

# GS E&C Investor Presentation

UBS Korea Conference

Best Partner &  
First Company

GS Engineering & Construction



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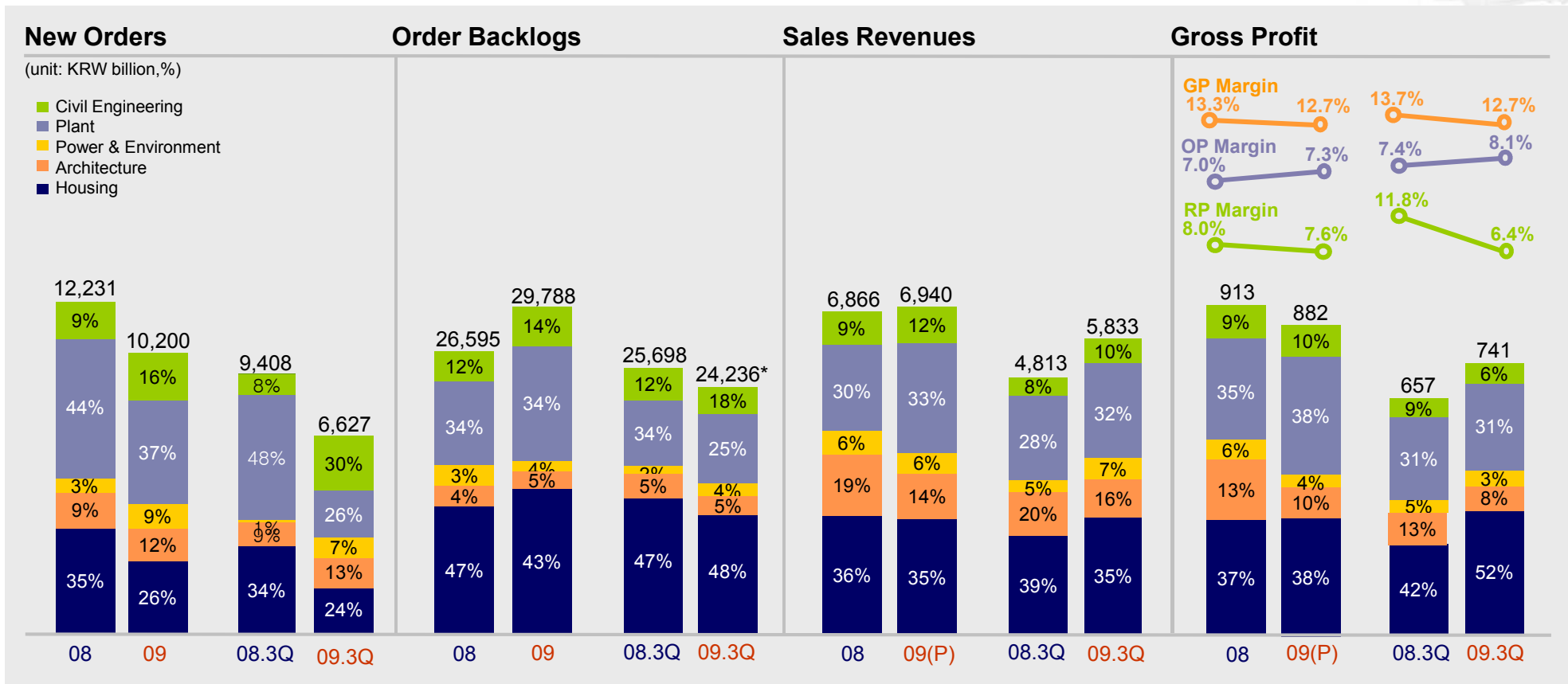


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# Business Overview - Company Overall

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New orders and sales revenue will surpass annual target mainly due to overseas and public projects.



\*Not included Provisional Order Backlogs in Housing KRW 13.7 trillion

# Business Overview - Overseas

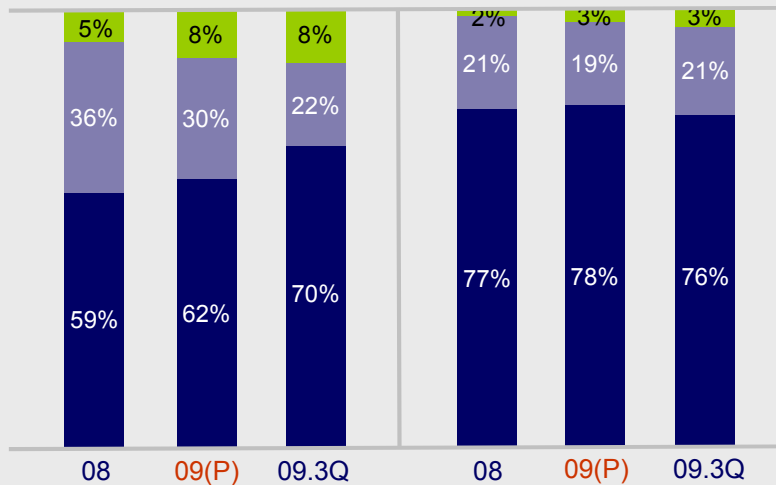
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The contribution of overseas new orders and sales revenues will be similar to last year's.

