

IS DONGSEO

INVESTOR RELATIONS 2023



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IS DONGSEO

INVESTOR RELATIONS 2023

| [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

June 30, 2023

#### Insun E&T



지분율 **45.0%**

#### Environment & Energy Solution



지분율 **100%**

#### IS TMC

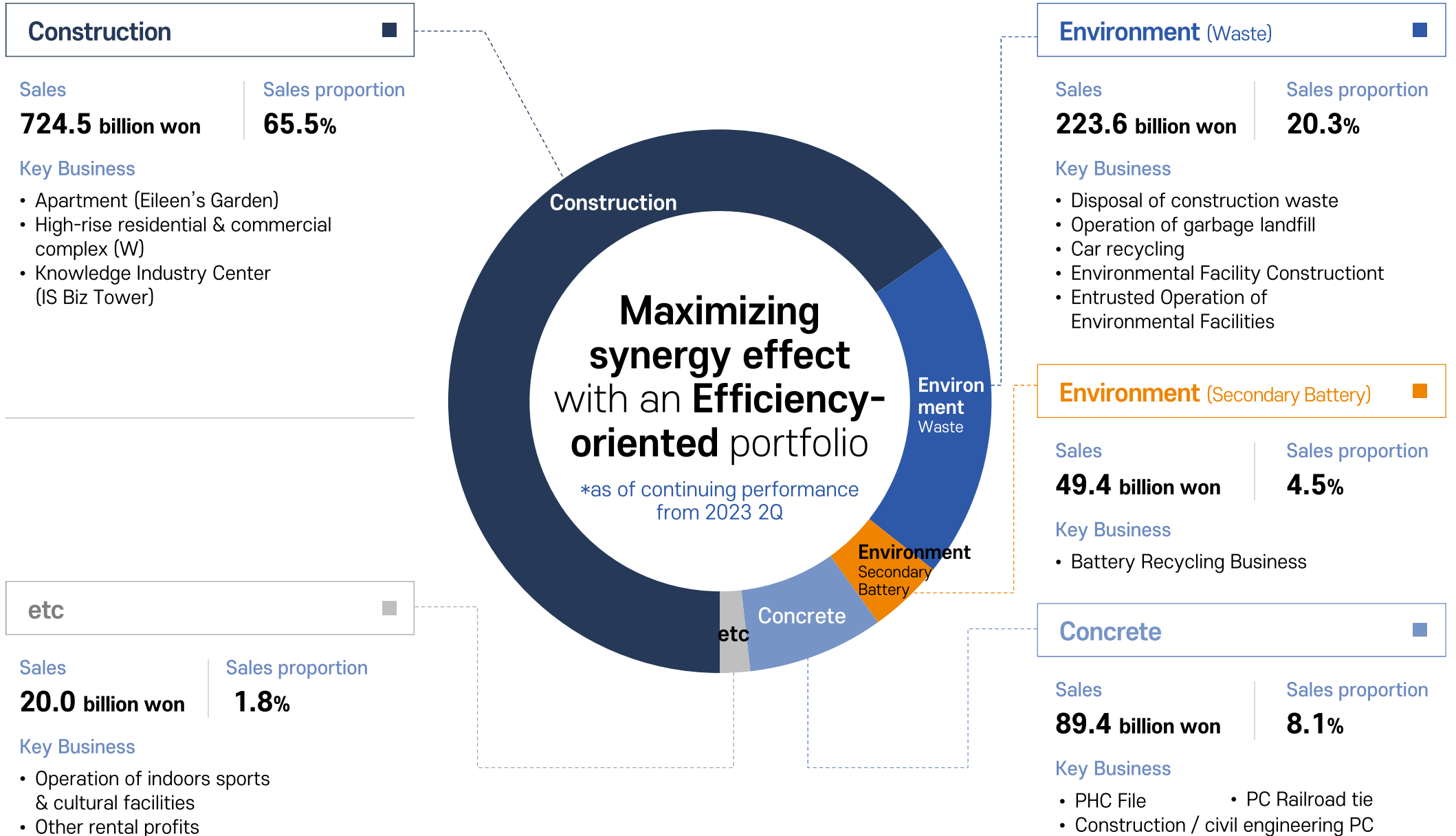


지분율 **100%**

#### 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

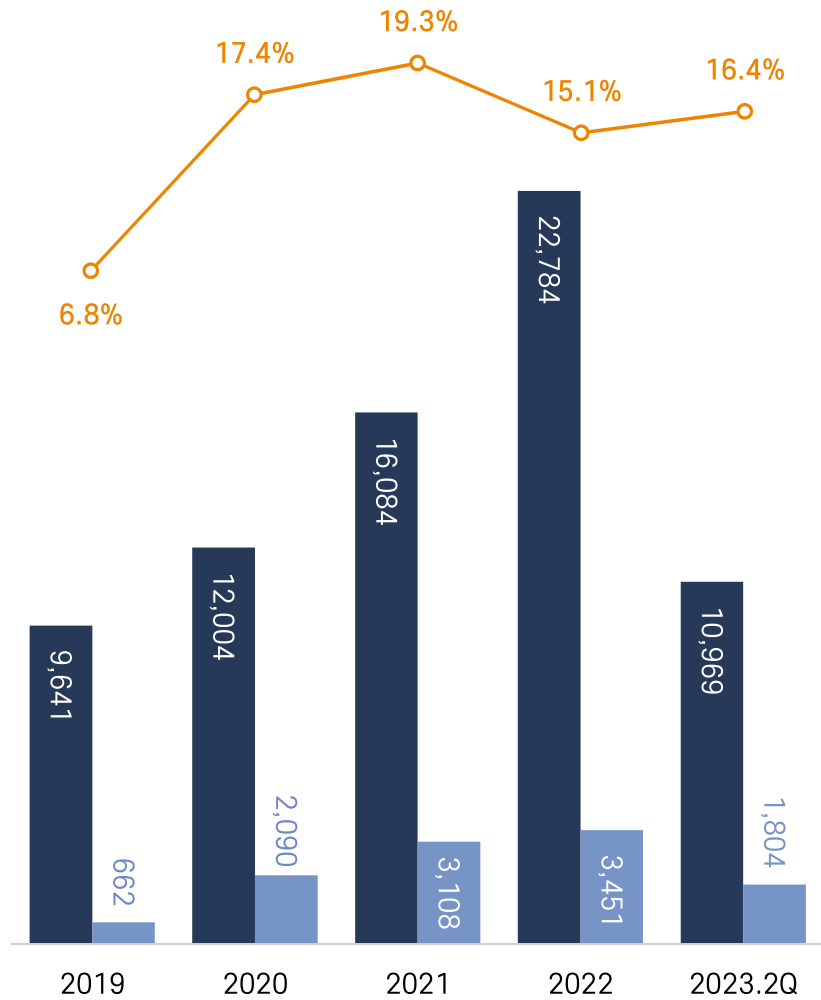


### Management Performance

(Consolidated)

(Unit: KRW 100M, %)

