

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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Contents

2020 Business Highlights	1. New Orders
	2. Order Backlogs
	3. Sales Revenue
	4. Gross Profit
	5. Operating Profit
	6. Summary of Financial Statement
Business Plan Achievement rate	1. New Orders
	2. Sales Revenue
	3. Housing Pre-sale
	4. 2020 Housing Pre-sale Performance
	5. 2021 Housing Pre-sale Plan
	6. Current Status on Overseas Orders
3 Year Business Plan	1. New Orders
	2. Sales Revenue

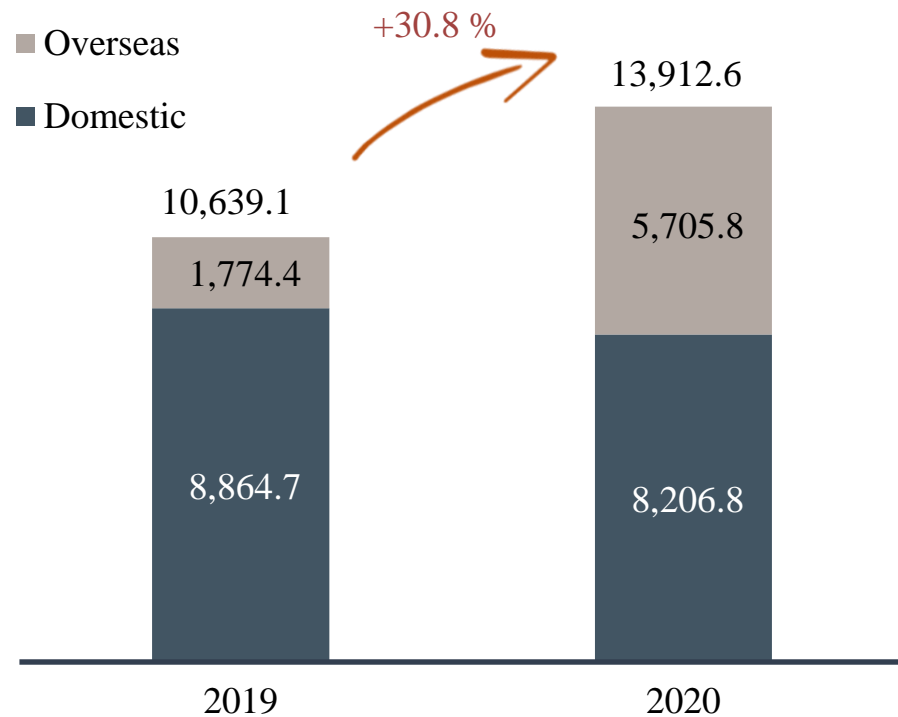
2020 Business Highlights

1. New Orders

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

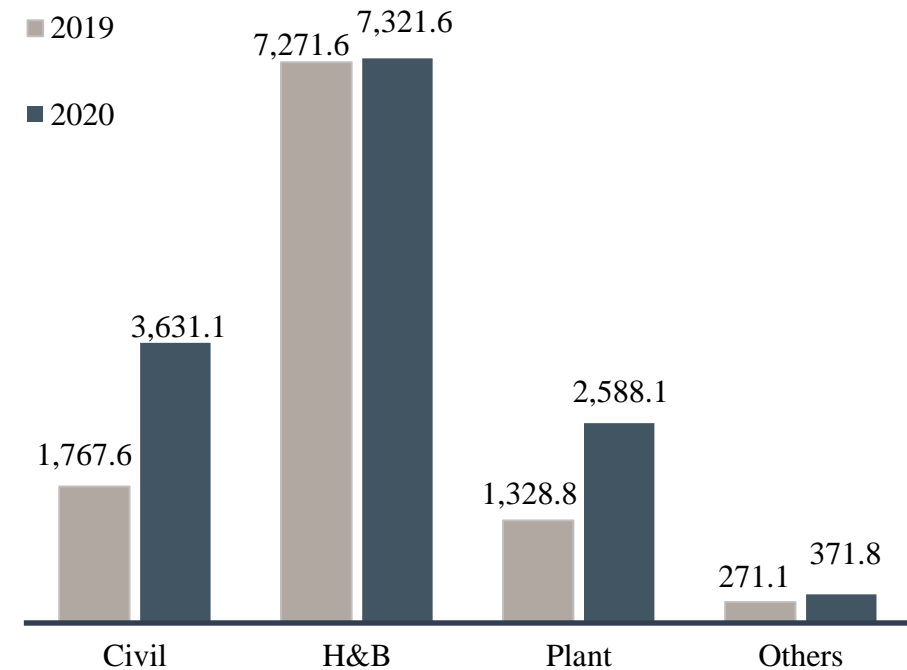
[Unit : KRW Bil.]

