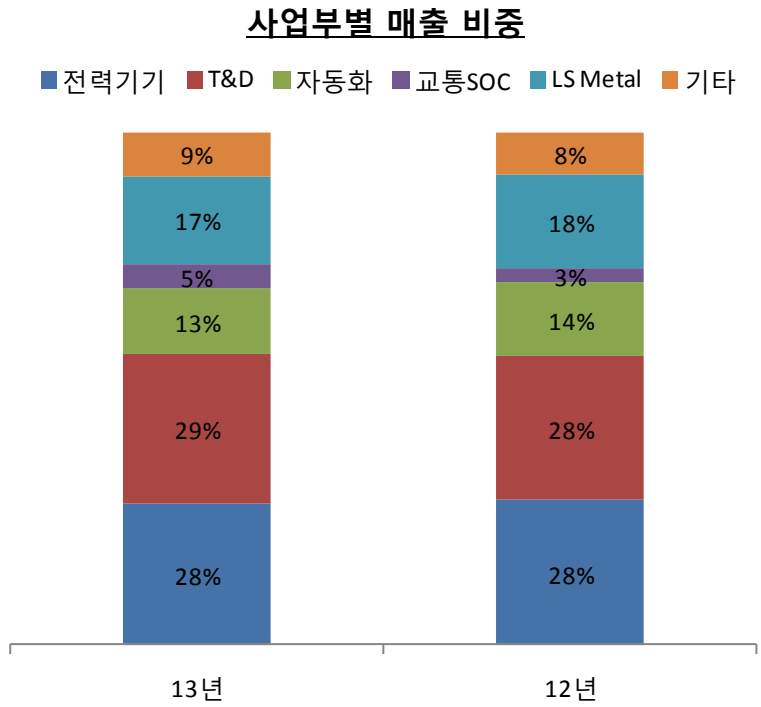
Leading
Innovation,
Creating
Tomorrow

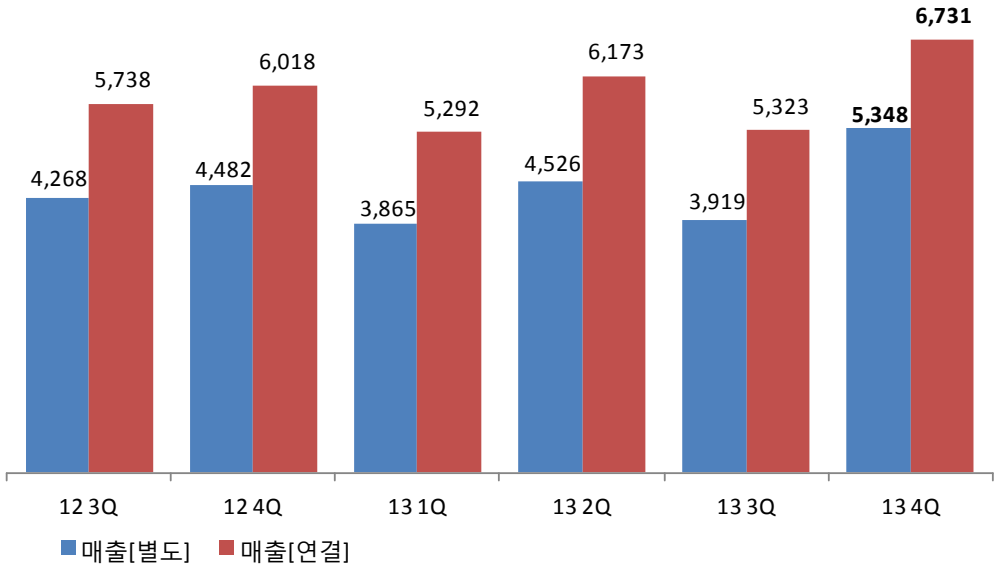
Q4 2013 results

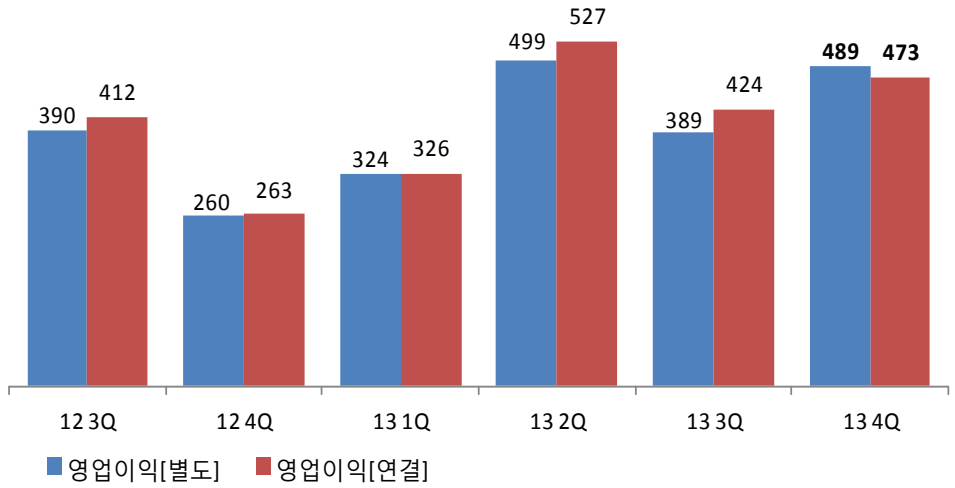
LS IS

Q4'13 Results

단위: 억원	Q4 2013	Q3 2013	Q4 2012	change Y-o-Y	change Q-o-Q
매출액	**6,731**	5,323	6,018	11.8%	26.5%
매출원가	**5,560**	4,272	5,048	10.1%	30%
매출총이익	**1,171**	1,051	970	20.7%	11.4%
판관비	**698**	628	725	-3.7%	11.1%
영업이익	**473**	423	263	79.8%	11.8%
세전이익	**457**	588	198	130.8%	-22.3%
순이익	**320**	464	97	229.9%	-31.0%

