

IS DONGSEO

INVESTOR RELATIONS 2023



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- 03 Performance by Business Divisions
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IS DONGSEO

INVESTOR RELATIONS 2023

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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

March 31, 2023

Insun E&T



Percentage of Shareholding **45.0%**

Environment & Energy Solution



Percentage of Shareholding **100%**

IS TMC

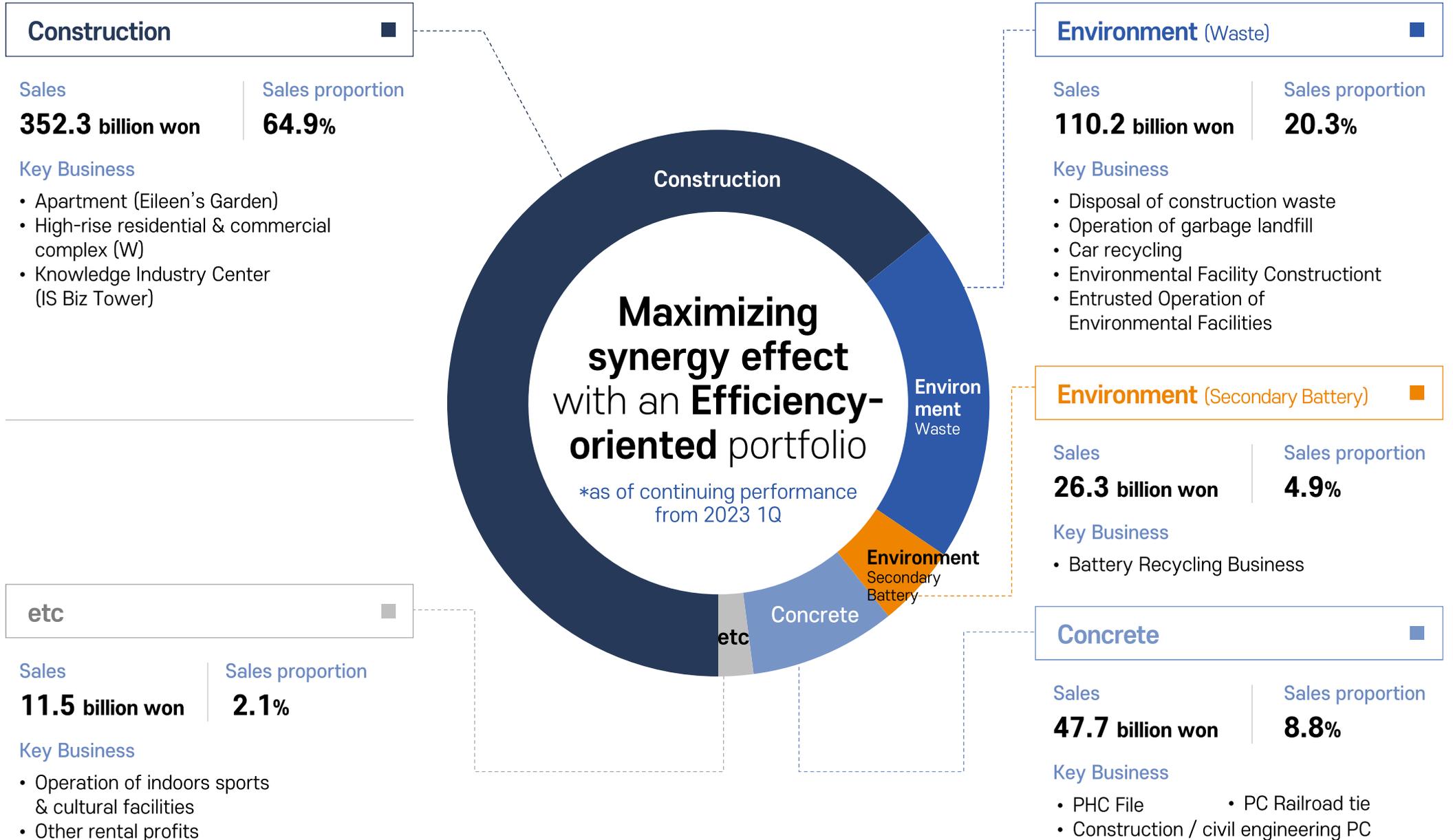


Percentage of Shareholding **100%**

YOUNG POONG PILE



Percentage of Shareholding **100%**



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INVESTMENT HIGHLIGHTS

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

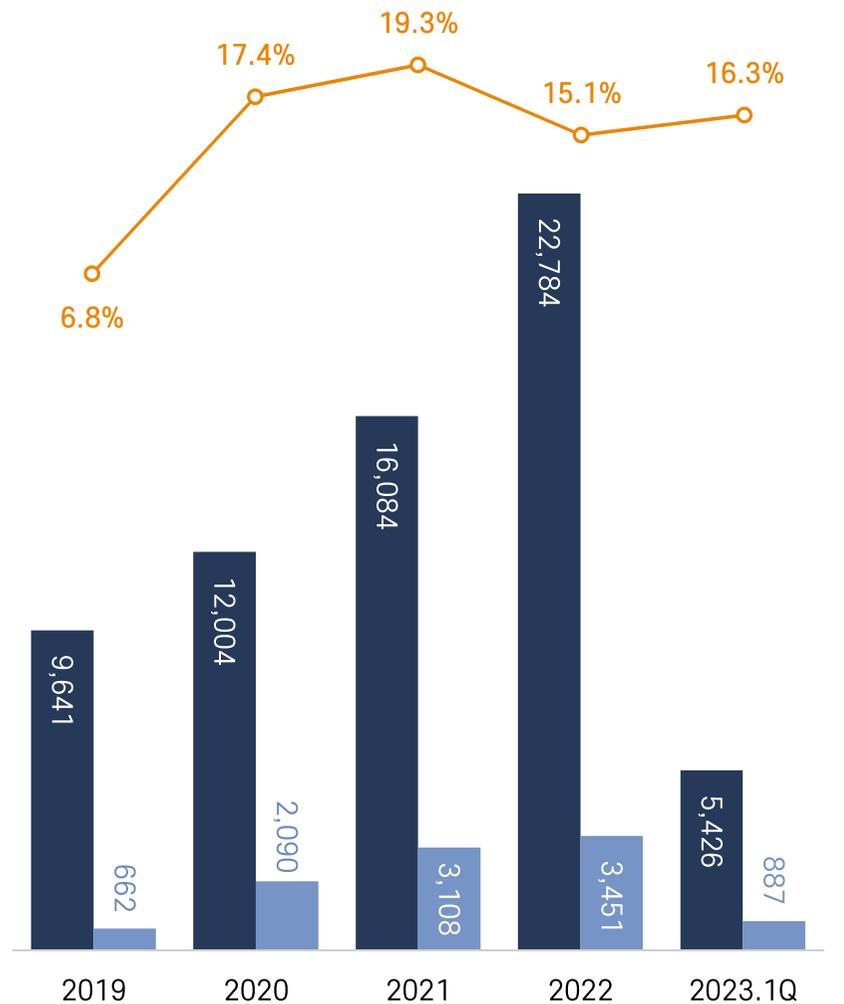


Management Performance

(Consolidated)