Yearly Trend



Breakdown by Business Type

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

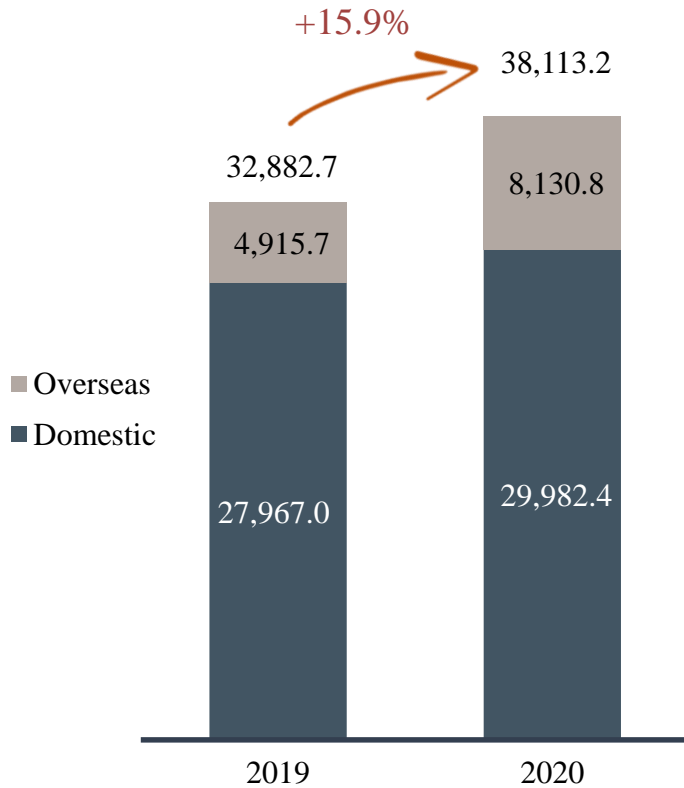


2. Order Backlogs

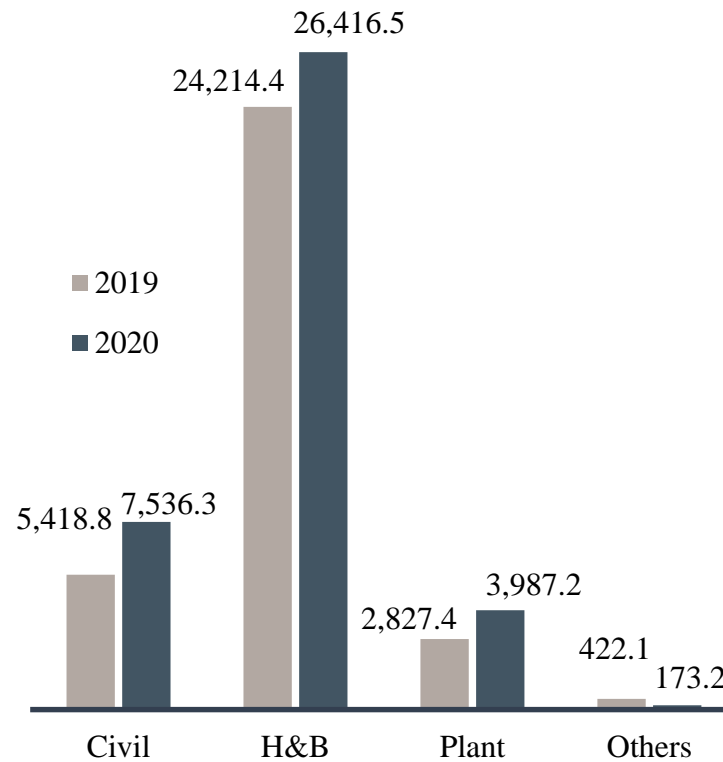
- 2020 Order backlogs : 38.1 trillion won (+15.9% yoy), 4.7 times its annual sales.

[Unit : KRW Bil.]

Yearly Trend



Breakdown by Business Type

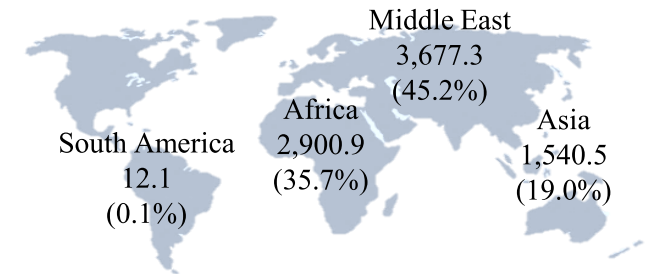


Domestic H&B and Overseas Backlogs Breakdown

<Domestic H&B Backlogs Breakdown>

Redevelopment	Private	Public	In-house
12,102.7	10,722.0	648.3	2,455.0
(46.6%)	(41.4%)	(2.5%)	(9.5%)

<Overseas Backlogs Breakdown>



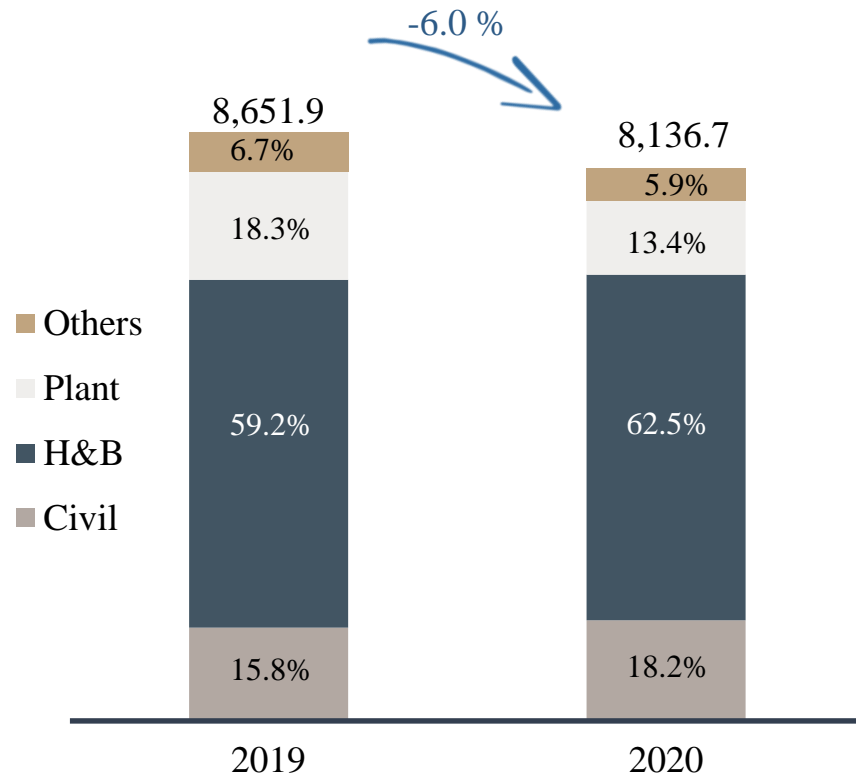
▶ Plant 40.1%, Civil 52.0%, Building 7.9%