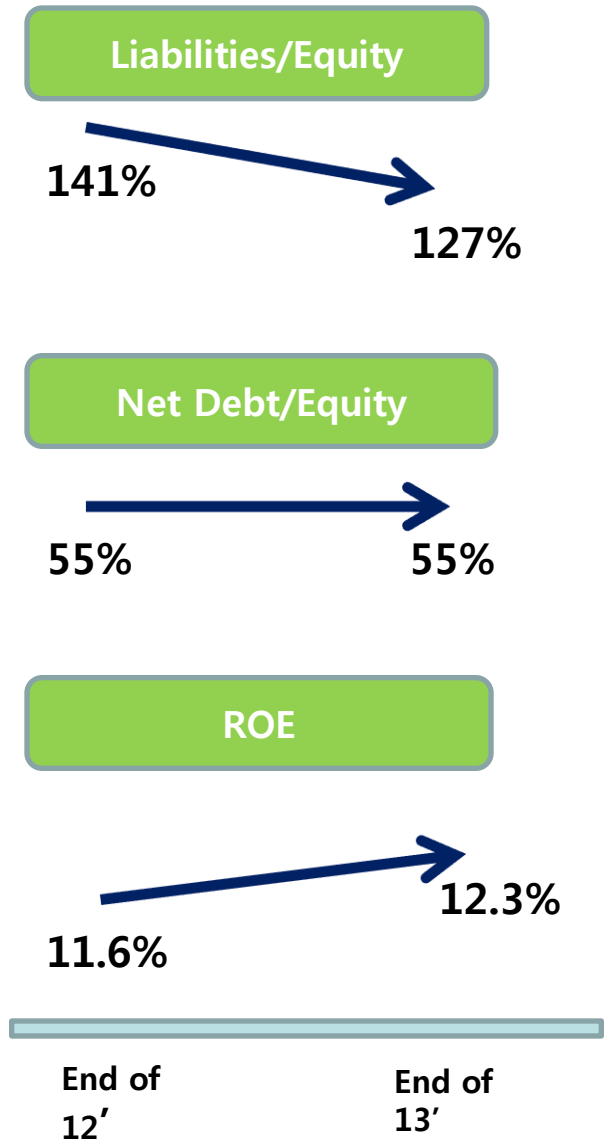




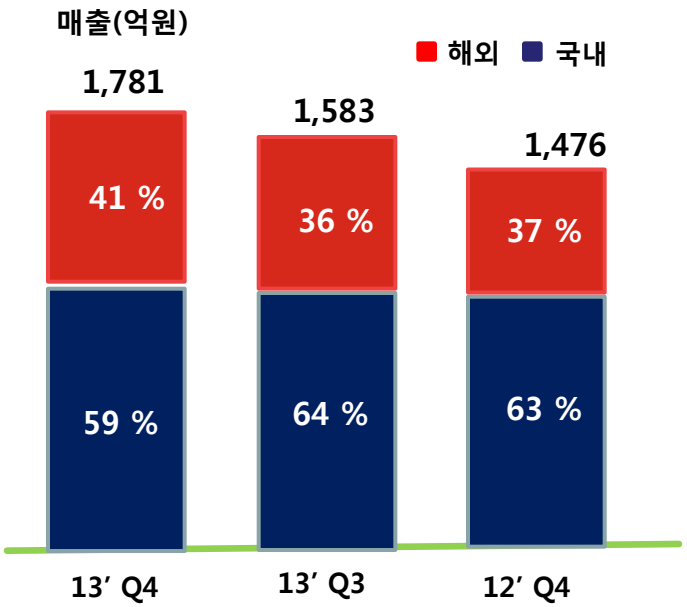


재무상태표

단위: 억원	2013년 말	2012년말	2011년말	전년말 대비	
자산	**21,013**	20,203	17,694	810	4.0%
유동자산	**12,374**	11,570	9,209	804	7.0%
현금및현금성자산	**1,914**	1,761	1,250	153	8.7%
비유동자산	**8,639**	8,634	8,485	5	0.1%
부채	**11,743**	11,828	9,929	(85)	-0.7%
유동부채	**5,216**	6,042	5,140	(826)	-13.7%
비유동부채	**6,527**	5,786	4,788	741	12.8%
자본	**9,270**	8,375	7,765	895	10.7%
부채비율	**126.7%**	141.2%	127.9%	-14.5%	-10.3%
순차입금	**5,094**	4,628	4,182	466	10.1%

