

Investor Relations 2020

Daewoo Engineering & Construction, The beginning of a new leap forward

2019 business performance and 3 year business plan

2019 Business Highlights

1. New orders
2. Order Backlog
3. Sales Revenue
4. Gross Porfit(%)
5. Operating Profit(%)

※ appendix. Summary of Financial Statement

Business plan achievement rate

1. New orders
2. Sales Revenue
3. Housing pre-sale
4. Housing pre-sale performance
5. 2020 Housing pre-sale plan
6. Current status on overseas orders

3year business plan

1. New orders
2. Sales Revenue

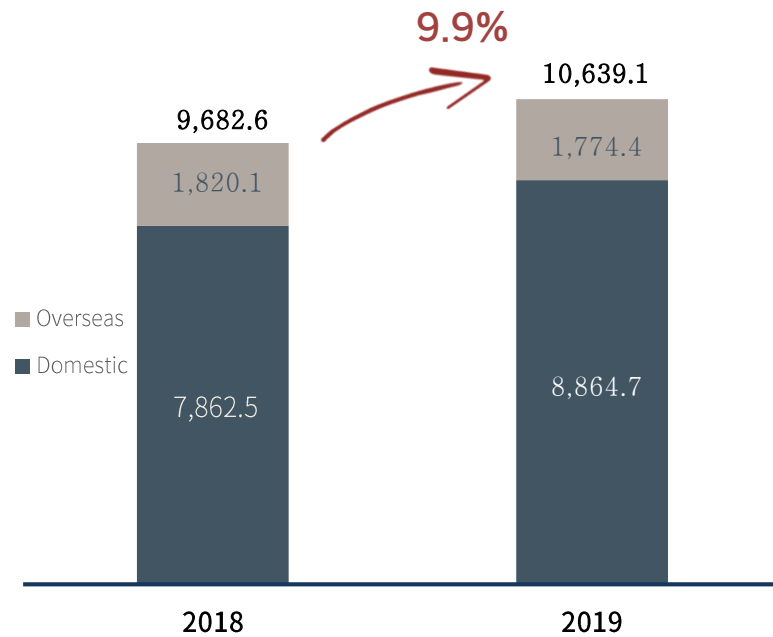
2019 Business Highlights

1. New Orders

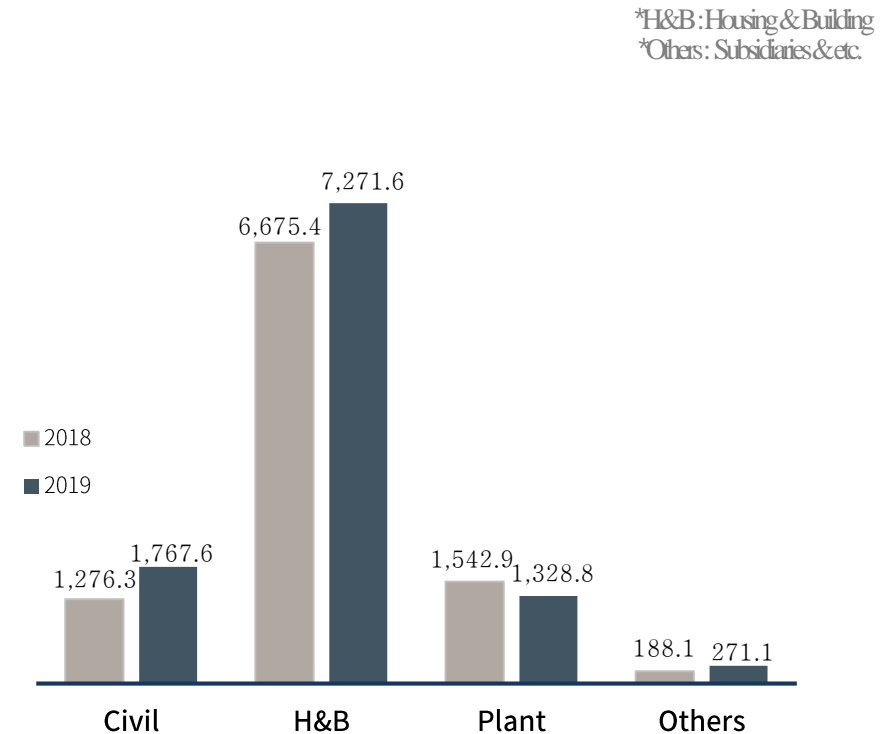
- New orders recorded 10.6 trillion won in 2019 and increased 9.9 percent year-on-year due to increased quantity in housing construction and civil works

[Unit – KRW bn]

