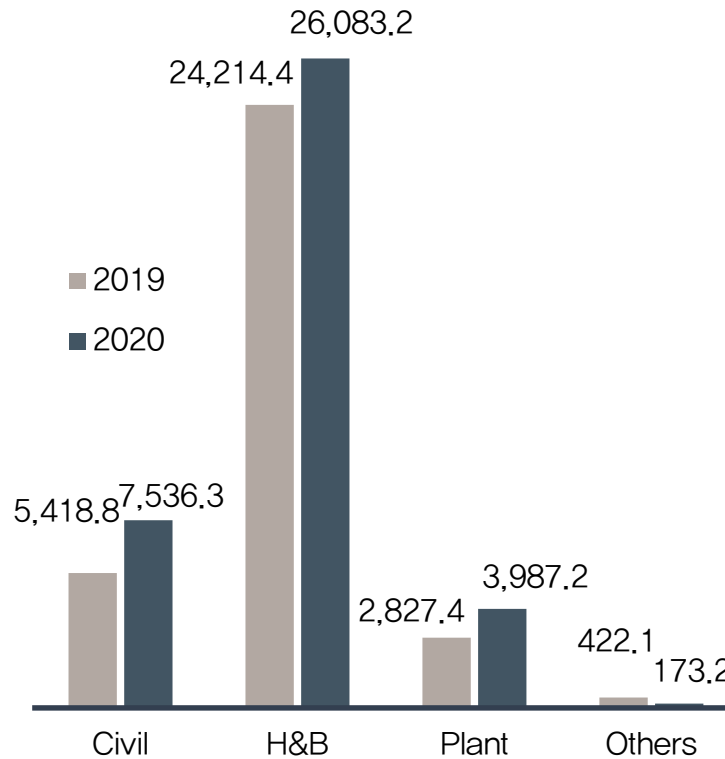
- 2020 Order backlogs : 37.8 trillion won (+14.9% yoy), 4.6 times its annual sales.

[Unit : KRW Bil.]

Yearly Trend



Breakdown by Business Type

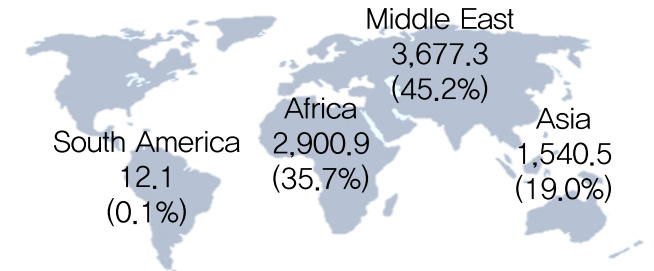


Domestic H&B and Overseas Backlogs Breakdown

〈Domestic H&B Backlogs Breakdown〉

Redevelopment	Private	Public	In-house
12,102.7	10,722.0	390.8	2,379.2
(47.3%)	(41.9%)	(1.5%)	(9.3%)

〈Overseas Backlogs Breakdown〉



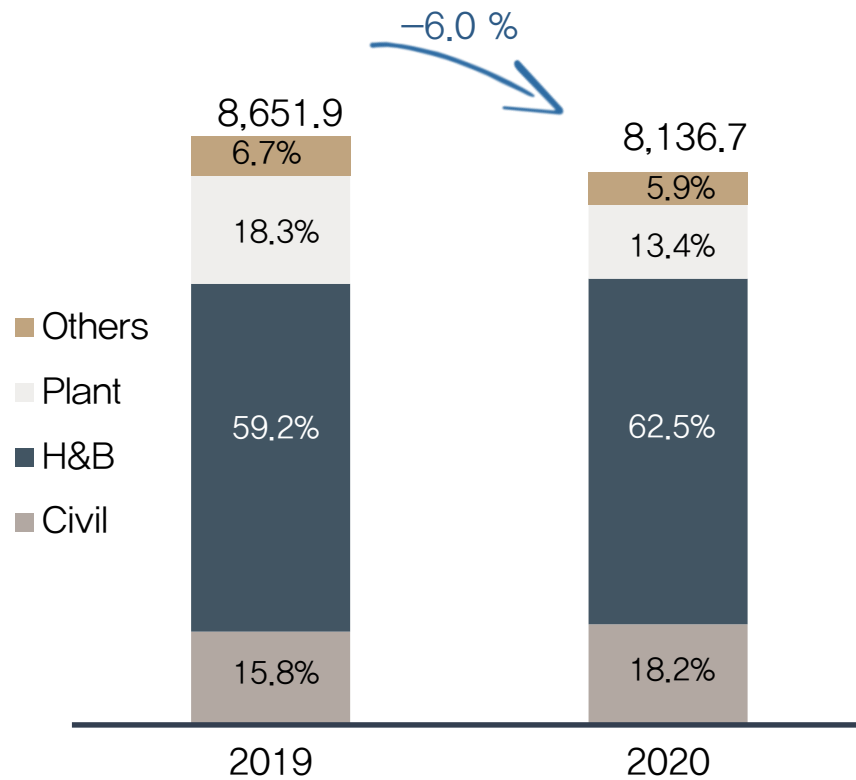
▶ Plant 40.1%, Civil 52.0%, Building 7.9%

