



IS DONGSEO

INVESTOR RELATIONS 2023



Disclaimer



This material was prepared by IS DONGSEO Co., Ltd. (herein after referred to as the “company”) for the purpose of providing information at the presentation for institutional investors and general investors. Please be noted that it is prohibited to take out, copy, and/or redistribute the material to others. The attendance at this presentation will be deemed as an agreement to comply with the above restrictions, and violations of the restrictions shall be treated as being equivalent to the violation of related securities transaction laws.

All information related to the company’s management performance and financial performance contained in this material is prepared in accordance with the corporate accounting standards. The “forecast information” contained in this material are information that have not gone through individual verification processes. These are related to future events, not past, and refer to the expected management status and financial performance of the company in the future, and the descriptions include the words, such as ‘forecast’, ‘outlook’, ‘plan’, ‘expectation’, ‘(E)’, and etc..

The above “forecast information” is influenced by changes in the future business environment, and inherently includes uncertainty. Due to this uncertainty, a significant difference may occur between the actual future performance and what is stated or implied in the “forecast information”. In addition, the future outlooks are based on the current date of the presentation with the considerations of current market conditions and the company’s management directions and may be changed in accordance with future market environment changes and changes in strategy without a separate notice.

Please be noted that the company and the executives are not responsible for any losses incurred from the use of this material (including negligence and other cases).

This material does not consist of a recommendation on an offer, sale, and/or subscription of the shares, and no part of this material can be the basis or grounds for related contracts, agreements, and/or investment decisions. All investment decisions related to share purchasing shall only be based on the information provided through the securities reports and/or investment prospectus submitted to the Financial Services Commission.



TABLE OF CONTENTS

-
- 01 COMPANY INTRODUCTION
 - 02 INVESTMENT HIGHLIGHTS
 - 03 PERFORMANCE by business divisions
 - 04 APPENDIX



