



IS DONGSEO

Investor Relations 2021

www.isdongseo.co.kr



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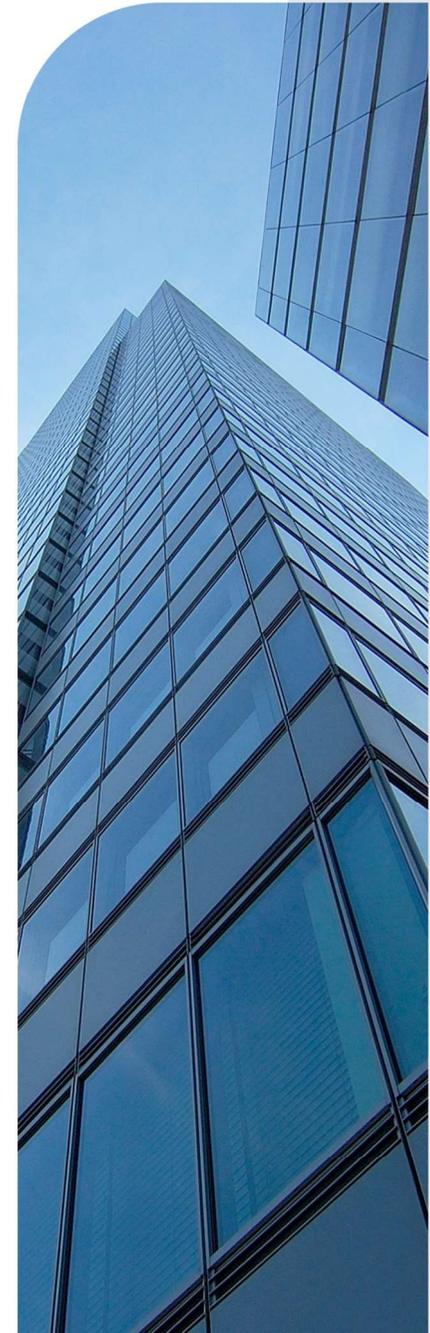
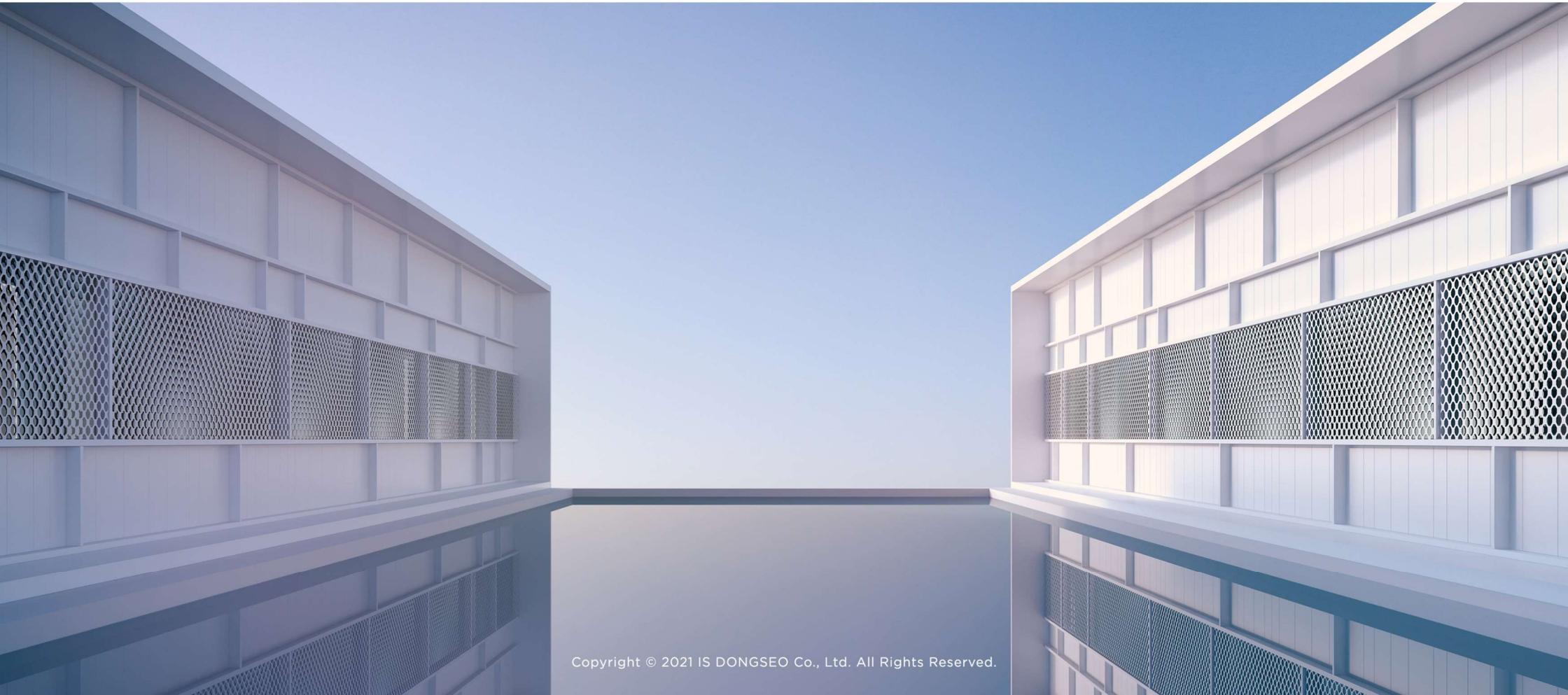


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2021

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- 02 Investment Highlights
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01 Company Introduction

- 01 Organization chart
- 02 Business Areas

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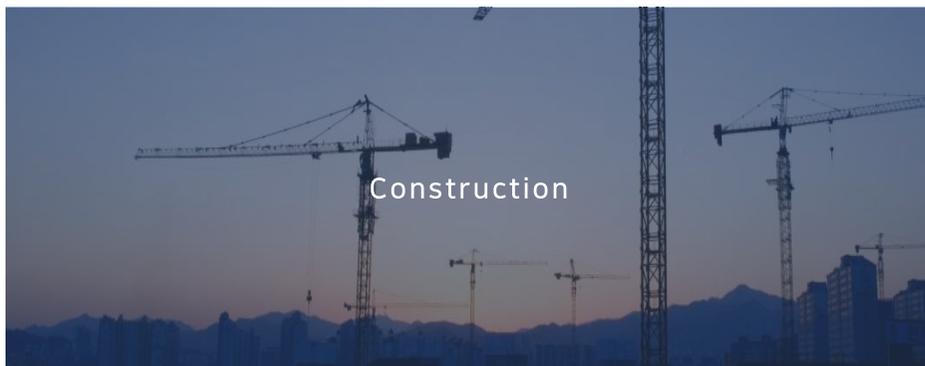
IS
IS DONGSEO

INVESTOR
RELATIONS
2021

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



IS Dongseo Co., Ltd.




* 28 subsidiaries and partners in addition to those below
(2021. 09. 30)