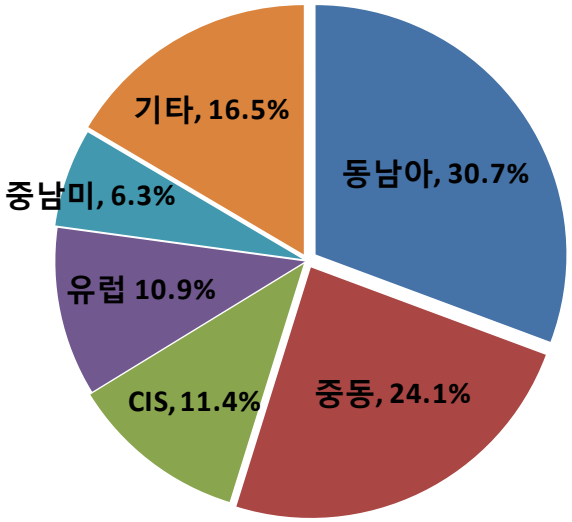


전력기기 – Q4 Results & Market Outlook

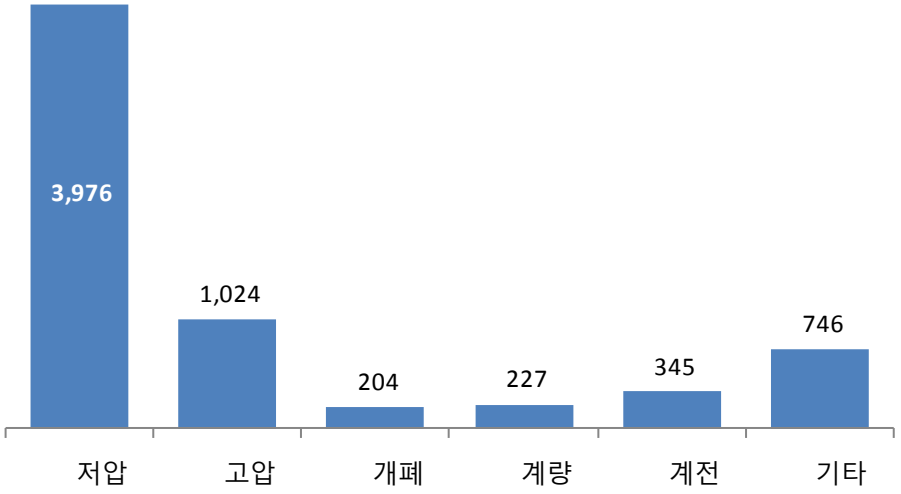


- **국내시장의 높은 시장점유율을 바탕으로 안정적 매출세 지속됨**
- **스마트그리드 매출 인식(이라크 DCC, K-EMS등) 효과로 전년동기 대비 20%매출 신장**
- **[국내]**
  -경기침체영향으로 매출성장세는 둔화되었으니, High-End 및 신규Item 시장 창출로 이를 상쇄함
- **[해외]**
  -이라크DCC매출인식(220억)으로 전년동기 대비 35%매출 신장
  -하반기 원화강세 및 전략수출국가 유통망확대 지연으로 매출성장세는 둔화 되었으나, 선별적 판가인상으로 수익성 개선
- **1분기 사업전망**
  -국내경기 침체 지속 및 美 양적 완화 축소 본격화에 따라 보수적 사업운영 예상
  -T&D부문의 이라크 사업을 바탕으로 중동지역 시장진출 확대 모색(이라크, 사우디)
  -스마트 미터 해외 PJT의 가시적 성과 기대(이라크, 우즈벡 폴란드 등)

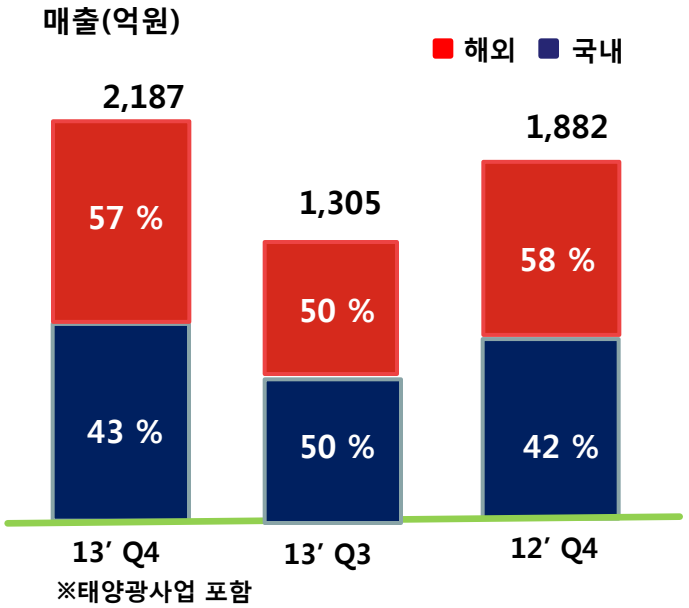
지역별 수출 현황(13년 누계)



제품별 매출 현황(억원, 13년 누계)



T&D(전력시스템) – Q4 Results & Market Outlook



- **계절적 성수기 진입 및 3분기 이월물량 매출 인식으로 전기대비 매출 67% 매출 신장**
- **국내 중전기기 업황 부진 지속중이나 해외PJT강화를 통해 불황 극복 중**

•[국내]

-건설경기 불황으로 업황 부진은 지속 중이나 대형PJT 매출인식으로 전년동기대비 16% 매출신장

•[해외]

