



# Business Plan 2012

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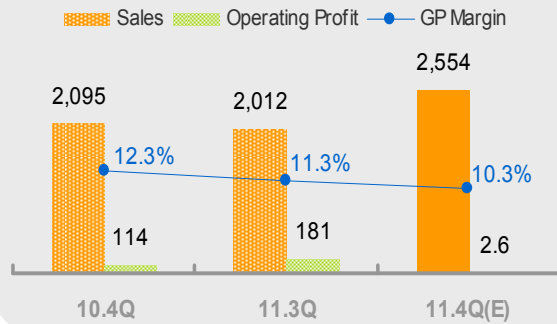
# Highlights (2011Y 4Q Summary)



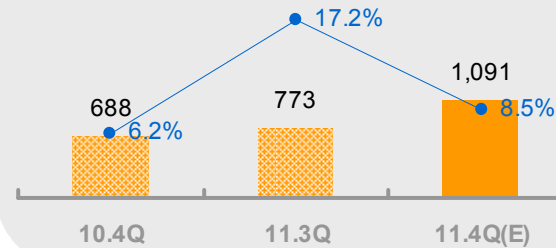
Sales revenues increased in all divisions.

(Unit: KRW Billion)

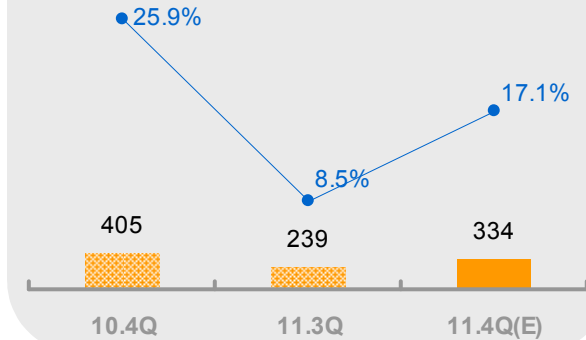