- Operating profit (%)
- Business Profits
- Sales

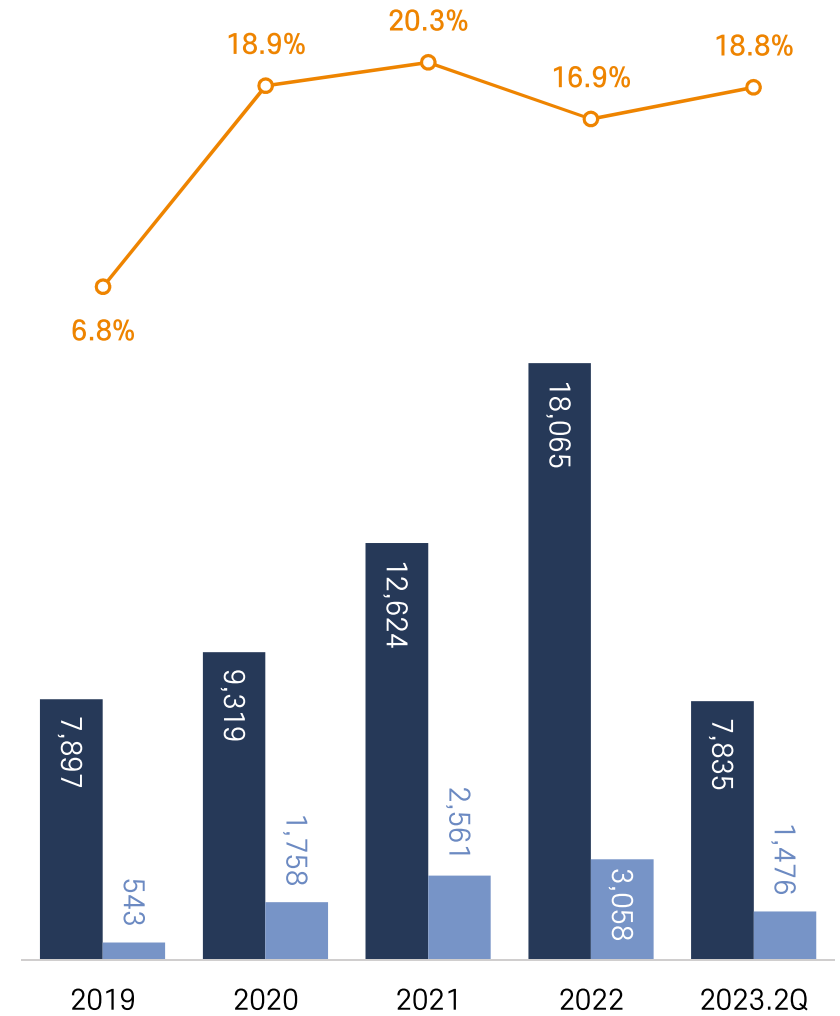


### Management Performance

(Separate)

(Unit: KRW 100M, %)

- Operating profit (%)
- Business Profits
- Sales

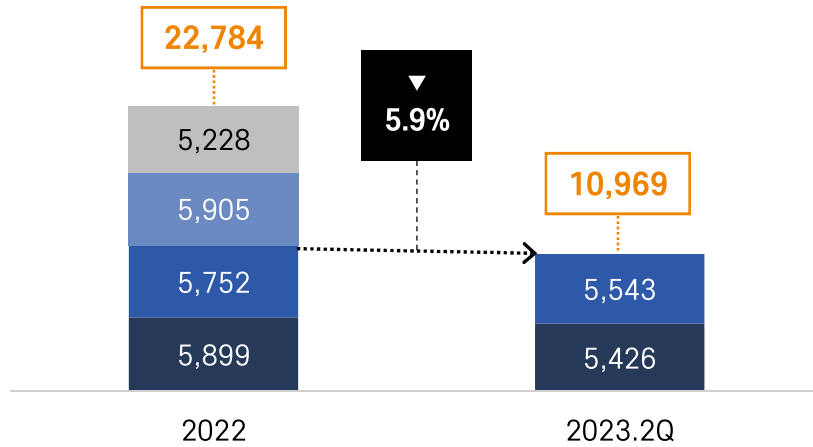




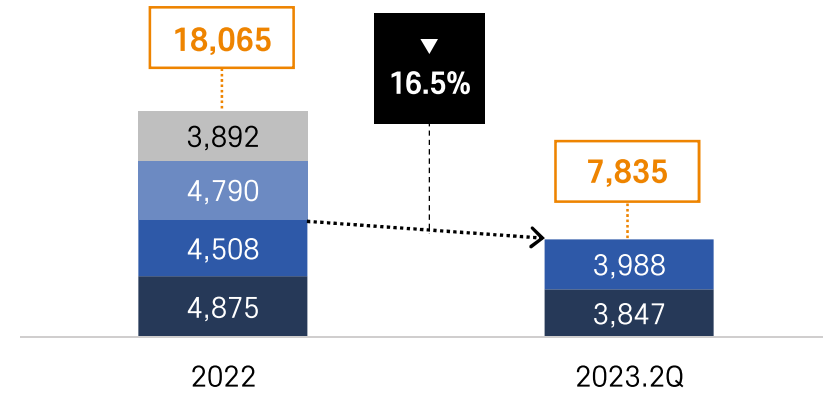
## 2023.2Q - Sales & Business Profits (Unit: KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

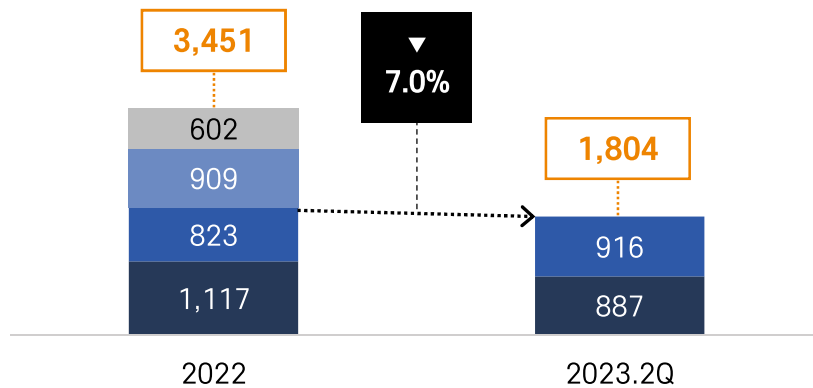
### 2023.2Q Sales (Consolidated)



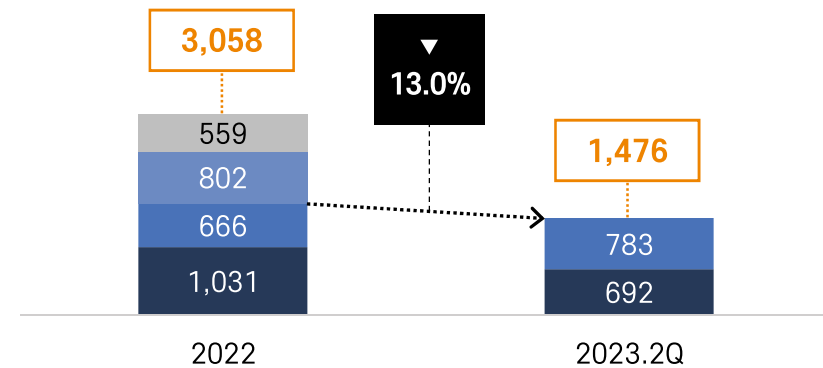
### 2023.2Q Sales (Separate)



### 2023.2Q Business Profits (Consolidated)



### 2023.2Q Business Profits (Separate)



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

Type	2022.2Q	YOY	2023.2Q
Liquid Assets	19,883	17.4	23,350
Non-Liquid Assets	15,762	8.9	17,167
<b>Assets Total</b>	<b>35,645</b>	<b>13.7</b>	<b>40,517</b>
Liquid Liabilities	16,466	-20.5	13,093
Non-Liquid Liabilities	3,649	160.7	9,516
<b>Liabilities Total</b>	<b>20,115</b>	<b>12.4</b>	<b>22,608</b>
Capital	154	-	154
Earned Surplus	9,267	25.9	11,666
<b>Capital</b>	<b>15,530</b>	<b>15.3</b>	<b>17,909</b>
<b>Earned Surplus</b>	<b>35,645</b>	<b>13.7</b>	<b>40,517</b>

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

Type	2022.2Q	YOY	2023.2Q
Sales	11,651	-5.9	10,969
Sales Cost	8,616	-2.9	8,367
<b>Gross Profit</b>	<b>3,035</b>	<b>-14.3</b>	<b>2,602</b>
Sales & Administrative Expenses	1,096	-27.1	799
Business Profits	1,940	-7.0	1,804
Net Profit before Income Tax Expenses	1,806	30.0	2,347
<b>Net Profit</b>	<b>1,372</b>	<b>29.9</b>	<b>1,782</b>