(Unit: KRW 100M, %)

- Operating profit (%)
- Business Profits
- Sales

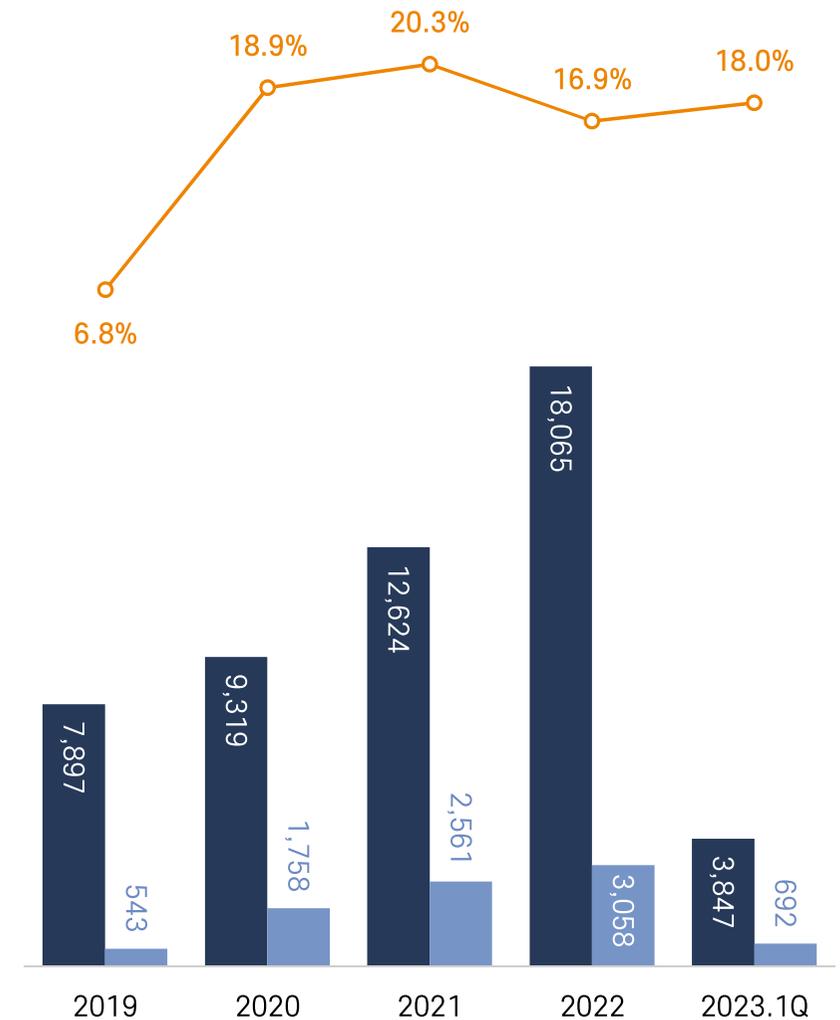


Management Performance

(Separate)

(Unit: KRW 100M, %)

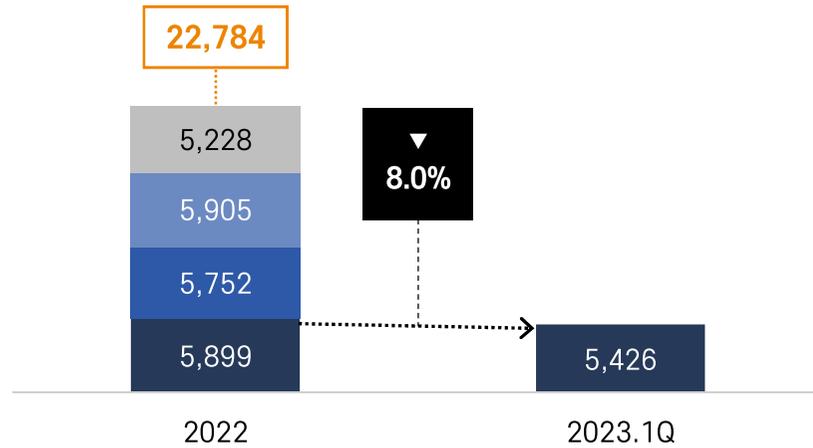
- Operating profit (%)
- Business Profits
- Sales



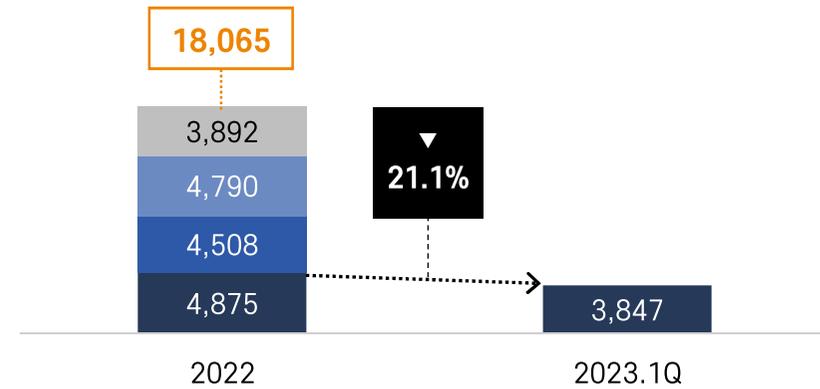
2023.1Q - Sales & Business Profits (Unit: KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

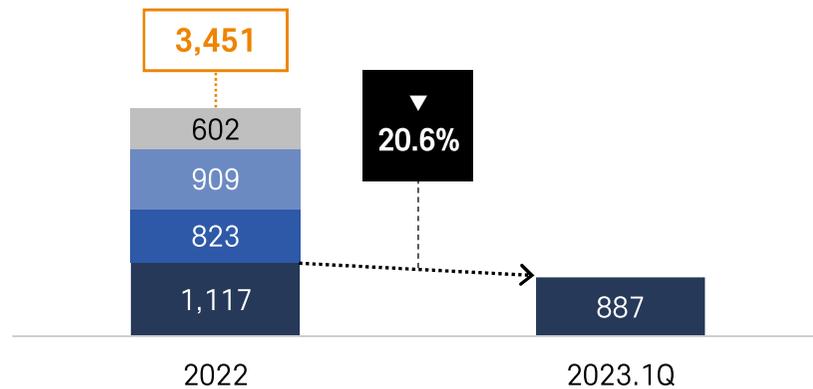
2023.1Q Sales (Consolidated)



