



# IS DONGSEO

Investor Relations 2021

[www.isdongseo.co.kr](http://www.isdongseo.co.kr)



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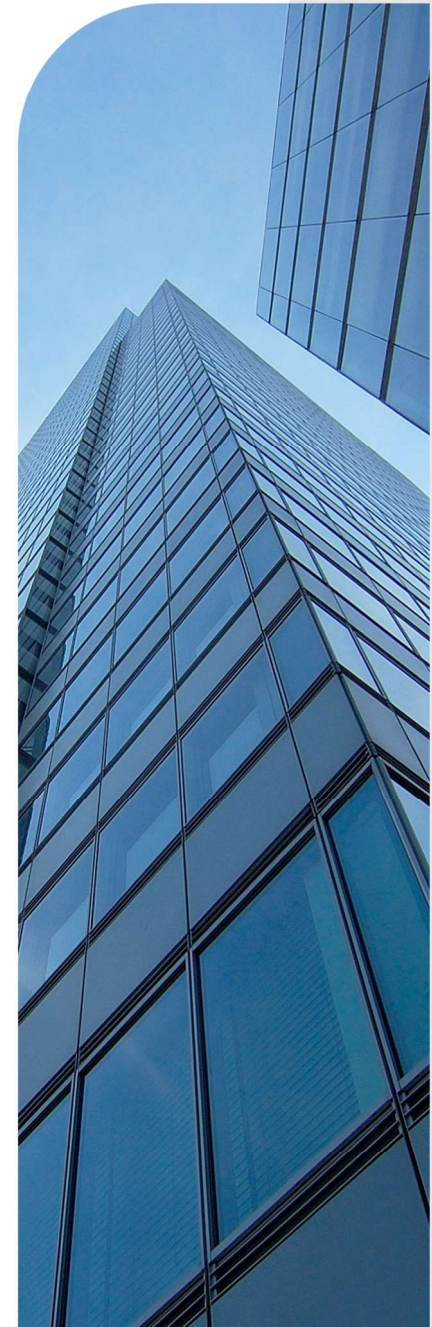
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INVESTOR RELATIONS  
2021

- 01 Company Introduction
- 02 Investment Highlights
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- 04 Appendix



# 01 Company Introduction

- 01 Organization chart
- 02 Business Areas

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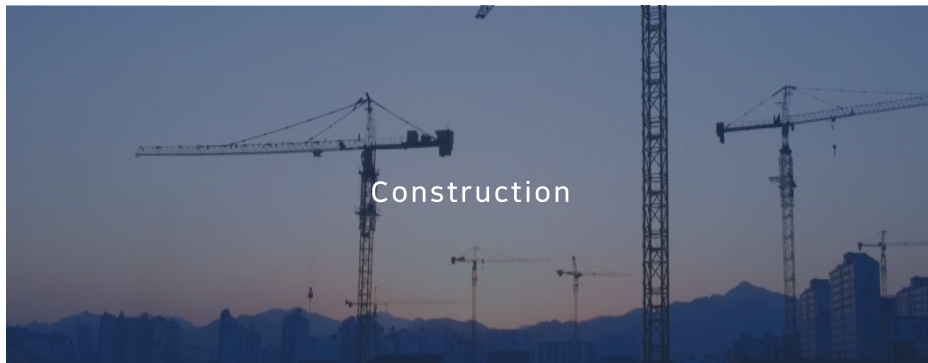
**IS**  
IS DONGSEO

INVESTOR  
RELATIONS  
2021

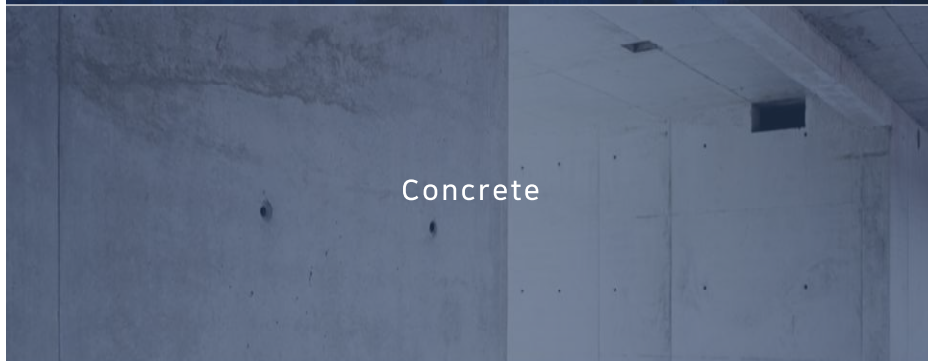
Leading the industry by standing up to **challenges** and creating **innovation**



IS Dongseo Co., Ltd.



Construction



Concrete



\* 40 subsidiaries and partners in addition to those below  
(2021. 06. 30)

