



DOOSAN ROBOTICS

3Q23 Earnings Release

DOOSAN

Disclaimer

The information herein is provided for your information purposes only and contains preliminary figures which may be materially different from the final figures.

Forecasts and projections contained in this material are based on current business environments and management strategies, and they may differ from the actual results upon changes and unaccounted variables. We make no guarantees and assume no responsibility for the use of information provided. We trust your decisions will be based on your own independent judgment.

Financial data in this presentation is on a IFRS consolidated basis.

Chapter 1.

3Q23 Results

'3Q23 earnings results (Consolidated)

- 3Q sales increased +56% YoY backed by solid growth in domestic such as automated palletizing solutions.
- Higher interest rates erase a recovery for US customers

Units : KRW mn, %

	'22.3Q	'23.2Q	'23.3Q	QoQ	YoY
Sales	8,021	13,095	12,511	-4.5%	+56.0%
Operating Profit	-4,393	-5,409	-6,137	-	-
EBITDA	-3,563	-4,221	-4,687	-	-
Net Income	-3,119	-4,758	-6,456	-	-
Net Debt	-16,686	2,479	-402,625		
Liability/Equity Ratio (%)	37.6%	102.9%	7.6%		

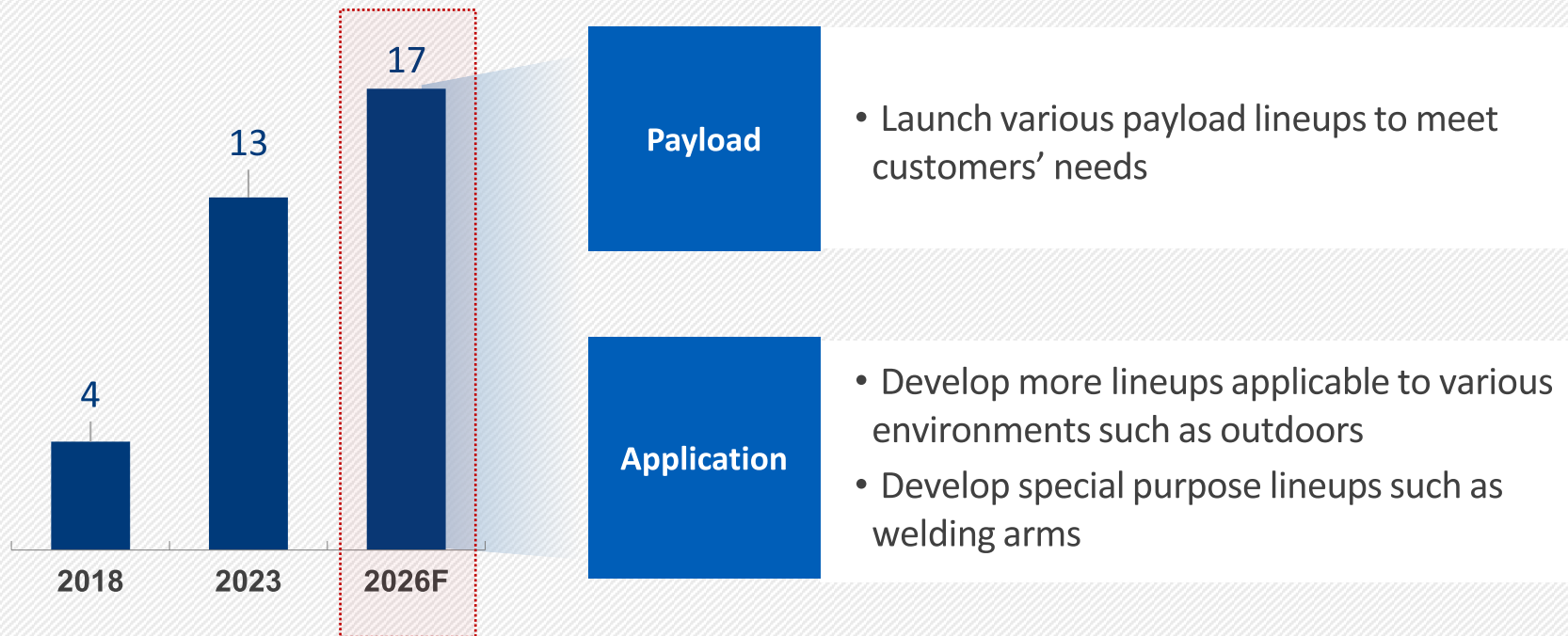
Chapter 2.