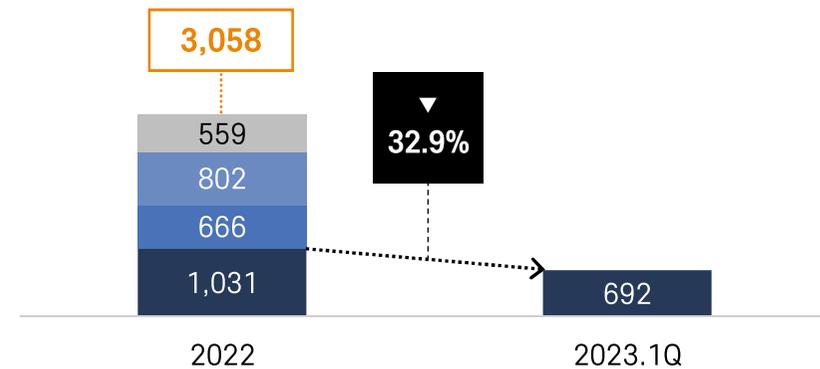
2023.1Q Sales (Separate)



2023.1Q Business Profits (Consolidated)



2023.1Q Business Profits (Separate)



Financial Statement (Unit: KRW 100M, %)

Type	2022.1Q	YOY	2023.1Q
Liquid Assets	21,159	17.0	24,749
Non-Liquid Assets	14,907	13.6	16,930
Assets Total	36,066	15.6	41,680
Liquid Liabilities	15,578	9.0	16,983
Non-Liquid Liabilities	5,528	31.2	7,251
Liabilities Total	21,105	14.8	24,234
Capital	154	-	154
Earned Surplus	8,747	29.2	11,297
Capital	14,960	16.6	17,446
Earned Surplus	36,066	15.6	41,680

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

Type	2022.1Q	YOY	2023.1Q
Sales	5,899	-8.0	5,426
Sales Cost	4,279	-2.2	4,181
Gross Profit	1,620	-23.2	1,244
Sales & Administrative Expenses	503	-29.0	357
Business Profits	1,117	-20.6	887
Net Profit before Income Tax Expenses	1,072	65.5	1,774
Net Profit	822	68.4	1,384

Financial Statement (Unit: KRW 100M, %)

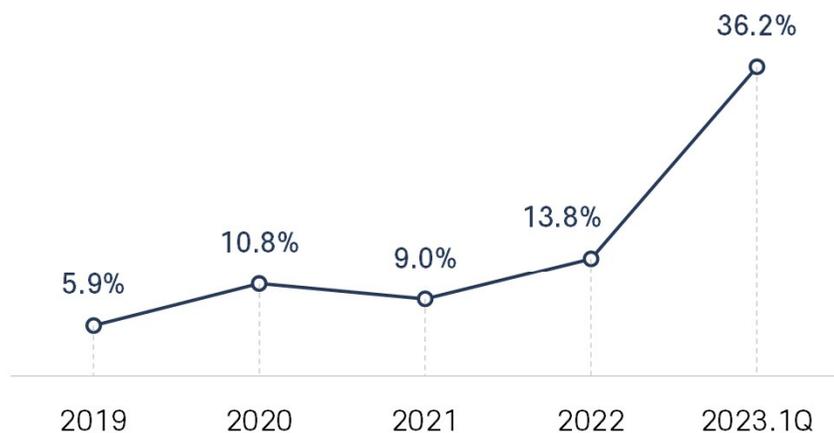
Type	2022.1Q	YOY	2023.1Q
Liquid Assets	18,588	11.4	20,709
Non-Liquid Assets	12,214	20.9	14,771
Assets Total	30,802	15.2	35,480
Liquid Liabilities	13,903	5.3	14,640
Non-Liquid Liabilities	4,221	32.3	5,584
Liabilities Total	18,123	11.6	20,224
Capital	154	-	154
Earned Surplus	8,558	29.6	11,090
Capital	12,679	20.3	15,256
Earned Surplus	30,802	15.2	35,480

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

Type	2022.1Q	YOY	2023.1Q
Sales	4,875	-21.1	3,847
Sales Cost	3,471	-14.7	2,960
Gross Profit	1,404	-36.8	888
Sales & Administrative Expenses	372	-47.6	195
Business Profits	1,031	-32.9	692
Net Profit before Income Tax Expenses	1,011	72.5	1,744
Net Profit	778	77.6	1,382

Management Performance - Separate

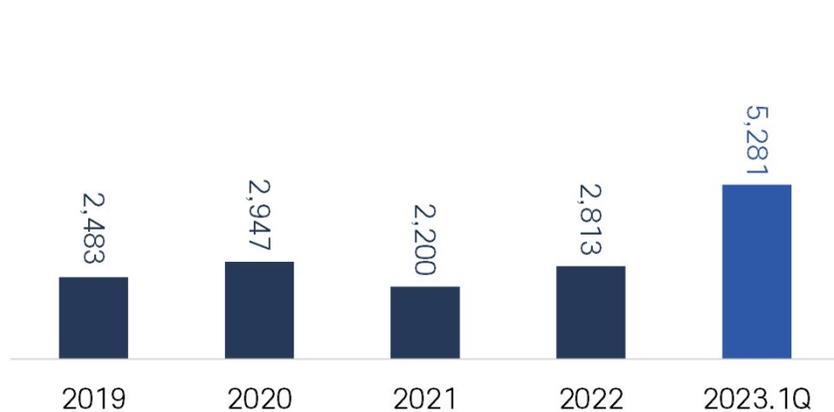
ROE (Unit: %)



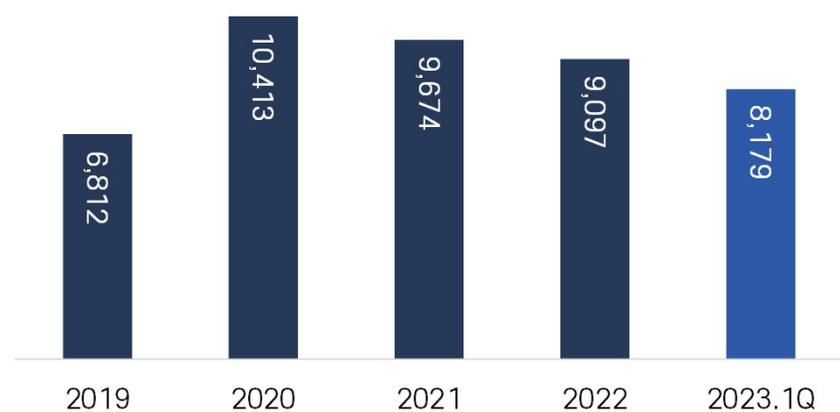
Debt Ratio (Unit: %)



