## 2018 4Q Result

NEXN NEXEN TIRE

This presentation is consolidated financial result in compliance with K-IFRS with unaudited $4^{\text {th }}$ quarter of 2018 for investors' convenience. Therefore, some parts may change upon the review of independent auditors.

- Global profit recovery on increased sales in North America despite slowing growth in domestic and emerging markets.
- Promoting solid performance by cost savings and expanding marketing activities despite global trade conflicts and burdens of new plant operation.
(Billion KRW)



## NEGO NEXEN TIRE

|  |  |  |  |  | (Billion KRW) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 4Q | 2018 3Q | 2018 4Q | QoQ | YoY |
| Net Sales | 442.3 | 519.0 | 487.9 | -6.0\% | 10.3\% |
| Gross Profit | 158.0 | 160.3 | 126.5 | -21.1\% | -19.9\% |
| (\%) | 35.7\% | 30.9\% | 25.9\% | -5.0\%P | -9.8\%P |
| Operating Profit | 45.4 | 52.2 | 52.1 | -0.2\% | 14.8\% |
| (\%) | 10.3\% | 10.1\% | 10.7\% | 0.6\%P | 0.4\%P |
| Ordinary Profit | 35.0 | 39.8 | 43.6 | 9.6\% | 24.5\% |
| (\%) | 7.9\% | 7.7\% | 8.9\% | 1.3\%P | 1.0\%P |
| Depreciation | 42.9 | 38.6 | 38.0 | -1.4\% | -11.5\% |
| EBITDA | 88.3 | 90.8 | 90.1 | -0.7\% | 2.0\% |
| (\%) | 20.0\% | 17.5\% | 18.5\% | $1.0 \%$ P | -1.5\%P |


|  | 2017 (B) | 2018 4Q (A) |  | (A)-(B) |
| :---: | :---: | :---: | :---: | :---: |
| Assets | 2,794.0 | 3,242.3 |  | 448.3 |
| Current Assets | 913.5 | 985.7 |  | 72.2 |
| Quick Assets | 642.7 | 679.9 |  | 37.3 |
| Inventories | 270.8 | 305.8 |  | 35.0 |
| (Cash and Cash Equivalents) | 253.6 | 268.2 |  | 14.6 |
| Non-Current Assets | 1,880.5 | 2,256.6 |  | 376.1 |
| Liabilities | 1,455.1 | 1,814.1 |  | 359.0 |
| Current Liabilities | 648.2 | 635.0 |  | -13.2 |
| Non-Current Liabilities | 806.9 | 1,179.2 |  | 372.3 |
| (Debt) | 863.3 | 1,195.1 |  | 331.8 |
| Shareholders' Equity | 1,338.9 | 1,428.2 |  | 89.3 |
| Net Debt | Net Debt \% | Liabilities \% | Current Ratio | Equity Ratio |
| 2018 4Q 926.9 | 64.9\% | 127.0\% | 155.2\% | 44.0\% |
| 2017 609.7 | 45.5\% | 108.7\% | 140.9\% | 47.9\% |



- Limited growth from sluggish domestic demand and continued increase in imported products.
- OE sale increased QoQ \& YoY due to extension of individual consumption tax reduction.

- Sales increased with price hike in 4Q and SUV/LTR mix improvement.
- The economy is expected to remain robust for the time being, but there are risks of interest rate hikes and market distribution restructuring.

- Sales were down QoQ due to weak seasonality and recovery is anticipated to slow down from demand recovery factors such as Brexit and WLTP.

- Sales declined with the contraction of the auto market due to the termination of sales tax cut and trade conflicts.

A considerable amount of time needed for the market to be stabilized from bankruptcy of local tire companies and continuous market restructuring.

Others



NUHP $\square$ UHP - UHP \%

- Economic sanctions on Iran continued.

Brazil, Argentina, and other major Latin
American economies saw sales drop due to recession and weak local currency.

|  | $20174 Q$ | $20183 Q$ | $20184 Q$ | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| UHPT Sales | 197.5 | 236.5 | 227.7 | $-3.7 \%$ | $15.3 \%$ |
| $\% ~ / ~ N e t ~ S a l e s ~$ | $44.2 \%$ | $44.6 \%$ | $44.7 \%$ | $0.1 \% P$ | $0.4 \% P$ |
| $\% ~ / ~ T o t a l ~ V o l u m e ~$ | $40.1 \%$ | $39.8 \%$ | $40.5 \%$ | $0.6 \% P$ | $0.3 \% P$ |



| (Billion KRW) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 4Q | 2018 3Q | 2018 4Q | QoQ | YoY |
| Freight \& Logistic Expense | 27.3 | 12.3 | 3.6 | -70.8\% | -86.9\% |
| SG\&A Expenses | 85.3 | 95.8 | 70.8 | -26.1\% | -17.0\% |
| - Salaries | 21.0 | 28.5 | 19.6 | -31.0\% | -6.4\% |
| - R\&D | 16.8 | 17.1 | 19.8 | 15.6\% | 17.9\% |
| - Advertising | 13.5 | 13.2 | 12.5 | -5.6\% | -7.5\% |
| - Others | 34.0 | 37.0 | 18.9 | -49.0\% | -44.5\% |
| Other Income \& Expenses | 1.8 | -4.4 | 0.7 | 115.9\% | -60.5\% |