-이라크PJT 점진적 수익성 개선 영향으로 전기대비 수익성 개선

-일본태양광 시장 매출 호조세는 지속되었으나, 엔화약세에 따른 수익성 악화

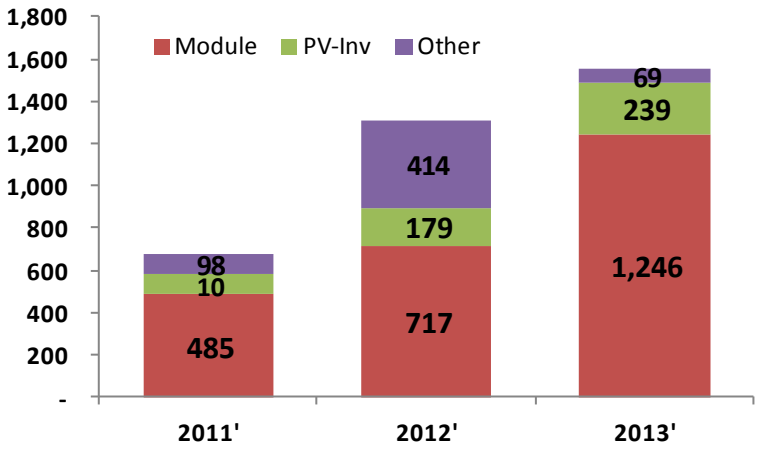
- **1분기 사업전망**

-전력수요 증대 따른 발전 및 송배전 시설 확충 전망

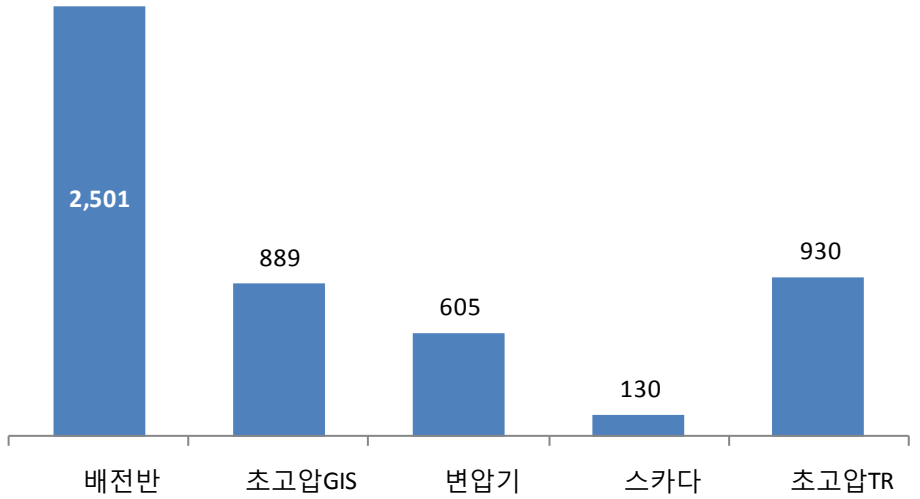
-일본 태양광 신규거래선 확보 및 유럽시장 공략을 통한 매출 확대 추진

-국내이라크 외 해외 변전소 시장 참여 확대(GCC, 아시아, 아프리카 등)

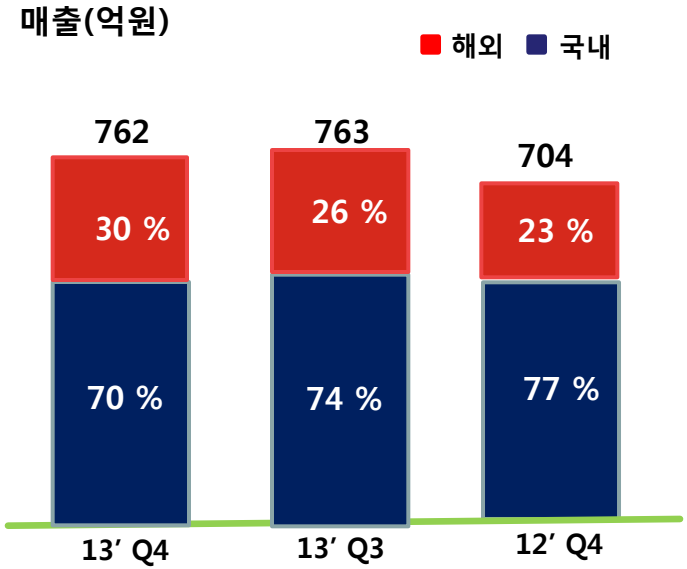
태양광 사업 매출 추이(억원)



제품별 매출 현황(억원, 13년 누계)