Cash & Cashable Assets (Unit: KRW 100M)



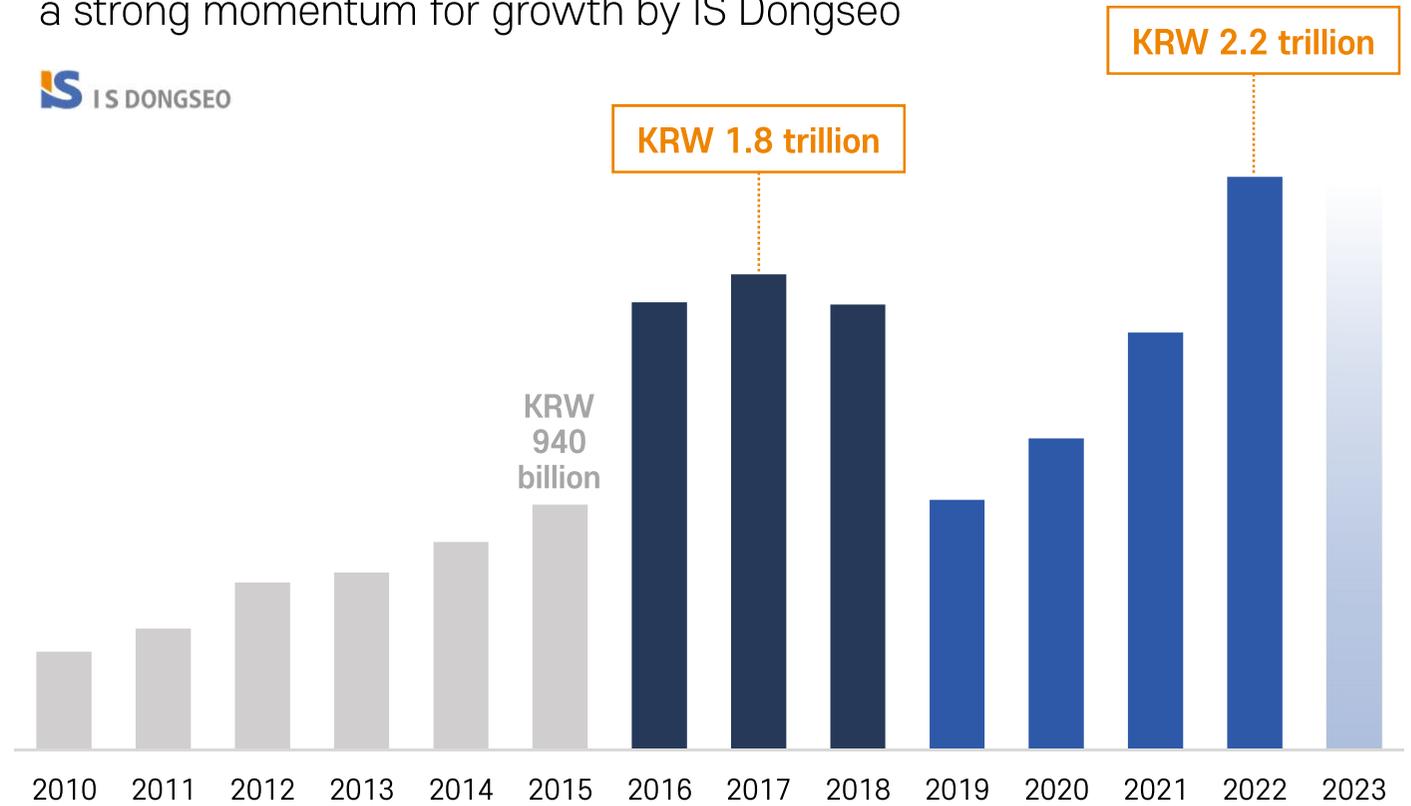
Net Loan (Unit: KRW 100M)





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 → Increased 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 establishment

- New marine shipping business launched

2014 Youngpoong Pile Ltd. and 2 others

Purpose of merger

- Strengthened concrete business by acquiring PHC PILE manufacturer

2019 Insun E&T Ltd. Insun Motors Ltd. Insun Corporation Ltd. Korea Rental Ltd.

Purpose of merger

- New environment business launched

Purpose of sales

- Reduction of non-core businesses

2023 IS TMC

Purpose of merger

- Waste Battery Recycling Business
- Completion of Value Chain

IS Shipping Ltd.