3. Sales Revenue

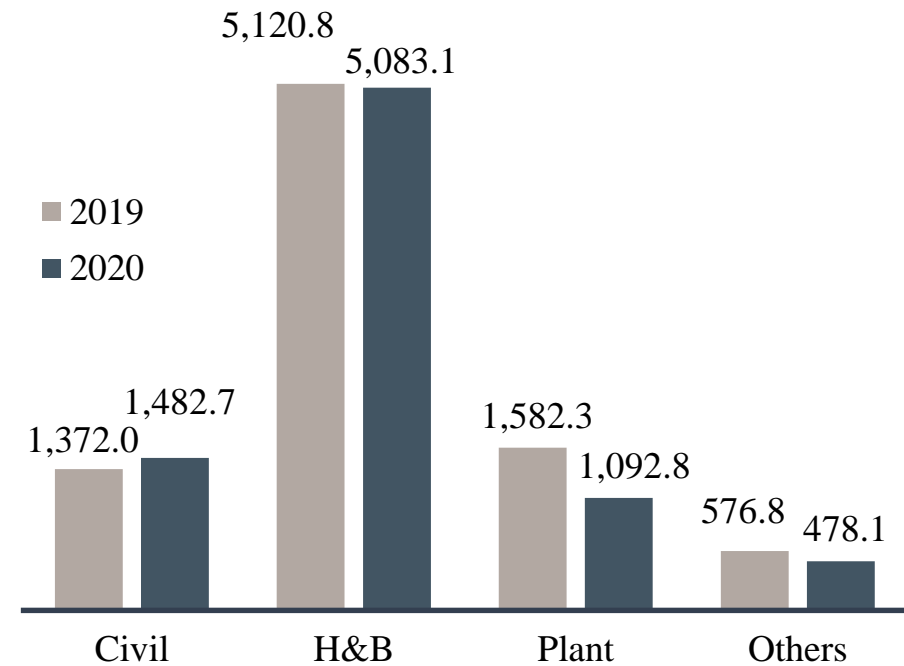
- In 2020, the company performed 8.1 trillion won in sales revenue (-6.0% YoY)

[Unit : KRW Bil.]

Yearly Trend



Breadown by Business Type

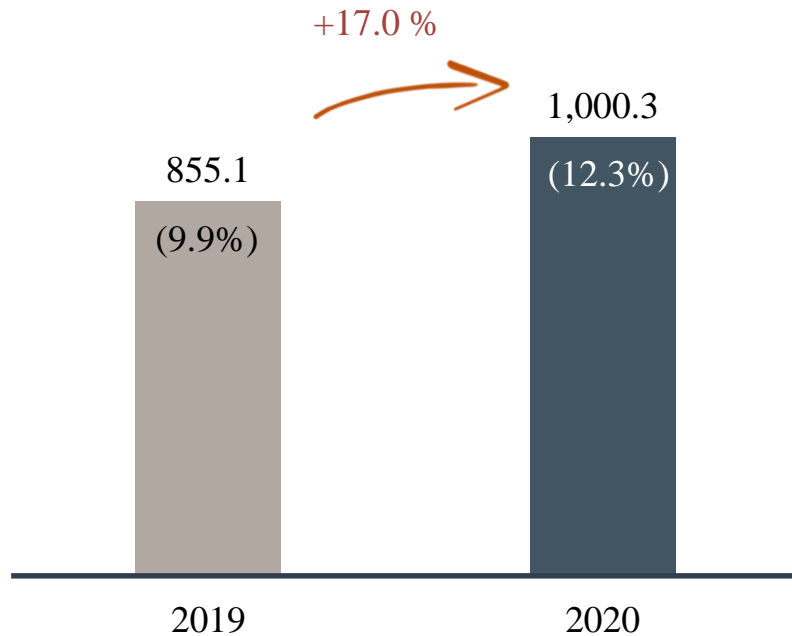


4. Gross Profit (%)

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

[Unit : KRW Bil.]