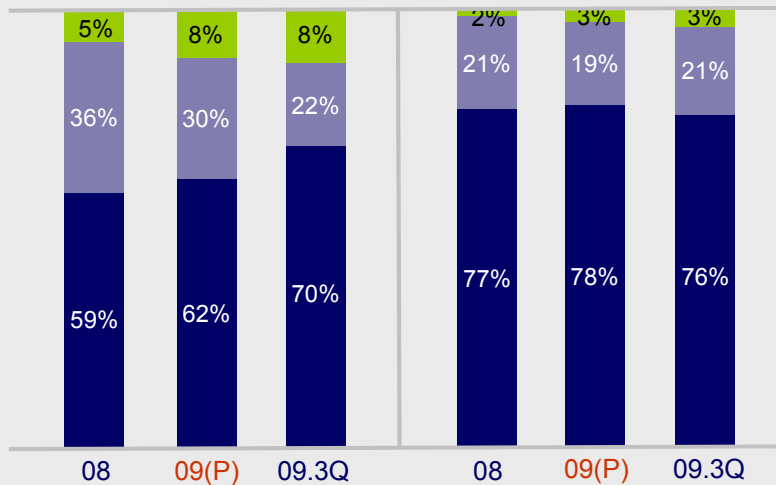
## Total Overseas

- Other Overseas
- Plant Overseas
- Domestic

### New Orders

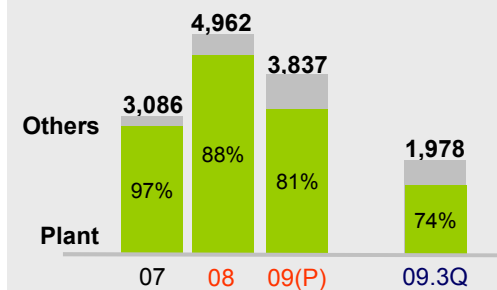


### Sales Revenues

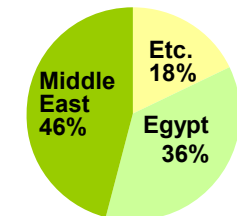


## Overseas New Orders

(unit: KRW billion, %)

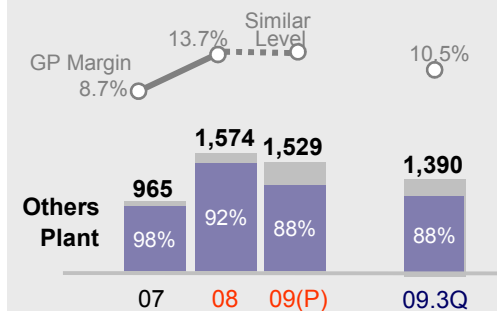


### Order Backlogs by Region (KRW 6,825bn)

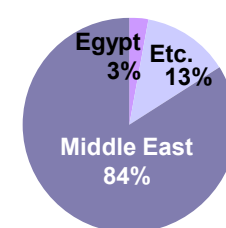


## Overseas Sales Revenues

(unit: KRW billion, %)



### Sales by Region (KRW 1,390 bn)



# Business Overview - Overview by Division [Plant]

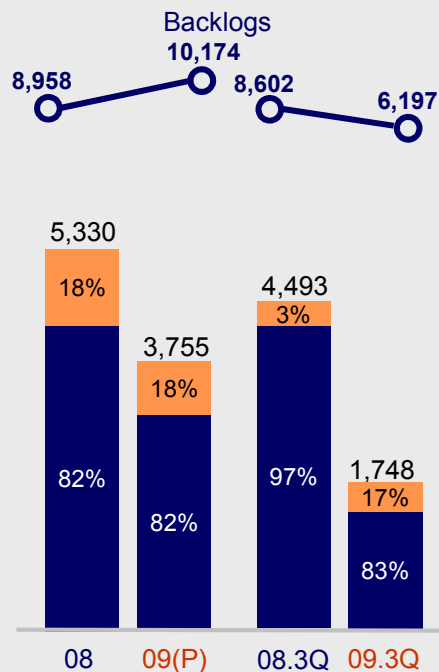
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New orders will surpass annual target with huge overseas projects and revenues will meet the annual target.

(unit: KRW billion, %)

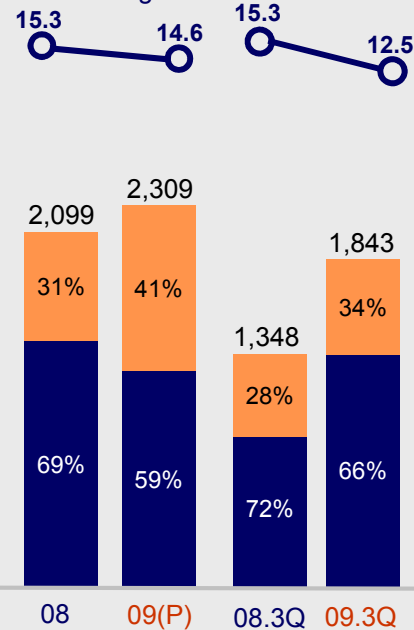
## New Orders & Backlogs

Domestic  
Overseas



## Revenues & GP Margin

Gross Margin



## 2009 Keyword

### Market

- Oil-price rebound  
→ Restart investment
- Excess refinery & petrochem supply (HOU still in demand)
- Increase in new gas projects due to increase in demand of environment-friendly fuel (LNG)
- Commodity price up

### GS E&C Strategy

- Diversifying marketing countries (Latin America, Africa, etc.)
- Diversifying portfolio (Gas, LNG business)
- Successful execution of mega size ongoing project

