



IS DONGSEO

Investor Relations 2021

www.isdongseo.co.kr



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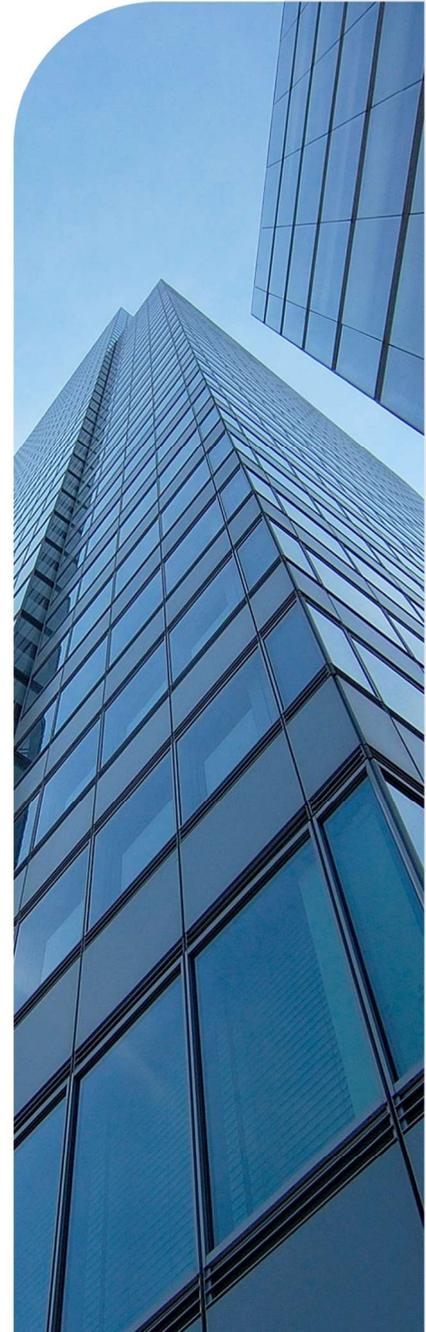


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INVESTOR RELATIONS
2021

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01 Company Introduction

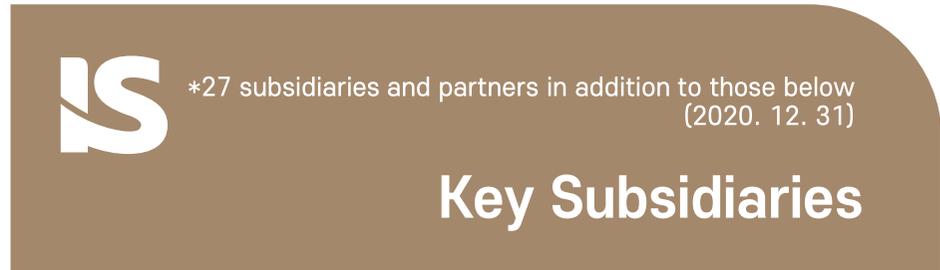
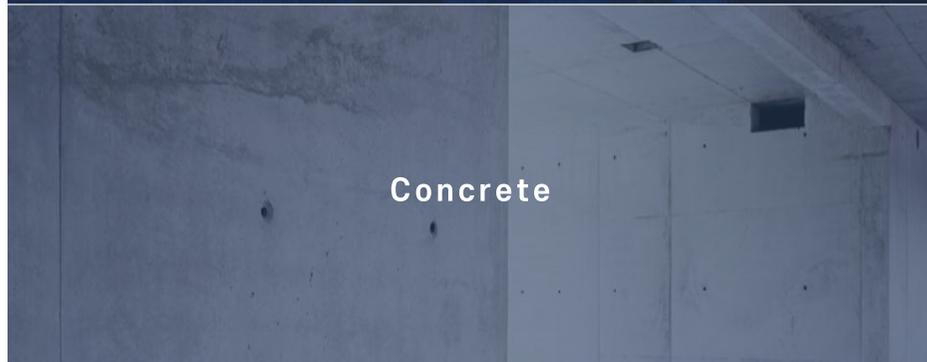
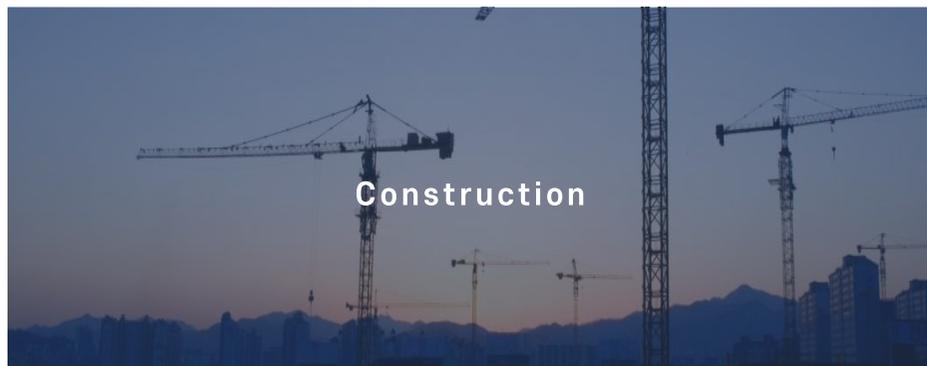
- 01 Organization chart
- 02 Business Areas

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INVESTOR
RELATIONS
2021

Leading the industry by standing up to **challenges** and creating **innovation**