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

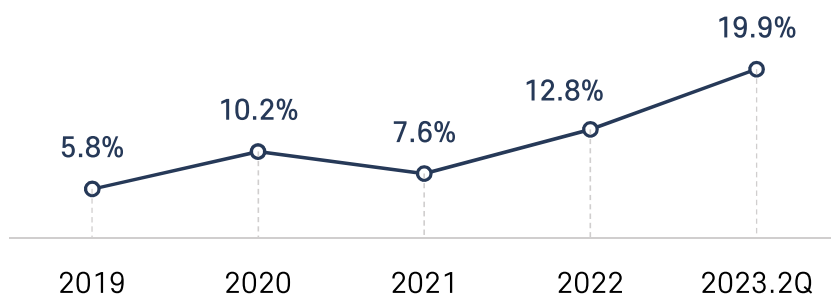
Type	2022.2Q	YOY	2023.2Q
Liquid Assets	17,269	13.5	19,608
Non-Liquid Assets	13,037	15.0	14,994
<b>Assets Total</b>	<b>30,305</b>	<b>14.2</b>	<b>34,602</b>
Liquid Liabilities	14,891	-25.7	11,068
Non-Liquid Liabilities	2,181	250.2	7,637
<b>Liabilities Total</b>	<b>17,072</b>	<b>9.6</b>	<b>18,705</b>
Capital	154	-	154
Earned Surplus	9,093	29.1	11,741
<b>Capital</b>	<b>13,234</b>	<b>20.1</b>	<b>15,898</b>
<b>Earned Surplus</b>	<b>30,305</b>	<b>14.2</b>	<b>34,602</b>

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

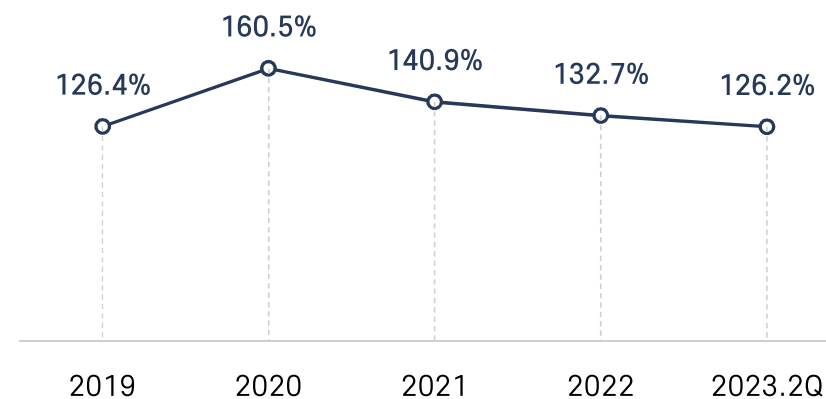
Type	2022.2Q	YOY	2023.2Q
Sales	9,383	-16.5	7,835
Sales Cost	6,856	-13.9	5,900
<b>Gross Profit</b>	<b>2,527</b>	<b>-23.4</b>	<b>1,936</b>
Sales & Administrative Expenses	830	-44.6	460
Business Profits	1,697	-13.0	1,476
Net Profit before Income Tax Expenses	1,700	48.2	2,520
<b>Net Profit</b>	<b>1,314</b>	<b>54.8</b>	<b>2,034</b>

### Management Performance - Consolidated

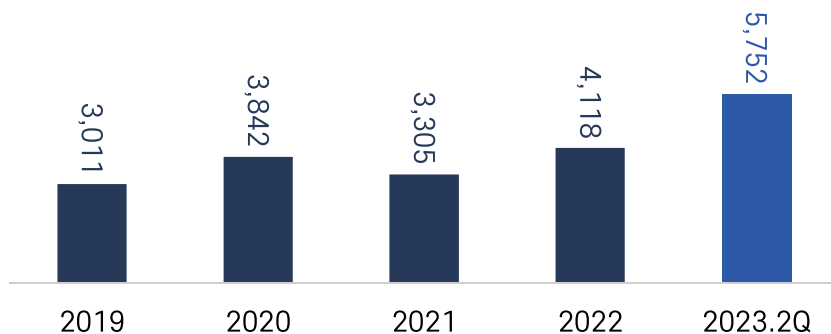
▪ ROE (Unit: %)



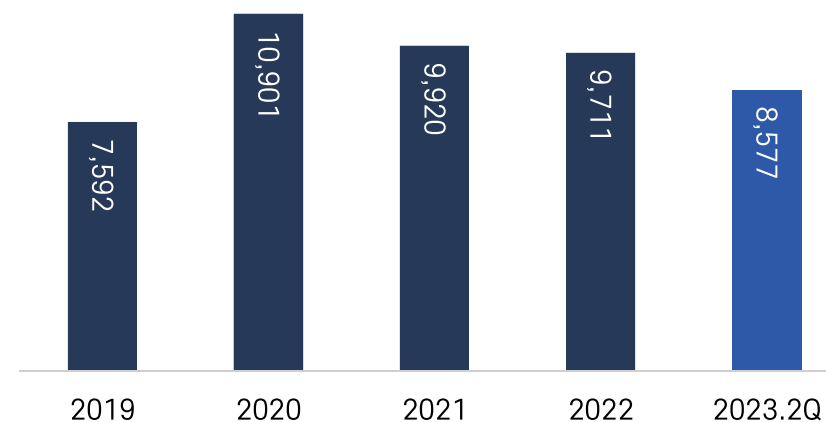
▪ Debt Ratio (Unit: %)



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

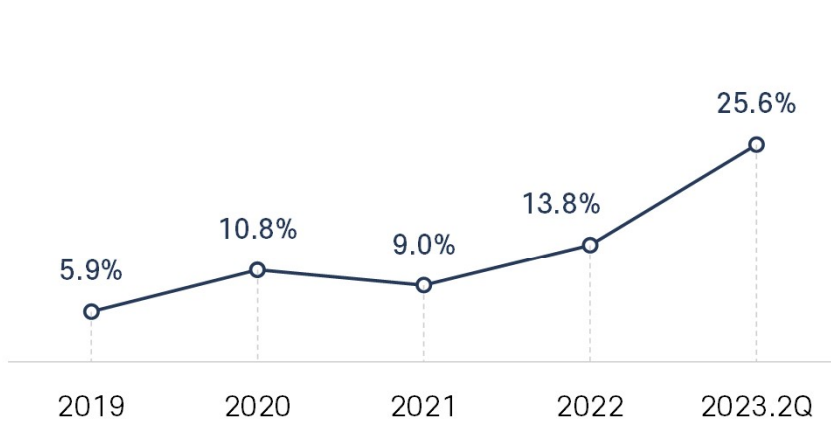


▪ Net Loan (Unit: KRW 100M)

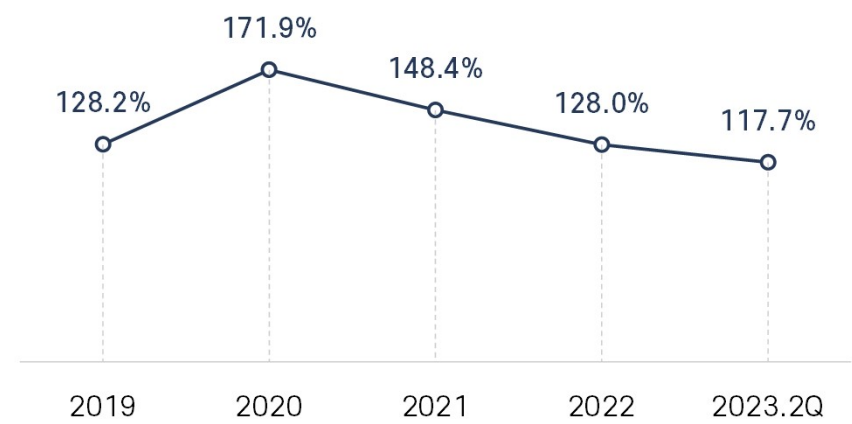


## Management Performance - Separate

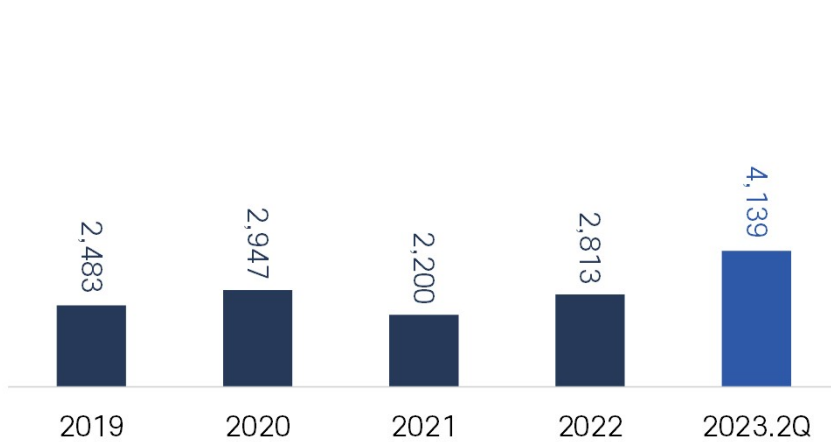
### ▪ ROE (Unit: %)



