



Investor Relations

2014 First Half Earnings Results

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- 1 New Orders**
- 2 Order Backlogs**
- 3 Sales Revenue**
- 4 Gross Profit**
- 5 Operating Profit**

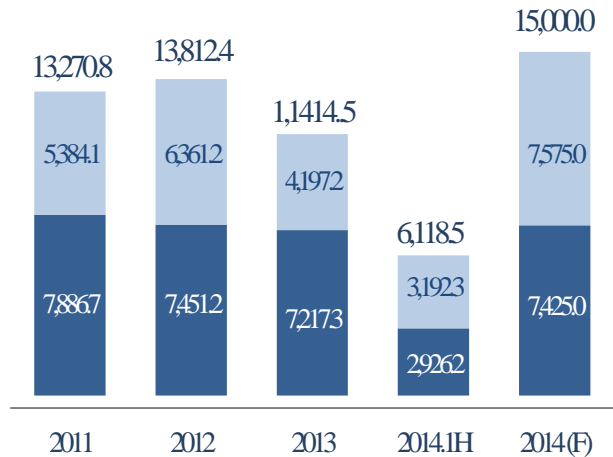
✕ **Appendix – Summary of Financial Statement**

1. New Orders

- First half new orders recorded at W6.1tr, reaching 40.8% of the annual target of W15.0tr
 - Driven by housing, architecture and overseas new order efforts
- Overseas segment diversification (civil/arch.) with domestic new pre-sale PJs in progress into 2H

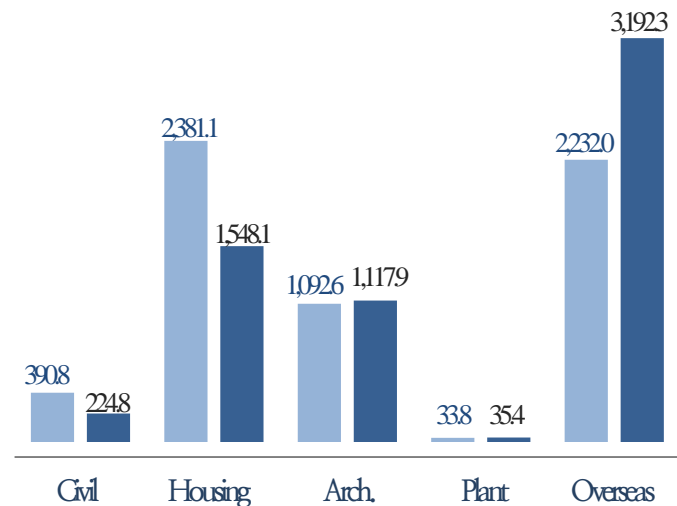
Yearly Trend

■ Domestic ■ Overseas



Breakdown by Segment

■ 2013.1H ■ 2014.1H



[Note] 2014. 1H Major new orders

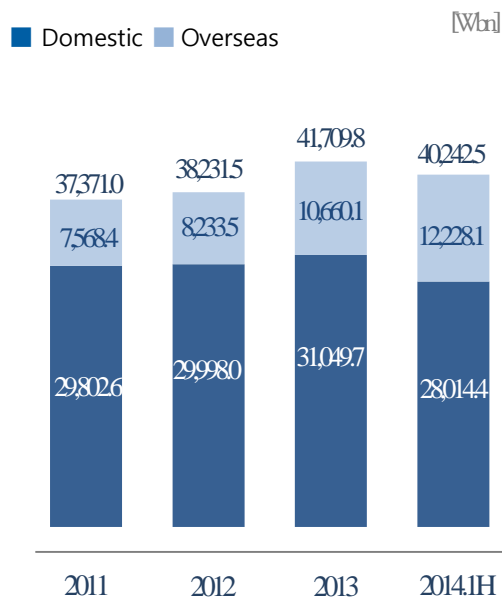
■ 1Q Domestic - Kimpoo City Rail, Hanam Misa (In-house), Cheonan Rehab, Myeongdong Dist. 4, Magok Dist. B5-2 Office
 Overseas - (Kuwait) Clean Fuels Project

■ 2Q Domestic - Yongsan Hotel, Samho Garden Apt. Rehab.
 Overseas - (Singapore) Thompson MRT 216, (Qatar) New Orbital H-way (Iraq) Zubair-DCS South PKG