IS DONGSEO

INVESTOR RELATIONS 2023

| 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

19 subsidiaries and partners in addition to those below

September 30, 2023

Insun E&T



지분율 **45.0%**

Environment & Energy Solution



지분율 **100%**

IS TMC

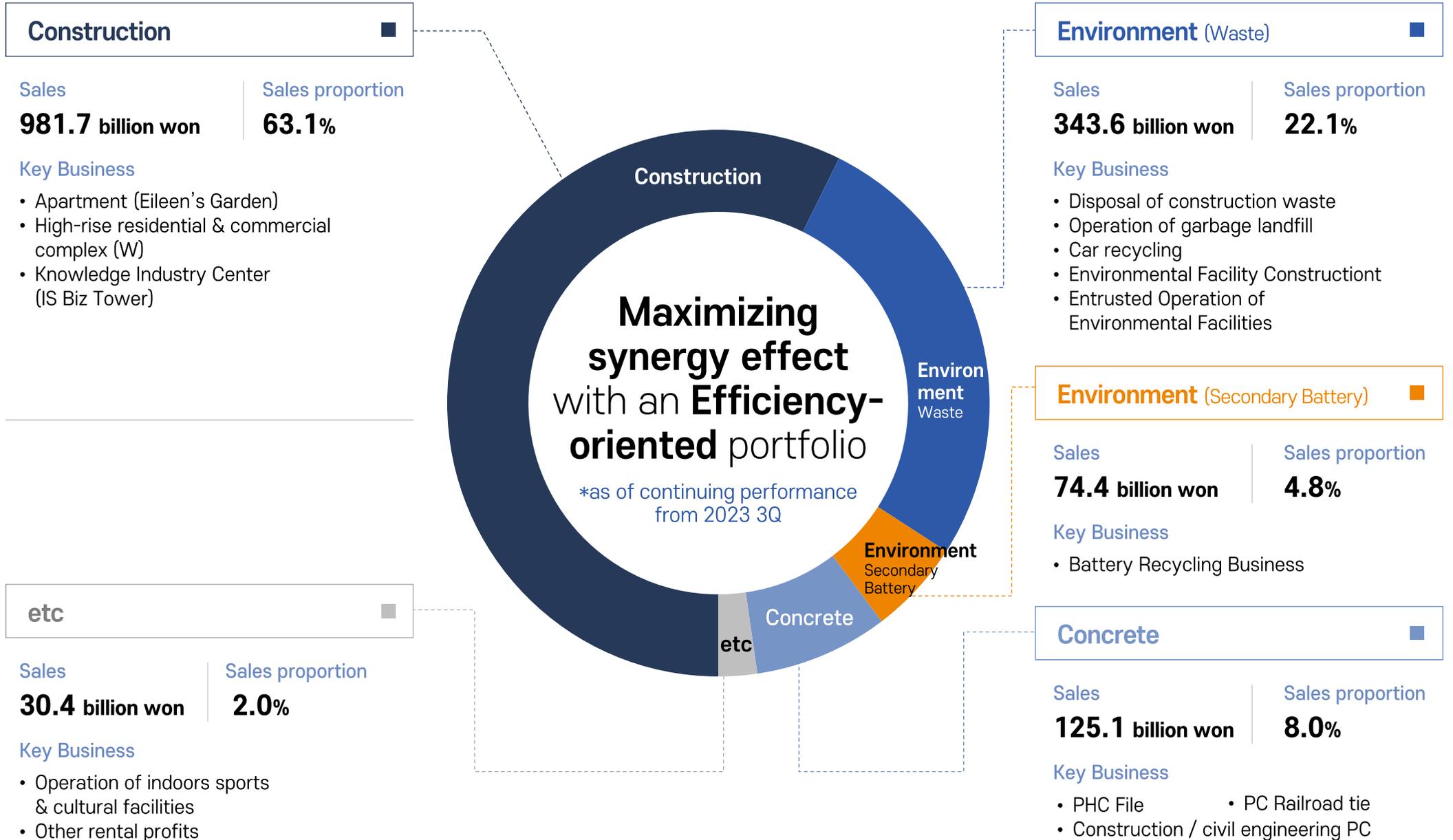


지분율 **100%**

YOUNG POONG PILE



지분율 **100%**



2

INVESTMENT HIGHLIGHTS

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

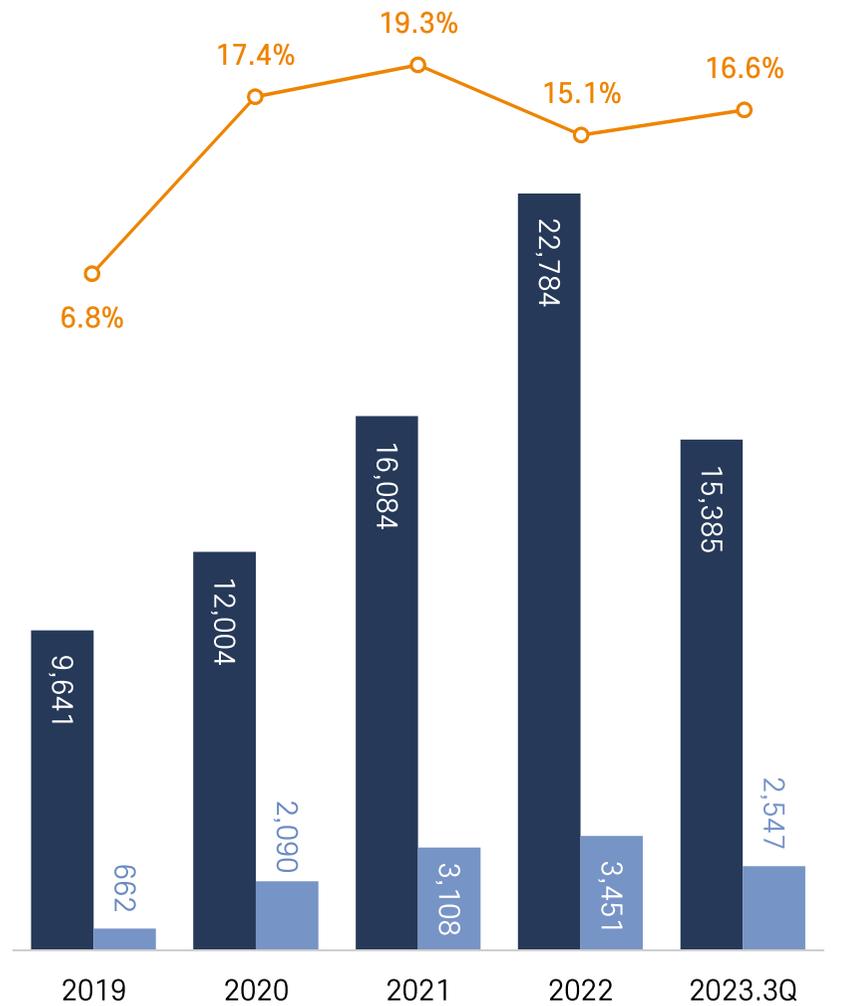


Management Performance

(Consolidated)

(Unit: KRW 100M, %)

