

# IS DONGSEO

INVESTOR RELATIONS 2024



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IS DONGSEO

INVESTOR RELATIONS 2024

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





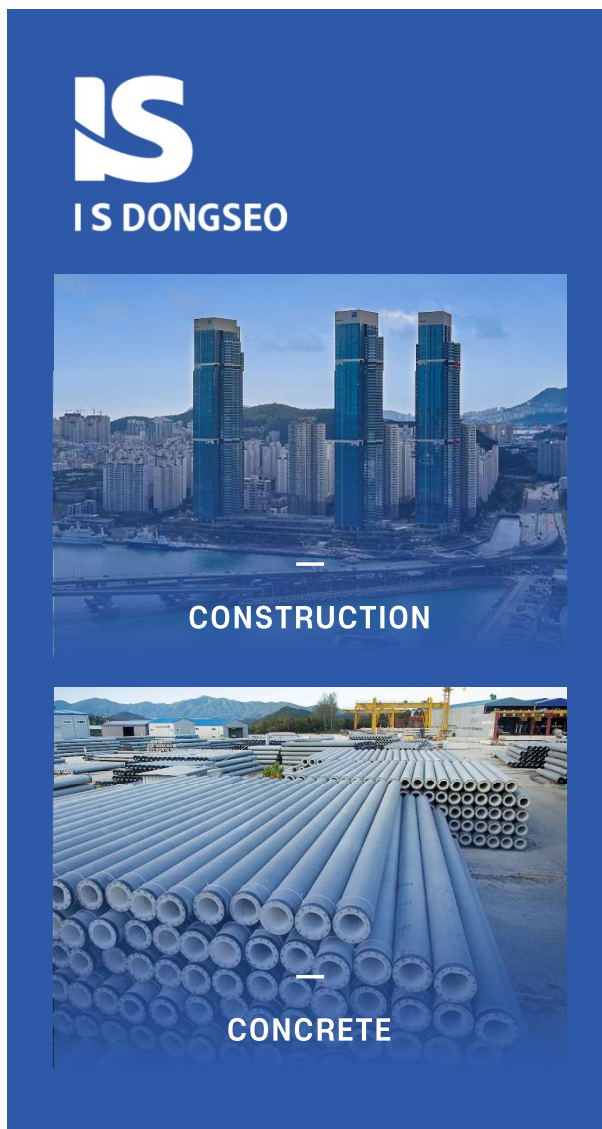
# 1 COMPANY INTRODUCTION

01 Organization Chart

02 Business Areas



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



## Key Subsidiaries

19 subsidiaries and partners in addition to those below

### 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%**

March 31, 2024

**Construction**

## Sales

**234.1 billion won**

## Sales proportion

**55.8%**

## Key Business

- Apartment (Eileen's Garden)
- High-rise residential & commercial complex (W)
- Knowledge Industry Center (IS Biz Tower)

**Environment (Waste)**

## Sales

**102.2 billion won**

## Sales proportion

**24.4%**

## Key Business

- Disposal of construction waste
- Operation of garbage landfill
- Car recycling
- Environmental Facility Construction
- Entrusted Operation of Environmental Facilities

**Environment (Secondary Battery)**

## Sales

**25.4 billion won**

## Sales proportion

**6.1%**

## Key Business

- Battery Recycling Business

**Concrete**

## Sales

**46.9 billion won**

## Sales proportion

**11.2%**

## Key Business

- PHC File
- PC Railroad tie
- Construction / civil engineering PC

**etc**

## Sales

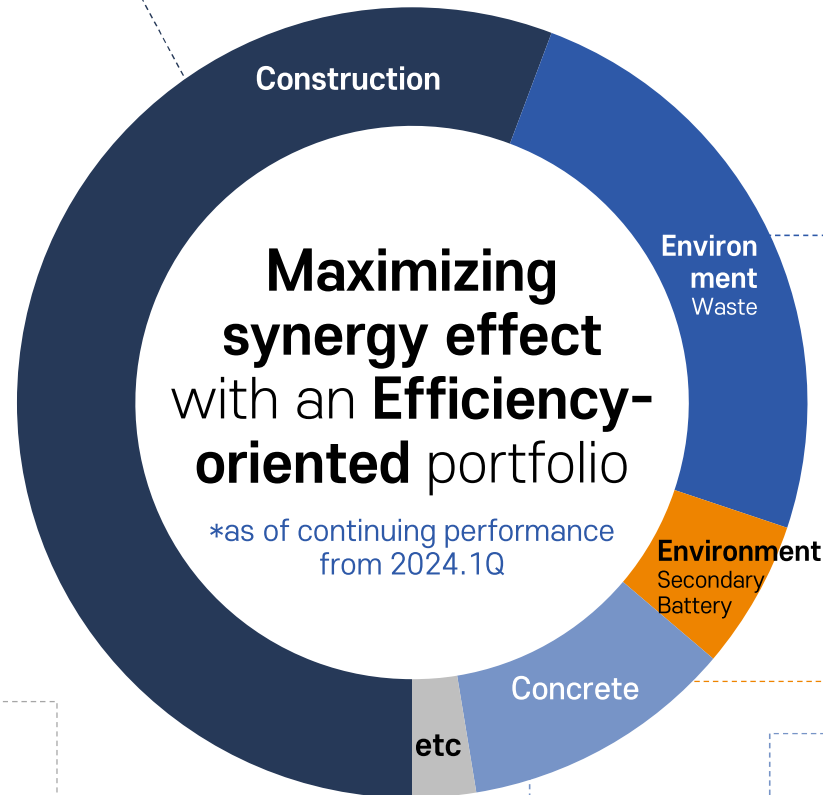
**10.8 billion won**

## Sales proportion

**2.6%**

## Key Business

- Operation of indoors sports & cultural facilities
- Other rental profits





# 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

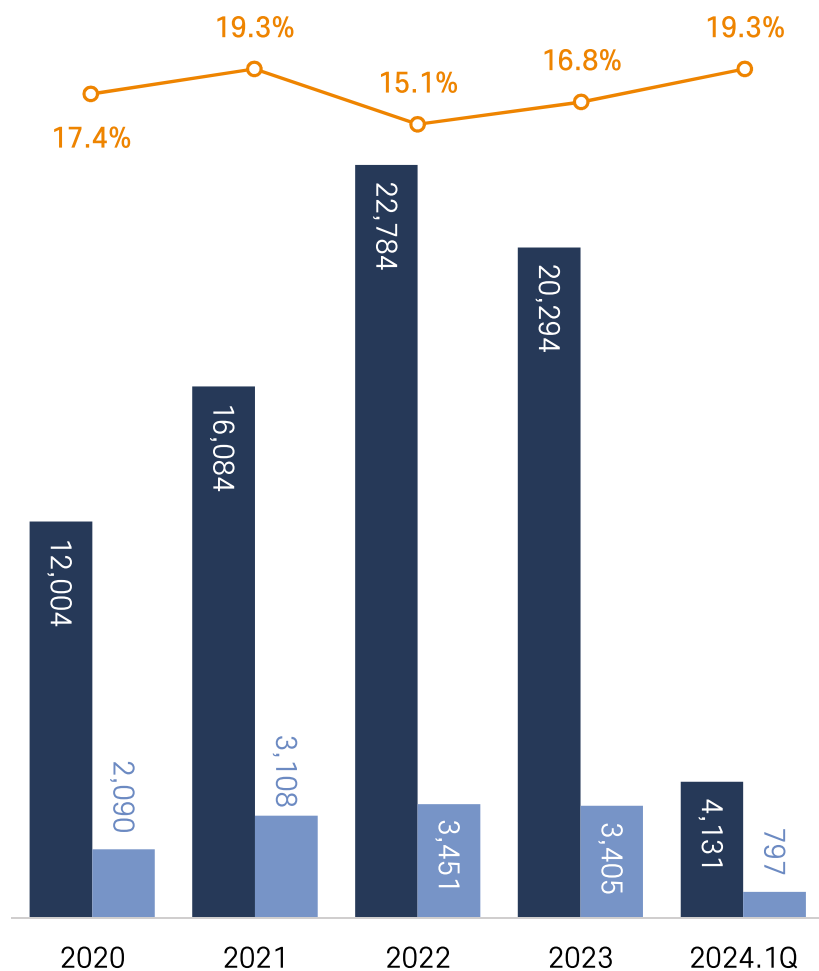
(Consolidated)