# Business Overview - Overview by Division [Housing I]

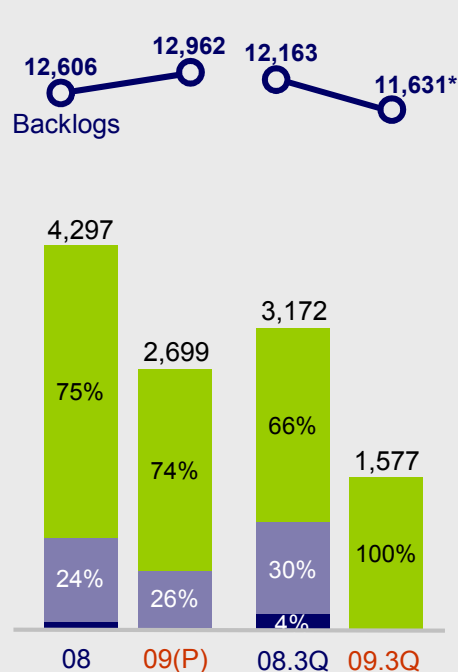
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New orders will be decreased compared to last year's due to housing market instability. On the other hand, GP margin will highly surpass its annual target.

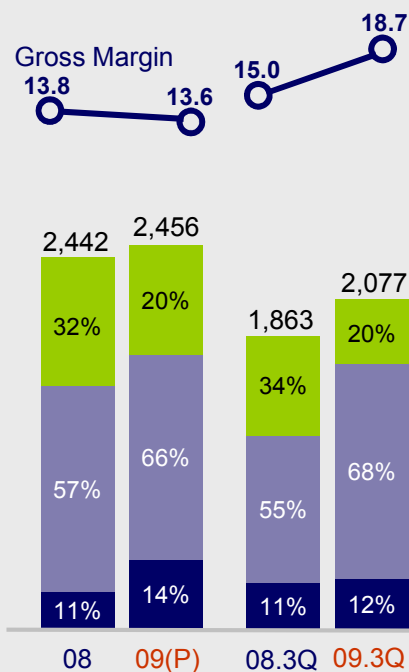
(unit: KRW billion, %)

## New Orders & Backlogs

■ Reconstruction & Redevelopment  
■ General Contract  
■ In-House



## Revenues & GP Margin



## 2009 Keyword

### Market

- Easing government property measure (Taxation, regulation)
- Low mortgage interest (5%~6%)
- Decrease in new supply
- Recovery sign of housing market (Stable housing price)

### GS E&C Strategy

- Try to digest unsold-unit : 7,969 → 4,500
- Lower PF loan guarantee 4.9tn → 3.2tn
- Minimize new supply : 2,678 (Public 845)
- Focusing on redevelopment & reconstruction and in-house business

(See next page for detailed information)

\*Not included Provisional Order Backlogs in Housing 13.7 KRW trillion

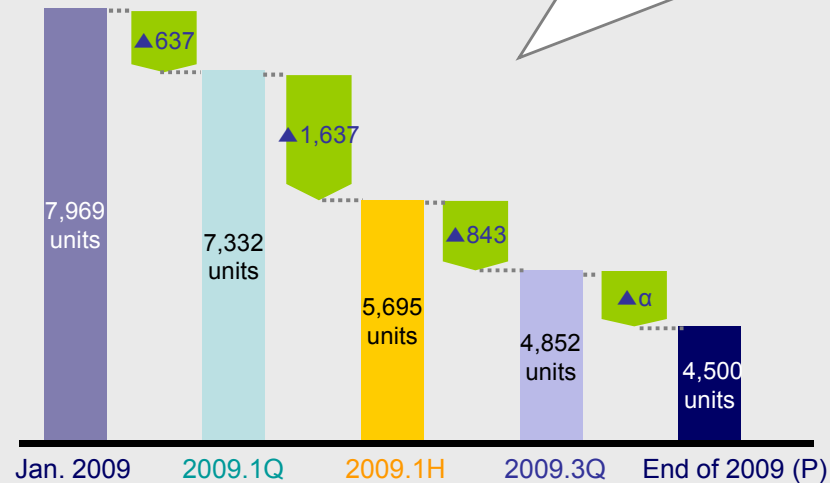
## Business Overview - Overview by Division [Housing II]

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GS E&C will try to digest unsold units through various promotion plan. Nearly half of unsold units are located in Seoul and The Greater Seoul area.

