



Daewoo Engineering & Construction

Third Quarter 2013



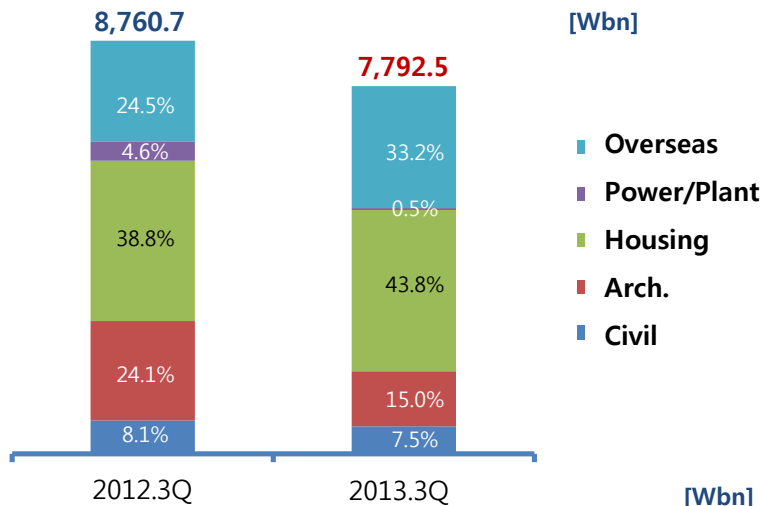
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1. New Orders

Cum. new orders at W 7.8tr in 3Q (domestic W5.2tr) ⇒ 48.7% of the annual target of W16tr
Likely to win additional W5tr orders ⇒ Projected to meet the annual new order target

New Orders Breakdown (Cumulative)



Div.	2012.3Q	2013.3Q	(YoY)
Housing	3,394.9	3,415.8	0.6%
Civil	706.7	581.8	-17.7%
Arch.	2,111.5	1,169.3	-44.6%
Power/Plant	400.8	42.0	-89.5%
Overseas	2,146.8	2,583.7	20.4%

Domestic Orders Breakdown

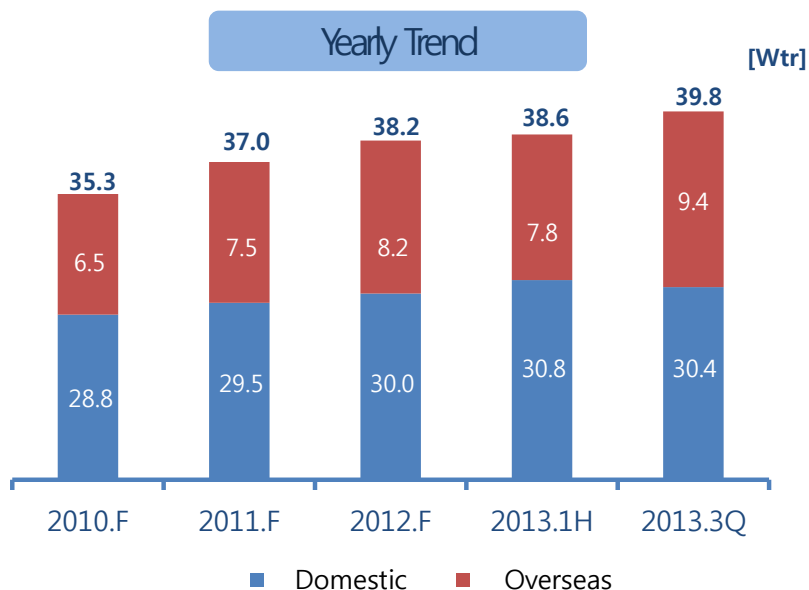
Div.	Private	Public	In-house
Housing	2,060.2	11.2	1,344.4
Civil	181.6	400.2	-
Arch.	971.8	196.9	0.6
Power/Plant	-	42.0	-
Total	3,213.6	650.3	1,345.0

Overseas Orders Breakdown

Regional Breakdown	Segment Breakdown			
	Region	Segment	Value	%
Africa	764.0	Power/Plant	1,558.4	60.3%
ME	863.7	Arch.	633.3	24.5%
Asia • etc.	956.0	Etc.	392.0	15.2%

