## 2008 Investor Presentation

GS Engineering & Construction



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#### Disclaimer

This material contains forward-looking statements that include our current beliefs and expectations on market factors and information obtained outside GS E&C, which are subject to uncertainties. Due to the volatility of these factors, actual results may differ from those set forth in the presented statements. Information found here should not be solely relied upon for making any investment decision, this material is provided as a reference purpose only for the investors. GS E&C shall not be responsible for any trading or investment decisions made based on this information.













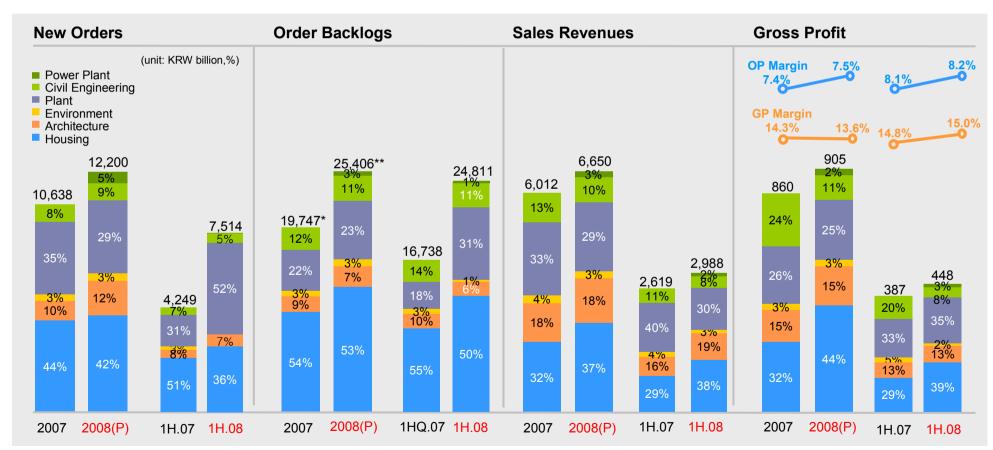
### **I. Business Overview**

- 01\_ Company Overall
- 02\_ Overview by Division
  - Plant
  - Housing
  - Civil Engineering
  - Architecture
  - **Environment**
  - Power Plant
  - Development





New orders and sales revenues will continuously go up, and profits will increase.

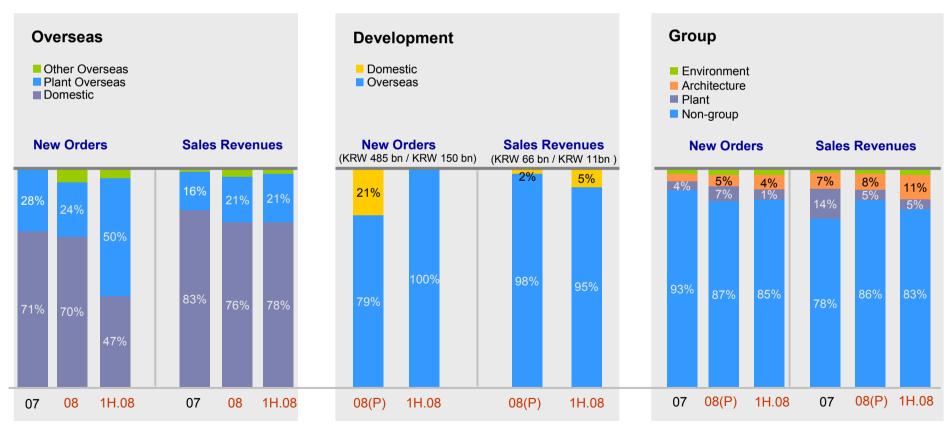


<sup>\*</sup>Not included Provisional Order Backlogs in Housing 17.5 KRW trillion



<sup>\*\*</sup>Not included Provisional Order Backlogs in Housing 16.1 KRW trillion

Overseas new orders and sales revenues will increase, and new order of group works will rise due to group investment increase.