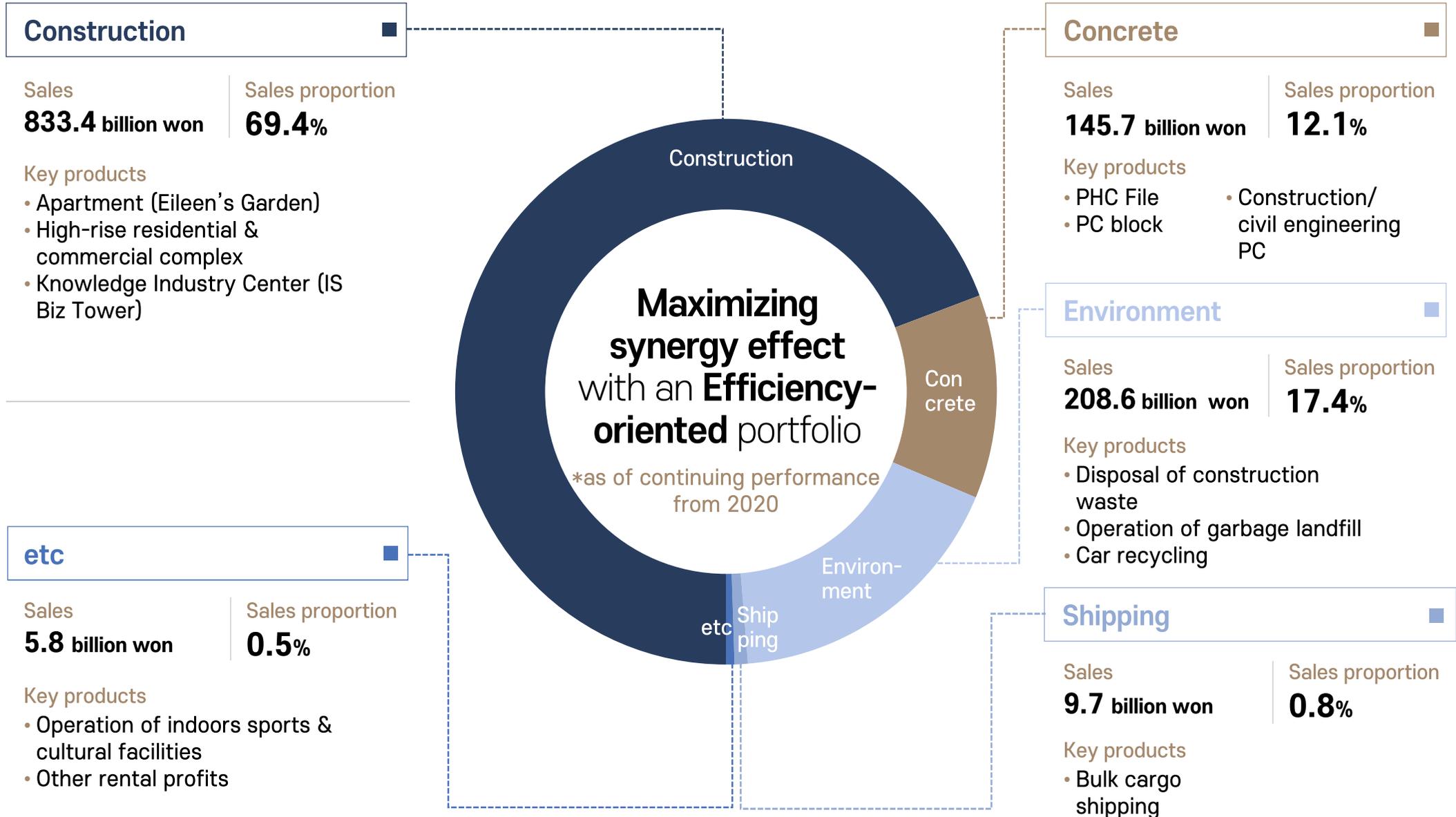


Insun E&T
Percentage of Shareholding
45.0%

YOUNG POONG FILE
Percentage of Shareholding
100%

IS Shipping
Percentage of Shareholding
100%

Vaunce
Percentage of Shareholding
100%



02

Investment Highlights

- 01 Management Performance
- 02 Summarized Financial Statement
(Consolidated / Separate)
- 03 Key Financial Indicators
- 04 Growth Engine
- 05 Aggressive M&A

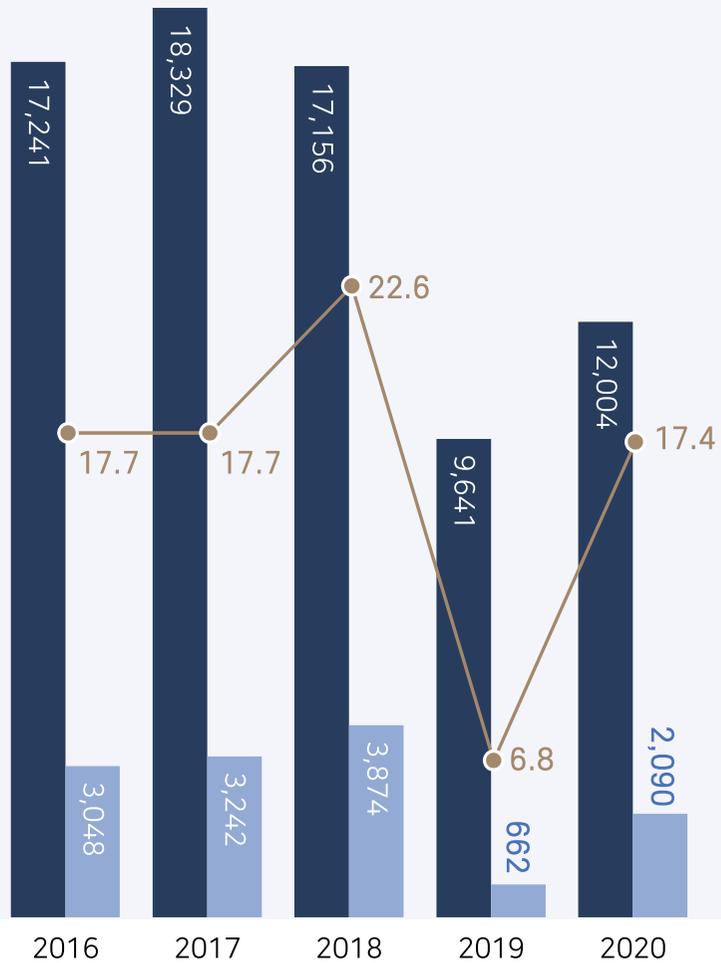
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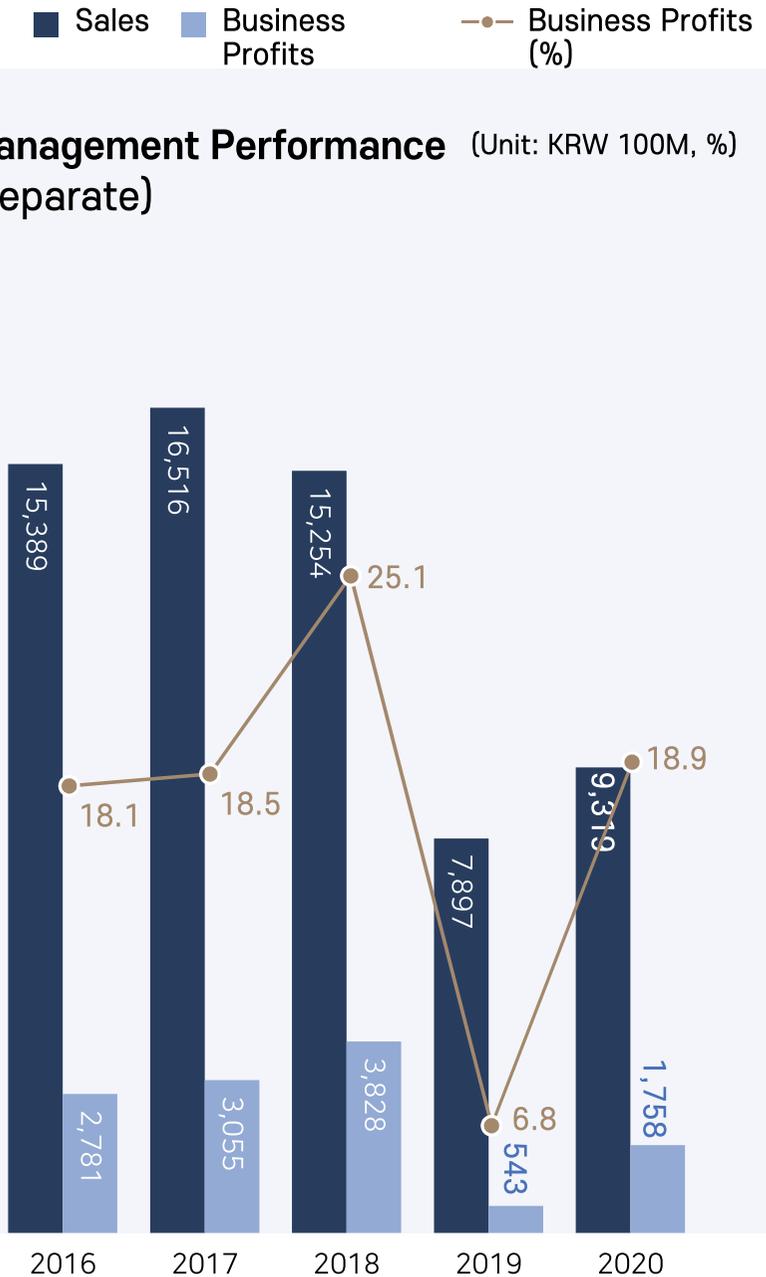
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2021