## Key Subsidiaries



Insun E&T

Percentage of Shareholding  
45.0%



YOUNG POONG FILE

Percentage of Shareholding  
100%



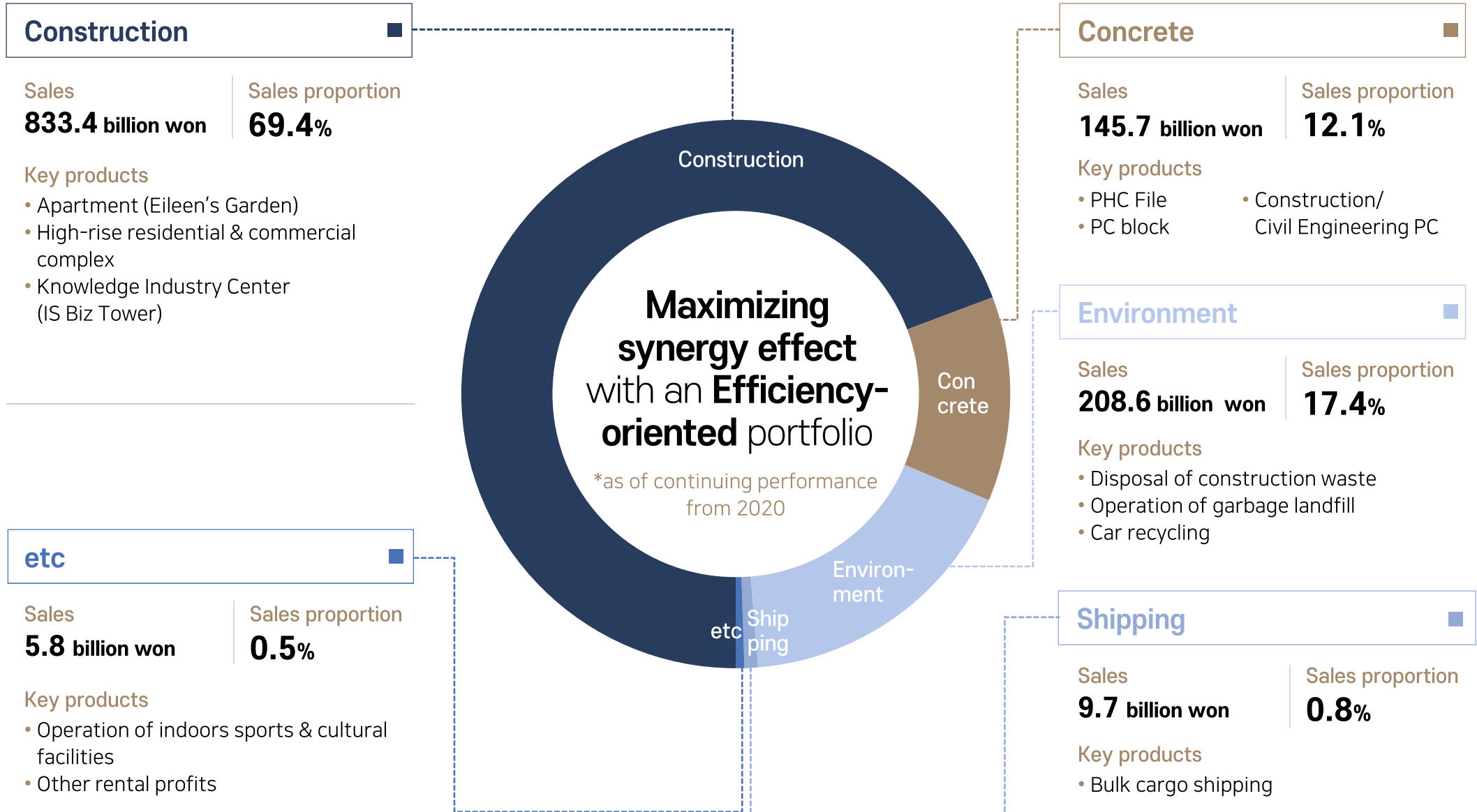
IS Shipping

Percentage of Shareholding  
100%



Vavance

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

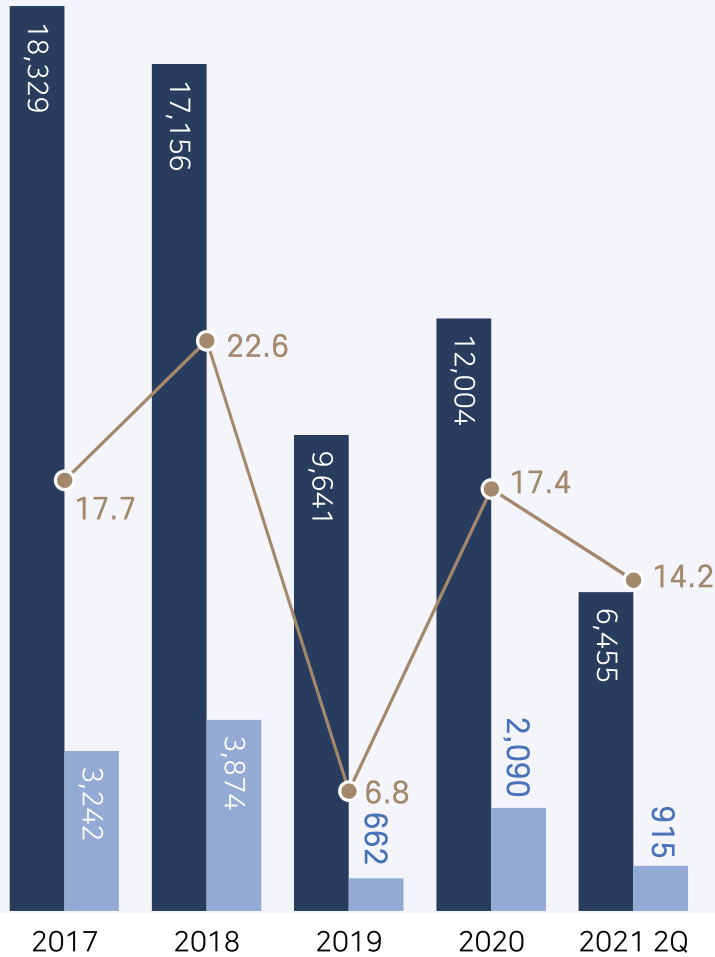
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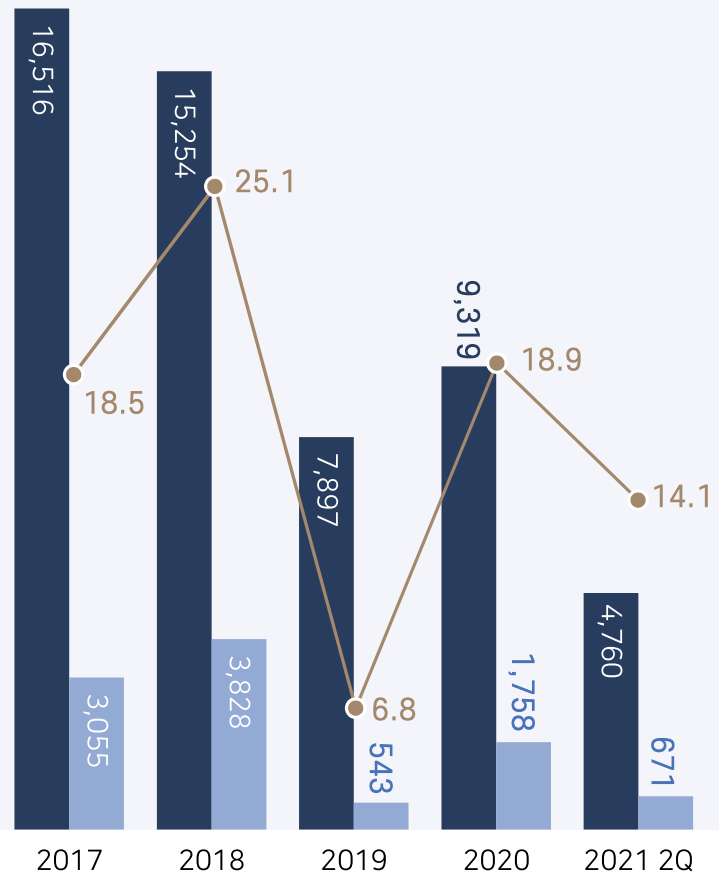
INVESTOR  
RELATIONS  
2021

■ Sales ■ Business Profits —●— Business Profits (%)

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



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

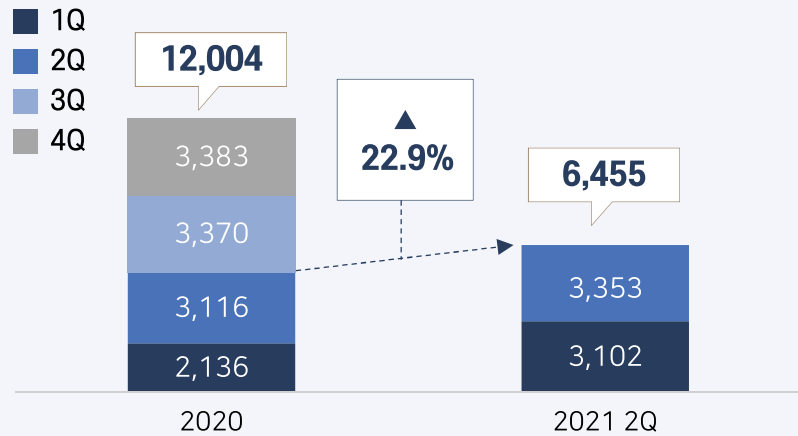




## 2021 2Q - Sales & Business Profits

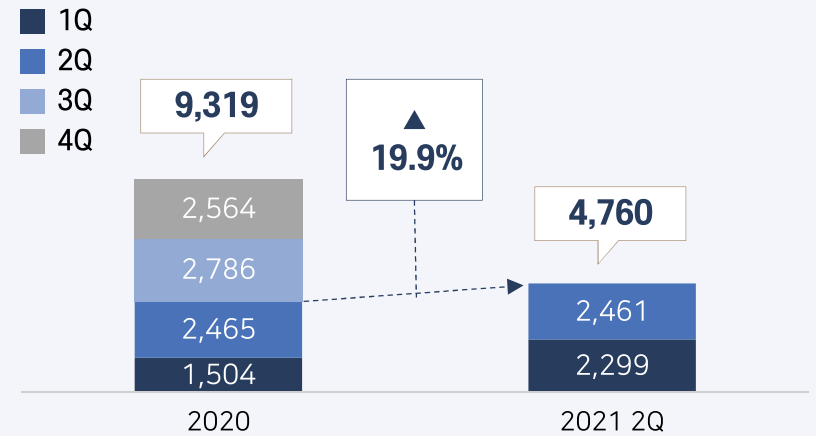
### 2021 Sales (Consolidated)

(Unit : KRW 100M)



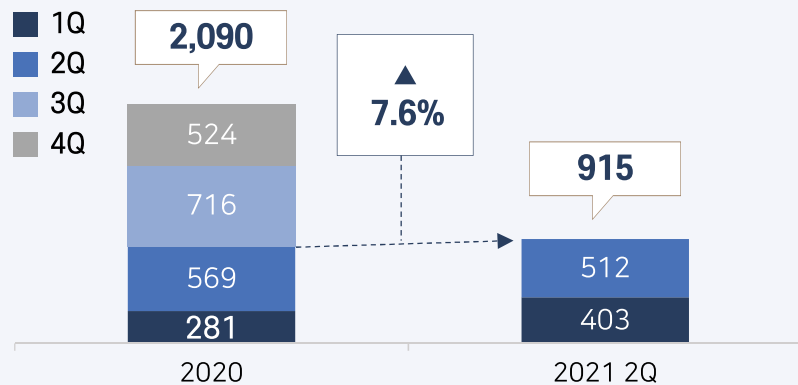
### 2021 Sales (Separate)

(Unit : KRW 100M)