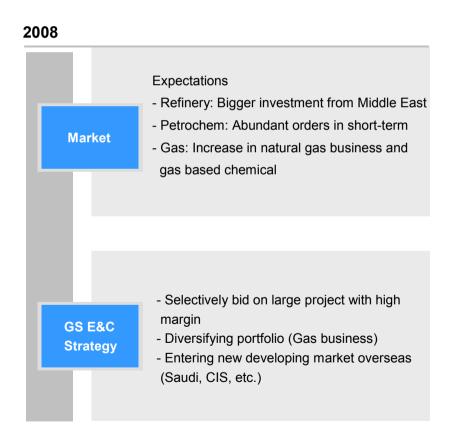


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#### New orders and sales revenue will be increased due to increased overseas orders and competitive power.



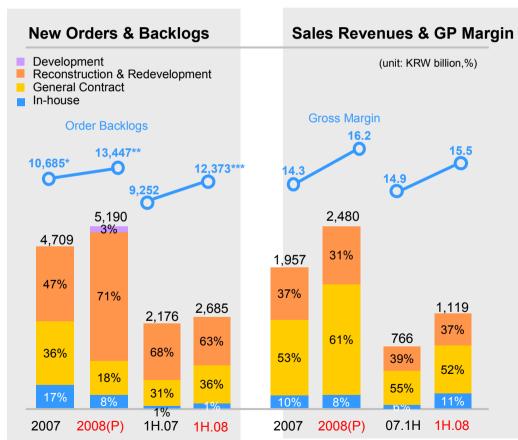
<sup>\*</sup>Not include power plant plan





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#### Sales revenues and gross margin will increase with redevelopment, reconstruction and general contracts.





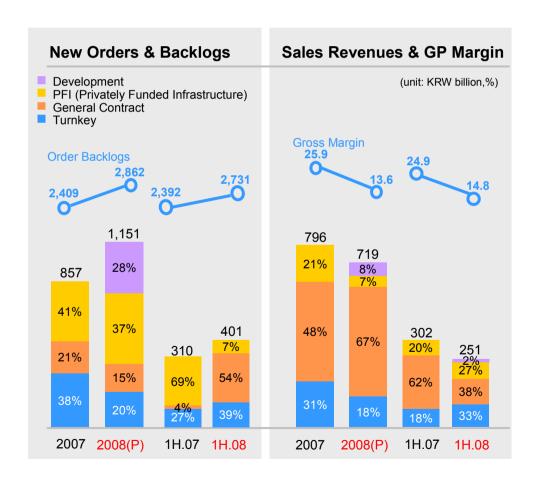
<sup>\*\*</sup>Not included Provisional Order Backlogs in Housing 16.1 KRW trillion
\*\*\* Not included Provisional Order Backlogs in Housing 16.8 KRW trillion

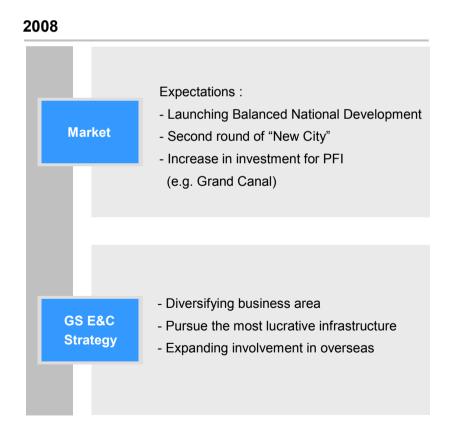
# Expectations: - Newly elected administration ease real estate restriction - Decrease in housing supply - Increase in redevelopment & reconstruction - Housing supply: 11,500 units (Plan) - Increase in orders from redevelopment - Continuous cost cutting - Involvement overseas to sustain growth





New orders will be highly increased due to development projects. However, end of high profit projects will cause sales revenue and gross profit decrease.

