

Investor Relations 2019. 10. 31

# 2019 3Q Earnings Results

## ■ 3Q Business Performance

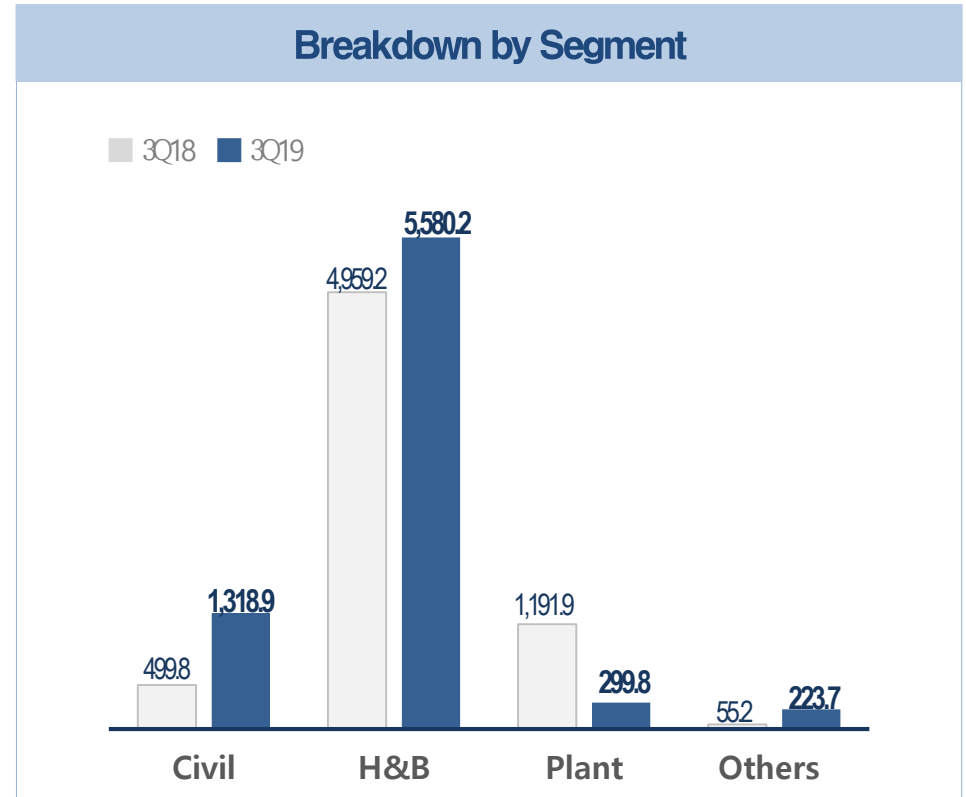
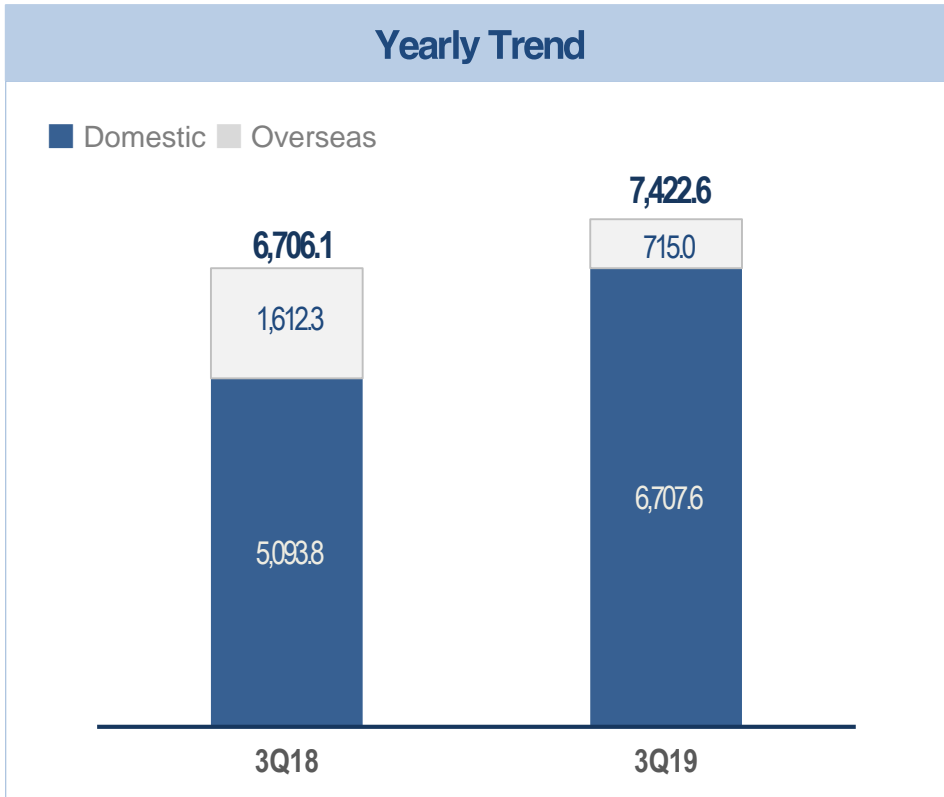
1. New Orders
2. Order Backlogs
3. Sales Revenue
4. Gross Profit
5. Operating Profit
6. Summary of Financial Statement