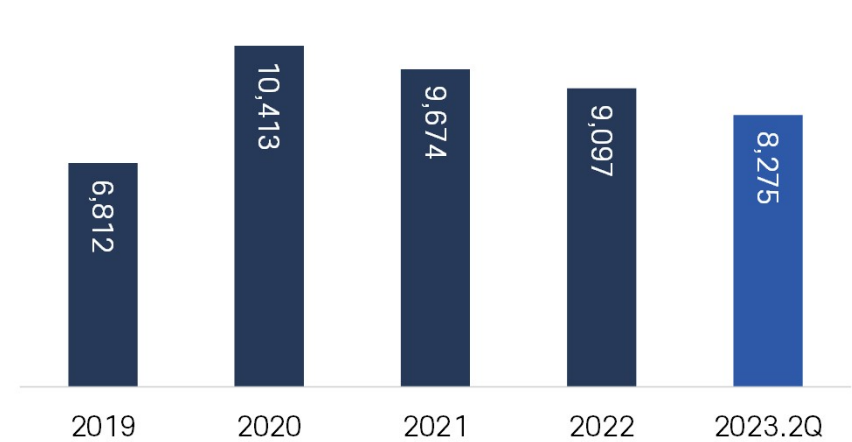
### ▪ Debt Ratio (Unit: %)



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



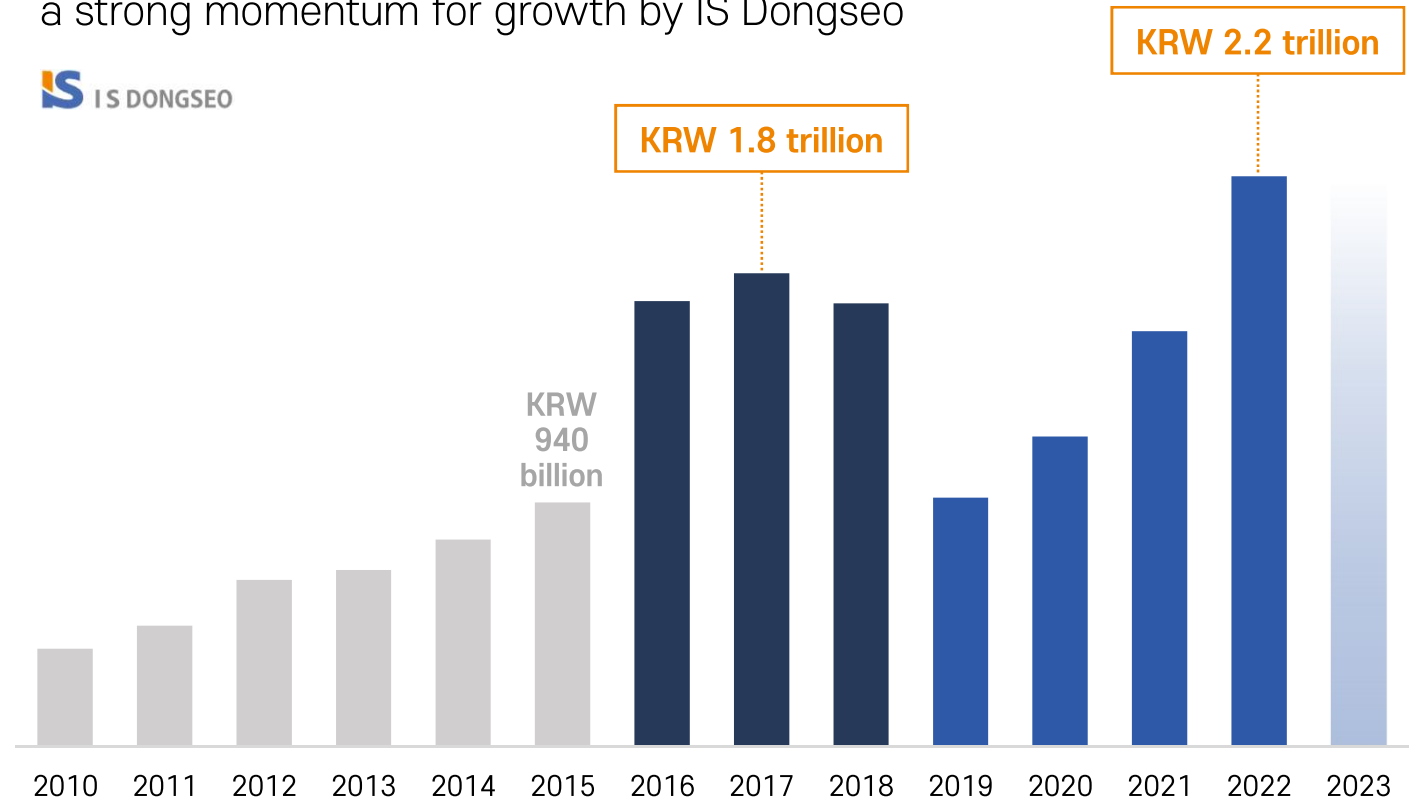
### ▪ Net Loan (Unit: KRW 100M)