| (Billion KRW) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 4Q | 2018 3Q | 2018 4Q | QoQ | YoY |
| Financial Income \& Expenses | -12.1 | -8.0 | -9.2 | -14.6\% | 24.3\% |
| - Interest | -3.2 | -3.2 | -3.7 | -15.5\% | -15.2\% |
| - Foreign |  |  |  |  |  |
| Currency | 0.2 | 1.6 | -4.2 | -359.2\% | -2,700\% |
| Transaction |  |  |  |  |  |
| - Foreign |  |  |  |  |  |
| Translation |  |  |  |  |  |
| - Others | -0.7 | 0.9 | -6.9 | -872.1\% | -874.1\% |

(Billion KRW)

|  | 2013 | (\%) | 2014 | (\%) | 2015 | (\%) | 2016 | (\%) | 2017 | (\%) | 2018 | (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1,728.2 | 100.0 | 1,758.8 | 100.0 | 1,837.5 | 100.0 | 1,894.7 | 100.0 | 1,964.8 | 100.0 | 1,984.0 | 100.0 |
| Cost of Goods Sold | 1,239.2 | 71.7 | 1,197.8 | 68.1 | 1,218.5 | 66.3 | 1,207.9 | 63.8 | 1,327.6 | 67.6 | 1,422.2 | 71.7 |
| Gross Profit | 489.0 | 28.3 | 561.0 | 31.9 | 619.0 | 33.7 | 686.8 | 36.2 | 637.2 | 32.4 | 561.8 | 28.3 |
| SG\&A | 312.2 | 18.1 | 352.5 | 20.0 | 394.1 | 21.4 | 438.8 | 23.2 | 451.8 | 23.0 | 379.3 | 19.1 |
| Operation Profit | 176.8 | 10.2 | 208.6 | 11.9 | 224.9 | 12.2 | 248.0 | 13.1 | 185.4 | 9.4 | 182.4 | 9.2 |
| Non-Operating Income | 60.7 | 3.5 | 61.0 | 3.5 | 57.5 | 3.1 | 64.9 | 3.4 | 64.5 | 3.3 | 55.9 | 2.8 |
| Non-Operating Expenses | 82.4 | 4.8 | 101.7 | 5.8 | 115.1 | 6.3 | 94.5 | 5.0 | 85.7 | 4.4 | 86.0 | 4.3 |
| Ordinary Profit | 161.4 | 9.3 | 164.1 | 9.3 | 164.8 | 9.0 | 216.5 | 11.4 | 166.7 | 8.5 | 148.6 | 7.5 |
| Income Taxes | 37.5 | 2.2 | 34.2 | 1.9 | 37.7 | 2.1 | 40.6 | 2.1 | 41.3 | 2.1 | 45.1 | 2.3 |
| Net Income | 124.0 | 7.2 | 129.8 | 7.4 | 127.1 | 6.9 | 176.0 | 9.3 | 125.4 | 6.4 | 103.5 | 5.2 |

※ K-IFRS Applied

|  | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 2,299.8 | 2,527.3 | 2,580.9 | 2,617.9 | 2,794.0 | 3,242.3 |
| Current Assets | 735.0 | 730.0 | 800.7 | 833.7 | 913.5 | 985.7 |
| Quick Assets | 471.6 | 478.5 | 549.1 | 582.3 | 642.7 | 679.9 |
| Inventories | 263.4 | 251.5 | 251.6 | 251.4 | 270.8 | 305.8 |
| Non-Current Assets | 1,564.8 | 1,797.3 | 1,781.3 | 1,784.2 | 1,880.5 | 2,256.6 |
| Investment Assets | 48.9 | 46.6 | 28.3 | 53.3 | 37.3 | 46.0 |
| Property \& Equipment | 1,482.2 | 1,702.4 | 1,692.0 | 1,647.2 | 1,765.7 | 2,126.4 |
| Intangible Assets | 7.9 | 13.1 | 14.0 | 15.2 | 19.1 | 17.7 |
| Liabilities | 1,502.7 | 1,594.0 | 1,546.8 | 1,415.1 | 1,455.1 | 1,814.1 |
| Current Liabilities | 695.0 | 579.6 | 580.5 | 559.9 | 648.2 | 635.0 |
| Non-Current Liabilities | 807.7 | 1,014.3 | 966.3 | 855.2 | 806.9 | 1,179.2 |
| Capital | 680.6 | 797.0 | 1,034.0 | 1,202.7 | 1,338.9 | 1,428.2 |

## Thank You