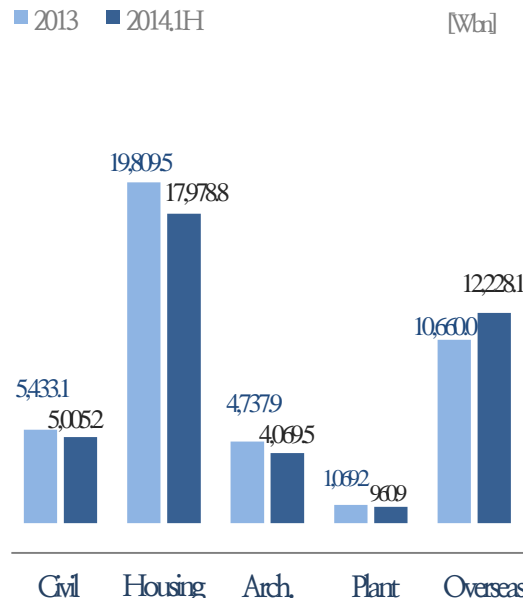
2. Order Backlogs

- Maintaining sufficient backlogs of 4.14x to the annual sales revenue target of W9.7tr
- Five PJs to start from rehab. backlogs this year → Plan to further expand in the next five years
- Diversification effort continues - shifting focus from the primary market (Africa) to ME and Asia

Yearly Trend



Breakdown by Segment

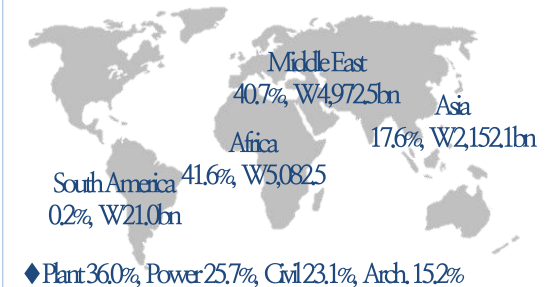


Housing/Overseas Breakdown

Housing Backlogs Breakdown

| Rehabilitation | Private | Public | In-house |
|----------------------|---------------------|--------------------|---------------------|
| W11,826.9bn 65.8% | W3,985.7bn 22.2% | W1,044.1bn 0.6% | W2,061.8bn 11.5% |

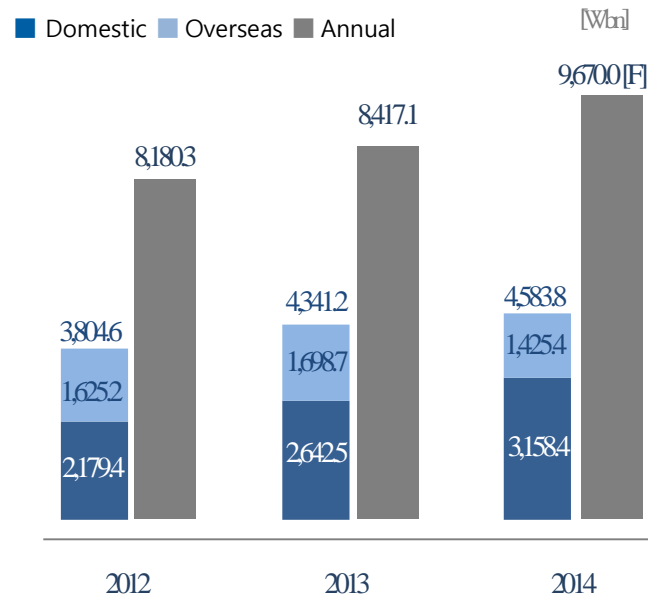
Overseas Backlogs Breakdown



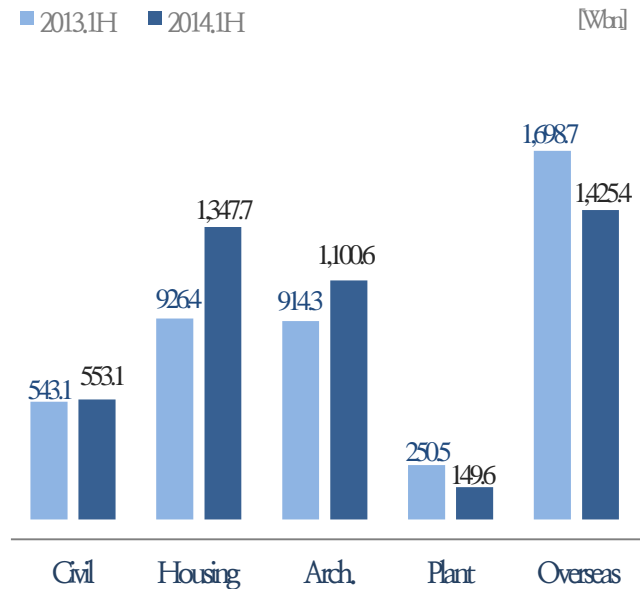
3. Sales Revenue

- Sales revenue to post W4.6tr (5.6% YoY increase), reaching 47.4% of the annual target of W9.7tr
- Domestic sales revenue increase by 19.5% YoY driven by housing and architecture segment
- Overseas revenue fell short of the guideline due to ① delayed start on new sites, ② COGS adjustment