2. Order Backlogs

Backlogs at W39.8tr, a 4.1% YTD increase (4.28x to 2013 sales revenue target)



Breakdown by Segment [Wbn]

Div.	2012	2013.1H	2013.3Q	(YTD)
Housing	18,136.4	19,485.6	19,726.4	8.8%
Civil	6,131.8	5,949.4	5,824.0	-5.0%
Arch.	5,125.0	4,856.7	4,458.1	-13.0%
Power/Plant	604.8	429.5	347.6	-42.5%
Overseas	8,233.5	7,829.7	9,424.8	14.5%
Total	38,231.5	38,550.9	39,780.9	4.1%

Housing Backlogs Breakdown [Wbn]

Rehabilitation	Private	Public	In-house
13,412.1	4,032.4	247.6	2,034.3
68.0%	20.4%	1.3%	10.3%

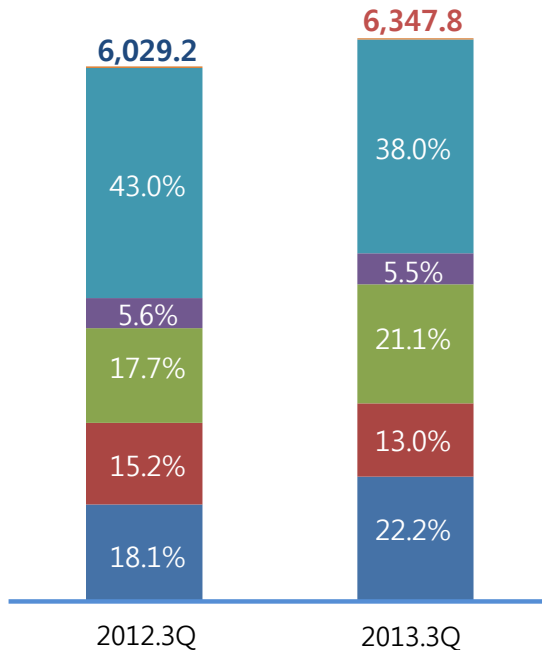
Overseas Backlogs Breakdown

By Region	Africa 56.8%, ME 13.9%, Asia•Others 29.3%
By Segment	Power/Plant 68.3%, Arch. 20.8%, Civil 10.9%

3. Sales Revenue

3Q sales revenue at W2.0tr (Cum. W6.3tr) ⇒ 5.3% YoY increase
Reached 68.3% of the annual target of W9.3tr ⇒ Likely to achieve the target

Sales Revenue Breakdown



[Wbn]

- Others
- Overseas
- Power/Plant
- Arch.
- Civil
- Housing

[Wbn]