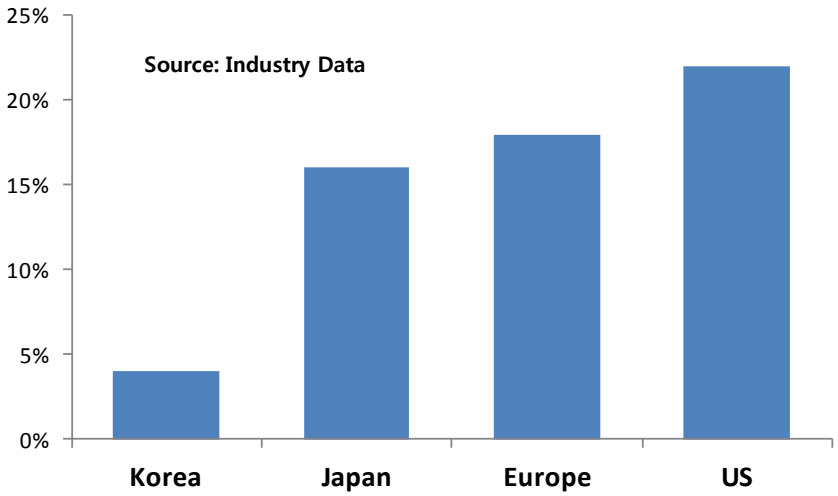


자동화 – Q4 Results & Market Outlook

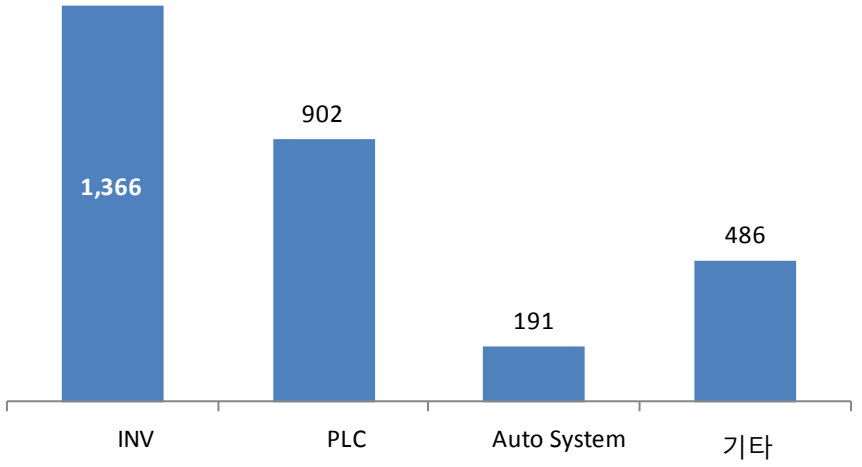


- **경기침체로 인한 투자부진으로 관련시장 저성장기조 지속 중**
- **국내 고효율 인버터 등 Energy Saving시장 확대로 매출 부진 상쇄**
- **[국내]**
  수처리PJT 수주감소로 system부분 매출 감소하였으나, 고효율인버터 등 기기 시장확대 영향으로 매출 부진 상쇄함
- **[해외]**
  이란, 이집트 등 전략수출국가 정정불안으로 전년대비 매출 감소
- **1분기 사업전망**
  - 국내경기 회복 지연으로 시장 침체 지속 예상되나, 만성적 전력난으로 인한 고효율 인버터시장 확대 예상되는 만큼, 당사 제품경쟁력 확보에 집중
  - 해외사업 성과창출을 위해 유통망, 서비스망 구축강화

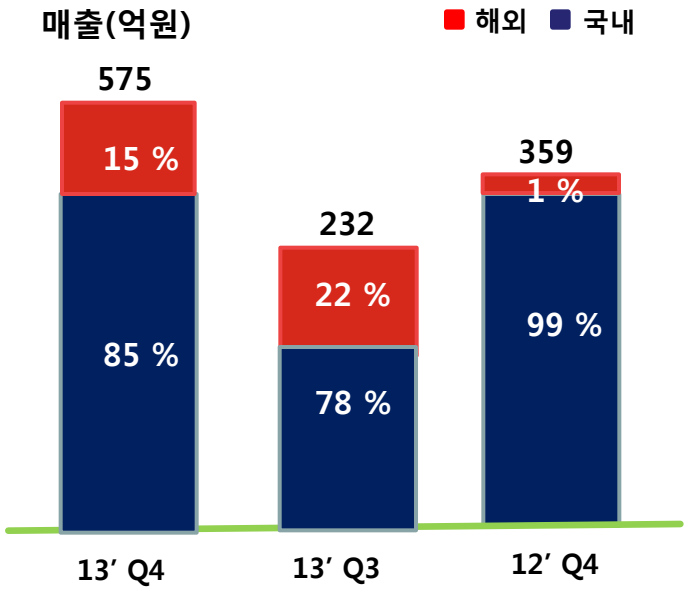
국내 인버터 설치 비율(%)



제품별 매출 현황(억원, 13년 누계)



교통 SOC – Q4 Results & Market Outlook



- **호남선KTX, 방글라데시PJT 매출 지속으로 전년동기 대비 169% 신장**
- **3분기 매출 이월 효과로 인하여 당기 큰 폭의 매출 신장**
- **13년도 호남철 매출 570억, 방글라 매출 229억**
- **1분기 사업전망**