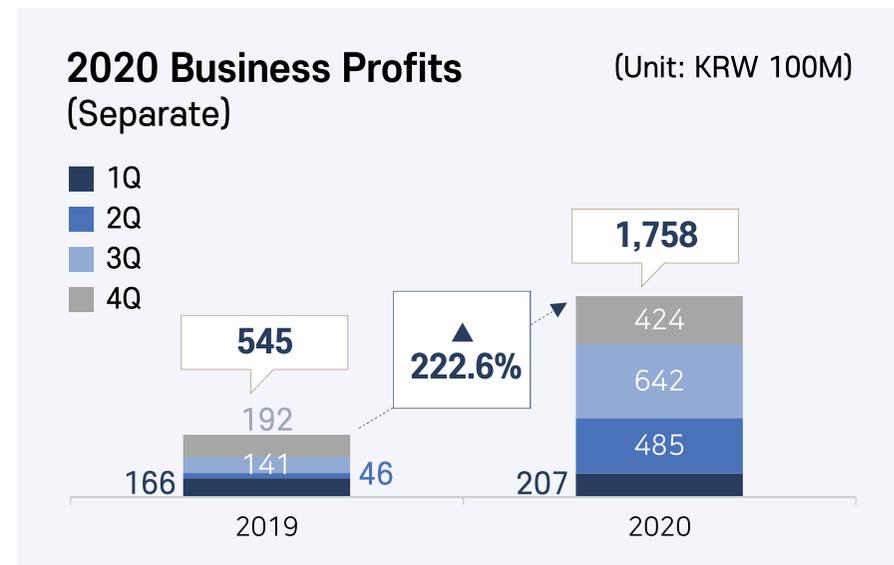
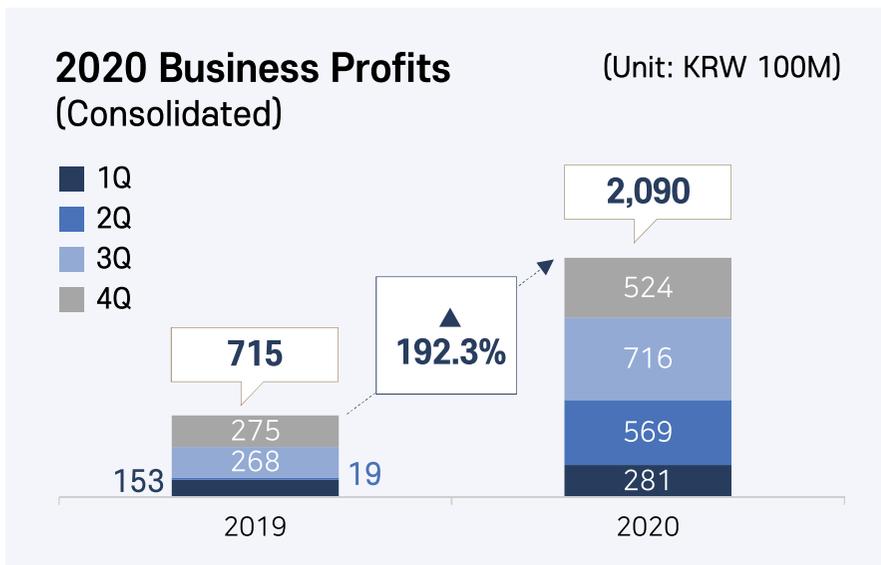
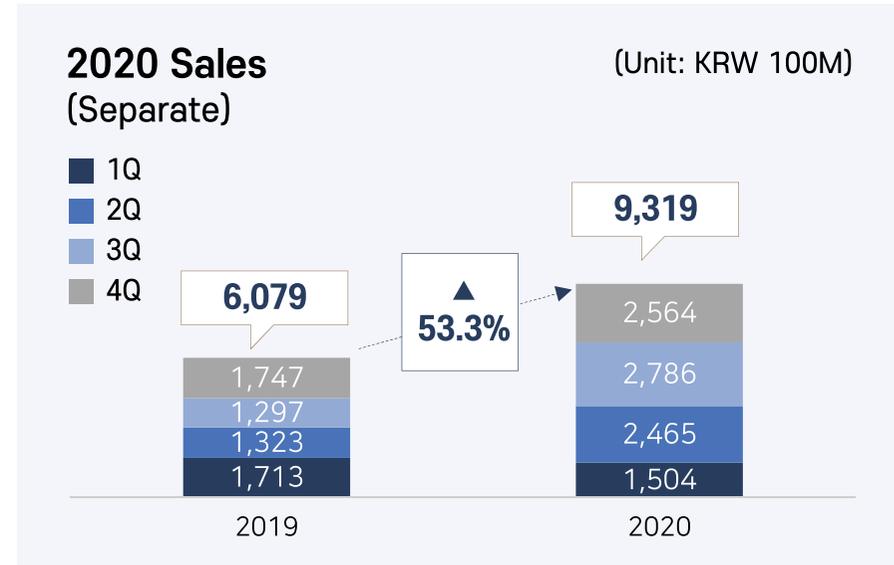
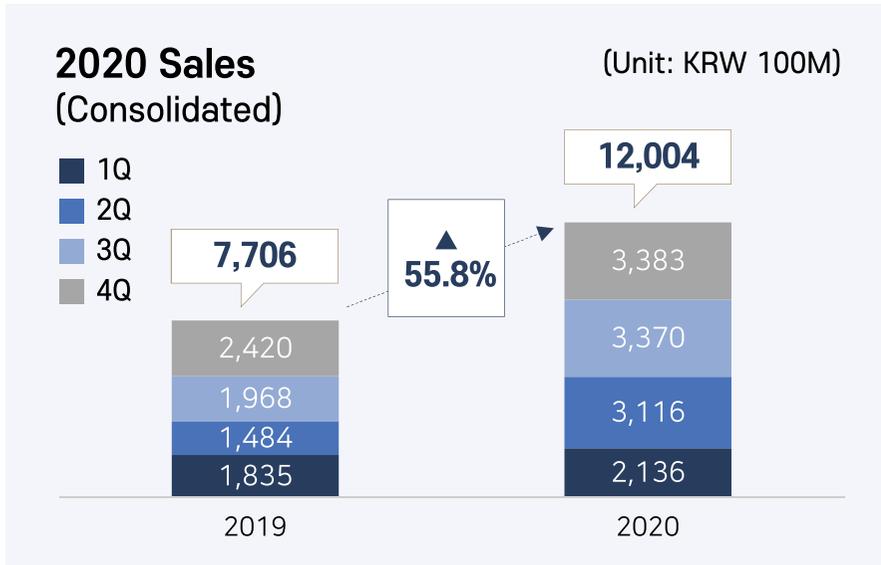
Management Performance (Consolidated) (Unit: KRW 100M, %)



Management Performance (Separate) (Unit: KRW 100M, %)



2020 – Sales & Business Profits



Financial Statement

(Unit: KRW 100M, %)

Type	2019	YOY	2020
Liquid Assets	17,017	33.3	22,685
Non-Liquid Assets	11,821	14.5	13,530
Assets Total	28,838	25.6	36,215
Liquid Liabilities	8,525	35.7	11,568
Non-Liquid Liabilities	7,577	41.8	10,747
Liabilities Total	16,102	38.6	22,315
Capital	154	-	154
Earned Surplus	6,757	15.3	7,793
Capital	12,736	9.1	13,900
Earned Surplus	28,838	25.6	36,215

Comprehensive Income Statement (Unit: KRW 100M, %)

Type	2019	YOY	2020
Sales	7,706	55.8	12,004
Sales Cost	5,835	46.9	8,569
Gross Profit	1,871	83.6	3,435
Sales & Administrative Expenses	1,156	16.3	1,345
Business Profits	715	192.3	2,090
Net Profit before Income Tax Expenses	716	118.6	1,565
Net Profit	743	90.6	1,416

Financial Statement

(Unit: KRW 100M, %)