## ■ 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

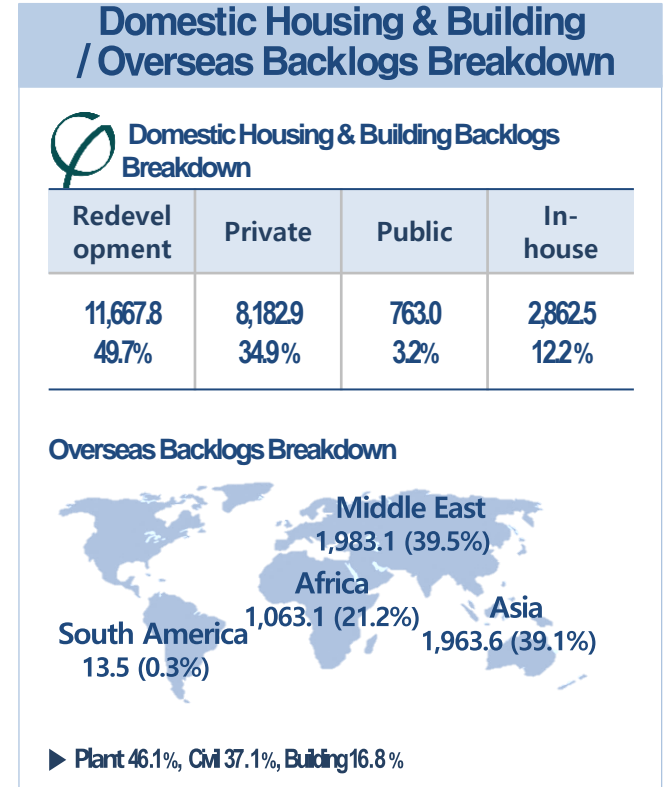
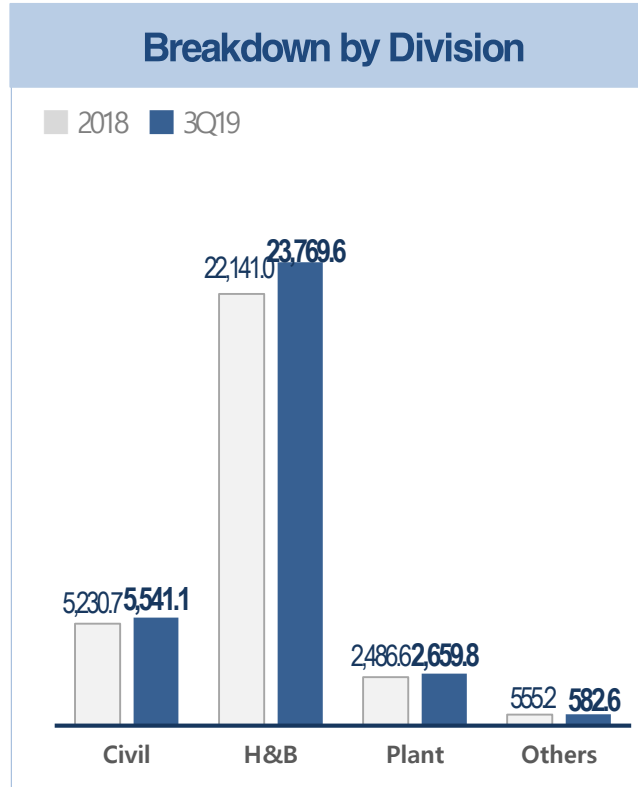
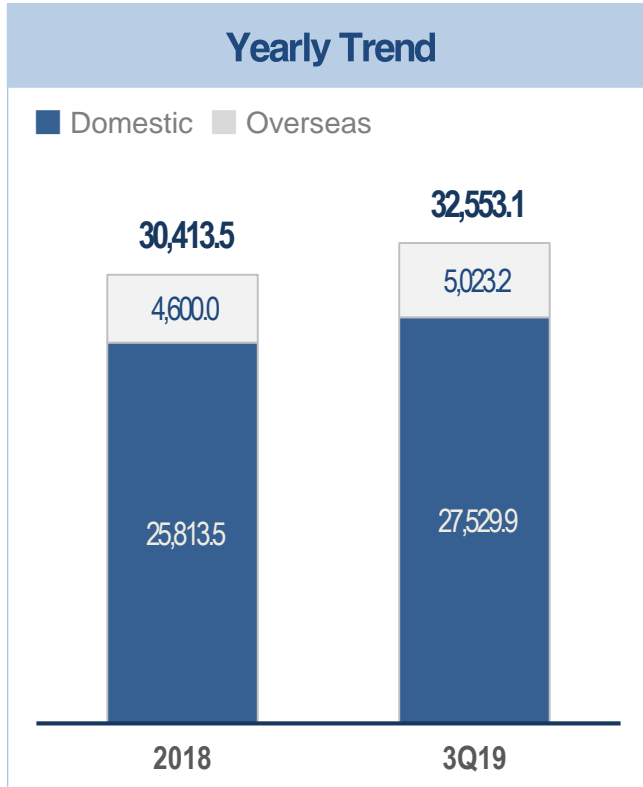
[ Unit – Wbn ]