(Unit: KRW 100M, %)

○ Operating profit (%)

■ Business Profits

■ Sales



## Management Performance

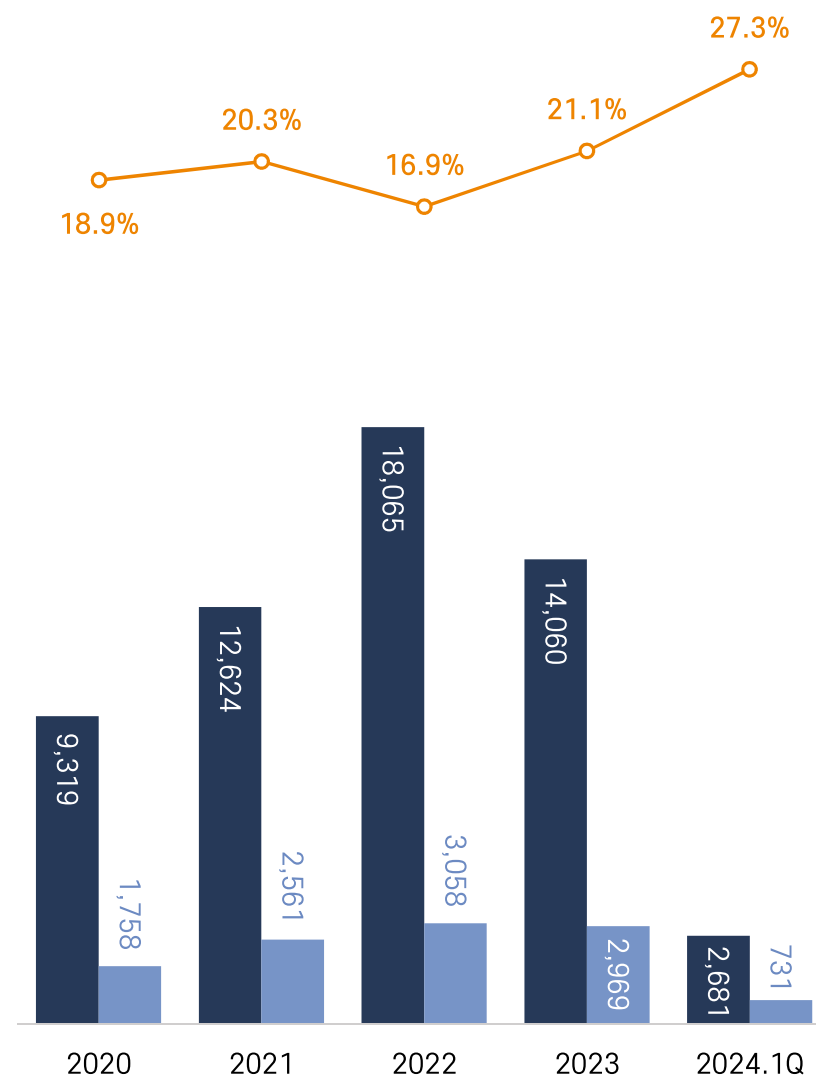
(Separate)

(Unit: KRW 100M, %)

○ Operating profit (%)

■ Business Profits

■ Sales

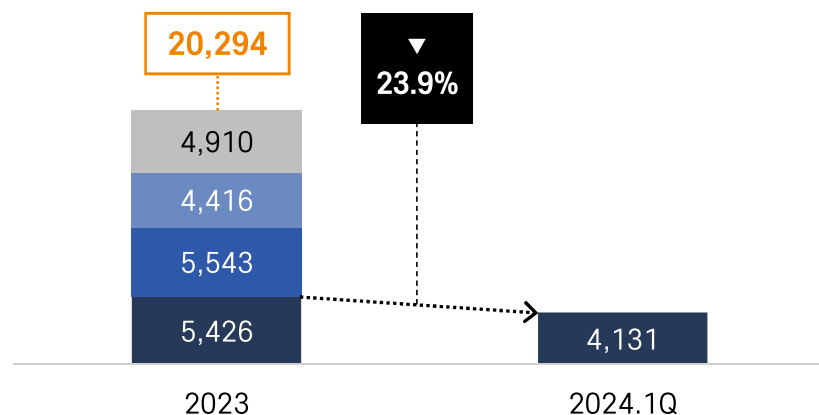




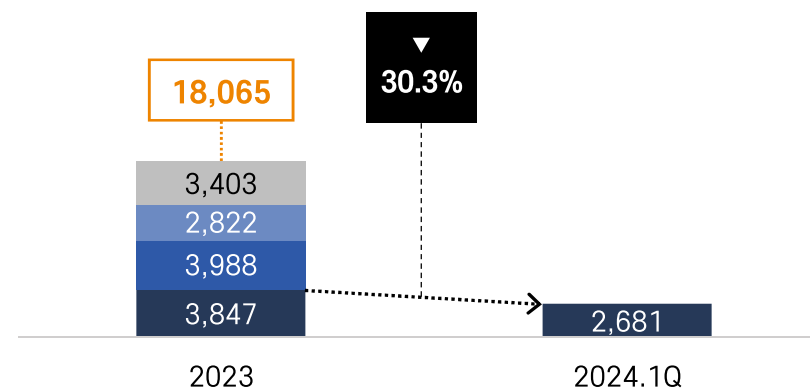
## 2024.1Q - Sales & Business Profits (Unit: KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

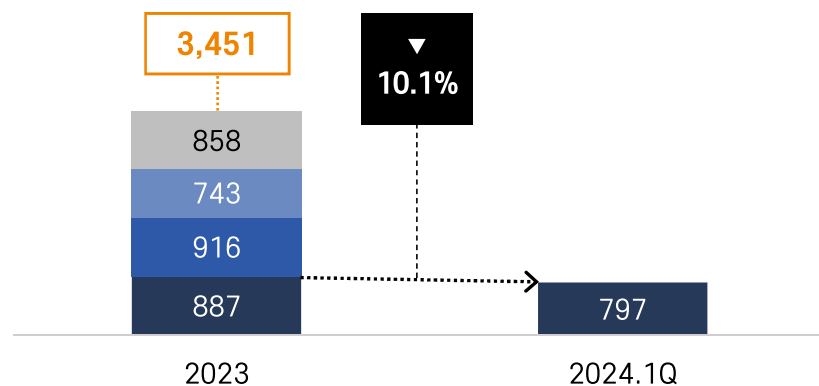
### 2024.1Q Sales (Consolidated)



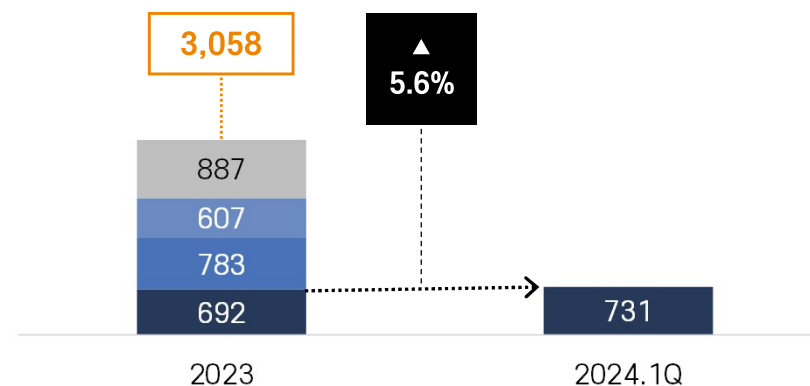
### 2024.1Q Sales (Separate)