Type	2019	YOY	2020
Liquid Assets	15,830	32.6	20,991
Non-Liquid Assets	8,723	19.5	10,424
Assets Total	24,553	27.9	31,415
Liquid Liabilities	7,392	39.7	10,325
Non-Liquid Liabilities	6,404	48.9	9,536
Liabilities Total	13,796	44.0	19,862
Capital	154	-	154
Earned Surplus	6,531	15.9	7,571
Capital	10,757	7.4	11,553
Earned Surplus	24,553	27.9	31,415

Comprehensive Income Statement (Unit: KRW 100M, %)

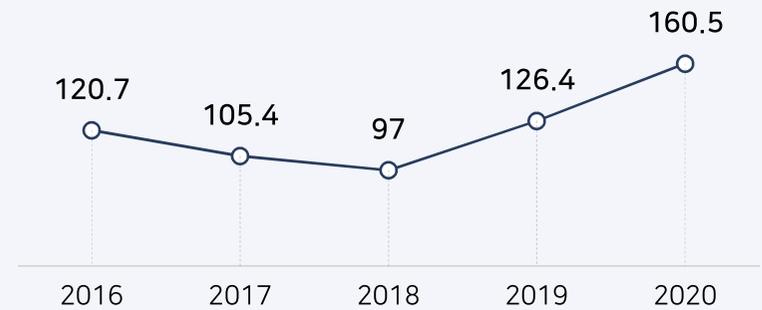
Type	2019	YOY	2020
Sales	6,079	53.3	9,319
Sales Cost	4,670	41.9	6,627
Gross Profit	1,410	90.9	2,692
Sales & Administrative Expenses	864	8.1	934
Business Profits	545	222.6	1,758
Net Profit before Income Tax Expenses	761	68.7	1,284
Net Profit	637	95.6	1,246

Management Performance - Consolidated

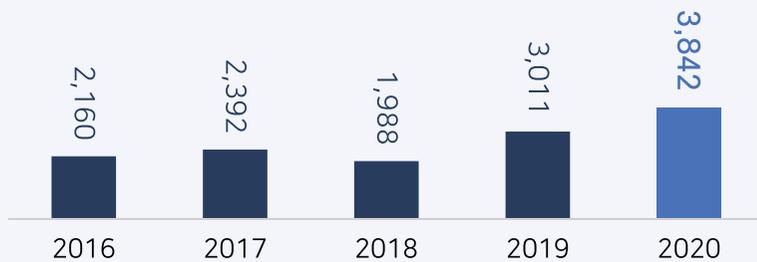
ROE (Unit: %)



Debt Ratio (Unit: %)



Cash & Cashable Assets (Unit: KRW 100M)

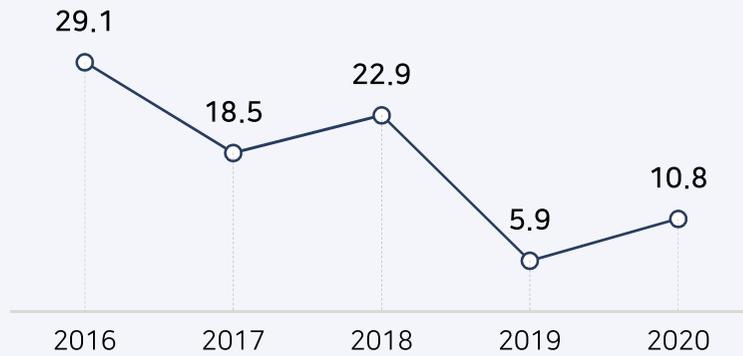


Net Loan (Unit: KRW 100M)



Management Performance - Separate

ROE (Unit: %)



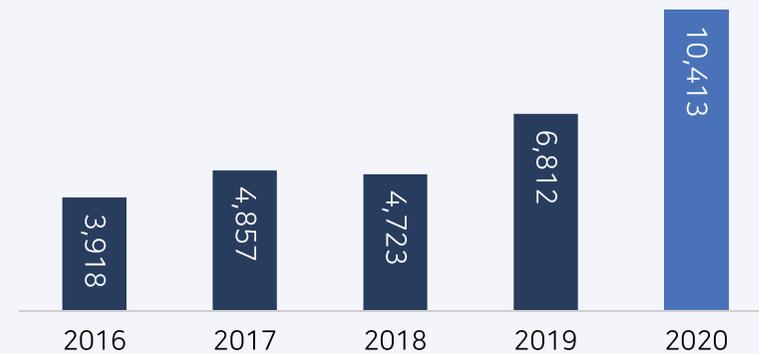
Debt Ratio (Unit: %)



Cash & Cashable Assets (Unit: KRW 100M)

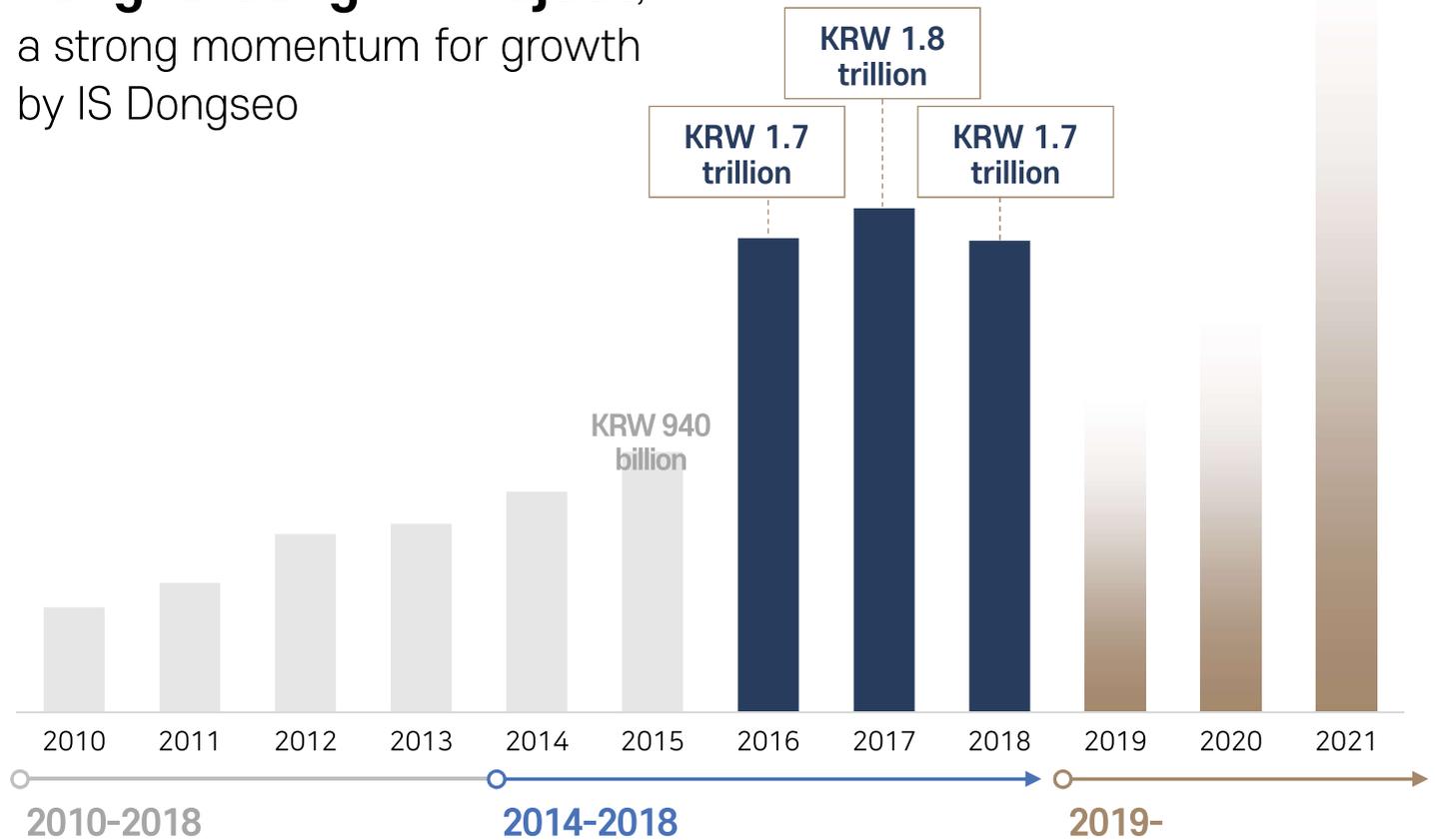


Net Loan (Unit: KRW 100M)





