

IS DONGSEO

INVESTOR RELATIONS 2022



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IS DONGSEO

INVESTOR RELATIONS 2022

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





# 1

# COMPANY INTRODUCTION

01 Organization chart

02 Business Areas





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

**IS DONGSEO**

CONSTRUCTION

CONCRETE

### Key Subsidiaries

26 subsidiaries and partners in addition to those below

2022. 06. 30

#### Insun E&T



Percentage of Shareholding **45.0%**

#### Environment & Energy Solution



Percentage of Shareholding **100%**

#### YOUNG POONG FILE

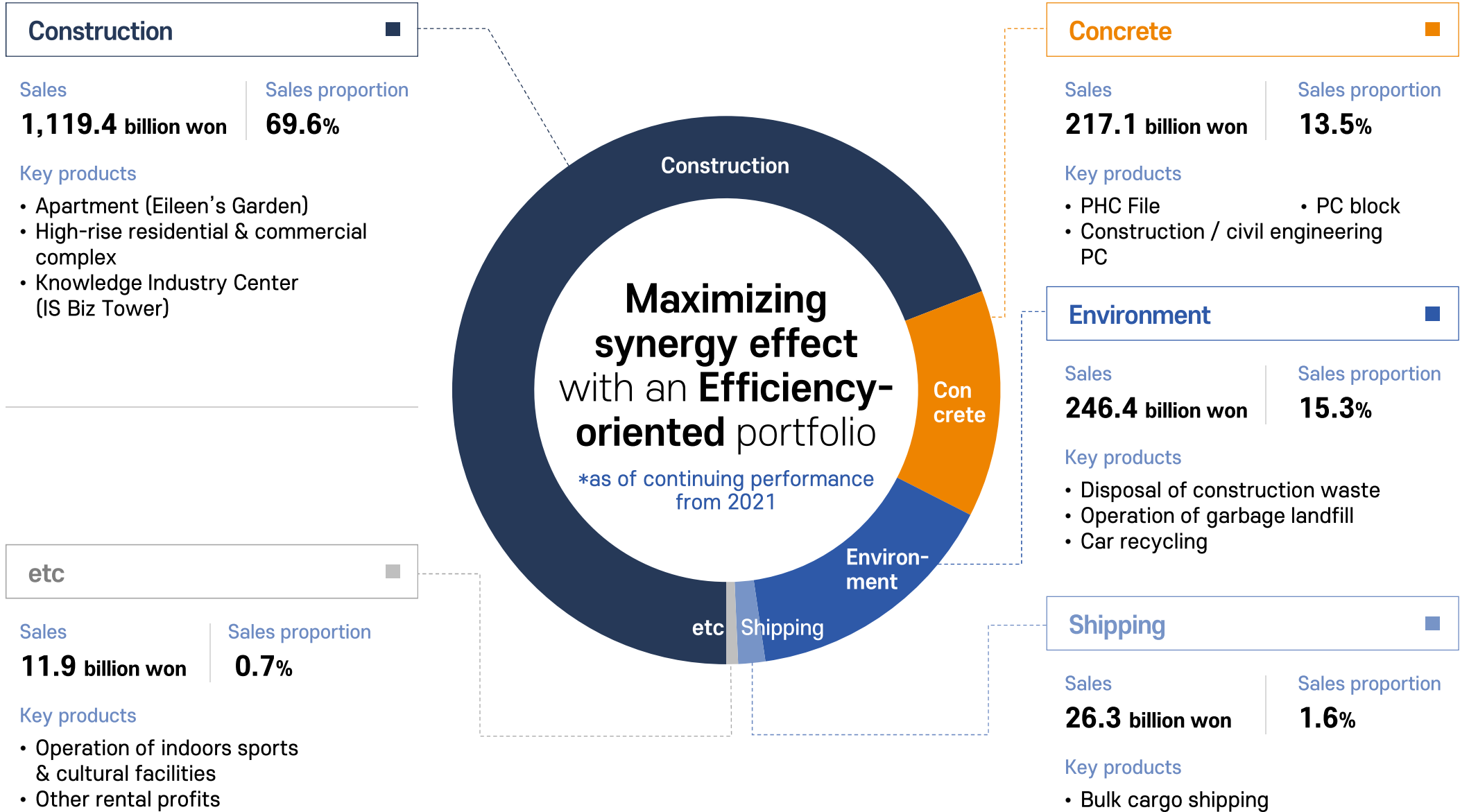


Percentage of Shareholding **100%**

#### IS Shipping



Percentage of Shareholding **100%**





# 2

## INVESTMENT HIGHLIGHTS

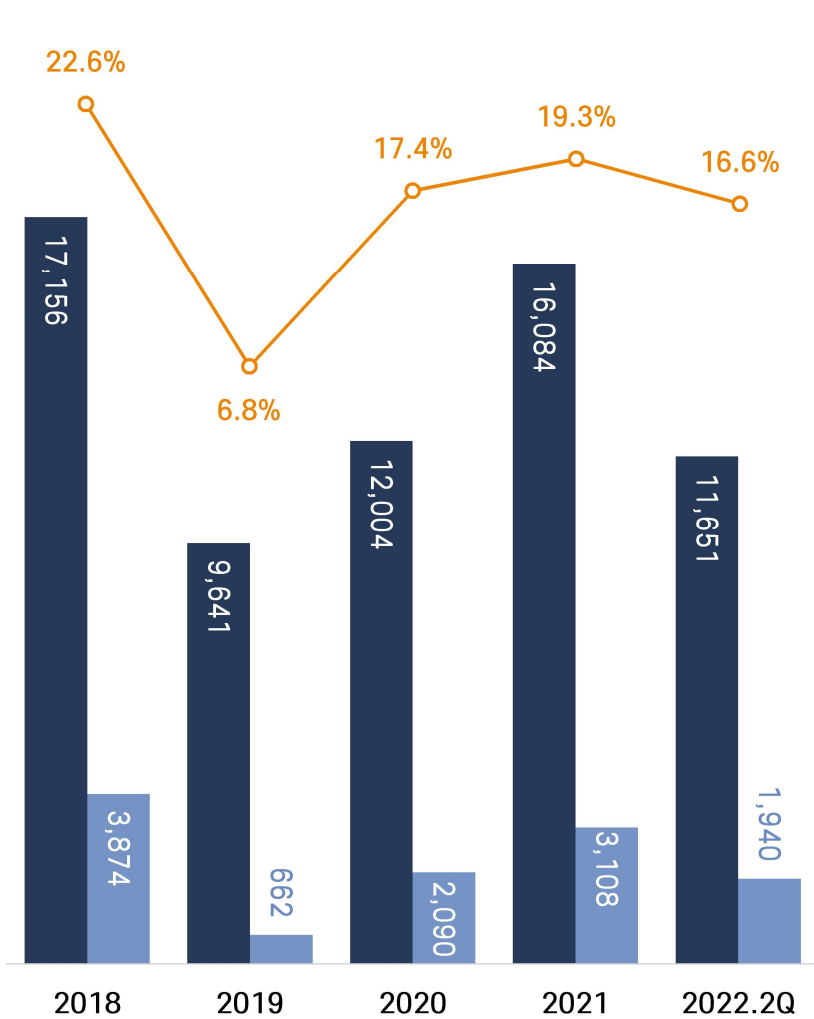
- 01 Management Performance
- 02 Summarized Financial Statement  
(Consolidated / Separate)
- 03 Key Financial Indicators
- 04 Growth Engine
- 05 Aggressive M&A



### Management Performance (Consolidated)

(Unit: KRW 100M, %)