Key Subsidiaries



Insun E&T
Percentage of Shareholding
45.0%



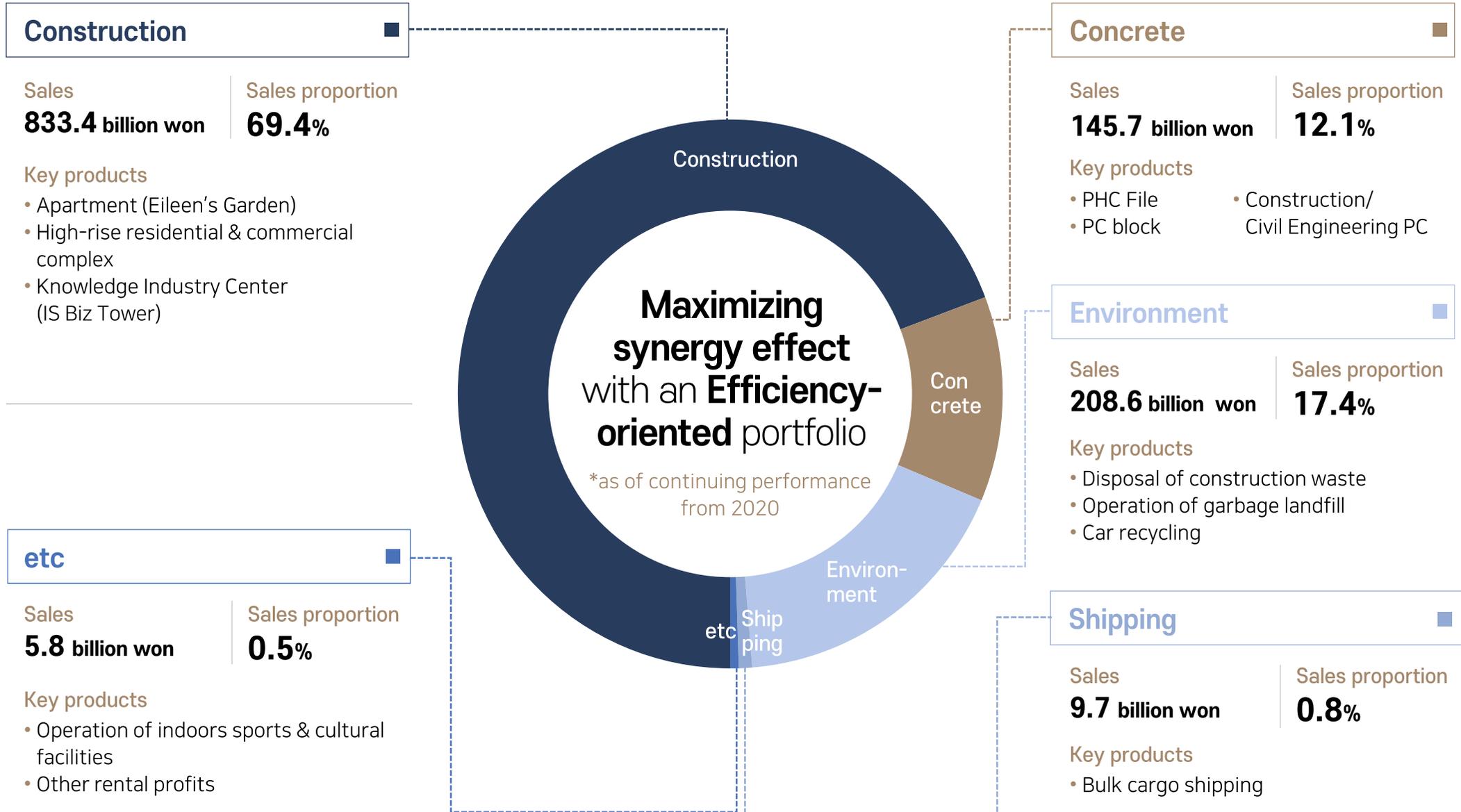
YOUNG POONG FILE
Percentage of Shareholding
100%



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

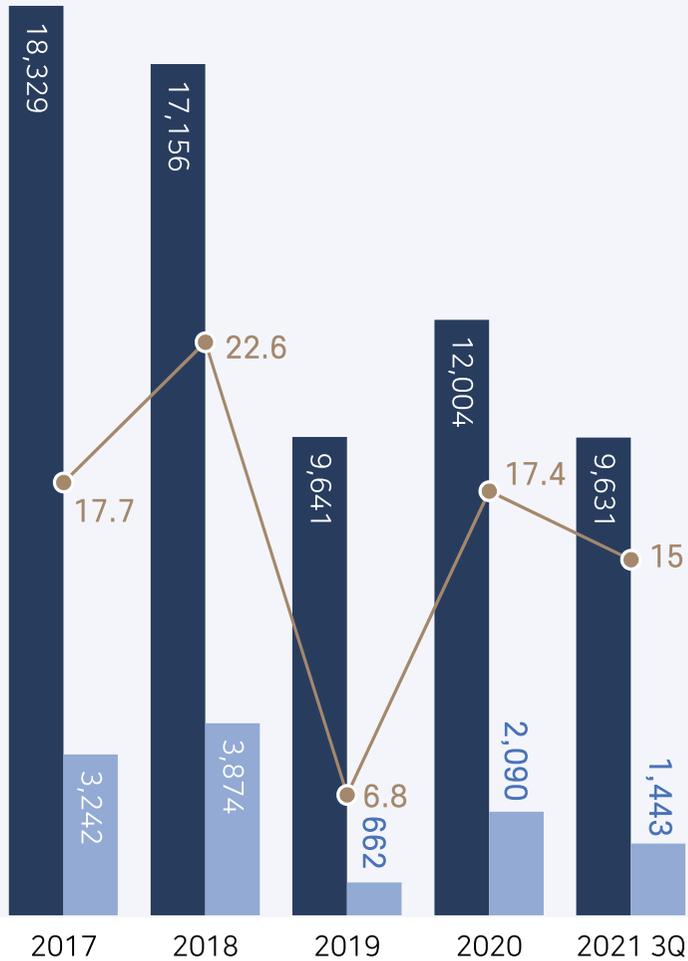
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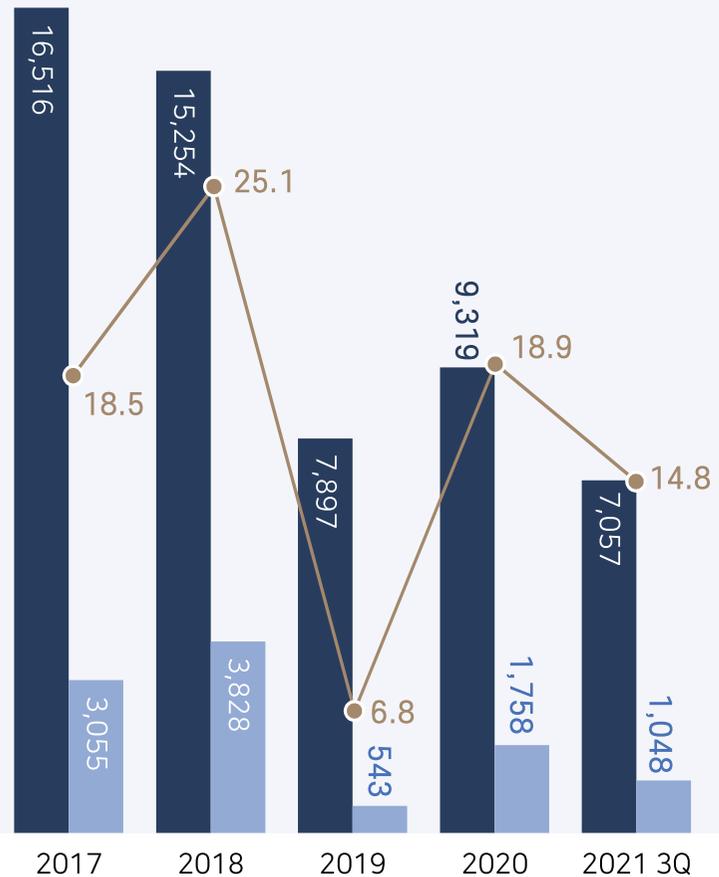
INVESTOR
RELATIONS
2021