### 2024.1Q Business Profits (Consolidated)



### 2024.1Q Business Profits (Separate)



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

Type	2023.1Q	YOY	2024.1Q
Liquid Assets	24,749	2.3	25,307
Non-Liquid Assets	16,930	-0.9	16,786
<b>Assets Total</b>	<b>41,680</b>	<b>1.0</b>	<b>42,093</b>
Liquid Liabilities	16,983	-1.9	16,656
Non-Liquid Liabilities	7,251	7.8	7,817
<b>Liabilities Total</b>	<b>24,234</b>	<b>1.0</b>	<b>24,473</b>
Capital	154	-	154
Earned Surplus	11,297	-0.8	11,206
<b>Capital</b>	<b>17,446</b>	<b>1.0</b>	<b>17,619</b>
<b>Earned Surplus</b>	<b>41,680</b>	<b>1.0</b>	<b>42,093</b>

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

Type	2023.1Q	YOY	2024.1Q
Sales	5,426	-23.9	4,131
Sales Cost	4,181	-31.5	2,866
<b>Gross Profit</b>	<b>1,244</b>	<b>1.7</b>	<b>1,265</b>
Sales & Administrative Expenses	357	31.1	468
Business Profits	887	-10.1	797
Net Profit before Income Tax Expenses	1,774	-74.5	453
<b>Net Profit</b>	<b>1,384</b>	<b>-75.3</b>	<b>342</b>



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

Type	2023.1Q	YOY	2024.1Q
Liquid Assets	20,709	1.4	21,007
Non-Liquid Assets	14,771	1.2	14,945
<b>Assets Total</b>	<b>35,480</b>	<b>1.3</b>	<b>35,952</b>
Liquid Liabilities	14,640	-0.2	14,611
Non-Liquid Liabilities	5,584	3.6	5,784
<b>Liabilities Total</b>	<b>20,224</b>	<b>0.8</b>	<b>20,395</b>
Capital	154	-	154
Earned Surplus	11,090	1.0	11,205
<b>Capital</b>	<b>15,256</b>	<b>2.0</b>	<b>15,557</b>
<b>Earned Surplus</b>	<b>35,480</b>	<b>1.3</b>	<b>35,952</b>

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

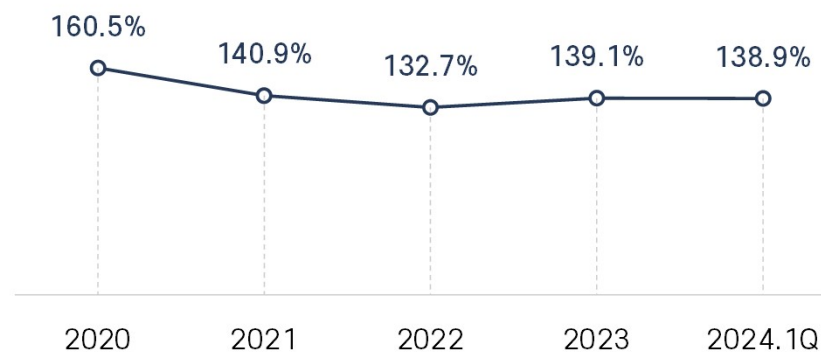
Type	2023.1Q	YOY	2024.1Q
Sales	3,847	-30.3	2,681
Sales Cost	2,960	-44.4	1,646
<b>Gross Profit</b>	<b>888</b>	<b>16.6</b>	<b>1,035</b>
Sales & Administrative Expenses	195	55.4	303
Business Profits	692	5.6	731
Net Profit before Income Tax Expenses	1,744	-75.5	428
<b>Net Profit</b>	<b>1,382</b>	<b>-76.0</b>	<b>331</b>

## Management Performance - Consolidated

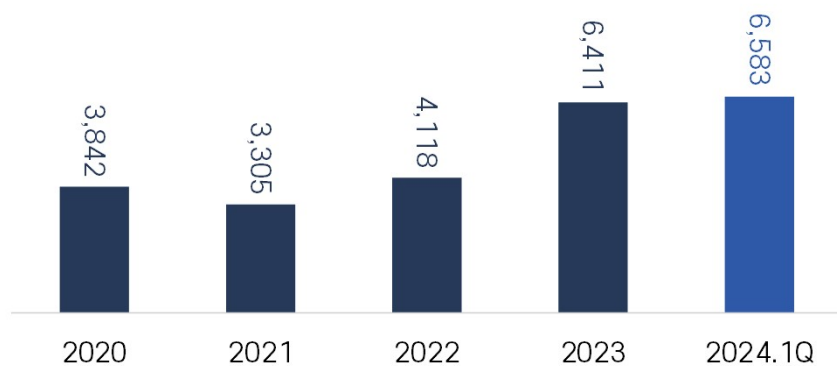
### ▪ ROE (Unit: %)



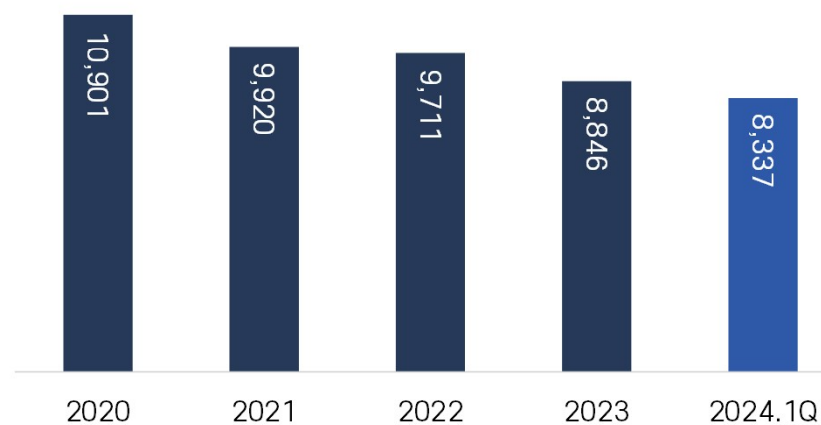
### ▪ Debt Ratio (Unit: %)



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



### ▪ Net Loan (Unit: KRW 100M)



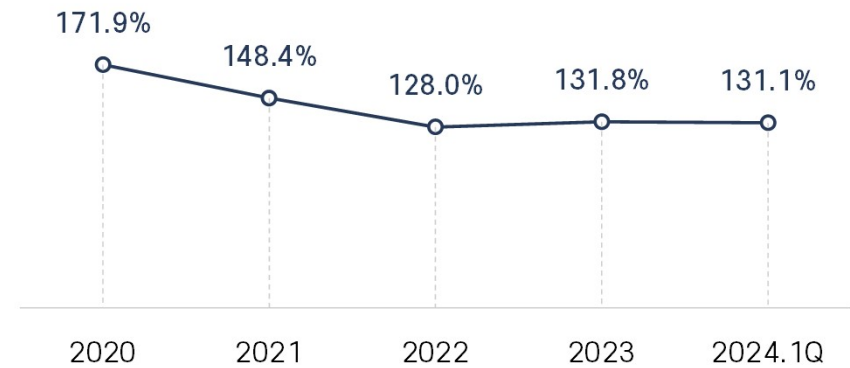


## Management Performance - Separate

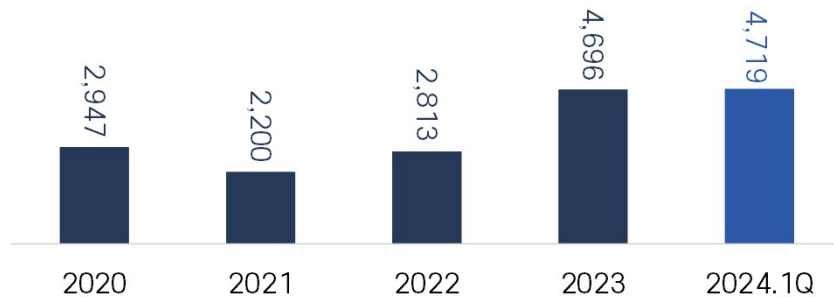
### ▪ ROE (Unit: %)