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

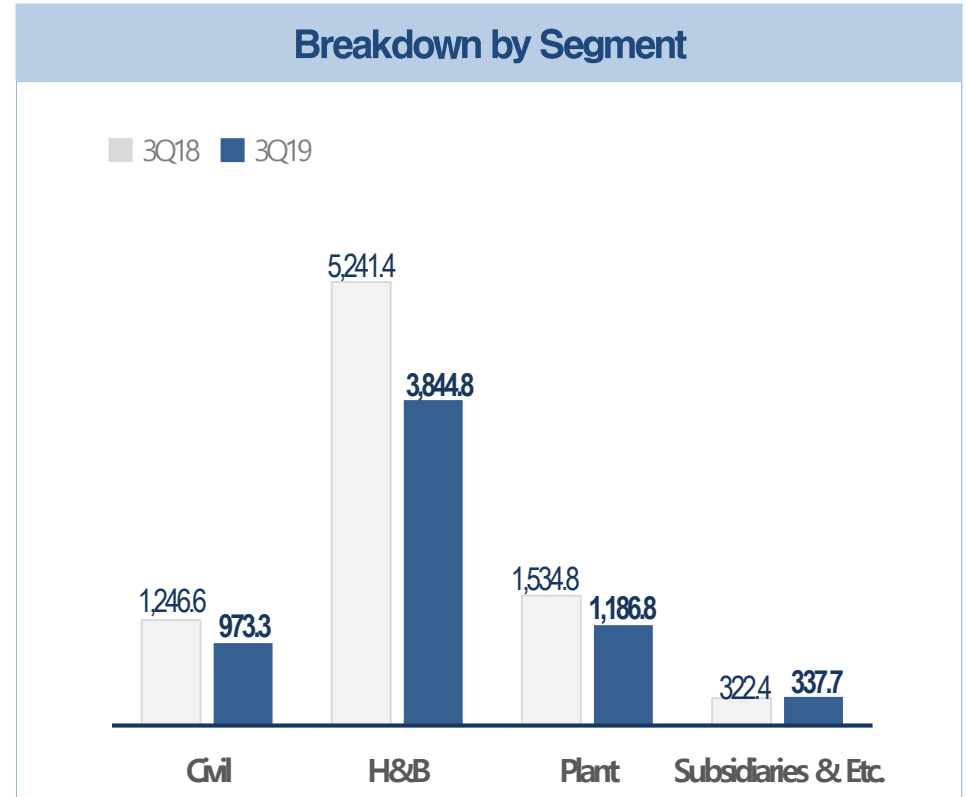
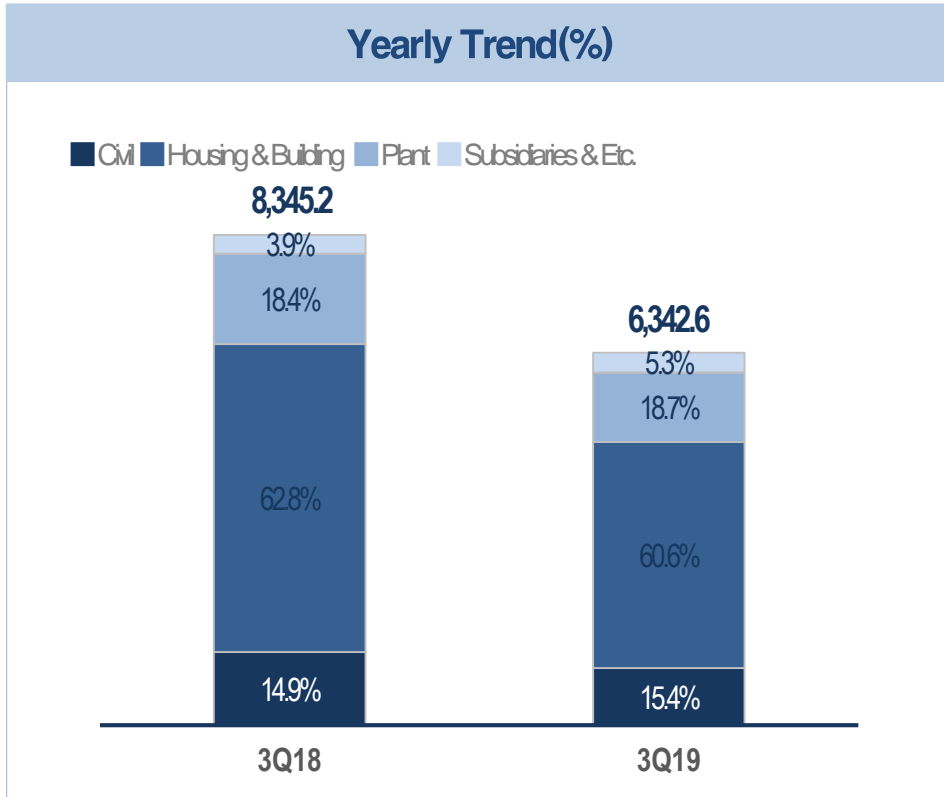
# 2. Order Backlogs