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

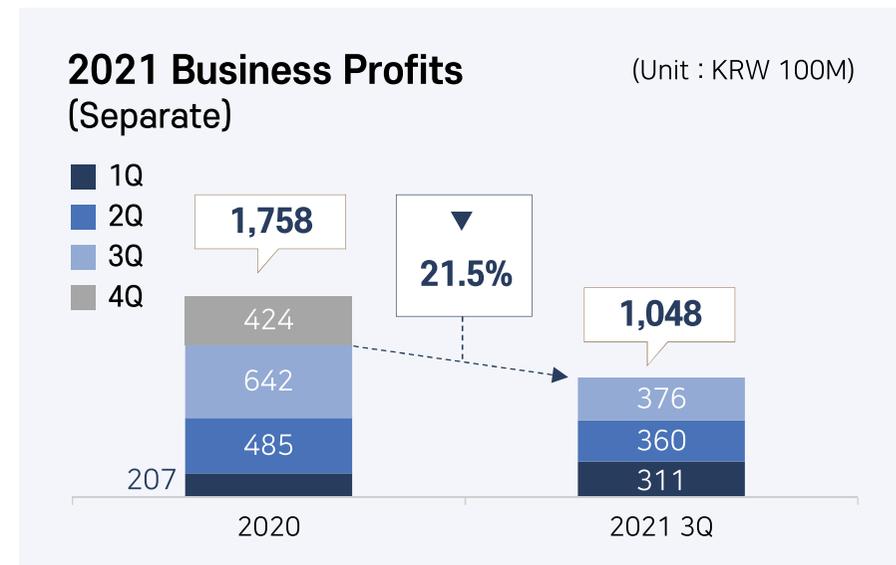
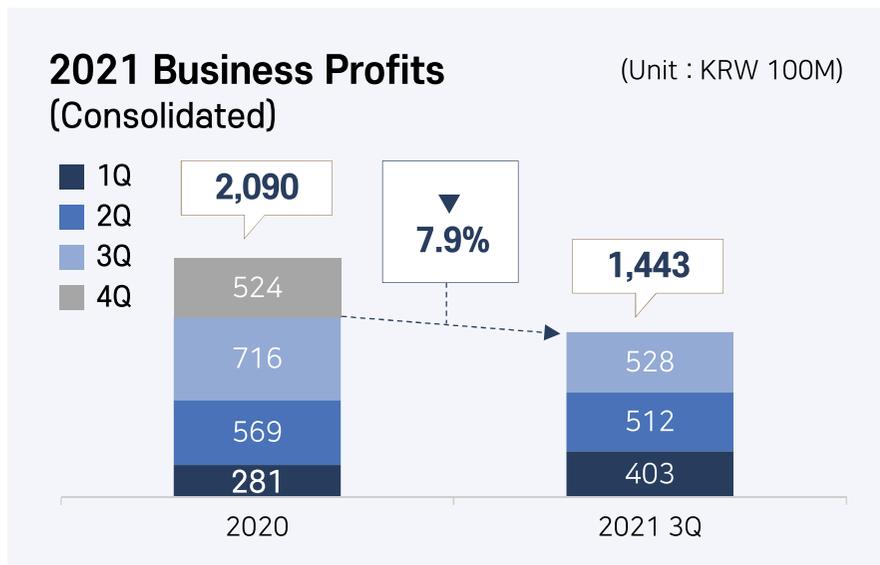
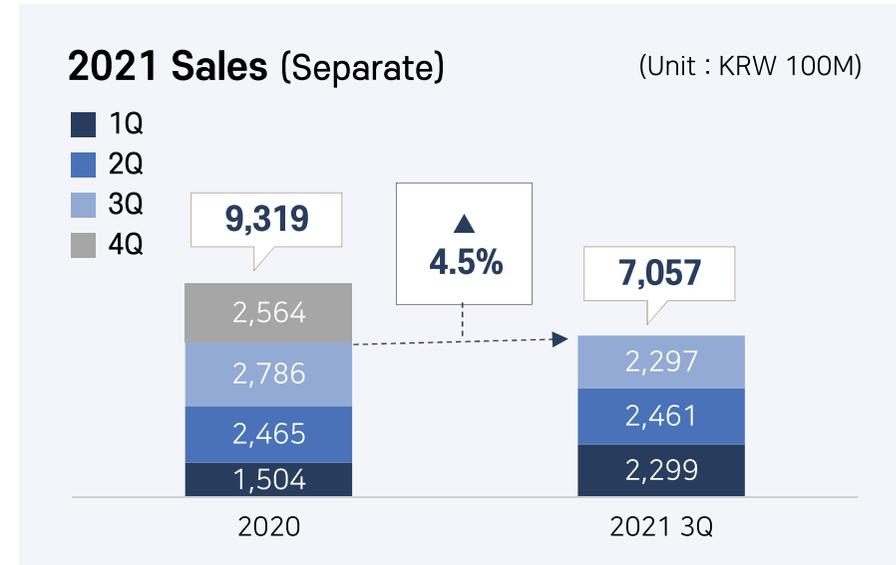
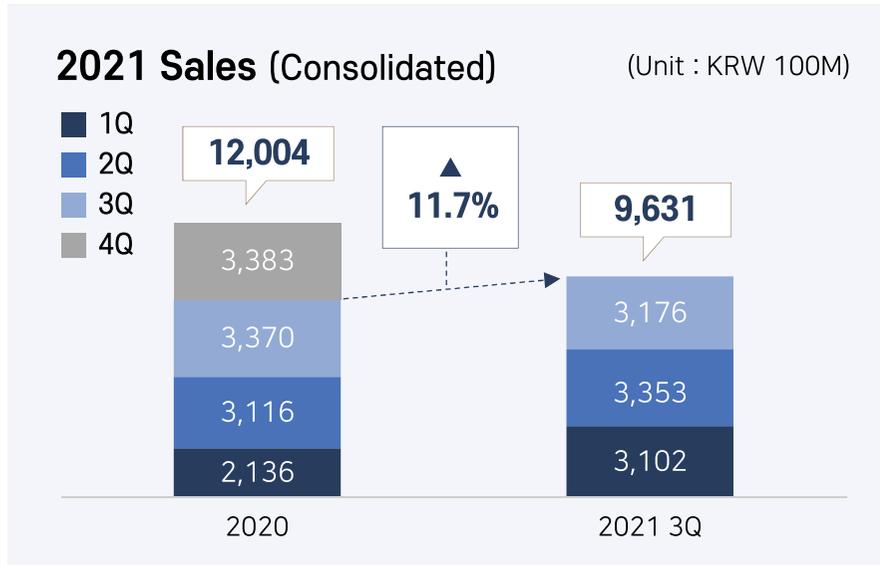
Management Performance (Consolidated) (Unit : KRW 100M, %)



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



2021 3Q - Sales & Business Profits



Financial Statement

(Unit : KRW 100M, %)

| Type | 2020 3Q | YOY | 2021 3Q |
|--------------------------|---------------|-------------|---------------|
| Liquid Assets | 20,889 | 6.4 | 22,235 |
| Non-Liquid Assets | 12,815 | 10.3 | 14,131 |
| Assets Total | 33,704 | 7.9 | 36,366 |
| Liquid Liabilities | 11,637 | 32.6 | 15,434 |
| Non-Liquid Liabilities | 8,437 | -19.0 | 6,836 |
| Liabilities Total | 20,074 | 10.9 | 22,269 |
| Capital | 154 | - | 154 |
| Earned Surplus | 7,653 | 2.9 | 7,878 |
| Capital | 13,629 | 3.4 | 14,096 |
| Earned Surplus | 33,704 | 7.9 | 36,366 |

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

| Type | 2020 3Q | YOY | 2021 3Q |
|---------------------------------------|--------------|--------------|--------------|
| Sales | 8,622 | 11.7 | 9,631 |
| Sales Cost | 6,096 | 15.8 | 7,058 |
| Gross Profit | 2,526 | 1.9 | 2,573 |
| Sales & Administrative Expenses | 960 | 17.7 | 1,130 |
| Business Profits | 1,566 | -7.9 | 1,443 |
| Net Profit before Income Tax Expenses | 1,257 | -43.0 | 716 |
| Net Profit | 1,245 | -60.1 | 497 |

Financial Statement

(Unit : KRW 100M, %)

| Type | 2020 3Q | YOY | 2021 3Q |
|--------------------------|---------------|-------------|---------------|
| Liquid Assets | 19,511 | 3.9 | 20,277 |
| Non-Liquid Assets | 9,828 | 15.3 | 11,335 |
| Assets Total | 29,339 | 7.7 | 31,612 |
| Liquid Liabilities | 10,453 | 36.4 | 14,258 |
| Non-Liquid Liabilities | 7,383 | -22.9 | 5,691 |
| Liabilities Total | 17,834 | 11.9 | 19,948 |
| Capital | 154 | - | 154 |
| Earned Surplus | 7,410 | 3.4 | 7,663 |
| Capital | 11,503 | 1.4 | 11,664 |
| Earned Surplus | 29,339 | 7.7 | 31,612 |

Comprehensive Income Statement

(Unit : KRW 100M, %)

| Type | 2020 3Q | YOY | 2021 3Q |
|---------------------------------------|--------------|--------------|--------------|
| Sales | 6,755 | 4.5 | 7,057 |
| Sales Cost | 4,748 | 10.0 | 5,221 |
| Gross Profit | 2,007 | -8.5 | 1,836 |
| Sales & Administrative Expenses | 673 | 17.2 | 789 |
| Business Profits | 1,334 | -21.5 | 1,048 |
| Net Profit before Income Tax Expenses | 1,045 | -46.3 | 561 |
| Net Profit | 1,095 | -61.8 | 418 |