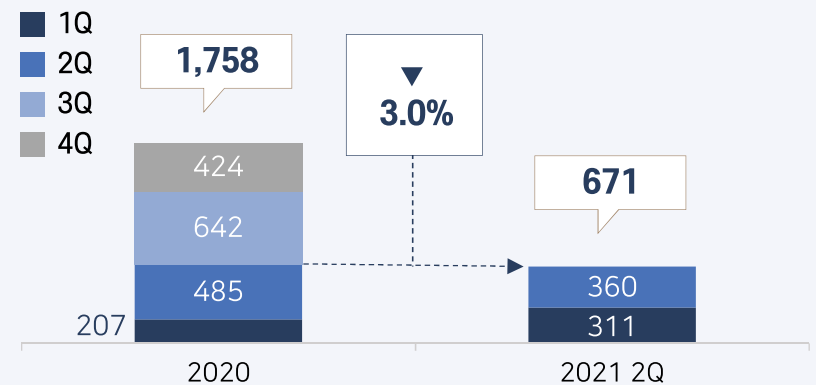
### 2021 Business Profits (Consolidated)

(Unit : KRW 100M)



### 2021 Business Profits (Separate)

(Unit : KRW 100M)



## Financial Statement

(Unit : KRW 100M, %)

Type	2020 2Q	YOY	2021 2Q
Liquid Assets	19,967	21.9	24,339
Non-Liquid Assets	10,809	30.2	14,078
<b>Assets Total</b>	<b>30,776</b>	<b>24.8</b>	<b>38,417</b>
Liquid Liabilities	11,929	20.4	14,363
Non-Liquid Liabilities	6,093	68.7	10,279
<b>Liabilities Total</b>	<b>18,022</b>	<b>36.7</b>	<b>24,642</b>
Capital	154	-	154
Earned Surplus	6,816	11.3	7,586
<b>Capital</b>	<b>12,755</b>	<b>8.0</b>	<b>13,775</b>
<b>Earned Surplus</b>	<b>30,776</b>	<b>24.8</b>	<b>38,417</b>

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

Type	2020 2Q	YOY	2021 2Q
Sales	5,252	22.9	6,455
Sales Cost	3,789	26.4	4,789
<b>Gross Profit</b>	<b>1,463</b>	<b>13.9</b>	<b>1,666</b>
Sales & Administrative Expenses	613	22.7	752
Business Profits	850	7.6	915
Net Profit before Income Tax Expenses	704	-57.8	297
<b>Net Profit</b>	<b>372</b>	<b>-53.2</b>	<b>174</b>

**Financial Statement**

(Unit : KRW 100M, %)

Type	2020 2Q	YOY	2021 2Q
Liquid Assets	17,805	26.0	22,439
Non-Liquid Assets	7,778	43.9	11,196
<b>Assets Total</b>	<b>25,583</b>	<b>31.5</b>	<b>33,634</b>
Liquid Liabilities	9,901	32.7	13,140
Non-Liquid Liabilities	5,031	81.7	9,141
<b>Liabilities Total</b>	<b>14,932</b>	<b>49.2</b>	<b>22,281</b>
Capital	154	-	154
Earned Surplus	6,559	12.2	7,362
<b>Capital</b>	<b>10,651</b>	<b>6.6</b>	<b>11,353</b>
<b>Earned Surplus</b>	<b>25,583</b>	<b>31.5</b>	<b>33,634</b>

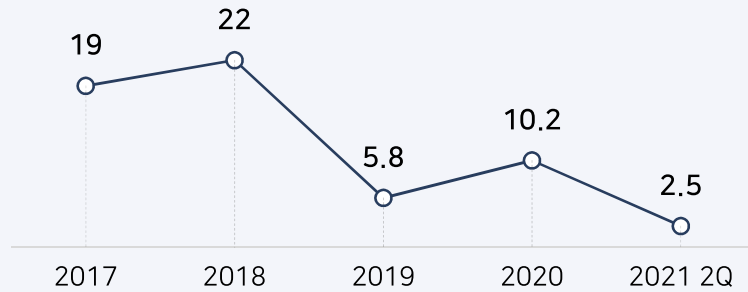
**Comprehensive Income Statement** (Unit : KRW 100M, %)

Type	2020 2Q	YOY	2021 2Q
Sales	3,969	19.9	4,760
Sales Cost	2,858	24.8	3,568
<b>Gross Profit</b>	<b>1,111</b>	<b>7.4</b>	<b>1,193</b>
Sales & Administrative Expenses	419	24.3	521
Business Profits	692	-3.0	671
Net Profit before Income Tax Expenses	529	-63.1	195
<b>Net Profit</b>	<b>244</b>	<b>-52.0</b>	<b>117</b>

## Management Performance - Consolidated

ROE

(Unit : %)



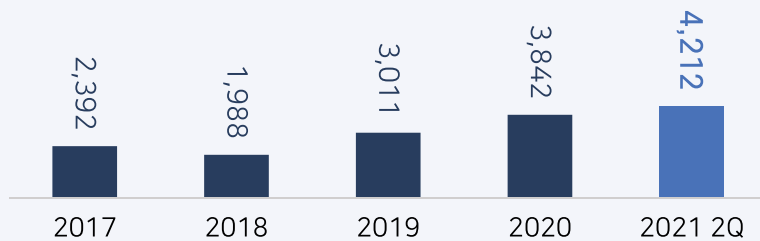
Debt Ratio

(Unit : %)



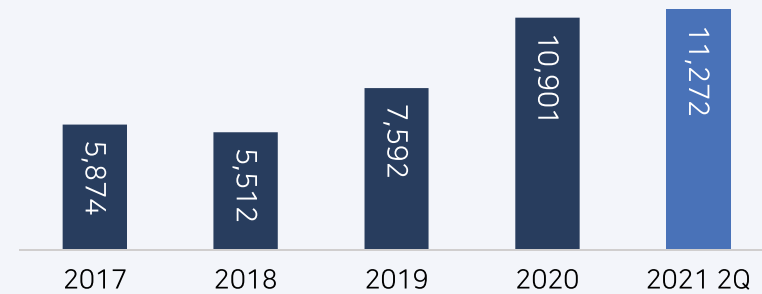
Cash & Cashable Assets

(Unit : KRW 100M)



Net Loan

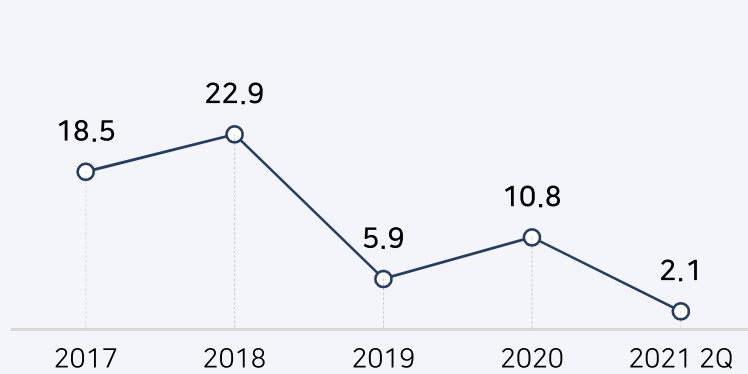
(Unit : KRW 100M)



## Management Performance - Separate

### ROE

(Unit : %)



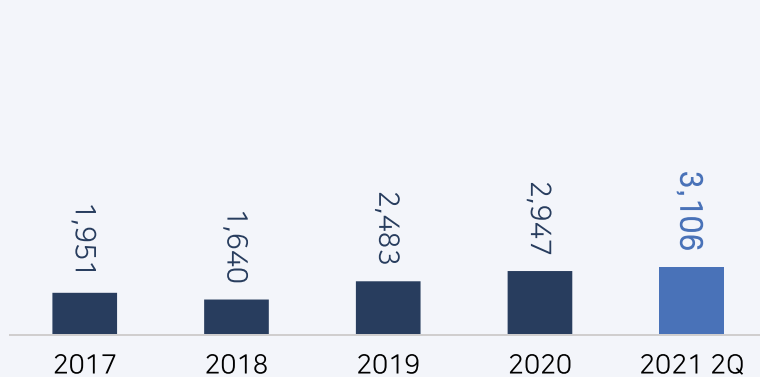
### Debt Ratio

(Unit : %)