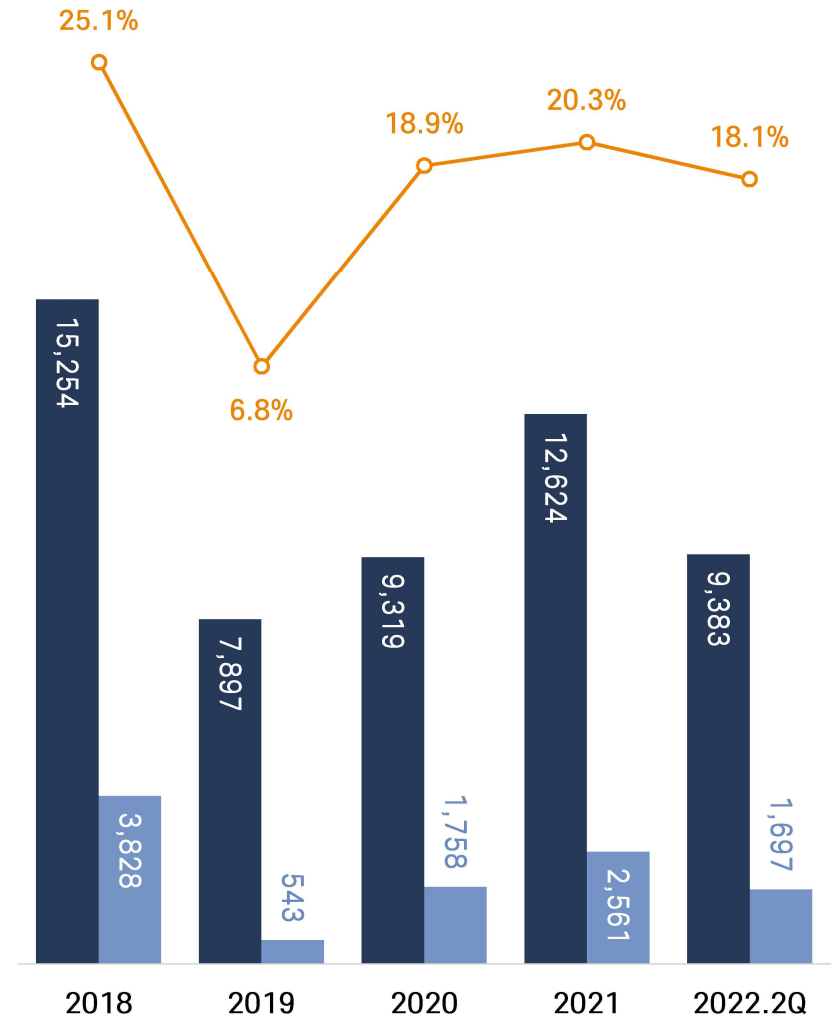
- Operating profit (%)
- Business Profits
- Sales



### Management Performance (Separate)

(Unit: KRW 100M, %)

- Operating profit (%)
- Business Profits
- Sales

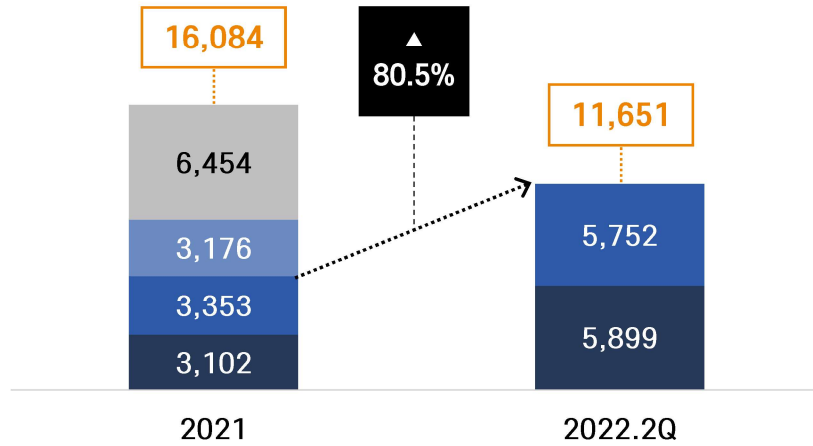




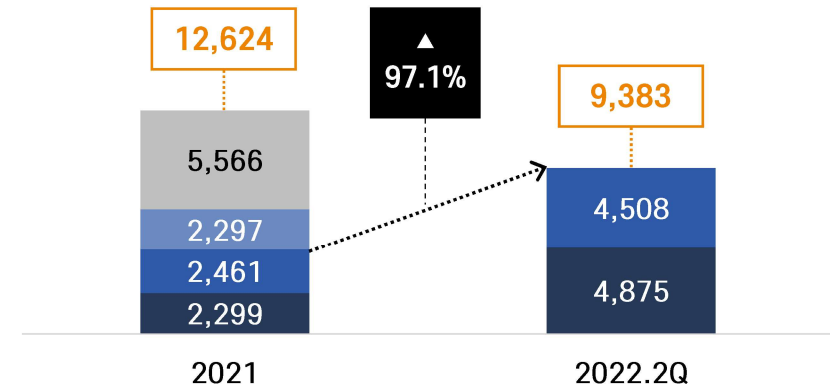
### 2022.2Q - Sales & Business Profits (Unit: KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

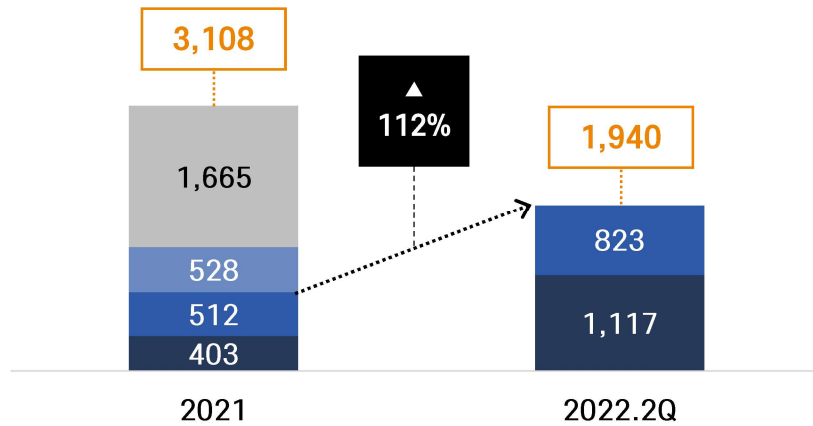
#### 2022.2Q Sales (Consolidated)



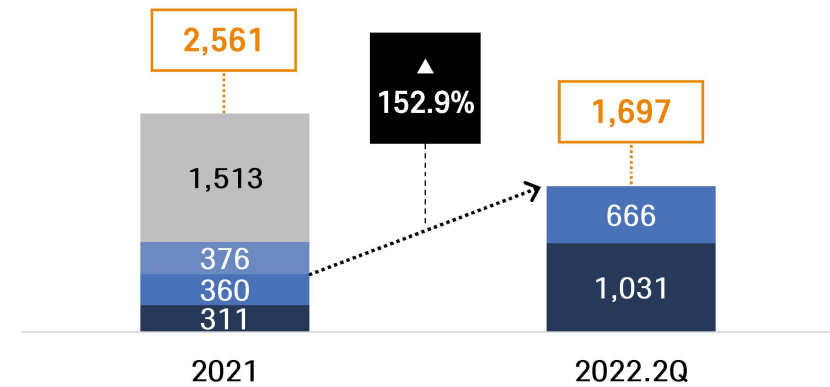
#### 2022.2Q Sales (Separate)



#### 2022.2Q Business Profits (Consolidated)



#### 2022.2Q Business Profits (Separate)



## Financial Statement (Unit: KRW 100M, %)

Type	2021.2Q	YOY	2022.2Q
Liquid Assets	24,339	-18.3	19,879
Non-Liquid Assets	14,078	12.0	15,766
<b>Assets Total</b>	<b>38,417</b>	<b>-7.2</b>	<b>35,645</b>
Liquid Liabilities	14,363	14.6	16,463
Non-Liquid Liabilities	10,279	-64.5	3,652
<b>Liabilities Total</b>	<b>24,642</b>	<b>-18.4</b>	<b>20,115</b>
Capital	154	-	154
Earned Surplus	7,586	22.2	9,267
<b>Capital</b>	<b>13,775</b>	<b>12.7</b>	<b>15,530</b>
<b>Earned Surplus</b>	<b>38,417</b>	<b>-7.2</b>	<b>35,645</b>