Gross Profit & GPM



Breakdown by Business Type & GPM

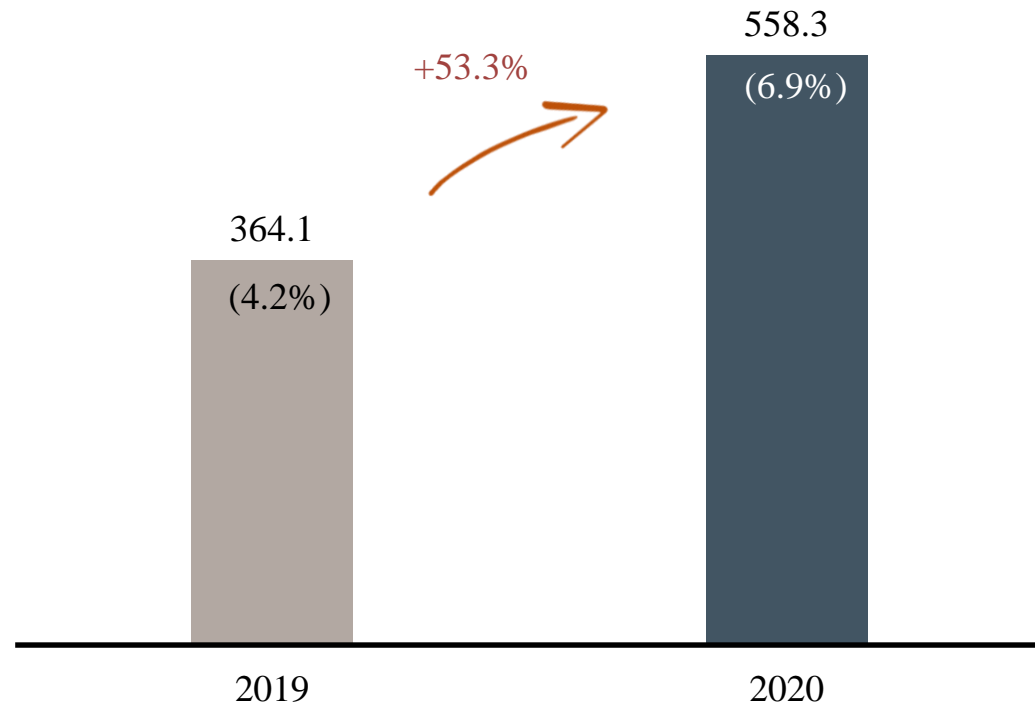
	2019		2020	
Civil	(57.7)	-4.2%	35.9	2.4%
Housing & Building	709.9	13.9%	733.6	14.4%
Plant	(28.0)	-1.8%	40.6	3.7%
Subsidiaries & etc.	230.9	40.0%	190.2	39.8%
Total	855.1	9.9%	1,000.3	12.3%

5. Operating Profit (%)

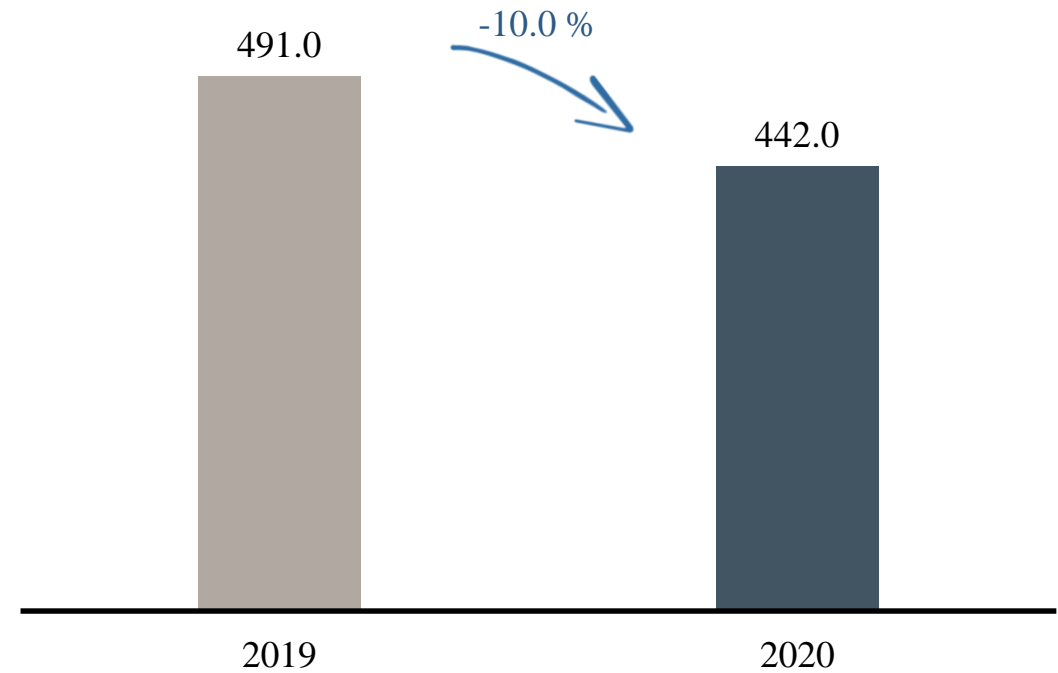
- 2020 Operating Profit 558 billion won (OPM 4.2% → 6.9%)

