

INVESTOR RELATIONS

GS E&C Presentation

March 6th, 2014

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※ This material is based on the preliminary consolidated results for 4Q13, which was publicly released on Feb 6th



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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.

2013 Results & 2014 Guidance



(Unit : KRW bn)

	2013(E)	2014(P)
New Orders	9,009	14,000
Sales Revenues	9,582	10,646
Gross Profit Margin	-415	
- Domestic GPM	528	
- Overseas GPM	-943	
Operating Profit	-937	160
Ordinary Profit	-988	240
Net Profit	-772	

2014 New Orders Target

: KRW 14 trn (Overseas 10 trn / Domestic 4 trn)

(Unit : KRW trn)

Division	Major Order Pipeline
Plant	<ul style="list-style-type: none"> - UAE NEB Pjt. (0.8) - Venezuela PDVSA Gas Pjt. (2.5) - *Kuwait Clean Fuels Pjt. (1.7) - *Iraq Karbala Pjt. (2.4)
Power	<ul style="list-style-type: none"> - Mozambique Coal Power Pjt. (0.6) - *Algeria CCPP Pjt (0.4)
Civil	<ul style="list-style-type: none"> - Kuwait Doha Link (0.6)

* Awarded

New Orders



(Unit : KRW bn)

Division	2012	2013	Achieved	2013(P)
Domestic	4,475	3,946	68.7%	5,745
Overseas	4,632	5,063	80.9%	6,255
Civil Eng.	577 (*77)	1,276 (*1,006)	59.6% (*91.5%)	2,140 (*1,100)
Plant	3,195 (*3,057)	3,775 (*3,168)	100.7% (*118.2%)	3,750 (*2,680)
Power/ Environment	1,696 (*730)	664 (*15)	26.5% (*0.9%)	2,510 (*1,654)
Architecture / Housing	2,383 (*768)	2,030 (*888)	84.6% (*108.3%)	2,400 (*820)
Housing	1,256	1,264	105.3%	1,200
Total	9,107	9,009	75.1%	12,000



(Unit : KRW bn)

Division	Major Projects
Civil Eng.	<ul style="list-style-type: none"> - Qatar Doha Metro (552) - Vietnam Vam Cong Bridge Pjt. (175) - Changwon Detour Road Project (85)
Plant	<ul style="list-style-type: none"> - Kazakhstan IPC Pjt. (1,518) - Turkey STAR Refinery Pjt. (1,156) - Boryeong LNG Terminal Pjt. (411) - Vietnam NSRP Pjt. (242)
Power / Environment	<ul style="list-style-type: none"> - New Boryeong Coal Power 1 & 2 Pjt. (112) - Ulsan Resource Recovery Facility Operation (89) - Guangdong D-Project Environmental facility (66)
Architecture / Housing	<ul style="list-style-type: none"> - Singapore Marina South Pjt. (592) - USFK Communication Center Pjt. (84) - D-Project (FAB) (107)
Housing	<ul style="list-style-type: none"> - Gajaewool Zone 6 (201) - Gaepo Zone 4 (467) - Jamsil Zone 5 (367)

*Overseas

Order Backlogs



(Unit : KRW bn)

Division	2012	2013(E)	Changes
Civil Eng.	4,419	4,042	-9%
Plant	12,190	12,642	4%
Power / Environment	3,906	3,183	-19%
Architecture	2,957	2,863	-3%
Housing	14,267	14,438	1%
Domestic	21,680	21,019	-3%
Overseas	16,059	16,149	1%
Total	37,739	37,168	-2%



❖ Overseas Order Backlogs Geographical Diversification

- Asia: 40% (Kazakhstan, Singapore, Vietnam..)
- Middle East: 20% (Saudi, UAE, Kuwait, Qatar..)
- Africa: 13% (Egypt, Tanzania, Mozambique..)
- Europe: 7% (Turkey)
- Others: 20% (Australia, Canada)

❖ GS E&C has started diversifying Overseas Order Backlogs portfolio across different geographic regions so as to reduce the M.E risk and improve margins.

❖ Had secured about 3.7 years work volume based on the 10 trillion annual revenue.