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

Type	2021.2Q	YOY	2022.2Q
Sales	6,455	80.5	11,651
Sales Cost	4,789	79.9	8,616
<b>Gross Profit</b>	<b>1,666</b>	<b>82.2</b>	<b>3,035</b>
Sales & Administrative Expenses	752	45.7	1,096
Business Profits	915	112.0	1,940
Net Profit before Income Tax Expenses	297	508.1	1,806
<b>Net Profit</b>	<b>174</b>	<b>688.5</b>	<b>1,372</b>



## Financial Statement (Unit: KRW 100M, %)

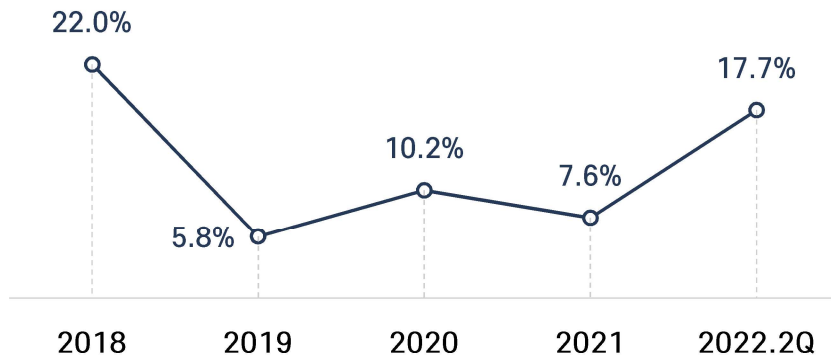
Type	2021.2Q	YOY	2022.2Q
Liquid Assets	22,439	-23.0	17,269
Non-Liquid Assets	11,196	16.4	13,037
<b>Assets Total</b>	<b>33,635</b>	<b>-9.9</b>	<b>30,305</b>
Liquid Liabilities	13,140	13.3	14,891
Non-Liquid Liabilities	9,141	-76.1	2,181
<b>Liabilities Total</b>	<b>22,281</b>	<b>-23.4</b>	<b>17,072</b>
Capital	154	-	154
Earned Surplus	7,362	23.5	9,093
<b>Capital</b>	<b>11,353</b>	<b>16.6</b>	<b>13,234</b>
<b>Earned Surplus</b>	<b>33,634</b>	<b>-9.9</b>	<b>30,305</b>

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

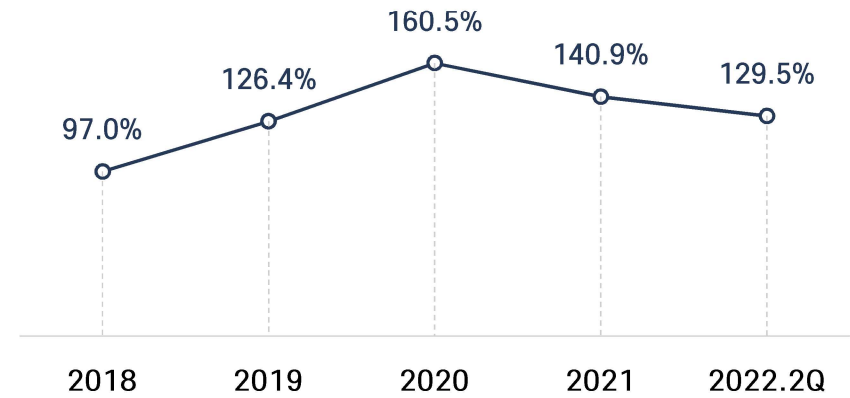
Type	2021.2Q	YOY	2022.2Q
Sales	4,760	97.1	9,383
Sales Cost	3,568	92.2	6,856
<b>Gross Profit</b>	<b>1,193</b>	<b>111.8</b>	<b>2,527</b>
Sales & Administrative Expenses	521	59.3	830
Business Profits	671	152.9	1,697
Net Profit before Income Tax Expenses	195	771.8	1,700
<b>Net Profit</b>	<b>117</b>	<b>1,023.1</b>	<b>1,314</b>

## Management Performance - Consolidated

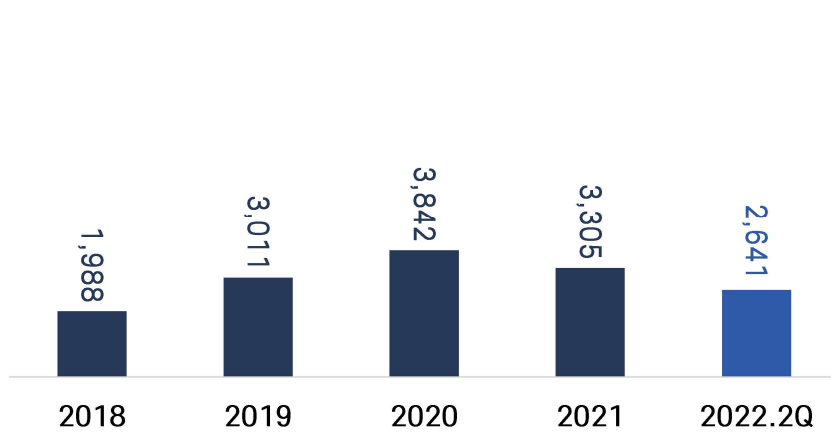
### ROE (Unit: %)



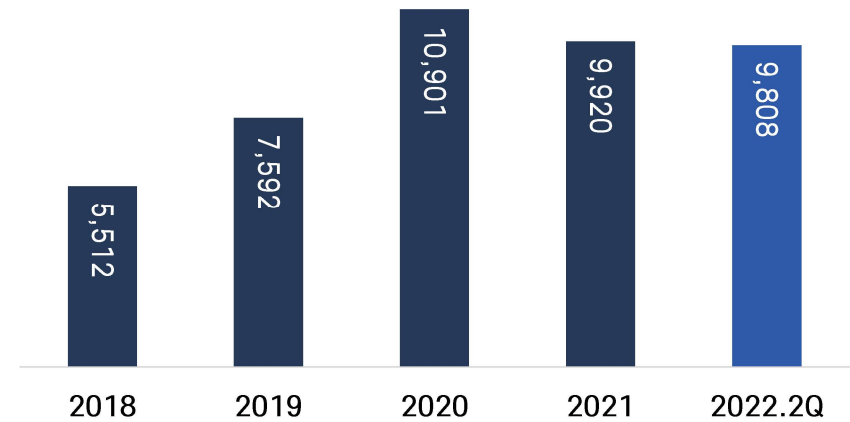
### Debt Ratio (Unit: %)



### Cash & Cashable Assets (Unit: KRW 100M)



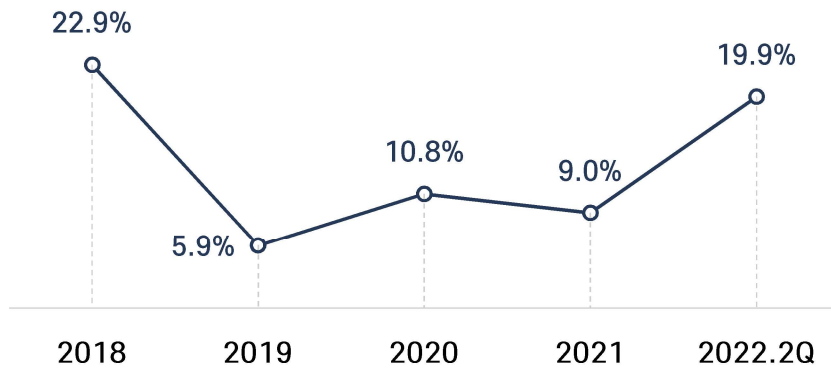
### Net Loan (Unit: KRW 100M)