Purpose of ship sale

- Reduction of non-core businesses
- Sale of 2 bulk carriers

2022 ENVIRONMENT & 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

COREENTECH 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

3

PERFORMANCE by BUSINESS DIVISIONS

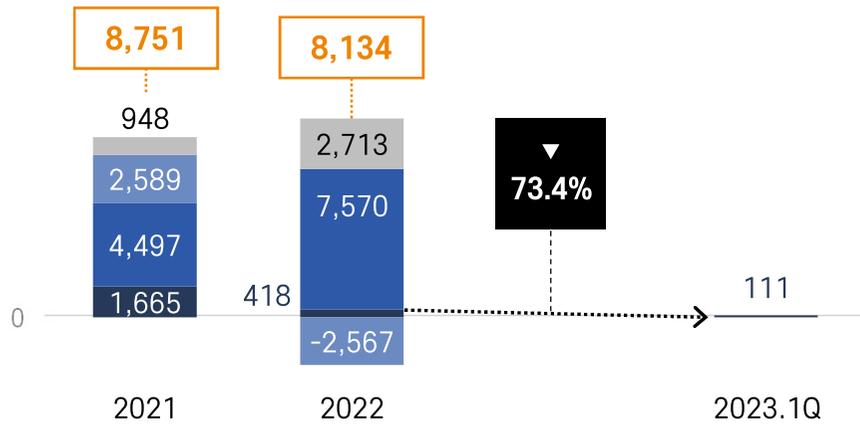
01 Construction Sector

02 Non-Construction Sector

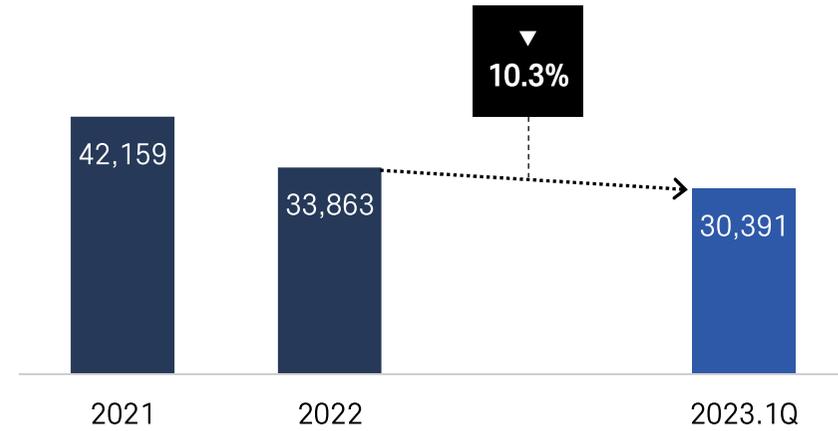


(Unit: KRW 100M) ■ 1Q ■ 2Q ■ 3Q ■ 4Q

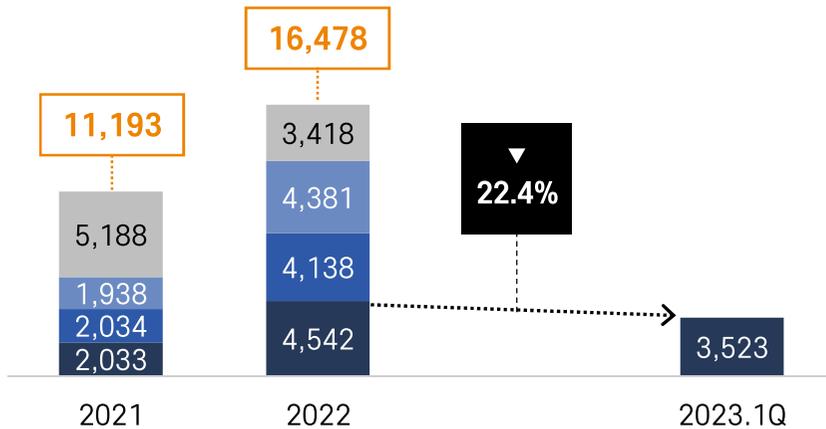
▪ New Orders



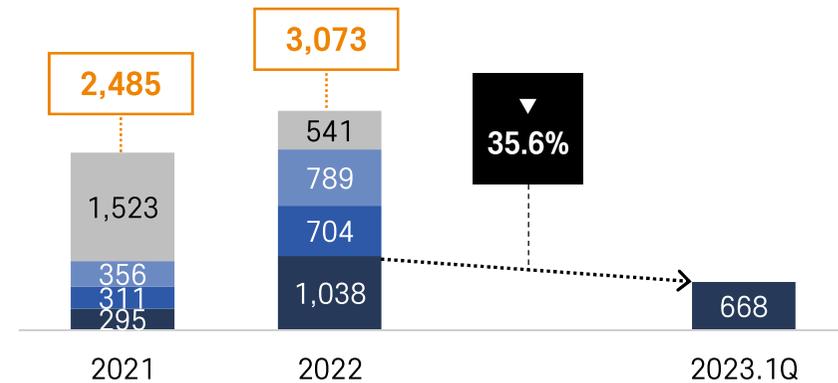
▪ Order Backlog



▪ Sales

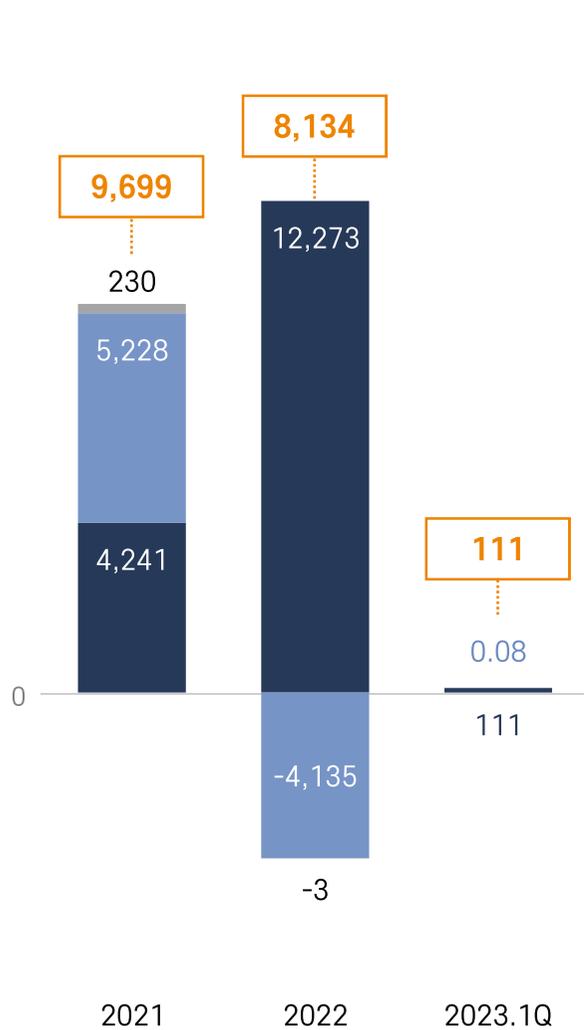


▪ Business Profits

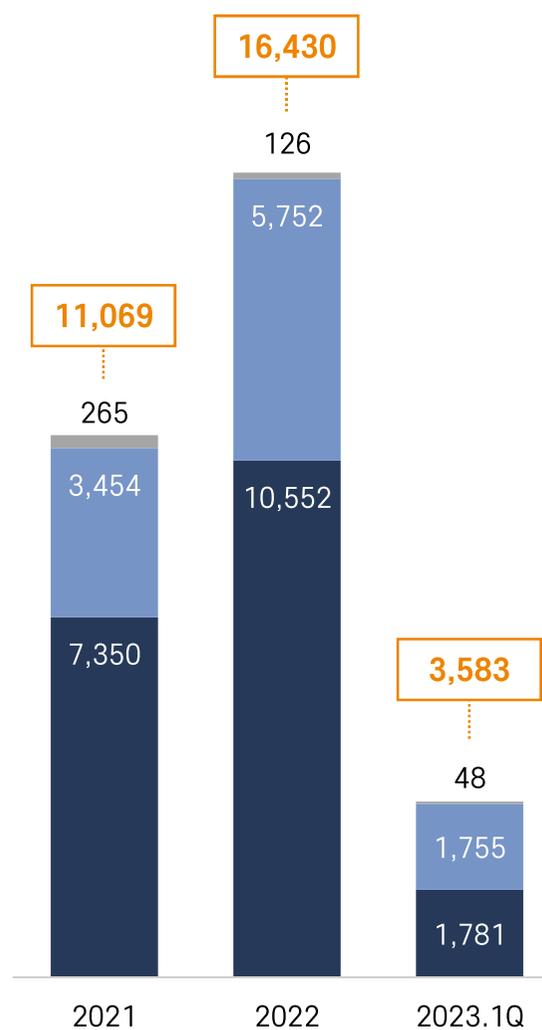


(Unit: KRW 100M) ■ Own ■ Construction ■ Civil Engineering

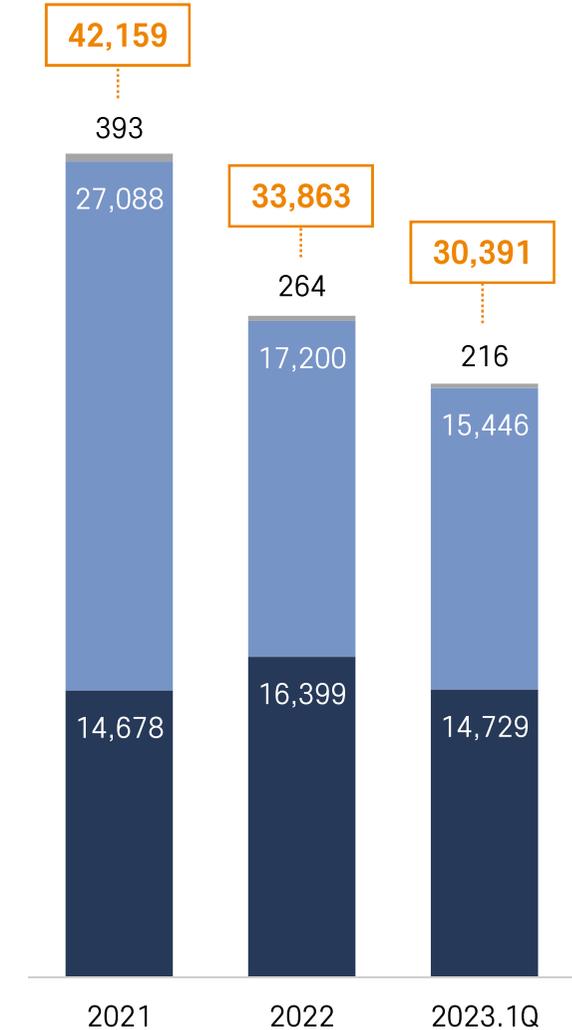
New Order Trend by Work type



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	Opera W, Daegu Station, Daegu	2019.10 - 2023.05	91.8%	1,088	5,305	In Progress
	New Centro Eileen-Garden, Gyeongju	2020.12 - 2023.05	81.8%	795	3,611	In Progress
	Ulsan New City Eileen's Garden No. 1	2021.04 - 2024.01	53.1%	803	3,902	In Progress
	Ulsan New City Eileen's Garden No. 2	2021.03 - 2024.06	34.0%	967	2,591	Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (8,9BL)	2022.04 - 2025.03	15.9%	-	5,906	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (10BL)	2022.04 - 2024.12	16.9%	-	2,420	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (6,7BL)	2022.10 - 2025.11	0.0%	-	1,405	TBD
Subtotal				3,653	25,140	
Sub contract	W, Suseong Beomeo, Daegu	2019.05 - 2023.12	72.6%	1,868	6,802	In Progress
	Oceanlife Eileen-Garden, Busan	2017.11 - 2023.06	88.6%	1,228	2,478	In Progress
	Munsu-ro, Ulsan	2020.02 - 2023.03	100.0%	384	695	In Progress
	Eileen-Garden, Jukjeon Station, Daegu	2021.05 - 2024.02	53.5%	959	2,285	In Progress
