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# NEXEN TIRE 

2022. 3Q Earnings Release

## 드N NEXEN TIRE

This presentation is consolidated financial result in compliance with K-IFRS with unaudited $3^{\text {rd }}$ quarter of 2022 for investors' convenience.

Therefore, some parts may change upon the review of independent auditors.
I. 2022. 3Q Global Performance
II. 2022. 3Q Regional Performance
※ Appendix

## I. 2022.3Q Global Performance

- Sales increased by $32.6 \%$ YoY due to sales price rises and exchange rate effects
- Continued material cost burden and slightly eased export cost by stabilizing global logistics
- Tire sales proportion of $\geq 18$ " inch rose $1.9 \%$ p YoY to $31.8 \%$

| 100 Million KRW | 21Y 1Q | 21Y4Q | - ${ }^{-12 Y 1 Q}$ | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 5,349 | 6,534 | 7,092 | 8.5\% | 32.6\% |
| Cost of Sales | 4,294 | 5,557 | 5,802 | 4.4\% | 35.1\% |
| (\%) | 80.3\% | 85.1\% | 81.8\% | $\triangle 3.2 \%$ p | 1.5\%p |
| Operating <br> Profit | 14 | $\triangle 233$ | 11 | 흑자 전환 | $\triangle 19.7 \%$ |
| (\%) | 0.3\% | $\triangle 3.6 \%$ | 0.2\% | 3.8\%p | $\triangle 0.1 \%$ p |
| Net Income | 38 | $\triangle 135$ | 183 | 흑자 전환 | 381.7\% |
| (\%) | 0.7\% | $\triangle 2.1 \%$ | 2.6\% | 4.7\%p | 1.9\%p |
| Depreciation Cost | 466 | 467 | 477 | 2.1\% | 2.3\% |
| EBITDA | 480 | 234 | 488 | 108.5\% | 1.7\% |
| (\%) | 9.0\% | 3.6\% | 6.9\% | 3.3\%p | $\triangle 2.1 \%$ p |

## Korea



- OE sales increased through semiconductor shortage issue was alleviated
- RE sales increased QoQ due to an increase in the proportion of UHP sales, although there was a contraction in consumer sentiment due to inflation


## China

## in 100 million KRW <br>  <br> YoY 5.7\% $\uparrow /$ QoQ $57.6 \% \uparrow$

- OE sales slightly recovered QoQ due to the easing of the COVID-
- RE sales recovered QoQ and the proportion of UHP sales increased because of China's economic policy


## North America



YoY 70.5\% $\uparrow /$ QoQ 2.5\% $\uparrow$

- OE sales increased slightly QoQ due to easing of automotive semiconductor issues
- RE sales increase QoQ due to a rise in selling prices and an increase in the exchange rate, although there was a contraction in consumer sentiment due to inflation


## Europe

in 100 million KRW


- OE sales improved slightly QoQ due to the alleviation of the shortage of automotive semiconductors
- RE sales increase QoQ due to continued demand in Europe and higher selling prices, although there was a contraction in consumer sentiment due to inflation


## Appendix 1. Consolidated B/S

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we got you

In 100 millon KRW

|  | 2018 | 2019 | 2020 | 2021 | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 32,423 | 34,361 | 35,411 | 38,234 | 41,122 |
| Current Assets | 9,835 | 10,886 | 12,003 | 14,760 | 15,843 |
| Cash and cash equivalents | 1,377 | 1,473 | 2,601 | 3,223 | 1,492 |
| Trade and other receivables | 3,629 | 3,415 | 3,456 | 3,975 | 5,163 |
| Inventories | 3,036 | 3,854 | 3,465 | 4,971 | 7,177 |
| Non-current Assets | 22,587 | 23,475 | 23,408 | 23,474 | 25,279 |
| Property, plant and equipment | 21,286 | 21,898 | 20,967 | 20,688 | 21,632 |
| Liabilities | 18,141 | 18,781 | 19,941 | 22,235 | 24,966 |
| Current Liabilities | 6,350 | 9,184 | 7,668 | 10,417 | 13,738 |
| Non-current Liabilities | 11,792 | 12,597 | 12,274 | 11,818 | 11,228 |
| (Debt) | 11,950 | 12,017 | 13,768 | 13,558 | 16,150 |
| Equity | 14,282 | 15,579 | 15,470 | 15,999 | 16,156 |
| Net Debt | 10,573 | 10,544 | 11,167 | 10,335 | 14,657 |
| Liability Ratio | 127.0\% | 120.6\% | 128.9\% | 139.0\% | 154.5\% |
| Current Ratio | 154.9\% | 118.5\% | 156.5\% | 141.7\% | 115.3\% |
| Capital Adequacy Ratio | 44.0\% | 45.3\% | 43.7\% | 41.8\% | 39.3\% |

## Appendix 2. Consolidated I/S

In 100 million KRW

|  | 2021 |  |  | 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3 Q |
| Sales | 5,349 | 5,452 | 5,330 | 6,534 | 7,092 |
| Cost of Sales | 4,294 | 4,518 | 4,657 | 5,557 | 5,802 |
| (\%) | 80.3\% | 82.9\% | 87.4\% | 85.1\% | 81.8\% |
| Gross Profit | 1,055 | 934 | 673 | 976 | 1,290 |
| (\%) | 19.7\% | 17.1\% | 12.6\% | 14.9\% | 18.2\% |
| SG\&A | 1,042 | 1,160 | 1,102 | 1,209 | 1,279 |
| (\%) | 19.5\% | 21.3\% | 20.7\% | 18.5\% | 18.0\% |
| Operating Profit | 13 | $\triangle 226$ | $\triangle 429$ | $\triangle 233$ | 11 |
| (\%) | 0.2\% | $\triangle 4.1 \%$ | $\triangle 8.1 \%$ | $\triangle 3.6 \%$ | 0.2\% |
| Other Income | 263 | 154 | 442 | 534 | 1,017 |
| Other Expenses | 228 | 197 | 235 | 436 | 845 |
| Income Before Income Tax Expenses | 48 | $\triangle 269$ | $\triangle 222$ | $\triangle 135$ | 183 |
| (\%) | 0.9\% | $\triangle 4.9 \%$ | $\triangle 4.2 \%$ | $\triangle 2.1 \%$ | 2.6\% |

## Appendix 3. Key Indicators

1) Operating Profit(\%)


| 13 |  |  |  | 11 |
| :---: | :---: | :---: | :---: | :---: |
| 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 |
|  | -226 |  | -233 |  |
|  |  | -429 |  |  |
|  |  | 업이익 |  |  |

3) $R \& D$

4) $\operatorname{EBITDA}(\%)$


5) CAPEX


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