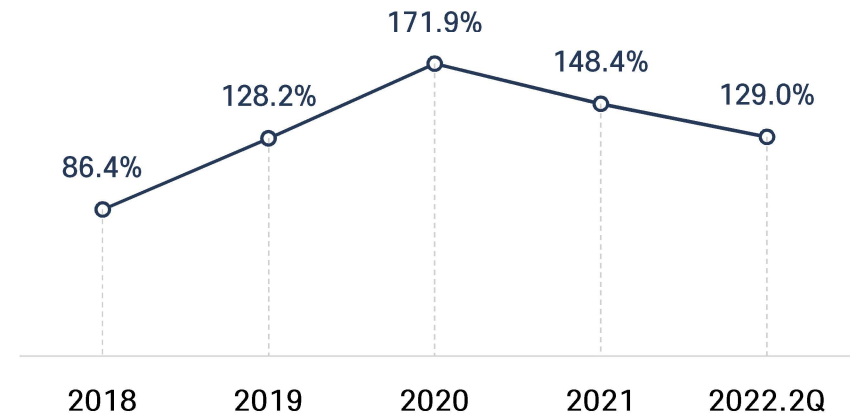


## Management Performance - Separate

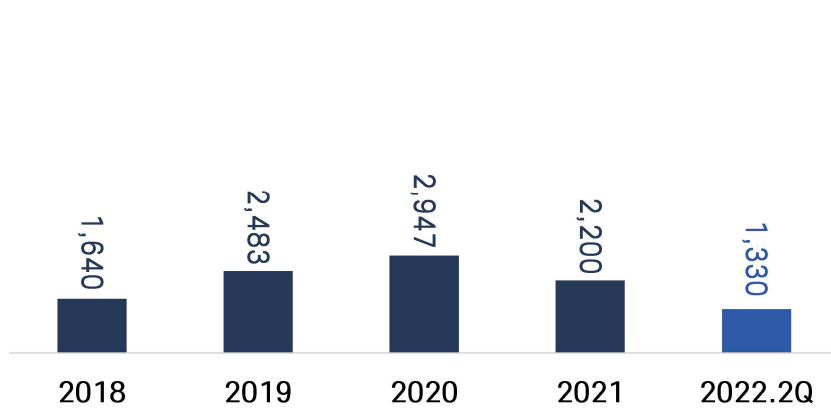
▪ ROE (Unit: %)



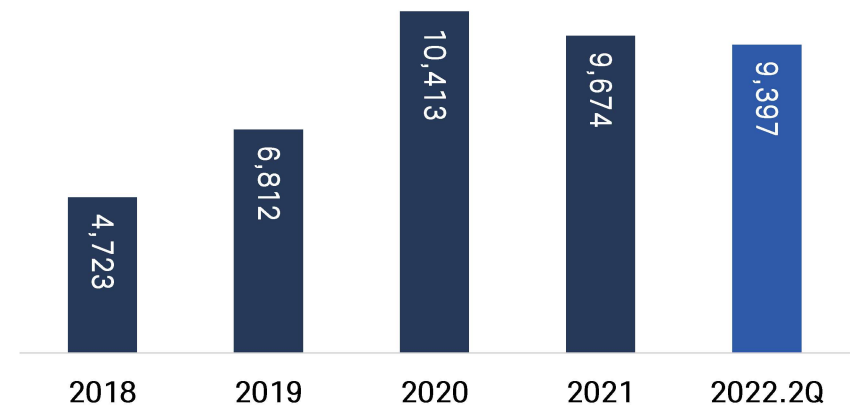
▪ Debt Ratio (Unit: %)



▪ Cash & Cashable Assets (Unit: KRW 100M)



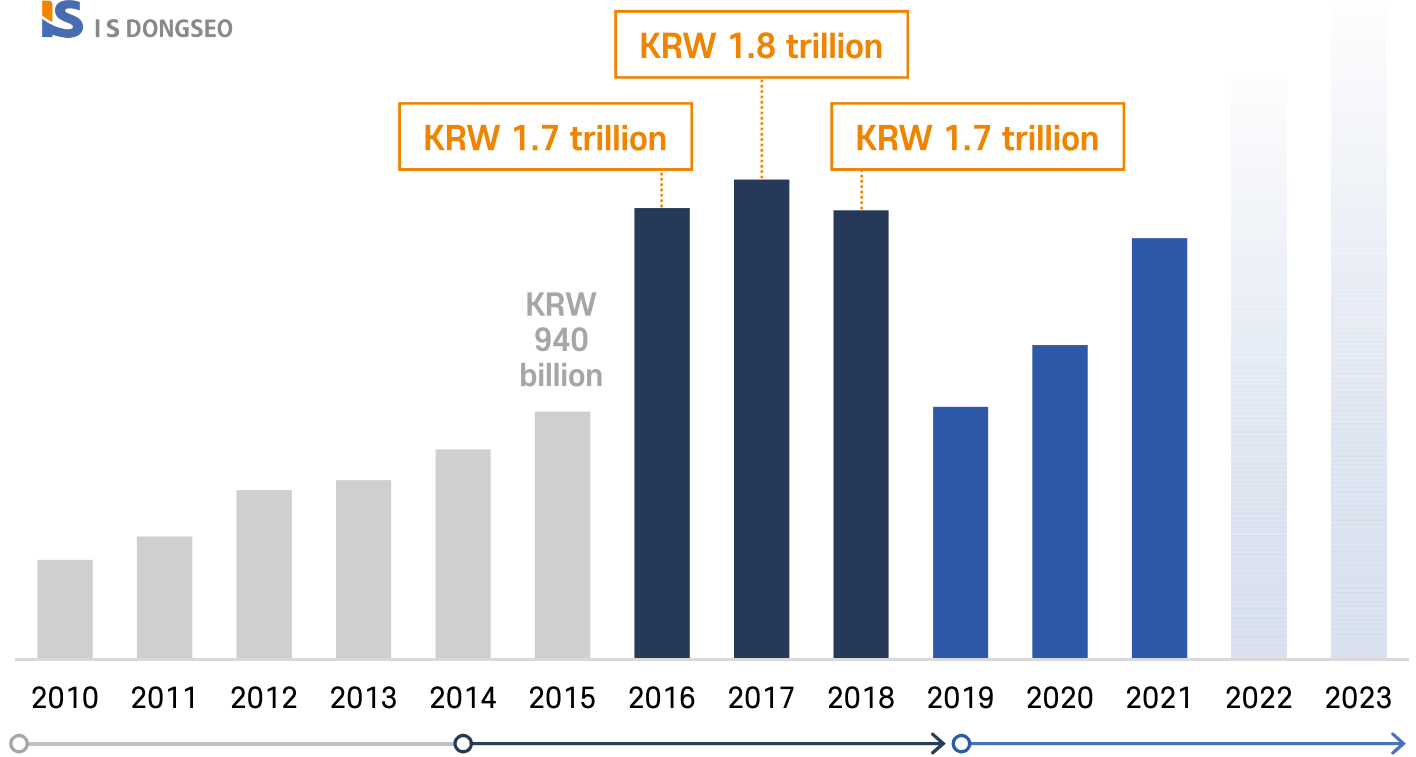
▪ Net Loan (Unit: KRW 100M)





# 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

## ○ 2008 Ilsin Construction Ltd. Dongseo Industries Ltd.

### Purpose of merger

Creating synergy between construction industry and material manufacturing industry

## ○ 2011 Korea Rental Ltd. IS Shipping Ltd.

### Purpose of merger

New rental business launched

### Purpose of merger

New marine shipping business launched

## ○ 2014 Youngpoong Pile Ltd. and 2 others

### Purpose of merger

Strengthened concrete business by acquiring PHC PILE manufacturer

## ○ 2018 Vaunce Co., Ltd.

### Purpose of merger

New spatial content business launched

## ○ 2022 VIRONMENT & ENERGY SOLUTION Corp.

### Purpose of merger

- Strengthening the environmental sector

## Lithion Recycling Inc.

: North America / Battery recycling technology possession

### Purpose of equity investment

- Entry into the secondary battery recycling market
- Technology introduction, domestic plant construction scheduled to begin

## Core Energy Technology co., Ltd

: KG ETS New company through physical division

### Purpose of merger

- Strengthening the environmental sector
- E&F PE - LP participation

## ○ 2020 Inus Ltd. Physical division & sales

### Purpose of split sales

- IS Dongseo secures liquidity
- Strengthened professionalism and profit in Inus

## Koentec Ltd., Saehan Environment Ltd.

### Purpose of merger

- Strengthened environment division (IS Dongseo - E&F PE consortium acquired)