# 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 → 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.

### Purpose of merger

- New rental business launched

## IS Shipping Ltd.

### 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.

### Purpose of merger

- New environment business launched

## Korea Rental Ltd.

### 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

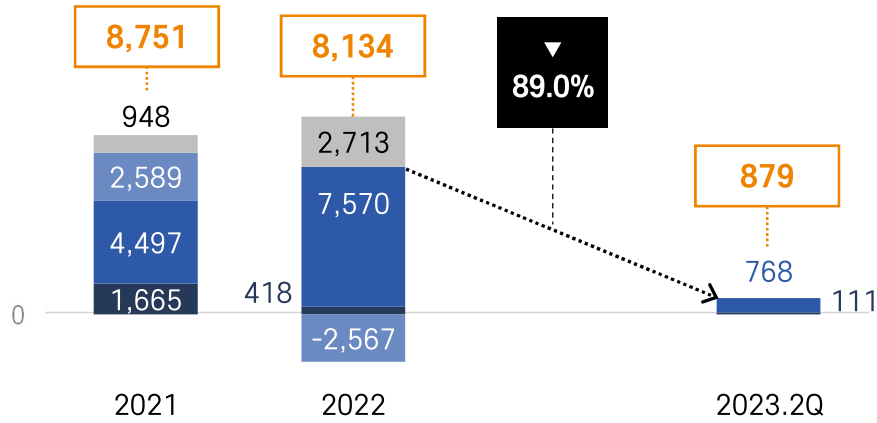
02 Non-Construction Sector



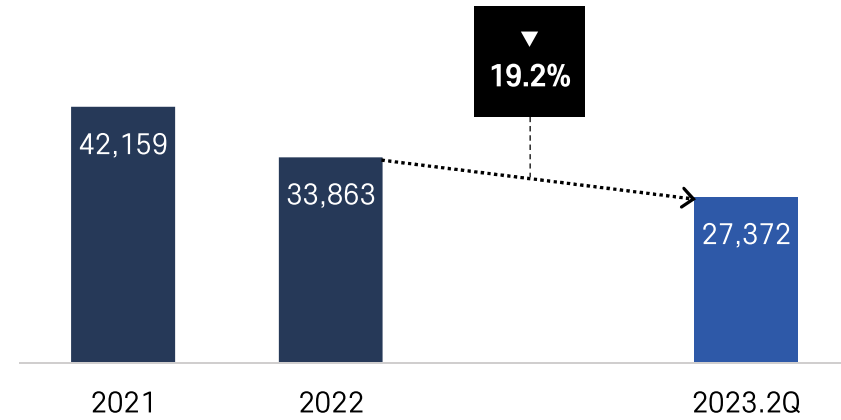


(Unit: KRW 100M) ■ 1Q ■ 2Q ■ 3Q ■ 4Q

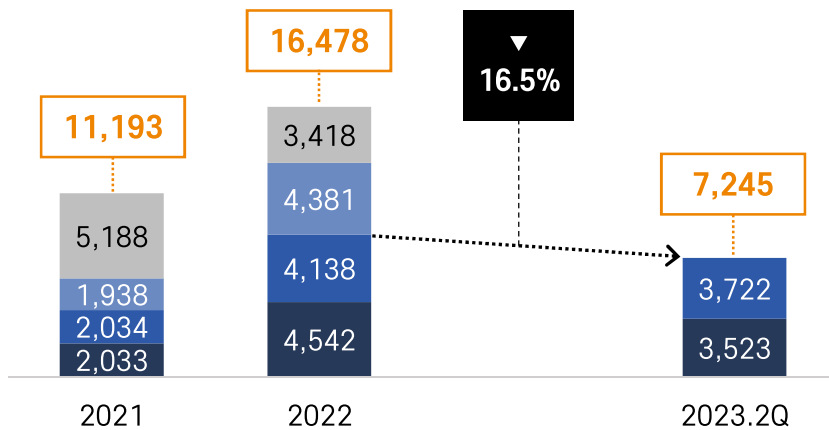
### ▪ New Orders



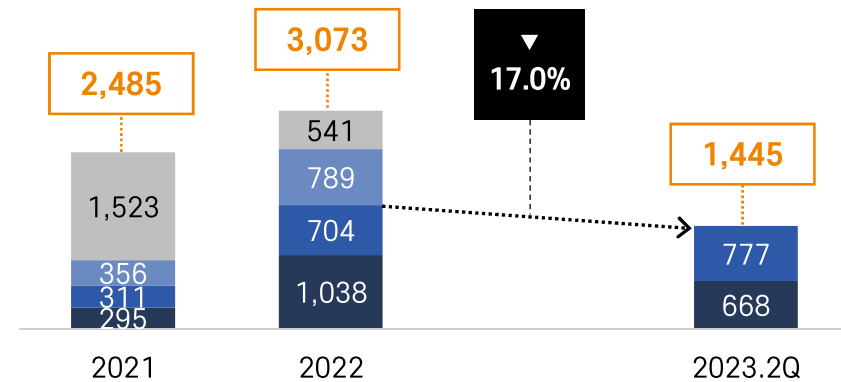
### ▪ Order Backlog



### ▪ Sales

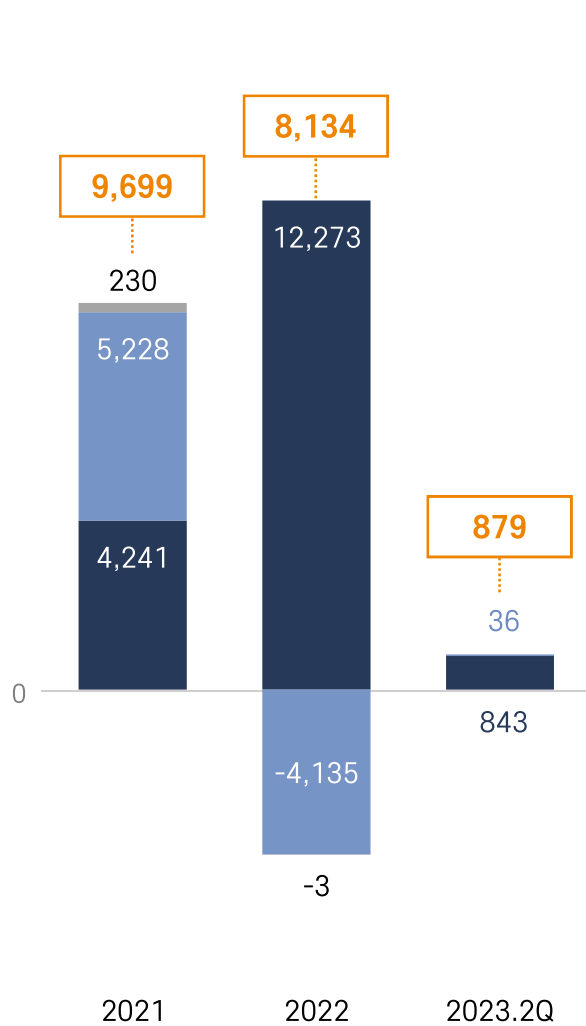


### ▪ Business Profits

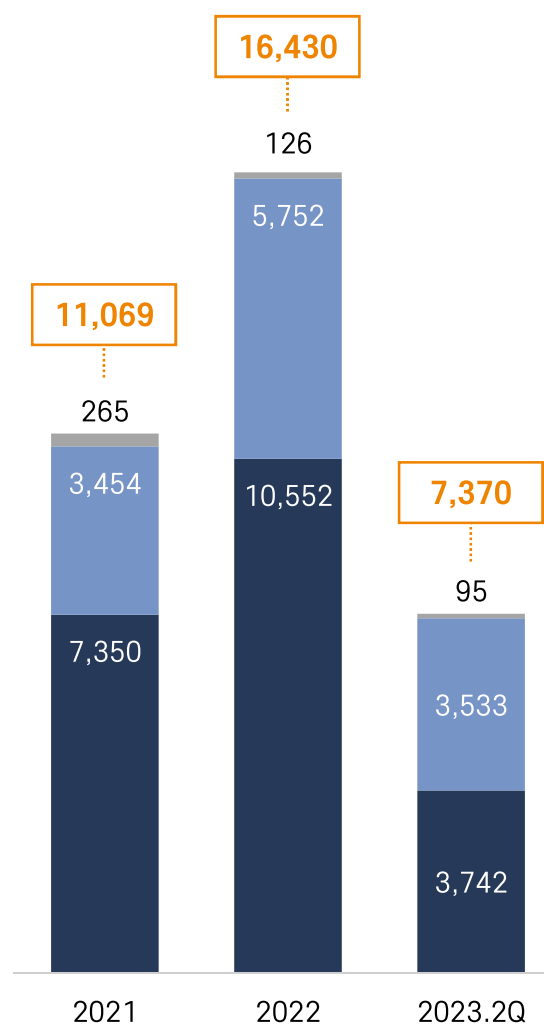


(Unit: KRW 100M) ■ Own ■ Construction ■ Civil Engineering

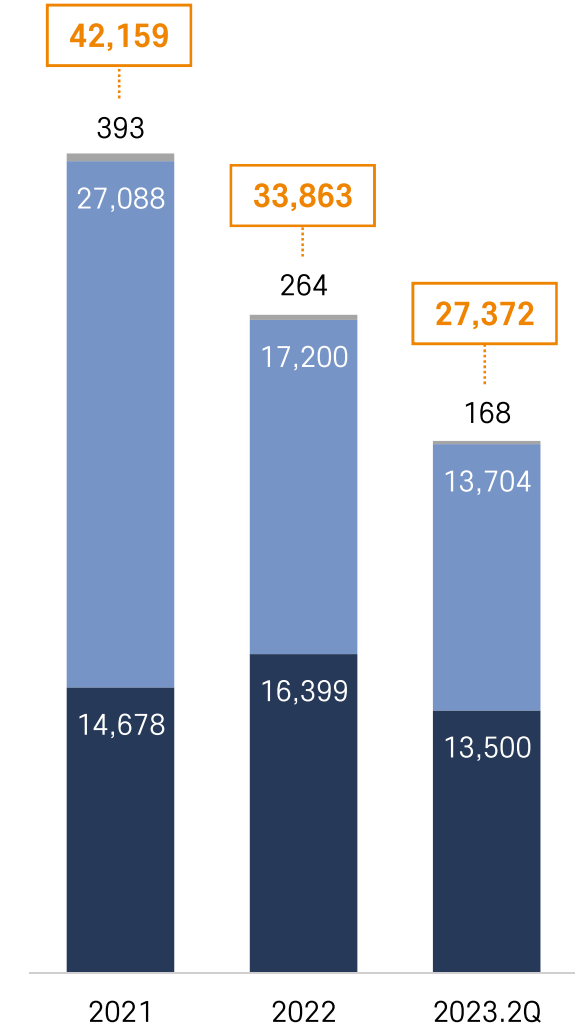
### New Order Trend by Work type



### 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	100.0%	1,088	5,305	In Progress
	New Centro Eileen-Garden, Gyeongju	2020.12 - 2023.05	100.0%	795	3,611	In Progress
	Ulsan New City Eileen's Garden No. 1	2021.04 - 2024.01	63.2%	803	3,902	In Progress
	Ulsan New City Eileen's Garden No. 2	2021.03 - 2024.06	45.9%	967	2,608	Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (8,9BL)	2022.04 - 2025.03	21.7%	-	5,893	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (10BL)	2022.04 - 2024.12	22.9%	-	2,410	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (6,7BL)	2022.10 - 2025.11	13.7%	-	2,150	Transferred