Yearly Trend



Breakdown by type

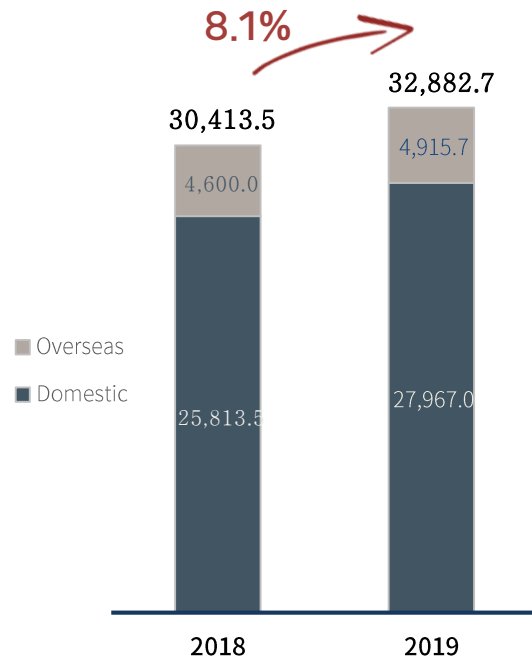


2. Order Backlogs

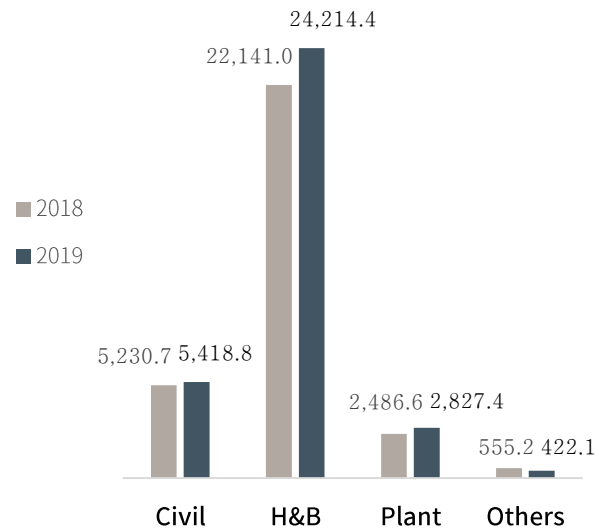
- The company has an order backlog of 32.9 trillion won, 3.7 times its annual sales.

[Unit – KRW bn]

Yearly Trend



Breakdown by Division

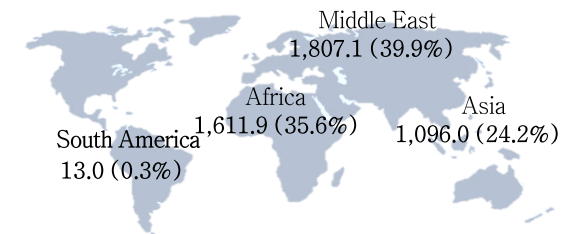


Domestic Housing & Building / Overseas Backlogs Breakdown

<Domestic Housing & Building Backlogs Breakdown>

Redevelopment	Private	Public	In-house
12,046.8	8,550.7	677.2	2,676.9
50.3 %	35.7%	2.8%	11.2%

< Overseas Backlogs Breakdown >



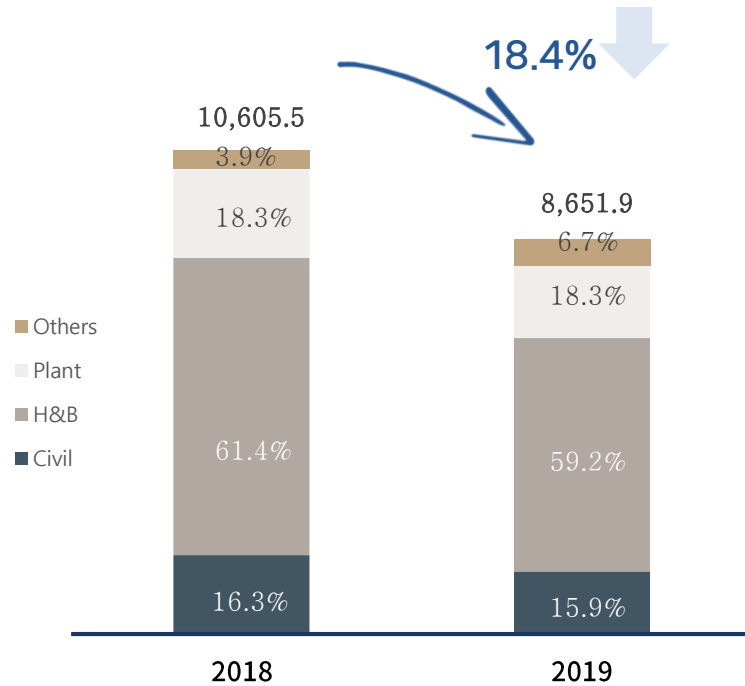
▶ Plant 54.7% , Civil 39.5% , Building 5.8%

3. Sales Revenue

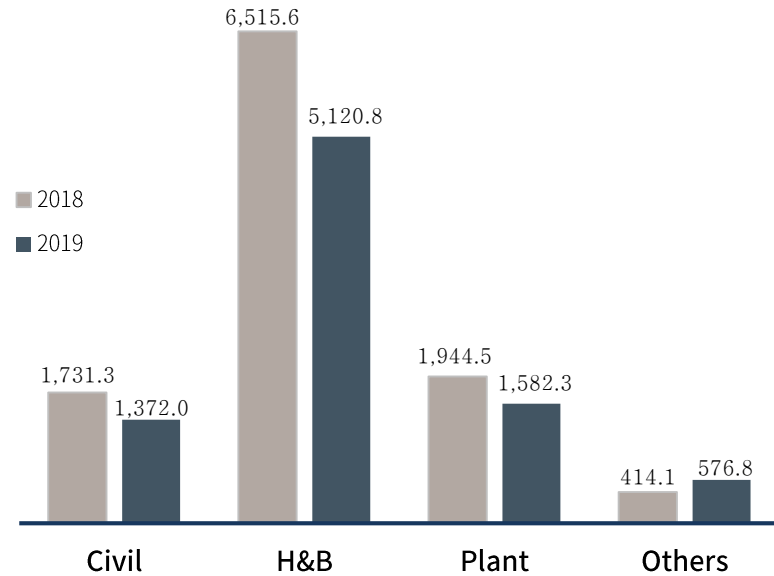
- In 2019, the company performed 8.7 trillion won in sales, with a 2.2 percent decrease in housing & building business.