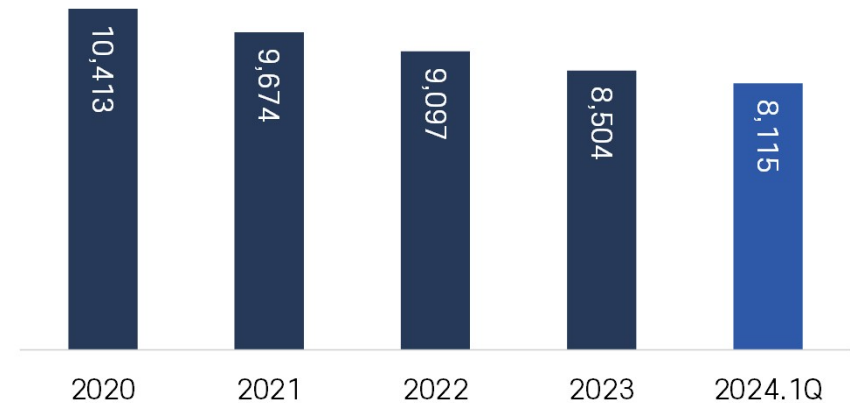
### ▪ Debt Ratio (Unit: %)



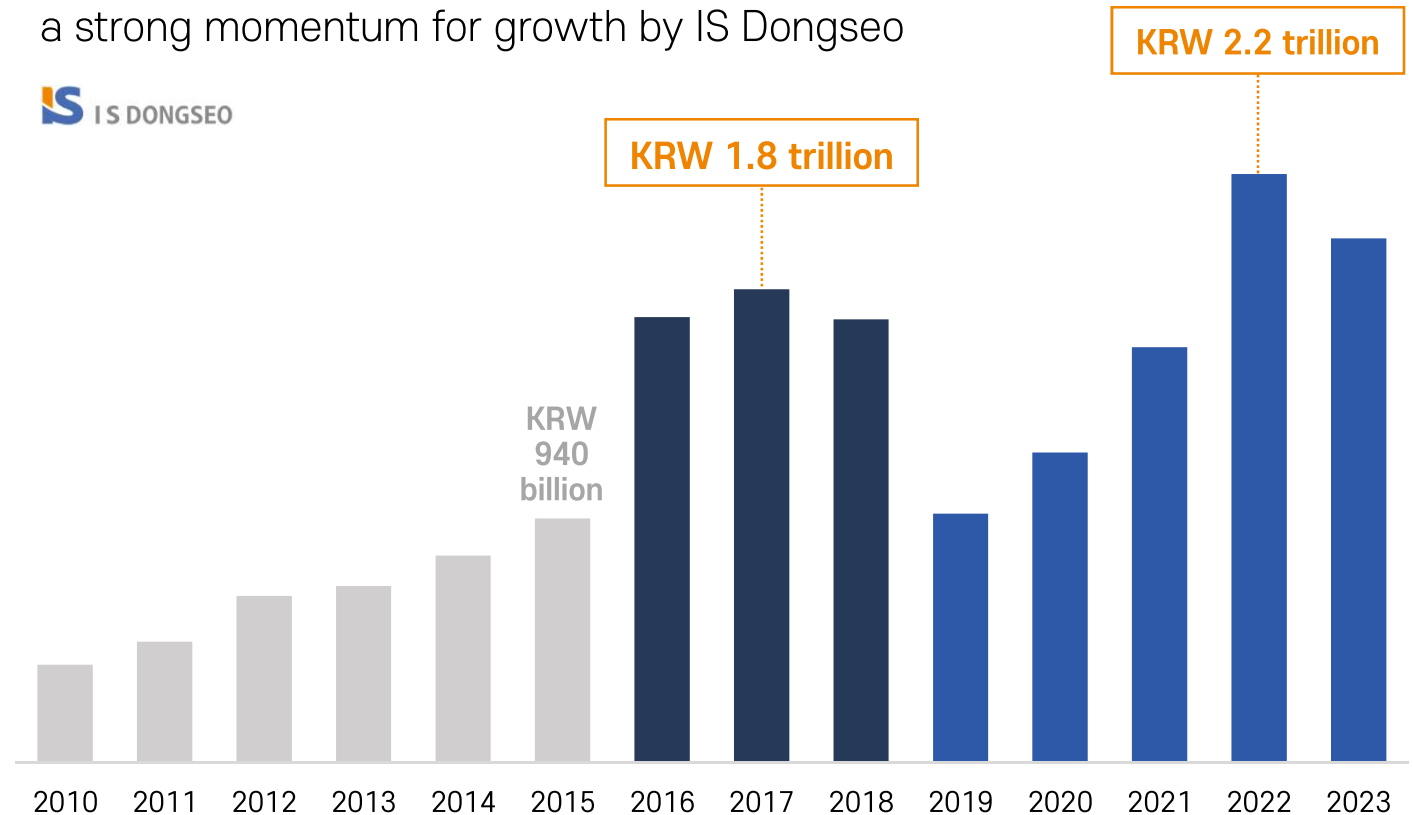
### ▪ Cash & Cashable Assets (Unit: KRW 100M)



### ▪ Net Loan (Unit: KRW 100M)



## Yongho-dong W Project, a strong momentum for growth by IS Dongseo



### 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

### 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



# Increasing competitiveness and identifying new opportunities with strategic M&A

## 2008 Ilsin Construction Ltd. Dongseo Industries Ltd.

### Purpose of merger

- Creating synergy between con-struction 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