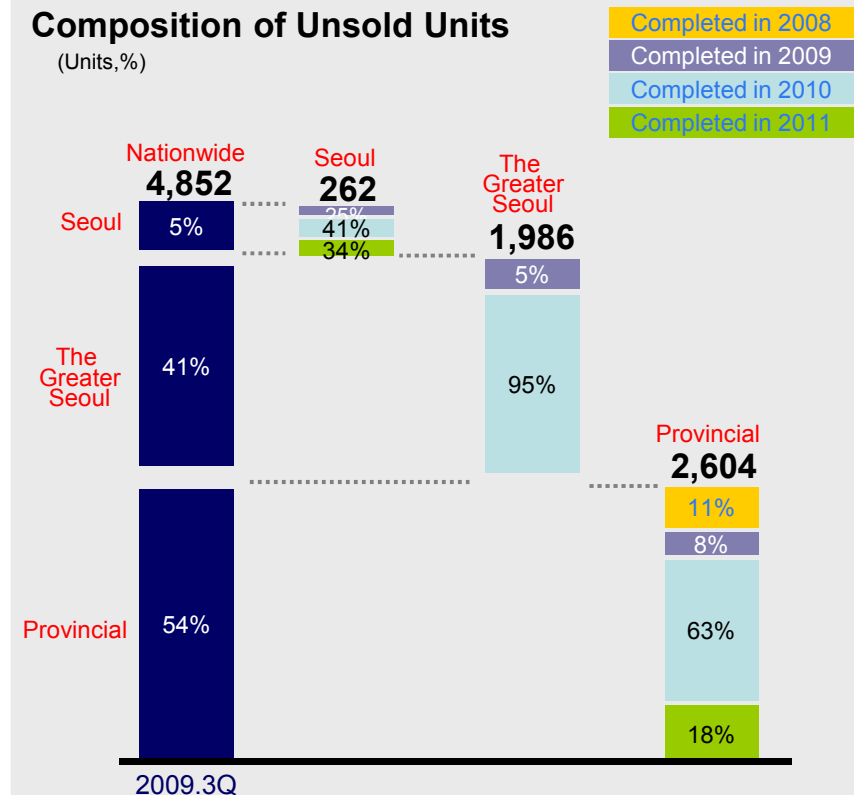
### Unsold Unit Reduction Plan

- 1) Special Promotion Program
  - Adjusted Payment Schedule
  - Smaller Initial Payment, Free Option (kitchen)
- 2) Internal Promotion
  - Relative Company Promotion (GS, LG, LS)
- 3) Government Support Program
- 4) Overseas Promotion



### Composition of Unsold Units

(Units, %)



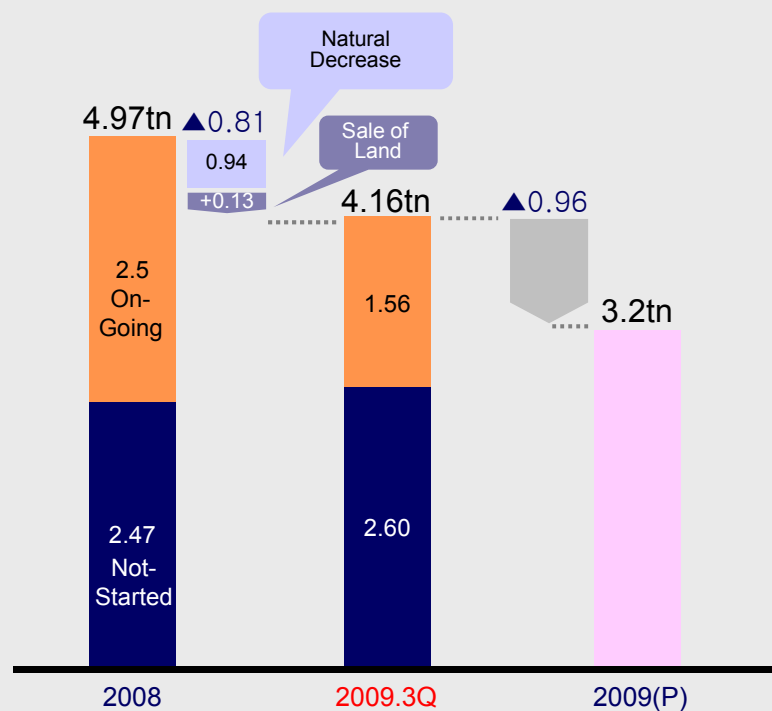
## Business Overview - Overview by Division [Housing II]

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PF guarantee has decreased from KRW 4,969 bn in early 2009 to KRW 4,161 bn as of 3Q. Annual target for reduction is 1.8 trillion won, and 45% of target was achieved. On-going project occupies 38% and majority is located in Seoul and The Greater Seoul area.

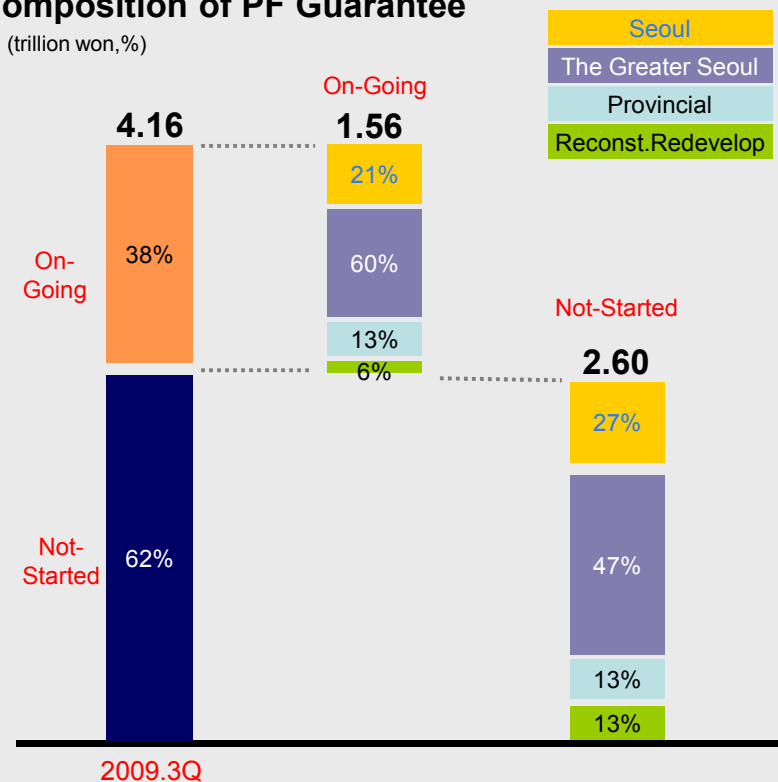
### PF Guarantee Reduction Plan

(Trillion Won, %)