[Unit – KRW bn]

Yearly Trend(%)



Breakdown by type

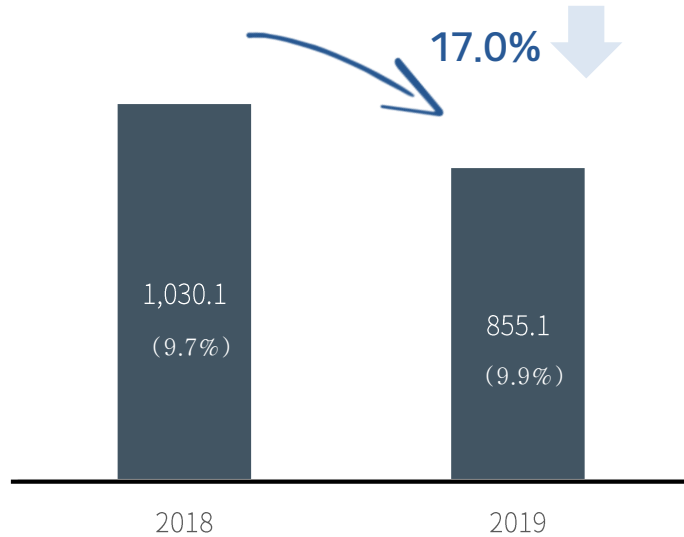


4. Gross Profit(%)

- Gross profit recorded 855.1 billion won, which shown improvement from the previous year (9.7% → 9.9%)

[Unit – KRW bn]

Yearly Trend(%)



Breakdown by type

Div.	2018		2019	
Civil	31.4	1.8 %	-57.7	-4.2%
Housing & Building	910.1	14.0 %	709.9	13.9%
Plant	10.7	0.6 %	-28.0	-1.8%
Subsidiaries & Etc.	77.9	18.8%	230.9	40.0%
Total	1,030.1	9.7 %	855.1	9.9%

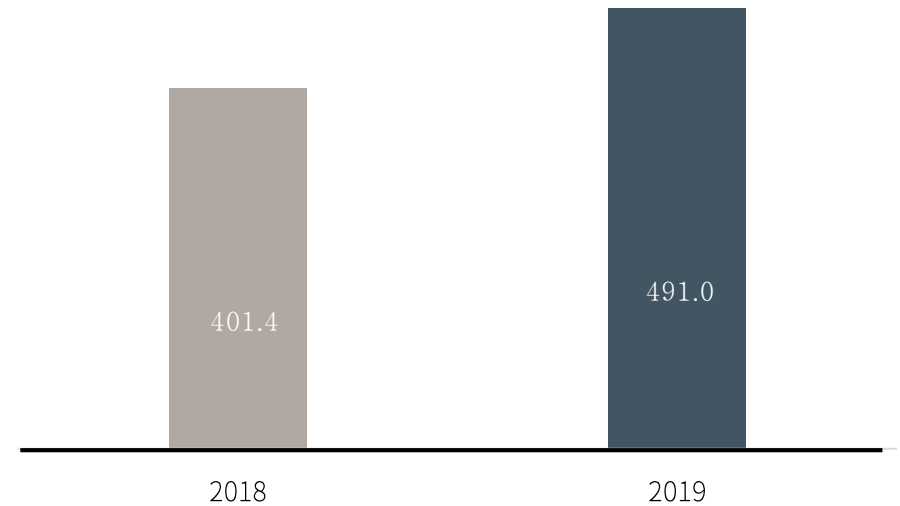
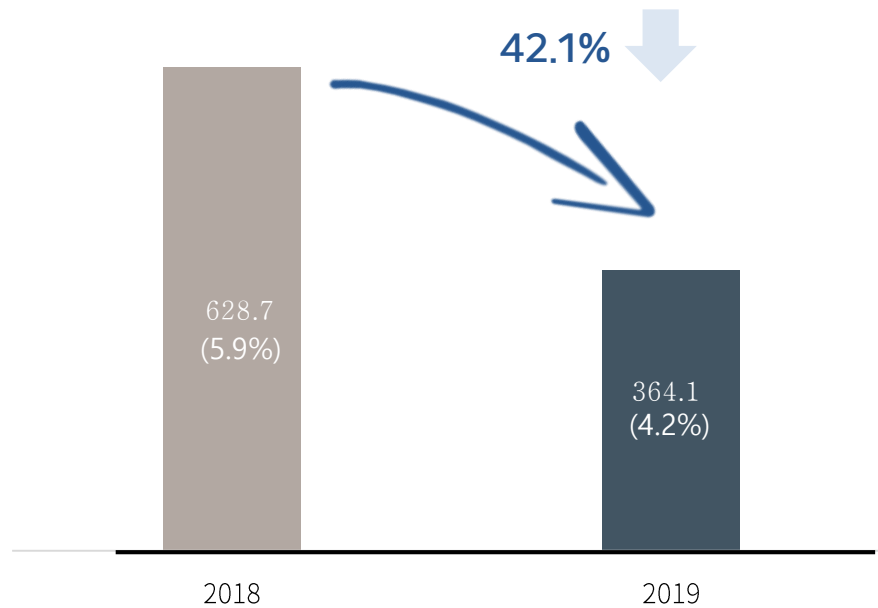
5. Operating Profit

- In 2019, the company recorded an operating profit of 364.1 billion won and decreased on-year due to reduced volume and increased board and administrative costs.