Cash Raising Plan

✓Cash Flow & Liquidity

(Unit: KRW trn)

	10	11	12	13(E)
Gross Debt	1.32	1.78	2.46	4.25
Cash & Cash Equivalent	1.49	1.49	1.42	1.87
Net Debt	-0.17	0.29	1.04	2.38

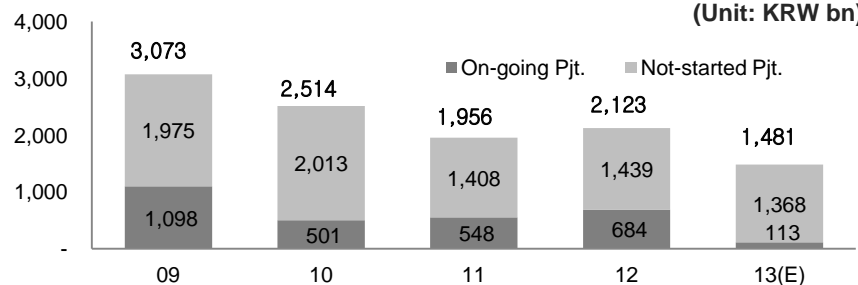
✓Pay-back Schedule for Corp. Bond & Comml. Paper

(Unit: KRW Bn)

	2014	2015	After 2016	Total
Corp. Bond	517	-	580	1,097
Comml. Paper	-	-	800	800

✓PF Loan Guarantee

(Unit: KRW bn)



✓Housing Supply Units

(Unit: ea)

	09	10	11	12	13	14(P)
Units.	1,517	2,961	6,103	5,234	4,292	12,000

✓Cash Raising Plan for 1 trn ~ 1.5 trn

Paid-in Capital Increase

Ordinary Shares	22,000,000
Par Value	KRW 5,000
Share Outstanding before Capital Increase	51,000,000
Capital Increase Amount	KRW 523,600,000,000
Capital Increase Method	1) Offering to Shareholders 2) Public Subscription for Forfeited Shares
Expected Issue Price	KRW 23,800
Price confirm Scheduled	May. 28, 2014
Subscription Period	Jun. 02 ~ 03, 2014
Expected date to be listed	Jun. 25, 2014

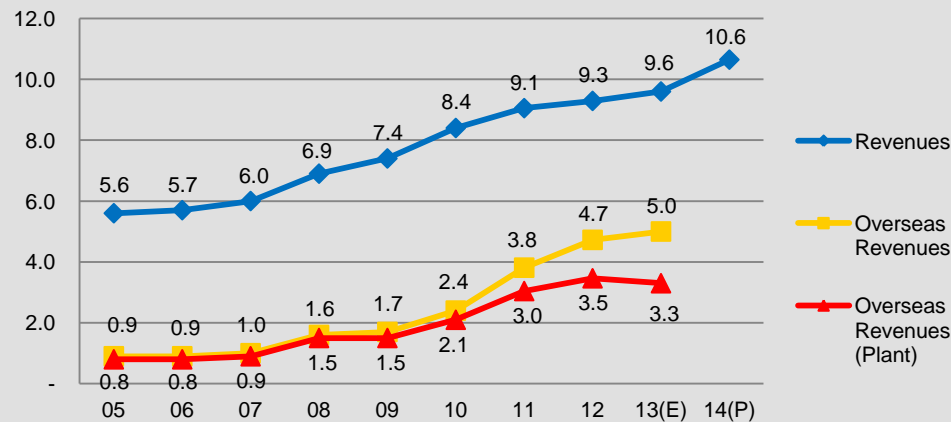
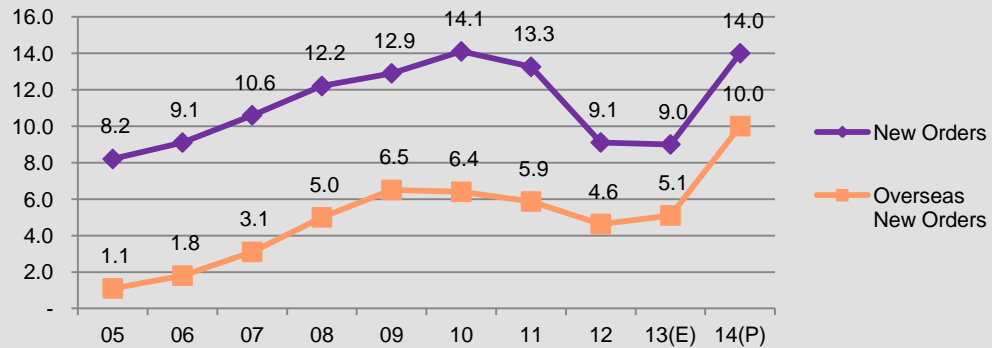
Asset Disposal under review