3. Sales Revenue

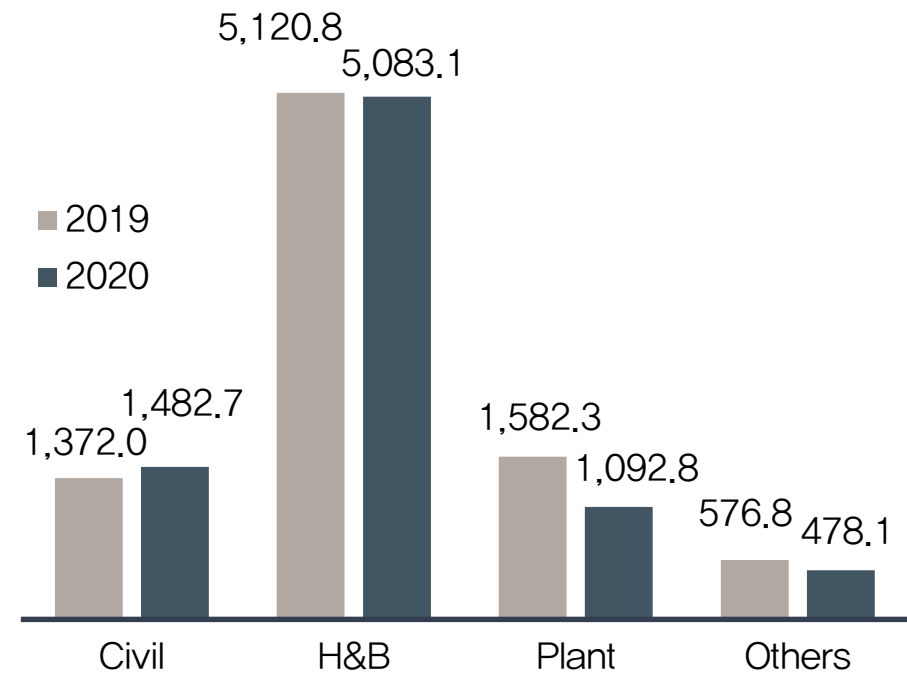
- In 2020, the company performed 8.1 trillion won in sales revenue (−6.0% YoY)

[Unit : KRW Bil.]

Yearly Trend



Breaddown by Business Type

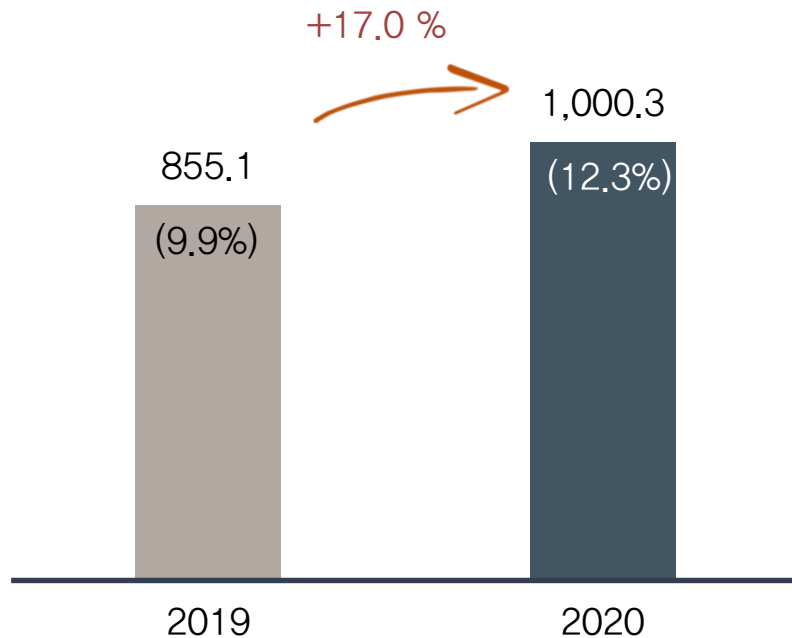


4. Gross Profit (%)

- 2020 Gross Profit 1,000.3 billion won (GPM 9.9% → 12.3%)

[Unit : KRW Bil.]

Gross Profit & GPM



Breakdown by Business Type & GPM

	2019		2020	
Civil	(57.7)	-4.2%	35.9	2.4%
Housing & Building	709.9	13.9%	733.6	14.4%
Plant	(28.0)	-1.8%	40.6	3.7%
Subsidiaries & etc.	230.9	40.0%	190.2	39.8%
Total	855.1	9.9%	1,000.3	12.3%