Yearly Trend

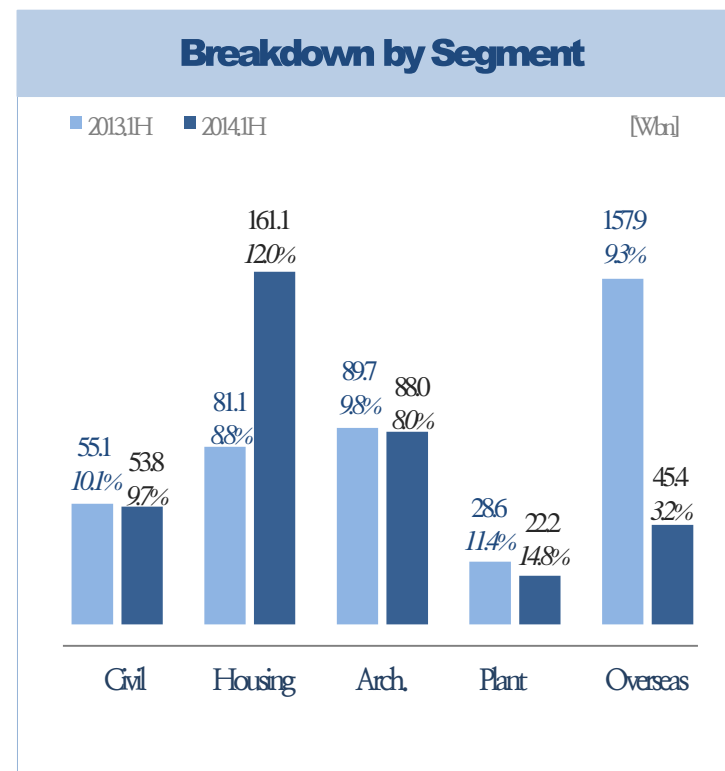
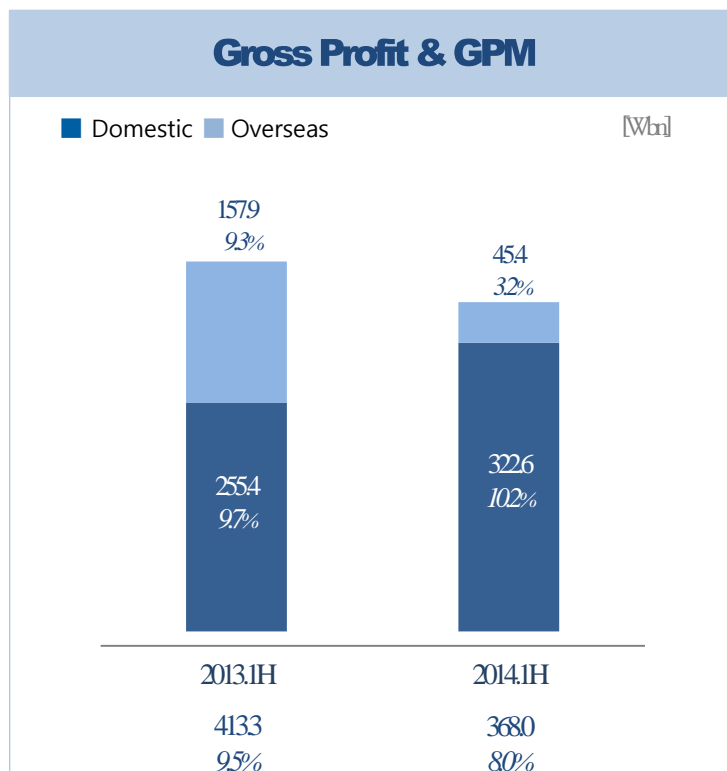


Breakdown by Segment



4. Gross Profit

- Gross profit recorded W157.9bn in 2Q and W368bn on cumulative basis
- Housing GP expanded attributable to in-house sales revenue expansion and COGS improvement
- Overseas GP dwindled due to COGS adjustments on power plant PJs