	Eileen-Garden, Centeompark, Beonyeong-ro, Ulsan	2021.06 - 2024.04	52.3%	191	442	In Progress
	Eileen-Garden, Centeompark, Changwon	2021.07 - 2024.05	52.2%	1,470	3,190	In Progress
Subtotal				6,100	15,892	
Total				9,753	41,032	

PROJECT
IN PLANUnit :
KRW 100M

Lotting-out Period	Site Name	No. of Households/pyeong	Contract/ Subcontract Amount	Own/ Subcontract
2024	Small-scale Construction Project, Huyundae APT. 53dong, Garak-dong, Seoul	69	258	Subcontract
	Housing Redevelopment Maintenance Project, B-14 District, Nam-gu, Ulsan	1,529	2,987	Subcontract
	Street Housing Maintenance Project, Taewon Apt., Ilwon	255	683	Subcontract
Subtotal		1,853	3,928	
2025	Housing Redevelopment Maintenance Project, Seobongdeok, Daegu	538	1,283	Subcontract
	Small-scale Construction Project, Lucky 5th, Bokhyeon-dong, Daegu	175	427	Subcontract
	Small-scale Reconstruction Project, Hyeopjin Apt Complex 1, Bockhyeon-dong, Daegu	114	297	Subcontract
	Small-scale Reconstruction Project, Hyeopjin Apt Complex 2/3, Bockhyeon-dong, Daegu	152	421	Subcontract
	Hongdo-dong District 2, Daejeon	483	905	Subcontract
Subtotal		1,462	3,333	
2026	Dongseo Town Small-scale Reconstruction Project	210	421	Subcontract
	Street Housing Maintenance Project, Nakwon Apt., Jisan-dong, Daegu	169	366	Subcontract
	Street Housing Maintenance Project, Taeyang-jigu, Daemyeong-dong, Daegu	216	531	Subcontract
	Street Housing Maintenance Project, Jelimeunma APT., Daegu	188	465	Subcontract
	Street Housing Maintenance Project, Hyomok-Dong, Daegu	181	536	Subcontract
Subtotal		964	2,319	
TBD	Yaeum-dong, Ulsan	520	TBD	Own
	Dukeun District, Gyeongsan 1, 5 blocks	Land area around 3,391py	TBD	Own
	Jungsan District, Gyeongsan	Land area around 32,160py	TBD	Own
Total		4,799	9,580	

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 3,391 pyeong	Land ownership 2 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