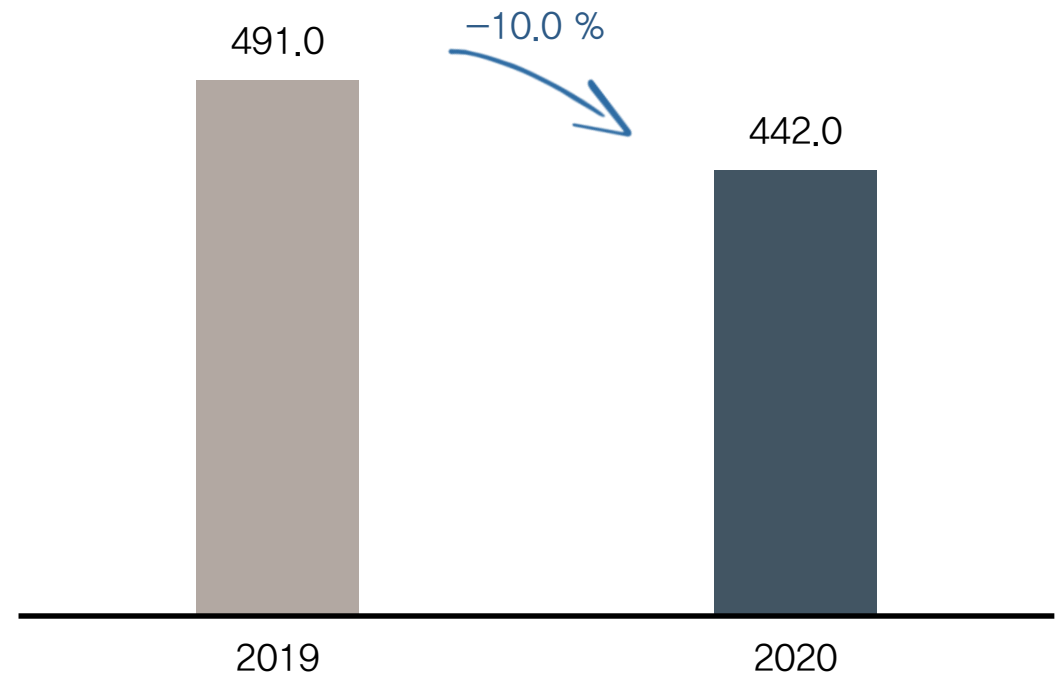
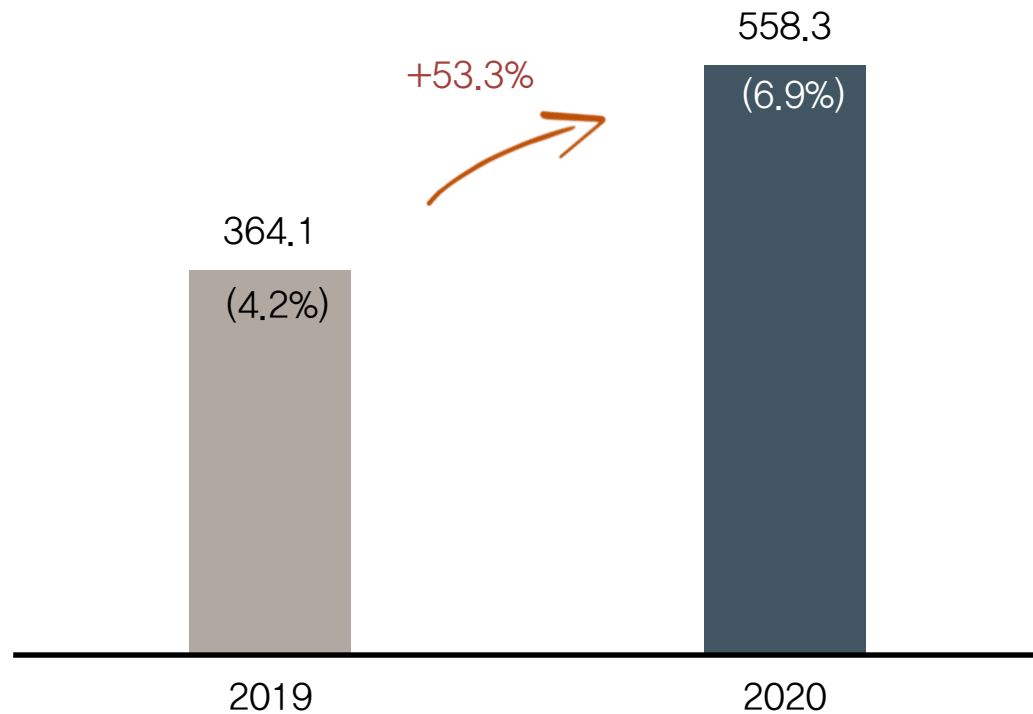
5. Operating Profit (%)

- 2020 Operating Profit 558 billion won (OPM 4.2% → 6.9%)

[Unit : KRW Bil.]

Operating Profit & OPM

SG&A Expenses



6. Summary of Financial Statement

[Unit : KRW Bil.]

Summary of Income Statement

Account	2019	2020
Sales Revenue	8,651.9	8,136.7
Gross Profit (%)	855.1 (9.9%)	1,000.3 (12.3%)
Operating Profit (%)	364.1 (4.2%)	558.3 (6.9%)
Other Expenses	15.2	-121.4
Net Financial Cost	-72.0	-59.5
Pre-tax Profit	307.3	377.4
Net Profit (%)	201.2 (2.3%)	282.6 (3.5%)

Summary of Balance Sheet

Account	2019	2020
Total Asset	9,697.6	9,304.5
Current Asset	6,049.4	5,973.1
Cash & Cash Equivalents	756.8	806.5
Total Liability	7,209.4	6,628.9
Current Liability	5,084.7	4,936.4
Borrowing	2,352.1	1,990.1
Total Equity	2,488.2	2,675.6

Account	2019	2020
Debt Ratio	289.7%	247.8%
PF Loan Guarantee	409.4	372.0
Un-started PF Balance	84.7	132.8