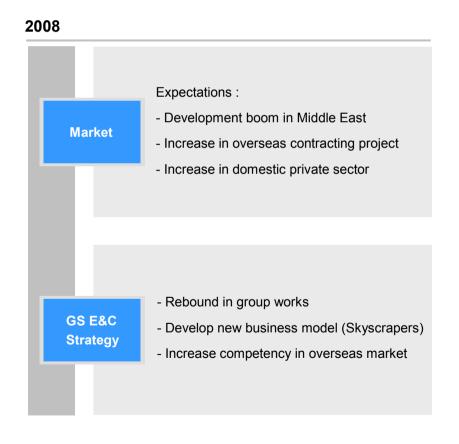




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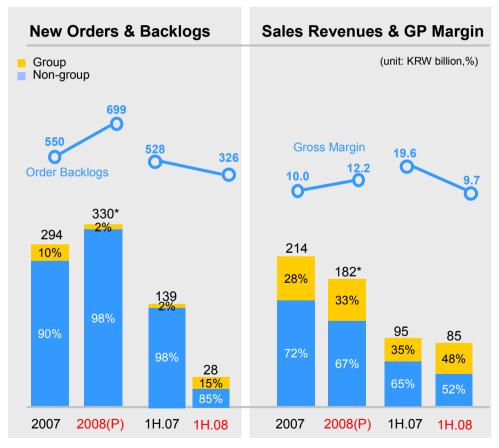
#### New orders and sales revenues will increase with diversified business portfolio.



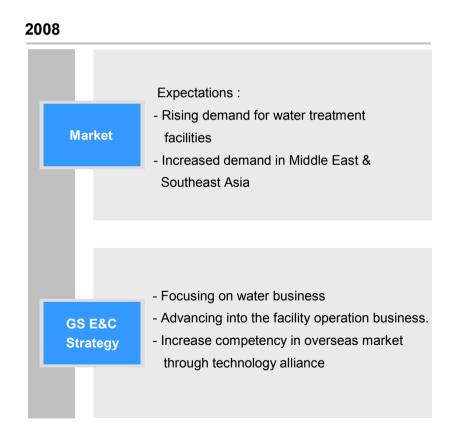




New orders will be increased in non-group area, but sales revenue will be down because of adjustment of business portfolio.



<sup>\*</sup> Not included sewer pipe business plan

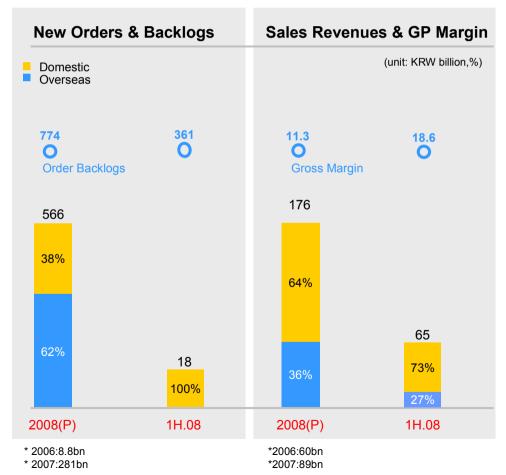




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Power Plant Division was separated from the Plant Division in 2008 because of the increased demand in developing countries.

2008







Overseas development projects in Vietnam and Cambodia are strongly profitable and they are promising projects to secure sustainable growth going forward.

#### Vietnam (Ho Chi Minh)







#### ВТ (SPC1)

Nha Be

**New Town** 

(SPC2)

- SPC Sales : 1.6 tn won
- Period : 10 Years

SPC Sales

: 4 tn won

Period

- Road Construction (14km) & Transfer
- Develop 5 pieces of land in downtown (1.02 million m<sup>2</sup>)
- Ground Breaking
- Road, Riverview (2Q. 2008)
- Grand Court (Sep.)
- Presale
- Riverview (Dec.)
- : 258 Units
- HCMC · Compensation
- GS E&C :

## : 12 Years

- Apartments (17,000 units), hospital, school, park, etc.
- Under master plan

#### Cu Chi Resort (SPC3)

- SPC Sales : 1.9 tn won
- Period : 50 Years
- · Lease land (2 million m<sup>2</sup>)

I ease land

(3.5 million m<sup>2</sup>)

- Golf resort, 36 holes. villa and condominium
- · Ground Breaking - Golf course

(April)

#### IFC (6.8 ha) (SPC1)

- 2km from CBD
- IFC (International Finance Center)
- Residential & Commercial
- · Period: 45 months
- Completed land purchase (Dec., 2007)
- Preparing for CDC\* permit
- · Ground Breaking: IFC (June, 2008)

Cambodia (Phnom Penh)

<sup>\* 1</sup> pyeong =  $3.3 \text{ m}^2 = 35.6 \text{ ft}^2$ 

<sup>\*</sup> Council for the Development of Cambodia **GS** Engineering & Construction

Domestic development project is GS E&C's future growth driver.















