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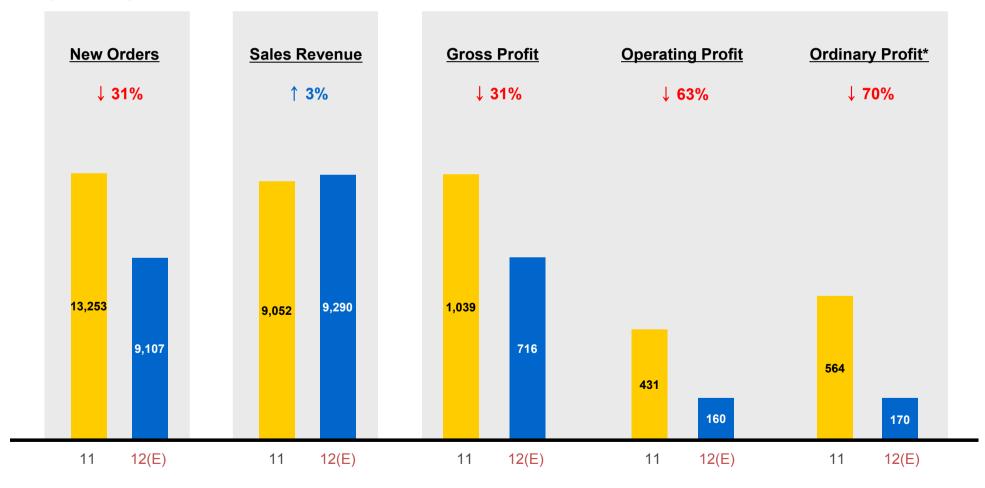
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# **Summary (YoY Accumulated)**