Management Performance - Consolidated

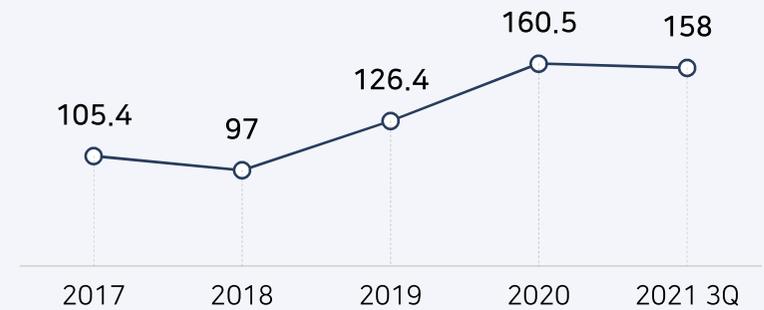
ROE

(Unit : %)



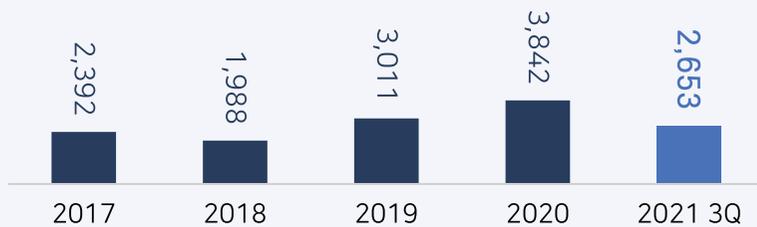
Debt Ratio

(Unit : %)



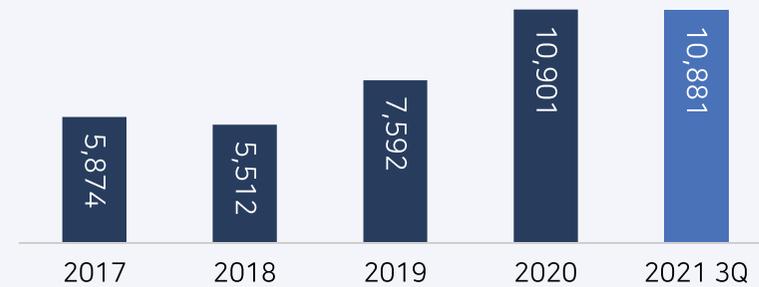
Cash & Cashable Assets

(Unit : KRW 100M)



Net Loan

(Unit : KRW 100M)



Management Performance - Separate

ROE

(Unit : %)



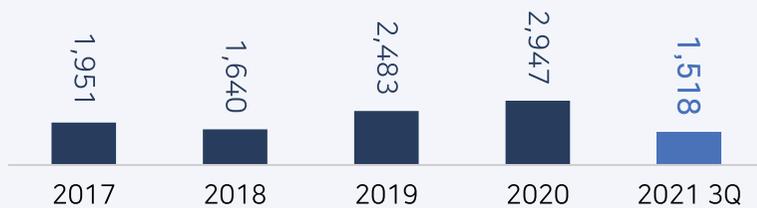
Debt Ratio

(Unit : %)



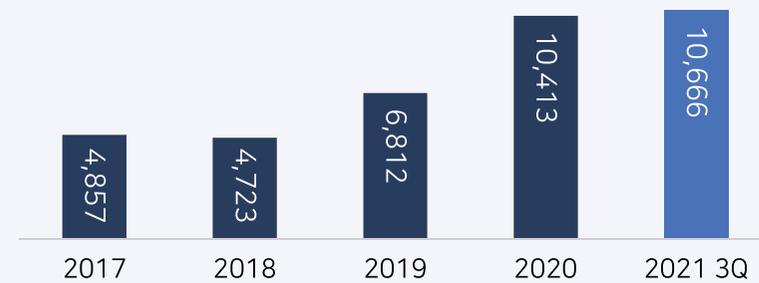
Cash & Cashable Assets

(Unit : KRW 100M)



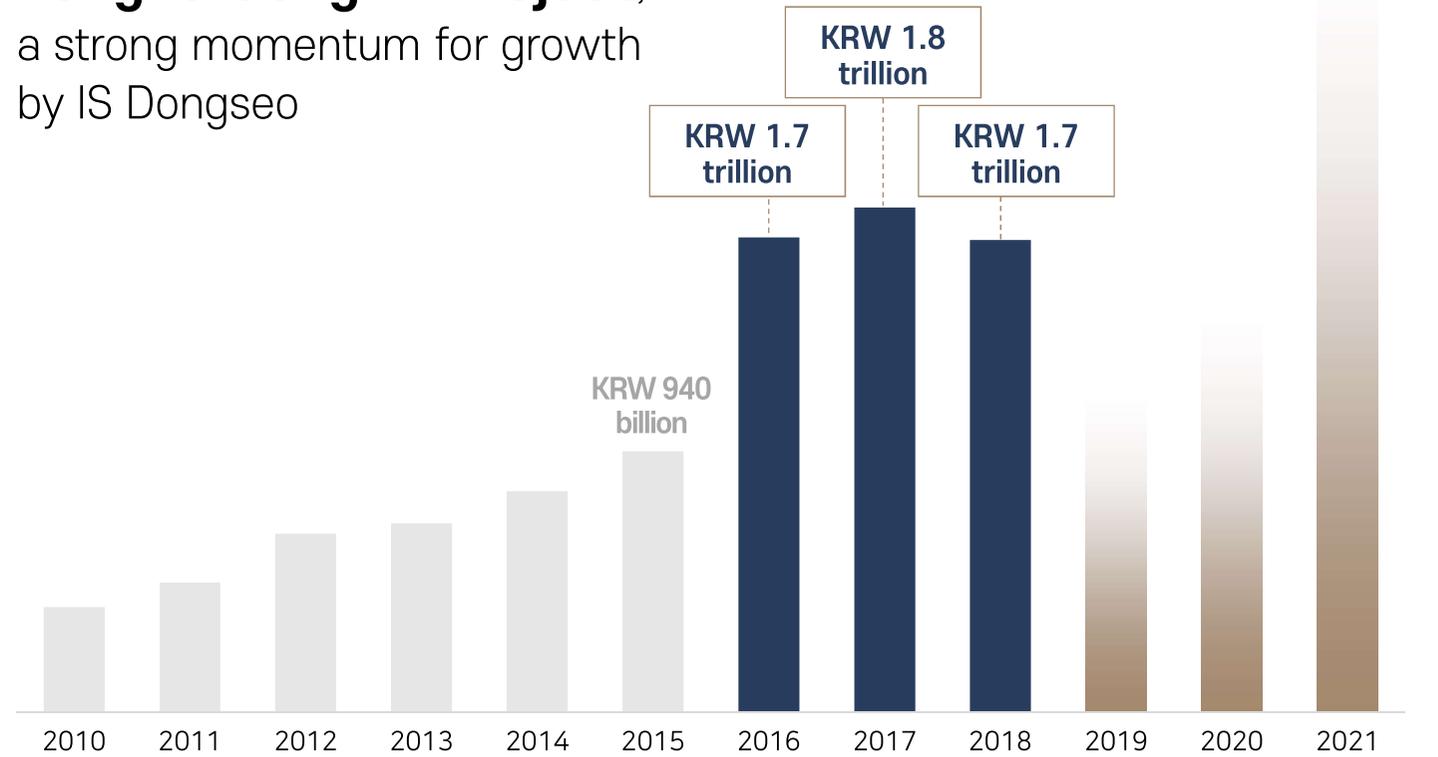
Net Loan

(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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IS DONGSEO

INVESTOR
RELATIONS
2021

New Orders

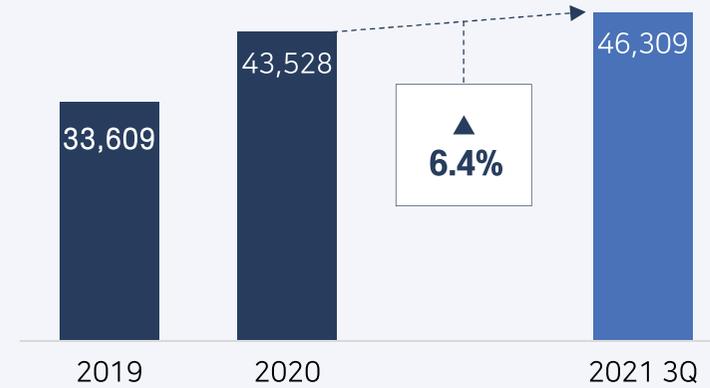
(Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q