Sales growth driver

Driver 1: Product lineups expansion

- Robust revenue growth through the expansion of product lineups
- Plan to launch 4 new products with various payload lineups and purpose until 2016

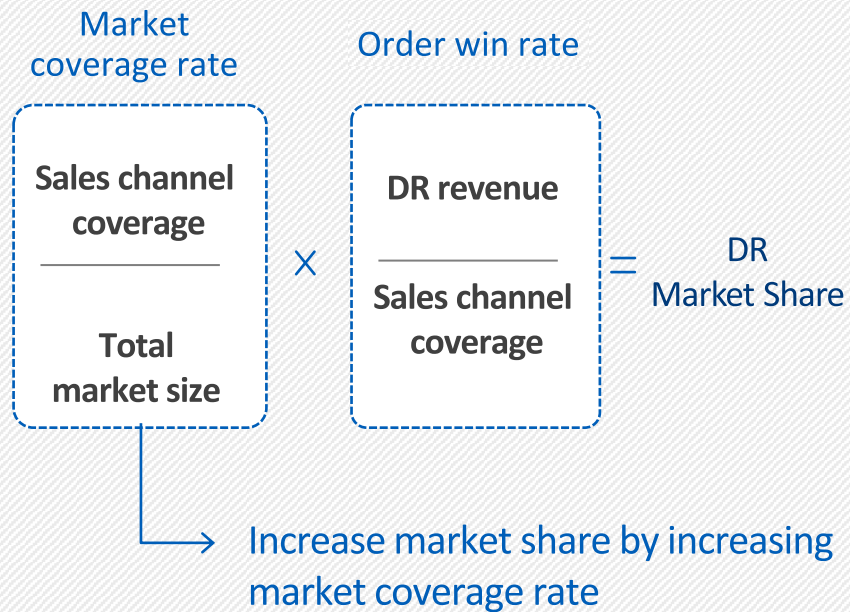
Number of product lineups



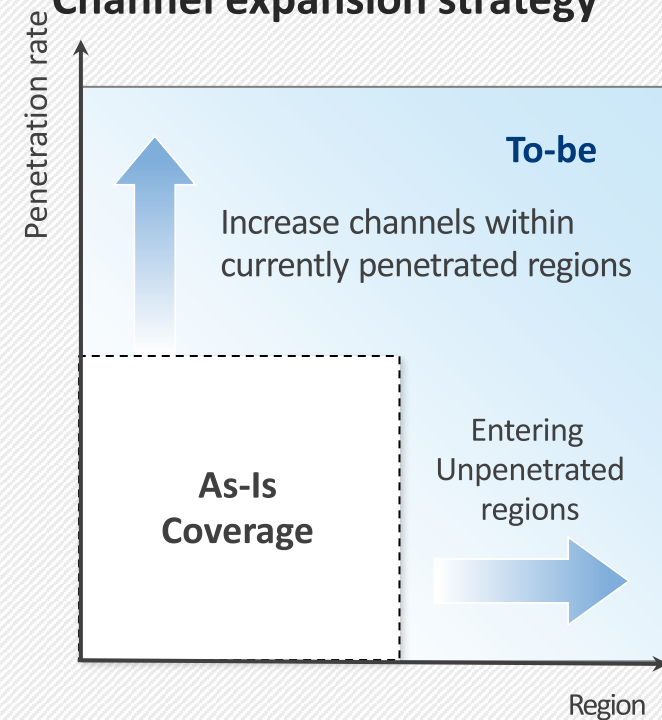
Driver 2 : Sales channel expansion

- Increase no. of sales channel in major market such as US, Western EU and entering new regions
- Plan to expand no. of sales channels to 219 until 2026 from current 100.

Strategies to win market share



Channel expansion strategy



Driver 3 : Solution sales expansion

- Establish partnership with local and global f/b franchisor bands and to expand its business overseas
- Plan to develop various solution products such as EV charging, Medical(surgical robot), AMR*, etc

1. Palletizing



- Develop and sell automated palletizing solutions that enable logistics automation
- Establish partnership with domestic top-tier B2B logistics company to expand coverage to partners customers

2. Fryer



- Automated chicken frying solution with integrated robot arm
- Establish partnership with domestic top-tier chicken franchisor to increase penetration into franchise stores
- Planned partnership with a global restaurant franchisor

3. Coffee



- Automated coffee brewing and barista collaboration solutions
- MOU with top-tier Korean coffee franchisor for installation in new stores and store renewals

Chapter 3.

Appendix

Financial Summary

Financial Summary

· Reflected 421.2b cash from IPO at the end of Sep.

Units : KRW mn, %

	2021.12	2022.12	2023.03	2023.06	2023.09	Variation (to end 2022)	QoQ
Total Asset	29,445	62,618	67,821	65,779	475,062	412,444	409,283
Current Asset	19,663	38,837	40,132	37,108	447,199	408,362	410,090
- Cash & Cash Equivalent	4,390	8,119	14,116	7,464	412,585	404,466	405,121
Non-current Asset	9,783	23,782	27,689	28,671	27,864	4,082	-807
Total Liability	13,943	19,853	29,920	33,356	33,519	13,666	164
Current Liabilities	11,809	14,737	22,759	26,203	26,735	11,998	532
- Debt	-	-	9,914	9,943	9,960	9,960	17
Non-current Liabilities	2,134	5,116	7,161	7,152	6,784	1,668	-368
Total Equity	15,502	42,765	37,901	32,424	441,543	398,777	409,119
Net debt*	-4,390	-8,119	-4,202	2,479	-402,625	-394,506	-405,104
Liability/Equity Ratio	89.9%	46.4%	78.9%	102.9%	7.6%	-	-

* Net debt : Debt – Cash & Cash Equivalent