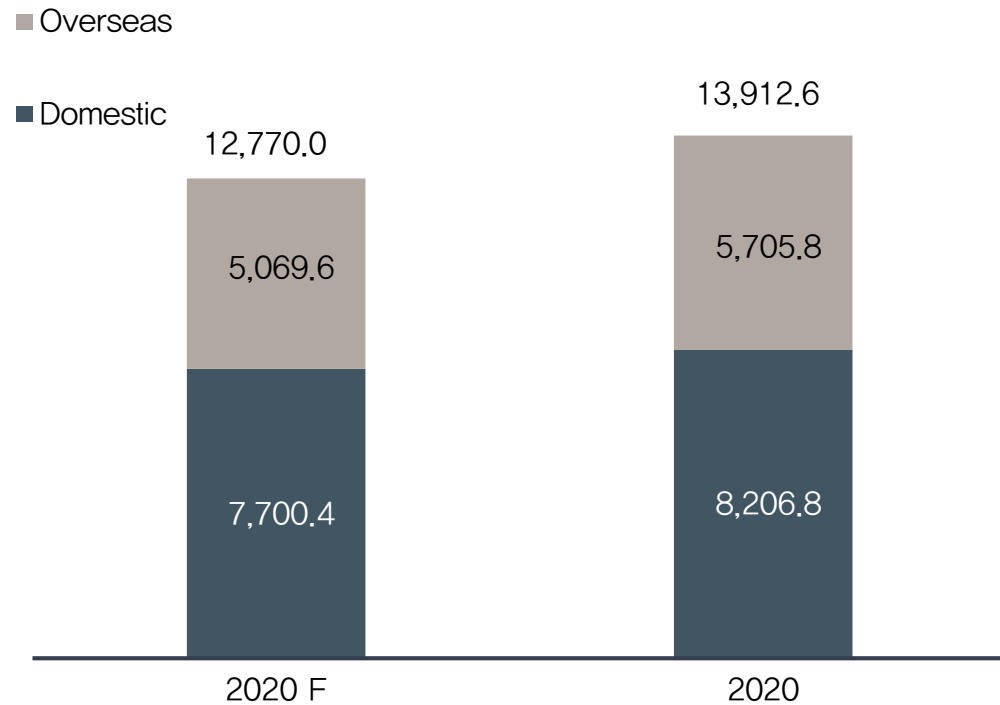
Business Plan Achievement

1. New Orders

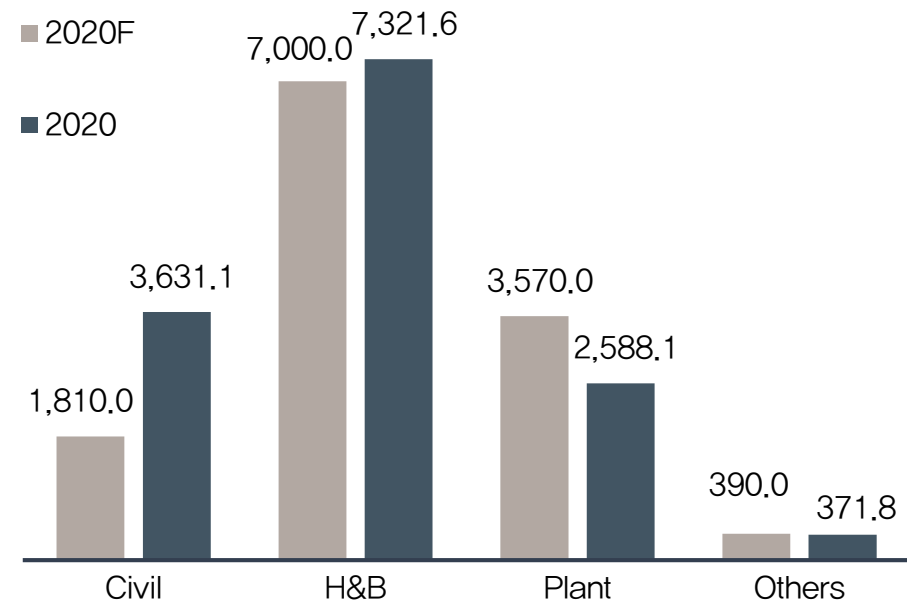
- 2020 Achievement rate : 109% (171% of 2020 Sales Revenue)

[Unit : KRW Bil.]