## Paju B&R Ltd., Yongheung Industrial Environment Ltd.

### Purpose of merger

- Strengthened environment division
- Acquired Insun E&T Ltd as a subsidiary

## ○ 2019 Insun E&T Ltd. Insun Motors Ltd. Insun Corporation Ltd.

### Purpose of merger

New environment business launched

## Korea Rental Ltd.

### Purpose of sales

Strengthened focus on main items after restructuring non-construction parts

# 3

## PERFORMANCE by BUSINESS DIVISIONS

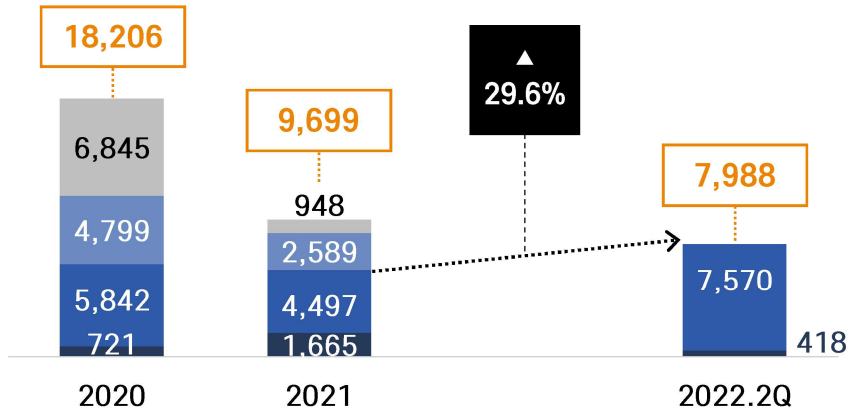
01 Construction Sector

02 Non-Construction Sector

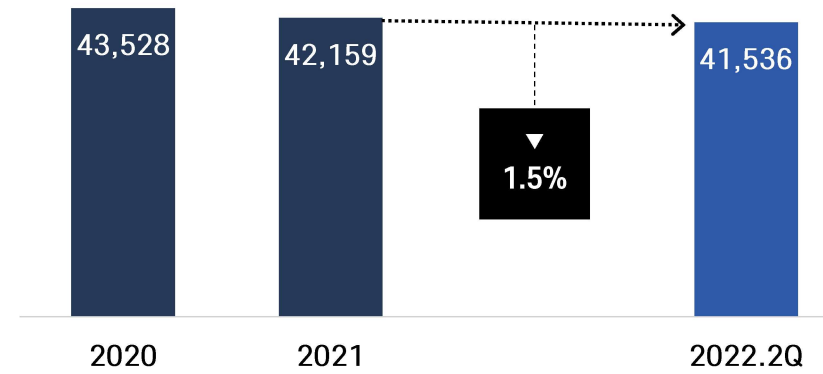


(Unit: KRW 100M) ■ 1Q ■ 2Q ■ 3Q ■ 4Q

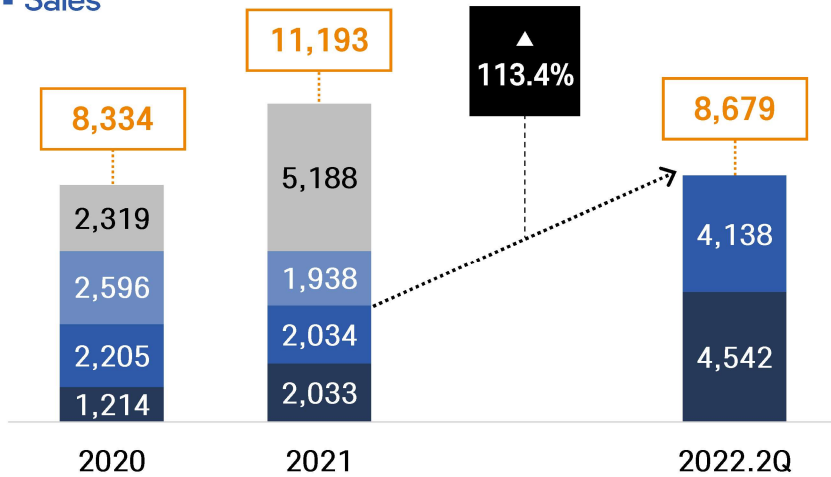
### ▪ New Orders



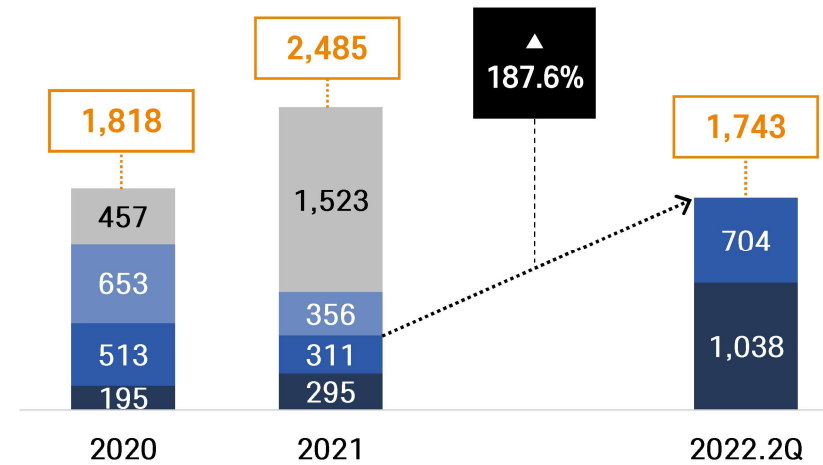
### ▪ Order Backlog



### ▪ Sales



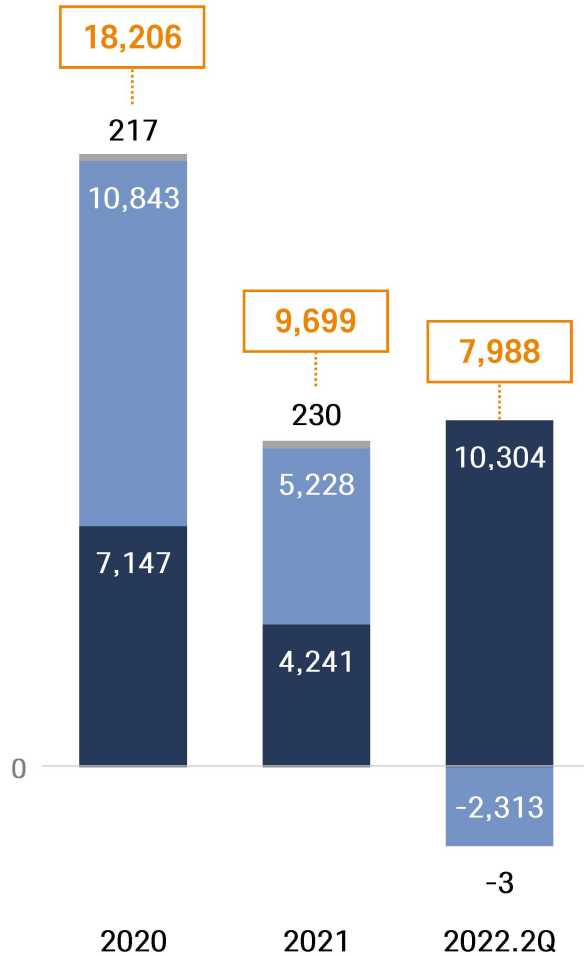
### ▪ Business Profits



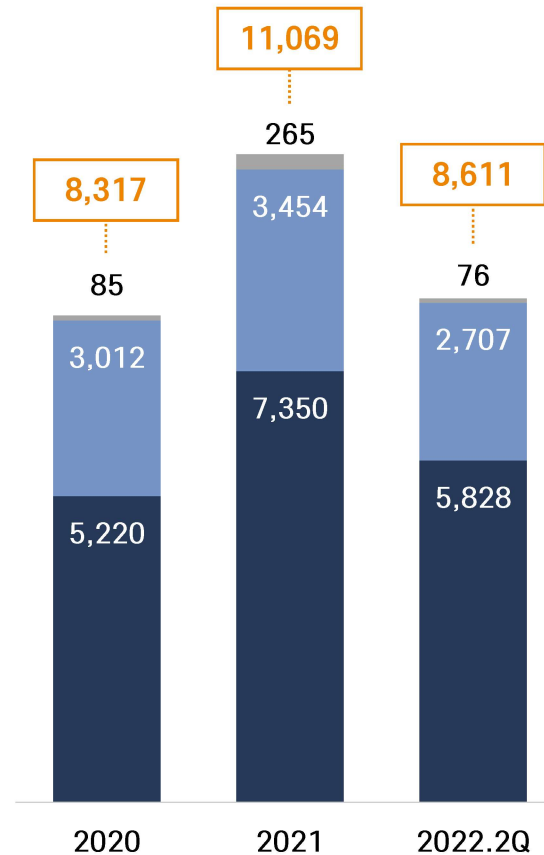


(Unit: KRW 100M) ■ Own ■ Construction ■ Civil Engineering

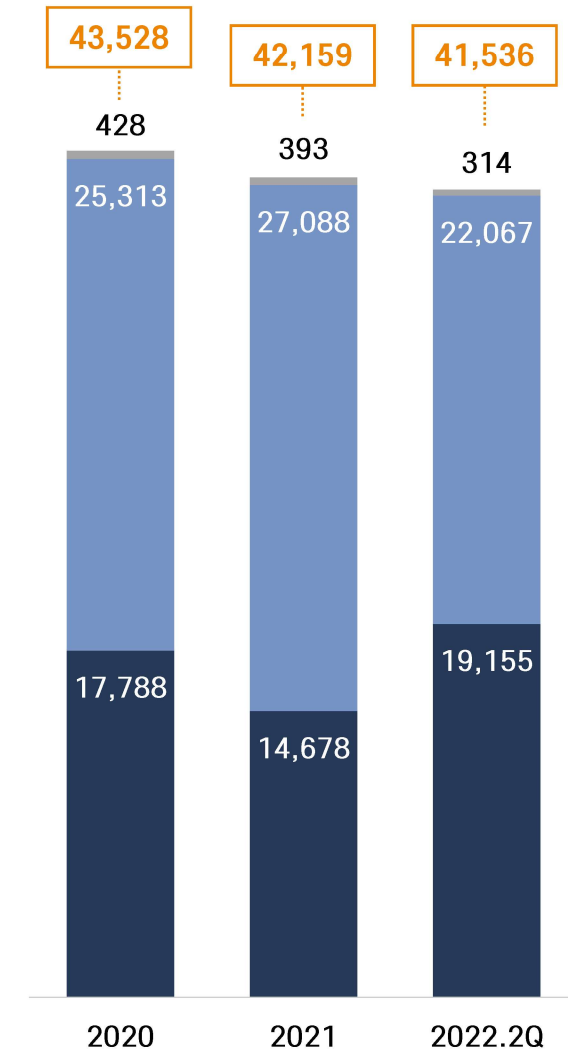
### New Order Trend by Work type



### Sales Weight Trend by Work type



### Order Backlog Trend by Work type



PROJECT  
IN PROGRESSUnit :  
KRW 100M

Type	Site Name	Construction Period	Progress	No. of Households	Contract/Subcontract Amount	Rev. Recognition
Own	IS BIZ Tower Central, Anyang	2019.03 - 2022.01	100.0%	-	4,765	In Progress + Transferred
	Opera W, Daegu Station, Daegu	2019.10 - 2023.05	59.7%	1,088	5,305	In Progress
	Eileen-Garden, DMC, Deokeun, Goyang	2019.10 - 2022.07	92.6%	206	1,405	Transferred
	New Centro Eileen-Garden, Gyeongju	2020.12 - 2023.05	42.4%	795	3,611	In Progress
	Ulsan New City Eileen's Garden No. 1	2021.04 - 2024.01	25.9%	803	3,906	In Progress
	Ulsan New City Eileen's Garden No. 2	2021.03 - 2024.06	10.8%	967	2,035	Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (8,9BL)	2022.04 - 2025.03	0%	-	5,900	TBD
	IS BIZ Tower Central, DMC, Deokeun, Goyang (10BL)	2022.04 - 2024.12	0%	-	2,341	TBD
Subtotal				3,859	29,268	
Sub contract	W, Suseong Beomeo, Daegu	2019.05 - 2023.12	48.4%	1,868	6,802	In Progress
	Oceanlife Eileen-Garden, Busan	2017.11 - 2023.06	54.5%	1,228	2,478	In Progress