Order Backlog

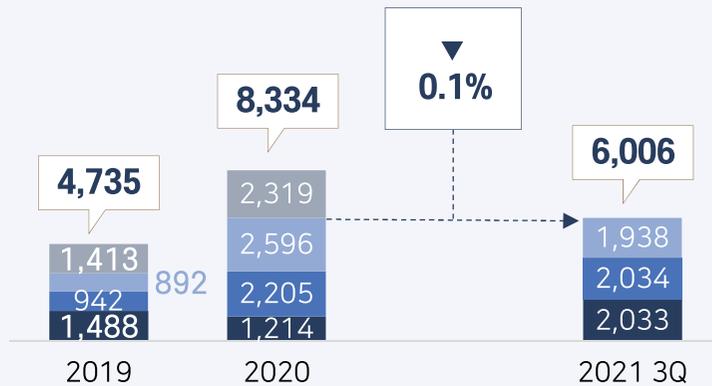
(Unit : KRW 100M)



Sales

(Unit : KRW 100M)

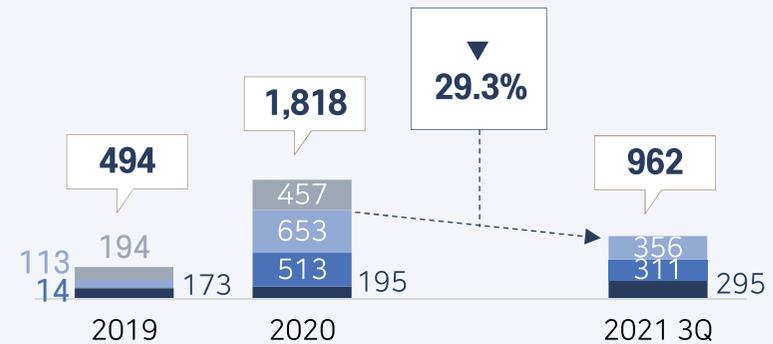
■ 1Q ■ 2Q ■ 3Q ■ 4Q



Business Profits

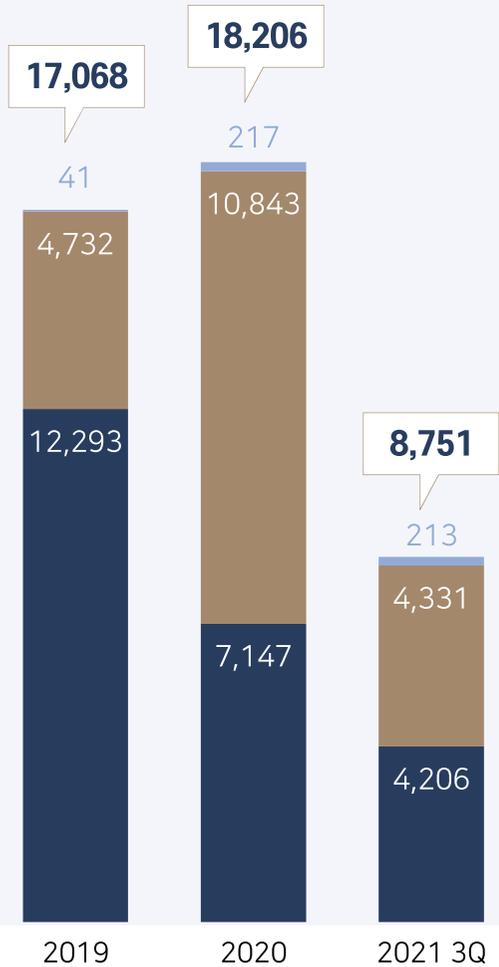
(Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

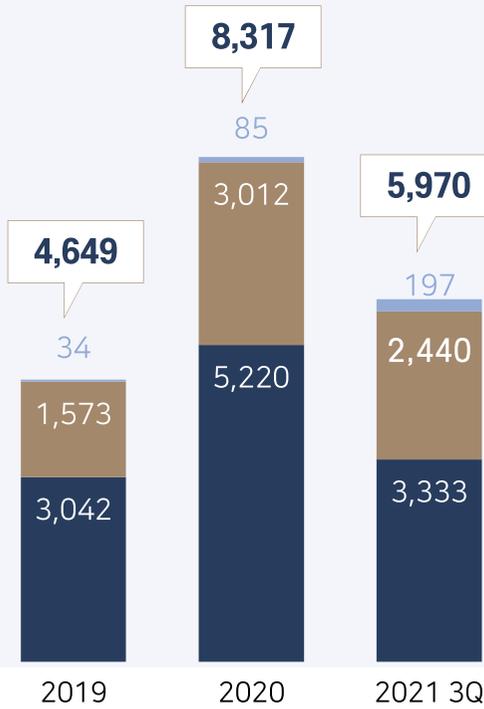


■ Own ■ Construction ■ Civil Engineering

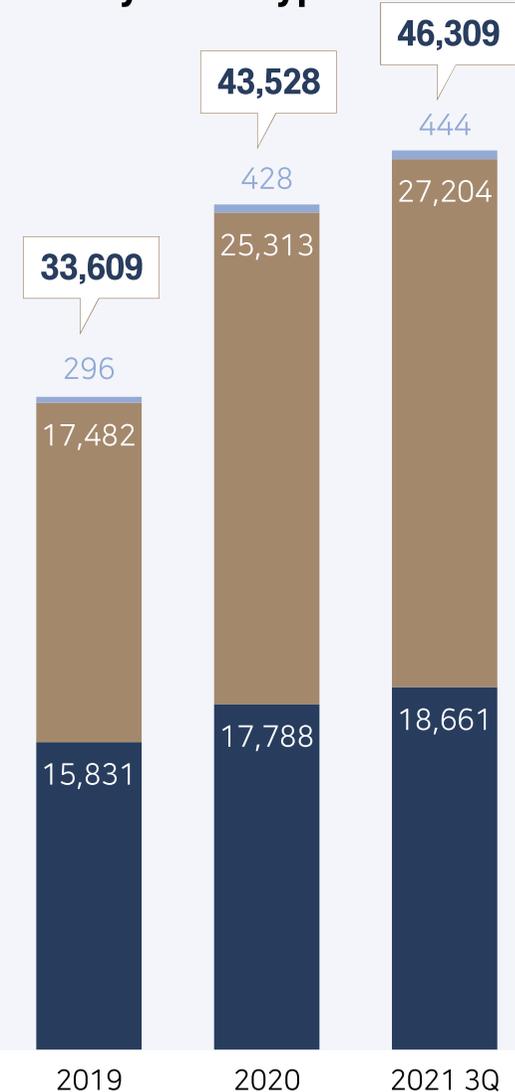
New Order Trend (Unit : KRW 100M)
by Work type



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% | - | 1,668 | Transferred |
| | IS BIZ Tower, Gasan, Seoul | 2018.11 - 2021.01 | 100.0% | - | 614 | Transferred |
| | Eileen-Garden, Dongdaegu, Daegu | 2019.01 - 2021.10 | 94.2% | 705 | 3,221 | Transferred |
| | IS BIZ Tower Central, Anyang | 2019.03 - 2022.01 | 81.5% | - | 4,766 | In Progress +Transferred |
| | Opera W, Daegu Station, Daegu | 2019.10 - 2023.05 | 32.2% | 1,088 | 5,305 | In Progress |
| | Eileen-Garden, DMC, Deokeun, Goyang | 2019.10 - 2022.07 | 61.8% | 206 | 1,405 | Transferred |
| | New Centro Eileen-Garden, Gyeongju | 2020.12 - 2023.05 | 16.8% | 795 | 3,608 | In Progress |
| | Ulsan New City Eileen's Garden No. 1 | 2021.04 - 2024.01 | 6.7% | 803 | 3,906 | In Progress |
| Subtotal | | | | 3,597 | 24,493 | |
| Sub contract | W, Suseong Beomeo, Daegu | 2019.05 - 2023.12 | 25.4% | 1,868 | 6,802 | In Progress |
| | Eileen-Garden, Jungsan Megok, Ulsan | 2017.11 - 2021.10 | 97.5% | 851 | 1,387 | In Progress |
| | Oceanlife Eileen-Garden, Busan | 2017.11 - 2023.06 | 23.9% | 1,228 | 2,478 | In Progress |
| | Munsu-ro, Ulsan | 2020.02 - 2023.03 | 25.8% | 384 | 695 | In Progress |
| | Eileen-Garden, Jukjeon Station, Daegu | 2021.05 - 2024.03 | 8.4% | 959 | 2,285 | In Progress |
| | Eileen-Garden, Centeompark, Beonyeong-ro | 2021.06 - 2024.04 | 4.2% | 191 | 442 | In Progress |
| | Eileen-Garden, Centeompark, Changwon | 2019.07 - 2023.08 | 4.7% | 1,470 | 3,190 | In Progress |
| Subtotal | | | | 6,951 | 17,279 | |
| Total | | | | 10,548 | 41,772 | |