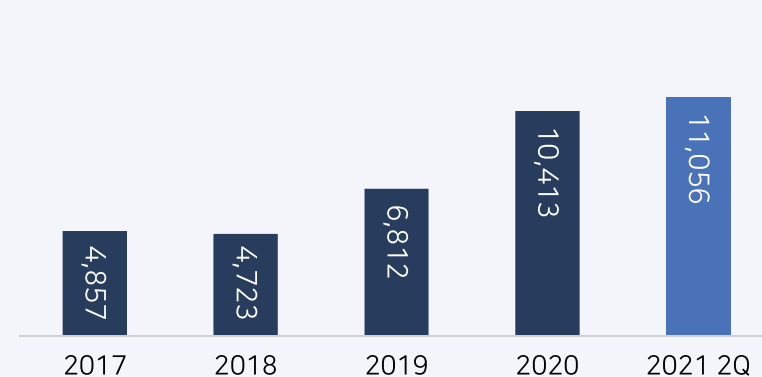
### Cash & Cashable Assets

(Unit : KRW 100M)



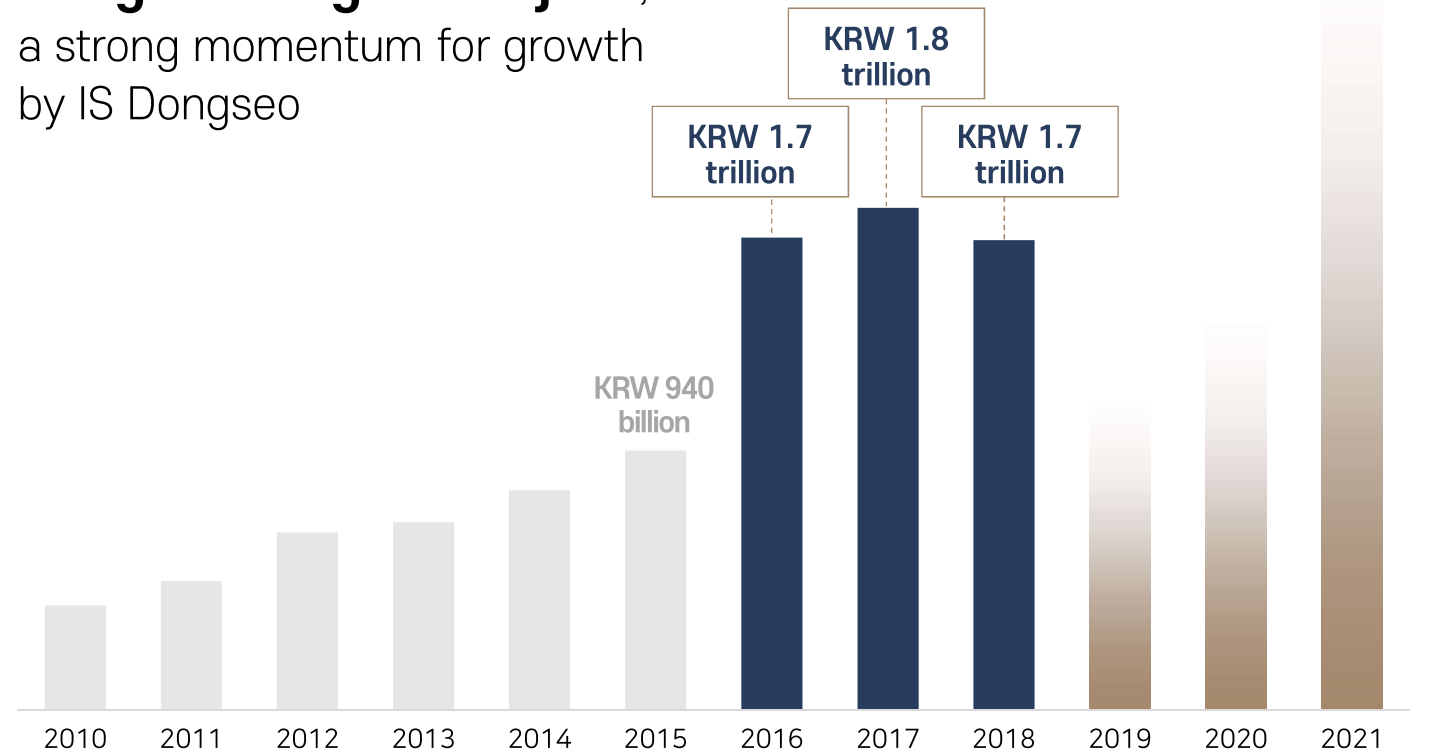
### Net Loan

(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

#### 2010-2018

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

#### 2014-2018

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

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

#### 2019-

**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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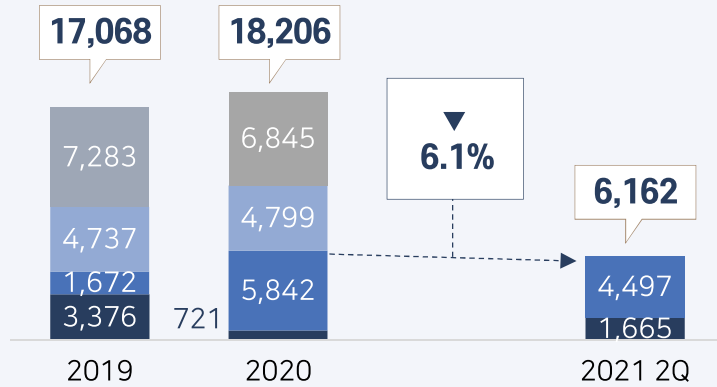
INVESTOR  
RELATIONS  
2021



### New Orders

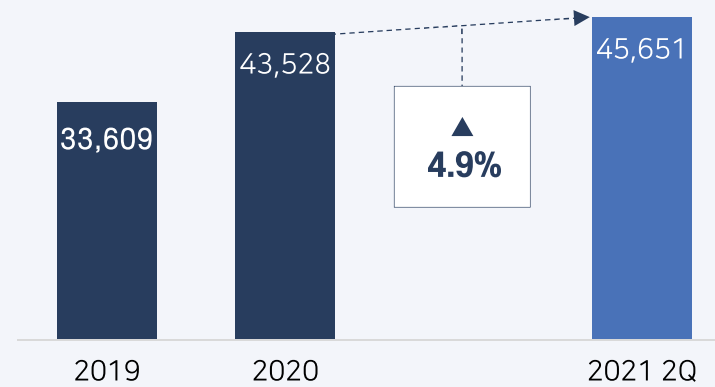
(Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q



### Order Backlog

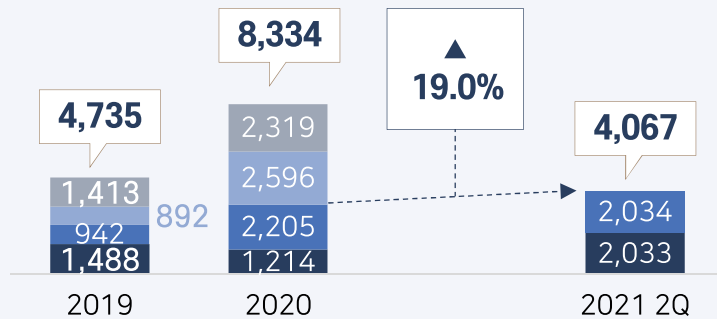
(Unit : KRW 100M)



### Sales

(Unit : KRW 100M)