Subtotal				3,653	25,879	
Sub contract	W, Suseong Beomeo, Daegu	2019.05 - 2023.12	82.4%	1,868	6,802	In Progress
	Oceanlife Eileen-Garden, Busan	2017.11 - 2023.06	100.0%	1,228	2,478	In Progress
	Eileen-Garden, Jukjeon Station, Daegu	2021.05 - 2024.02	63.8%	959	2,285	In Progress
	Eileen-Garden, Centeompark, Beonyeong-ro,Ulsan	2021.06 - 2024.04	62.9%	191	442	In Progress
	Eileen-Garden, Centeompark, Changwon	2021.07 - 2024.05	62.5%	1,470	3,190	In Progress
Subtotal				5,716	15,197	
Total				9,369	41,076	

PROJECT  
IN PLANUnit :  
KRW 100M

Lotting-out Period	Site Name	No. of Households/m <sup>2</sup>	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 11,190m <sup>2</sup>	TBD	Own
	Jungsan District, Gyeongsan	Land area around 106,128m <sup>2</sup>	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 11,190㎡	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

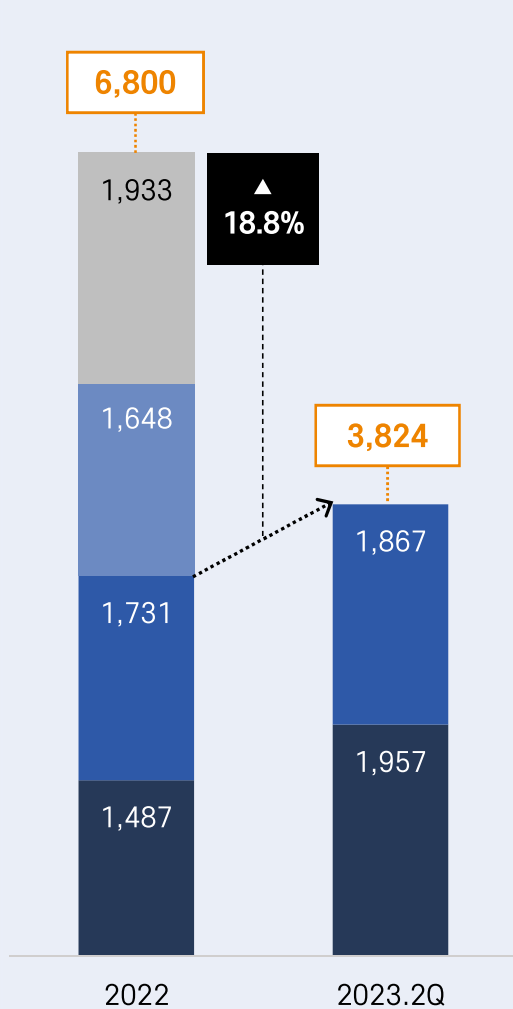
Land area approximately 106,128㎡	Development type Other than residential & Commercial complex
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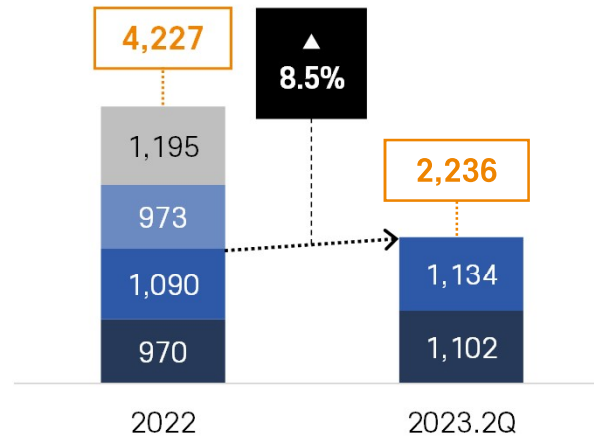
### Sales Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

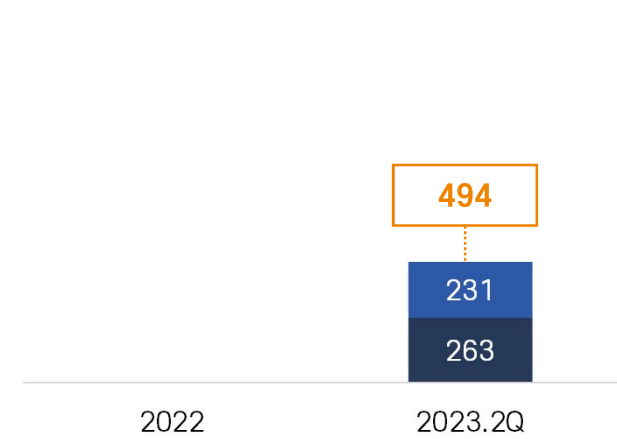
#### Non-construction sector



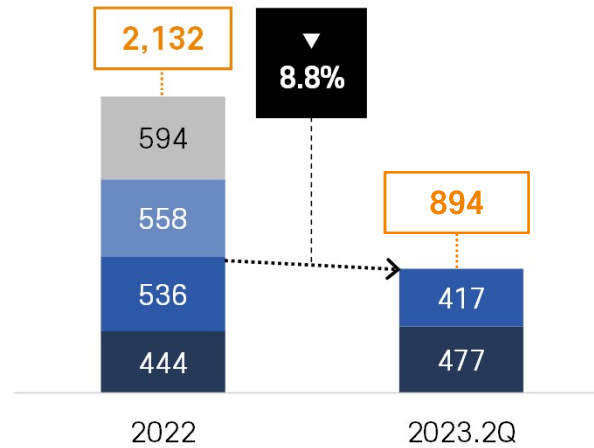
#### Environment (Waste)



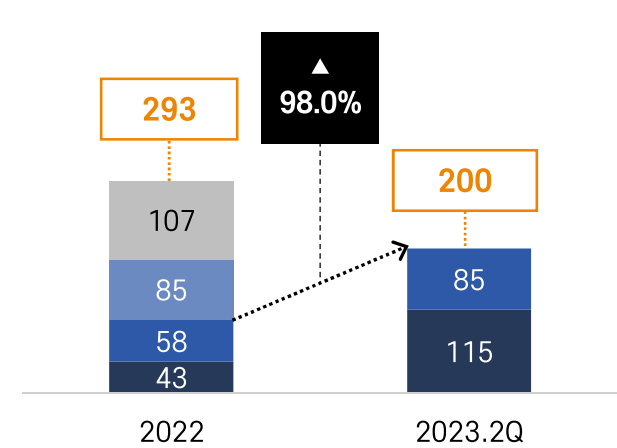
#### Environment (Secondary Battery)