Yongho-dong W Project, a strong momentum for growth by IS Dongseo



Yongho-dong W Project,

Date of Construction	2014.03
Date of Completion	2018.04
Construction scale	High-rise residential & commercial complex with 1,488 households, supermarkets, stores, and cultural facilities
Parcel price Approximately	KRW 1,500 billion
Net profit	KRW 400 billion

Targeting construction market and building a foundation for stable growth with the private brand Eileen's Garden

Rapid growth since the successful completion of the Yongho-dong project

Numerous apartments in the metropolitan area, including Cheongra of Incheon, sold

Preparing for the next leap with new investments

- Expanding new project investment by securing liquidity
- Increased brand awareness more orders
- Virtuous cycle with increased profits

Increasing competitiveness and identifying new opportunities with strategic M&A



03

Performance by Business Divisions

- 01 Construction Sector
- 02 Non-Construction Sector

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New Orders

(Unit: KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ 2018 : All



Order Backlog

(Unit: KRW 100M)



Sales

(Unit: KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ 2018 : All



Business Profits

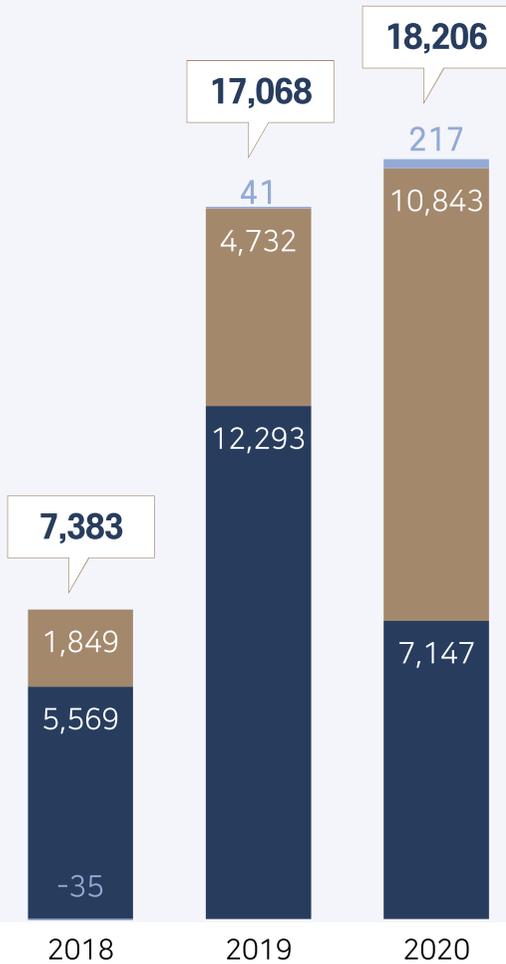
(Unit: KRW 100M)t

■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ 2018 : All

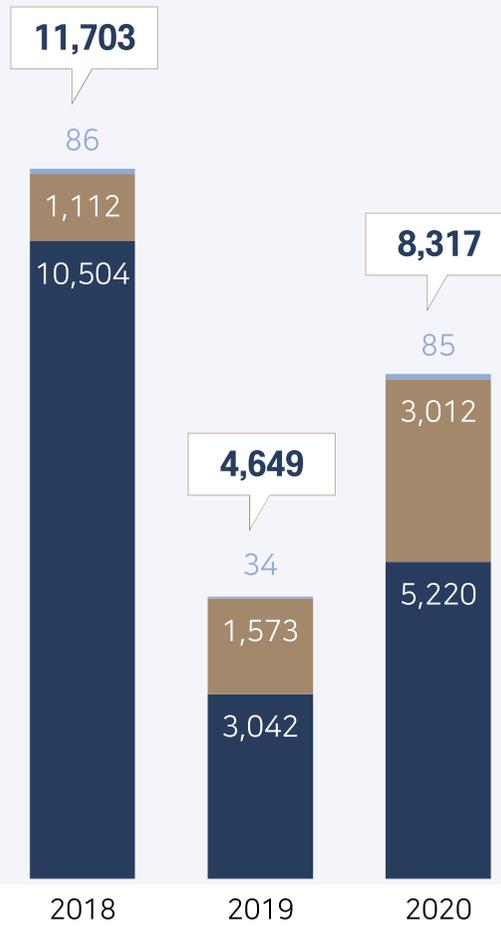


■ Own ■ Construction ■ Civil Engineering

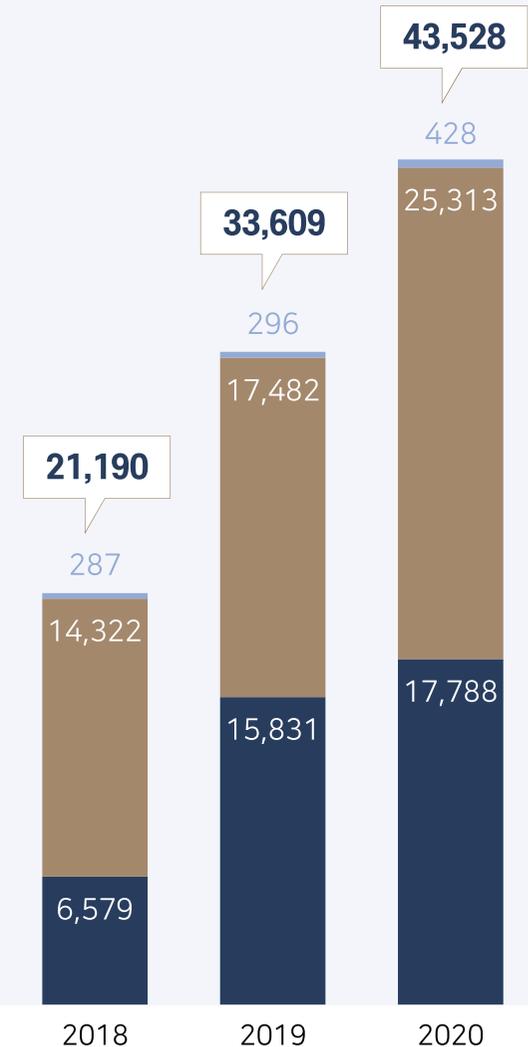
New Order Trend (Unit: KRW 100M)
by Work type



Sales Weight (Unit: KRW 100M)
Trend by Work type



Order Backlog (Unit: KRW 100M)
Trend by Work type



**PROJECT
IN PROGRESS**

(Unit: KRW
100M)