[Unit – KRW bn]

Operating Profit & OPM

SG&A Expenses(%)



※ Appendix. Summary of Financial Statement

[Unit – KRW bn]

Summary of Income Statement

Account	2018	2019
Sales Revenue	10,605.5	8,651.9
Gross Profit (%)	1,030.1 (9.7%)	855.1 (9.9%)
Operating Profit (%)	628.7 (5.9%)	364.1 (4.2%)
Other Expenses	-125.5	16.3
Net Financial Cost	-71.4	-72.0
Pre-tax Profit	431.8	307.3
Net Profit (%)	297.3 (2.8%)	201.2 (2.3%)

Summary of Balance Sheet

Account	2018	2019
Total Asset	8,733.8	9,697.7
Current Asset	5,197.3	6,049.4
Cash & Cash Equivalents	705.8	756.8
Total Liability	6,416.1	7,209.4
Currently Liability	4,844.6	5,084.7
Borrowing	2,146.9	2,352.1
Total Equity	2,317.7	2,488.3
Account	2018	2019
Debt Ratio	276.8%	289.7%
PF Loan Guarantee	707.4	409.4
Un-started PF Balance	166.7	84.7

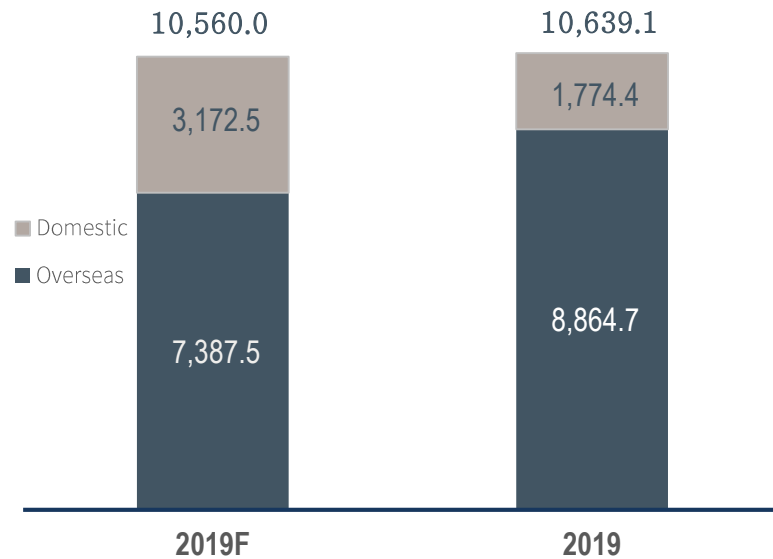
Business plan Achievement rate

1. New orders

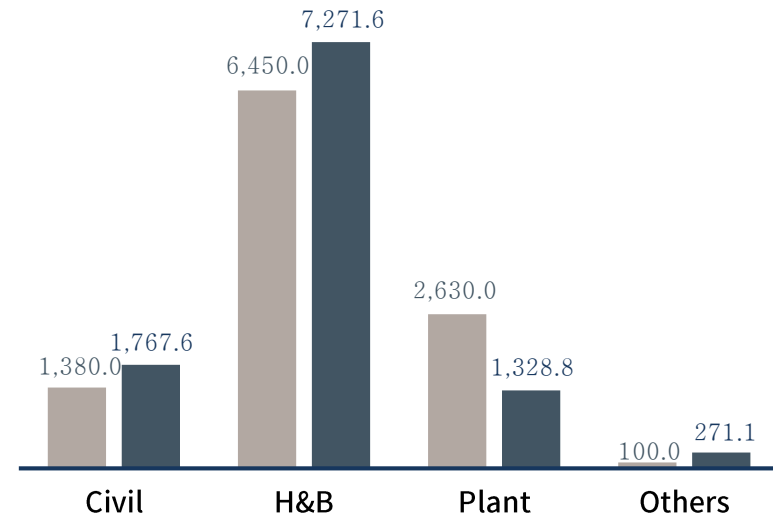
- New orders for 2019 recorded 10.639 trillion won, achieving 100.7 percent of the total.
- The achievement rate of new orders by project sector is 128.1% for civil works, 112.7% for Housing & Building and 50.5% for plant business.

[Unit – KRW bn]