**PROJECT
IN PLAN**

(Unit: KRW 100M)

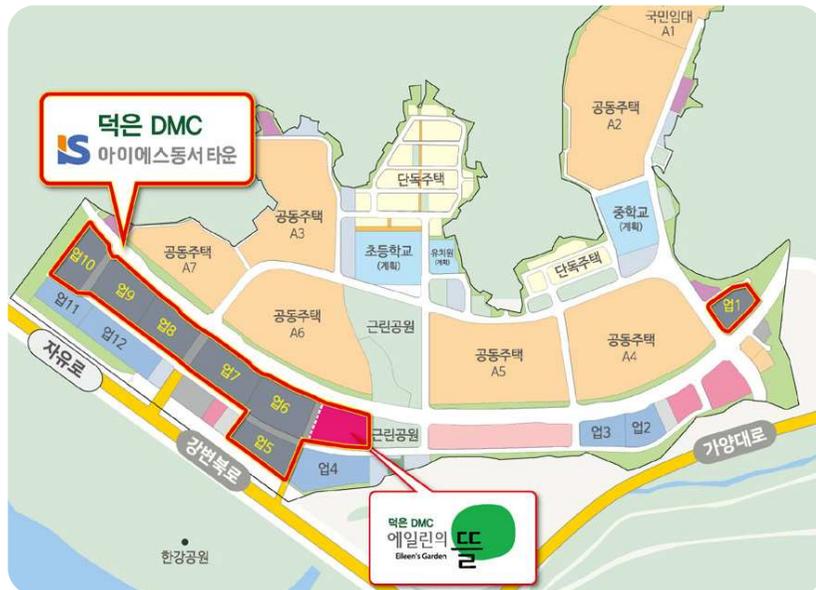
| Lotting-out Period | Site Name | No. of Households /pyeong | Contract/ Subcontract Amount | Own/Subcontract |
|--|--|---------------------------|---------------------------------|-----------------|
| 2021 | Ulsan New City Eileen's Garden No. 2 | 967 | TBD | Own |
| | Subtotal | | 967 | - |
| 2022 | 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 | 762 | 2,009 | Subcontract |
| | Small-scale Reconstruction Project, Samyoung Apt., Juahn-dong, Incheon NEW | 187 | 367 | 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 | |
| Subtotal | | 5,153 | 10,827 | |
| 2023 | Hongdo-dong District 2, Daejeon | 483 | 905 | Subcontract |
| | Street Housing Maintenance Project, Nakwon Apt., Jisan-dong, Daegu NEW | 169 | 366 | Subcontract |
| | Subtotal | | 652 | 1,271 |
| TBD | Dukeun District, Gyeongsan | Land area around 15,000py | TBD | Own |
| | Jungsan District, Gyeongsan | Land area around 32,160py | TBD | Own |
| Total | | 6,772 | 12,098 | |

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 approximately 15,000 pyeong | Land ownership 7 industrial complexes | Development type Knowledge industrial center |
|--|--|---|



Development project in Jungsan region, Gyeongsan

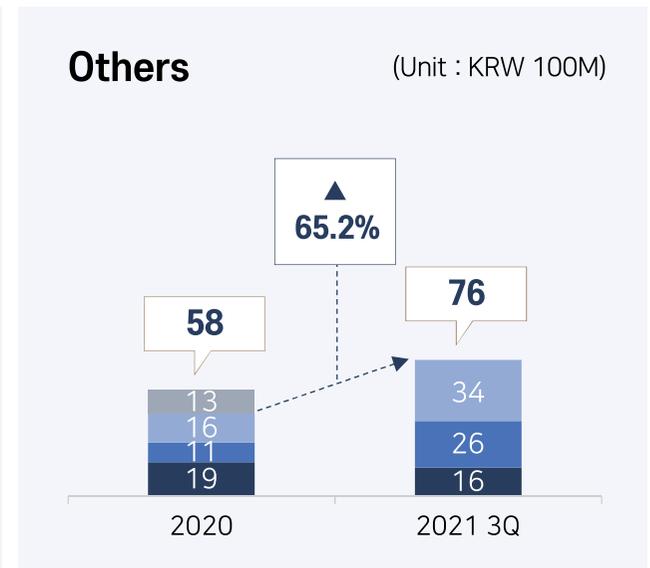
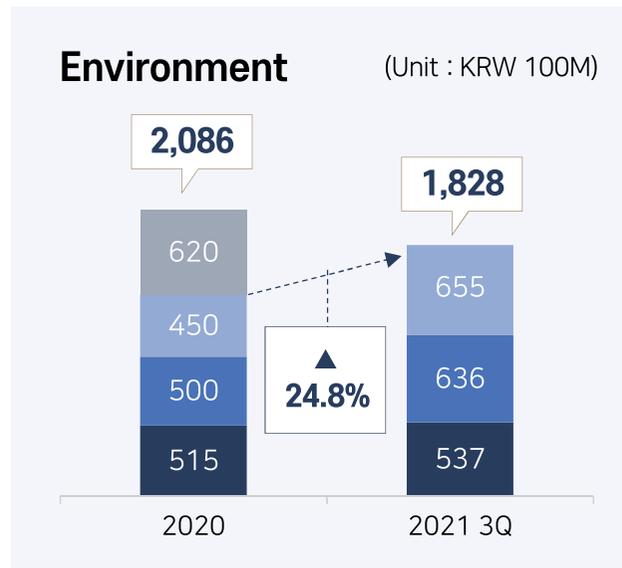
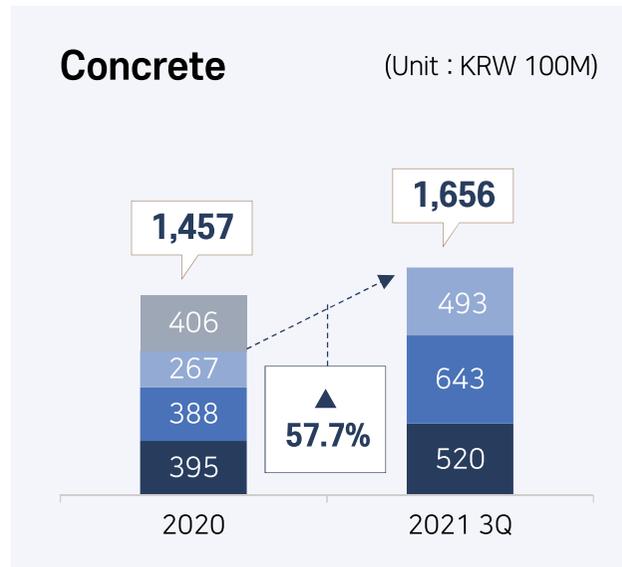
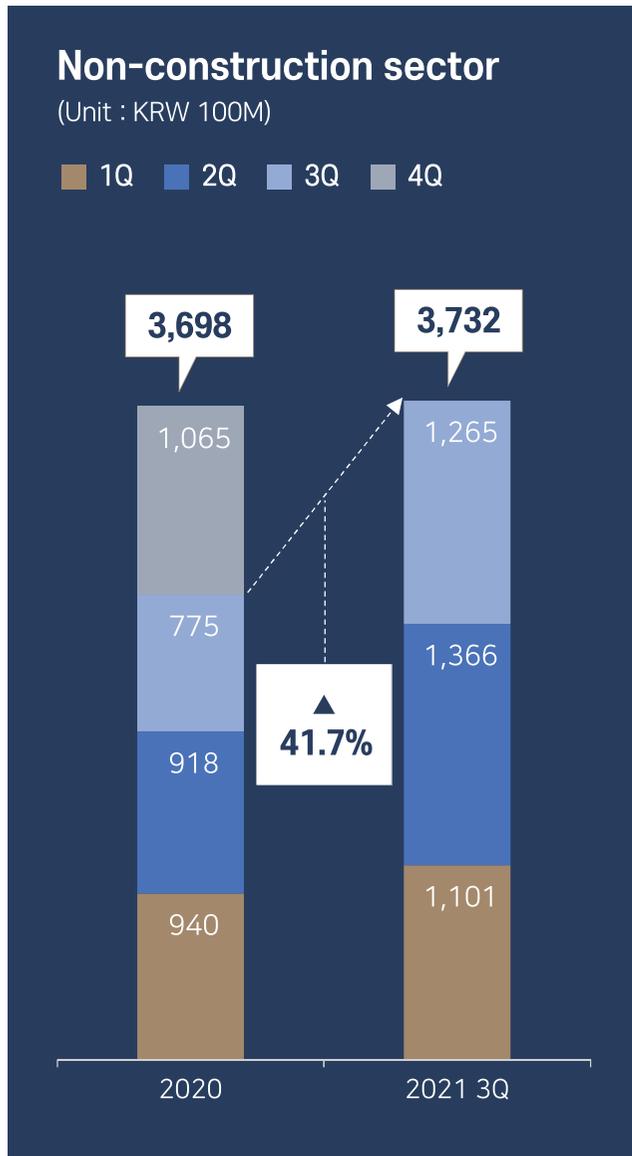
The best location in Yeongnam area in terms of
transportation, education, culture, convenient facilities

| | |
|--|---|
| Land area approximately 32,160 pyeong | Development type Other than residential & Commercial complex |
|--|---|