## Company Overall



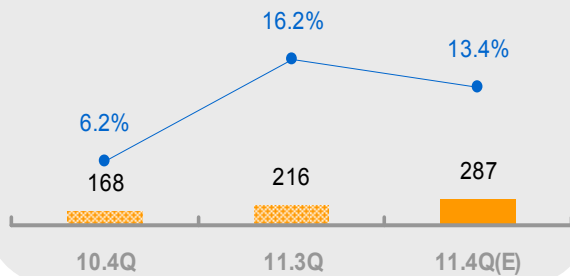
## Plant



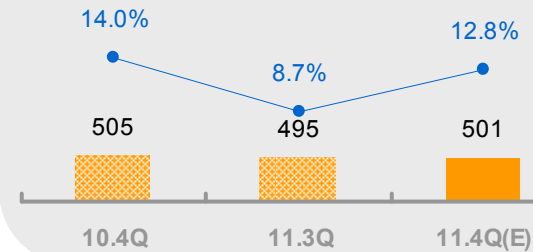
## Housing



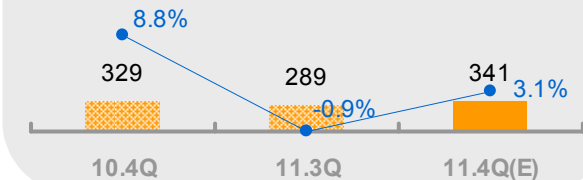
## Power/Environment



## Architecture



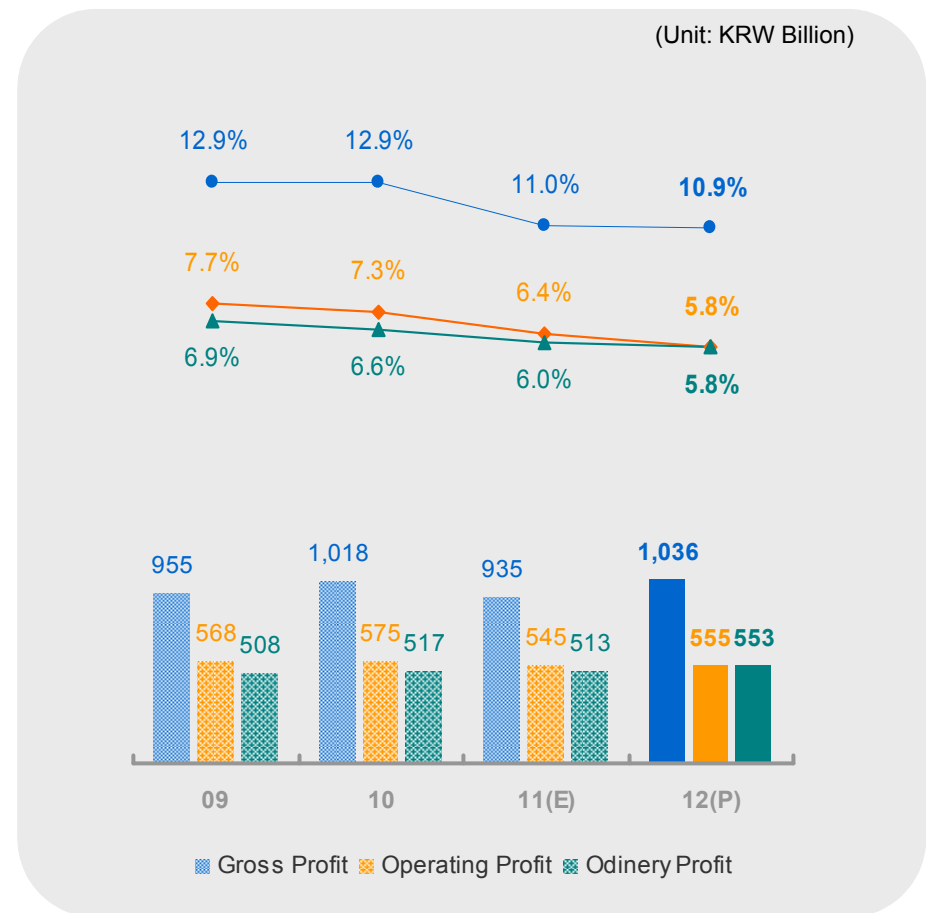
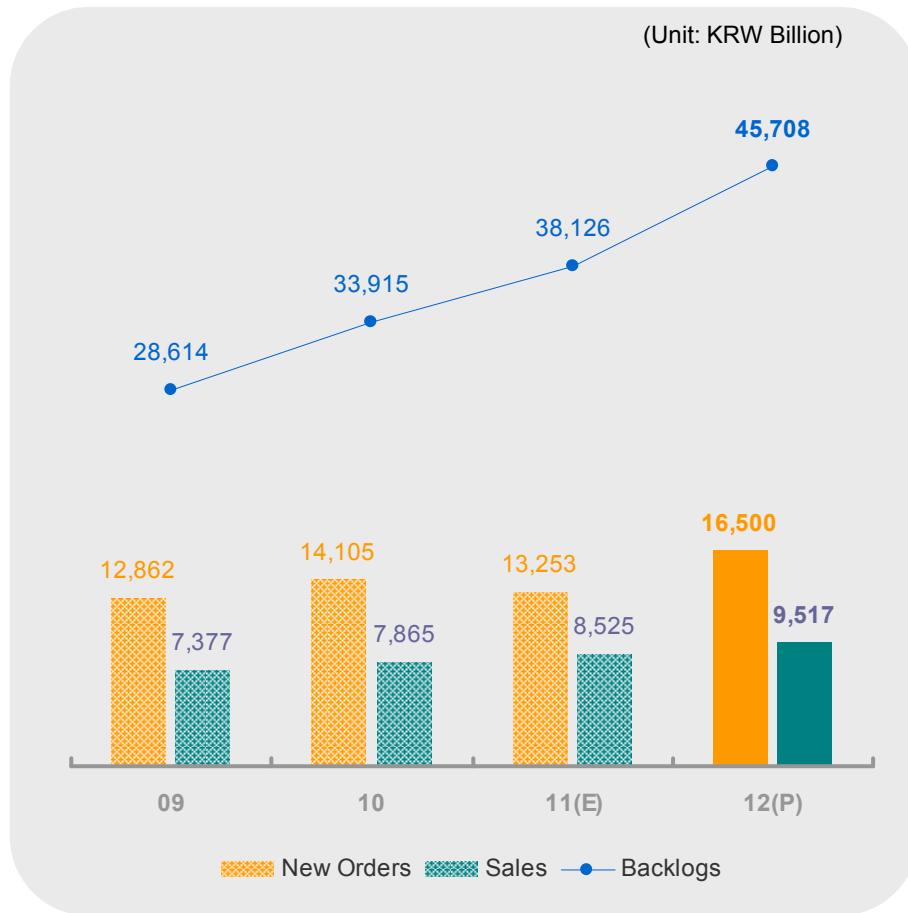
## Civil