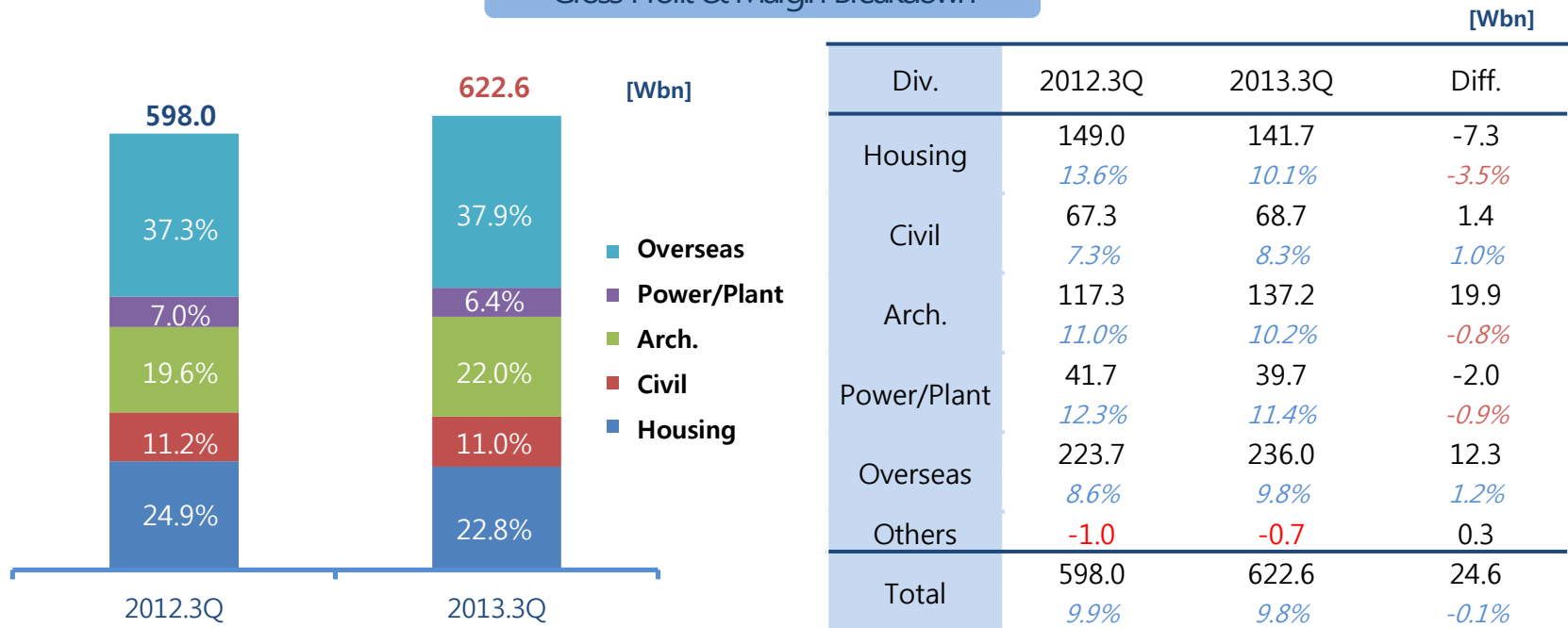
Div.	2012 3Q(Cum.)	2013		
		3Q(Cum.)	(YoY)	Target
Housing	1,093.4	1,407.8	28.8%	1,911.0
Civil	917.2	823.8	-10.2%	1,276.6
Arch.	1,070.0	1,342.5	25.5%	1,777.3
Power/ Plant	339.4	348.4	2.7%	412.7
Overseas	2,593.7	2,412.2	-7.0%	3,910.4
Others	15.5	13.1	-15.5%	12.0
Total	6,029.2	6,347.8	5.3%	9,300.0

- Sales recognition from high pre-sale of housing and arch. drove overall sales
- Delays from some of the new overseas PJs led to overseas sales slowdown

4. Gross Profit

3Q GP at W209.3bn (cum. W622.6bn) ⇒ 4.1% YoY increase
3Q GPM at 10.4%(cum. 9.8%) ⇒ surpassing 2013 target of 9.3%