[ Unit – Wbn ]



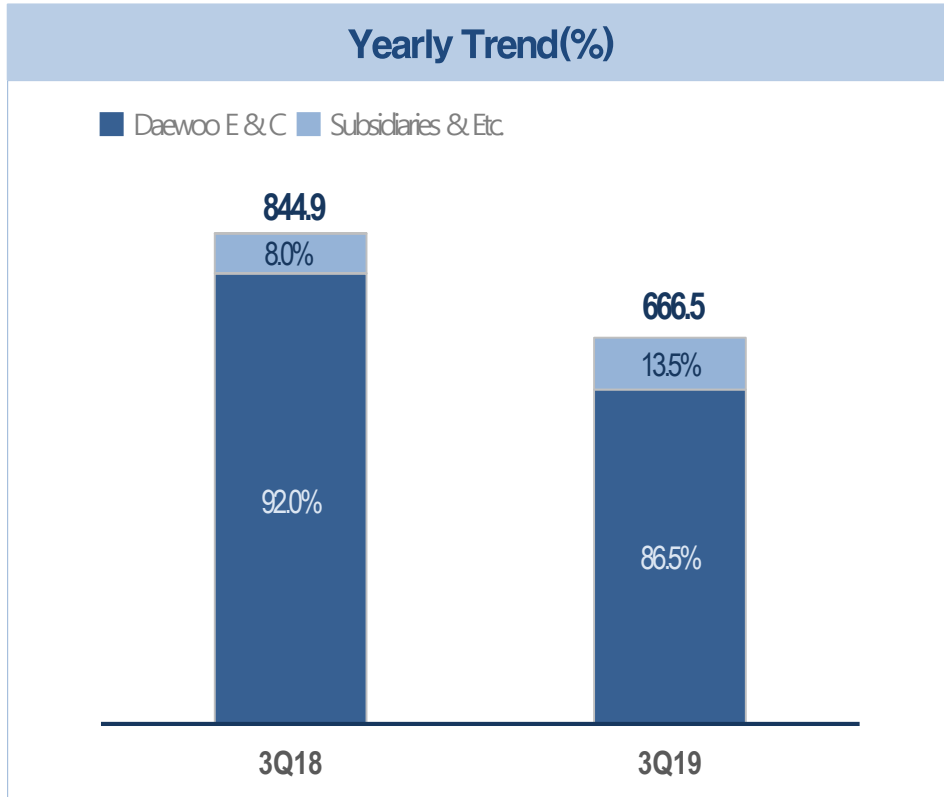
# 3. Sales Revenue

[ Unit – Wbn ]



# 4. Gross Profit

[ Unit – Wbn ]