Type	Site Name	Construction Period	Progress	No. of Households	Contract/Subcontract Amount	Rev. Recognition
Own	Eileen-Garden, Suseong Beomeo, Daegu	2018.06 - 2021.04	93.5%	719	4,589	In Progress
	IS BIZ Tower, Misa, Hangang	2018.04 - 2020.04	100.0%	-	1,630	Transferred
	IS BIZ Tower, Gasan, Seoul	2018.11 - 2021.01	96.8%	-	596	Transferred
	Eileen-Garden, Dongdaegu, Daegu	2019.01 - 2021.10	58.7%	705	3,221	Transferred
	IS BIZ Tower Central, Anyang	2019.03 - 2022.01	46.1%	-	4,539	In Progress +Transferred
	Opera W, Daegu Station, Daegu	2019.10 - 2023.05	17.4%	1,088	5,305	In Progress
	Eileen-Garden, DMC, Deokeun, Goyang	2019.10 - 2022.07	31.1%	206	1,405	Transferred
	New Centro Eileen-Garden, Gyeongju	2020.12~2023.05	0.0%	795	3,598	TBD
Subtotal				3,513	24,877	
Sub contract	Eileen-Garden, Bongnae, Busan	2015.03 - 2021.03	92.9%	1,216	2,377	In Progress
	Eileen-Garden, Gwangan, Busan	2018.11 - 2021.02	99.3%	225	534	In Progress
	W, Suseong Beomeo, Daegu	2019.05 - 2023.12	13.7%	1,868	6,802	In Progress
	Eileen-Garden, Jungsan Megok, Ulsan	2017.11 - 2021.10	60.0%	851	1,387	In Progress
	Oceanlife Eileen-Garden, Busan	2017.11 - 2023.06	8.2%	1,228	2,477	In Progress
	Munsu-ro, Ulsan	2020.02 - 2023.03	4.2%	384	695	In Progress
Subtotal				5,772	14,273	
Total				9,285	39,150	

**PROJECT
IN PLAN**

(Unit: KRW
100M)

Lotting-out Period	Site Name	No. of Households /pyeong	Contract/Subcontract Amount	Own/Subcontract
2021	Ulsan New City Eileen's Garden No. 1	803	TBD	Own
	Ulsan New City Eileen's Garden No. 2	1,144	TBD	Own
	Jukjeon District 3, Daegu	959	2,285	Subcontract
	Dewon District 3, Changwon	1,470	3,054	Subcontract
	Street Housing Maintenance Project, Yaeumje District 1	191	448	Subcontract
	Local housing cooperative in Yongwon-dong, Changwon	978	1,661	Subcontract
	Local Community Housing Cooperatives, Hakseong-dong, Ulsan	793	1,616	Subcontract
Subtotal		6,338	9,064	
2022	Yongdu-dong District 2, Daejeon	798	1,418	Subcontract
	Housing Redevelopment Maintenance Project, B-14 District, Nam-gu, Ulsan	1,529	2,987	Subcontract
	Dongseo Town Small-scale Reconstruction Project	210	421	Subcontract
	Small-scale Construction Project, Lucky 5th, Bokhyeon-dong, Daegu	175	383	Subcontract
	Small-scale Reconstruction Project, Hyeopjin Apt., Bockhyeon-dong, Daegu	161	343	Subcontract
Subtotal		2,873	5,552	
2023	Hongdo-dong District 2, Daejeon	483	905	Subcontract
	Subtotal		483	905
TBD	Jungsan District, Goyang	Land area around 15,000py	TBD	Own
	Jungsan District, Gyeongsan	Land area around 32,160py	TBD	Own
Total		9,694	15,521	

Foundation for fast growth that transcends the Yongho-dong W Project
The framework has been laid for speedy growth of future sales and high profits!

**Development project
 in Dukeun region, Goyang-si**

Great public interest for its proximity to Seoul

Land area	Land ownership	Development type
approximately 15,000 pyeong	7 industrial complexes	knowledge industrial center



**Development project
 in Jungsan region, Gyeongsan**

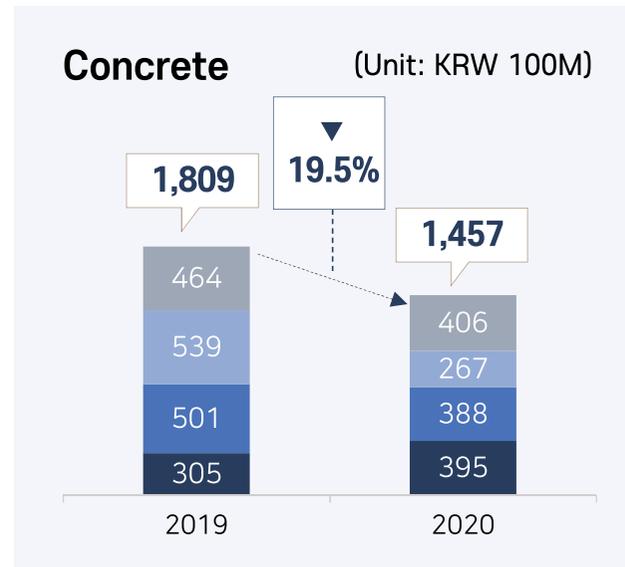
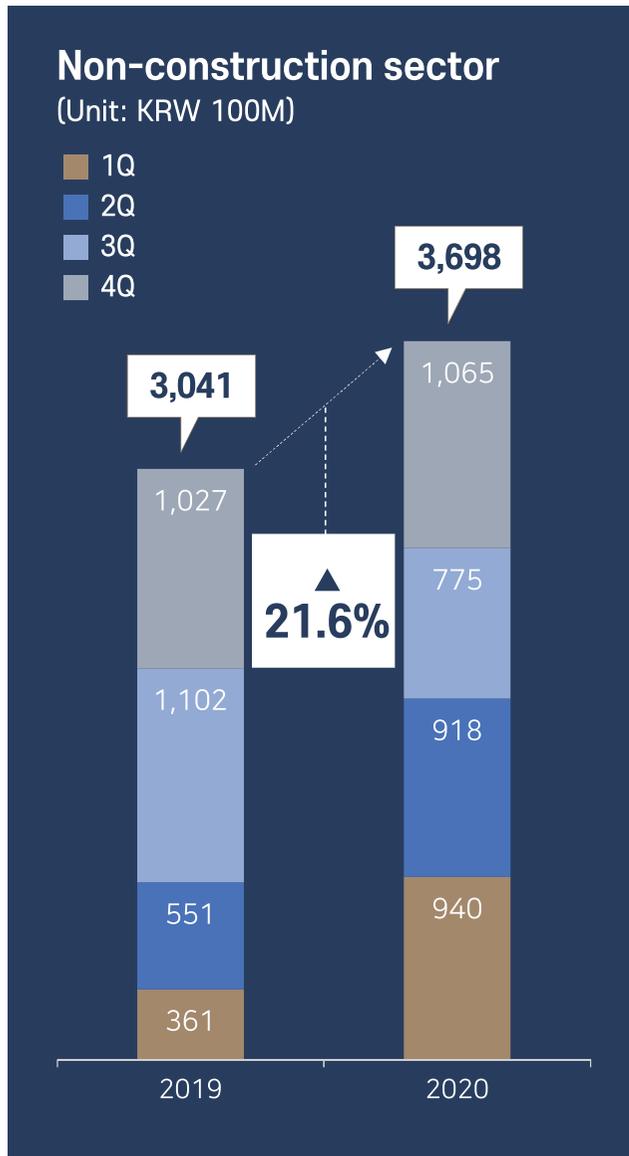
The best location in Yeongnam area in terms of transportation, education, culture, convenient facilities

Land area	Development type
approximately 15,000 pyeong	Other than residential & commercial complex