## **II. Vision 2015**

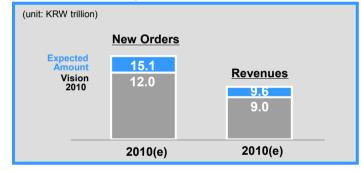
01\_Background 02\_Overview



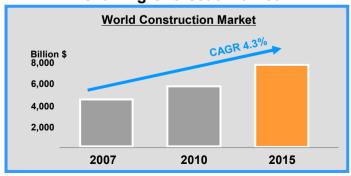


As we are expected to exceed the target for "Vision 2010," GS E&C established "Vision 2015" to become a global company, expanding our business areas in rapidly changing business environment and growing overseas market.

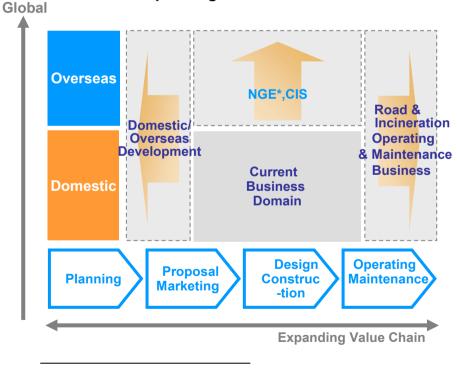
**Surpass Vision 2010** 



**Growing Overseas Market** 







\*NGE: New Growth Engine



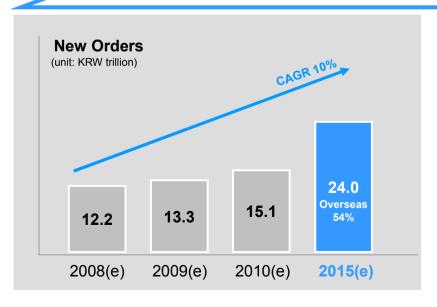


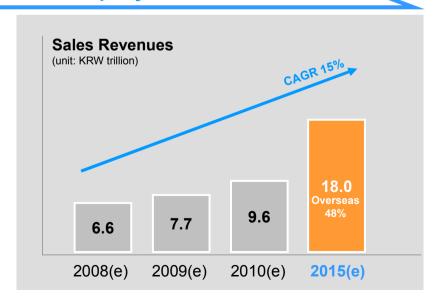
#### GS E&C established "Vision 2015" in order to become a Global Top 10 Company.

#### Slogan:

**Global Best & First** 

Vision: "Building World Values with Creative Passion Reliable Best Partner & First Company."



















## III. Appendix

-The Stock Market

- Ownership Structure

- Borrowings & Investment Plan

- Dividends

- PFI Projects

- Overseas

- Provisional Order Backlogs in Housing Div.

- Major Material Prices

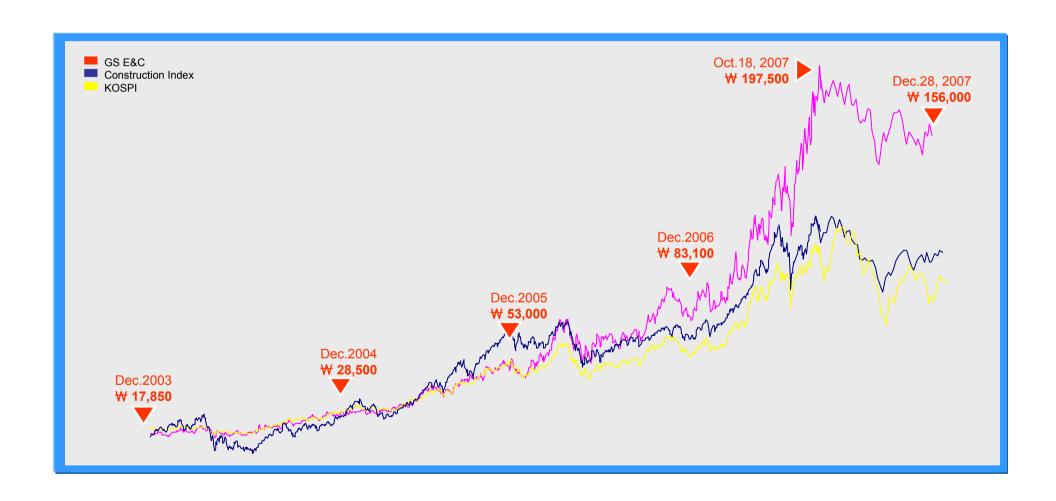
- TPMS (Total Project Management System)