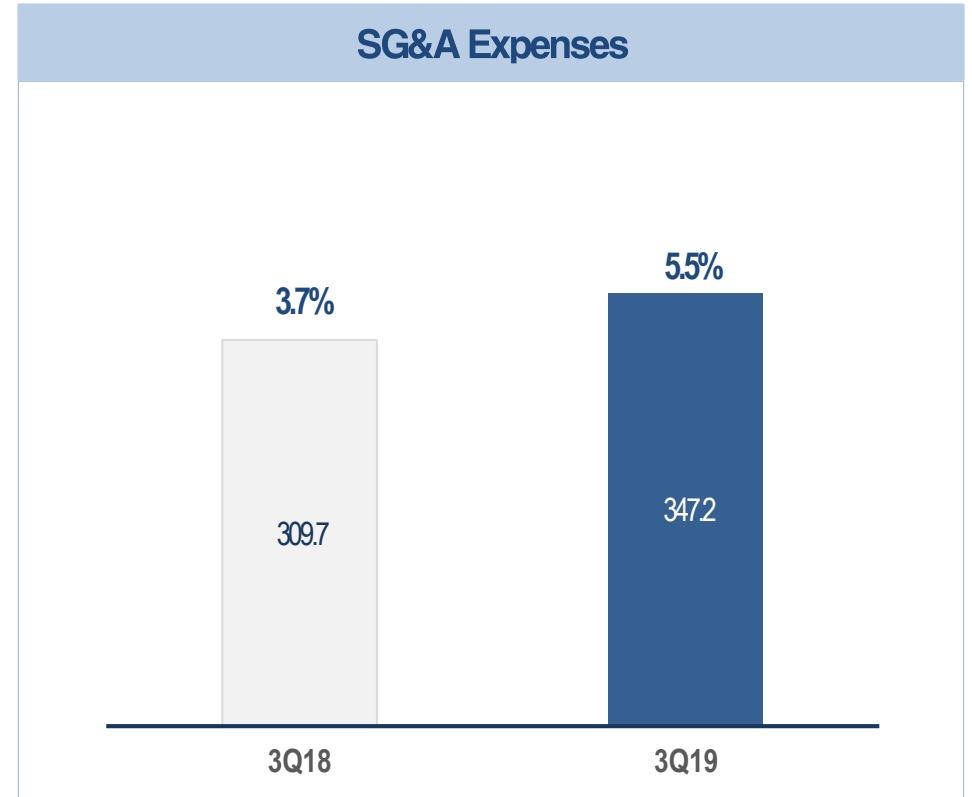
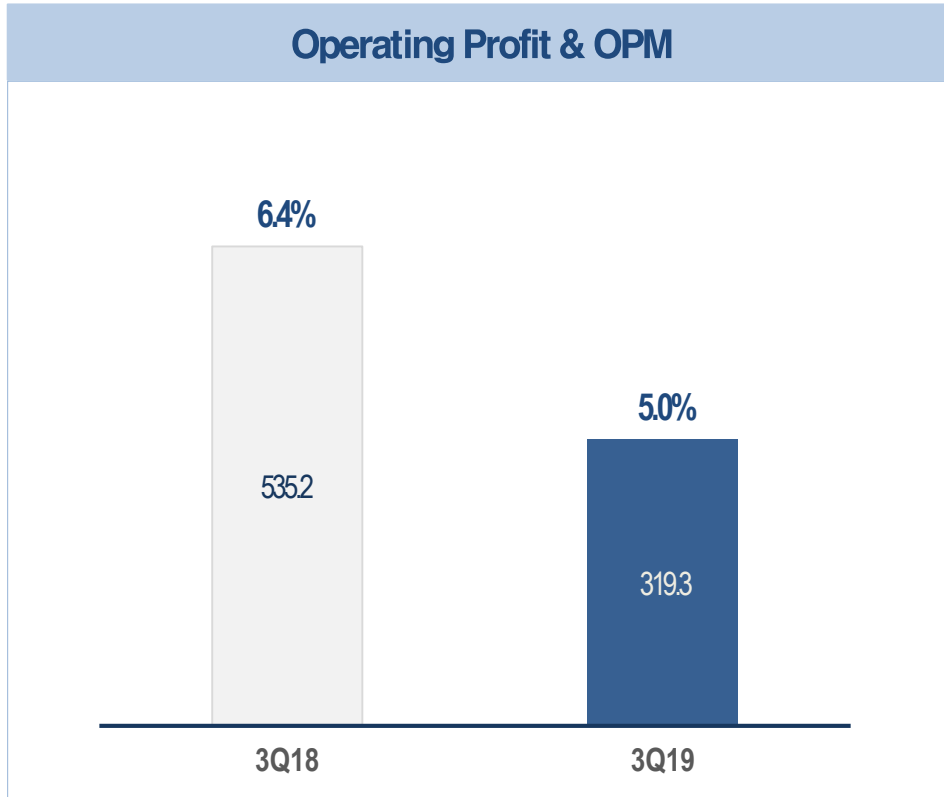


### Breakdown by Segment

Div.	3Q18		3Q19	
Civil	53.3	43 %	9.1	09 %
Housing & Building	750.2	143 %	541.3	141 %
Plant	-25.5	-1.7 %	26.4	22 %
Subsidiaries & Etc.	66.9	208 %	89.7	266 %
<b>Total</b>	<b>844.9</b>	<b>101 %</b>	<b>666.5</b>	<b>105 %</b>