[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

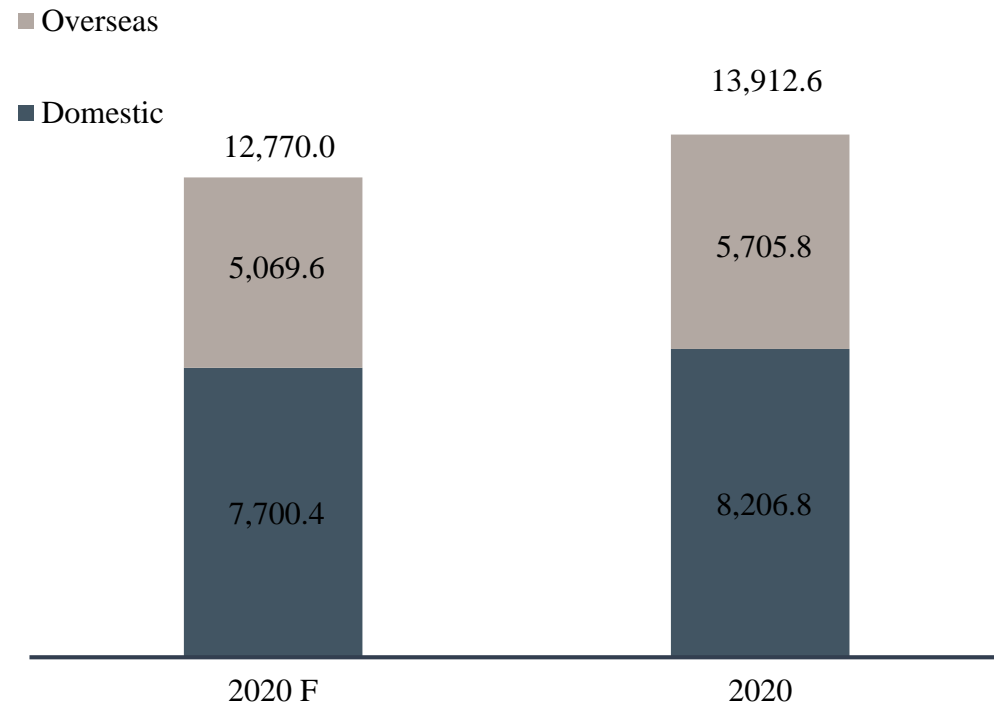
Business Plan Achievement

1. New Orders

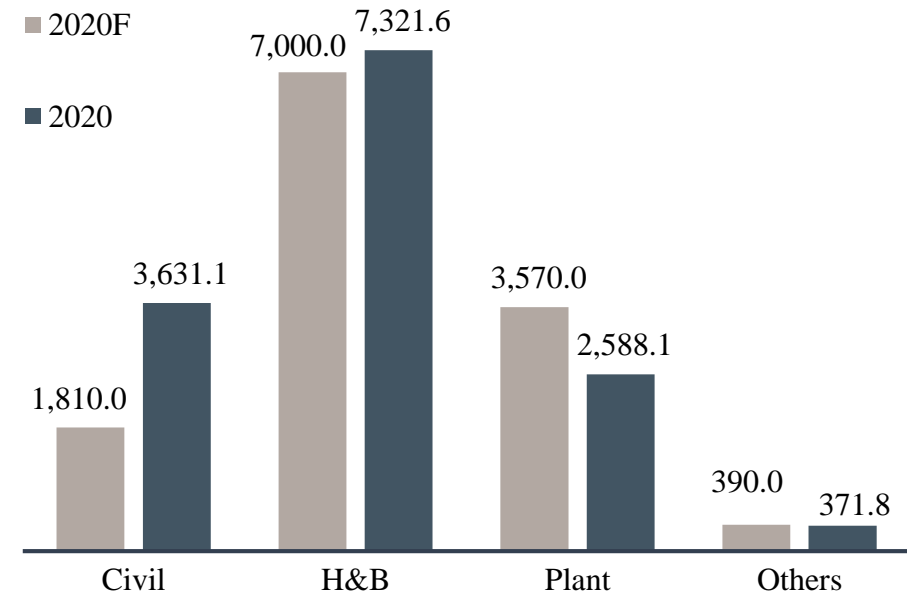
- 2020 Achievement rate : 109% (171% of 2020 Sales Revenue)

[Unit : KRW Bil.]