2020 Achievement



Achievement by Business Type

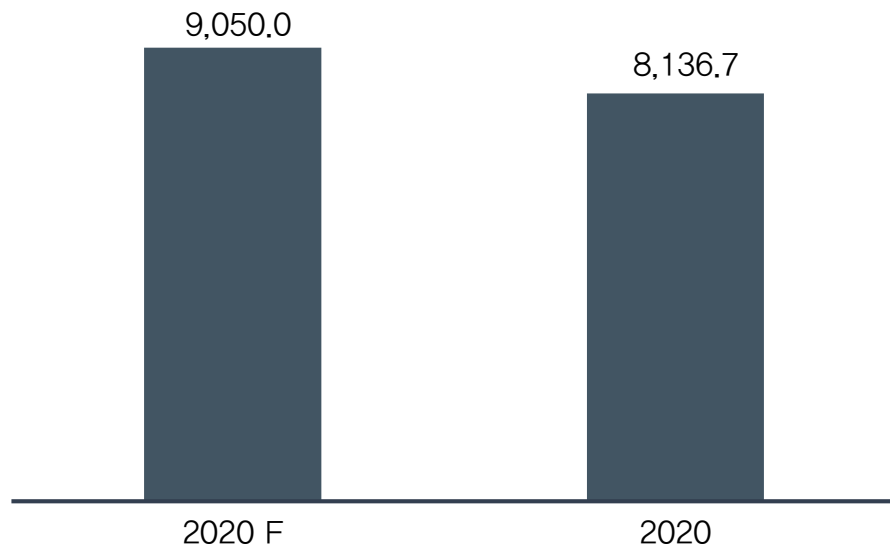


2. Sales Revenue

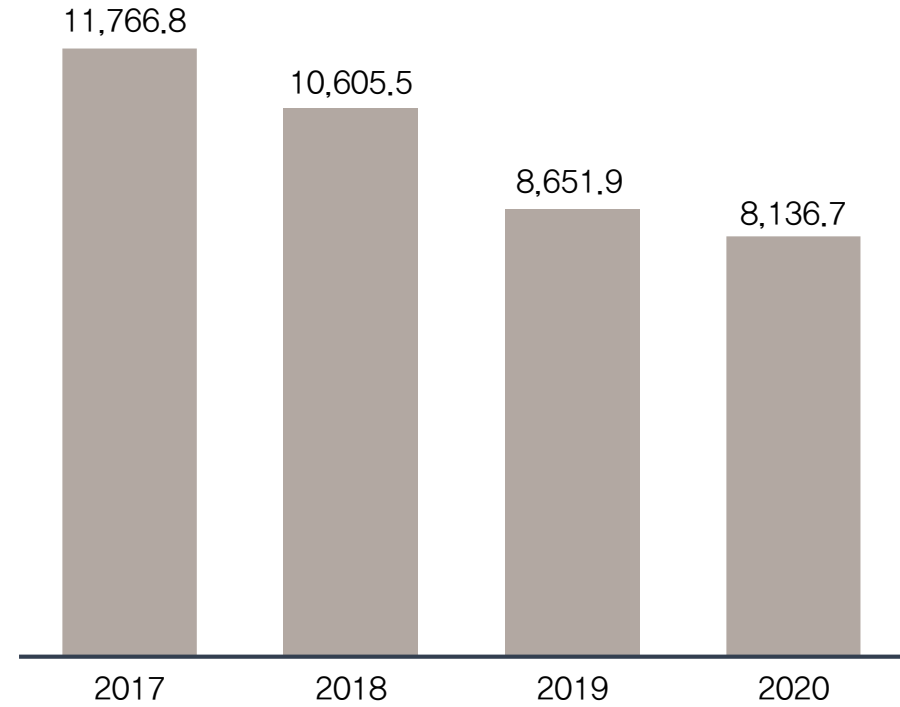
- 2020 Achievement rate : 90%

[Unit : KRW Bil.]

2020 Achievement



Past Sales Revenue

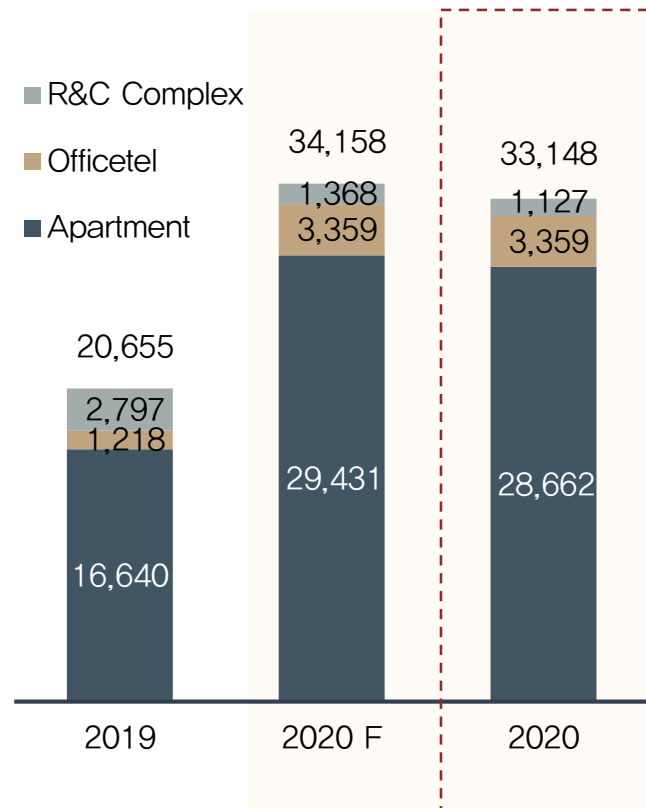


3. Housing Pre-Sale

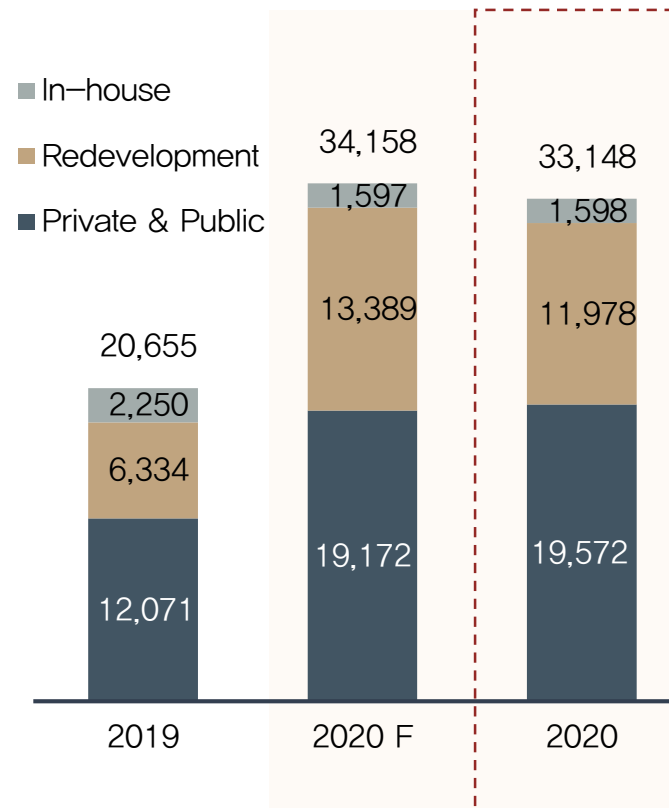
- 2020 Achievement rate : 97%

[Unit : Household]