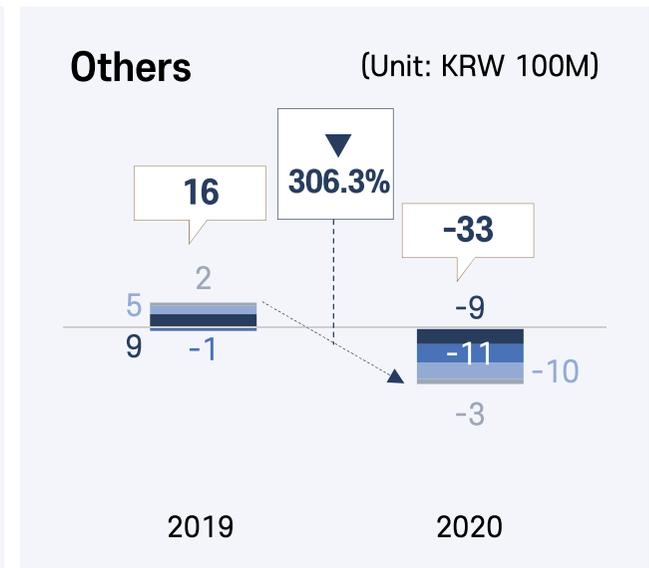
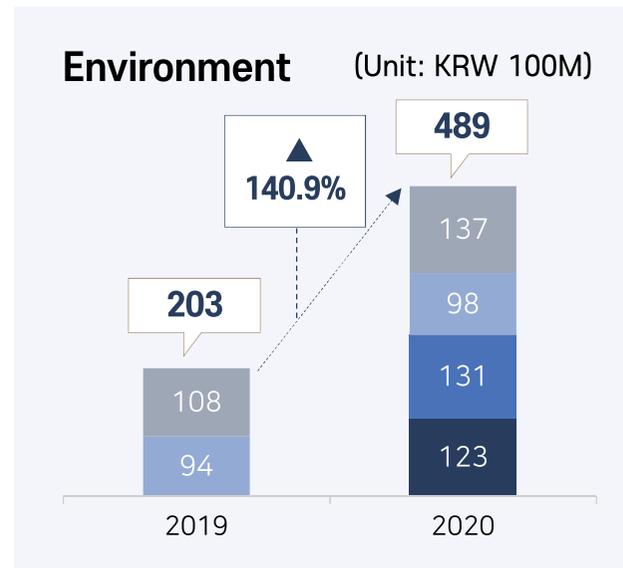
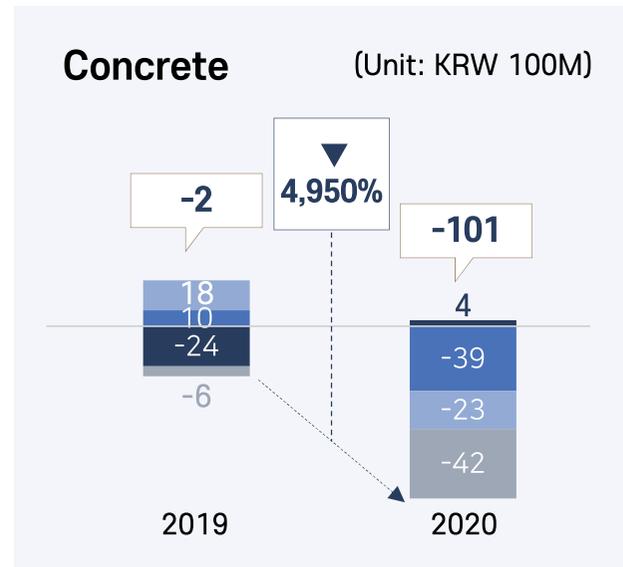
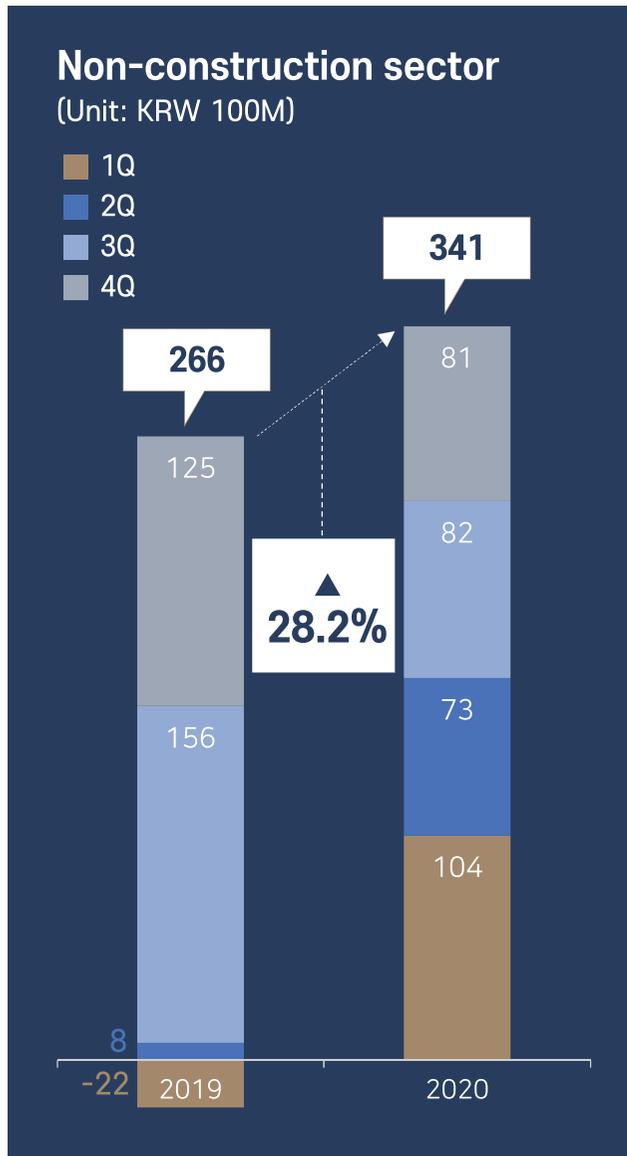
Sales Performance