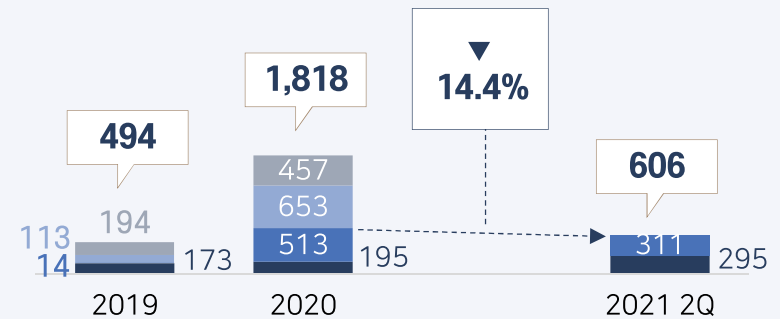
■ 1Q ■ 2Q ■ 3Q ■ 4Q



### Business Profits

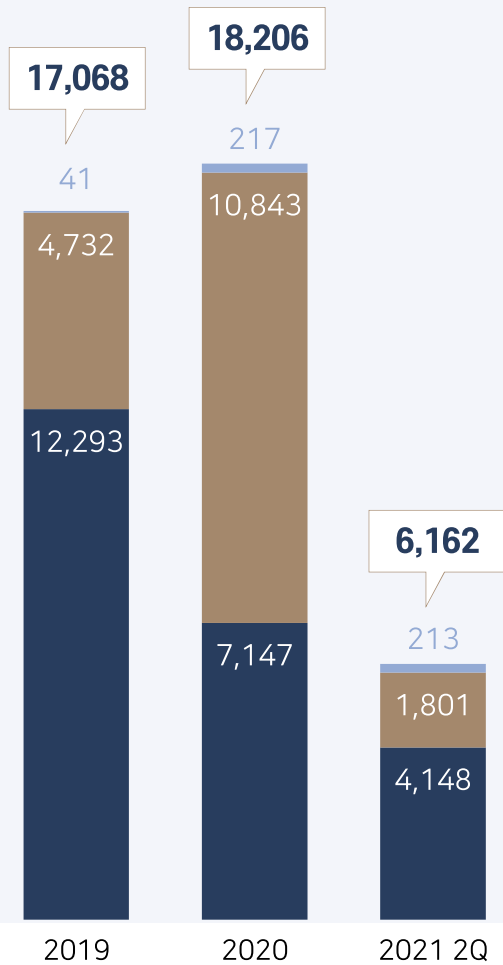
(Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

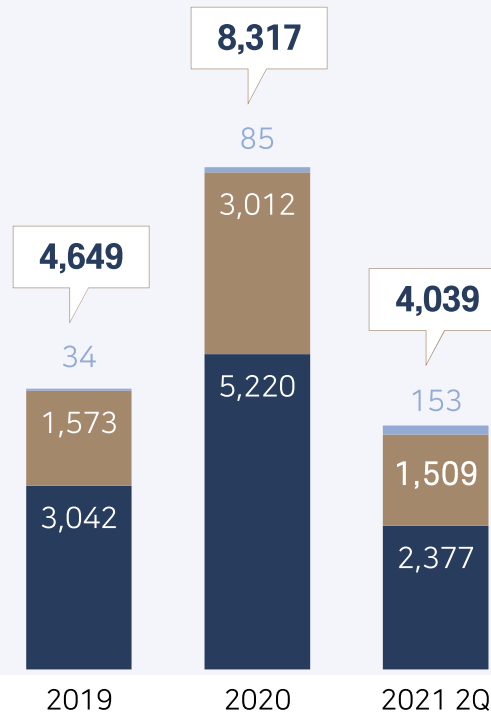


Own Construction Civil Engineering

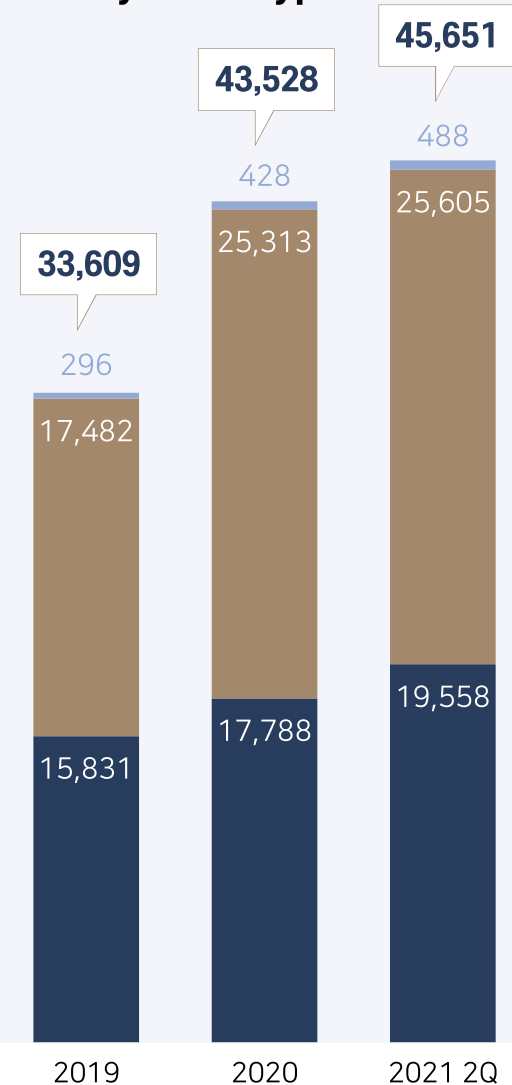
**New Order Trend** (Unit : KRW 100M)  
by Work type



**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	IS BIZ Tower, Misa, Hangang	2018.04 - 2020.04	100.0%	-	1,667	Transferred
	IS BIZ Tower, Gasan, Seoul	2018.11 - 2021.01	100.0%	-	598	Transferred
	Eileen-Garden, Dongdaegu, Daegu	2019.01 - 2021.10	84.4%	705	3,221	Transferred
	IS BIZ Tower Central, Anyang	2019.03 - 2022.01	71.7%	-	4,738	In Progress +Transferred
	Opera W, Daegu Station, Daegu	2019.10 - 2023.05	26.0%	1,088	5,305	In Progress
	Eileen-Garden, DMC, Deokeun, Goyang	2019.10 - 2022.07	50.9%	206	1,405	Transferred
	New Centro Eileen-Garden, Gyeongju	2020.12 - 2023.05	11.9%	795	3,608	In Progress
	Ulsan New City Eileen's Garden No. 1	2021.04 - 2024.01	0.0%	803	3,900	TBD
<b>Subtotal</b>				<b>3,597</b>	<b>24,442</b>	
Sub contract	Eileen-Garden, Bongnae, Busan	2018.03 - 2021.04	100.0%	1,216	2,377	In Progress
	W, Suseong Beomeo, Daegu	2019.05 - 2023.12	21.7%	1,868	6,802	In Progress
	Eileen-Garden, Jungsan Megok, Ulsan	2017.11 - 2021.10	82.8%	851	1,387	In Progress
	Oceanlife Eileen-Garden, Busan	2017.11 - 2023.06	16.6%	1,228	2,478	In Progress
	Munsu-ro, Ulsan	2020.02 - 2023.03	17.4%	384	695	In Progress
	Eileen-Garden, Jukjeon Station, Daegu	2021.05 - 2024.03	5.1%	959	2,285	In Progress
	Eileen-Garden, Centeompark, Beonyeong-ro	2021.06 - 2023.10	1.9%	191	448	In Progress
<b>Subtotal</b>				<b>6,697</b>	<b>16,472</b>	
<b>Total</b>				<b>10,294</b>	<b>40,914</b>	

**PROJECT  
IN PLAN**

(Unit: KRW 100M)

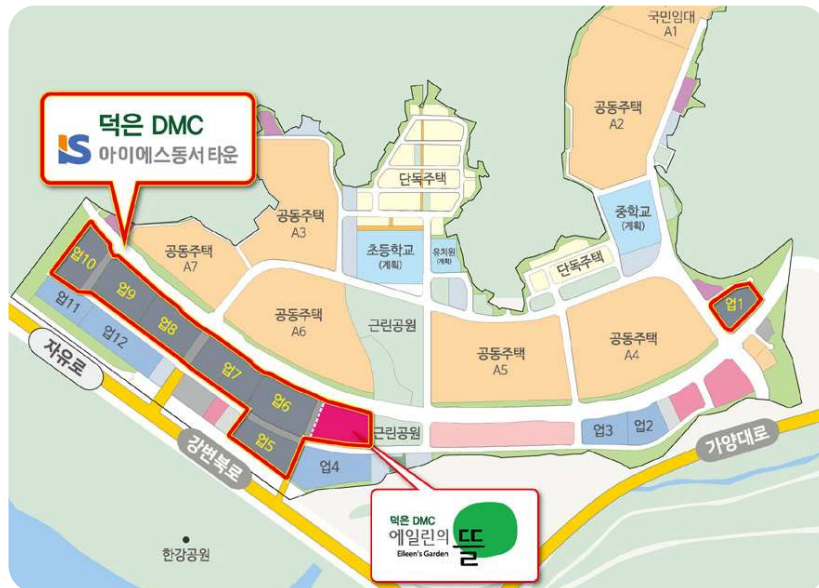
Lotting- out Period	Site Name	No. of Households /pyeong	Contract/ Subcontract Amount	Own/Subcontract
2021	Ulsan New City Eileen's Garden No. 2	967	TBD	Own
	Dewon District 3, Changwon	1,470	3,190	Subcontract
	Local housing cooperative in Yongwon-dong, Changwon	978	1,661	Subcontract
<b>Subtotal</b>		<b>3,415</b>	<b>4,851</b>	
2022	Local Community Housing Cooperatives, Hakseong-dong, Ulsan	793	1,616	Subcontract
	Yongdu-dong District 2, Daejeon	798	1,418	Subcontract
	Housing Redevelopment Maintenance Project, B-14 District, Nam-gu, Ulsan	1,529	2,987	Subcontract
	Local Housing Cooperative in Medical County, Busan..... <b>NEW</b>	762	2,009	Subcontract
	Housing Redevelopment Maintenance Project, Seobongdeok, Daegu	538	1,283	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	
<b>Subtotal</b>		<b>4,966</b>	<b>10,460</b>	
2023	Hongdo-dong District 2, Daejeon	483	905	Subcontract
	<b>Subtotal</b>		<b>483</b>	<b>905</b>
TBD	Dukeun District, Gyeongsan	Land area around 15,000py	TBD	Own
	Jungsan District, Gyeongsan	Land area around 32,160py	TBD	Own
<b>Total</b>		<b>8,864</b>	<b>16,216</b>	