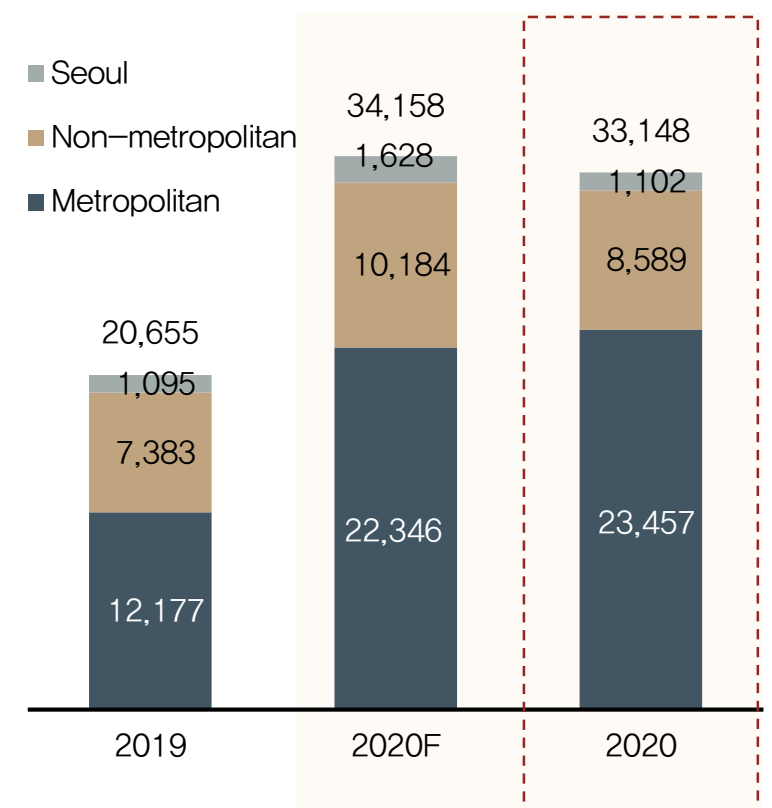
Breakdown by Housing Type



Breakdown by Supply Type



Breakdown by Region



4. 2020 Housing Pre-Sale Performance

[Unit : Household]

Term	PJ Name	Unit	Location	Term	PJ Name	Unit	Location
1Q	Maegyo Station Prugio SK VIEW (Union)	1,001	Paldal-gu, Suwon-si, Gyeonggi-do	3Q	Yeongheungpark Prugio Parkbien	1,509	Yeongton-gu, Suwon-si, Gyeonggi-do
	Maegyo Station Prugio SK VIEW	1,088	Paldal-gu, Suwon-si, Gyeonggi-do		Gimhae Prugio High-End	1,400	An-dong, Gimhae-si, Gyeongsangnam-do
	Etc.	678	-		Cheonan Prugio Lakeside	1,023	Seobuk-gu, Cheonan-si, Chungcheongnam-do
2Q	Gyeryong Prugio The First	883	Duma-myeon, Gyeryong-si, Chungcheongnam-do		Daeyeon 4 reconstruction (Union)	985	Daeyeon 4-dong, Nam-gu, Busan
	Royal Park City Prugio Geomam Station	4,805	Baekseok-dong, Seo-gu, Incheon		Sanseong Station Xi Prugio	869	Sujung-gu, Seongnam-si, Gyeonggi-do
	Cheongna International City Station Prugio City	1,630	Cheongna International City, Seo-gu, Incheon		Seosan Prugio The Central	861	Yecheon-dong, Seosan-si, Chungcheongnam-do
	Hwaseo Station Prugio Briciel	665	Jangan-gu, Suwon-si, Gyeonggi-do		Pyeongchon Prugio Centralpark	690	Dongan-gu, Anyang-si, Gyeonggi-do
	Gwangmyeong Prugio Centver	477	Gwangmyeong-dong, Gwangmyeong-si, Gyeonggi-do		Etc.	5,185	-
	Gwangmyeong Prugio Centver (Union)	783	Gwangmyeong-dong, Gwangmyeong-si, Gyeonggi-do		4Q	Yeongjong A12	1,445
	Hwaseo Station Prugio Briciel (OT)	460	Jangan-gu, Suwon-si, Gyeonggi-do	Sanseong Station Xi Prugio (Union)		1,112	Sujung-gu, Seongnam-si, Gyeonggi-do
	Hillstate Prugio Juan (Union)	427	Juan-dong, Michuhol-gu, Inchen	Gamil Prugio Markver		496	Gami-dong, Hanam-si, Gyeonggi-do
	Ahyeon Prugio Clacity	234	Ahyeon-dong, Mapo-gu, Seoul	Uijeongbu Station Prugio The Central (Union)		592	Uijeongbu-dong, Uijeongbu-si, Gyeonggi-do
	Gwangmyeong Prugio Forena	245	Gwangmyeon-dong, Gwangmyeong-si, Gyeonggi-do	Etc.		3,131	-
Etc.	474	-	-	Total		33,148	-

5. 2021 Housing Pre-Sale Plan

Term	PJ Name	Unit	Location
1Q	Gimhae An-dong 2nd Apt.	1,380	An-dong, Gimhae-si, Gyeongsangnam-do
	Daegu Sangin-dong Apt.	990	Sangin-dong, Dalseo-gu, Daegu
	Sewoon 6-3-3	618	Euljiro 4-ga, Jung-gu, Seoul
	Etc.	2,023	-
2Q	Incheon Geomdan 3rd district 9BL 1lot	1,500	Wanggil-dong, Seo-gu, Incheon
	Daegu Yonggye-dong	1,299	Yonggye-dong, Dong-gu, Daegu
	Jaongwi 10 district redevelopment	1,175	Jangwi-dong, Seongbuk-gu, Seoul
	Gwangmyeong 2R redevelopment(Union)	969	Gwangmyeong 1-dong, Gwangmyeong-si, Gyeonggi-do
	Dongjak-gu Sangdo-dong	771	Sangdo-dong, Dongjak-gu, Seoul
	Daegu Hyomok-dong	749	Hyomok-dong, Dong-gu, Daegu
	Etc.	5,112	-

[Unit : Household]

Term	PJ Name	Unit	Location
3Q	Incheon Gyeongseo 3 (OT)	1,534	Gyeongseo-dong, Seo-gu, Incheon
	Dunchon Jugong reconstruction	1,129	Dunchon-dong, Gangdong-gu, Seoul
	Anyang1-dong Jinheung reconstruction	1,109	Manan-gu, Anyang-si, Gyeonggi-do
	Etc.	7,413	-
4Q	Paju Unjeong A13	1,745	Daryul-dong, Paju-si, Gyeonggi-do
	Dunchon Jugong reconstruction (Union)	1,452	Dunchon-dong, Gangdong-gu, Seoul
	Busan Beomil-dong	1,363	Beomil-dong, Dong-gu, Busan
	Yangju station district A1BL	1,152	Nambang-dong, Yangju-si, Gyeonggi-do
	Allak 1 district (Union)	993	Allak-dong, Dongnae-gu, Busan
	Etc.	315	-
-	Total	34,791	-