# Highlights



**Sales revenues have increased, but new orders and operating profit have decreased.**



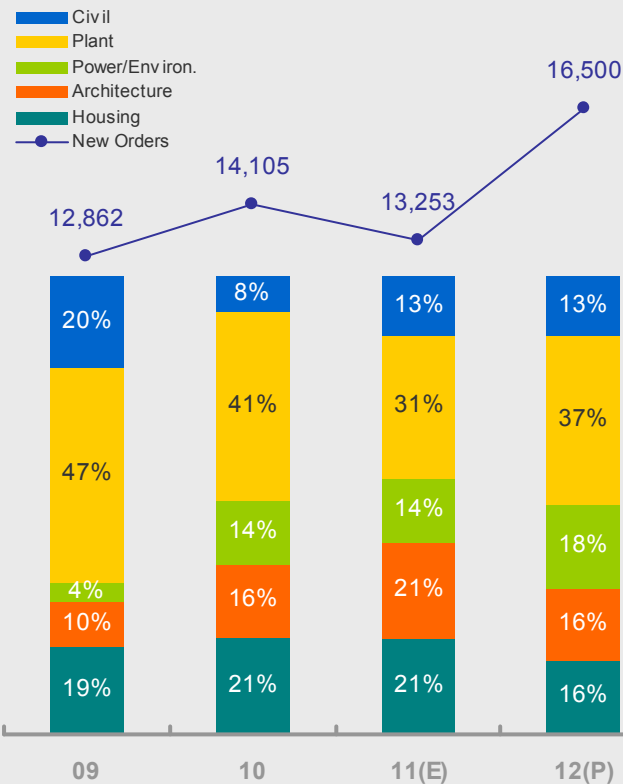
# Business Plan 2012 – New Orders & Order Backlogs



New orders will go up due to increase in plant and power plant & environment and order backlogs will substantially rise based on balanced business portfolio.

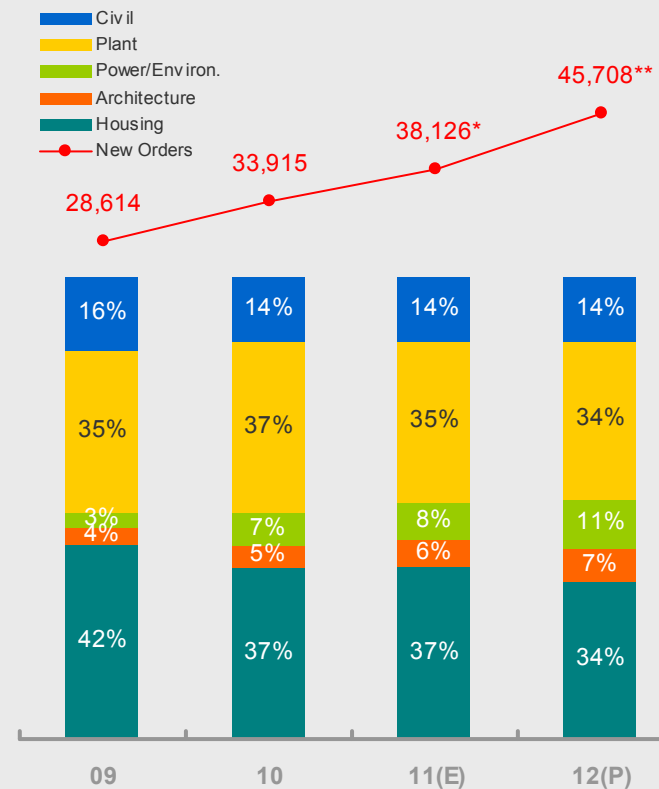
## New Orders

(Unit: KRW Billion, %)



## Backlogs

(Unit: KRW Billion, %)



\*Not included Provisional Order Backlogs in Housing 7.8 KRW trillion

\*\*Not included Provisional Order Backlogs in Housing 7.4 KRW trillion

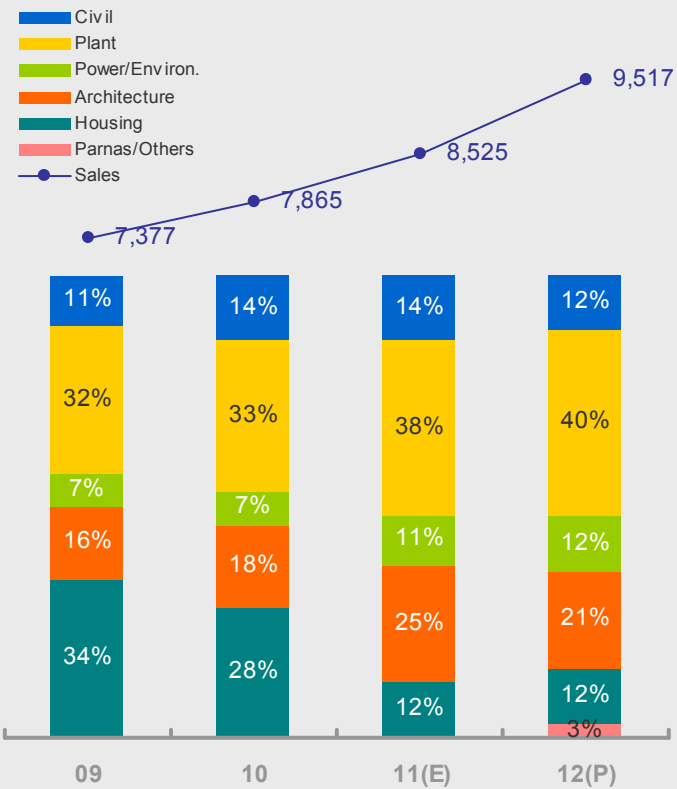
# Business Plan 2012 – Sales Revenue & Gross Profit



Sales revenues will increase due to the expansion of overseas business.