	Munsu-ro, Ulsan	2020.02 - 2023.03	67.6%	384	695	In Progress
	Eileen-Garden, Jukjeon Station, Daegu	2021.05 - 2024.02	25.5%	959	2,285	In Progress
	Eileen-Garden, Centeompark, Beonyeong-ro, Ulsan	2021.06 - 2024.04	24.4%	191	442	In Progress
	Eileen-Garden, Centeompark, Changwon	2021.07 - 2024.03	18.8%	1,470	3,190	In Progress
Subtotal				6,100	15,892	
Total				9,959	45,160	

PROJECT  
IN PLANUnit :  
KRW 100M

Lotting-out Period	Site Name	No. of Households/pyeong	Contract/ Subcontract Amount	Own/ Subcontract
2022	Local Housing Cooperative in Medical County, Busan	762	2,009	Subcontract
	Small-scale Reconstruction Project, Samyoung Apt., Juahn-dong, Incheon	187	367	Subcontract
	Housing Redevelopment Maintenance Project, Seobongdeok, Daegu	538	1,283	Subcontract
	Local Community Housing Cooperatives, Hakseong-dong, Ulsan	793	1,616	Subcontract
	Subtotal	2,280	5,275	
2023	Small-scale Construction Project, Huyundae APT. 53dong, Garak-dong, Seoul	69	258	Subcontract
	Street Housing Maintenance Project, Jeongan Mansion 7th, Seongdong-gu, Seoul	80	200	Subcontract
	Housing Redevelopment Maintenance Project, B-14 District, Nam-gu, Ulsan	1,529	2,987	Subcontract
	Small-scale Construction Project, Lucky 5th, Bokhyeon-dong, Daegu	175	427	Subcontract
	Small-scale Reconstruction Project, Hyeopjin Apt Complex 1, Bockhyeon-dong, Daegu	115	269	Subcontract
	Small-scale Reconstruction Project, Hyeopjin Apt Complex 2/3, Bockhyeon-dong, Daegu	161	343	Subcontract
Subtotal		2,129	4,484	
2024	Hongdo-dong District 2, Daejeon	483	905	Subcontract
	Dongseo Town Small-scale Reconstruction Project	210	421	Subcontract
	Street Housing Maintenance Project, Nakwon Apt., Jisan-dong, Daegu	169	367	Subcontract
Subtotal		862	1,693	
2025	Street Housing Maintenance Project, Taeyang-jigu, Daemyeong-dong, Daegu	216	531	Subcontract
	Street Housing Maintenance Project, Jelimeunma APT., Daegu	188	465	Subcontract
Subtotal		404	996	
TBD	Yaeum-dong, Ulsan	520	TBD	Own
	Dukeun District, Gyeongsan 1, 5, 6, 7 blocks	Land area around 8,680py	TBD	Own
	Jungsan District, Gyeongsan	Land area around 32,160py	TBD	Own
Total		6,195	12,448	

