# NEXEN TIRE <br> 2022. 4Q Earnings Release 

## 드N NEXEN TIRE

This presentation is consolidated financial result in compliance with K-IFRS with unaudited 4th quarter of 2022 for investors' convenience. Therefore, some parts may change upon the review of independent auditors.

I . 2022. 4Q Global Performance
II. 2022. 4Q Regional Performance
※ Appendix

- Sales increased by 28.7\% 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 $1.3 \%$ p YoY to $\mathbf{3 2 . 9 \%}$

| 100 Million KRW | 21Y4Q | 22Y 3Q | ŻżY゙4Q | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 5,452 | 7.092 | 7,019 | $\triangle 1.0 \%$ | 28.7\% |
| Cost of Sales | 4,698 | 6,015 | 5,884 | $\triangle 2.2 \%$ | 25.2\% |
| (\%) | 86.2\% | 85.1\% | 83.8\% | $\triangle 1.2 \%$ p | $\triangle 2.3 \%$ p |
| Operating Profit | $\triangle 226$ | 11 | 109 | 886.0\% | Turn to profit |
| (\%) | $\triangle$ 4.1\% | 0.2\% | 1.6\% | 1.4\%p | 5.7\%p |
| Net Income | $\triangle 279$ | 159 | $\triangle 229$ | $\triangle 244.3 \%$ | $\triangle 17.7 \%$ |
| (\%) | $\triangle 5.1 \%$ | 2.2\% | $\triangle 3.3 \%$ | $\triangle 5.5 \%$ p | 1.8\%p |
| Depreciation Cost | 472 | 477 | 488 | 2.4\% | 3.6\% |
| EBITDA | 246 | 488 | 597 | 22.4\% | 143.2\% |
| (\%) | 4.5\% | 3.6\% | 8.5\% | 4.9\%p | 4.0\%p |

## II. 2022. 4Q Regional Performance

## Korea



- OE sales slightly increased YoY through semiconductor shortage issue was alleviated
- RE sales increased YoY 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


- OE sales slightly recovered YoY due to the easing of the COVID-19
- RE sales declined YoY due to the sluggish domestic market in China


## II. 2022. 4Q Regional Performance

## North America



## YoY 22.2\% † / QoQ 18.9\% ।

- OE sales increased slightly YoY due to easing of automotive semiconductor issues
- RE sales increase YoY due to supply chain improvements following logistics stabilization, although there was a contraction in consumer sentiment due to inflation


## Europe

in 100 million KRW


- OE sales increased slightly YoY due to easing of automotive semiconductor issues
- RE sales increase YoY due to continued demand in Europe and an increase in the proportion of UHP sales


## Appendix 1. Consolidated B/S

In 100 millon KRW

|  | 2018 |  | 2019 |  | 2020 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

## Appendix 2. Consolidated I/S

In 100 million KRW

|  | 2021 |  | 2022 |  | 4Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q | 1Q | 2Q | 3Q |  |
| Sales | 5,452 | 5,330 | 6,534 | 7,092 | 7,019 |
| Cost of Sales | 4,698 | 4,796 | 5,730 | 6,015 | 5,883 |
| (\%) | 86.2\% | 90.0\% | 87.7\% | 84.8\% | 83.8\% |
| Gross Profit | 754 | 534 | 804 | 1,077 | 1,135 |
| (\%) | 13.8\% | 10.0\% | 12.3\% | 15.2\% | 16.2\% |
| SG\&A | 980 | 964 | 1,037 | 1,066 | 1,026 |
| (\%) | 18.0\% | 18.1\% | 15.9\% | 15.0\% | 14.6\% |
| Operating Profit | $\triangle 226$ | $\triangle 429$ | $\triangle 233$ | 11 | 109 |
| (\%) | $\triangle 4.1 \%$ | $\triangle 8.1 \%$ | $\triangle 3.6 \%$ | 0.2\% | 1.6\% |
| Other Income | 154 | 442 | 534 | 1,017 | $\triangle 30$ |
| Other Expenses | 197 | 235 | 436 | 845 | 308 |
| Income Before Income Tax Expenses | $\triangle 269$ | $\triangle 222$ | $\triangle 135$ | 183 | $\triangle 229$ |
| (\%) | $\triangle 4.9 \%$ | $\triangle 4.2 \%$ | $\triangle 2.1 \%$ | 2.6\% | $\triangle$ 3.3\% |

## Appendix 3. Key Indicators

## 1) Operating Profit(\%)


3) $\mathrm{R} \& \mathrm{D}$


## 2) EBITDA(\%)


4) CAPEX

In 100 million KRW


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