# 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





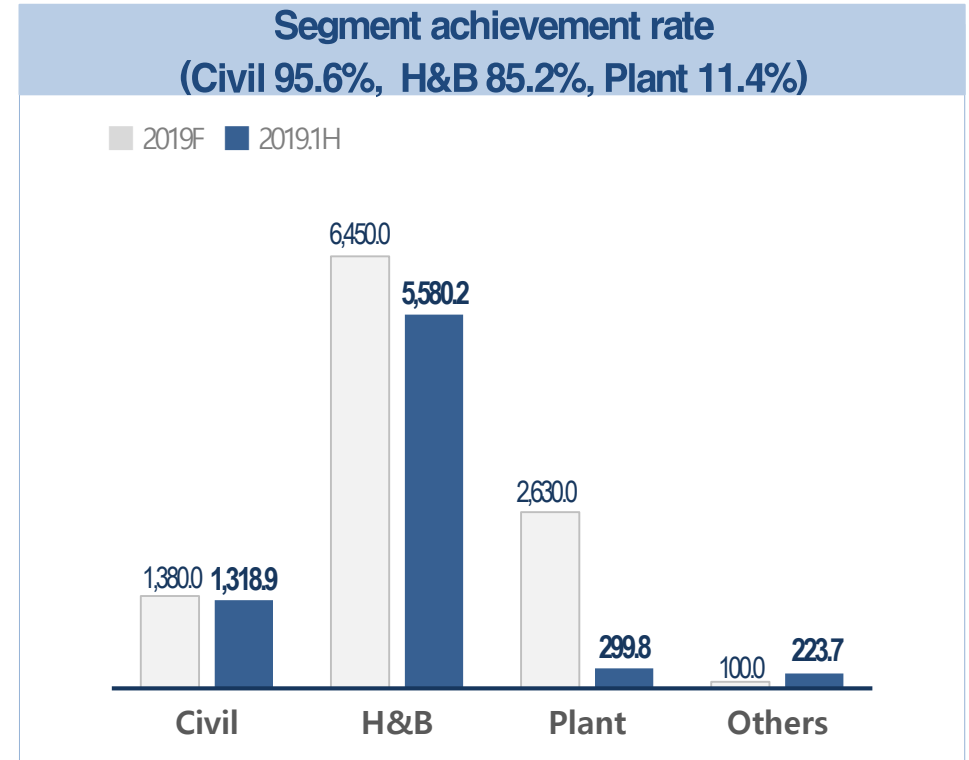
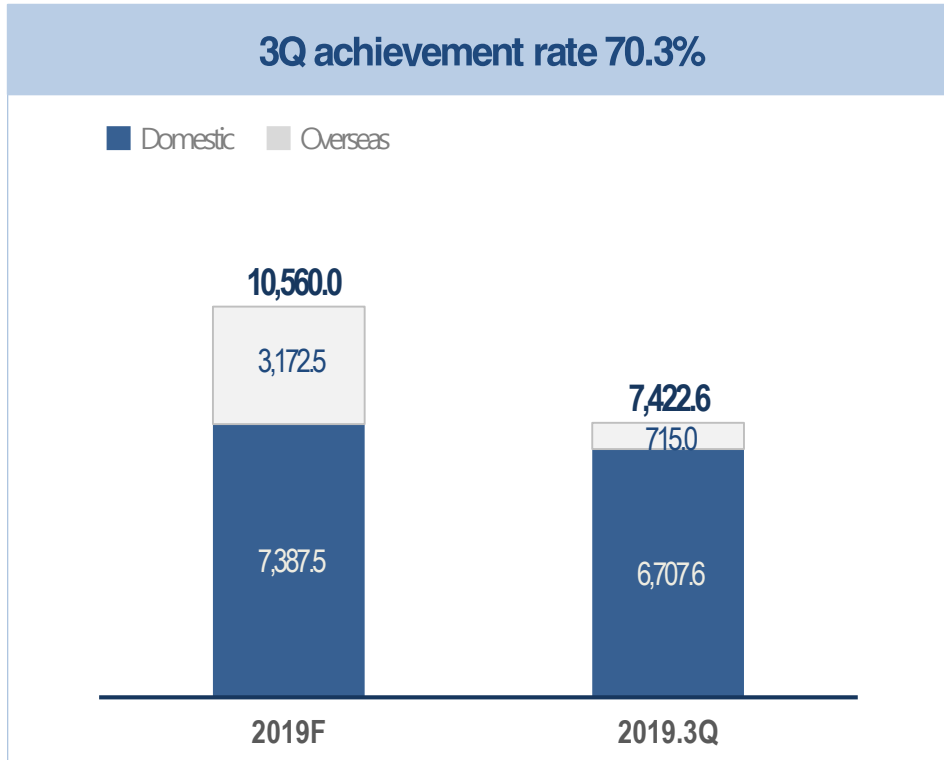
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# **2019 Management plan achievement Status**