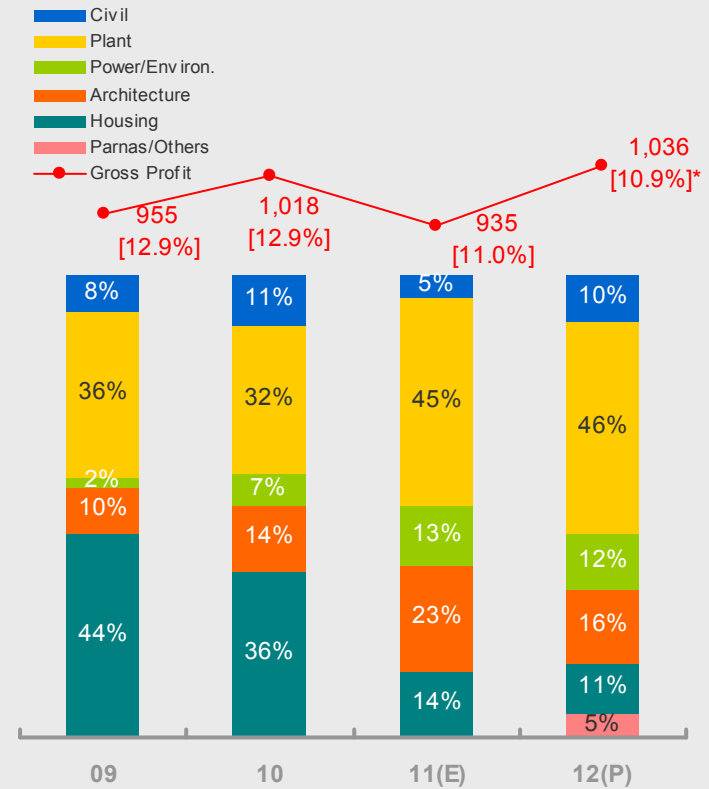
## Sales

(Unit: KRW Billion, %)



## Gross Profit

(Unit: KRW Billion, %)

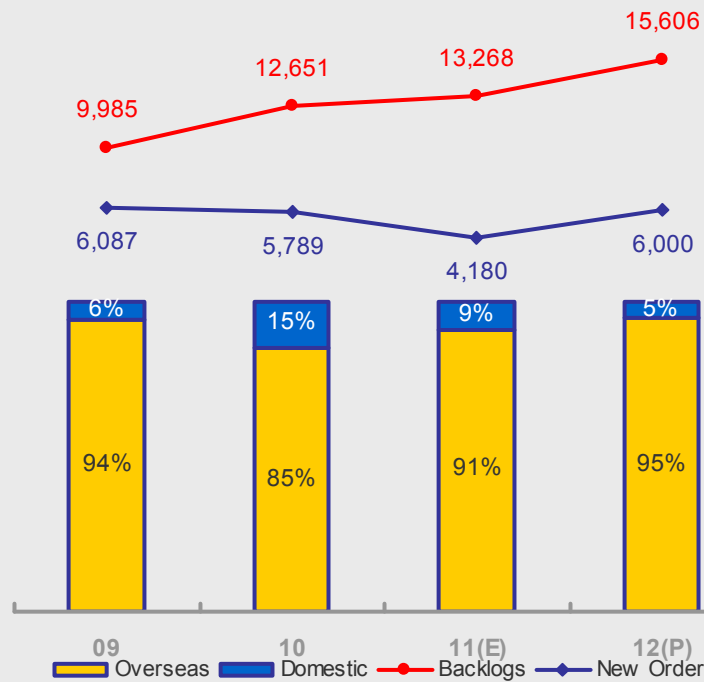


\*[ ]: Gross Profit Ratio

New orders and sales revenues will be highly increased, but gross profits will increase slightly.