2019 achievement rate



Achievement rate by type

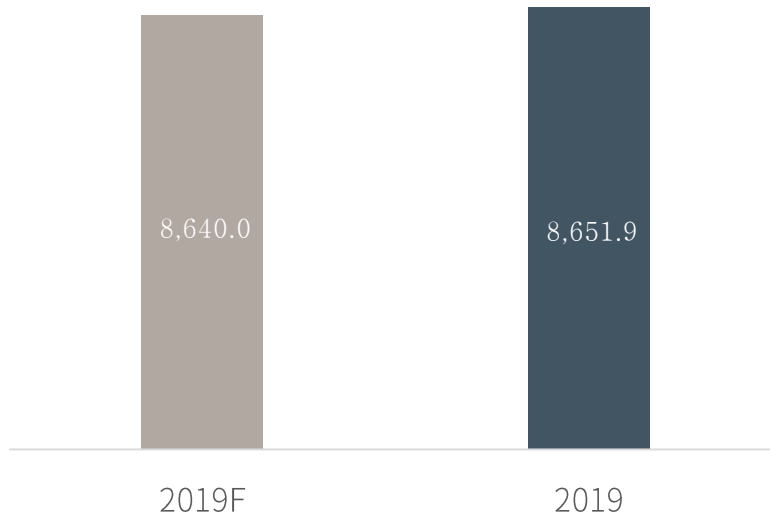


2. Sales Revenue

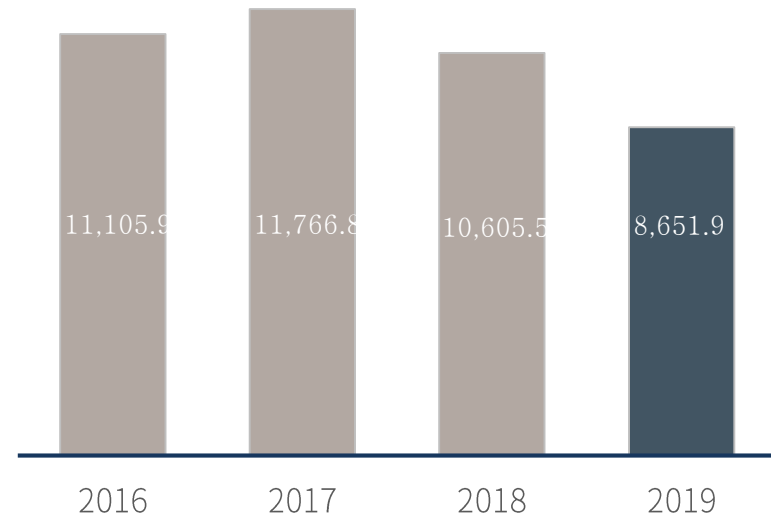
- Sales revenue in 2019 reached 8.651 trillion won, with a 100.1 percent achievement rate.

[Unit – KRW bn]

2019 achievement rate



Yearly Achievement rate

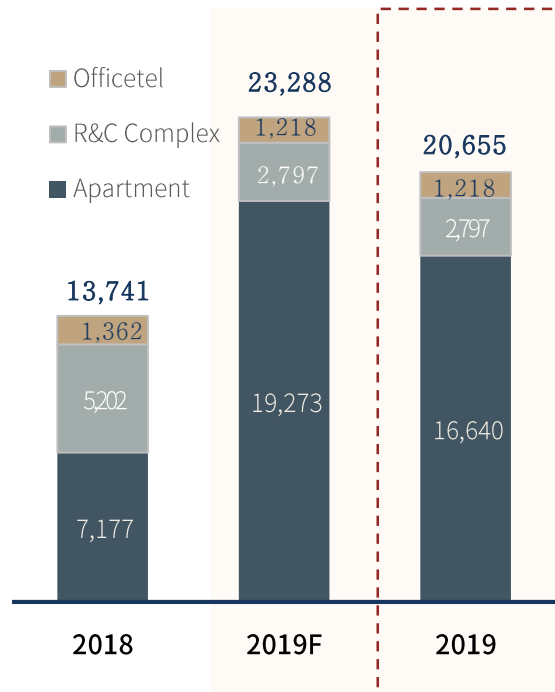


3. Housing Pre-sale

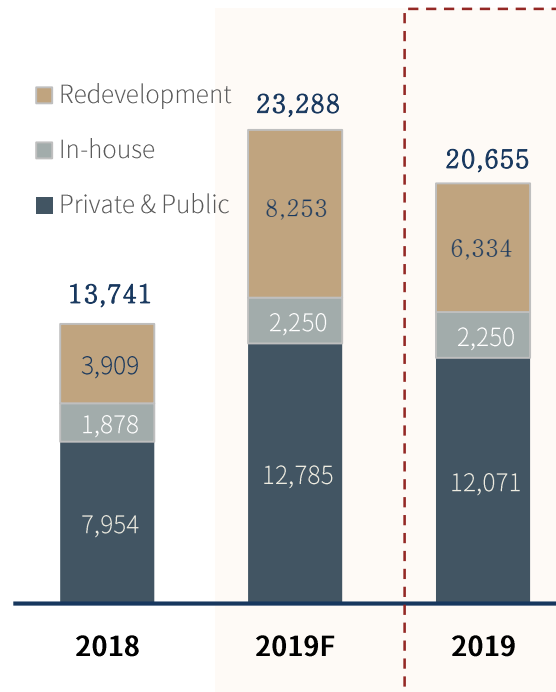
- The 2019 sales figures are 88.7% achievement compared to the 20,655 Household unit target

[Unit – Household]

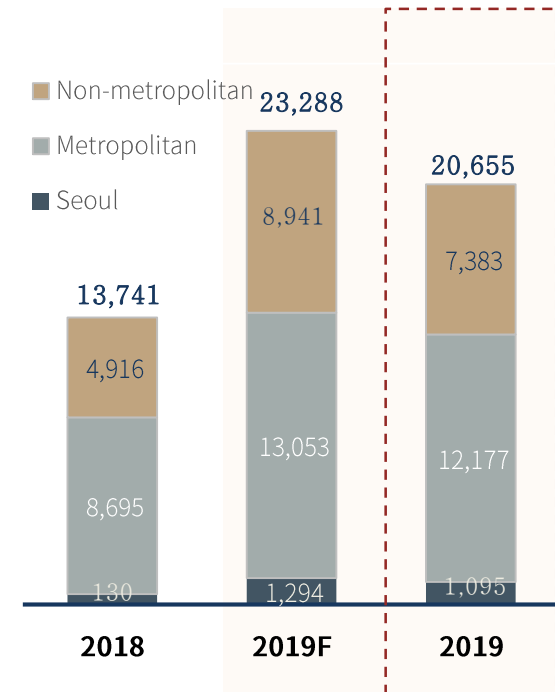
Breakdown by Supply Type



Breakdown by Business Type



Breakdown by Region



*R&C: Residential & Commercial

4. Housing pre-sale performance

[Unit – Household]