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

<b>Land area</b> approximately 15,000 pyeong	<b>Land ownership</b> 7 industrial complexes	<b>Development type</b> Knowledge industrial center
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### Development project in Jungsan region, Gyeongsan

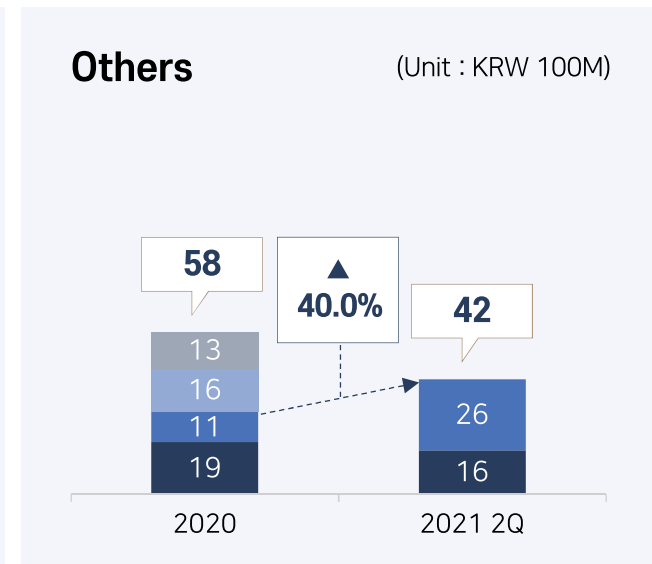
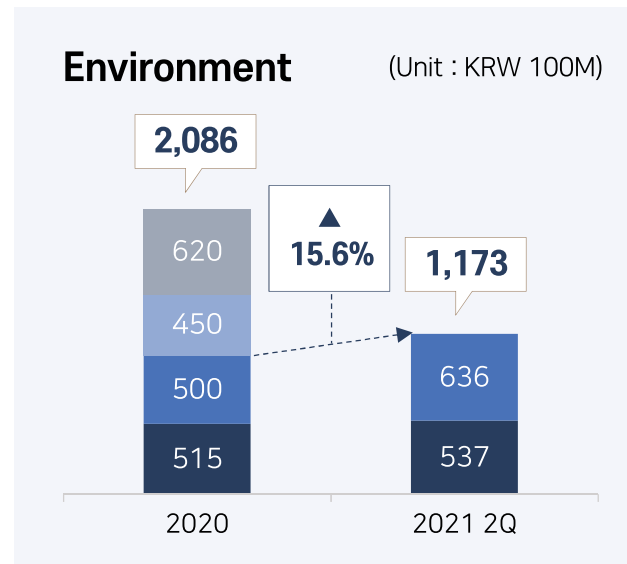
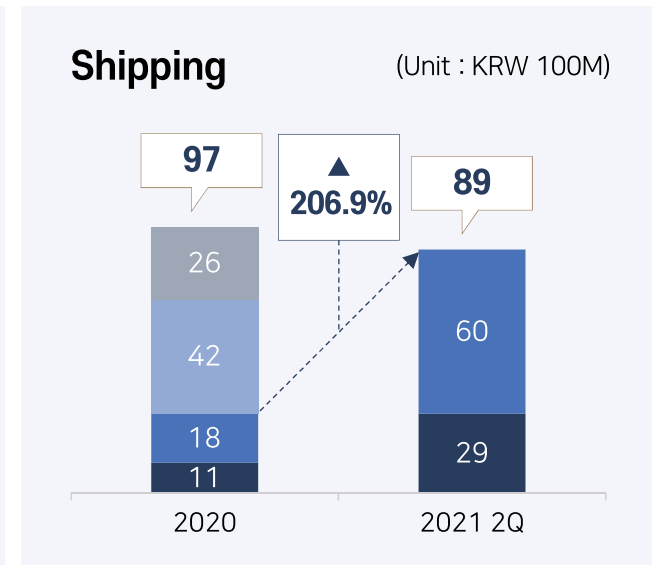
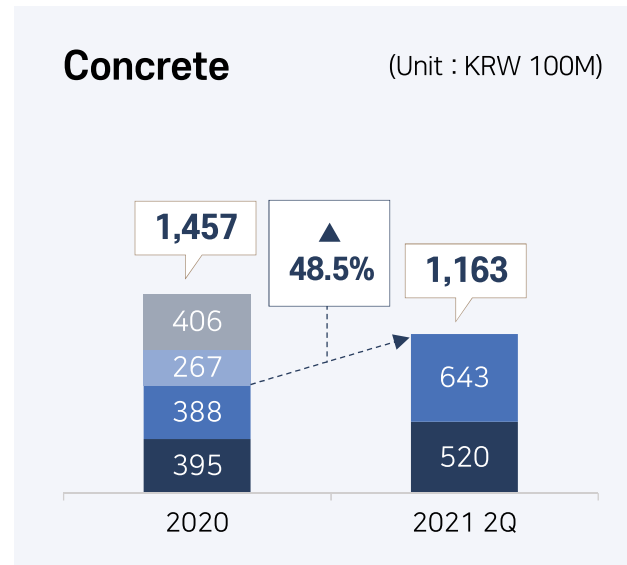
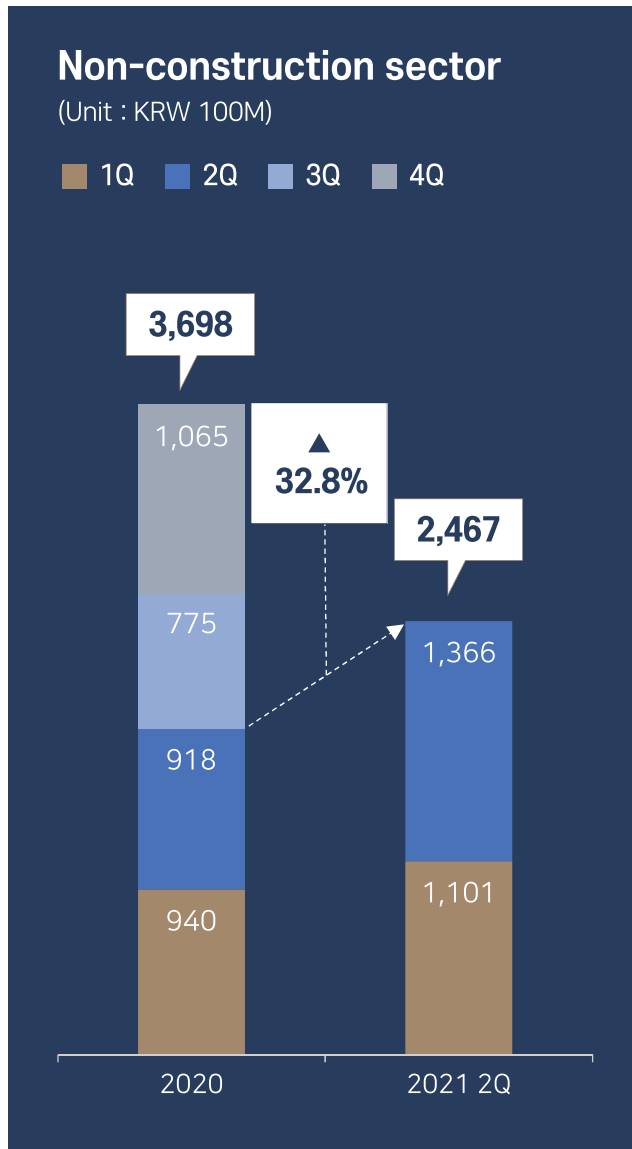
The best location in Yeongnam area in terms of  
transportation, education, culture, convenient facilities