- Operating profit (%)
- Business Profits
- Sales

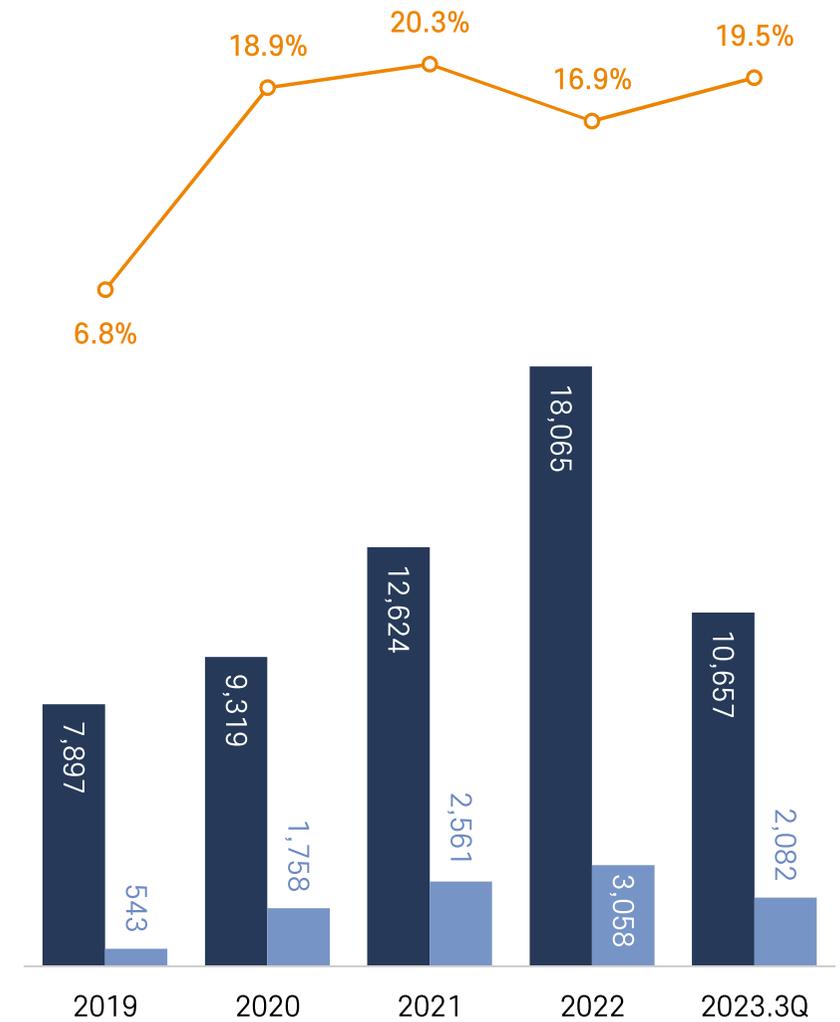


Management Performance

(Separate)

(Unit: KRW 100M, %)

- Operating profit (%)
- Business Profits
- Sales



Financial Statement (Unit: KRW 100M, %)

Type	2022.3Q	YOY	2023.3Q
Liquid Assets	21,130	20.3	25,412
Non-Liquid Assets	16,127	6.0	17,097
Assets Total	37,257	14.1	42,509
Liquid Liabilities	15,485	0.3	15,533
Non-Liquid Liabilities	5,627	55.1	8,729
Liabilities Total	21,112	14.9	24,263
Capital	154	-	154
Earned Surplus	9,815	21.8	11,954
Capital	16,146	13.0	18,247
Earned Surplus	37,257	14.1	42,509

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

Type	2022.3Q	YOY	2023.3Q
Sales	17,556	-12.4	15,385
Sales Cost	13,203	-12.0	11,622
Gross Profit	4,353	-13.6	3,763
Sales & Administrative Expenses	1,505	-19.2	1,216
Business Profits	2,849	-10.6	2,547
Net Profit before Income Tax Expenses	2,536	7.0	2,714
Net Profit	1,940	8.5	2,104

Financial Statement (Unit: KRW 100M, %)

Type	2022.3Q	YOY	2023.3Q
Liquid Assets	18,537	16.9	21,679
Non-Liquid Assets	13,418	12.1	15,038
Assets Total	31,955	14.9	36,717
Liquid Liabilities	14,085	-1.6	13,864
Non-Liquid Liabilities	3,990	67.2	6,672
Liabilities Total	18,076	13.6	20,536
Capital	154	-	154
Earned Surplus	9,645	24.7	12,032
Capital	13,879	16.6	16,181
Earned Surplus	31,955	14.9	36,717

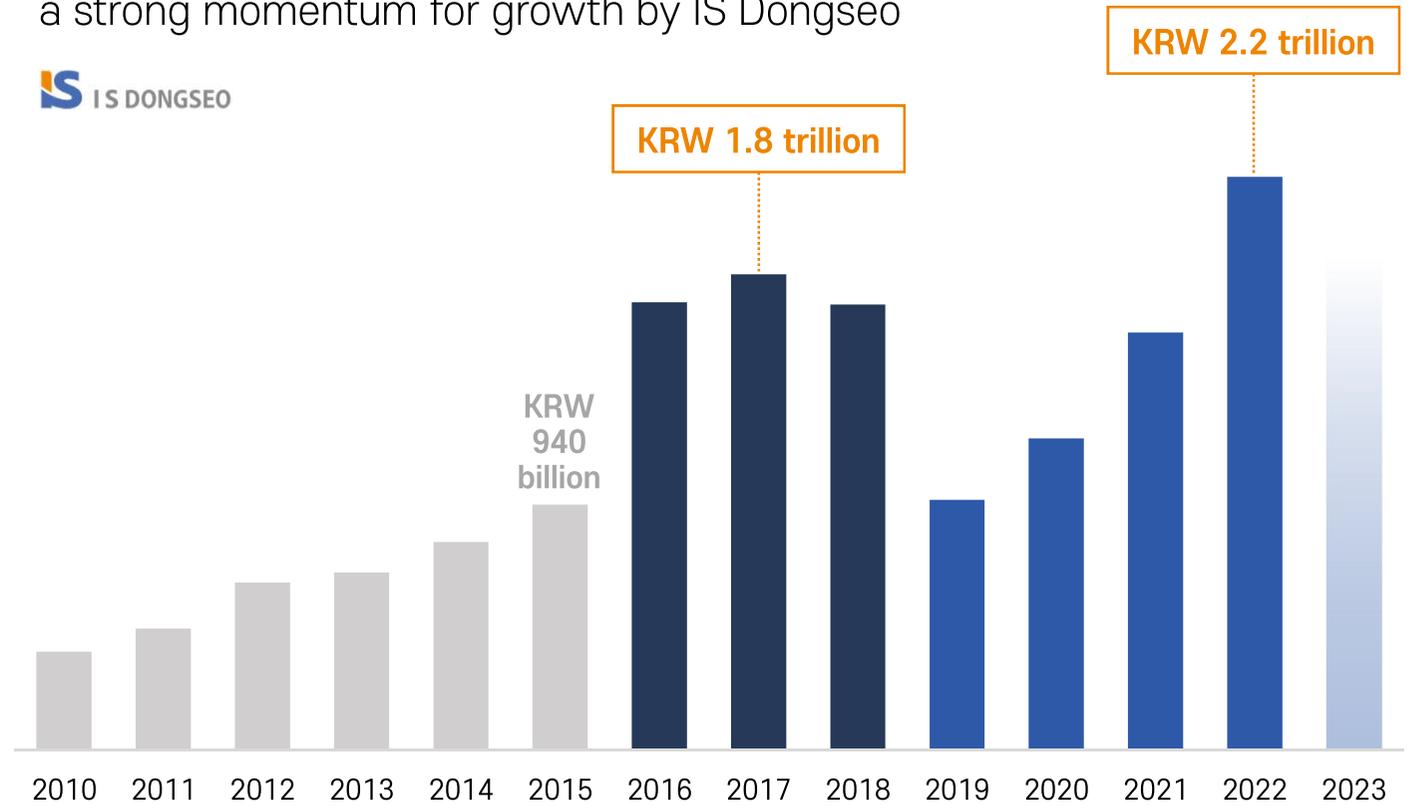
Comprehensive Income Statement (Unit: KRW 100M, %)