■ 1Q ■ 2Q ■ 3Q ■ 4Q



Business Profits Performance

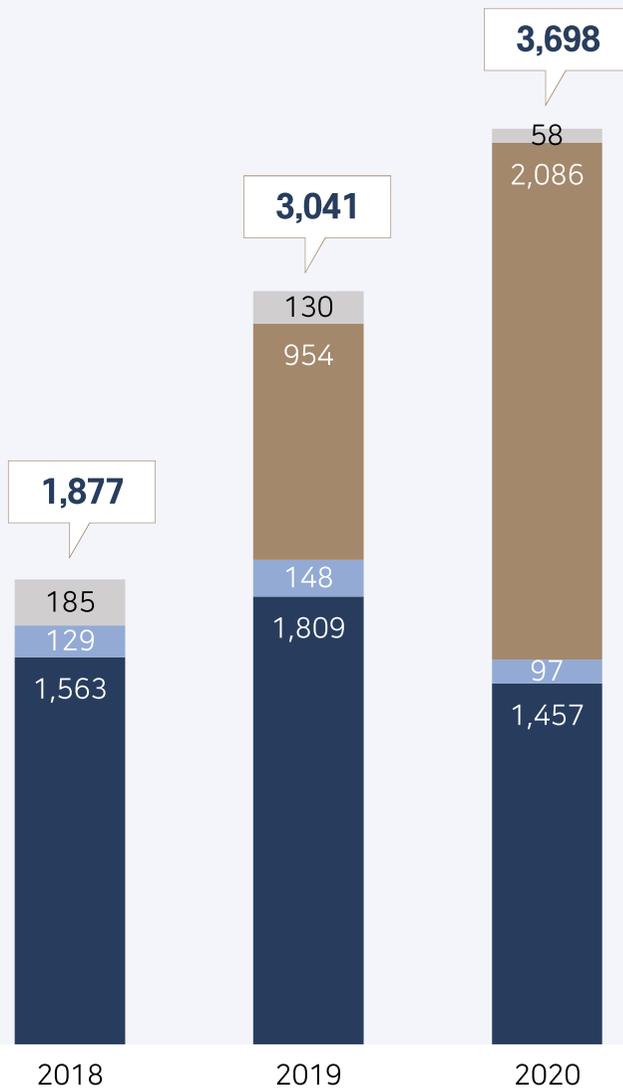
■ 1Q ■ 2Q ■ 3Q ■ 4Q



■ Concrete ■ Shipping ■ Environment ■ Others

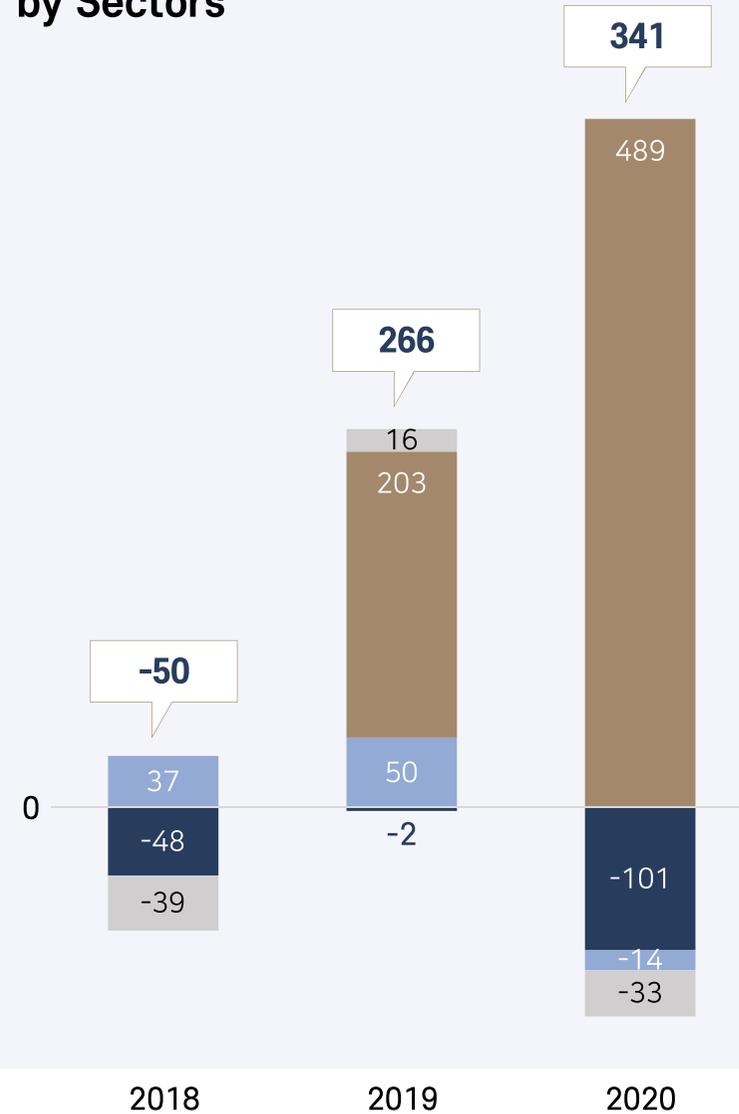
Sales Trend by Sectors

(Unit: KRW 100M)



Business Profit Trend by Sectors

(Unit: KRW 100M)



04 Appendix

- 01 Company Overview & Shareholders
- 02 Summarized Financial Statement
(Consolidated / Separate)
- 03 Production Infrastructure

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INVESTOR
RELATIONS
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At the center of global attention

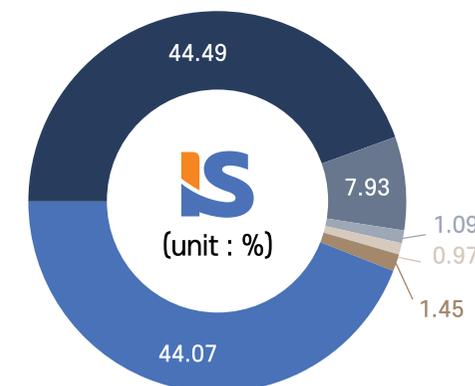
Global Leader IS Dongseo

IS Dongseo is Korea's only company to bring consistency in construction and materials. It joined the KOSPI 200 in April 2010 and the KRX 300 in February, 2018. It is recognized as a leader in the industry for its strong performance. It is going beyond Korea to become a global leader.

Company Name	IS Dongseo Co., Ltd.
CEO	Kwon Min-suk
Date of foundation	1989. 03. 07
Capital	15.4 billion won (as of December 31, 2020)
Number of Employees	663 (as of December 31, 2020)
Key Business	Total construction, concrete product manufacturing
Address	741, Yeongdong-daero, Gangnam-gu, Seoul, Republic of Korea
WEB	www.isdongseo.co.kr

Shareholder

- IS Holdings Ltd.
- Kwon Hyuk-woon
- Bae Han-seon
- Munam Scholarship & Culture Foundation
- Treasury share
- Other shareholders



Name	Number of shares	Percentage of Shareholding (%)
IS Holdings Ltd.	13,743,443	44.49
Kwon Hyuk-woon (Special partner)	2,449,512	7.93
Bae Han-seon (Special partner)	337,314	1.09
Munam Scholarship & Culture Foundation	300,000	0.97
Treasury share	447,941	1.45
Other shareholders	13,614,396	44.07
Total	30,892,606	100.00

* as of December 31, 2020

Financial Statement

(Unit: KRW 100M, %)

Type	2018	2019	2020
Liquid Assets	12,712	17,017	22,685
Non-Liquid Assets	9,115	11,821	13,530
Assets Total	21,827	28,838	36,215
Liquid Liabilities	8,105	8,525	11,568
Non-Liquid Liabilities	2,643	7,577	10,747
Liabilities Total	10,749	16,102	22,315
Capital	154	154	154
Earned Surplus	6,491	6,757	7,793
Capital	11,078	12,736	13,900
Earned Surplus	21,827	28,838	36,215

Comprehensive Income Statement (Unit: KRW 100M, %)

Type	2018	2019	2020
Sales	13,788	7,706	12,004
Sales Cost	9,047	5,835	8,569
Gross Profit	4,741	1,871	3,435
Sales & Administrative Expenses	957	1,156	1,345
Business Profits	3,783	715	2,090
Net Profit before Income Tax Expenses	3,418	716	1,565
Net Profit	2,438	743	1,416

Financial Statement

(Unit: KRW 100M, %)

Type	2018	2019	2020
Liquid Assets	12,077	15,830	20,991
Non-Liquid Assets	7,429	8,723	10,424
Assets Total	19,506	24,553	31,415
Liquid Liabilities	7,094	7,392	10,325
Non-Liquid Liabilities	1,948	6,404	9,536
Liabilities Total	9,041	13,796	19,862
Capital	154	154	154
Earned Surplus	6,289	6,531	7,571
Capital	10,465	10,757	11,553
Earned Surplus	19,506	24,553	31,415

Comprehensive Income Statement (Unit: KRW 100M, %)

Type	2018	2019	2020
Sales	13,193	6,079	9,319
Sales Cost	8,647	4,670	6,627
Gross Profit	4,547	1,410	2,692
Sales & Administrative Expenses	779	864	934
Business Profits	3,768	545	1,758
Net Profit before Income Tax Expenses	3,375	761	1,284
Net Profit	2,404	637	1,246

IS Dongseo is producing high-quality products with its **meticulous quality control** and **technology**.

Icheon Factory

Products manufactured	PC products 147,287m ²
Production area	1,500 t/day
Production volume	

Eumseong Factory

Products manufactured	PHC Pile 246,006m ²
Production area	2,600 t/day
Production volume	

Cheonan Factory

Products manufactured	PC block, segment 70,901m ²
Production area	300 t/day
Production volume	

Cheongyang Factory

Products manufactured	PHC Pile 120,720m ²
Production area	2,500 t/day
Production volume	

Changnyeong Factory

Products manufactured	PHC Pile 91,006m ²
Production area	1,500 t/day
Production volume	





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