<b>Land area</b> approximately 32,160 pyeong	<b>Development type</b> Other than residential & Commercial complex
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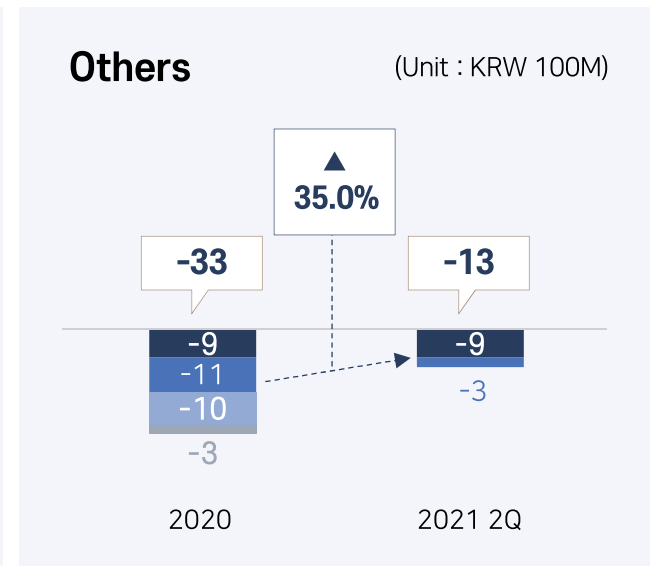
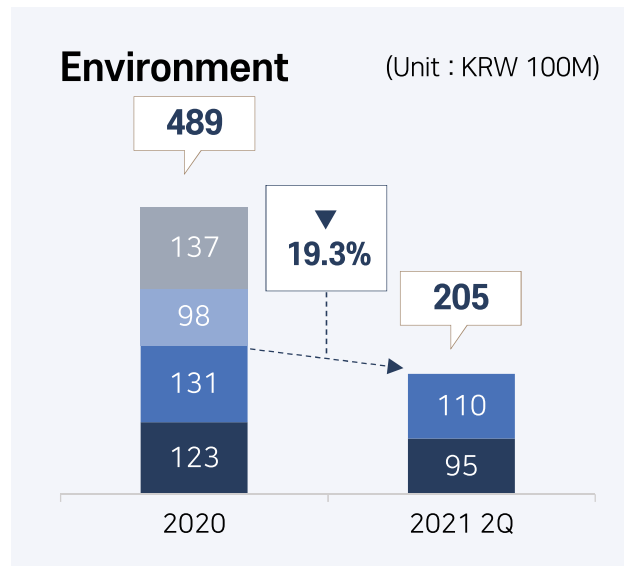
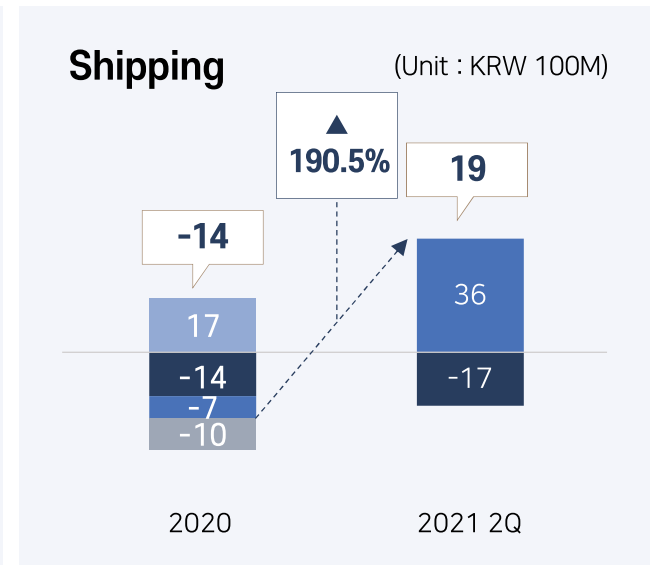
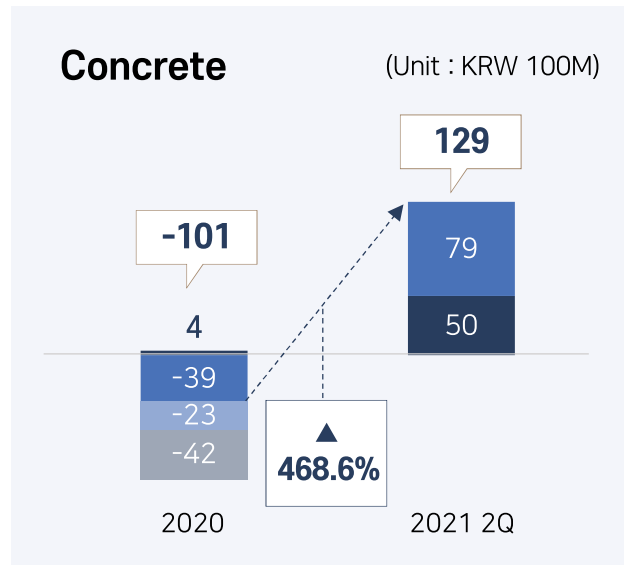
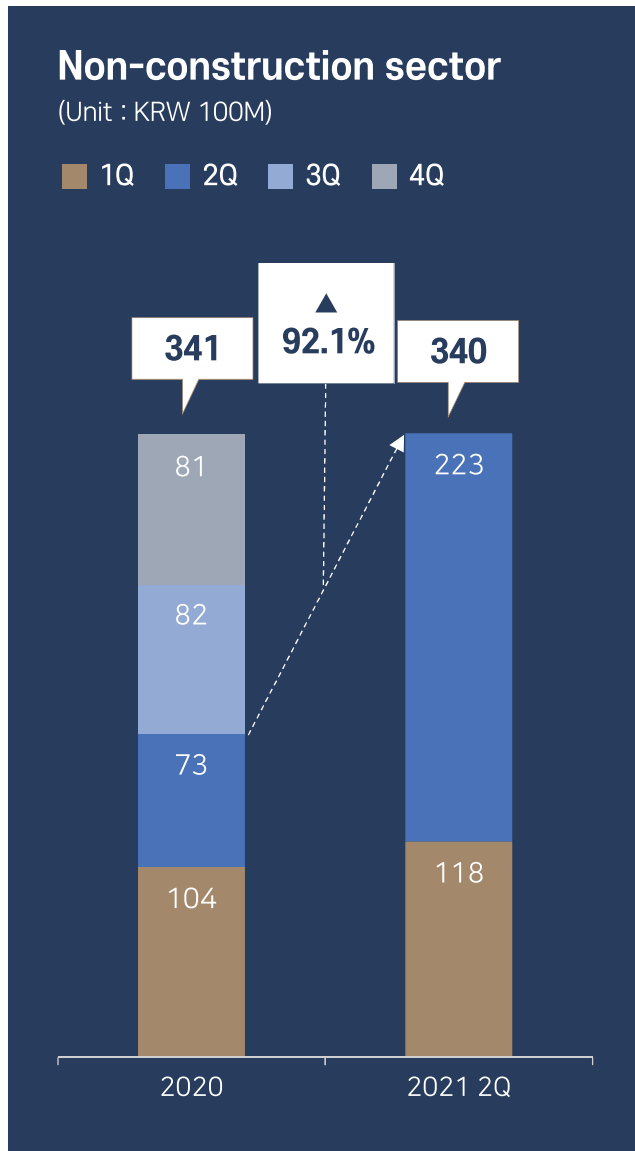
## Sales Performance