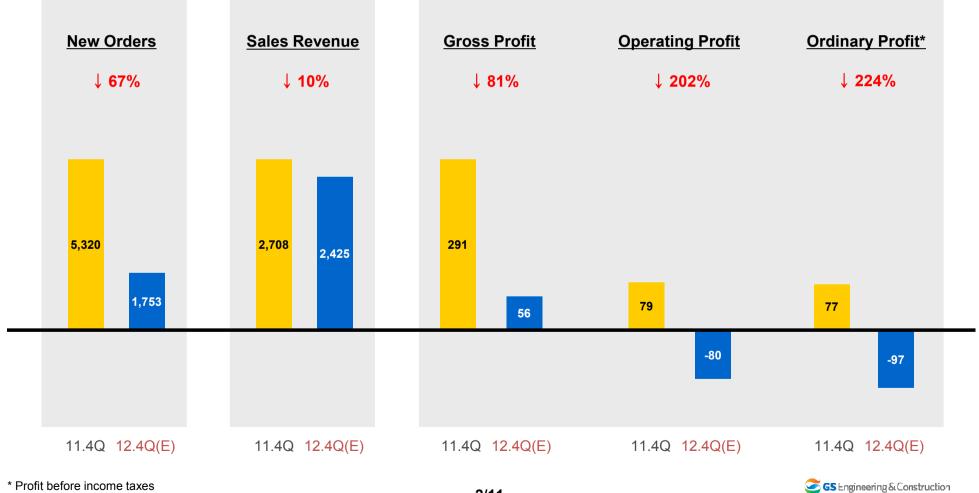




<sup>\*</sup> Profit before income taxes

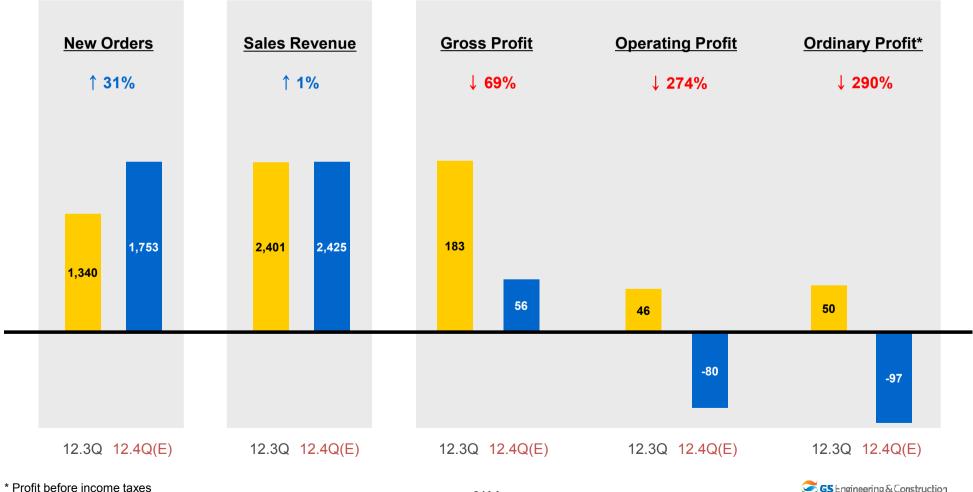
## **INVESTOR RELATIONS Summary (YoY)**





## **INVESTOR RELATIONS Summary (QoQ)**

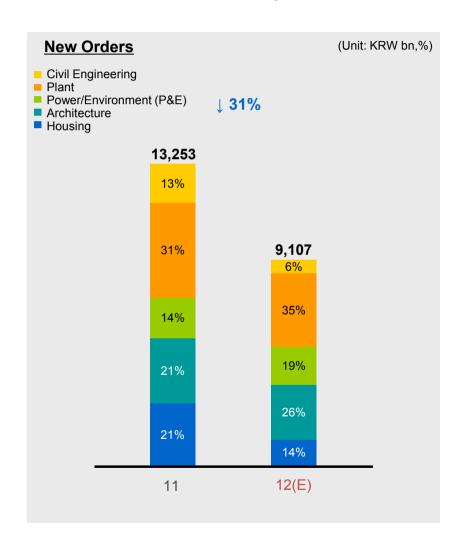




## **New Orders**



## New Orders have decreased by 31%.



#### **New Orders by Division**

(Unit: KRW bn,%)

Division	11	12(E)	Growth Rate
Civil Eng.	1,685	577	-66%
Plant	4,180	3,195	-24%
Power/ Environment (P&E)	1,799	1,696	-6%
Architecture	2,825	2,383	-16%
Housing	2,764	1,256	-54%
Domestic	7,385	4,475	-39%
Overseas	5,868	4,632	-21%
Total	13,253	9,107	-31%

### **Major Projects**

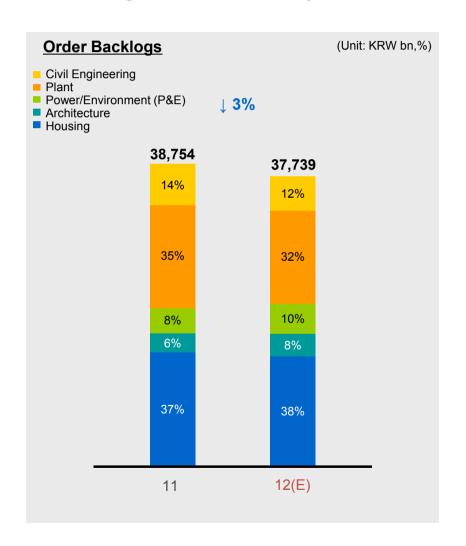
Division		Project	Amount
Civil Eng.	SOC	#2 Ring Road (Icheon-Osan)	119
Plant	Overseas	Rabigh II (UO1,CP-3/4)	2,074
Plant	Overseas	UHV Plant Project	690
P&E	Overseas	Saudi, PP-12 CCPP	727
P&E	Domestic	DangJin Biomass Power Plant 4	232
P&E	Domestic	Samcheok Green Power 3 & 4	102
Architecture	Overseas	Ng Teng Fong Hospital	593
Architecture	Domestic	Gyeongsang National University Hospital	99
Housing	Reconstruction	Gwacheon Area 6	380
Housing	Inhouse	DongTan Central Xi	182



# **Order Backlogs**



## Order Backlogs have decreased by 3%.



#### **Order Backlogs by Division**

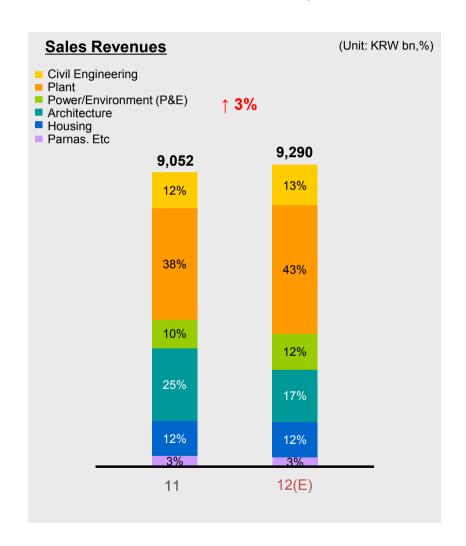
Division	11	12(E)	Growth Rate
Civil Eng.	5,215	4,419	-15%
Plant	13,569	12,190	-10%
Power/ Environment (P&E)	3,255	3,906	20%
Architecture	2,380	2,957	24%
Housing	14,335	14,267	0%
Domestic	21,841	21,680	-1%
Overseas	16,913	16,059	-5%
Total	38,754	37,739	-3%



## **Sales Revenues**



## Sales Revenues have increased by 3%.



### **Sales Revenues by Division**

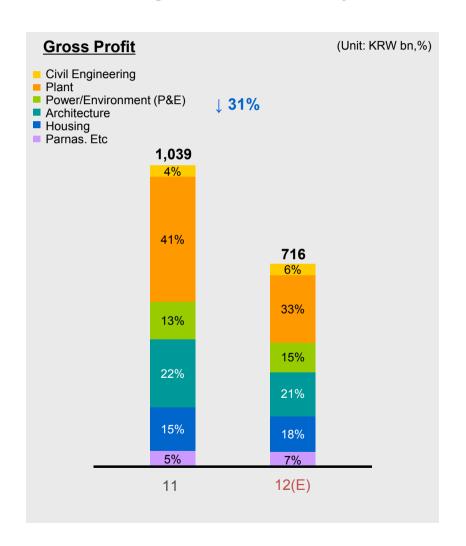
Division	11	12(E)	Growth Rate
Civil Eng.	1,097	1,237	13%
Plant	3,434	3,953	15%
Power/ Environment (P&E)	921	1,113	21%
Architecture	2,226	1,600	-28%
Housing	1,076	1,105	3%
Parnas. Etc	298	282	-5%
Domestic	5,241	4,565	-13%
Overseas	3,811	4,725	24%
Total	9,052	9,290	3%