### Composition of PF Guarantee

(trillion won, %)



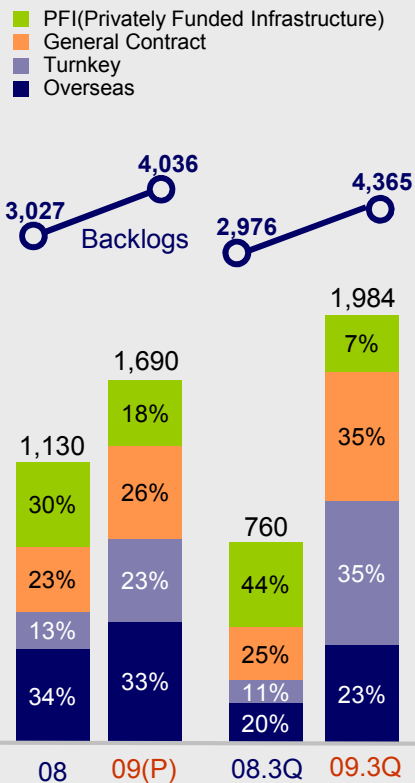
# Business Overview - Overview by Division [Civil Engineering]

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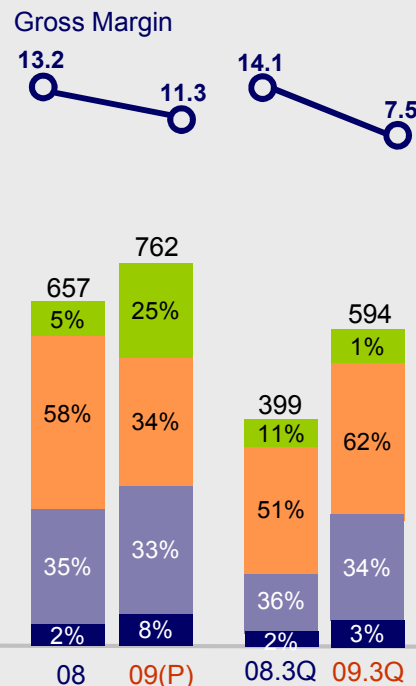
New orders and sales revenues will be highly increased due to public and overseas, while growth profit decreases.

(unit: KRW billion, %)

## New Orders & Backlogs



## Revenues & GP Margin



## 2009 Keyword

### Market

- Increase in budget for public project (2008: 63tn ~ 2009: 74tn)
- “Green Business”
  - : Water-related Project : Four river improvement
  - : Light railway, etc.
- Overseas government increase budget for public infrastructure to boost economy

### GS E&C Strategy

- Domestic
- Aggressively participate in public project
  - Improve cash flow with higher advance payment
- Overseas
- Enter Singapore, Vietnam and other Asian countries
  - Participate in government project with financially strong local EPC partner

# Business Overview - Overview by Division [Architecture]

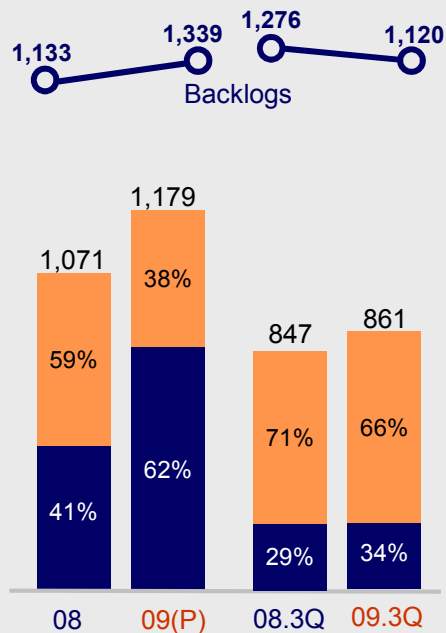
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New orders will increase due to group work, and sales revenues will surpass the annual target.

(unit: KRW billion, %)

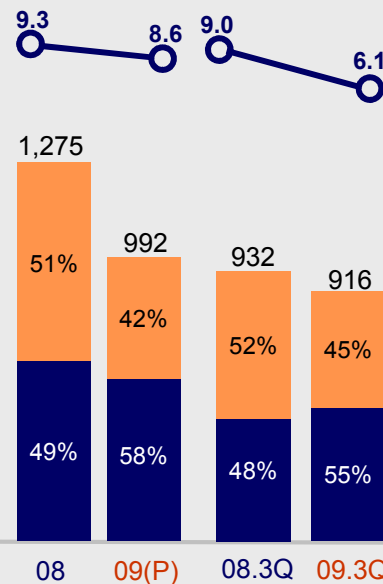
## New Orders & Backlogs

Group  
Non-group



## Revenues & GP Margin

Gross Margin



## 2009 Keyword

### Market

- Decreased number of project due to global economy slowdown
- Increase in overseas public order (School, hospital, electric generation, etc.)
- New order from group capex

### GS E&C Strategy

- Enthusiastically enter domestic & overseas public market
- Diversifying business area (electric generation)