# 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 ]

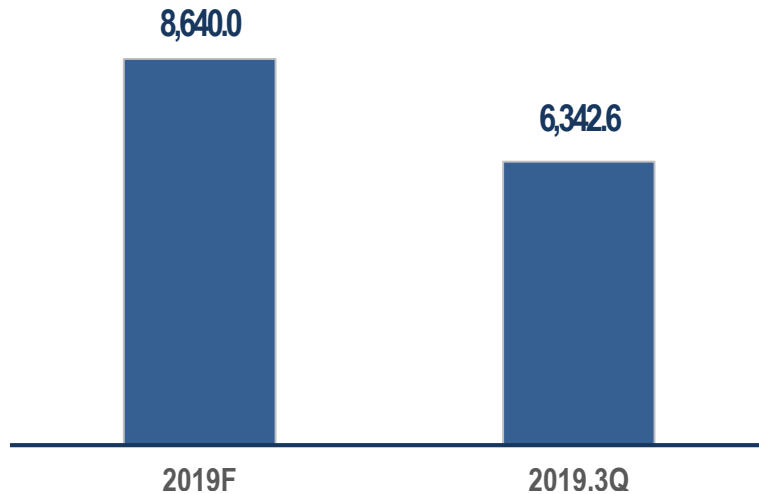


## 2. Sales Revenue

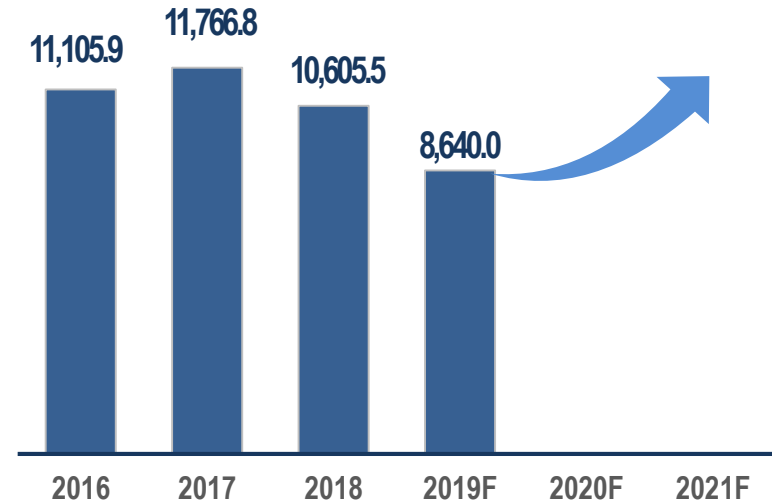
- ❖ Sales have temporarily decreased in 2019 due to delayed presales in 2018 and also by the disclaimer of opinion for the 2016, 3Q
- ❖ Sales growth will continue after 2020

[ Unit – Wbn ]