Month	PJ name	Unit#	Location
1	Chuncheon Central Park Prugio	1,556	Onui-dong, Chuncheon-si, Gangwon-do
1	Suwon-station Prugio Xi	1,320	Paldal-gu, Suwon-si, Gyeonggi-do
2	Tangjeong Gwell Prugio	1,521	Tangjeong-myeon, Asan-si, Chungnam
2	Sinjung-dong Station Landmark Prugio City	1,050	Wonmi-gu, Bucheon-si, Gyeonggi-do
2	Geomdan Central Prugio	1,540	Incheon Geomdan Housing Development Zone
2	Gwacheon Prugio SUMMIT(Union)	1,061	Jungang-dong, Gwacheon-si, Gyeonggi-do
3	Bundang Gwell Prugio	166	Bundang-gu, Seongnam-si, Gyeonggi-do
4	Suseong Lake Prugio	500	Doosan-dong, Suseong-gu, Daegu
5	PyeongChon Raemian Prugio	599	Donggu-gu, Anyang-si, Gyeonggi-do
5	Incheon Lu1 City 3BL	778	Gajeong-dong, Seo-gu, Incheon
6	Unjeong Newtown Park Prugio	710	Paju Unjeong District 3, Paju-si, Gyeonggi-do
6	Jungchon Prugio CenterPark	820	Jungchon-dong, Jung-gu, Daejeon
6	Sanggye station Central Prugio	152	Sanggye-dong, Nowon-gu, Seoul

Month	PJ name	Unit#	Location
7	Gwacheon Prugio SUMMIT	510	Jungang-dong, Gwacheon-si, Gyeonggi-do
7	Dasan newtown Jayeon& Prugio	823	Dasan-dong, Namyangju-si, Gyeonggi-do
8	Isu Prugio the Pretium	153	Sadang-dong, Dongjak-gu, Seoul
8	Seodaemun Prugio Centralpark	320	Hongje-dong, Seodaemun-gu, Seoul
8	Gwangyang Prugio the First	1,140	Seonghwangdo District, Gwangyang-si, Jeonnam
10	Yeo-ju Prugio Clatterre	551	Gyo-dong, Yeosu-si, Gyeonggi-do
10	Asan Tangjeong A-1BL	698	Maegok-ri, Tangjeong-myeon, Asan-si
10	Cheongju Technopolis Prugio	1,148	Munam-dong, Heungdeok-gu, Chungbuk
11	Hillstate Prugio Suwon	1,082	Maegyo-dong, Suwon-si, Gyeonggi-do
12	Seodaemun Prugio Centralpark(Union)	470	Hongje-dong, Seodaemun-gu, Seoul
12	Hillstate Prugio Juan	861	Juan-dong, Michu Hall-gu, Incheon
12	Wongok townhouse 1 reconstruction(Union)	1,126	Wongok-dong, Ansan-si, Gyeonggi-do
-	Total	20,655	

5. 2020 Housing pre-sale plan

[Unit – Household]

Period	PJ name	Unit#	Location
1Q	Gyeryong Prugio the First	883	Gyeryong City, Chungnam
	Maegyo Station Purugio SK VIEW	1,078	Paldal-gu, Suwon-si, Gyeonggi-do
	Cheongna International City Station Prugio City	1,630	Cheongna International City, Seo-gu, Incheon
	Dunchon Jugong reconstruction(Union)	1,442	Dunchon-dong, Gangdong-gu, Seoul
	Daeyun 4 reconstruction	985	Nam-gu, Busan
2Q	Daegu Suseong-gu Joong-dong townhouse	714	Joong-dong, Suseong-gu, Daegu
	Giheung Prugio Forepeace	680	Giheung-gu, Yongin-si, Gyeonggi-do
	Anyang PyeongChon accommodation facilities	692	Donggu-gu, Anyang-si, Gyeonggi-do
	Wongok townhouse 1 reconstruction	588	Danwon-gu, Ansan-si, Gyeonggi-do
	Dunchon Jugong reconstruction	1,138	Dunchon-dong, Gangdong-gu, Seoul
	Suwon KT&G Dae-u-pyung2 BL	1,103	Jangan-gu, Suwon-si, Gyeonggi-do
	Incheon Han-dl area	4,805	Baekseok-dong, Seo-gu, Incheon
	Seosan Prugio the central	861	Yecheon-dong, Seosan-si, Chungcheongnam-do
	Seongnam Sinheung 2 redevelopment	867	Sinheung-dong, Jung-gu, Seongnam-si

Period	PJ name	Unit#	Location
2Q	Padong gangchon 2 reconstruction	715	Padong, Suseong-gu, Daegu
	Daeyeon 4 reconstruction	595	Daeyeon 4-dong, Nam-gu, Busan
	Changwon Gyobang 1 area redevelopment	848	Masan Hapoo-gu, Changwon-si
	Suwon Yeongheung Park townhouse	1,520	Yeongtong-gu, Suwon-si, Gyeonggi-do
	Maegyo Station Purugio SK VIEW(Union)	1,011	Paldal-gu, Suwon-si, Gyeonggi-do
3Q	Seongnam Sinheung 2 redevelopment(Union)	1,114	Sinheung-dong, Jung-gu, Seongnam-si
	Cheonan seongseong 2 A1BL	1,023	Seobuk-gu, Cheonan-si, Chungcheongnam-do South Korea
	Uijeongbu jung-ang 3 redevelopment	586	Uijeongbu-dong, Uijeongbu-si, Gyeonggi-do
	Busan An-lak 1 reconstruction	1,481	Gamdong-dong, Dongnae-gu, Busan
4Q	Daegu Dalsung redevelopment	784	Dalseong-dong, Jung-gu, Daegu
	Sewoon 6-3-3 Urban Environment Improvement Project	662	Euljiro 4-ga, Jung-gu, Seoul
	Lu1 City 1BL accommodation facilities	870	Lu1 City, Incheon
-	ETC	6,089	Padong, Suseong-gu, Daegu
-	Total	34,764	