■ 1Q ■ 2Q ■ 3Q ■ 4Q



## Business Profits Performance

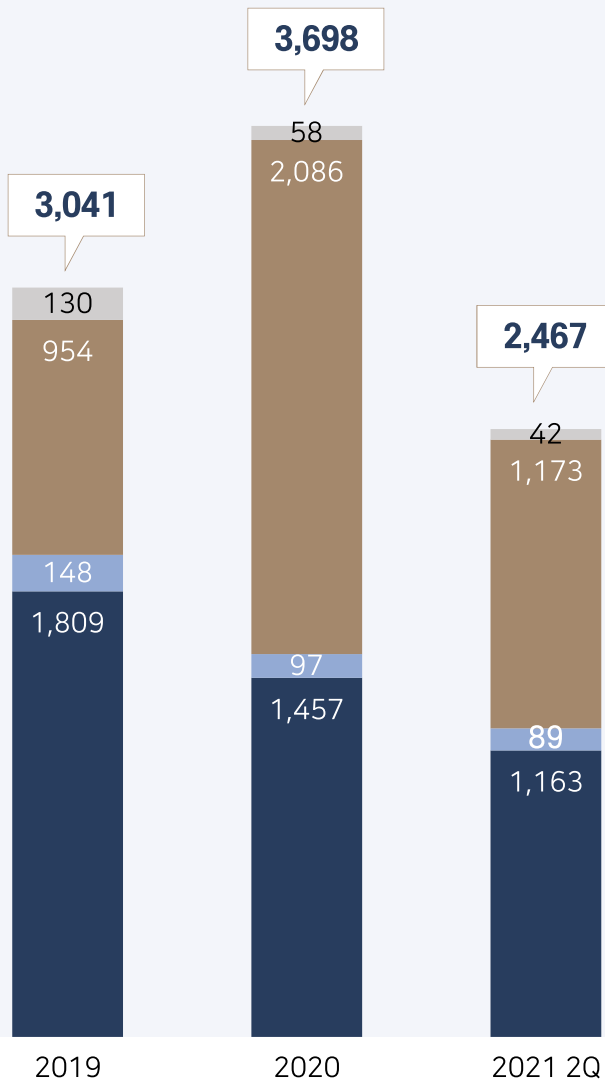
■ 1Q ■ 2Q ■ 3Q ■ 4Q



■ Concrete ■ Shipping ■ Environment ■ Others

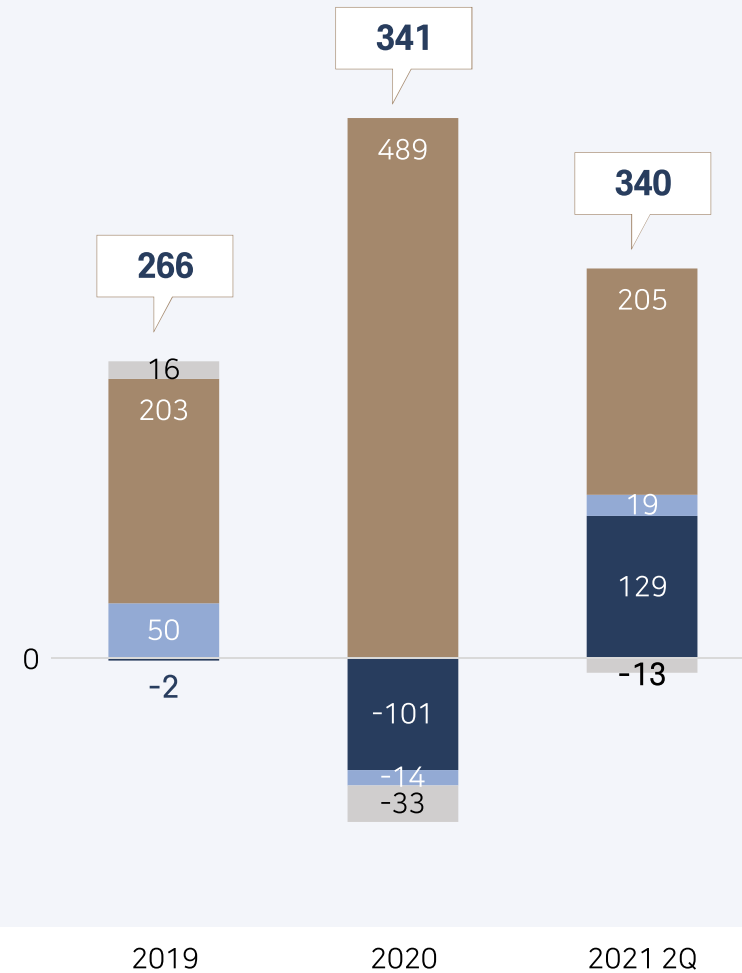
### Sales Trend by Sectors

(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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IS DONGSEO  
INVESTOR  
RELATIONS  
2021



At the center of global attention

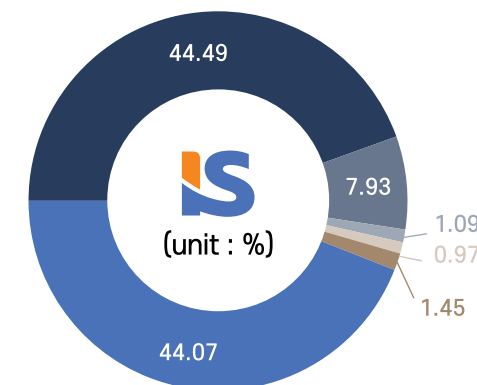
## Global Leader IS Dongseo

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	Huh Seok-Heon, Jeong Won-Ho, Kim Gap-Jin
Date of foundation	1989. 03. 07
Capital	15.4 billion won (as of June 30, 2021)
Number of Employees	637 (as of June 30, 2021)
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
<b>Total</b>	<b>30,892,606</b>	<b>100.00</b>

\* as of June 30, 2021

## Financial Statement

(Unit : KRW 100M, %)

Type	2019	2020	2021 2Q
Liquid Assets	17,017	22,685	24,339
Non-Liquid Assets	11,821	13,530	14,078
<b>Assets Total</b>	<b>28,838</b>	<b>36,215</b>	<b>38,417</b>
Liquid Liabilities	8,525	11,568	14,363
Non-Liquid Liabilities	7,577	10,747	10,279
<b>Liabilities Total</b>	<b>16,102</b>	<b>22,315</b>	<b>24,642</b>
Capital	154	154	154
Earned Surplus	6,757	7,793	7,586
<b>Capital</b>	<b>12,736</b>	<b>13,900</b>	<b>13,775</b>
<b>Earned Surplus</b>	<b>28,838</b>	<b>36,215</b>	<b>38,417</b>

## Comprehensive Income Statement

(Unit : KRW 100M, %)

Type	2019	2020	2021 2Q
Sales	7,706	12,004	6,455
Sales Cost	5,835	8,569	4,789
<b>Gross Profit</b>	<b>1,871</b>	<b>3,435</b>	<b>1,666</b>
Sales & Administrative Expenses	1,156	1,345	752
<b>Business Profits</b>	<b>715</b>	<b>2,090</b>	<b>915</b>
Net Profit before Income Tax Expenses	716	1,565	297
<b>Net Profit</b>	<b>743</b>	<b>1,416</b>	<b>174</b>

## Financial Statement

(Unit : KRW 100M, %)

Type	2019	2020	2021 2Q
Liquid Assets	15,830	20,991	22,439
Non-Liquid Assets	8,723	10,424	11,196
<b>Assets Total</b>	<b>24,553</b>	<b>31,415</b>	<b>33,634</b>
Liquid Liabilities	7,392	10,325	13,140
Non-Liquid Liabilities	6,404	9,536	9,141
<b>Liabilities Total</b>	<b>13,796</b>	<b>19,862</b>	<b>22,281</b>
Capital	154	154	154
Earned Surplus	6,531	7,571	7,362
<b>Capital</b>	<b>10,757</b>	<b>11,553</b>	<b>11,353</b>
<b>Earned Surplus</b>	<b>24,553</b>	<b>31,415</b>	<b>33,634</b>

## Comprehensive Income Statement

(Unit : KRW 100M, %)

Type	2019	2020	2021 2Q
Sales	6,079	9,319	4,760
Sales Cost	4,670	6,627	3,568
<b>Gross Profit</b>	<b>1,410</b>	<b>2,692</b>	<b>1,193</b>
Sales & Administrative Expenses	864	934	521
<b>Business Profits</b>	<b>545</b>	<b>1,758</b>	<b>671</b>
Net Profit before Income Tax Expenses	761	1,284	195
<b>Net Profit</b>	<b>637</b>	<b>1,246</b>	<b>117</b>

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

### Icheon Factory

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

### Eumseong Factory

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

### Cheonan Factory

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

### Cheongyang Factory

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

### Changnyeong Factory

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





**IS DONGSEO**  
INVESTOR RELATIONS 2021

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