# Business Overview - Overview by Division [Power & Environment]

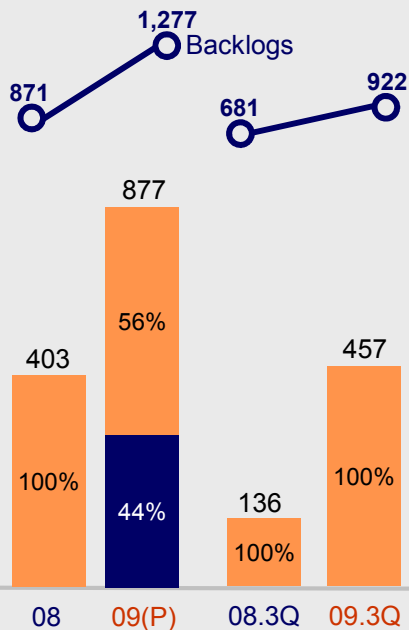
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GS Engineering & Construction

New orders will be below annual target while sales revenue surpass its annual target.

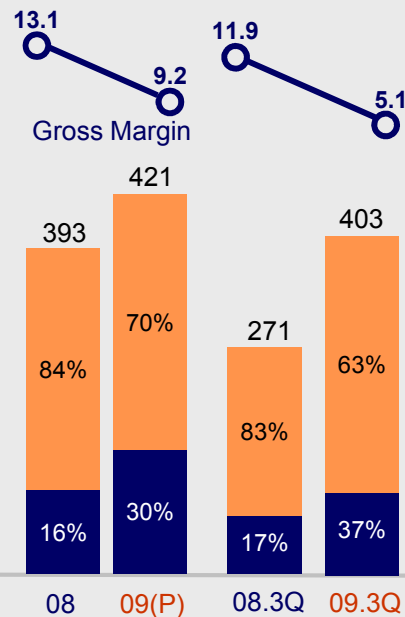
(unit: KRW billion, %)

## New Orders & Backlogs

Domestic  
Overseas



## Revenues & GP Margin



## 2009 Keyword

### Market

- Power
  - Increase in public projects
  - Continuous order from overseas market
- Water Business
  - Demand for desalination plant increase

### GS E&C Strategy

- Diversifying marketing countries
  - : East Asia , Middle east, Africa
- Co-work with developed business partner
- Improve overseas EPC skill

# Business Overview - Overview by Division [Development]

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## Vietnam Project



Project	Original Plan	Current Status
BT (SPC1)	<ul style="list-style-type: none"> <li>• Road (14km) construction &amp; transfer</li> <li>• Develop 4 pieces of land in Downtown (1 million m<sup>2</sup>)                             <ul style="list-style-type: none"> <li>- Riverview (D2)</li> <li>- Riverside (D2)</li> <li>- Thu Thiem (D2)</li> <li>- Mini New Town (D9)</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Road : Binh Loi Bridge (Under construction)</li> <li>• Plan to develop 4 pieces of land                             <ul style="list-style-type: none"> <li>- Riverview (D2) : Presale : 2010</li> <li>- Riverside (D2) : Xi sample house &amp; Office (P: 2012)</li> <li>- Thu Thiem (D2) : Prepare development plan (P: 2012)</li> <li>- Mini New Town (D9) : Wait for city planning permit</li> </ul> </li> </ul>
Nha Be New Town (SPC2)	<ul style="list-style-type: none"> <li>• Lease land (3.5 million m<sup>2</sup>)</li> <li>• 10km from the city center</li> <li>• Build 17,000 residential units, hospital, schools, parks, etc. (Four phases)</li> </ul>	<ul style="list-style-type: none"> <li>• Phase #1 - Received Land Use Right (LUR)                             <ul style="list-style-type: none"> <li>- Expect LUR of #2 ~ #4</li> </ul> </li> <li>• Major development from 2010                             <ul style="list-style-type: none"> <li>- Foundation work &amp; Infrastructure</li> </ul> </li> </ul>
Cu Chi Resort (SPC3)	<ul style="list-style-type: none"> <li>• Lease land (2 million m<sup>2</sup>)</li> <li>• 24 km from the city center</li> <li>• Develop golf resort, 36 holes, villa and condominium</li> </ul>	<ul style="list-style-type: none"> <li>• Expect to get LUR for whole land in 2009</li> <li>• Foundation work</li> </ul>



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## Appendix

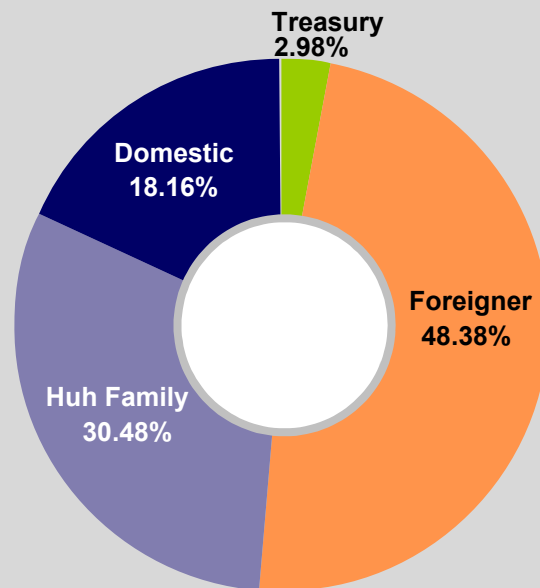
- 01\_Ownership Structure
- 02\_Borrowings & Investment Plan
- 03\_Dividends
- 04\_PFI Projects
- 05\_Balance Sheet (Summary)
- 06\_Income Statement (Summary)
- 07\_Major New Project List