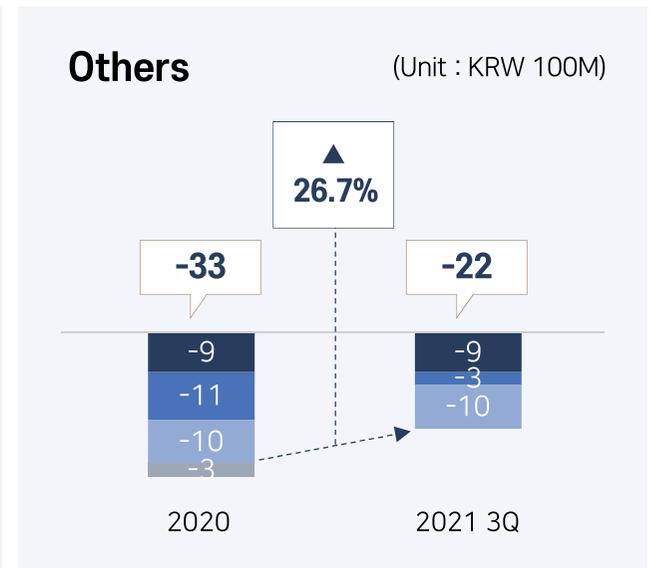
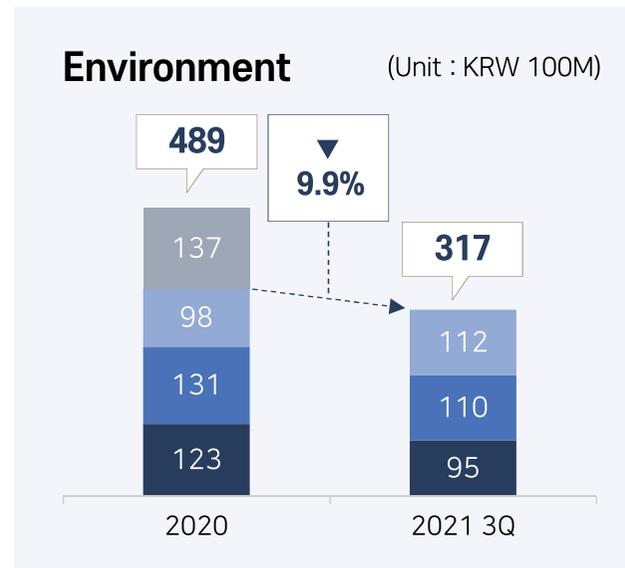
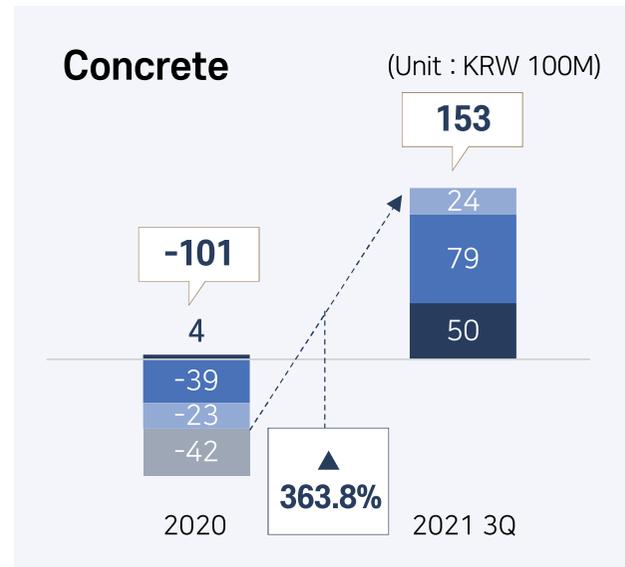
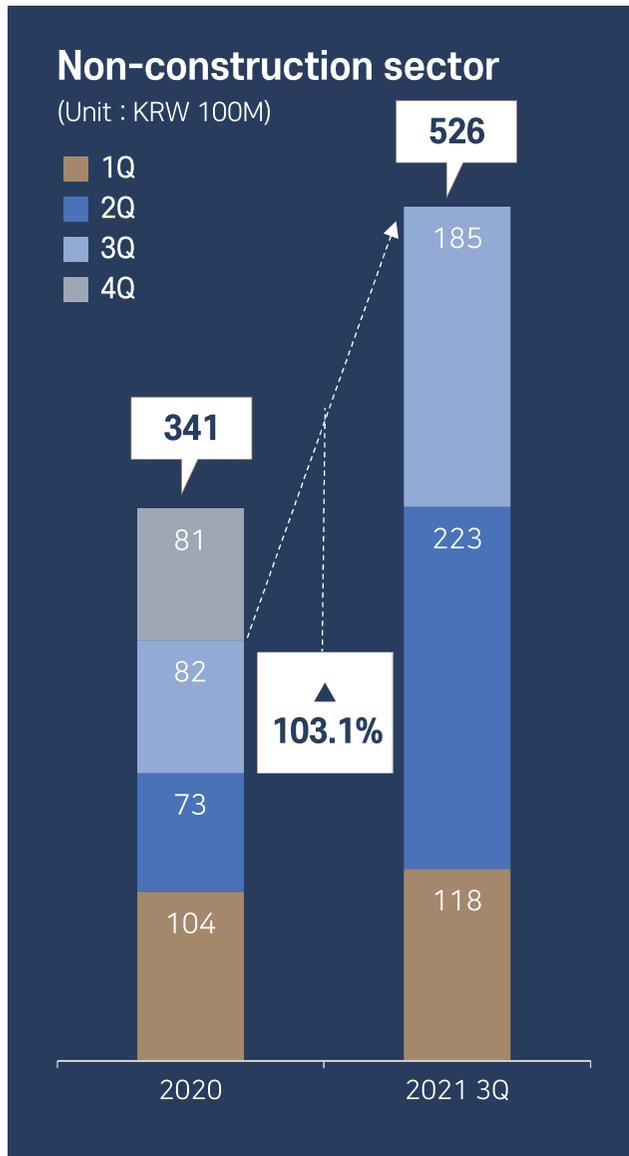
Sales Performance