Type	2022.3Q	YOY	2023.3Q
Sales	14,173	-24.8	10,657
Sales Cost	10,574	-25.6	7,868
Gross Profit	3,598	-22.5	2,789
Sales & Administrative Expenses	1,099	-35.8	706
Business Profits	2,499	-16.7	2,082
Net Profit before Income Tax Expenses	2,390	19.8	2,864
Net Profit	1,862	24.9	2,325



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



3

PERFORMANCE by BUSINESS DIVISIONS

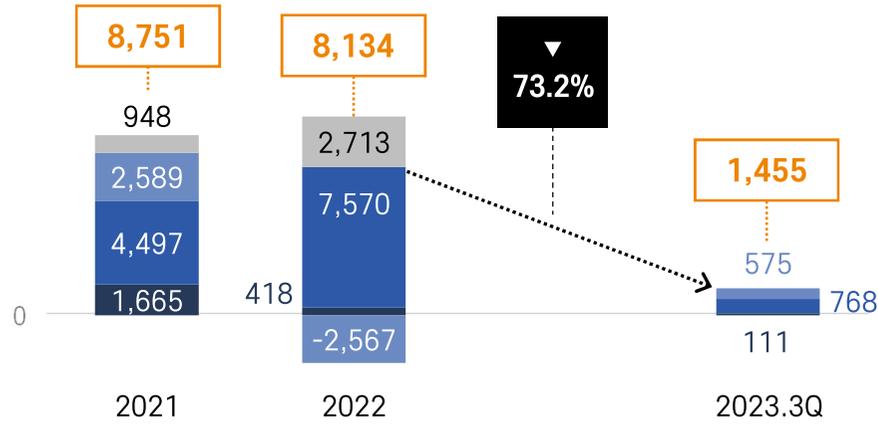
01 Construction Sector

02 Non-Construction Sector

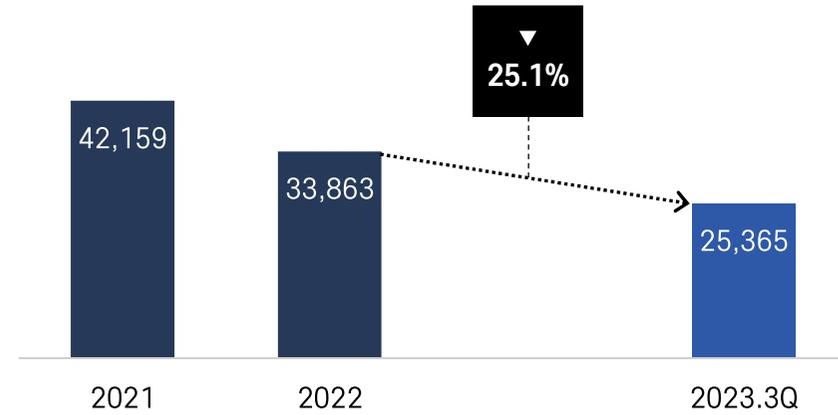


(Unit: KRW 100M) ■ 1Q ■ 2Q ■ 3Q ■ 4Q

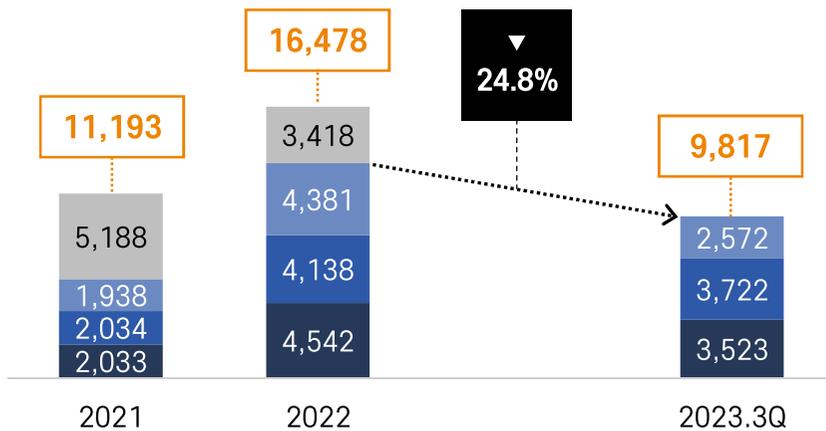
▪ New Orders



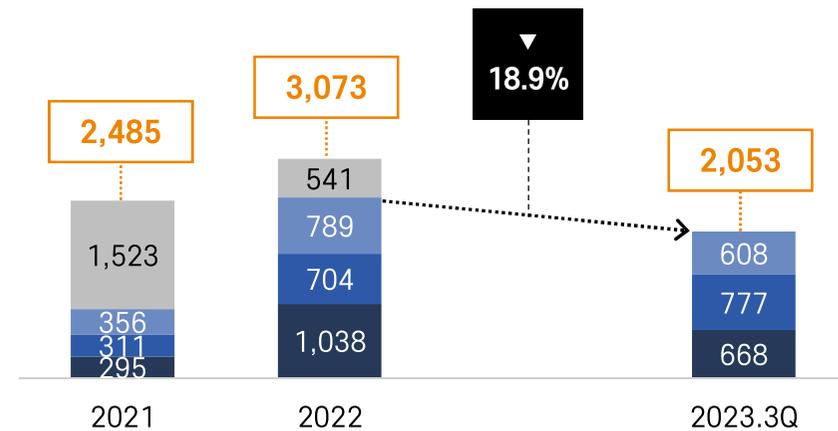
▪ Order Backlog



▪ Sales

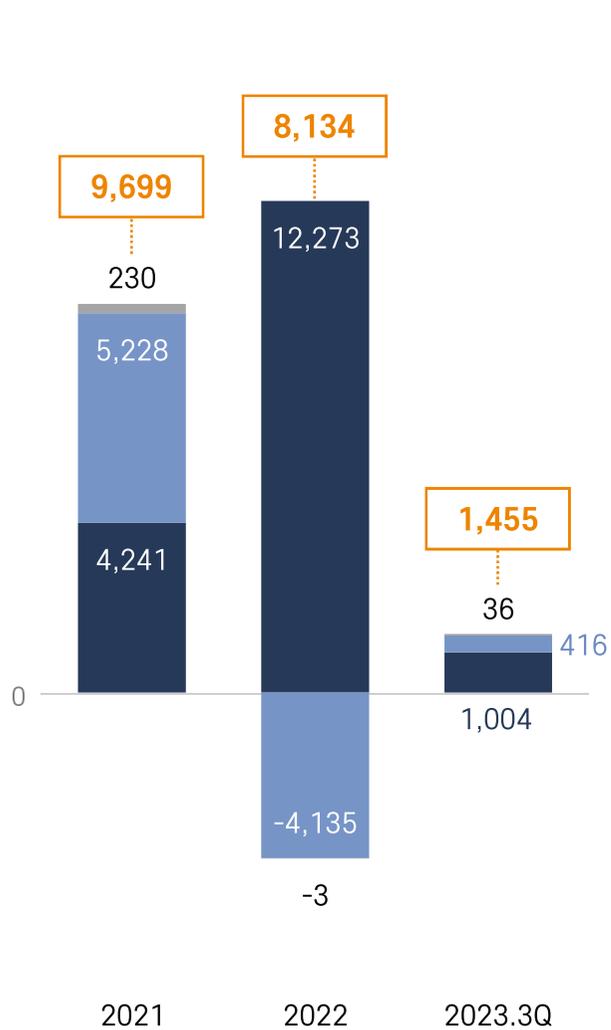


▪ Business Profits

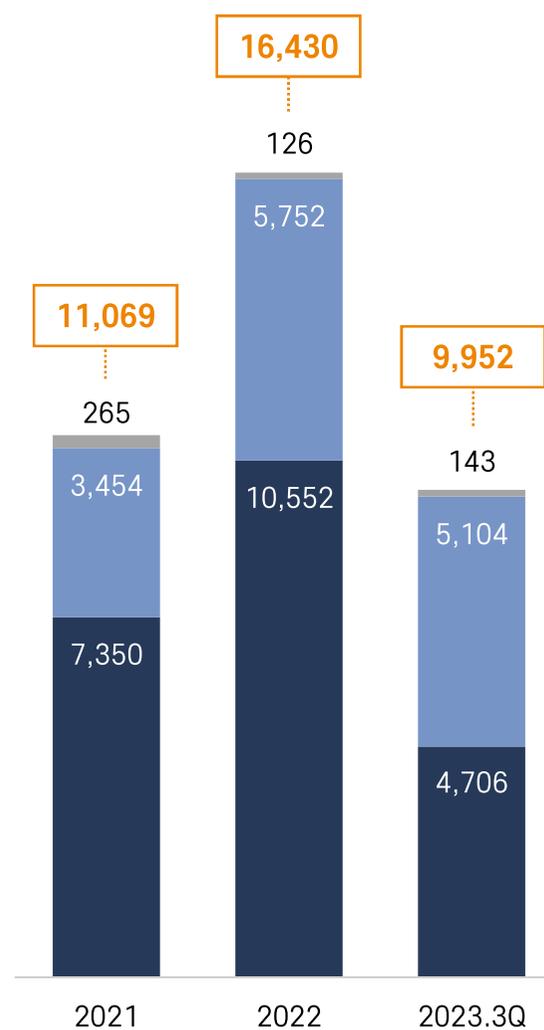


(Unit: KRW 100M) ■ Own ■ Construction ■ Civil Engineering

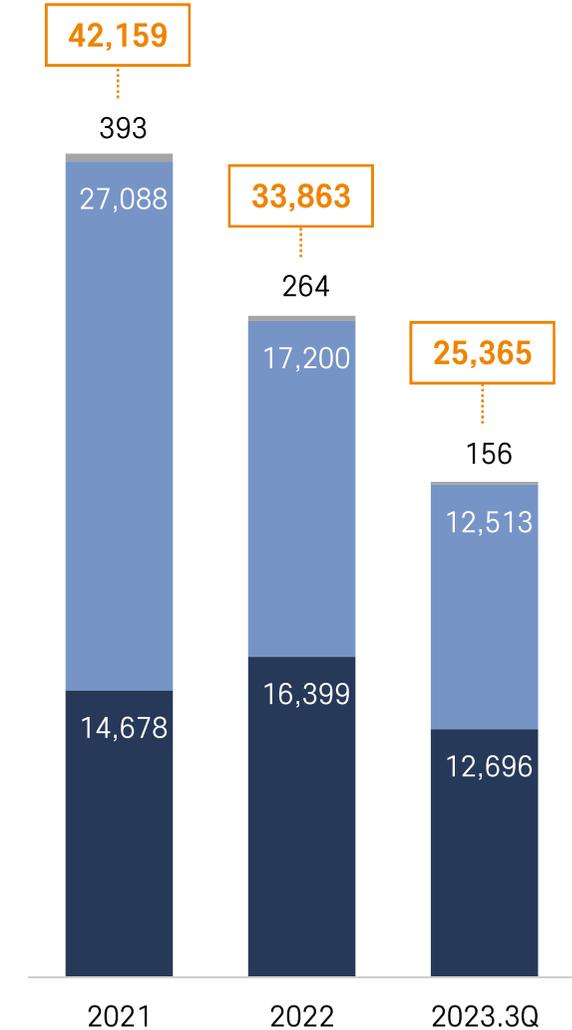
New Order Trend by Work type



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	100.0%	1,088	5,305	In Progress