2020 Achievement



Achievement by Business Type

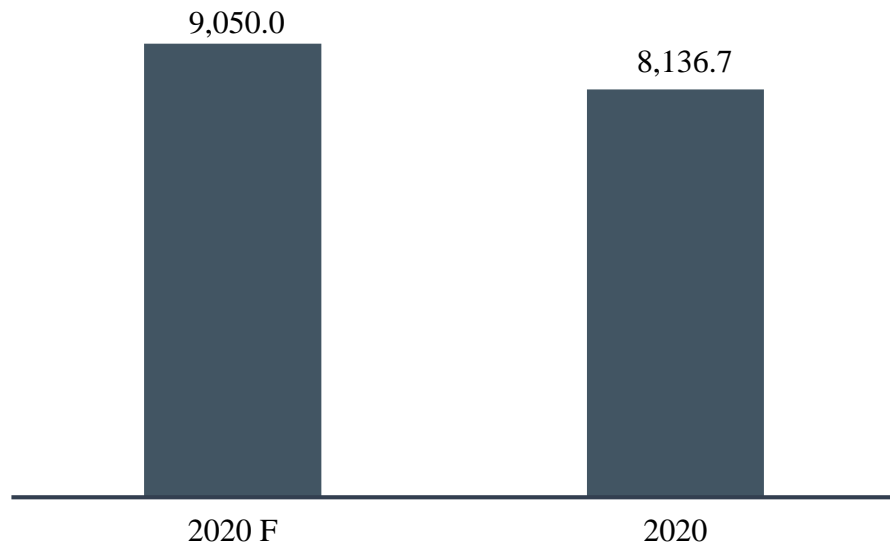


2. Sales Revenue

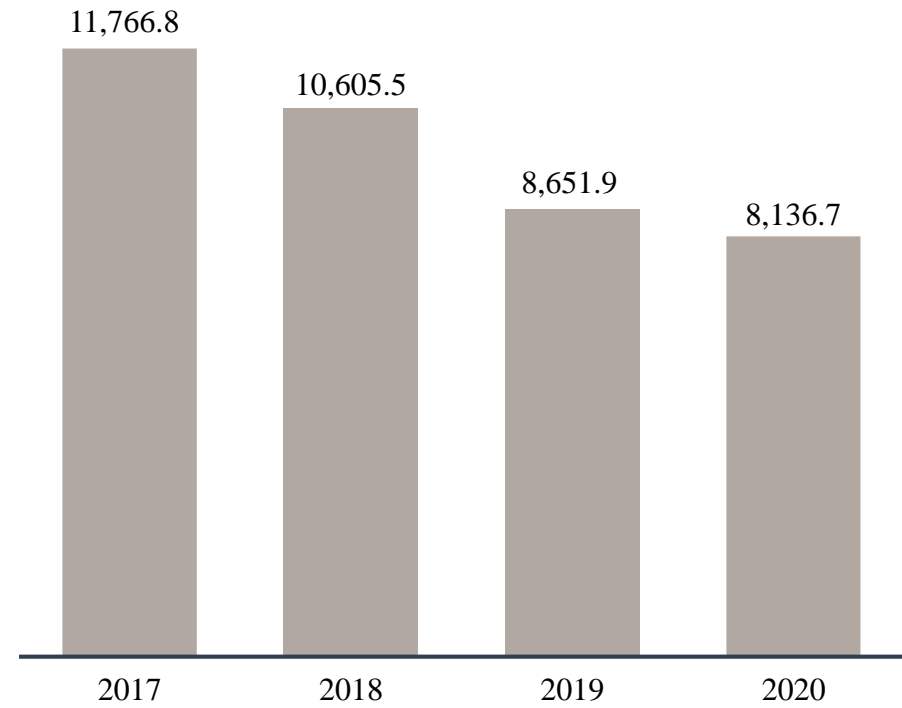
- 2020 Achievement rate : 90%

[Unit : KRW Bil.]

2020 Achievement



Past Sales Revenue

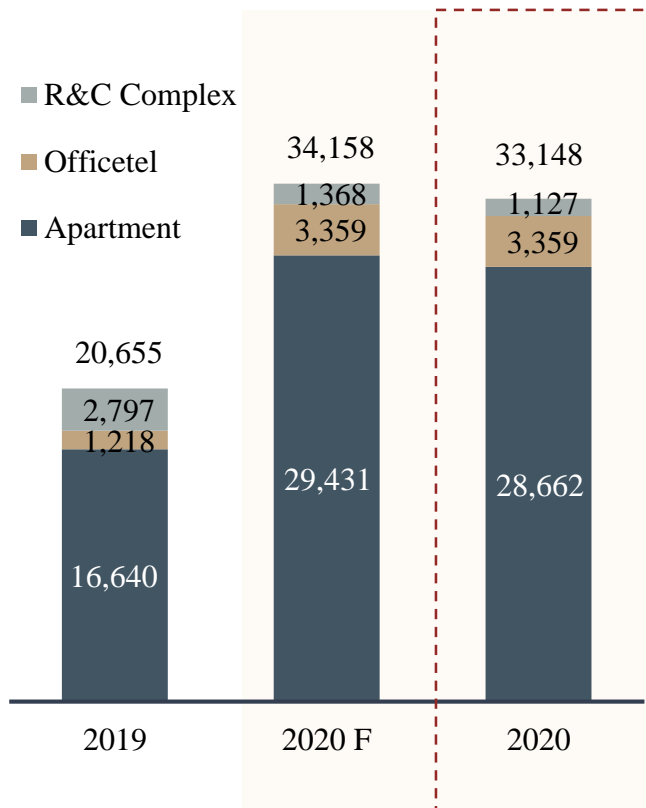


3. Housing Pre-Sale

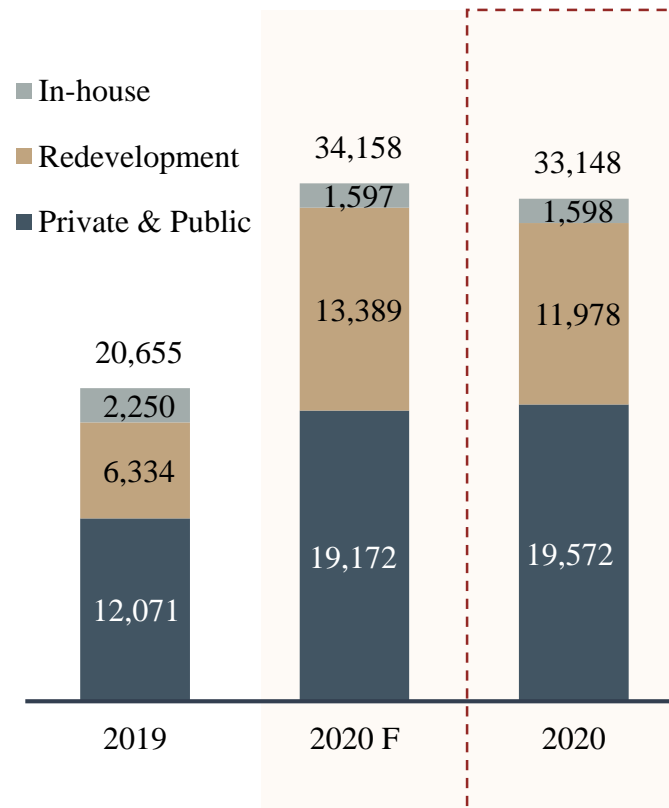
- 2020 Achievement rate : 97%

[Unit : Household]