- Balance Sheet (Summary)

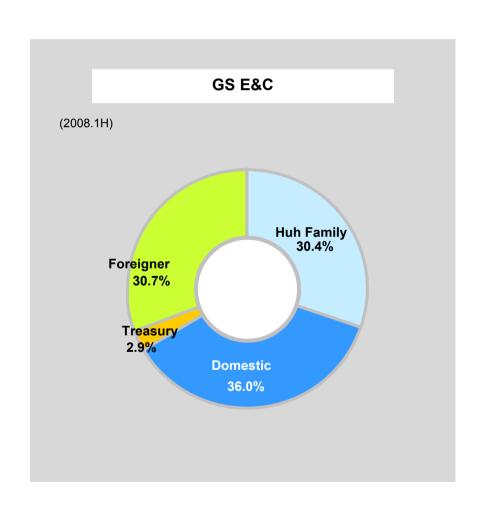
- Income Statement (Summary)



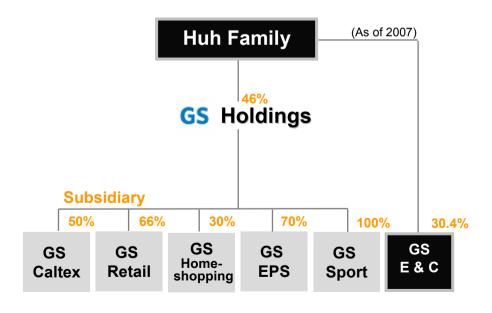




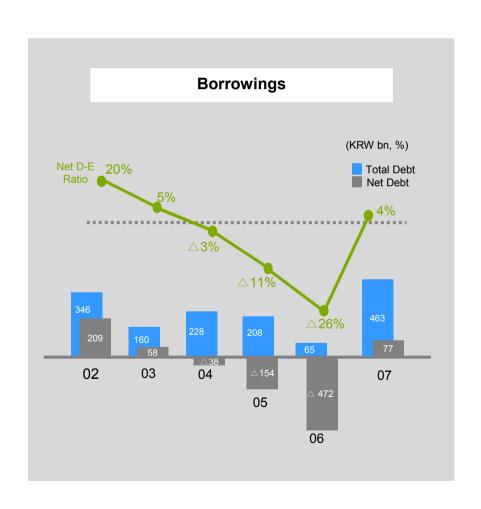












#### **Investment Plan**

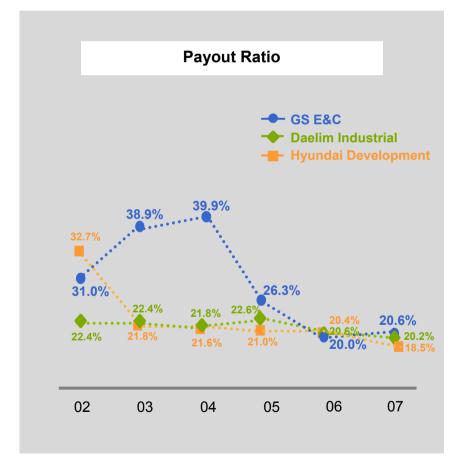
(KRW bn)

Description	07	08 (P)
Land & Facility	248	269
Development (Domestic & Overseas)	261	124
Domestic PFI	9	54
Ordinary Resort & etc.	22	23
Total	540	470











(As of 1H. 2008)