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

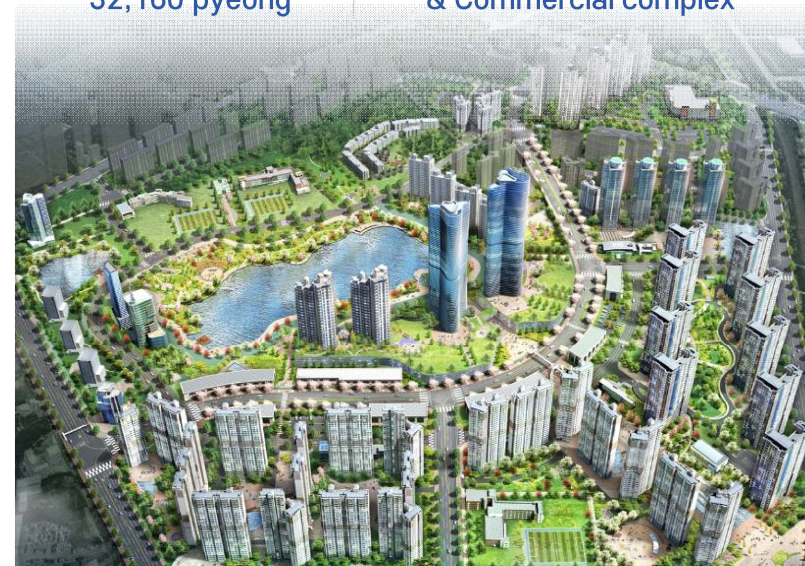
Land area approximately 15,000 pyeong	Land ownership 7 industrial complexes	Development type Knowledge industrial center
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### Development project in Jungsan region, Gyeongsang

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
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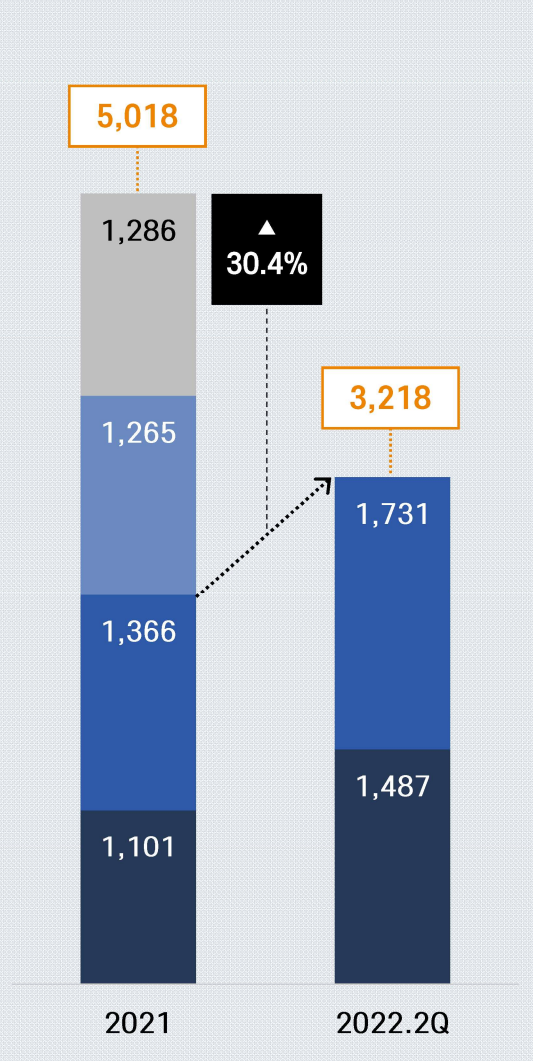




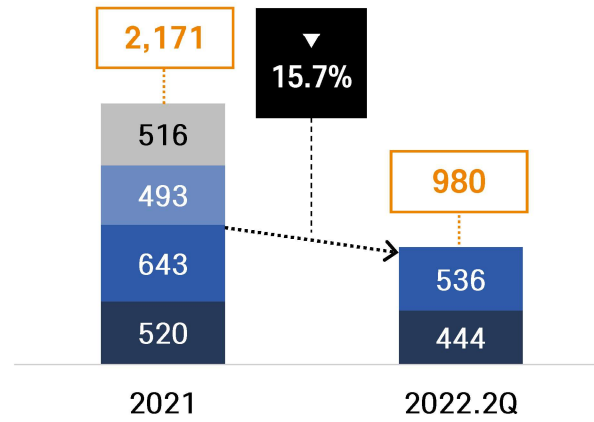
### Sales Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

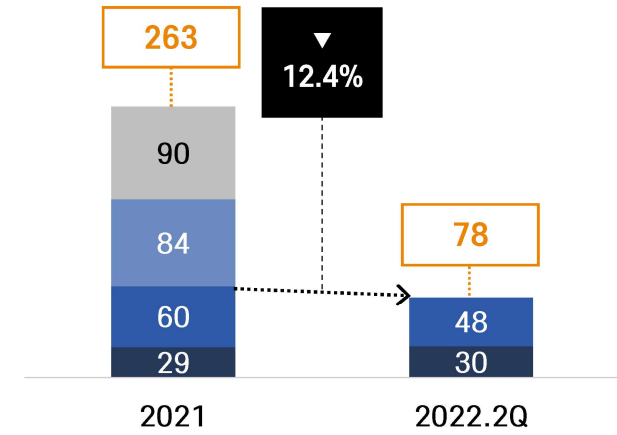
#### Non-construction sector



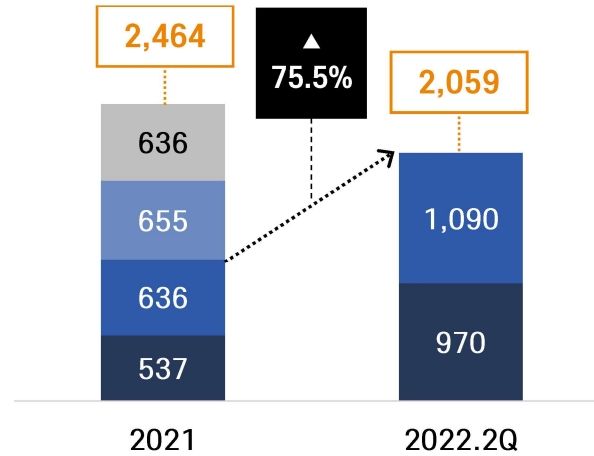
#### Concrete



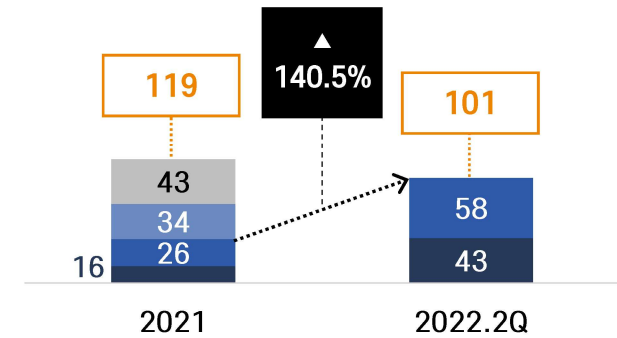
#### Shipping



#### Environment



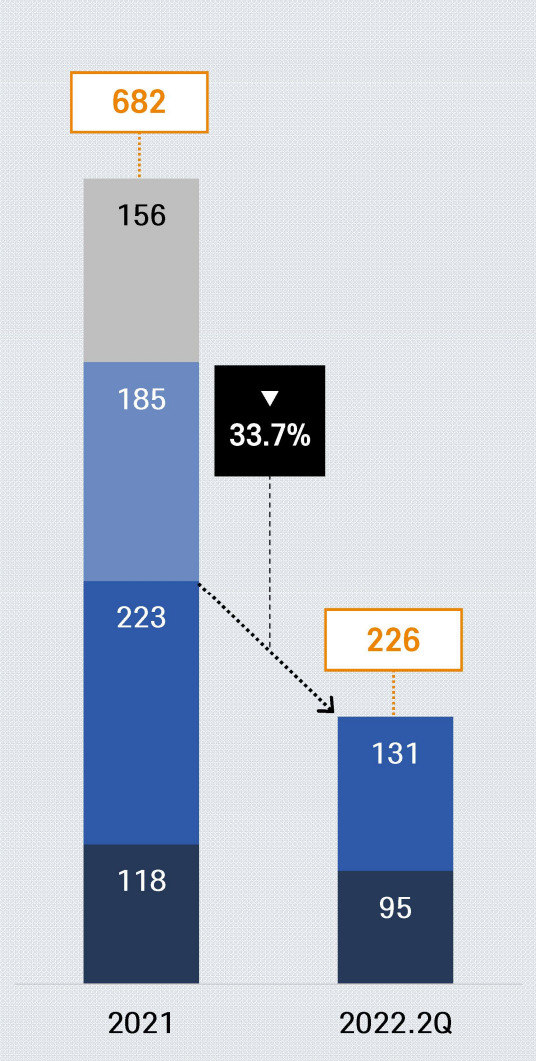
#### Others



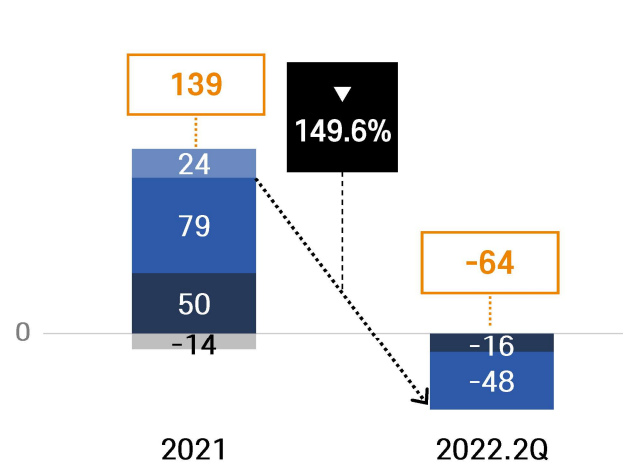
### Business Profits Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