## BTS Technology

### Purpose of merger

- Reduction of non-core businesses
- Expansion of European region

## 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**

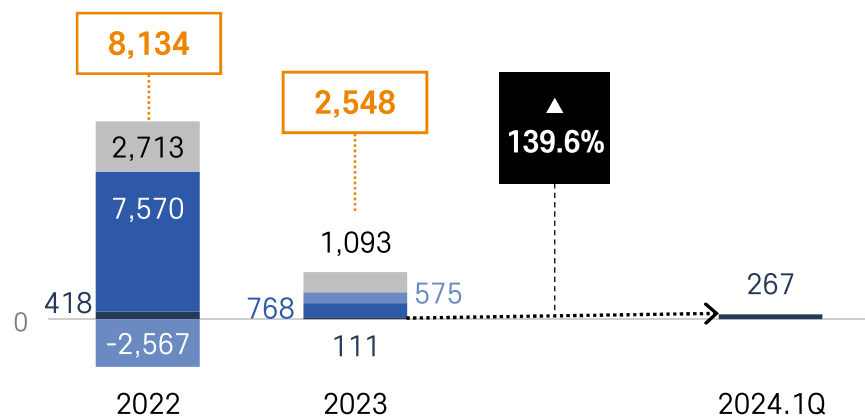
01 Construction Sector

02 Non-Construction Sector

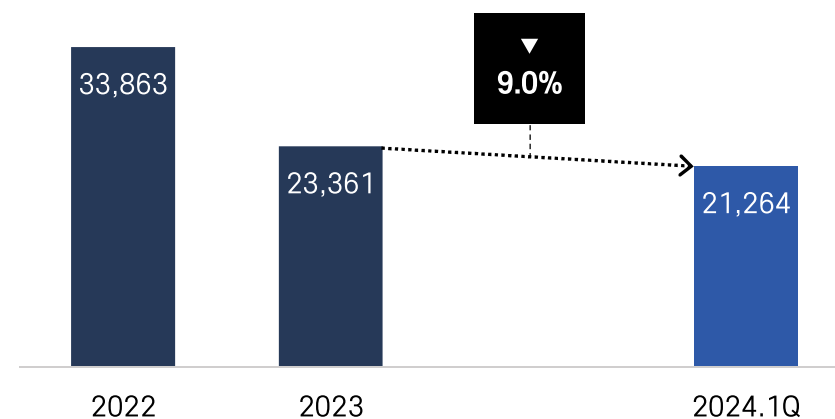


(Unit: KRW 100M) ■ 1Q ■ 2Q ■ 3Q ■ 4Q

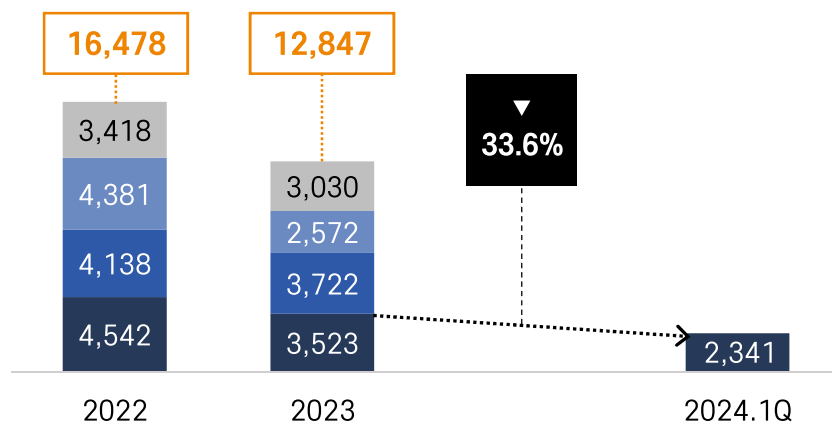
## ▪ New Orders



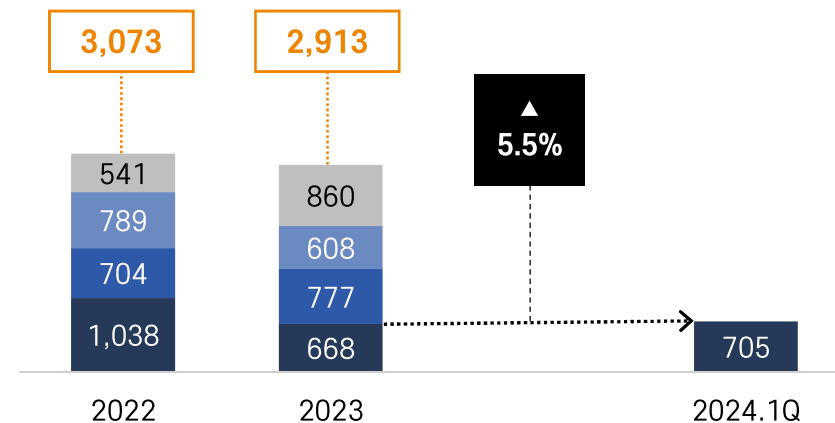
## ▪ Order Backlog



## ▪ Sales



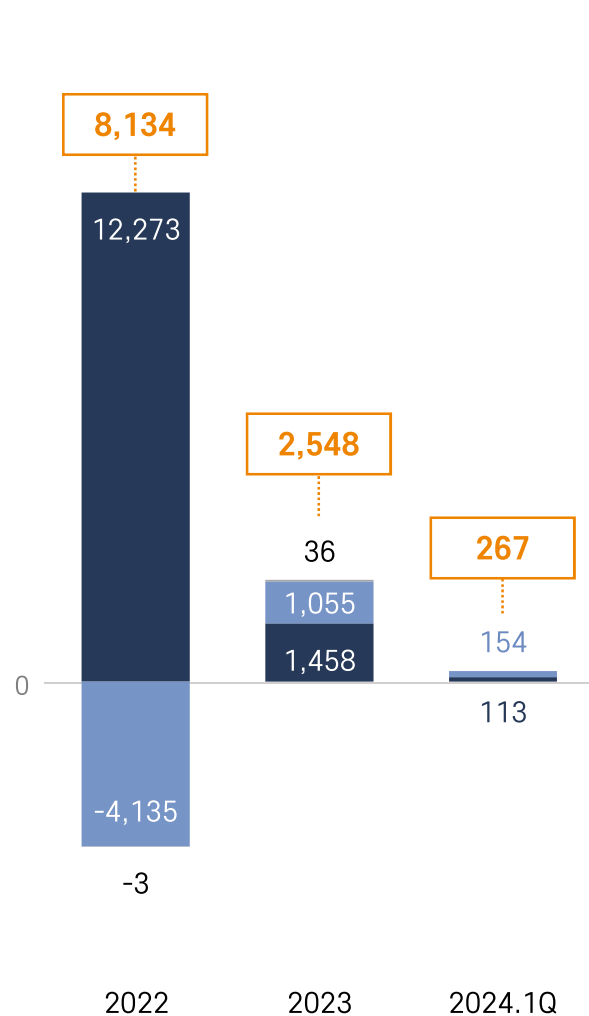
## ▪ Business Profits



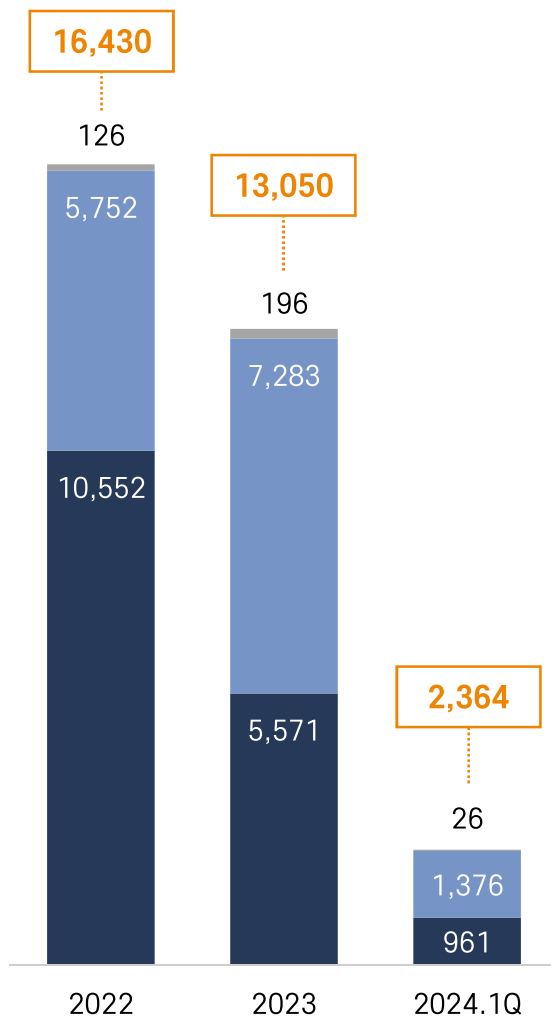


(Unit: KRW 100M) ■ Own ■ Construction ■ Civil Engineering

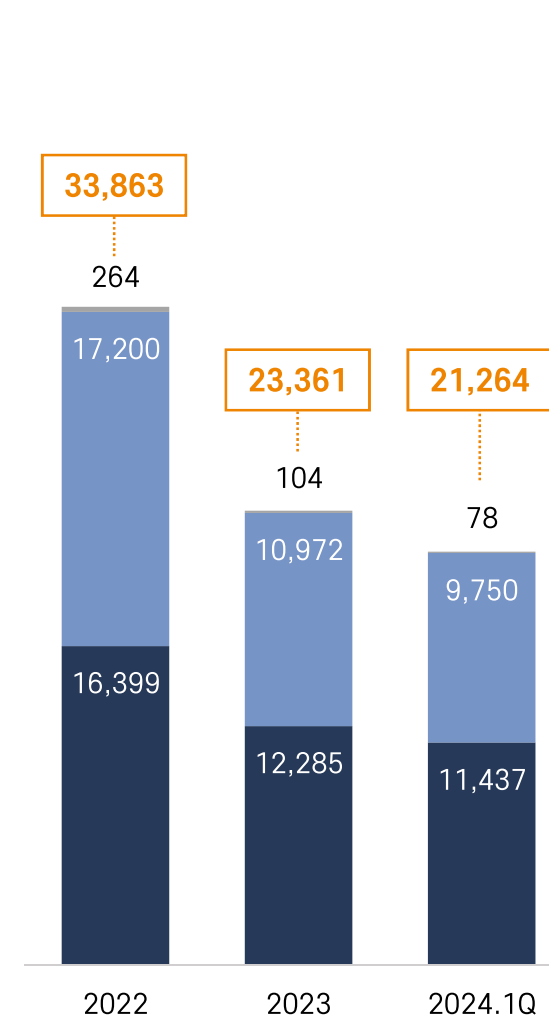
## | New Order Trend by Work type



## | Sales Weight Trend by Work type



## | Order Backlog Trend by Work type



## Construction Sector

PROJECT  
IN PROGRESSUnit :  
KRW 100M

Type	Site Name	Construction Period	Progress	No. of Households	Contract/Subcontract Amount	Rev. Recognition
Own	Ulsan New City Eileen's Garden No. 1	2021.04 - 2024.01	100.0%	803	3,898	In Progress
	Ulsan New City Eileen's Garden No. 2	2021.03 - 2024.06	82.5%	967	2,660	Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (8,9BL)	2022.04 - 2025.03	40.1%	-	5,904	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (10BL)	2022.04 - 2024.12	44.1%	-	2,390	In Progress + Transferred