6. Current status on overseas orders

Division	Country	Project	Price	Detail
Plant	Nigeria	NLNG Train #7	US\$ 1.6 bil.	<ul style="list-style-type: none"> • '19.12 FID Complete • '20.1Q Contract Signing
Plant	Mozambique	LNG Area #1	US\$ 0.5~1.0 bil.	<ul style="list-style-type: none"> • '20.1Q Contract Signing
Plant	Nigeria	NLNG New BOG Comp.	US\$ 50 mil.	<ul style="list-style-type: none"> • Bid submit complete • '20.1Q Announcement of winning bidder
Plant	Nigeria	PHC Refinery Rehabilitation PJ	US\$ 0.2 bil.	<ul style="list-style-type: none"> • 20.1Q Main contract Signing • 20.3Q DWEC Sub-contract Signing
Plant	Algeria	REB LPG Extraction	US\$ 0.65 bil.	<ul style="list-style-type: none"> • '19.11 Technical bid submit • '20.1Q Commercial bid submit
Plant	Iraq	WQ1 Oil Train	US\$ 0.4 bil.	<ul style="list-style-type: none"> • '19.11 Bid submit complete • '20.2Q Announcement of winning bidder
Plant	Qatar	Qatar North Field Expansion Pkg.1	US\$ 1.0 bil.	<ul style="list-style-type: none"> • '20.3Q Announcement of winning bidder
Plant	Oman	Sohar LNG Bunkering	US\$ 0.1 bil.	<ul style="list-style-type: none"> • DWEC Sub-contract bid
Civil	Iraq	Al Faw Container Terminal Pkg.2	US\$ 0.5 bil.	<ul style="list-style-type: none"> • '20.1Q Announcement of winning bidder
Civil	Hongkong	Fanling Bypass Eastern Section A	US\$ 0.1 bil.	<ul style="list-style-type: none"> • '20.1Q Announcement of winning bidder
Civil	Singapore	Jurong Region Line J109	US\$ 0.15 bil.	<ul style="list-style-type: none"> • '19, 4Q bid → '20년 3Q Announcement of winning bidder
Civil	Indonesia	Kutai Coal Terminal	US\$ 0.29 bil.	<ul style="list-style-type: none"> • '20.2Q Announcement of winning bidder
Civil	Hongkong	Fanling Bypass Eastern Section B	US\$ 90 mil.	<ul style="list-style-type: none"> • '20.2Q Announcement of winning bidder
Civil	Singapore	Cross Island Line CR101	US\$ 0.45 bil.	<ul style="list-style-type: none"> • '20.3Q
Civil	Singapore	Cross Island Line CR108	US\$ 0.45 bil.	<ul style="list-style-type: none"> • '20.3Q
Civil	Iraq	Khor Al Zubair Immersed Tunnel Pkg.2	US\$ 0.3 bil.	<ul style="list-style-type: none"> • '20.3Q Announcement of winning bidder

3 year Business Plan

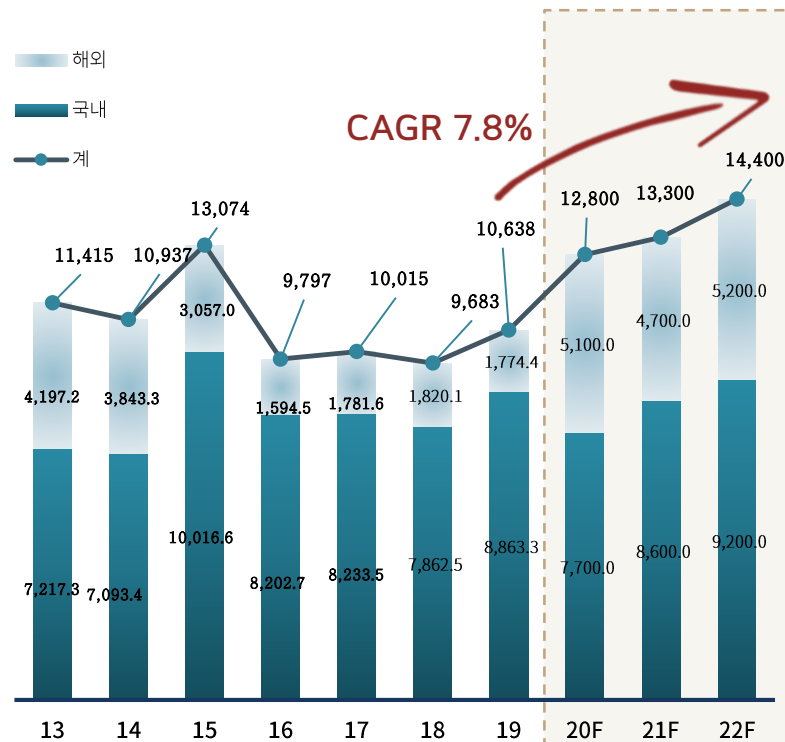
1. New orders Plan

- In 2020, new orders aim to achieve 12.8 trillion won (+21 percent yoy) and increased its portion to 5.1 trillion won for competitive regions / works in Overseas orders