	Ulsan New City Eileen's Garden No. 1	2021.04 - 2024.01	76.7%	803	3,898	In Progress
	Ulsan New City Eileen's Garden No. 2	2021.03 - 2024.06	55.1%	967	2,642	Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (8,9BL)	2022.04 - 2025.03	27.2%	-	5,893	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (10BL)	2022.04 - 2024.12	27.9%	-	2,400	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (6,7BL)	2022.10 - 2025.11	16.5%	-	2,286	Transferred
Subtotal				2,858	22,424	
Sub contract	W, Suseong Beomeo, Daegu	2019.05 - 2023.12	92.1%	1,868	6,802	In Progress
	Oceanlife Eileen-Garden, Busan	2017.11 - 2023.06	100.0%	1,228	2,712	In Progress
	Eileen-Garden, Jukjeon Station, Daegu	2021.05 - 2024.02	75.8%	959	2,285	In Progress
	Eileen-Garden, Centeompark, Beonyeong-ro,Ulsan	2021.06 - 2024.04	72.7%	191	442	In Progress
	Eileen-Garden, Centeompark, Changwon	2021.07 - 2024.05	69.6%	1,470	3,190	In Progress
Subtotal				5,716	15,431	
Total				8,574	37,855	

PROJECT
IN PLANUnit :
KRW 100M

Lotting-out Period	Site Name	No. of Households/pyeong	Contract/ Subcontract Amount	Own/ Subcontract