## Appendix - Ownership Structure

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### GS E&C

(3Q of 2009)

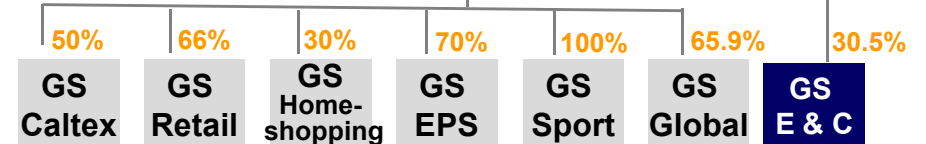


### Huh Family

(As of 2009)

46%  
GS Holdings

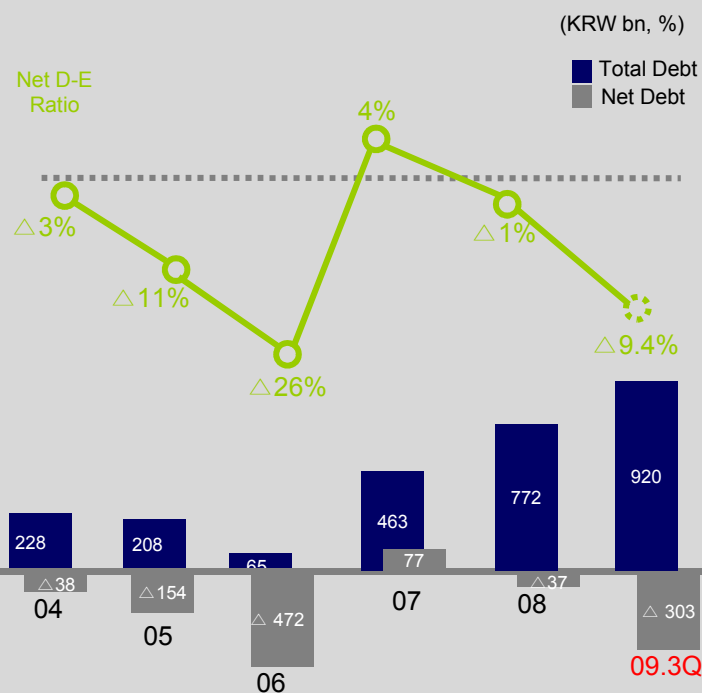
#### Subsidiary



## Appendix - Borrowing & Investment Plan

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### Borrowings



### Investment Plan

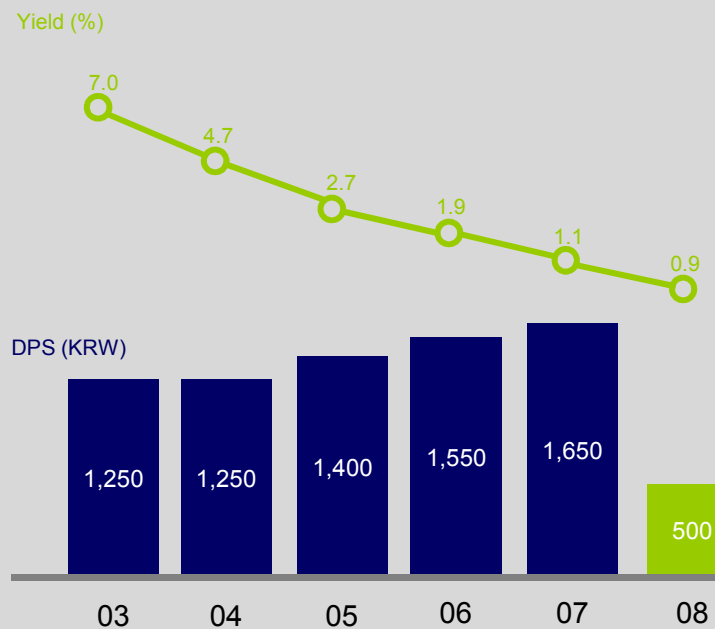
(KRW bn)

Description	07	08	09(P)	09.3Q
Land & Facility	248	57	-	-
Development (Domestic & Overseas)	261	118	57	13
PFI	9	9	45	11
Ordinary Resort & etc.	17	14	55	14
<b>Total</b>	<b>535</b>	<b>198</b>	<b>157</b>	<b>38</b>

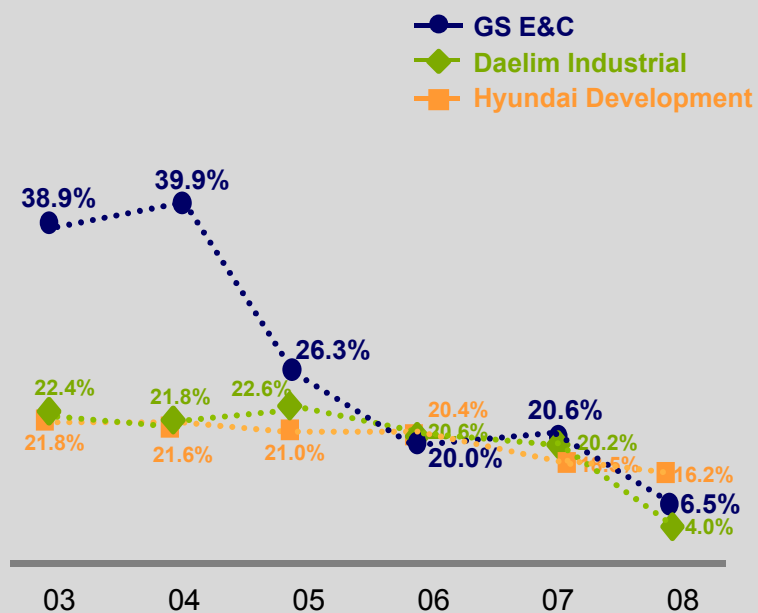
## Appendix - Dividends

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### Yield & DPS



### Payout Ratio



## Appendix - PFI Projects

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(3Q of 2009)