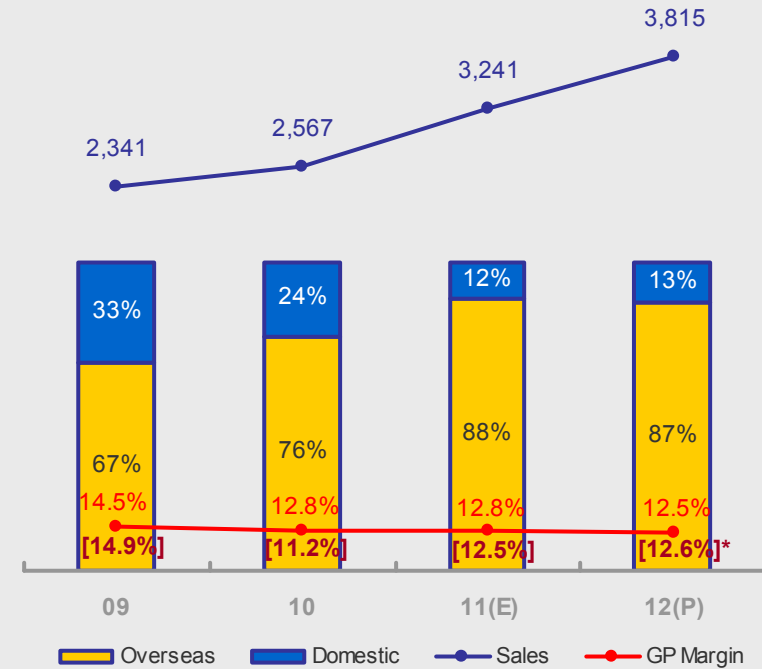
## New Orders & Backlogs

(Unit: KRW Billion, %)



## Sales & GP Margin

(Unit: KRW Billion, %)



\*[ ] : Overseas Gross Margin Ratio

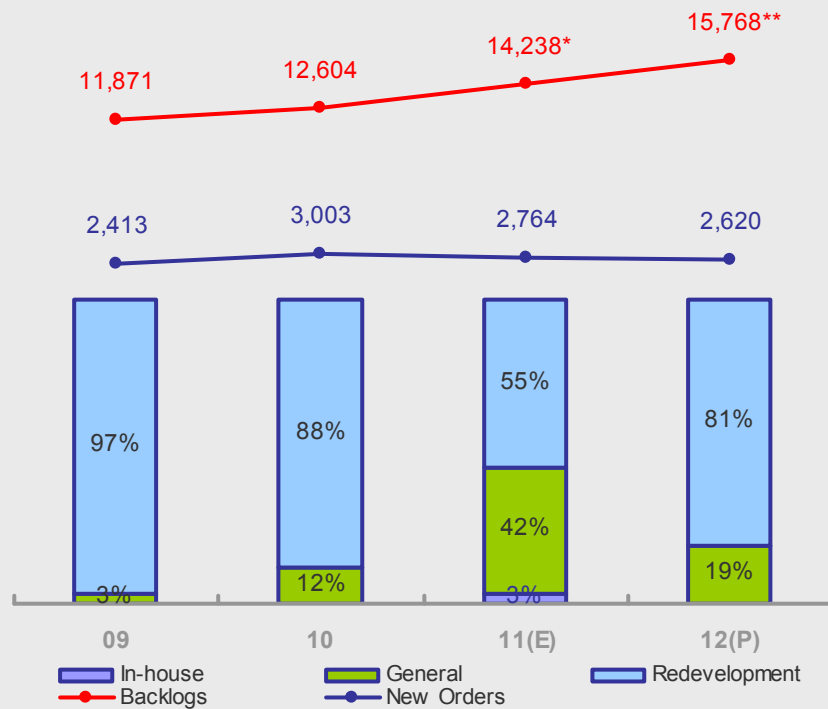
# Business Plan 2012 - Housing



Sales revenues turns into growth in line with the increase of housing supply.

## New Orders & Backlogs

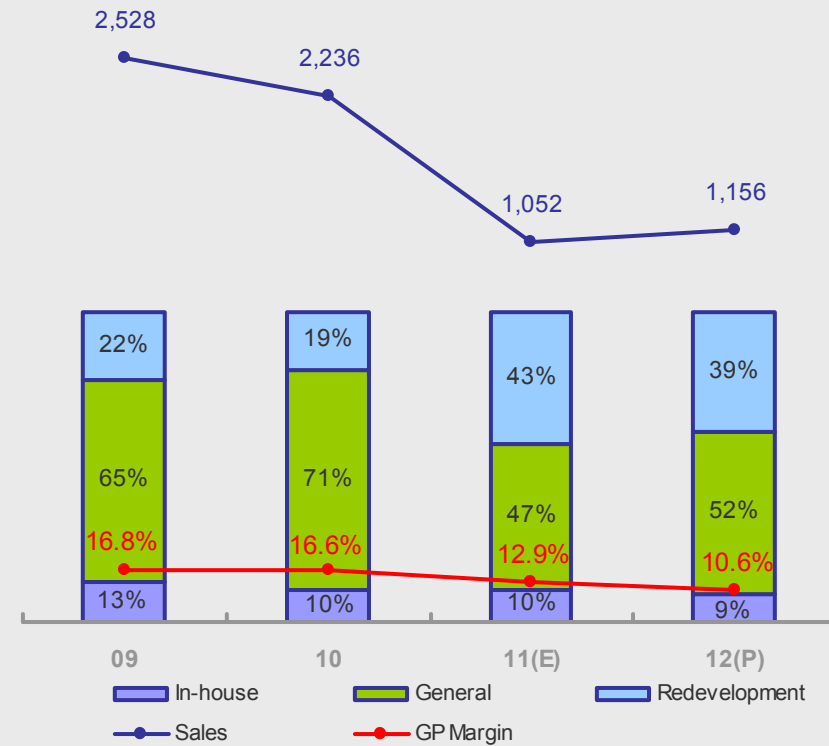
(Unit: KRW Billion,%)