	IS BIZ Tower Central, DMC, Deokeun, Goyang (6,7BL)	2022.10 - 2025.11	26.9%	-	2,883	Transferred
Subtotal				1,770	17,736	
Sub contract	Eileen-Garden, Jukjeon Station, Daegu	2021.05 - 2024.02	100.0%	959	2,806	In Progress
	Eileen-Garden, Centeompark, Beonyeong-ro,Ulsan	2021.06 - 2024.04	97.4%	191	442	In Progress
	Eileen-Garden, Centeompark, Changwon	2021.07 - 2024.05	95.3%	1,470	3,190	In Progress
Subtotal				2,620	6,438	
Total				4,390	24,174	

PROJECT  
IN PLANUnit :  
KRW 100M

Lotting-out Period	Site Name	No. of Households/m <sup>2</sup>	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 11,210 m <sup>2</sup>	TBD	Own
	Jungsan District, Gyeongsan	3,443	TBD	Own
Total		8,242	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	Land ownership	Development type
approximately 11,210 m <sup>2</sup>	2 industrial complexes	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	No. of Households	Development type
Approximately 106,314 m <sup>2</sup>	3,433 households	59th floor, residential- commercial complex

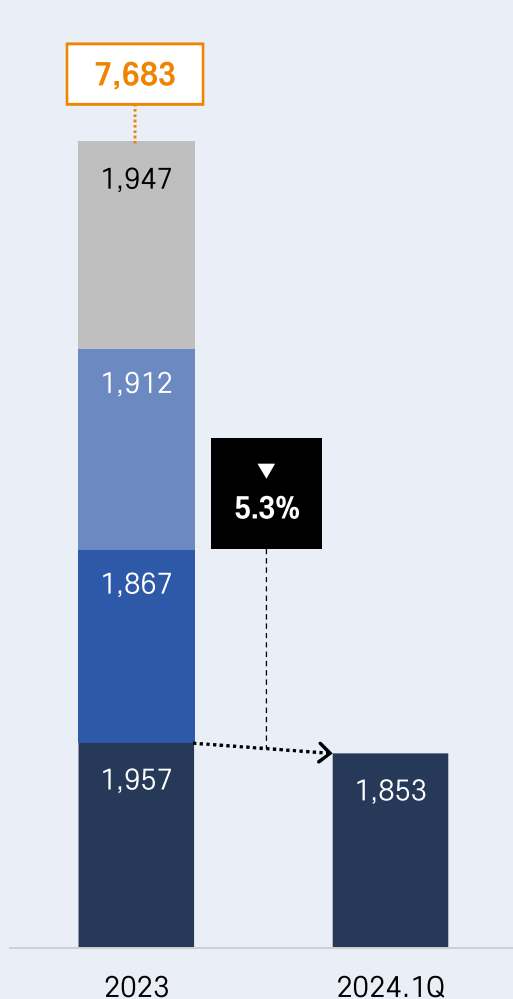




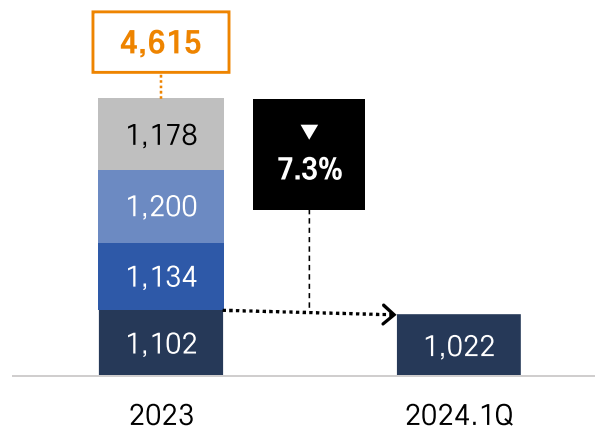
## Sales Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

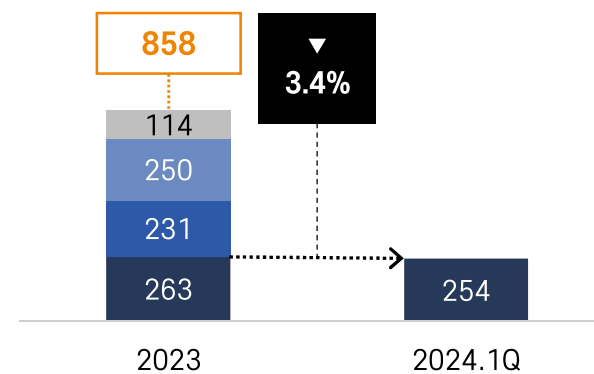
## Non-construction sector



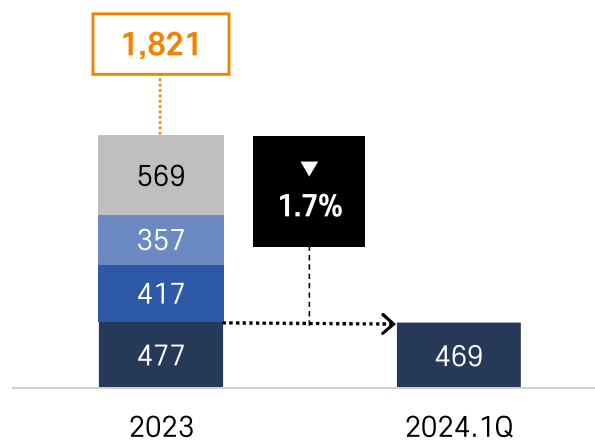
## Environment (Waste)



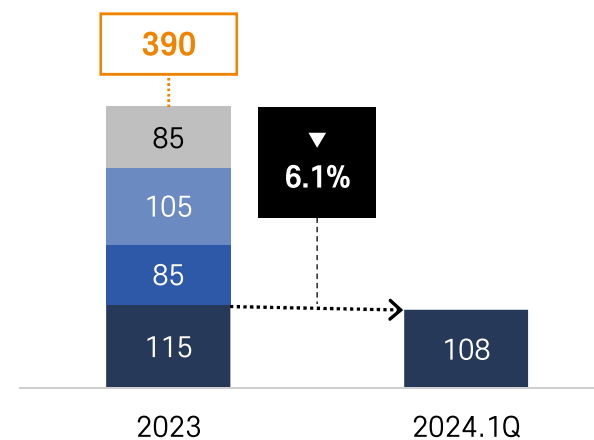
## Environment (Secondary Battery)