3Q achievement percentage 73.4%

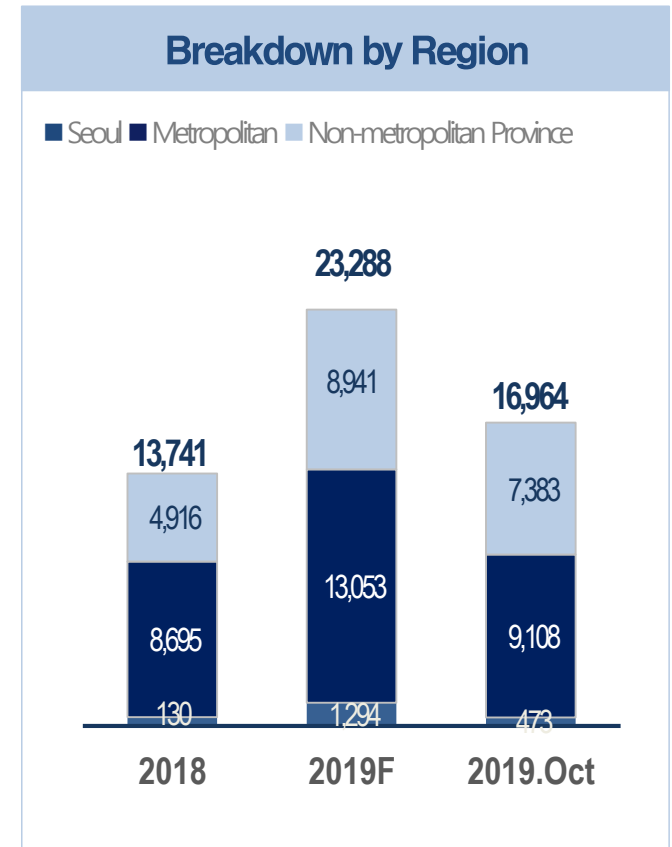
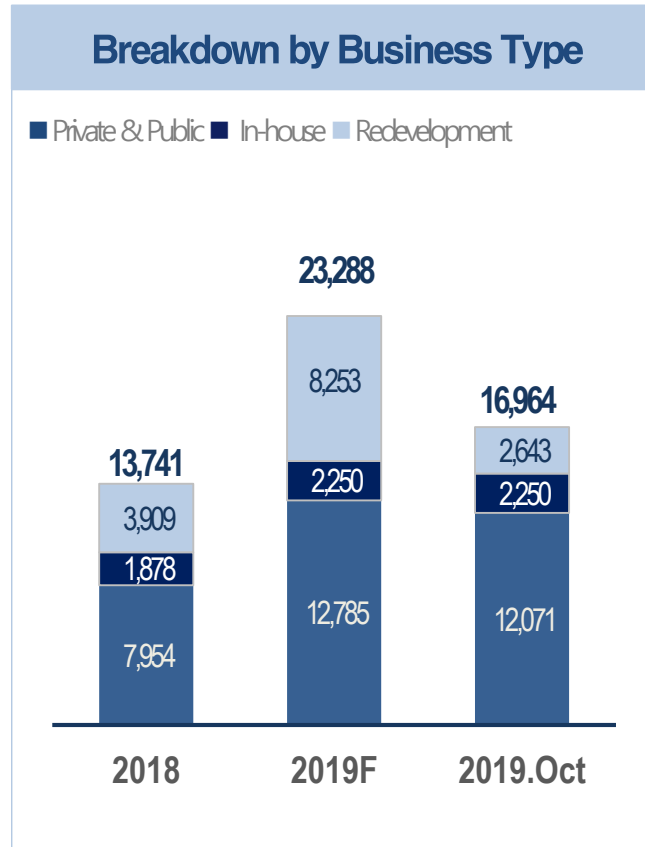
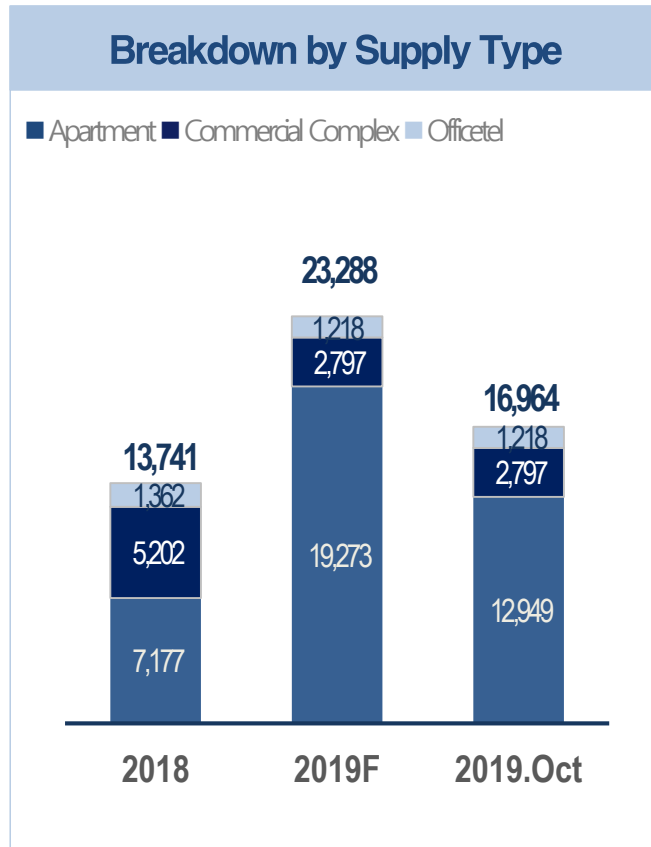


Annual sales trend



### 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
Plant	Nigeria	NLNG Train #7
Plant	Mozambique	Mozambique LNG Area #1
Plant	Mozambique	Mozambique LNG Area #4
Plant	Qatar	Qatar North Field Expansion Pkg.1
Plant	Algeria	CPF Bir Seba Phase 2
Plant	Kuwait	Kipic Prize Refinery
Plant	Vietnam	Dung Quat #2
Civil	Iraq	Al Faw Container Terminal Pkg.2
Civil	Iraq	Khor Al Zubair Immersed Tunnel
Civil	Indonesia	Kutai Project
Civil	Singapore	Singapore Jurong Line(J101)
Civil	Hong Kong	Fanling Bypass Eastern Section
Civil	India	Djibri-Phullbari

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

# Thank you

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