  -중점 해외 시장 공략(대만, 싱가폴, 태국 등)

  -국내 및 해외 철도 시장 개척 및 사업 참여 확대 추진

  → 국내 : 수서-평택 고속철도, 인천국제공항 등

  해외 : 싱가폴/태국/대만/인도네시아에서 전철화, 신호제어 사업 수주 추진

전사 수주잔 현황(억원)

사업부문		2011 end	2012 end	2013 end
T & D	국내	1,624	1,990	2,494
	해외	2,584	3,003	2,760
교통SOC	국내	1,713	3,024	2,760
	해외	210	396	117
Other	-	1,939	2,460	2,329
Total	-	8,070	10,873	10,460

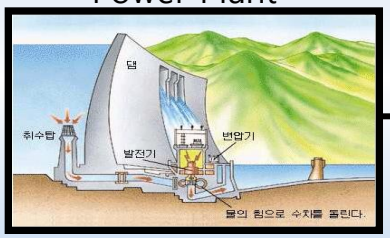
Business Introduction

Business portfolio

Leading Electric Power, Automation & Green Business Total Solution Provider

T&D
(Transmission & Distribution)

Power Plant



Primary Transmission

Primary Substation

Ultra-high voltage power transmission & distribution system equipment like gas insulated switchgear (GIS) and gas circuit breakers (GCB)

<Main Product>
- Gas Insulated Switchgear (GIS)
- Transformer
- Remote Monitoring & Diagnosis Equipment
- Power Distribution Panels & Switchgears
- Railway System

Sub-Transmission

Factory/Building/Household

Substation

Top low and medium voltage Electric equipment for electricity users

<Main Products>
- Vacuum Circuit Breaker
- Air Circuit Breaker
- Molded Case Circuit Breaker (MCCB)
- Contactors

Business portfolio

Automation & Drive

Factory / Building

IT Industry

Manufacturing Industry

Indutrial Infrastructure

Automation systems, which integrate core hardware and software technologies as well as technological services, provide optimum total solutions in a wide range of industrial workplaces

<Main Product>
- Inverter (Motor Drive)
- PLC (Programmable Logic Controller)
- HMI (Human Machine Interface)
- Automation System (Distributed Control System)
- Power Semiconductor

Smart Grid

Photovoltaic System

Industrial IT

HVDC System

Green Car Solution

Products portfolio –Electric Equipment

Electric Equipment

- ❖ Low voltage
  - Air Circuit Breakers(ACB)
  - Molded Case Circuit Breakers (MCCB)
  - Miniature Circuit Breakers (MCB)
  - Magnetic Contactors (MC)
  - Electronic Motor Protection Relay(EMPR)
- ❖ High Voltage
  - Ring Main Unit(RMU), Load Break Switch(LBS)
  - Vacuum Circuit Breakers (VCB)
  - Vacuum Interrupter(VI)
  - Power Fuses
- ❖ Measurement / Relay
  - Smart Meter, Electronic Watt-Hour Meter
  - Digital Protection Relay & Meter

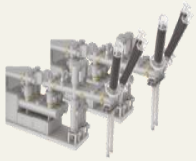
RMU, LBS	VCB	ACB	MCCB	MCB	MC & TOR	MMS
• 12/17.5/24kV • 630A • 21kA (3s) • IEC62271-1~200	• AC 7.2~40.5kV • Up to 4,000A • Up to 50kA • IEC 62271-100	• AC 690V • Up to • 6,300A • Up to 150kA • IEC 60947-2	• AC 690V • Up to 1600A • Up to 150kA • IEC 60947-2	• AC 400V • Up to 125A • Up to 10kA • IEC 60898	• AC 690V • Up to 800A • UL 508 IEC 60947-4	• AC 690V • Up to 100A • Up to 100kA • UL 508 IEC 60947-2/4

Products portfolio –T & D

Transmission & Distribution

- ❖ Ultra High Voltage Equipment
  - Gas Insulated Switchgear
  - Gas Circuit Breaker
- ❖ Transformer
  - Mold Transformer
  - Cast Resin Transformer
  - Oil Immersed Transformer
- ❖ Power Distribution Panel
  - Gas Insulated Switchgear
  - Air Insulated Switchgear
  - Motor Control Center
- ❖ Diagnostic Equipment
  - Diagnosis & Overhaul,
  - Power Monitoring System, Rationalization
  - Power Quality Monitoring Solution
- ❖ Busway
  - Susol Busway, GH-P Type