Proposed	New Bundang Extension Road Busan New Port #2-4* Oksan–Ochang Highway Suwon Light Rail Transit Koyang Light Rail Transit Choeup Light Rail Transit* Incheon International Pier *	Uı	ndecided	Undecided		Undecided	
	Seoul-Munsan Highway	668	304 (45.5%)	9.7	4.5%	To be completed in 2014	
	Youngdong Highway #2	758	121 (16%)	4	1.6%	To be completed in 2013	
Approved	Seoul-Pocheon Highway	964	136 (14%)	4.4	1.4%	To be completed in 2014	
	Sangju-Youngchun Highway	1,286	129 (10%)	3.3	1.0%	To be completed in 2013	
	Pyeongtaek Port #11	52	46 (90%)	6.7	10.0%	To be completed in 2008	
	Pyeongtaek Port #12	54	25 (46%)	11.4	16.5%	To be completed in 2010	
Under	Uijeongbu Light Rail Transit	279	155 (56%)	27.3	29.9%	To be completed in 2011	
Construction	Kyoungsang-Cheonla Rail Way BTL	331	76 (23%)	1.5	2.3%	To be completed in 2012	
	Kangnam Beltway	798	92 (11.5%)	28.2	11.5%	To be completed in 2013	

<sup>\*</sup>Preferred Bidder

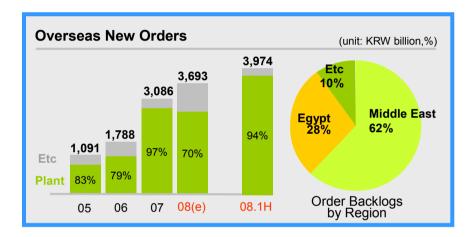


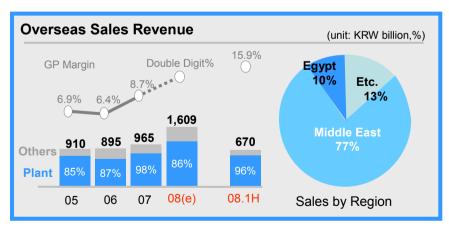
(As of 2007)

	New Airport Highway	3,820	191 (5%)	21.7	5%	22.8 (KTCU, Dec. 2003)-sold
	Cheonan-Nonsan Highway	1,344	336 (25%)	112.5	25%	113.1 (KRIF, Feb. 2004)-sold
	Daegu East Beltway	120	30 (25%)	8.7	15%	9.1(MEDIC, May. 2003)-sold
Investment Completed	Daegu West-North Road	64	16 (25%)	3.3	15%	3.7(Municipality of Daegu, Jun.2004)-sold
	Cholmasan Tunnel	75	18 (24%)	1.0	24%	1.0 (KTCU, Nov. 2001)-sold
	Manwolsan Tunnel	68	17 (25%)	5.0	15%	Completed (July,2005) / Holding
	Seoul Beltway	1,612	435 (27%)	124.2	27%	Completed (Dec.,2007) / Holding

KTCU: Korea Teachers' Credit Union KRIF: Korea Road Infrastructure Fund

MEDIC: Macquarie East Daegu Investment Company





#### **Overseas Plant Business**

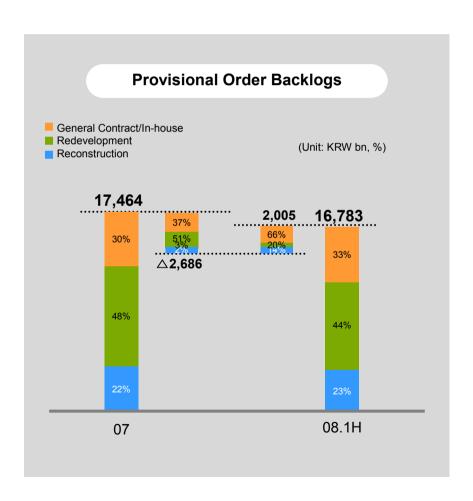


#### **Overseas Development Business**





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Division	
Division	(Unit: KRW BN)