6. Current Status on Overseas Orders

Division	Country	Project	Contract Price	Detail
Plant	Nigeria	PHC Refinery Rehabilitation PJ	KRW 500 bil.	• '21. 1Q
		Notore Fertilizer	KRW 270 bil.	• '21. 4Q
	Qatar	North Field Expansion Pkg.1 (LNG)	KRW 400 bil.	• '21. 2Q
	Indonesia	Marunda WTE	KRW 400 bil.	• '21. 2Q
Civil	Singapore	Cross Island Linc CR101	KRW 274 bil.	• '21. 2Q
	Singapore	Cross Island Linc CR108	KRW 408 bil.	• '21. 2Q
	Hongkong	Sha Tin Cavern Work	KRW 386 bil.	• '21. 2Q

※ The above contract price was prepared based on the expected amount by the company.

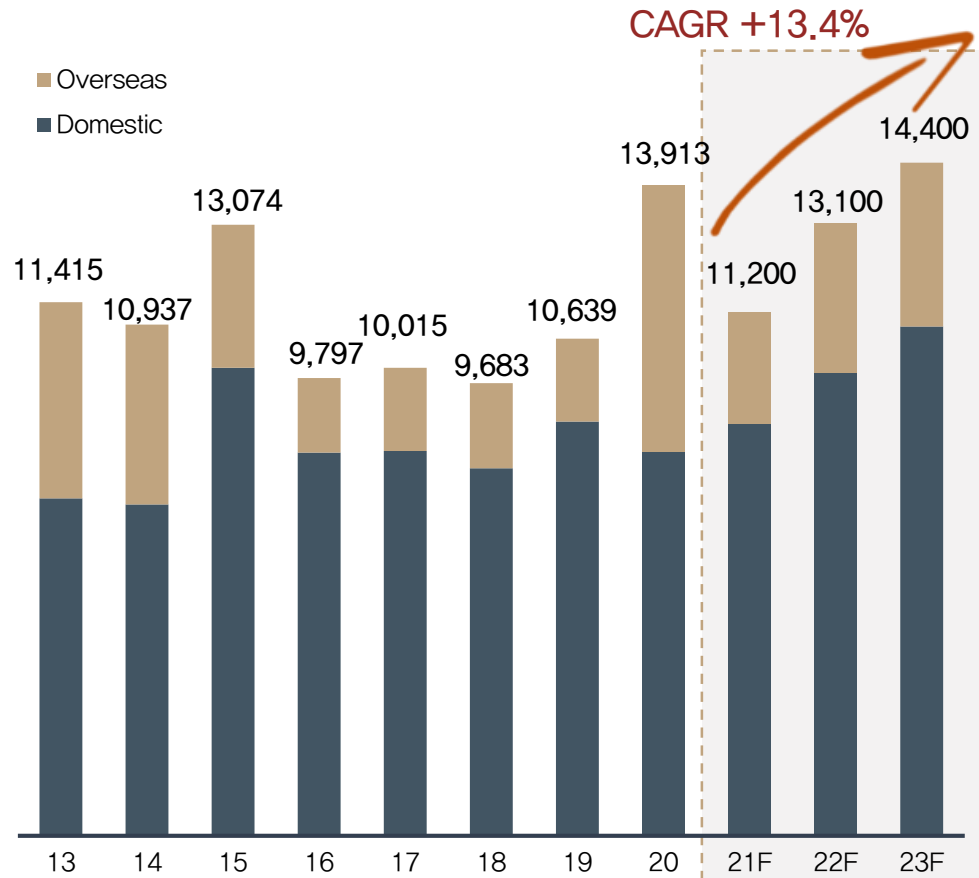
3 Year Business Plan

1. New orders Plan

- In 2021, New orders aim to achieve 11.2 trillion won

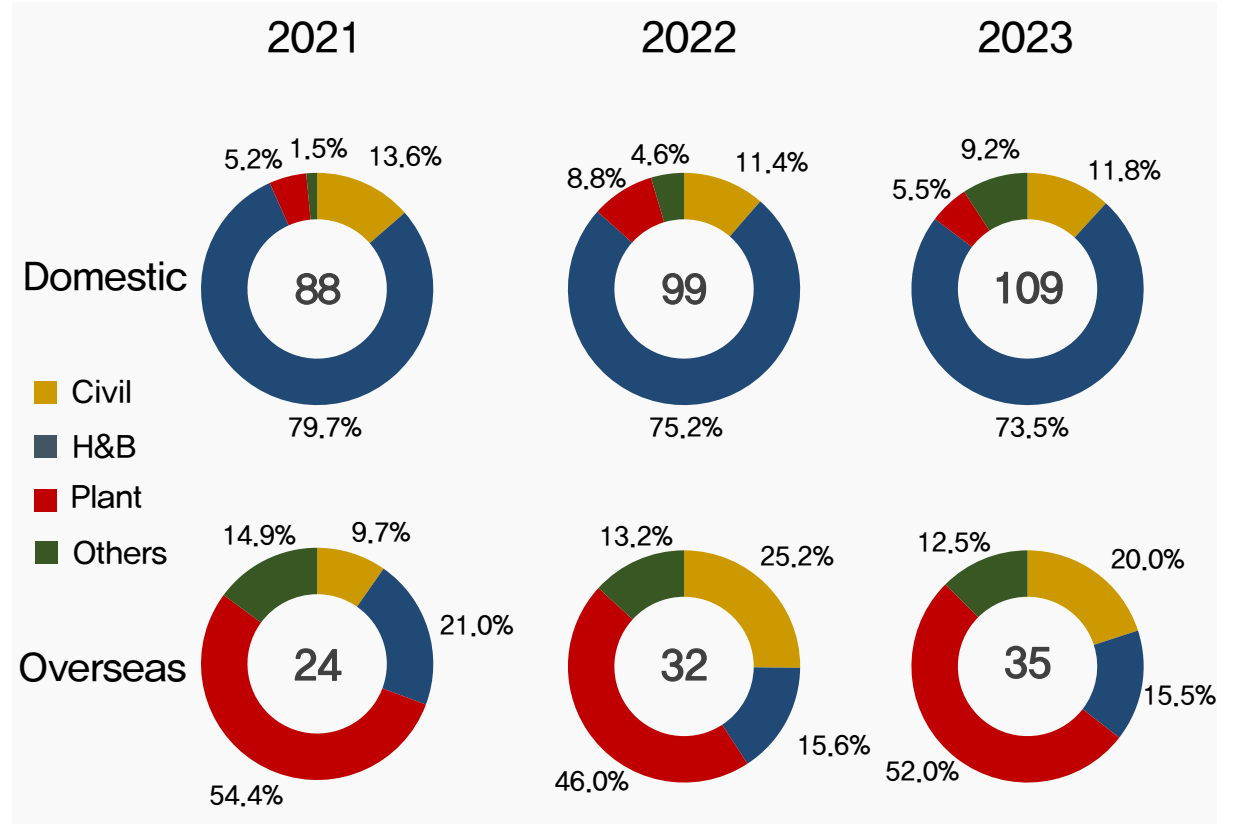
[Unit : KRW Bil.]

Yearly Trend



[Unit : KRW 100 Bil.]