#### Concrete



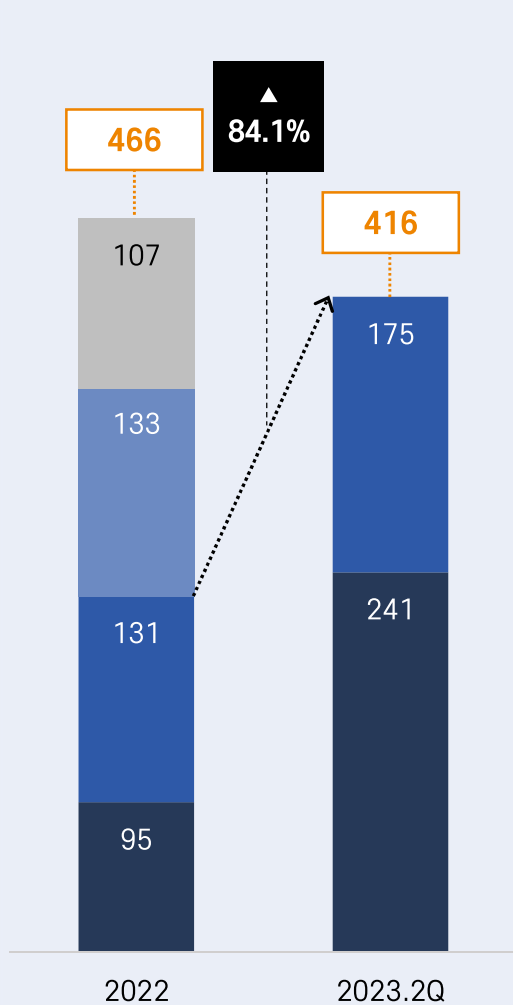
#### Others



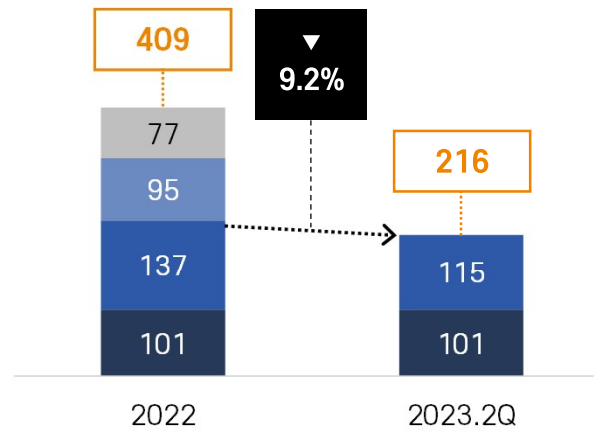
### Business Profits Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

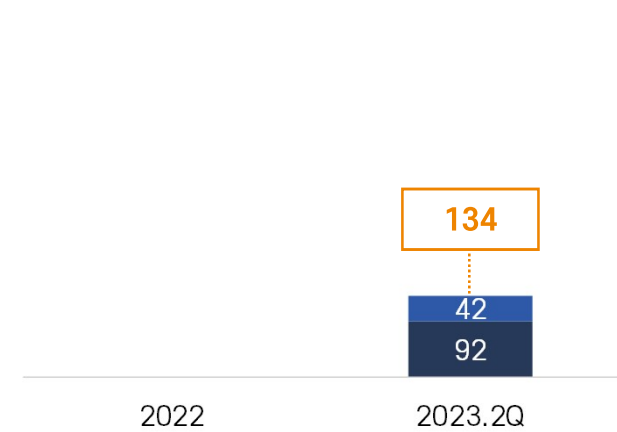
#### Non-construction sector



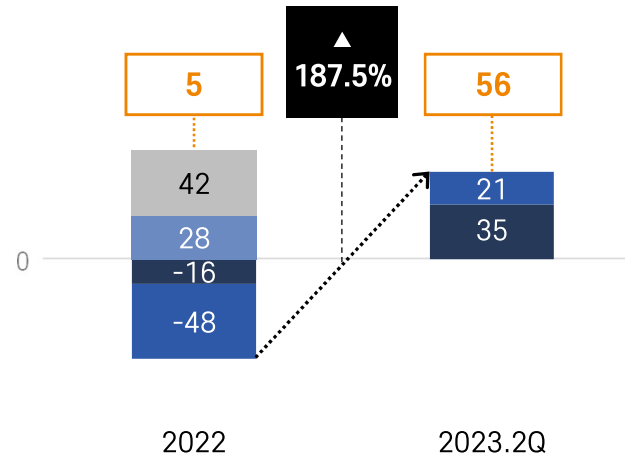
#### Environment (Waste)



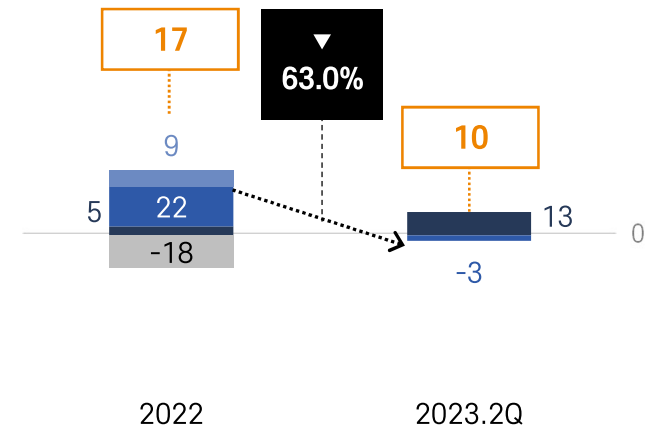
#### Environment (Secondary Battery)