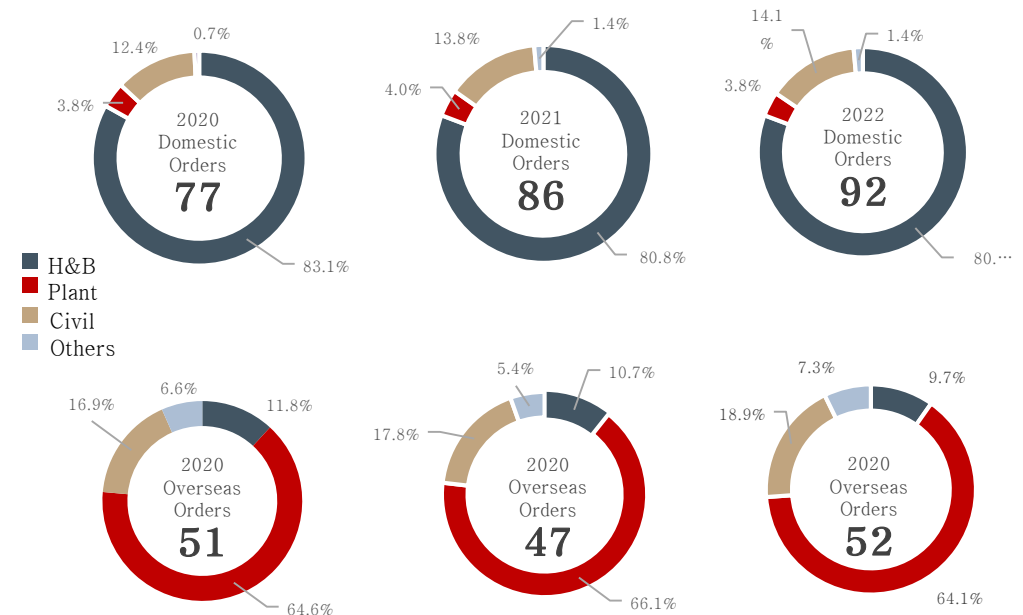
[Unit – KRW bn]

[Unit – KRW 100 bn]

Yearly Trend



Domestic & Overseas New orders

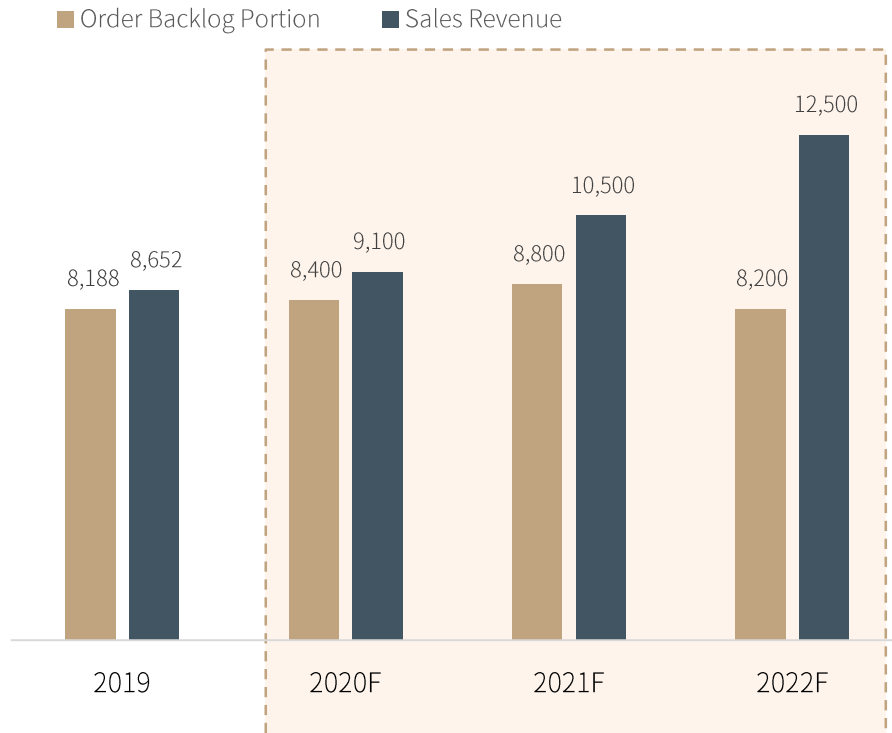


2. Sales Revenue Plan

- The company aims to achieve 9.1 trillion won (+5.2 percent) in sales in 2020 and plans to surpass 12 trillion won in sales in 2022.

[Unit – KRW bn]

Order Backlogs Sales Revenue



Sales Revenue by type

Business Type	2020	2021	2022
Sales Revenue	9,100	10,500	12,500
Order backlogs portion	8,400	8,800	8,200
Sales Revenue(%)	92.3%	83.8%	65.6%
Civil	1,600	1,700	1,700
Order backlogs portion	1,500	1,400	900
Sales Revenue(%)	93.8%	82.4%	52.9%
housing & Building	5,400	6,300	7,200
Order backlogs portion	5,300	5,800	5,000
Sales Revenue(%)	98.1%	92.1%	69.4%
Plant	1,800	1,900	3,100
Order backlogs portion	1,600	1,600	2,300
Sales Revenue(%)	88.9%	84.2%	74.2%
Subsidiaries & Etc.	300	600	500

Thank You

Build Together

고객과 함께 최고의 가치를 실현하는 기업