■ 1Q ■ 2Q ■ 3Q ■ 4Q



Business Profits Performance

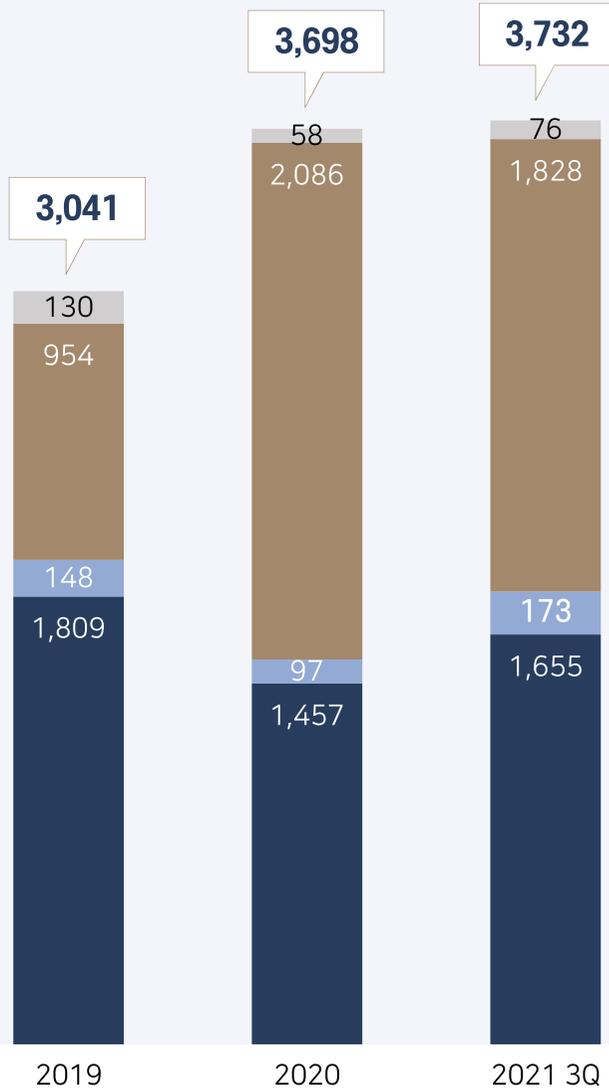
■ 1Q ■ 2Q ■ 3Q ■ 4Q



■ Concrete ■ Shipping ■ Environment ■ Others

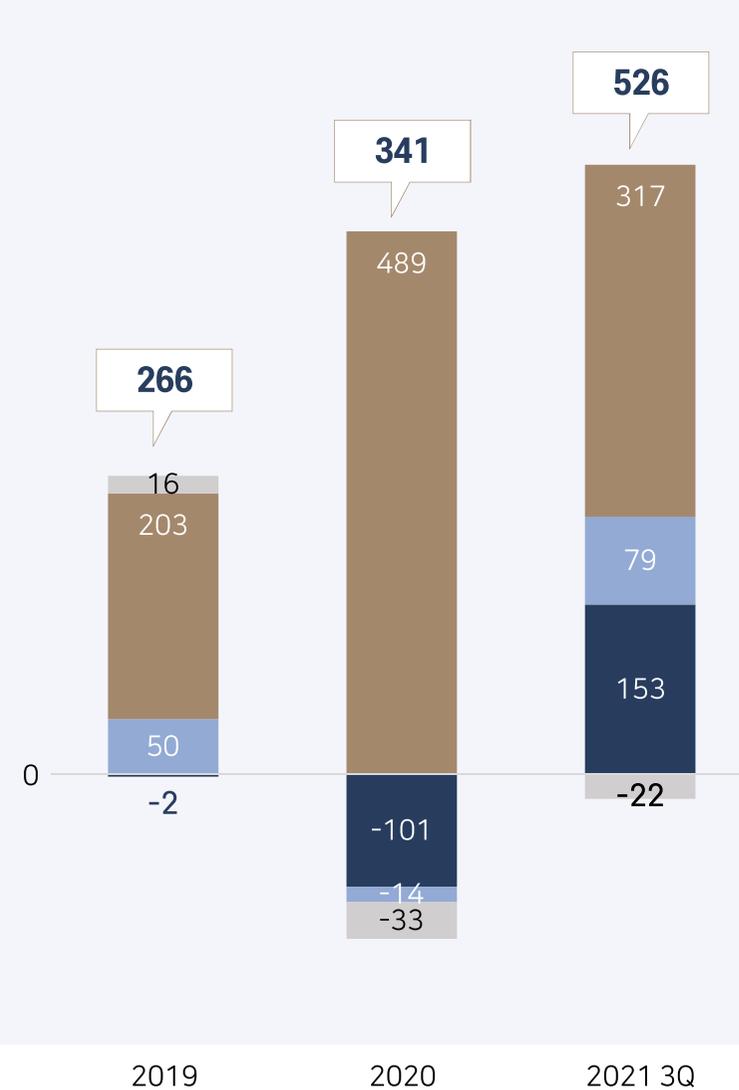
Sales Trend by Sectors

(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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IS
IS DONGSEO
INVESTOR
RELATIONS
2021

At the center of global attention

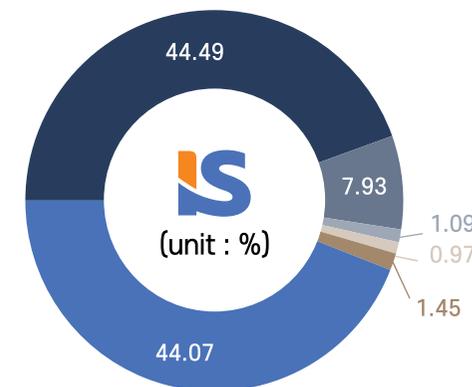
Global Leader IS Dongseo

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 September 30, 2021) |
| Number of Employees | 651 (as of September 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 |
| Total | 30,892,606 | 100.00 |

* as of September 30, 2021

Financial Statement

(Unit : KRW 100M, %)

| Type | 2019 | 2020 | 2021 3Q |
|--------------------------|---------------|---------------|---------------|
| Liquid Assets | 17,017 | 22,685 | 22,235 |
| Non-Liquid Assets | 11,821 | 13,530 | 14,131 |
| Assets Total | 28,838 | 36,215 | 36,366 |
| Liquid Liabilities | 8,525 | 11,568 | 15,434 |
| Non-Liquid Liabilities | 7,577 | 10,747 | 6,836 |
| Liabilities Total | 16,102 | 22,315 | 22,269 |
| Capital | 154 | 154 | 154 |
| Earned Surplus | 6,757 | 7,793 | 7,878 |
| Capital | 12,736 | 13,900 | 14,096 |
| Earned Surplus | 28,838 | 36,215 | 36,366 |

Comprehensive Income Statement

(Unit : KRW 100M, %)

| Type | 2019 | 2020 | 2021 3Q |
|---------------------------------------|--------------|--------------|--------------|
| Sales | 7,706 | 12,004 | 9,631 |
| Sales Cost | 5,835 | 8,569 | 7,058 |
| Gross Profit | 1,871 | 3,435 | 2,573 |
| Sales & Administrative Expenses | 1,156 | 1,345 | 1,130 |
| Business Profits | 715 | 2,090 | 1,443 |
| Net Profit before Income Tax Expenses | 716 | 1,565 | 716 |
| Net Profit | 743 | 1,416 | 497 |

Financial Statement

(Unit : KRW 100M, %)

| Type | 2019 | 2020 | 2021 3Q |
|--------------------------|---------------|---------------|---------------|
| Liquid Assets | 15,830 | 20,991 | 20,277 |
| Non-Liquid Assets | 8,723 | 10,424 | 11,335 |
| Assets Total | 24,553 | 31,415 | 31,612 |
| Liquid Liabilities | 7,392 | 10,325 | 14,258 |
| Non-Liquid Liabilities | 6,404 | 9,536 | 5,691 |
| Liabilities Total | 13,796 | 19,862 | 19,948 |
| Capital | 154 | 154 | 154 |
| Earned Surplus | 6,531 | 7,571 | 7,663 |
| Capital | 10,757 | 11,553 | 11,664 |
| Earned Surplus | 24,553 | 31,415 | 31,612 |

Comprehensive Income Statement

(Unit : KRW 100M, %)

| Type | 2019 | 2020 | 2021 3Q |
|---------------------------------------|--------------|--------------|--------------|
| Sales | 6,079 | 9,319 | 7,057 |
| Sales Cost | 4,670 | 6,627 | 5,221 |
| Gross Profit | 1,410 | 2,692 | 1,836 |
| Sales & Administrative Expenses | 864 | 934 | 789 |
| Business Profits | 545 | 1,758 | 1,048 |
| Net Profit before Income Tax Expenses | 761 | 1,284 | 561 |
| Net Profit | 637 | 1,246 | 418 |

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

Icheon Factory

| | |
|-----------------------|-----------------------------|
| Products manufactured | PC products |
| Production area | 147,287m² |
| Production volume | 1,500 t/day |

Eumseong Factory

| | |
|-----------------------|-----------------------------|
| Products manufactured | PHC Pile |
| Production area | 246,006m² |
| Production volume | 2,600 t/day |

Cheonan Factory

| | |
|-----------------------|----------------------------|
| Products manufactured | PC block, segment |
| Production area | 70,901m² |
| Production volume | 300 t/day |

Cheongyang Factory

| | |
|-----------------------|-----------------------------|
| Products manufactured | PHC Pile |
| Production area | 120,720m² |
| Production volume | 2,500 t/day |

Changnyeong Factory

| | |
|-----------------------|----------------------------|
| Products manufactured | PHC Pile |
| Production area | 91,006m² |
| Production volume | 1,500 t/day |





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