Gas Insulated Switchgear



- 362kV
- Up to 8,000A
- Up to 63kA

- 245kV
- Up to 4,000A
- Up to 50kA

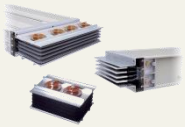
- 72.5~170kV
- Up to 4,000A
- Up to 50kA

Transformer

- 72~550kV
- Up to 800MVA
- IEC 60076 / ANSI(IEEE) C57

- 3.3~36kV
- Up to 20MVA

Switchgear/Busway



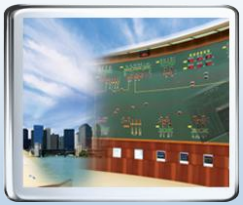
- 7.2~36kV
- 630~3150A
- up to 170kV
- IEC 62271-200
- KERI & KEMA Certified

- 600V
- 630 ~5000A
- 80 kA / 1s
- ASTA Certified

- Up to 1000 V
- 630~6000A (Al)
- 630~7500A (Cu)
- 220 kA / 1 s (Cu 4000A)

Products portfolio –Automation

Automation & Drive



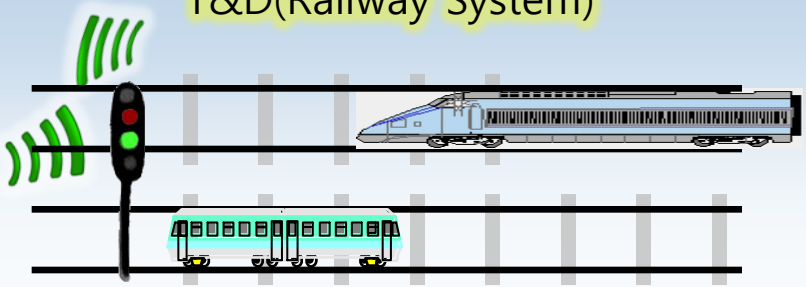
- PLC (Programmable Logic Controller)
- HMI (Human Machine Interface)
- Servo Motor/Drive
- AC Drive
- MV Drive
- Power Semiconductor

Drive Solution | Automation Solution | Power Semiconductor

AC Drive	MV Drive	PLC	HMI	Servo	PSC module
• 200/400V 0.1~800kW • V/F, Sensorless, Vector Control • Energy Saving	• 2/4/6/10kV 200~11,000kvA • V/F, Sensorless, Vector Control • Energy Saving	• Redundancy & Performance • Distributed I/O • Ladder & IEC Language	• 5~15" Touch Screen • 65,536 Colors • Offline Program Simulation	• Standard EtherCAT Network • Accurate Control • Full-Closed • Ethernet / Serial Communication	• IGBT Module • MOSFET Module • Diode Module

Products portfolio –Trans. SOC

T&D(Railway System)



Electronic Interlocking System(EIS)

- ❖ AF Track Circuit
  - Analog Audio Frequency Track Circuit
  - Digital Audio Frequency Track Circuit
- ❖ CTC
  - Centralised Traffic Control(CTC)
- ❖ Traction Power System
  - Scott Transformer, DC Switchgear & DC Rectifier, GIS
- ❖ Signalling System
  - Communication Based Train Control(CBTC)
  - Electronic Interlocking System(EIS)
  - Automatic Train Protection(ATP)
- ❖ ATC
  - Automatic Train Control System(ATC)
  - Automatic Train Operation(ATO)

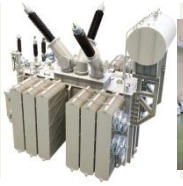
AF Track Circuit

- Analog Audio Frequency Track Circuit
- Digital Audio Frequency Track Circuit

CTC

- Centralised Traffic Control

Traction Power System



- Scott Transformer (154kV/55kV)
- DC Switchgear
- DC Rectifier(1,500V / 750V)
- High Voltage Transformer (154kV/22.9kV)
- GIS (170kV, 72.5kV)
- Low Voltage Switchgear

Signalling System

- CBTC System
- EIS
- ATP

ATC

- High Speed Train ATC Facility
- Korail maintenance train ATC
- High speed mainline signaling system
- ATC Ground Control System
- ATC Ground Control S/W
- ATC/ATO Train Control S/W