# NEXEN TIRE 

2021. 3Q Earnings Release

## 드N NEXEN TIRE

This presentation is consolidated financial result in compliance with
K-IFRS with unaudited $3^{\text {rd }}$ quarter of 2021 for investors' convenience.
Therefore, some parts may change upon the review of independent auditors.

I . 2021. 3Q Global Performance
II. 2021. 3Q Regional Performance
※ Appendix

- Revenue increased YoY due to product price increasing and Europe plant production stabilization
- Operating profit declines due to rising export costs and material costs
- In order to improve profitability, we will strive to raise prices and increase the proportion of 18" PCLT

| 100 Million KRW | 20Y 3Q | 21Y 2Q |  | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 4,673 | 5,055 | 5,349 | 5.8\% | 14.5\% |
| Cost of Sales | 3,584 | 3,861 | 4,294 | 11.2\% | 19.8\% |
| (\%) | 76.7\% | 76.4\% | 80.3\% | 3.9\%p | 3.6\%p |
| Operating Profit | 58 | 125 | 13 | $\Delta 89.7 \%$ | $\Delta 77.7 \%$ |
| (\%) | 1.2\% | 2.5\% | 0.2\% | $\triangle 2.2 \%$ p | $\triangle 1.0 \%$ P |
| Net Income | $\triangle 69$ | 144 | 48 | $\triangle 66.8 \%$ | T/P |
| (\%) | $\triangle 1.5 \%$ | 2.8\% | 0.9\% | $\triangle 2.0 \%$ p | 2.4\%p |
| Depreciation Cost | 494 | 455 | 466 | 2.3\% | $\Delta 5.7 \%$ |
| EBITDA | 552 | 580 | 479 | $\Delta 17.5 \%$ | $\triangle 13.3 \%$ |
| (\%) | 11.8\% | 11.5\% | 8.9\% | $\triangle 2.5 \%$ p | $\triangle 2.9 \%$ p |

## II. 2021. 3Q Regional Performance

## Korea



- Decrease in OE sales due to semiconductor supply issues and production disruption of car makers
- Slight increase In RE sales in QoQ with the increase in the proportion of 18" PCLT, but decrease YoY due to market competition intensification

China
in 100 million KRW


- Increase in OE sales and decrease in the proportion of 18" PCLT due to increased supply of lower inches car models
- Slight decrease in RE sales due to slowing demand


## II. 2021. 3Q Regional Performance

we got you

## North America

in 100 million KRW


## YoY 1.6\% / QoQ 10.9\%

- Decrease in OE sales due to semiconductor supply issues and production disruption of car makers
- Although there was a problem with logistics, Increase in RE Sales YoY with improved sales prices and the increase in proportion of 18" PCLT


## Europe

in 100 million KRW


- Decrease in OE sales due to semiconductor supply issues and production disruption of car makers
- Increase in RE Sales with Europe plant production stabilization and improved sales prices


## Appendix 1. Consolidated B/S

|  | 2017 |  | In 100 millon KRW |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2018 | 2019 | 2020 | 2021(3Q) |
| Assets | 27,940 | 32,423 | 34,361 | 35,411 | 36,584 |
| Current Assets | 9,135 | 9,835 | 10,886 | 12,003 | 13,193 |
| Cash and cash equivalents | 1,160 | 1,377 | 1,473 | 2,601 | 1,762 |
| Trade and other receivables | 3,395 | 3,629 | 3,415 | 3,456 | 4,233 |
| Inventories | 2,708 | 3,036 | 3,854 | 3,465 | 4,568 |
| Non-current Assets | 18,805 | 22,587 | 23,475 | 23,408 | 23,391 |
| Property, plant and equipment | 17,657 | 21,286 | 21,898 | 20,967 | 20,700 |
| Liabilities | 14,551 | 18,141 | 18,781 | 19,941 | 20,591 |
| Current Liabilities | 6,482 | 6,350 | 9,184 | 7,668 | 7,755 |
| Non-current Liabilities | 8,069 | 11,792 | 12,597 | 12,274 | 12,836 |
| (Debt) | 8,631 | 11,950 | 12,017 | 13,768 | 13,176 |
| Equity | 13,389 | 14,282 | 15,579 | 15,470 | 15,993 |
| Net Debt | 7,471 | 10,573 | 10,544 | 11,167 | 11,414 |
| Liability Ratio | 108.7\% | 127.0\% | 120.6\% | 128.9\% | 128.8\% |
| Current Ratio | 140.9\% | 154.9\% | 118.5\% | 156.5\% | 170.1\% |
| Capital Adequacy Ratio | 47.9\% | 44.0\% | 45.3\% | 43.7\% | 43.7\% |

## Appendix 2. Consolidated I/S

## In 100 million KRW

|  | 2020 |  | 2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Sales | 4,673 | 4,570 | 4,938 | 5,055 | 5,349 |
| Cost of Sales | 3,584 | 3,206 | 3,726 | 3,861 | 4,294 |
| (\%) | 76.7\% | 70.2\% | 75.5\% | 76.4\% | 80.3\% |
| Gross Profit | 1,089 | 1,364 | 1,212 | 1,194 | 1,055 |
| (\%) | 23.3\% | 29.8\% | 24.5\% | 23.6\% | 19.7\% |
| SG\&A | 1,031 | 1,057 | 1,080 | 1,069 | 1,042 |
| (\%) | 22.1\% | 23.1\% | 21.9\% | 21.1\% | 19.5\% |
| Operating Profit | 58 | 307 | 132 | 125 | 13 |
| (\%) | 1.2\% | 6.7\% | 2.7\% | 2.5\% | 0.2\% |
| Other Income | 33 | 76 | 325 | 147 | 263 |
| Other Expenses | 160 | 425 | 215 | 128 | 228 |
| Net Income | $\Delta 69$ | $\triangle 42$ | 242 | 144 | 48 |
| (\%) | $\Delta 1.5 \%$ | $\triangle 0.9 \%$ | 4.9\% | 2.8\% | 0.9\% |

## Appendix 3. Key Indicators

1) Operating Profit(\%)

2) $R \& D$


## 2) EBITDA(\%)




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## NEGY NEXEN TIRE