\*Not included Provisional Order Backlogs in Housing 7.8 KRW trillion  
 \*\*Not included Provisional Order Backlogs in Housing 7.4 KRW trillion

## Sales & GP Margin

(Unit: KRW Billion,%)





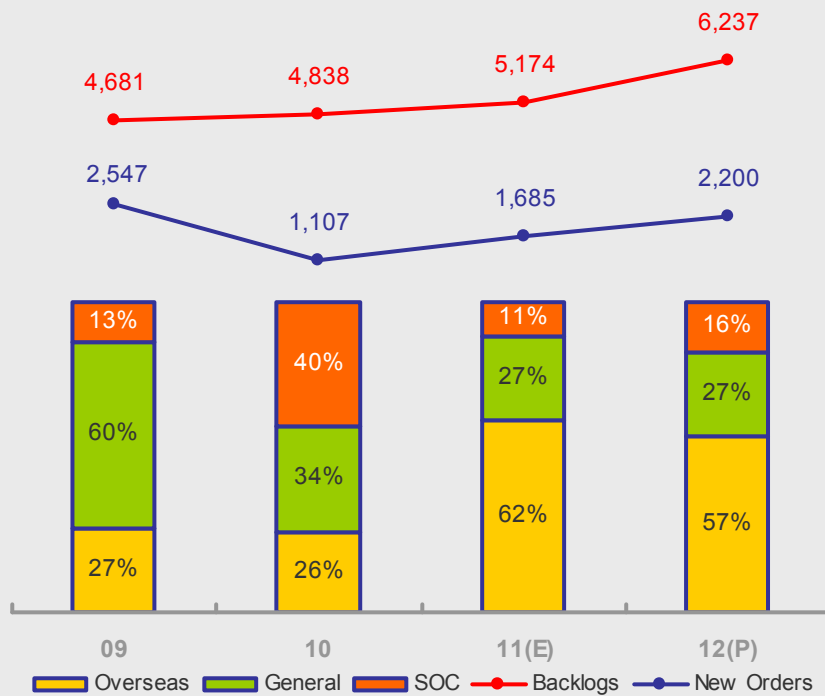
# Business Plan 2012- Civil Engineering



New orders will highly go up due to increase of overseas projects and gross profits ratio will be slightly improve.

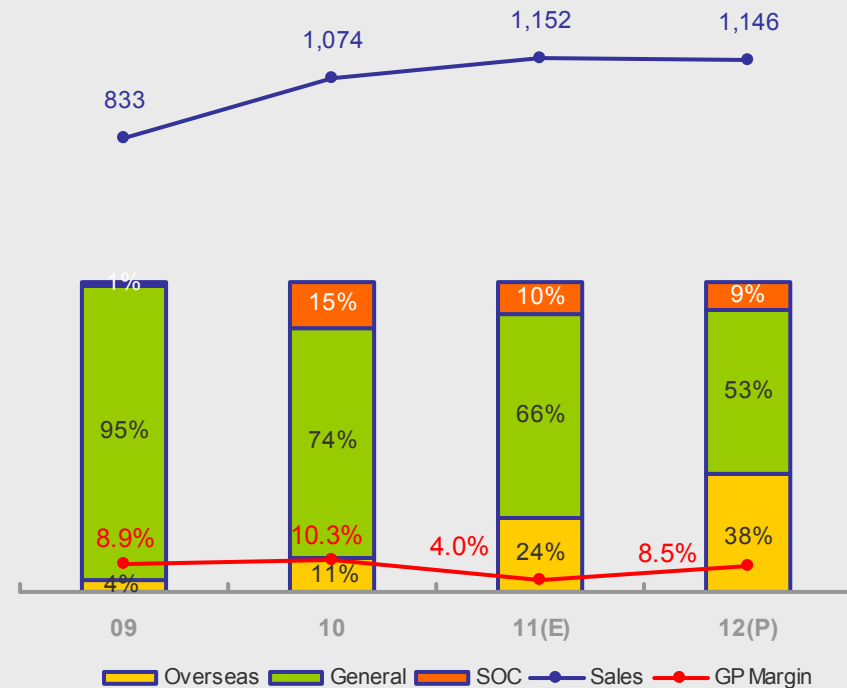
## New Orders & Backlogs

(Unit: KRW Billion, %)



## Sales & GP Margin

(Unit: KRW Billion, %)