Division	07	New Orders (08.1H)	New Provisional (08.1H)	08.1H
General/In-house	5,166	△987	1,319	5,498
Redevelopment	8,413	△1,373	396	7,436
Reconstruction	3,885	△326	290	3,849
Total	17,464	△ <b>2,686</b>	2,005	16,783

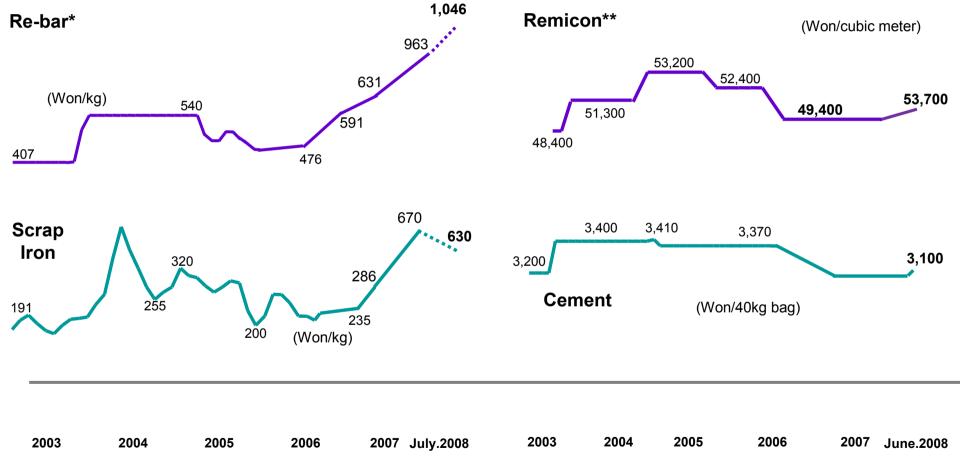
#### **New Provisional Orders**

(Unit: KRW BN)

Division	Projects A	Amount
01011	Yangju Backseo	1,016
General Contract	Dongback Silvertown	213
Reconstruction	Poongnap Keukdong Remodeling	61







\*Re-bar: Reinforced-bar

\*\*Remicon: Ready-mixed concrete





\*JIT: Just-In-Time

\*\*SEQ: Safety, Environment, Quality

- System integrated time & cost management
- Procurement, SEQ\*\* and technology linked with schedule
- On-line real time controlling system
  - •Increases productivity & decrease duration
  - Minimizes errors & reworks

**Cost Innovation** 







(Unit: KRW bn,%)

Account	02	03	04	05	06	07	1H.08
Total Asset	2,662	2,690	3,303	3,826	4,751	5,738	6,028
Cash & Deposits	136	102	266	361	537	386	380
Trade Receivables	836	875	1,095	1,412	1,738	2,120	1,994
Inventories	175	121	159	197	195	424	477
Investments	700	676	679	494	691	887	1,204
Tangible Assets	652	709	844	905	1,038	1,089	1,142
Total Liabilities	1,613	1,535	2,006	2,375	2,967	3,593	3,826
Trade Payables	511	621	794	890	1,260	1,357	1,214
Borrowings	346	160	228	208	65	463	505
Total Shareholder's Equity	1,049	1,155	1,297	1,451	1,784	2,145	2,202
Capital Stock	255	255	255	255	255	255	255
D/E Ratio	153.8	132.8	154.7	163.7	166.3	167.5	173.8



(Unit: KRW bn)

Ace	count	02	03	04	05	06	07	1H.08
	Power Plant							65
	Civil Eng.	514	574	574	730	714	796	251
	Plant	583	580	499	1,037	1,455	1,989	909
Sales Revenues	Environment	-	-	276	312	257	214	85
	Architecture	820	1,258	1,615	2,203	1,598	1,056	559
	Housing	1,258	1,056	1,085	1,349	1,721	1,957	1,119
7	otal	3,175	3,468	4,049	5,631	5,745	6,012	2,988
Gros	ss Profit	473	521	492	680	762	860	448
Selling & Admir	nistrative Expenses	197	250	263	344	359	418	203
Opera	ting Profit	276	271	229	336	403	442	245
Ordin	ary Profit	245	262	242	367	544	567	413
Net	Profit	161	162	156	265	387	399	295



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