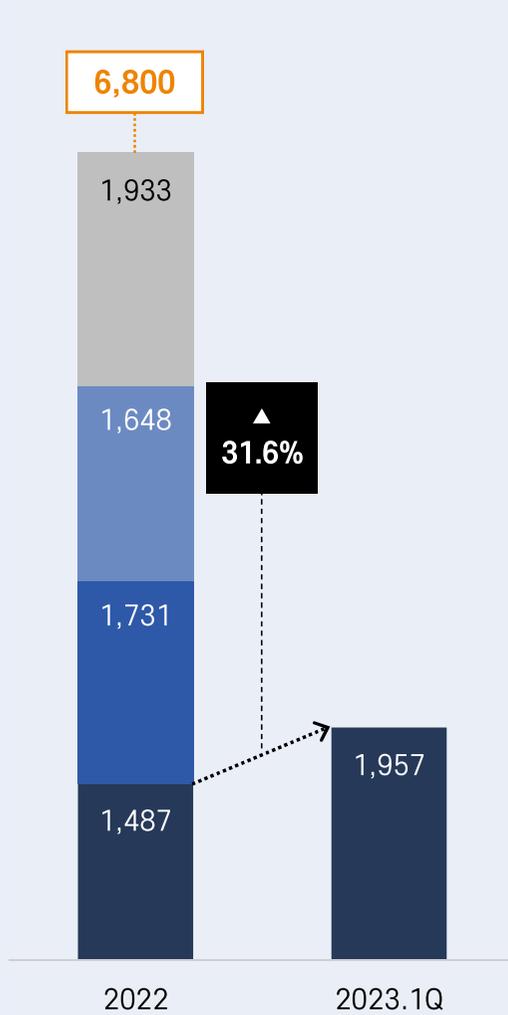
Land area approximately 32,160 pyeong	Development type Other than residential & Commercial complex
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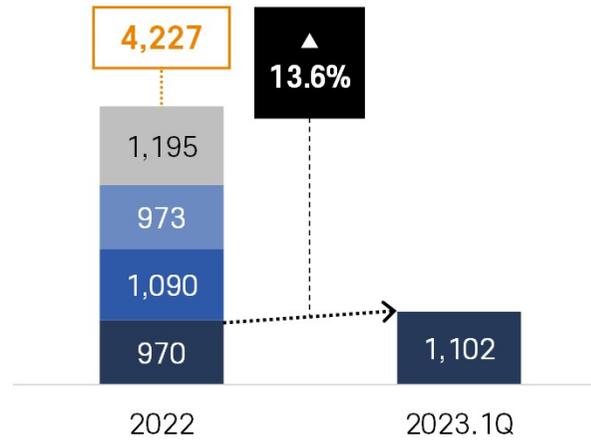
Sales Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

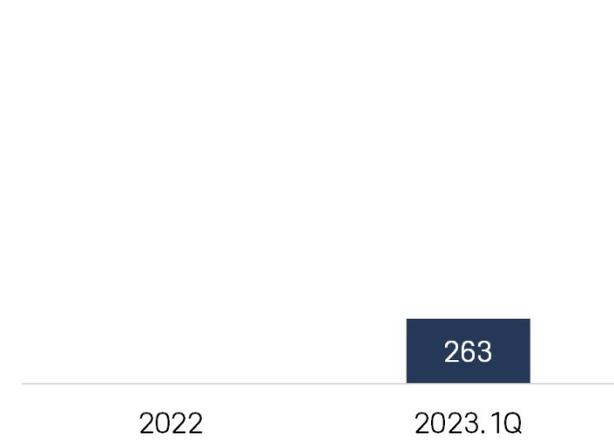
Non-construction sector



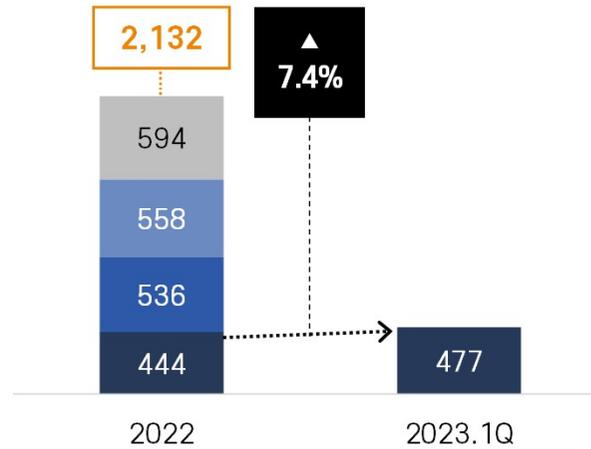
Environment (Waste)



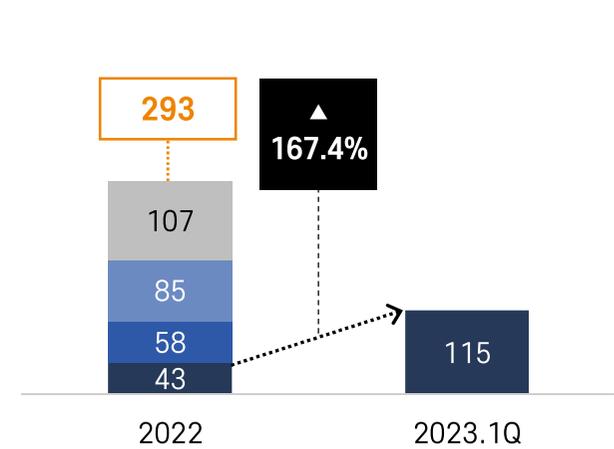
Environment (Secondary Battery)



Concrete



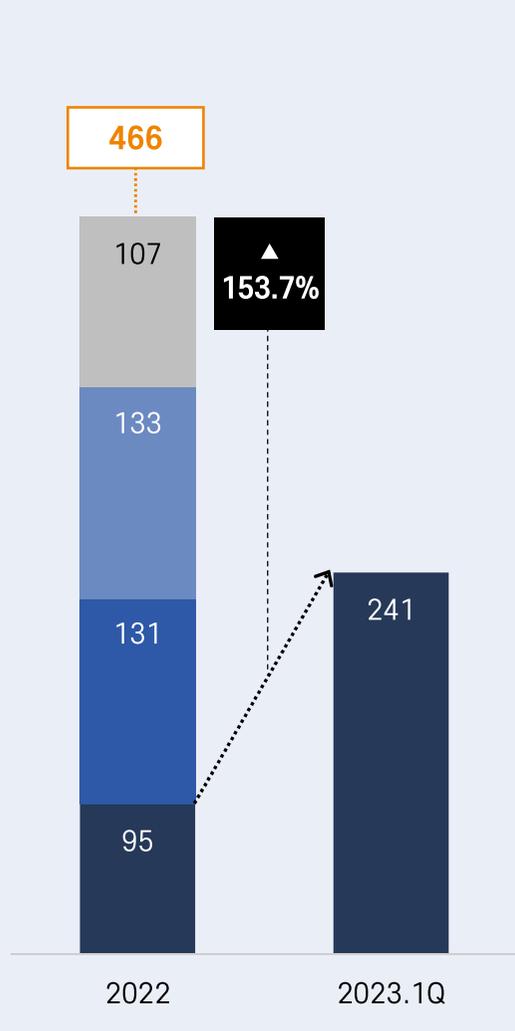
Others



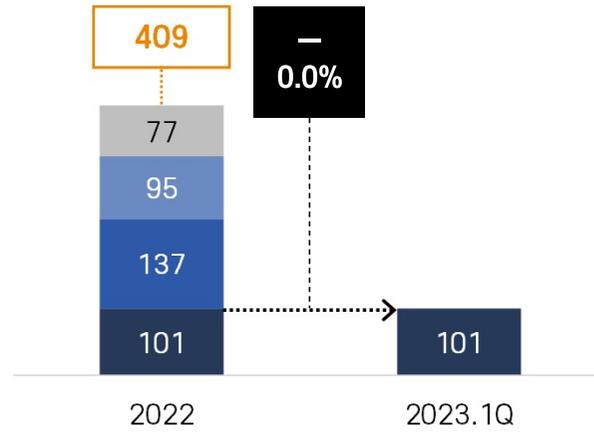
Business Profits Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