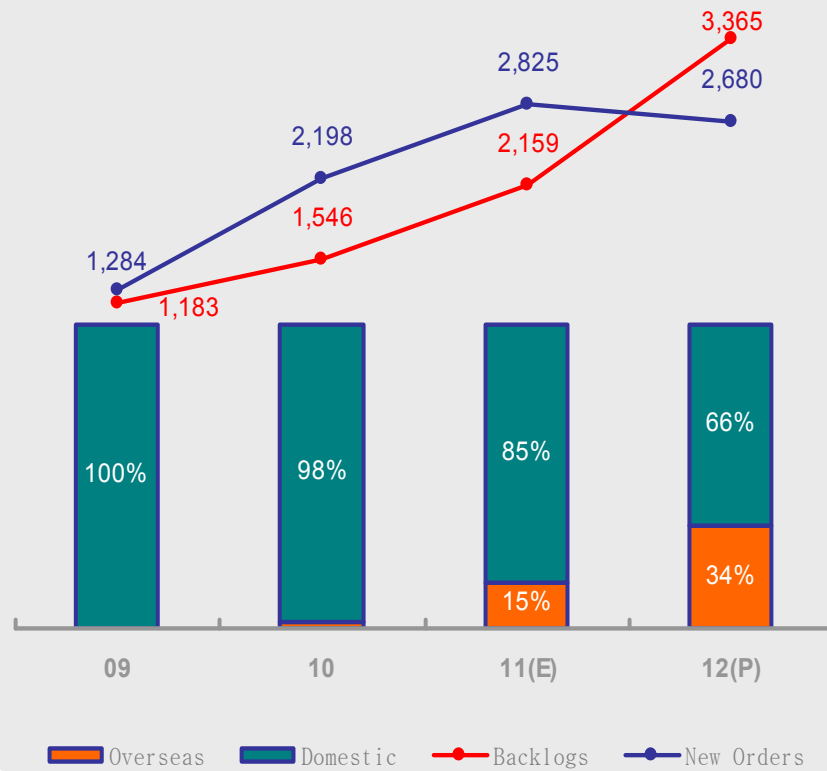
# Business Plan 2012 - Architecture



New orders and sales revenues will be decreased due to the base effects.

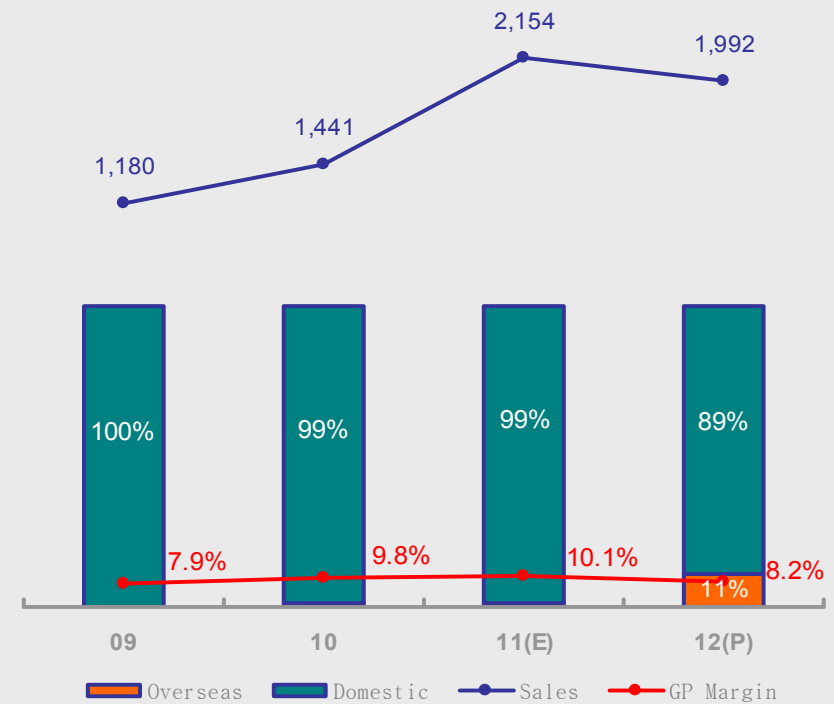
## New Orders & Backlogs

(Unit: KRW Billion, %)



## Sales & GP Margin

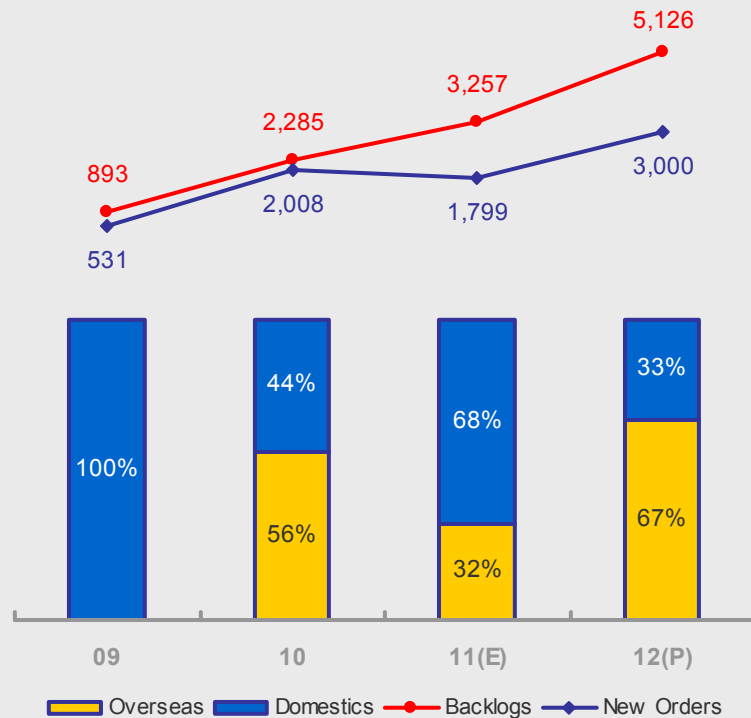
(Unit: KRW Billion, %)