#### Concrete

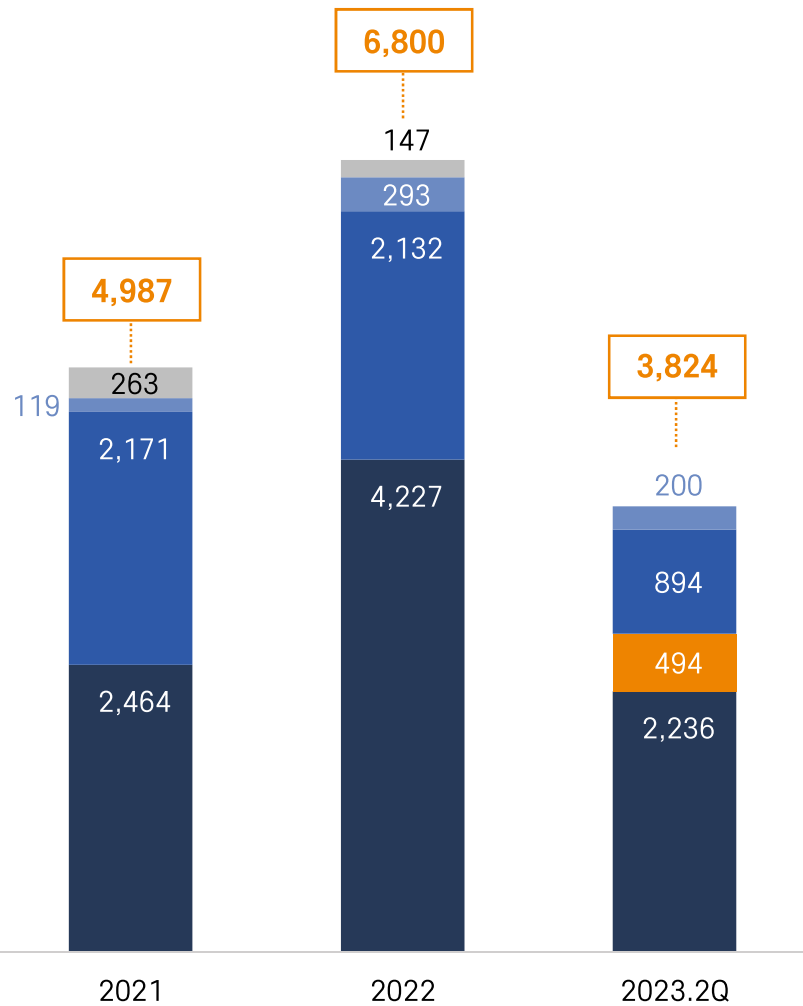


#### Others

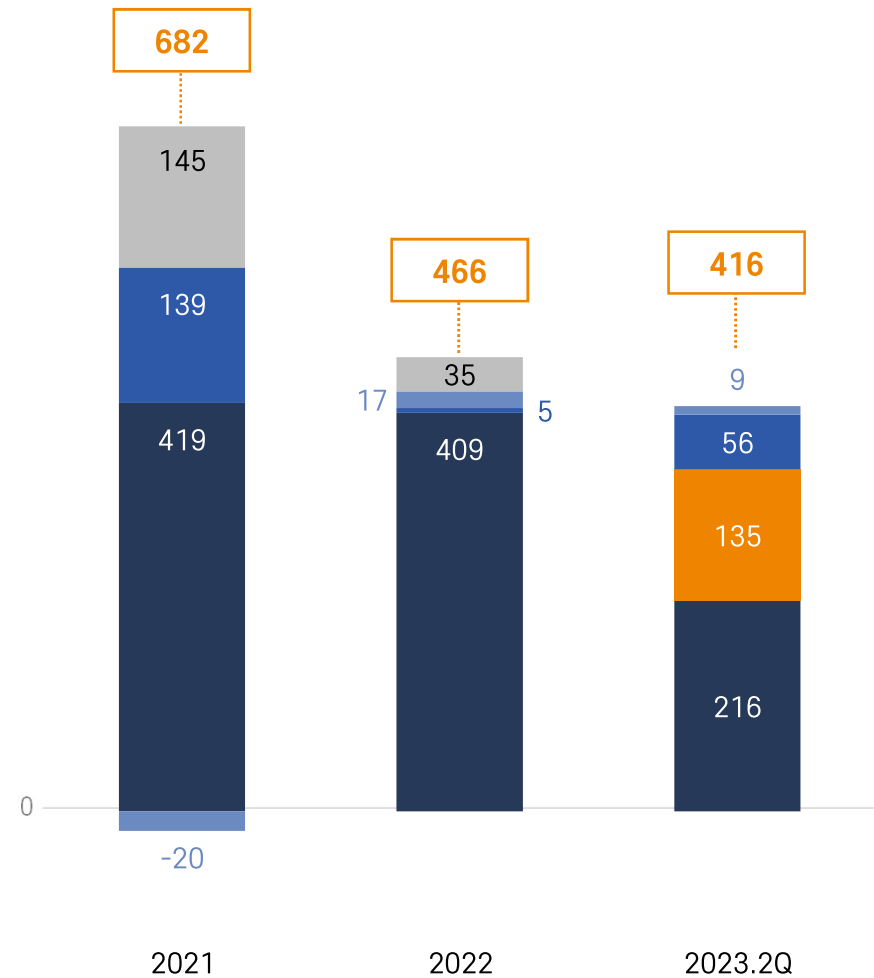


(Unit: KRW 100M) ■ Environment (Waste) ■ Environment (Secondary Battery) ■ Concrete ■ etc ■ Shipping

Sales Trend by Sectors



Business Profit Trend by Sectors



# 4

## APPENDIX

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





## At the center of global attention

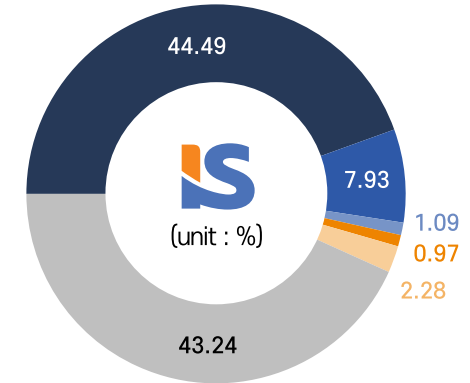
# GLOBAL LEADER IS Dongseo

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.

<b>Company Name</b>	IS Dongseo Co., Ltd.
<b>CEO</b>	Huh Seok-Heon, Jeong Won-Ho, Kim Gap-Jin, Lee Jun-gil
<b>Date of foundation</b>	1989. 03. 07
<b>Capital</b>	15.4 billion won (as of June 30, 2023)
<b>Number of Employees</b>	727 (as of June 30, 2023)
<b>Key Business</b>	Total construction, concrete product manufacturing
<b>Address</b>	741, Yeongdong-daero, Gangnam-gu, Seoul, Republic of Korea
<b>WEB</b>	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
<b>Total</b>	<b>30,892,606</b>	<b>100.00</b>

\* as of June 30, 2023

## Financial Statement (Unit: KRW 100M)

Type	2021	2022	2023.2Q
Liquid Assets	21,247	22,078	23,350
Non-Liquid Assets	13,850	15,300	17,167
<b>Assets Total</b>	<b>35,098</b>	<b>37,378</b>	<b>40,517</b>
Liquid Liabilities	14,997	16,590	13,093
Non-Liquid Liabilities	5,532	4,726	9,516
<b>Liabilities Total</b>	<b>20,529</b>	<b>21,317</b>	<b>22,608</b>
Capital	154	154	154
Earned Surplus	8,327	9,935	11,666
<b>Capital</b>	<b>14,569</b>	<b>16,061</b>	<b>17,909</b>
<b>Earned Surplus</b>	<b>35,098</b>	<b>37,378</b>	<b>40,517</b>

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

Type	2021	2022	2023.2Q
Sales	16,084	22,784	10,969
Sales Cost	11,493	17,361	8,367
<b>Gross Profit</b>	<b>4,591</b>	<b>5,423</b>	<b>2,602</b>
Sales & Administrative Expenses	1,483	1,972	799
Business Profits	3,108	3,451	1,804
Net Profit before Income Tax Expenses	1,677	2,860	2,347
<b>Net Profit</b>	<b>1,107</b>	<b>2,049</b>	<b>1,782</b>

## Financial Statement (Unit: KRW 100M)

Type	2021	2022	2023.2Q
Liquid Assets	19,304	18,692	19,608
Non-Liquid Assets	11,061	12,838	14,994
<b>Assets Total</b>	<b>30,365</b>	<b>31,530</b>	<b>34,602</b>
Liquid Liabilities	13,662	14,375	11,068
Non-Liquid Liabilities	4,476	3,326	7,637
<b>Liabilities Total</b>	<b>18,138</b>	<b>17,701</b>	<b>18,705</b>
Capital	154	154	154
Earned Surplus	8,151	9,708	11,741
<b>Capital</b>	<b>12,227</b>	<b>13,829</b>	<b>15,898</b>
<b>Earned Surplus</b>	<b>30,365</b>	<b>31,530</b>	<b>34,602</b>

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

Type	2021	2022	2023.2Q
Sales	12,624	18,065	7,835
Sales Cost	9,016	13,647	5,900
<b>Gross Profit</b>	<b>3,607</b>	<b>4,418</b>	<b>1,936</b>
Sales & Administrative Expenses	1,046	1,360	460
Business Profits	2,561	3,058	1,476
Net Profit before Income Tax Expenses	1,510	2,610	2,520
<b>Net Profit</b>	<b>1,097</b>	<b>1,905</b>	<b>2,034</b>

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

### ICHEON Factory

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

### EUMSEONG Factory

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

### CHEONAN Factory

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

### CHEONGYANG Factory

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

### CHANGNYEONG Factory

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



# IS DONGSEO INVESTOR RELATIONS THANK YOU

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