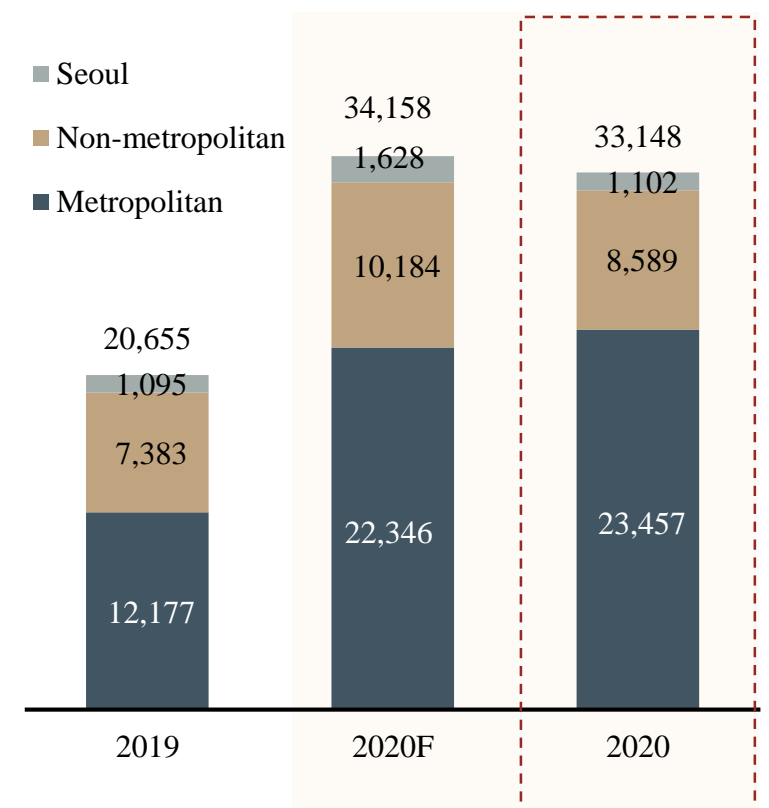
Breakdown by Housing Type



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	Gwangmyeong-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.