Parnas Hotel and others

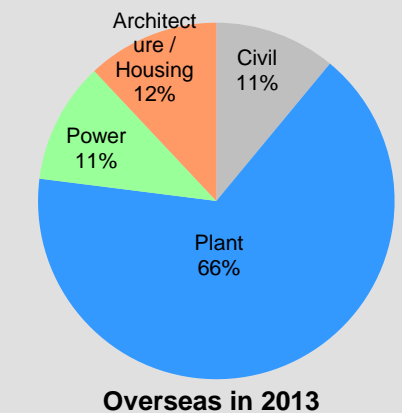
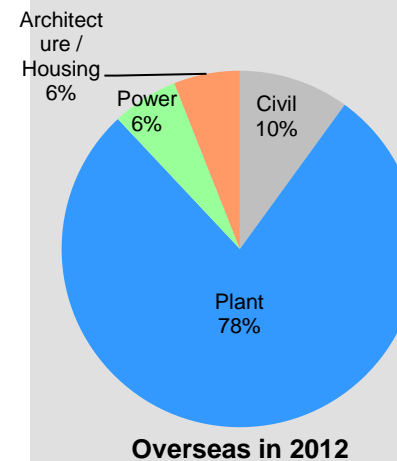
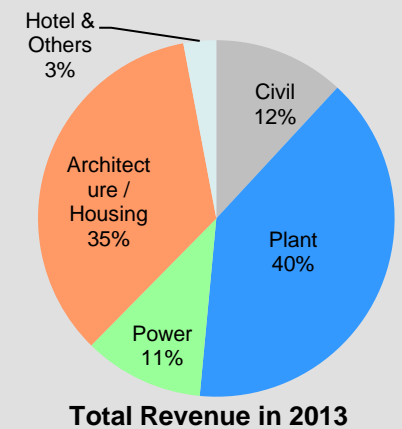
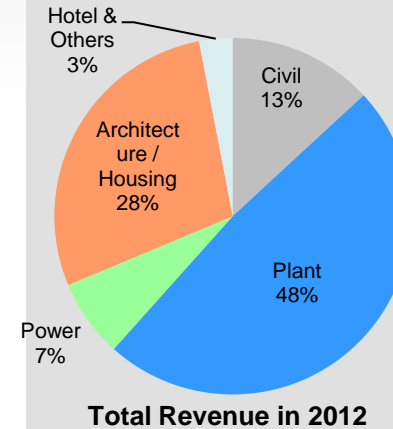
Overseas New Orders & Revenues