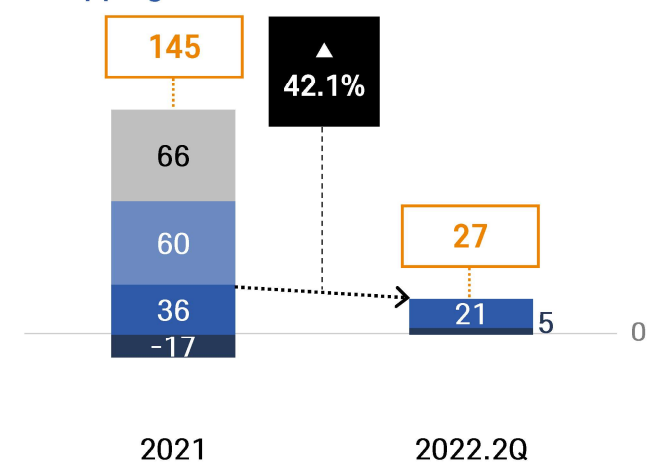
#### Non-construction sector



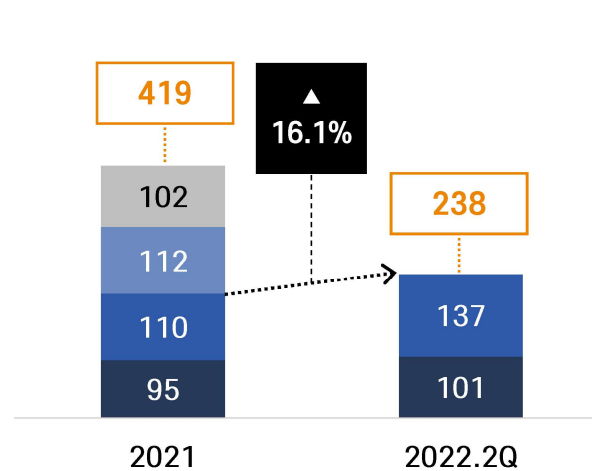
#### Concrete



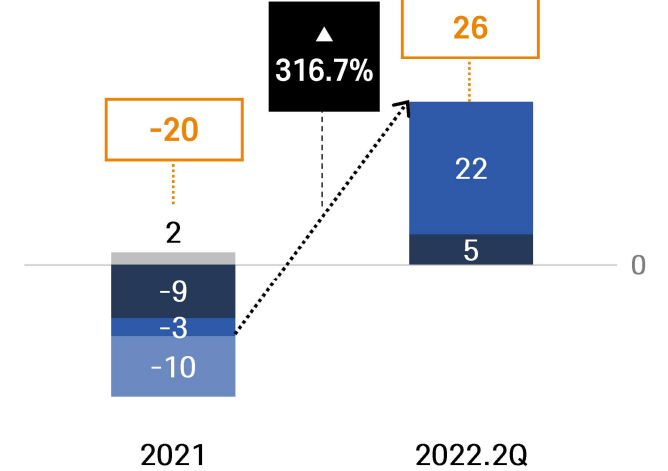
#### Shipping



#### Environment



#### Others







# 4

## APPENDIX

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



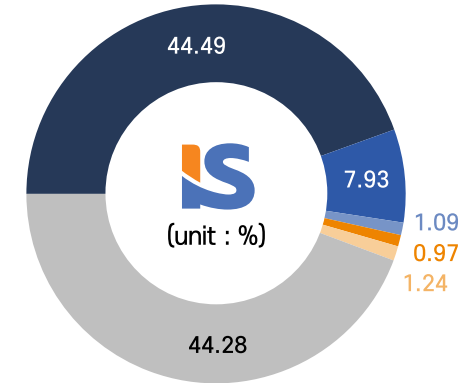
## At the center of global attention GLOBAL LEADER IS Dongseo

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, 2022)
Number of Employees	762 (as of June 30, 2022)
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	382,548	1.24
Other shareholders	13,679,789	44.28
<b>Total</b>	<b>30,892,606</b>	<b>100.00</b>

\* as of June 30, 2022

## Financial Statement (Unit: KRW 100M)

Type	2020	2021	2022.2Q
Liquid Assets	22,685	21,247	19,879
Non-Liquid Assets	13,530	13,850	15,766
<b>Assets Total</b>	<b>36,215</b>	<b>35,098</b>	<b>35,645</b>
Liquid Liabilities	11,568	14,997	16,463
Non-Liquid Liabilities	10,747	5,532	3,652
<b>Liabilities Total</b>	<b>22,315</b>	<b>20,529</b>	<b>20,115</b>
Capital	154	154	154
Earned Surplus	7,793	8,327	9,267
<b>Capital</b>	<b>13,900</b>	<b>14,569</b>	<b>15,530</b>
<b>Earned Surplus</b>	<b>36,215</b>	<b>35,098</b>	<b>35,645</b>

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

Type	2020	2021	2022.2Q
Sales	12,004	16,084	11,651
Sales Cost	8,569	11,493	8,616
<b>Gross Profit</b>	<b>3,435</b>	<b>4,591</b>	<b>3,035</b>
Sales & Administrative Expenses	1,345	1,483	1,096
Business Profits	2,090	3,108	1,940
Net Profit before Income Tax Expenses	1,565	1,677	1,806
<b>Net Profit</b>	<b>1,416</b>	<b>1,107</b>	<b>1,372</b>

## Financial Statement (Unit: KRW 100M)

Type	2020	2021	2022.1Q
Liquid Assets	20,991	19,304	17,269
Non-Liquid Assets	10,424	11,061	13,037
<b>Assets Total</b>	<b>31,415</b>	<b>30,365</b>	<b>30,305</b>
Liquid Liabilities	10,325	13,662	14,891
Non-Liquid Liabilities	9,536	4,476	2,181
<b>Liabilities Total</b>	<b>19,862</b>	<b>18,138</b>	<b>17,072</b>
Capital	154	154	154
Earned Surplus	7,571	8,151	9,093
<b>Capital</b>	<b>11,553</b>	<b>12,227</b>	<b>13,234</b>
<b>Earned Surplus</b>	<b>31,415</b>	<b>30,365</b>	<b>30,305</b>

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

Type	2020	2021	2022.1Q
Sales	9,319	12,624	9,383
Sales Cost	6,627	9,016	6,856
<b>Gross Profit</b>	<b>2,692</b>	<b>3,607</b>	<b>2,527</b>
Sales & Administrative Expenses	934	1,046	830
Business Profits	1,758	2,561	1,697
Net Profit before Income Tax Expenses	1,284	1,510	1,700
<b>Net Profit</b>	<b>1,246</b>	<b>1,097</b>	<b>1,314</b>



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

### ICHEON Factory

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

### EUMSEONG Factory

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

### CHEONAN Factory

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

### CHEONGYANG Factory

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

### CHANGNYEONG Factory

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



# IS DONGSEO INVESTOR RELATIONS THANK YOU

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