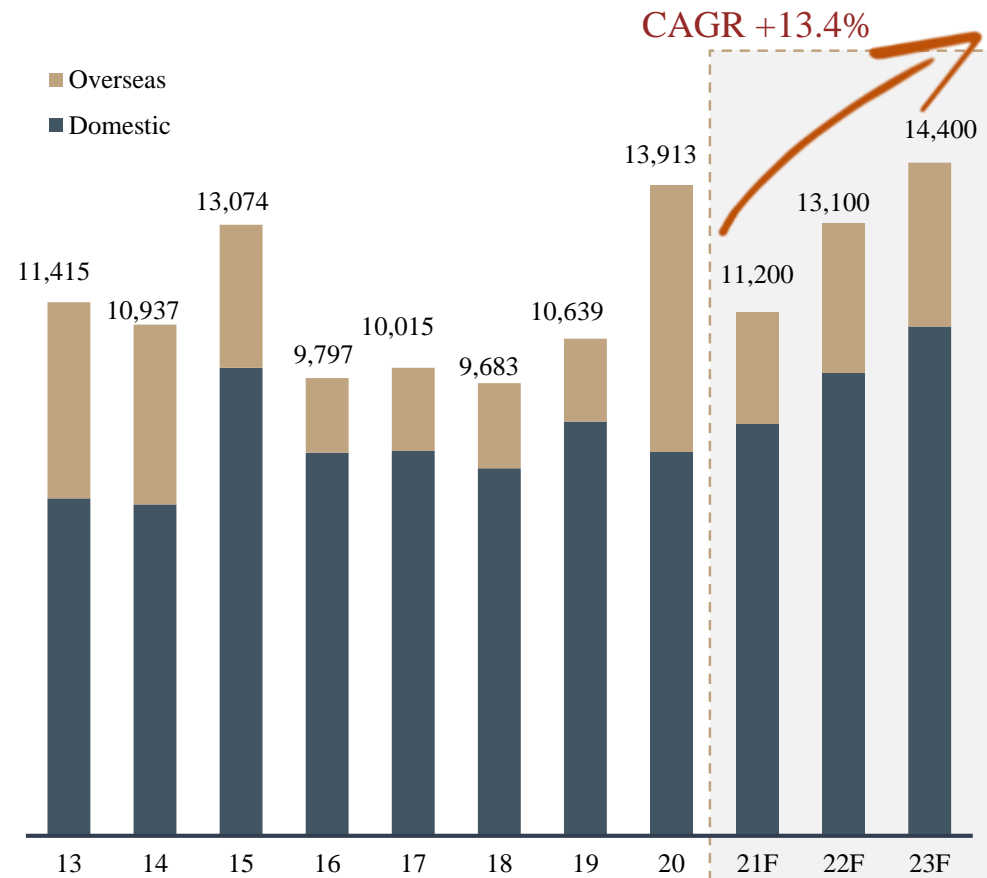
3 Year Business Plan

1. New orders Plan

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

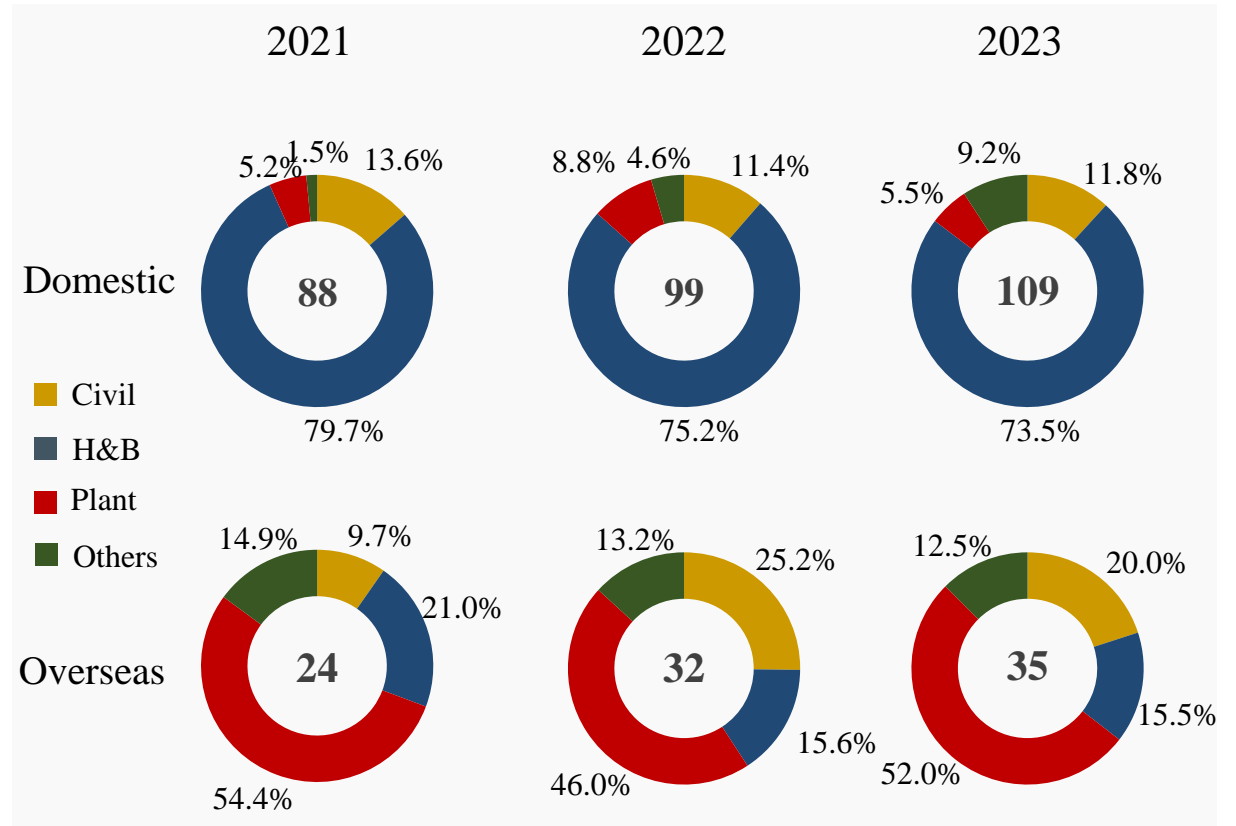
[Unit : KRW Bil.]

Yearly Trend



[Unit : KRW 100 Bil.]

Domestic & Overseas New orders

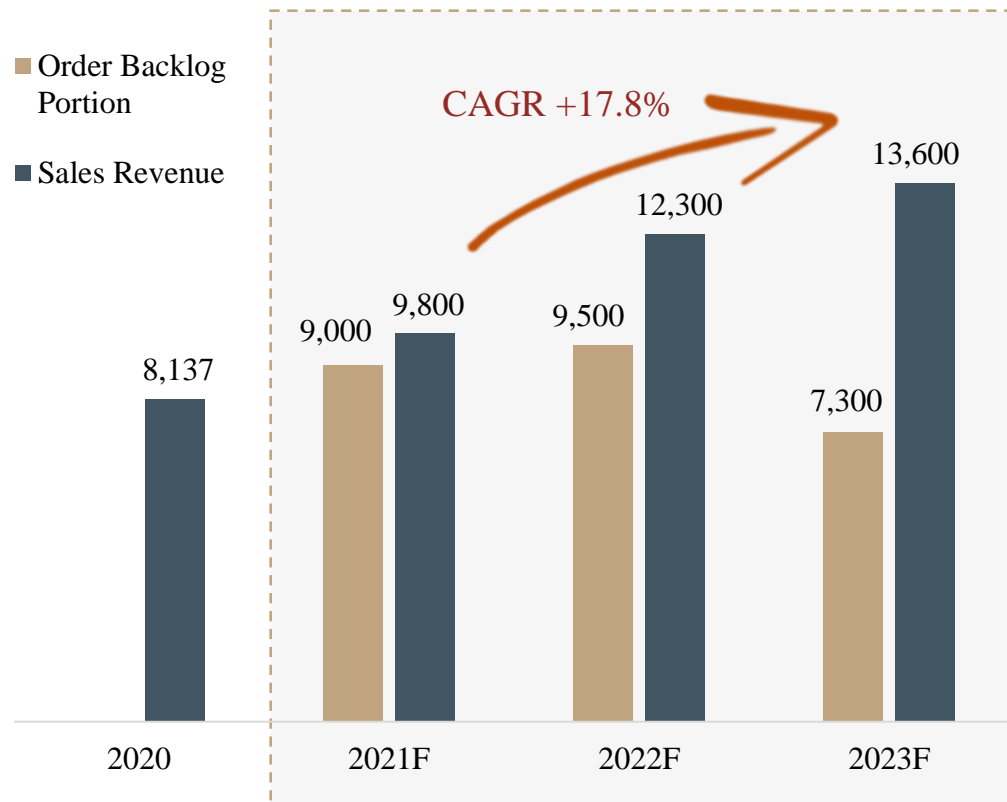


2. Sales Revenue Plan

- 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