New Orders & Revenues



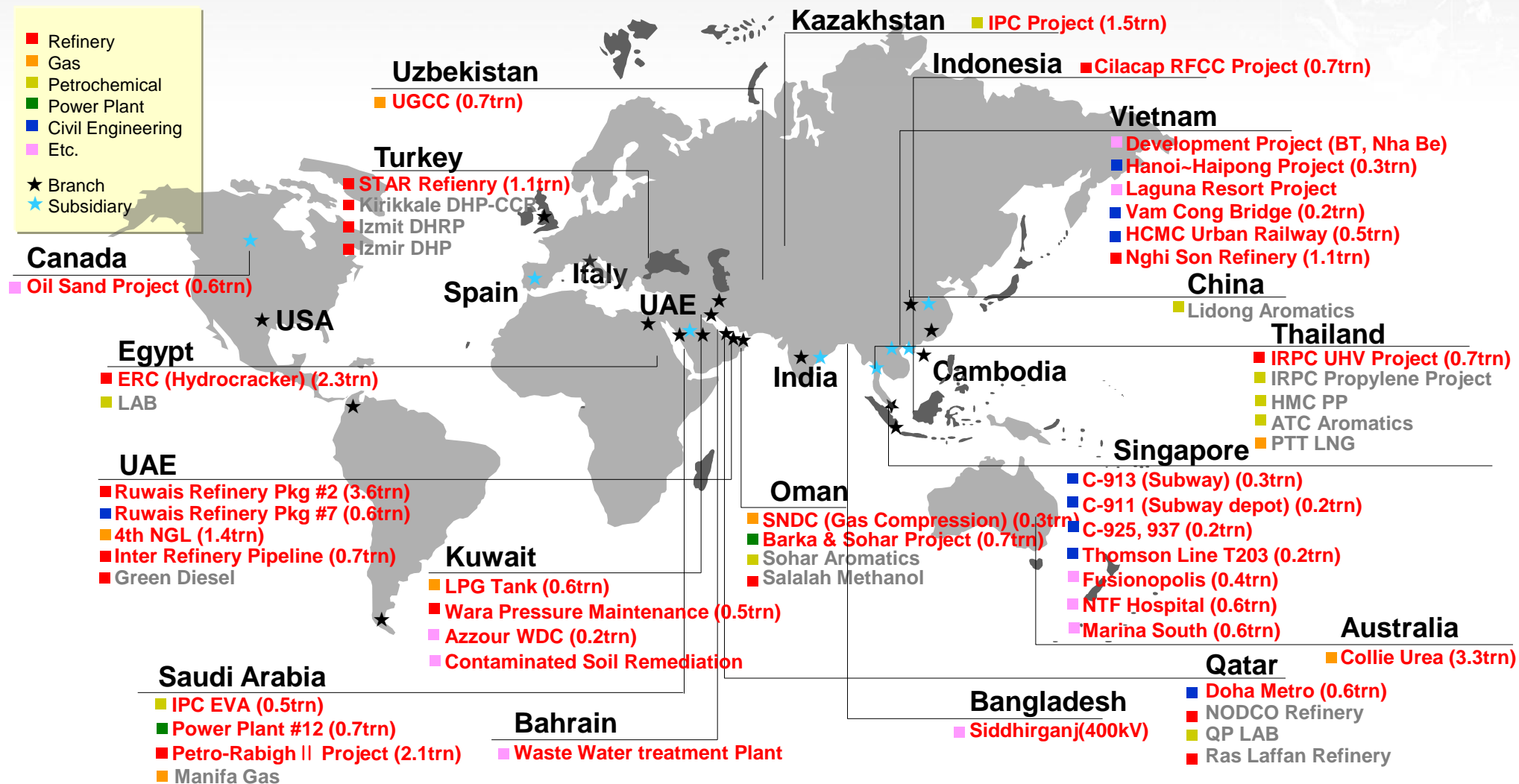
Revenues by Portfolio



Appendix – Global Networks & Major Projects



GS E&C currently operates more than 50 on-going projects, 27 branches & local entities in overseas.

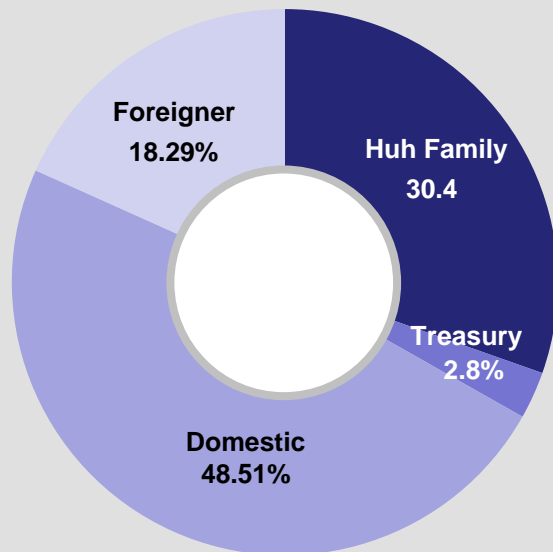


Appendix – Ownership Structure



GS E&C

(As of 4Q 2013)