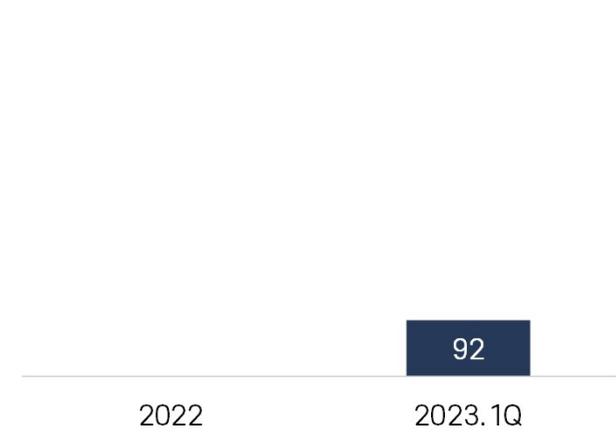
Non-construction sector



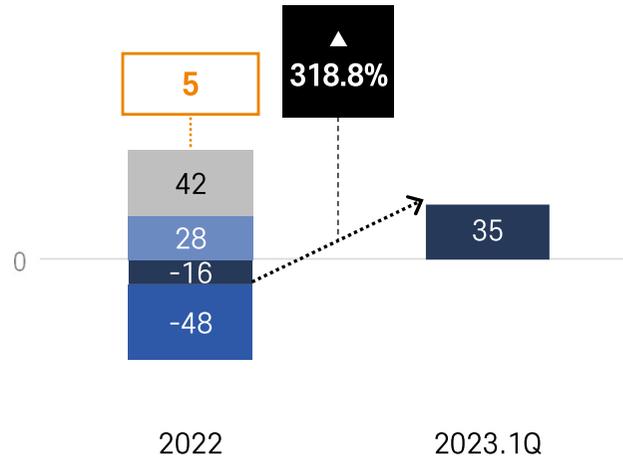
Environment (Waste)



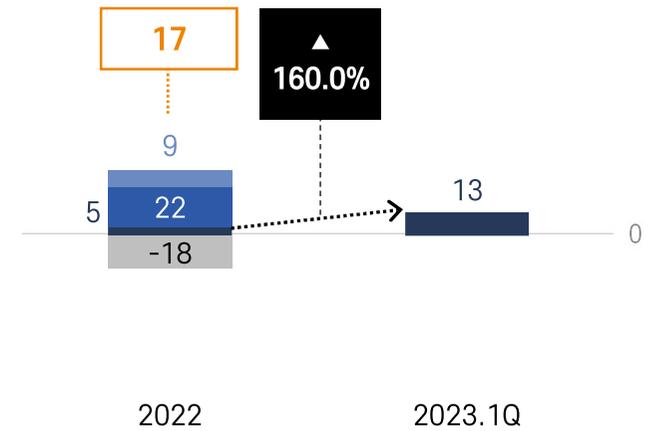
Environment (Secondary Battery)



Concrete



Others



4

APPENDIX

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



At the center of global attention

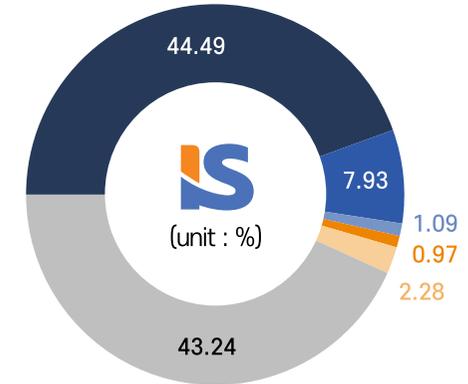
GLOBAL LEADER IS Dongseo

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, Lee Jun-gil
Date of foundation	1989. 03. 07
Capital	15.4 billion won (as of March 31, 2023)
Number of Employees	752 (as of March 31, 2023)
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	705,630	2.28
Other shareholders	13,356,707	43.24
Total	30,892,606	100.00

* as of March 31, 2023

Financial Statement (Unit: KRW 100M)

Type	2021	2022	2023.1Q
Liquid Assets	21,247	22,078	24,749
Non-Liquid Assets	13,850	15,300	16,930
Assets Total	35,098	37,378	41,680
Liquid Liabilities	14,997	16,590	16,983
Non-Liquid Liabilities	5,532	4,726	7,251
Liabilities Total	20,529	21,317	24,234
Capital	154	154	154
Earned Surplus	8,327	9,935	11,297
Capital	14,569	16,061	17,446
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Comprehensive Income Statement (Unit: KRW 100M)

Type	2021	2022	2023.1Q
Sales	16,084	22,784	5,426
Sales Cost	11,493	17,361	4,181
Gross Profit	4,591	5,423	1,244
Sales & Administrative Expenses	1,483	1,972	357
Business Profits	3,108	3,451	887
Net Profit before Income Tax Expenses	1,677	2,860	1,774
Net Profit	1,107	2,049	1,384

Financial Statement (Unit: KRW 100M)

Type	2021	2022	2023.1Q
Liquid Assets	19,304	18,692	20,709
Non-Liquid Assets	11,061	12,838	14,771
Assets Total	30,365	31,530	35,480
Liquid Liabilities	13,662	14,375	14,640
Non-Liquid Liabilities	4,476	3,326	5,584
Liabilities Total	18,138	17,701	20,224
Capital	154	154	154
Earned Surplus	8,151	9,708	11,090
Capital	12,227	13,829	15,256
Earned Surplus	30,365	31,530	35,480

Comprehensive Income Statement (Unit: KRW 100M)

Type	2021	2022	2023.1Q
Sales	12,624	18,065	3,847
Sales Cost	9,016	13,647	2,960
Gross Profit	3,607	4,418	888
Sales & Administrative Expenses	1,046	1,360	195
Business Profits	2,561	3,058	692
Net Profit before Income Tax Expenses	1,510	2,610	1,744
Net Profit	1,097	1,905	1,382

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