2024	Housing Redevelopment Maintenance Project, B-14 District, Nam-gu, Ulsan	1,529	2,987	Subcontract
	Subtotal	1,529	2,987	
2025	Housing Redevelopment Maintenance Project, Seobongdeok, Daegu	538	1,283	Subcontract
	Small-scale Construction Project, Huyundae APT. 53dong, Garak-dong, Seoul	69	258	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
	Street Housing Maintenance Project, Taewon Apt., Ilwon	255	683	Subcontract
Subtotal		1,303	3,369	
2026	Dongseo Town Small-scale Reconstruction Project, Daegu	210	421	Subcontract
	Street Housing Maintenance Project, Nakwon Apt., Jisan-dong, Daegu	169	366	Subcontract
	Hongdo-dong District 2, Daejeon	483	905	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		1,447	3,224	
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
--	---	--

Development project in Jungsan region, Gyeongsang

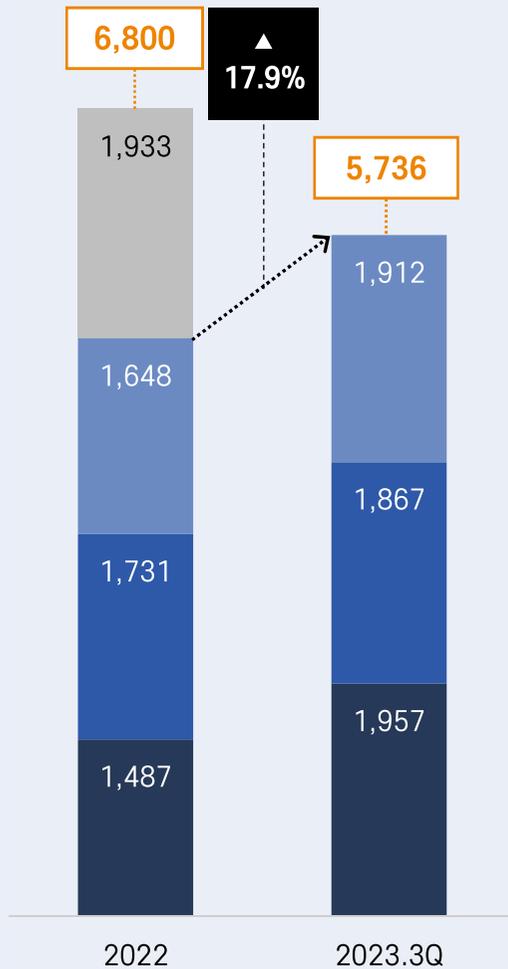
The best location in Yeongnam area in terms of transportation, education, culture, convenient facilities