Huh Family

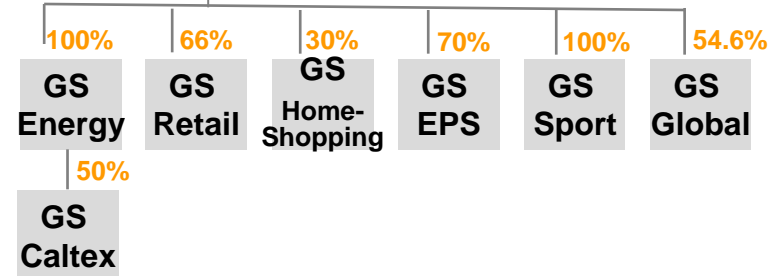
(As of 4Q 2013)

GS Holdings



30.4%

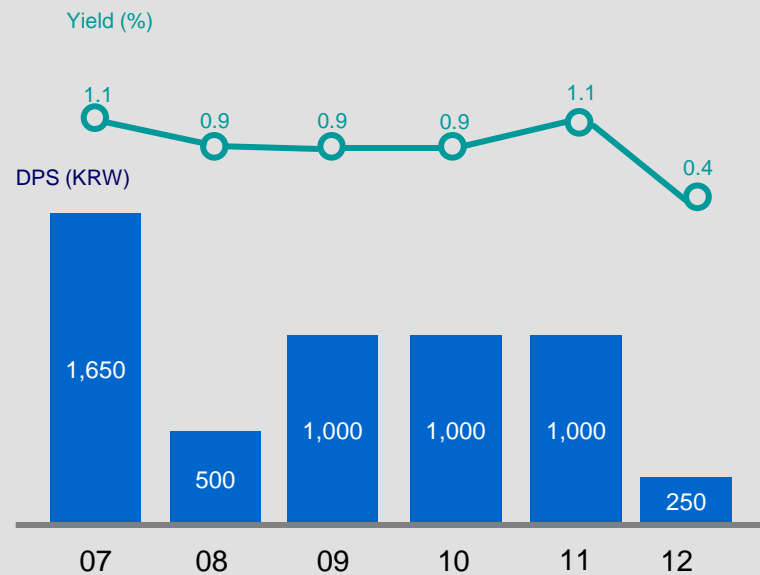
Subsidiary



Appendix - Dividends



Yield & DPS



Payout Ratio



Financial Status – Statements of Financial Position (Summary)



(Unit: KRW bn,%)

Account	10	11	12	13(E)
Total Asset	11,046	11,264	11,470	12,483
Cash & Deposits	1,494	1,488	1,418	1,866
Trade Receivable	4,415	4,627	4,502	4,812
Inventories	419	495	536	499
Investment & etc	1,316	1,173	1,100	1,265
Tangible Assets	2,348	2,195	2,254	2,177
Total Liabilities	7,275	7,306	7,472	9,171
Trade Payables	1,680	1,734	1,412	1,550
Borrowings	1,323	1,776	2,460	4,247
Total Shareholder's Equity	3,771	3,958	3,998	3,312
Capital Stock	255	255	255	255
Debt Ratio	192.9	184.6	186.9	276.9

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Financial status - Statements of Income (Summary)



(Unit: KRW bn)

Account		10	11	Account	12	13(E)
Sales Revenues	Civil Eng.	1,048	1,097	Civil Eng.	1,237	1,147
	Plant	2,671	3,434	Plant	4,492	3,796
	Power/Environ.	542	921	Power	655	1,044
	Architecture / Housing	3,851	3,302	Architecture / Housing	2,624	3,354
	Parnas Etc	308	298	Parnas Etc	282	240
Total		8,420	9,052	Total	9,290	9,581
Gross Profit		1,130	1,039	Gross Profit	716	(415)
Selling & Admin. Expenses		536	608	Selling & Admin. Expenses	556	522
Operating Profit		633	431	Operating Profit	160	(937)
Ordinary Profit		556	564	Ordinary Profit	170	(988)
Net Profit		406	427	Net Profit	108	(772)

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