## **Gross Profit**



## **Gross Profit Margin have decreased by 31%.**



#### **Gross Profit Margin by Division**

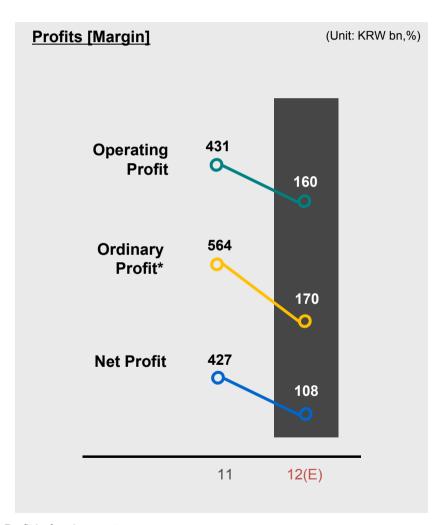
Division	11	12(E)	Growth Rate
Civil Eng.	4.3%	3.6%	-0.7%
Plant	12.3%	5.9%	-6.4%
Power/ Environment (P&E)	14.4%	9.7%	-4.7%
Architecture	10.5%	9.4%	-1.1%
Housing	14.1%	11.8%	-2.3%
Parnas. Etc	17.5%	17.2%	-0.3%
Domestic	11.2%	10.1%	-1.1%
Overseas	11.9%	5.4%	-6.5%
Total	11.5%	7.7%	-3.8%



## **Profits**



## Operating Profit Margin have decreased by 3.1%.



### **Profits [Margin]**

	11	12(E)	Growth Rate
Operating Profit	4.8%	1.7%	-3.1%
Ordinary Profit*	6.2%	1.8%	-4.4%
Net Profit	4.7%	1.2%	-3.5%



<sup>\*</sup> Profit before income taxes

# Plan for year 2013



## KRW 12 Trillion New Orders with 10.6 Trillion Sales Revenue for year 2013.

### **New Orders**

(Unit: KRW bn,%)

Division	12(E)	13(P)
Civil Eng.	577	2,140
Plant	3,195	3,750
Power/ Environment (P&E)	1,696	2,510
Architecture	2,383	2,400
Housing	1,256	1,200
Parnas. Etc	-	-
Domestic	4,475	5,745
Overseas	4,632	6,255
Total	9,107	12,000

### Sales Revenue

Division	12(E)	13(P)
Civil Eng.	1,237	1,114
Plant	3,953	4,468
Power/ Environment (P&E)	1,113	1,702
Architecture	1,600	1,810
Housing	1,105	1,198
Parnas. Etc	282	268
Domestic	4,565	4,145
Overseas	4,725	6,415
Total	9,290	10,560



# Financial Status – Statements of Financial Position (Summary)



(Unit: KRW bn,%)

Account	08	09	10*	11*	12*
Total Asset	8,182	8,946	11,046	11,264	11,470
Cash & Deposits	809	1,467	1,494	1,488	1,418
Trade Receivable	2,242	2,429	4,415	4,627	4,502
Inventories	457	429	419	495	535
Short Term Financial Inst. & Other Current Assets	1,839	1,628	1,316	1,173	1,100
Tangible Assets	1,412	1,422	2,348	2,195	2,254
Total Liabilities	5,147	5,647	7,275	7,306	7,472
Trade Payables	1,483	1,366	1,680	1,734	1,412
Borrowings	772	972	1,323	1,776	2,460
Total Shareholder's Equity	3,035	3,299	3,771	3,958	3,998
Capital Stock	255	255	255	255	255
L/E Ratio	169.6	171.2	192.9	184.6	186.9

\*10,11 & 12 : K-IFRS Consolidated



# Financial Status - Statements of Income (Summary)



(Unit: KRW bn,%)

A	ccount	08	09	10*	11*	12*
	Civil Eng.	657	833	1,048	1,097	1,237
	Plant	2,099	2,341	2,671	3,434	3,953
Sales Revenues	Power/Environ.	393	495	542	921	1,113
	Architecture	1,275	1,180	1,497	2,226	1,600
	Housing	2,442	2,528	2,354	1,076	1,105
	Parnas Etc	-	-	308	298	282
	Total	6,866	7,377	8,420	9,052	9,290
Gr	owth Profit	913	955	1,130	1,039	716
Selling &	Admin. Expenses	435	387	536	608	556
Оре	erating Profit	478	568	633	431	160
Ord	linary Profit	549	508	556	564	170
N	let Profit	382	383	406	427	108

\*10,11 & 12 : K-IFRS Consolidated





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