## Concrete



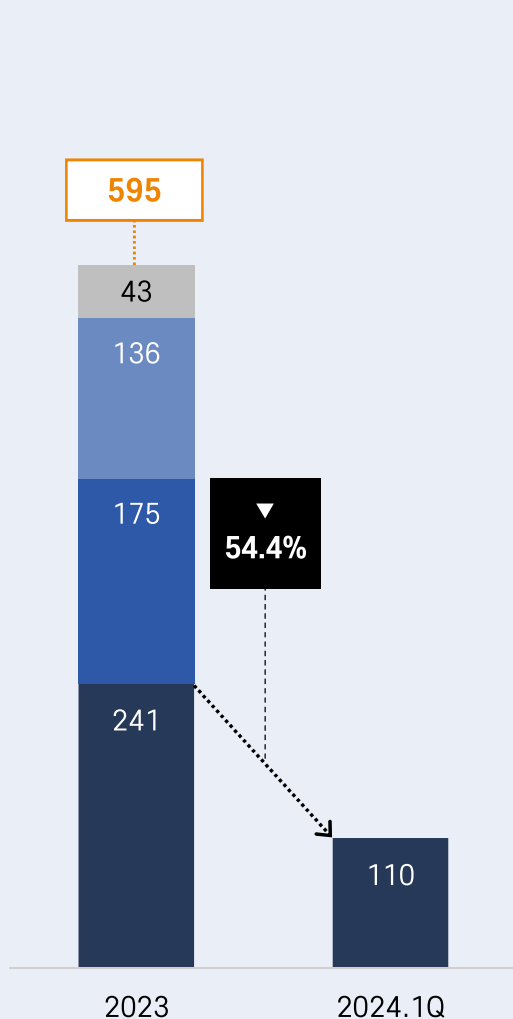
## Others



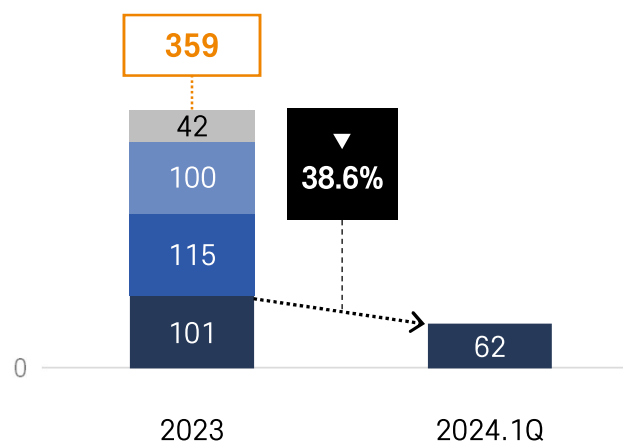
## Business Profits Performance (Unit : KRW 100M)

■ 1Q ■ 2Q ■ 3Q ■ 4Q

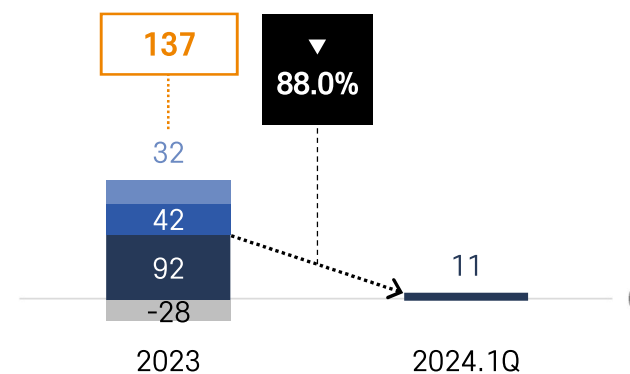
### Non-construction sector



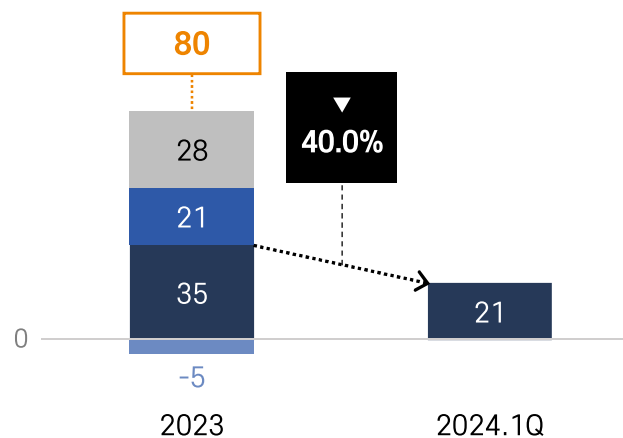
### Environment (Waste)



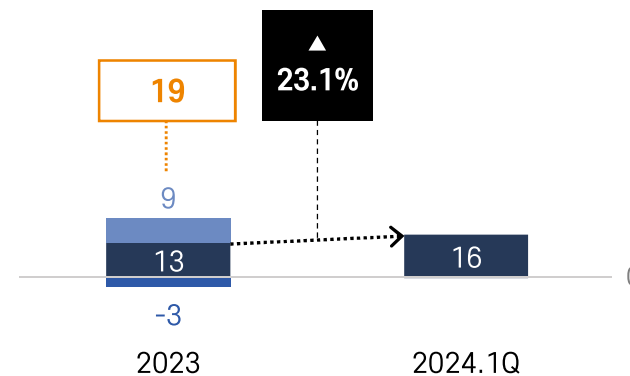
### Environment (Secondary Battery)