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

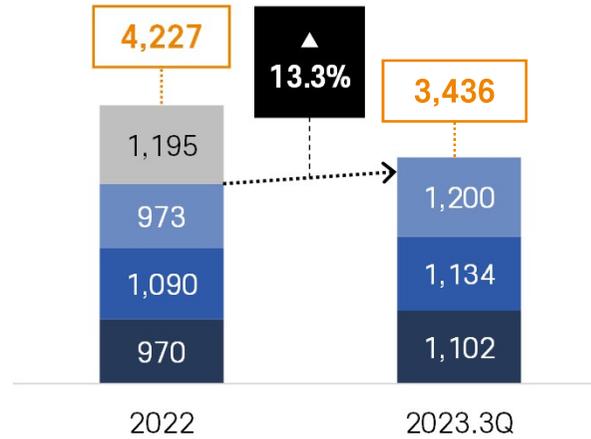
Sales Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

Non-construction sector



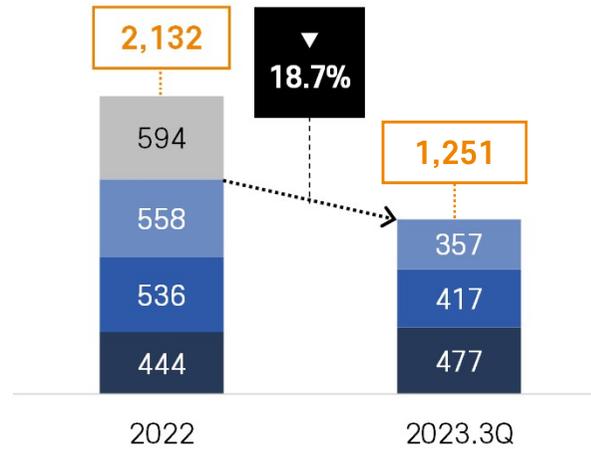
Environment (Waste)



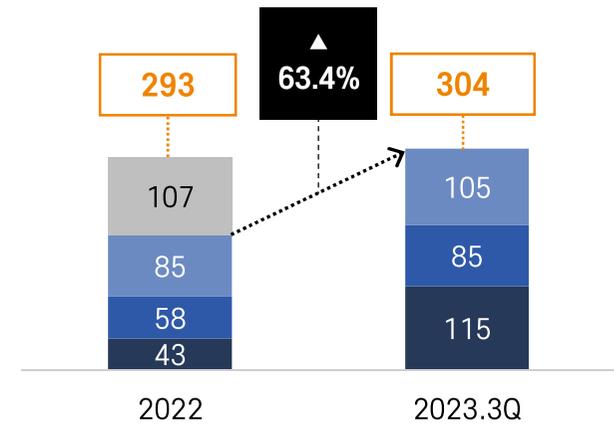
Environment (Secondary Battery)