Domestic & Overseas New orders

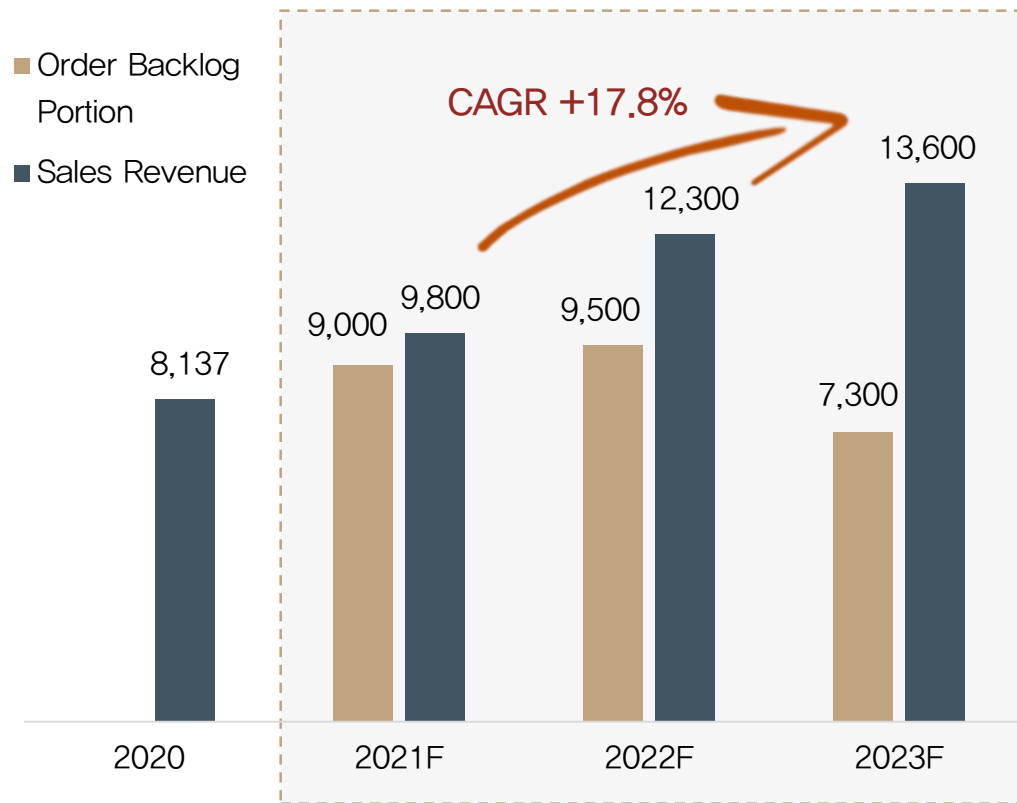


2. Sales Revenue Plan

- The company aims to achieve 9.8 trillion won (+20.4% yoy) in sales in 2021 and plans to surpass 13.6 trillion won in sales in 2023

[Unit : KRW Bil.]

Order Backlog vs Sales Revenue Plan



Sales Revenue by type

Business Type	2021	2022	2023
Sales Revenue	9,800	12,300	13,600
Order Backlogs portion	9,000	9,500	7,300
Sales Revenue %	91.8%	77.2%	53.7%
Civil	1,700	2,000	2,100
Order Backlogs portion	1,600	1,900	1,700
Sales Revenue %	94.1%	95.0%	81.0%
Housing & Building	6,500	8,000	8,500
Order Backlogs portion	6,400	6,500	4,600
Sales Revenue %	98.5%	81.3%	54.1%
Plant	1,200	1,700	2,300
Order Backlogs portion	1,000	1,100	1,000
Sales Revenue %	83.3%	64.7%	43.5%
Subsidiaries & Etc.	400	600	700

Thank you