### Concrete

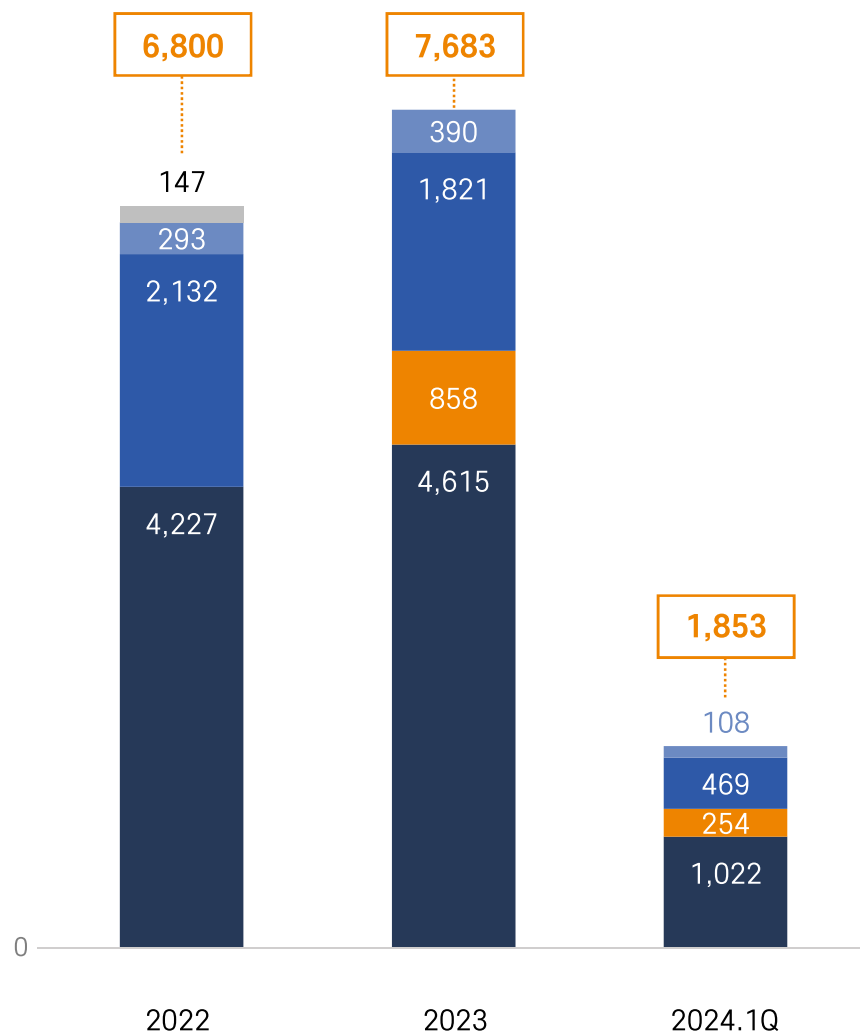


### Others

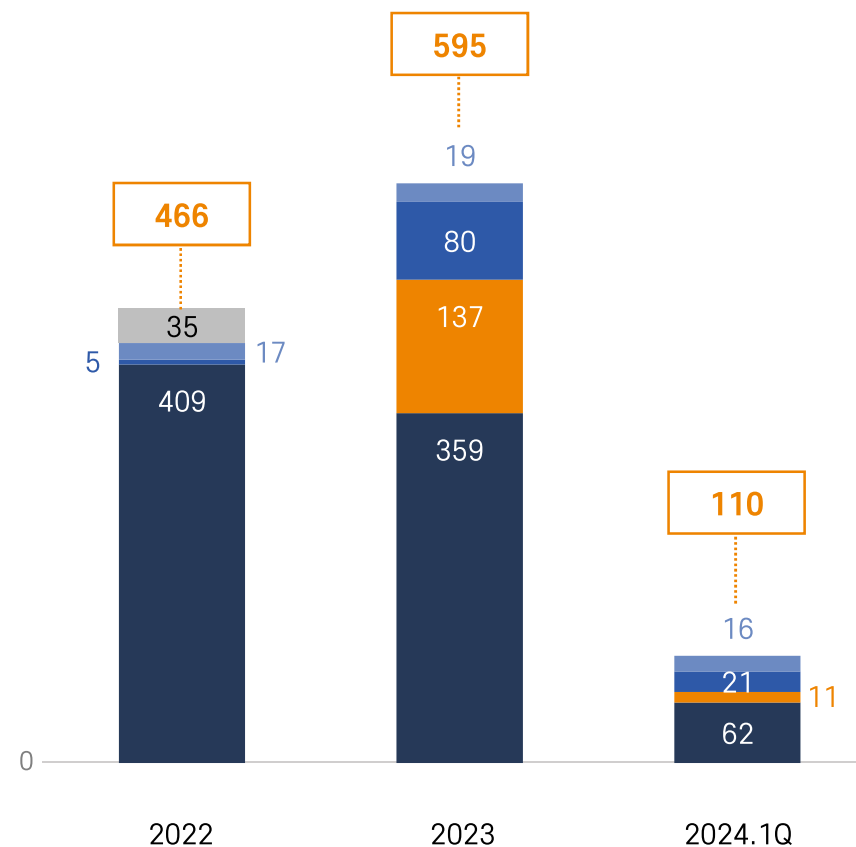


(Unit: KRW 100M) ■ Environment (Waste) ■ Environment (Secondary Battery) ■ Concrete ■ etc ■ Shipping

## | 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

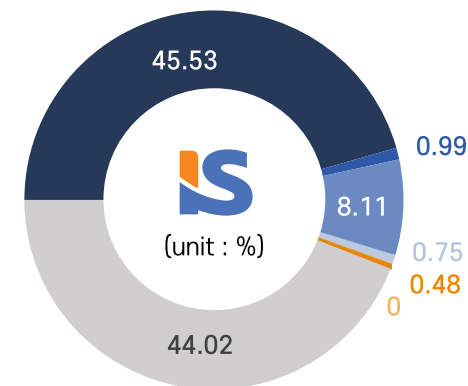
# GLOBAL LEADER IS Dongseo

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>	Nam Byeong-wook, Lee Jun-gil
<b>Date of foundation</b>	1989. 03. 07
<b>Capital</b>	15.4 billion won (as of March 31, 2024)
<b>Number of Employees</b>	640 (as of March 31, 2024)
<b>Key Business</b>	Total construction, concrete product manufacturing
<b>Address</b>	231, Hakdong-ro, Gangnam-gu, Seoul, Republic of Korea
<b>WEB</b>	www.isdongseo.co.kr

### Shareholder

- IS Holdings Ltd.
- Munam Scholarship & Culture Foundation
- Kwon Hyuk-woon
- Bae Han-seon
- Kwon Min-Seok
- Treasury share
- Other shareholders



Name	Number of shares	Percentage of Shareholding (%)
IS Holdings Ltd.	13,743,443	45.53
Munam Scholarship & Culture Foundation	300,000	0.99
Kwon Hyuk-woon (Special partner)	2,449,512	8.11
Bae Han-seon (Special partner)	226,409	0.75
Kwon Min-seok (Special partner)	145,605	0.48
Treasury share	0	0.00
Other shareholders	13,285,387	44.02
<b>Total</b>	<b>30,892,606</b>	<b>100.00</b>

\* as of March 31, 2024

## Financial Statement (Unit: KRW 100M)

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Liquid Assets	22,078	26,223	25,307
Non-Liquid Assets	15,300	16,151	16,786
<b>Assets Total</b>	<b>37,378</b>	<b>42,374</b>	<b>42,093</b>
Liquid Liabilities	16,590	15,896	16,656
Non-Liquid Liabilities	4,726	8,756	7,817
<b>Liabilities Total</b>	<b>21,317</b>	<b>24,652</b>	<b>24,473</b>
Capital	154	154	154
Earned Surplus	9,935	11,524	11,206
<b>Capital</b>	<b>16,061</b>	<b>17,722</b>	<b>17,619</b>
<b>Earned Surplus</b>	<b>37,378</b>	<b>42,374</b>	<b>42,093</b>

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

Type	2022	2023	2024.1Q
Sales	22,784	20,294	4,131
Sales Cost	17,361	15,236	2,866
<b>Gross Profit</b>	<b>5,423</b>	<b>5,058</b>	<b>1,265</b>
Sales & Administrative Expenses	1,972	1,653	468
Business Profits	3,451	3,405	797
Net Profit before Income Tax Expenses	2,860	2,200	453
<b>Net Profit</b>	<b>2,049</b>	<b>1,603</b>	<b>342</b>

## Financial Statement (Unit: KRW 100M)

Type	2022	2023	2024.1Q
Liquid Assets	18,692	22,040	21,007
Non-Liquid Assets	12,838	14,403	14,945
<b>Assets Total</b>	<b>31,530</b>	<b>36,443</b>	<b>35,952</b>
Liquid Liabilities	14,375	13,915	14,611
Non-Liquid Liabilities	3,326	6,809	5,784
<b>Liabilities Total</b>	<b>17,701</b>	<b>20,724</b>	<b>20,395</b>
Capital	154	154	154
Earned Surplus	9,708	11,568	11,205
<b>Capital</b>	<b>13,829</b>	<b>15,719</b>	<b>15,557</b>
<b>Earned Surplus</b>	<b>31,530</b>	<b>36,443</b>	<b>35,952</b>

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

Type	2022	2023	2024.1Q
Sales	18,065	14,060	2,681
Sales Cost	13,647	10,118	1,646
<b>Gross Profit</b>	<b>4,418</b>	<b>3,942</b>	<b>1,035</b>
Sales & Administrative Expenses	1,360	973	303
Business Profits	3,058	2,969	731
Net Profit before Income Tax Expenses	2,610	2,470	428
<b>Net Profit</b>	<b>1,905</b>	<b>1,882</b>	<b>331</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



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