Concrete



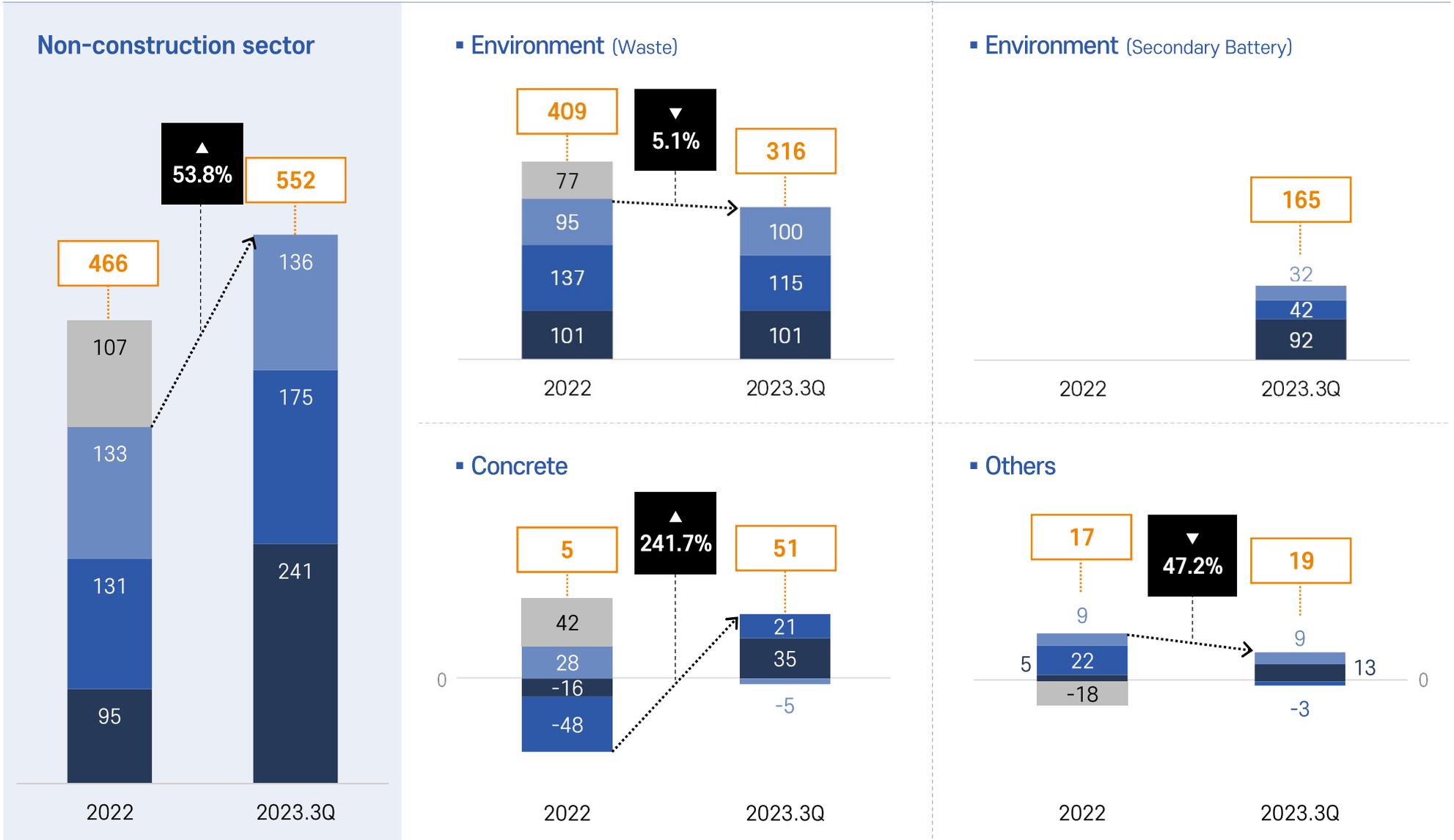
Others





Business Profits Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q



4

APPENDIX

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



At the center of global attention

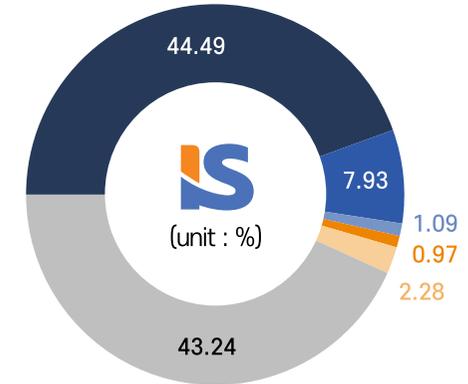
GLOBAL LEADER IS Dongseo

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 September 30, 2023)
Number of Employees	695 (as of September 30, 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 September 30, 2023

Financial Statement (Unit: KRW 100M)

Type	2021	2022	2023.3Q
Liquid Assets	21,247	22,078	25,412
Non-Liquid Assets	13,850	15,300	17,097
Assets Total	35,098	37,378	42,509
Liquid Liabilities	14,997	16,590	15,533
Non-Liquid Liabilities	5,532	4,726	8,729
Liabilities Total	20,529	21,317	24,263
Capital	154	154	154
Earned Surplus	8,327	9,935	11,954
Capital	14,569	16,061	18,247
Earned Surplus	35,098	37,378	42,509

Comprehensive Income Statement (Unit: KRW 100M)

Type	2021	2022	2023.3Q
Sales	16,084	22,784	15,385
Sales Cost	11,493	17,361	11,622
Gross Profit	4,591	5,423	3,763
Sales & Administrative Expenses	1,483	1,972	1,216
Business Profits	3,108	3,451	2,547
Net Profit before Income Tax Expenses	1,677	2,860	2,714
Net Profit	1,107	2,049	2,104

Financial Statement (Unit: KRW 100M)

Type	2021	2022	2023.3Q
Liquid Assets	19,304	18,692	21,679
Non-Liquid Assets	11,061	12,838	15,038
Assets Total	30,365	31,530	36,717
Liquid Liabilities	13,662	14,375	13,864
Non-Liquid Liabilities	4,476	3,326	6,672
Liabilities Total	18,138	17,701	20,536
Capital	154	154	154
Earned Surplus	8,151	9,708	12,032
Capital	12,227	13,829	16,181
Earned Surplus	30,365	31,530	36,717

Comprehensive Income Statement (Unit: KRW 100M)

Type	2021	2022	2023.3Q
Sales	12,624	18,065	10,657
Sales Cost	9,016	13,647	7,868
Gross Profit	3,607	4,418	2,789
Sales & Administrative Expenses	1,046	1,360	706
Business Profits	2,561	3,058	2,082
Net Profit before Income Tax Expenses	1,510	2,610	2,864
Net Profit	1,097	1,905	2,325

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

ICHEON Factory

Products manufactured	PC products
Production area	150,778m ²
Production volume	1,500t/day

EUMSEONG Factory

Products manufactured	PHC Pile
Production area	262,111m ²
Production volume	2,600t/day

CHEONAN Factory

Products manufactured	PC block, segment
Production area	68,154m ²
Production volume	300t/day

CHEONGYANG Factory

Products manufactured	PHC Pile
Production area	126,106m ²
Production volume	2,500t/day

CHANGNYEONG Factory

Products manufactured	PHC Pile
Production area	96,420m ²
Production volume	1,500t/day



IS DONGSEO INVESTOR RELATIONS THANK YOU

 IS DONGSEO | www.isdongseo.co.kr

•

•

•