New orders will surge from overseas.

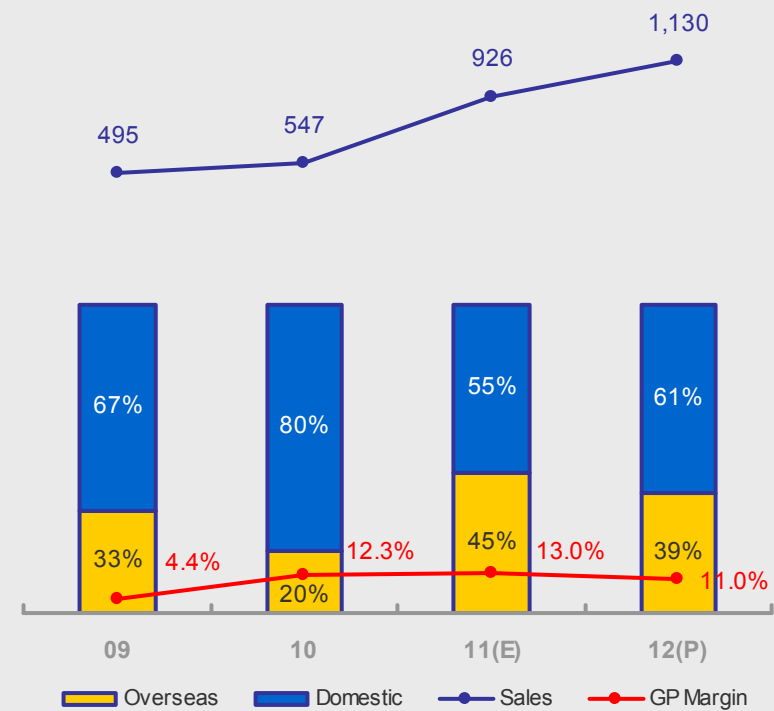
## New Orders & Backlogs

(Unit: KRW Billion, %)



## Sales & GP Margin

(Unit: KRW Billion, %)



## Financial Status – Balance Sheet (Summary)



(KRW billion, %)					
Account	07	08	09	10*	11(E)*
<b>Total Asset</b>	<b>5,739</b>	<b>8,182</b>	<b>8,946</b>	<b>10,017</b>	<b>10,310</b>
Cash & Deposits	386	809	1,467	1,377	1,401
Trade Receivables	2,120	2,242	2,429	3,684	3,977
Inventories	424	457	429	290	266
Investment & etc	888	1,839	1,628	1,576	1,610
Tangible Assets	1,089	1,412	1,422	1,071	1,051
<b>Total Liabilities</b>	<b>3,593</b>	<b>5,147</b>	<b>5,647</b>	<b>6,411</b>	<b>6,525</b>
Total Payables	1,357	1,483	1,366	1,596	1,606
Borrowing	463	772	972	966	1,544
<b>Total Shareholders' Equity</b>	<b>2,146</b>	<b>3,035</b>	<b>3,299</b>	<b>3,606</b>	<b>3,785</b>
Capital Stock	255	255	255	255	255
L/E Ratio	167.5	169.6	171.2	177.8	172.4

\*K-IFRS Non-consolidated

# Financial Status – Income Statement (Summary)



(KRW billion)

Account		07	08	09	10*	11(E)*
Sales Revenue	Civil Engineering	796	657	833	1,074	1,152
	Plant	1,989	2,099	2,341	2,567	3,241
	Power Plant & Environment	214	393	495	547	926
	Architecture	1,056	1,275	1,180	1,441	2,154
	Housing	1,957	2,442	2,528	2,236	1,052
<b>Total</b>		<b>6,012</b>	<b>6,866</b>	<b>7,377</b>	<b>7,865</b>	<b>8,525</b>
Gross Profit		860	913	955	1,018	935
Selling and Administrative Expenses		418	435	387	497	593
Operating Profit		442	478	568	575	545
Ordinary Profit		567	549	508	517	513
<b>Net Profit</b>		<b>399</b>	<b>382</b>	<b>383</b>	<b>387</b>	<b>418</b>

\*K-IFRS Non-consolidated



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