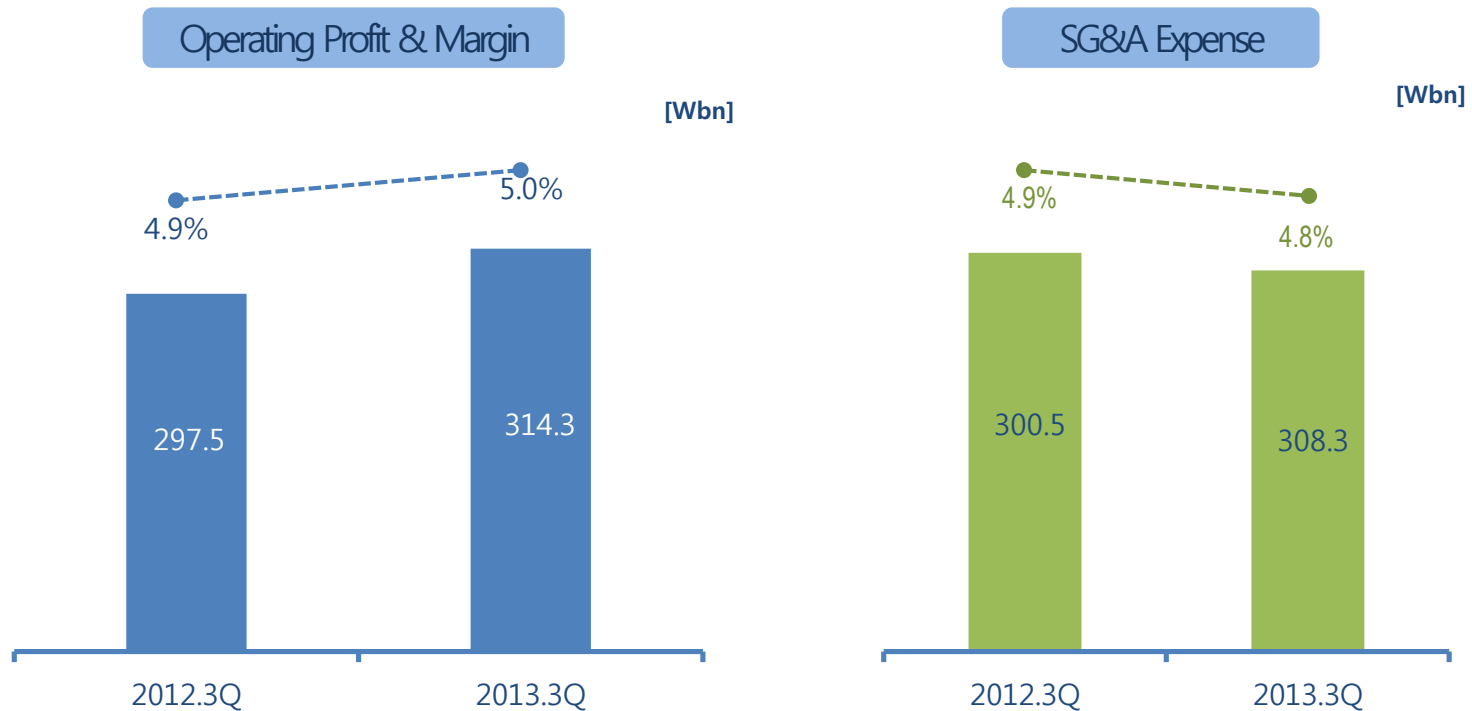
Gross Profit & Margin Breakdown



- GPM improved across all divisions, except for civil division
- Overseas OPM improved owing to cost ratio improvement from Nigeria PJ

5. Operating Profit

Cumulative 3Q OPM at 5.0% - well positioned to achieve the annual target of 4.5%



- SG&A expense items in 3Q : Ulsan Shinjung related loss (▲W17.3bn)
- Other operating loss in 3Q : Write-down on investment bond (▲W3.8bn), contract termination for Incheon travel complex 8-City and others (▲W2.4bn)

Summary of Income Statement

[Wbn]

Div.	2012.3Q	2013.3Q
Sales Revenue	6,029.2	6,347.8
Gross Profit <i>(Margin)</i>	598.0 <i>(9.9%)</i>	622.6 <i>(9.8%)</i>
Operating Profit <i>(Margin)</i>	297.5 <i>(4.9%)</i>	314.3 <i>(5.0%)</i>
Other Expense	▲ 32.3	▲ 42.6
Net Financial Cost	▲ 50.6	▲ 57.8
Pre-tax Profit	214.6	213.9
Net Profit <i>(Margin)</i>	162.3 <i>(2.7%)</i>	163.6 <i>(2.6%)</i>

Summary of Balance Sheet

[Wbn]

Div.	2012.F	2013.3Q
Total Asset	9,239.1	9,374.1
Current Asset <i>(Cash & Cash Equiv.)</i>	6,198.0 323.6	6,400.5 321.0
Total Liability	6,171.9	6,190.1
Current Liability <i>(Borrowing)</i>	3,996.1 2,390.1	3,592.3 2,589.3
Total Equity	3,067.2	3,183.9
Div	2012.F	2013.3Q
Debt Ratio	201.2%	194.4%
PF Loan Guarantee	2,208.6	2,189.2
(Un-started PF Balance)	1,427.5	1,137.6



Thank you

Figures provided in this presentation are based on unaudited 3Q 2013 financial statement. Certain numbers may be presented differently once audited, and the company takes no responsibility and accepts no liability for such changes.