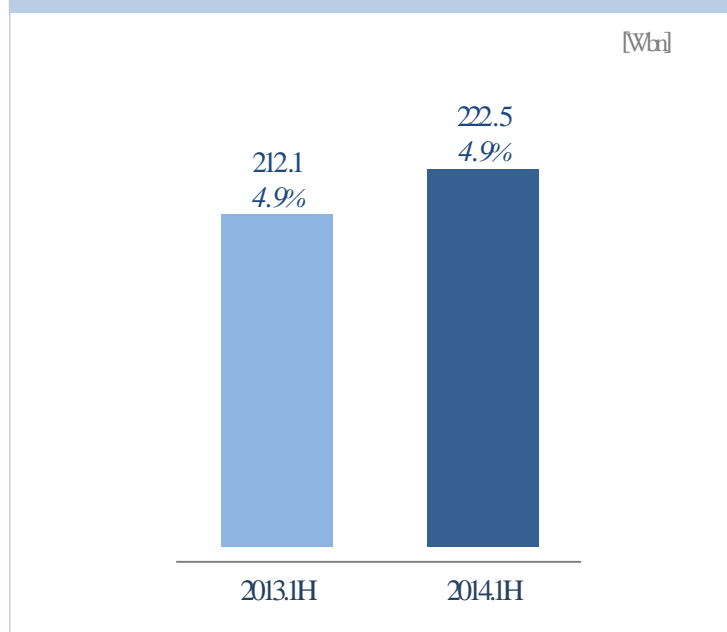


[Note] 2014. 2Q COGS adjusted PJs
 Domestic - Chungja Prugio, Overseas - (Oman) SUR, (Morocco) JL

5. Operating Profit

- Despite dwindled overseas GP, OPM posted a stable 4.9%
- Stripping off one-off provision adjustments, SG&A expense ratio maintained at 3.5% level

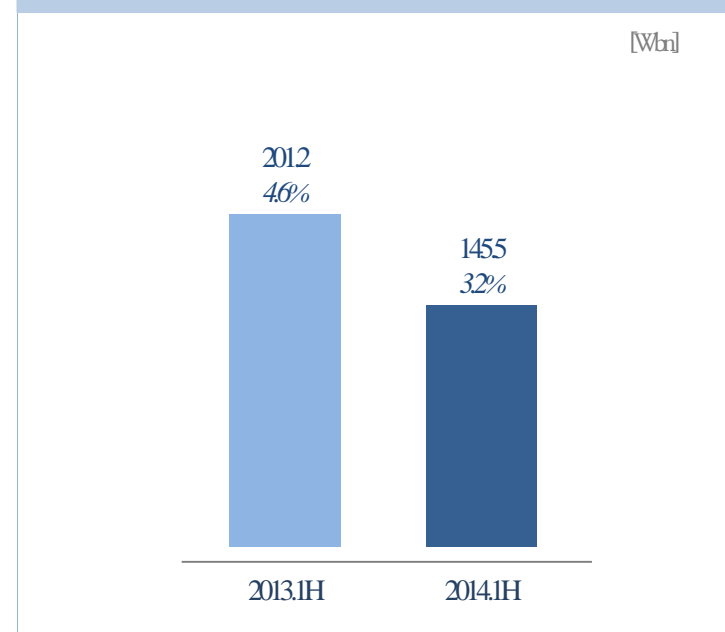
Operating Profit & OPM



[Note] Details on non-operating items

1. CJ Korea Express disposal gain
2. Dividend income from China's BLC
3. Equity loss from BTL
4. Adjustments from rehab. cancellations
5. Penalties imposed by Fair Trade Commission

SG&A Expenses



[Note] Provision details on sales receivables

1. New provisions : Ilseon Tanhyun rehab., Jamshil Shinchun Indus. Complex
2. Recoveries : Chungja Pugio, Ulsan Shinjung 1st Pugio

Appendix. Summary of F/S

Summary of Income Statement

[Mbn]

| Div. | 2013.1H | 2014.1H |
|------------------------------|-----------------|-----------------|
| Sales Revenue | 4,341.2 | 4,583.8 |
| Gross Profit (Margin) | 413.3 (9.5%) | 368.0 (8.0%) |
| Operating Profit (Margin) | 212.1 (4.9%) | 222.5 (4.9%) |
| Other Expenses | ▲ 23.8 | ▲ 47.0 |
| Net Financial Cost | ▲ 38.6 | ▲ 46.4 |
| Pre-tax Profit | 149.7 | 129.1 |
| Net Profit (Margin) | 116.5 (2.7%) | 95.7 (2.1%) |

Summary of Balance Sheet

[Mbn]

| Div. | 2013 | 2014.1H |
|--|--------------------|--------------------|
| Total Asset | 9,693.8 | 10,278.2 |
| Current Asset (Cash & Cash Equivalents) | 6,674.7 324.1 | 7,475.4 420.8 |
| Total Liability | 7,099.8 | 7,642.4 |
| Current Liability (Borrowing) | 4,453.5 2,823.6 | 4,862.6 2,763.3 |
| Total Equity | 2,594.0 | 2,635.8 |
| Div | 2013 | 2014.1H |
| Debt Ratio | 273.7% | 289.9% |
| PF Loan Guarantee | 1,968.7 | 2,056.5 |
| (Unstarted PF Balance) | 747.2 | 753.3 |

Thank You