(KRW bn)

Status	Name of Project	Contract Amount	GS Contract Portion	Invested Amount	GS Share	Remarks
Preferred Bidder	New Bundang Extension Railway					
	Choeup Light Rail Transit					
	Incheon International Pier				Undecided	
Approved	Oksan-Ochang Highway	192	96 (50.0%)	2.4	5.0%	To be completed in 2017
	Seoul-Munsan Highway	668	304 (45.5%)	9.8	4.5%	To be completed in 2016
	Sangju-Youngchun Highway	1,286	129 (10%)	3.3	1.0%	To be completed in 2015
	Seoul-Pocheon Highway	964	136 (14%)	4.4	1.4%	To be completed in 2016
	Youngdong Highway #2	758	121 (16%)	4	1.6%	To be completed in 2015
	Eun-Pyeong New Road	165	90 (54.4%)	1.1	2.72%	To be completed in 2014
Under Construction	Uijeongbu Light Rail Transit	279	155 (56%)	27.3	29.9%	To be completed in 2011
	Kyongsang-Cheonla Rail Way BTL	331	76 (23%)	1.5	2.3%	To be completed in 2012
	Kangnam Beltway	931	107 (11.5%)	20.7	11.5%	To be completed in 2014
Investment Completed	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	12%	9.1(MEDIC, May. 2003)-sold
	Daegu West-North Road	64	16 (25%)	3.3	15%	3.7(Municipality of Daegu, June.2004)-sold
	Cholmasan Tunnel	75	18 (25%)	1.0	24%	1.0 (KTCU, Nov. 2001)-sold
	Manwolsan Tunnel	68	17 (25%)	5.0	15%	Completed (July,2005) - sold
	Seoul Beltway	1,612	435 (27%)	124.2	27%	Completed (Dec.,2007) - Contracted in 09

KTCU : Korea Teachers' Credit Union

KRIF : Korea Road Infrastructure Fund

MEDIC : Macquarie East Daegu Investment Company

## Appendix - Balance Sheet [Summary]

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(Unit: KRW bn,%)

Account	05	06	07	08	09.3Q
<b>Total Asset</b>	<b>3,826</b>	<b>4,751</b>	<b>5,739</b>	<b>8,182</b>	<b>8,514</b>
Cash & Deposits	361	537	386	809	1,223
Trade Receivable	1,412	1,738	2,120	2,242	2,374
Inventories	197	195	424	457	319
Investments	494	691	888	1,839	1,797
Tangible Assets	905	1,038	1,089	1,412	1,399
<b>Total Liabilities</b>	<b>2,375</b>	<b>2,967</b>	<b>3,593</b>	<b>5,147</b>	<b>5,278</b>
Trade Payables	890	1,260	1,357	1,483	1,605
Borrowings	208	65	463	772	920
<b>Total Shareholder's Equity</b>	<b>1,451</b>	<b>1,784</b>	<b>2,146</b>	<b>3,035</b>	<b>3,236</b>
Capital Stock	255	255	255	255	255
D/E Ratio	163.7	166.3	167.5	169.6	163.1

## Appendix - Income Statement [Summary]

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(Unit: KRW bn,%)

Account		05	06	07	08	09. 3Q
Sales Revenues	Civil Eng.	730	714	796	657	594
	Plant	1,037	1,455	1,989	2,099	1,843
	Power/Environ.	312	257	214	393	403
	Architecture	2,203	1,598	1,056	1,275	916
	Housing	1,349	1,721	1,957	2,442	2,077
Total		5,631	5,745	6,012	6,866	5,833
Growth Profit		680	762	860	913	741
Selling & Admin Expenses		344	359	418	435	266
Operating Profit		336	403	442	478	475
Ordinary Profit		367	543	567	549	373
Net Profit		265	387	399	382	279

## Appendix - Major Projects

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(Unit: KRW bn)

Division	Project	Contract Date	Contract Amount	Description	
Civil Eng.	Singapore Depot C911	March	202	Overseas	Singapore
	Kohyun~Hadong IC2 Road	June	114	T/K	Busan city
	Singapore Depot C913	August	261	Overseas	Singapore
Plant	No.3 HOU Project (Increased)	March	149	Private	Affiliate
	Honam petroleum B project	April	34	Private	Honam
	UAE GASCO IGD P-4(NGL)	September	1,434	Overseas	UAE
Power / Environment	Keo-Je Waste treatment	February	27	Public	T/K
	Song San water restoration facility	May	23	Public	T/K
Architecture	AP2 LCD&OLED	March	24	Private	Affiliate
	GS Square Anyang	April	34	Private	Affiliate
	P8E C/R & Utility	September	119	Private	Affiliate
Housing	Kumho 13 district(Increased)	January	741	Private	Redevelopment
	Susak 6 <sup>th</sup> district	May	167	Private	Redevelopment
	Yeomri	August	241	Private	Redevelopment



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