# HYUחDA ㄷடロVIS 

Global Smart SCM Provider

2022 Q1 Business Results


## Disclaimer

All financial statements contained in document is based in accordance with Korean International Financial Reporting Standards（K－IFRS）．

Current presentation material includes forecasted outlooks．
The aforementioned forward－looking statements are influenced by changes in the management environment and relative events， and by their nature，these statements refer to uncertain circumstances．

Due to these uncertainties，the Company＇s actual future results may differ materially from those expressed or implied by such statements．

The information contained herein should not be utilized for any legal purposes in regards to investors＇investment results．The Company hereby expressly disclaims any and all liability for any loss or damage resulting from the investors＇reliance on the information contained herein．

In addition，the information contained herein has been prepared in advance，prior to being audited by external auditors，solely for the convenience of investors of the Company，and is subject to change in the process of final auditing by external auditors

## Contents

－Performance
－ 2022 Q1 Business Results
－Performance by Div．（YoY）4
【Logistics】
－Domestic ..... 5

－Domestic
－International ..... 6
【 Shipping 】
－PCTC ..... 7
－Bulk Shipping ..... 8
【Distribution】
－CKD（Complete Knock Down） ..... 9
－Auto Biz／Other Distribution ..... 10 ..... 10
－Future Growth Preparation ..... 11
－Appendix
－Sales／OP trend ..... 12
－Financial Statement ..... 13
－Income Statement ..... 14

## －Business <br> Business

8
## 2022 Q1 Results

| (Unit : KRW 1 BN, \%) | '21 Q1 | '21 Q4 | '22 Q1 | Yoy | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 5,064.6 | 5,843.7 | 6,293.2 | 24.3\% | 7.7\% |
| Gross Profit | 286.2 | 427.6 | 528.1 | 84.5\% | 23.5\% |
| Operating Profit | 209.3 | 325.1 | 426.3 | 103.7\% | 31.1\% |
| OP Margin (\%) | 4.1 | 5.6 | 6.8 |  |  |
| EBITDA | $\begin{array}{r} 310.2 \\ -※(50.3) \end{array}$ | $\begin{aligned} & 430.9 \\ & \times(54.3) \end{aligned}$ | $530.7$ | 71.1\% | 23.2\% |
| EBT | 168.3 | 290.5 | 371.4 | 120.7\% | 27.8\% |
| Net Profit | 129.6 | 256.2 | 292.0 | 125.3\% | 14.0\% |

※ Lease(Usage rights) asset amortization amount included

## Non-operating P\&L



## Performance by Div.(YoY)

## Logistics

- Steel logistics and non-affiliated sales increased in domestic logistics
- Increase in auto parts' Im/export volume and overseas inland transportation


## Shipping

- PCTC, High freight/Non affiliate shipping volume increased \& oil price increase reflected


## Distribution

- CKD export volume increased and there was positive F/X effect
- Global used car biz expanded
- Nonferrous metal price increased (Aluminum, Copper)



## Logistics_Domestic Logistics

## Sales



Biz. Sales increased with steel volume \& non-affiliate sales
Review increase
Domestic finished car domestic/export volume decreased
Biz. Finished Car industry
Outlook
Uncertainty due to semiconductor supply and demand issues
Steel Industry
Expect domestic transportation \& export volume increase as raw material price \& product price rise is anticipated Distribution industry
Airline, duty free shop demand increase due to expectations on endemic/re-opening \& continuous on-line channel growth

HMC•KIA Domestic Sales \& Export

| (Unit : cars) |  | '21 Q1 | '21 Q4 | '22 Q1 |
| :---: | :---: | :---: | :---: | :---: |
| HMC | Domestic | 185,413 | 185,991 | 152,098 |
|  | Export | 231,368 | 257,211 | 223,113 |
| KIA | Domestic | 130,075 | 131,668 | 121,664 |
|  | Export | 265,760 | 243,864 | 242,476 |
| Total |  | 812,616 | 818,734 | 739,351 |

3PL sales \& proportion(Domestic Logistics)


## Logistics_Internationall Logistics



Biz. Inland transportation in Americas \& Europe increased
Review \& positive F/X effect
Increase in overseas parts im/export sales
Biz. Expecting volume recovery of finished cars and
Outlook continuous increase of parts im/exports with normalization of overseas plant production, but variables such as semiconductor supply and demand and
Russia.Ukraine situation exist

## Logistics sales of Oversea regions

| (Unit: KRW 1 BN) | '21 Q1 | '21 Q4 | '22 Q1 | Yoy <br> $(\%)$ | QoQ <br> $(\%)$ |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Americas | 434.0 | 507.4 | 585.2 | 34.8 | 15.3 |
| Europe | 283.4 | 288.2 | 287.3 | 1.4 | -0.3 |
| Asia Pacific | 169.2 | 163.5 | 187.8 | 11.0 | 14.9 |

Americas Increase in local inland transport volume of finished cars and parts
Overall inflation and F/X effect
Europe Increased production/procurement logistics of parts, etc. Decrease in local inland transport volume of finished cars

## Asia Indonesia's new plant volume

## Shipping_PCTC(Pure Car \& Truck Carrier)

Sales


| Biz. | High freight non affiliate/non auto shipping volume <br> increased <br> Review |
| :--- | :--- |
| Biz. | Expand non affiliate OEMs and non-automotive customers' <br> Outlook |
| shipping volume <br> Uncertainty in finished car production and export volume due <br> to semiconductor supply and demand issues |  |

Utilization of vessel space
*(Actual used space for shipment / total loadable space of vessel)(\%)


## Vessel Fleet

(Unit : vessels)

- chartered(1yr. $\uparrow$ ) $\quad$ owned



## 3PL Sales \& Proportion(РСТС business)



## Shipping_Bulk Shipping

## Sales

(Unit : KRW 1 BN)

## Distribution_CKD(Complete Knock Down)



## Capacity of Overseas Plant / Car Models

|  |  | Capacity (annual) | Car Models |
| :---: | :---: | :---: | :---: |
| HMC | Alabama(US) | 279,700 | Santa fe, Avante, Sonata |
|  | Czech | 246,000 | Tucsan, i30 |
|  | Turkey | 148,200 | i10, i20 |
|  | Russia | 147,200 | Solaris, Creta |
|  | Brazil | 159,200 | HB20, Creta |
|  | Indonesia | - | SU2, Creta |
| KIA | Georgia(US) | 269,000 | Sorento, Telluride, K5 |
|  | Slovakia | 263,000 | Sportage, Ceed |
|  | Mexico | 267,000 | K2, K3 |
|  | Anantapur (India) | 266,000 | Seltos, Sonet |

## Distribution_Auto Biz

## Sales

| (Unit: KRW 1 BN) |  |  |  |  | $\begin{aligned} & \text { YoY } \triangle 14.5 \% \\ & \text { QoQ } \boldsymbol{\nabla} 7.4 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 181.2 | 178.3 | 206.6 | 191.3 |
| (Overseas) | 13.9 | 17.8 | 21.8 | 36.1 | 41.6 |
| (Domestic) | 153.2 | 163.3 | 156.5 | 170.5 | 149.7 |
|  | '21Q1 | Q2 | Q3 | Q4 | 22Q1 |

## Distribution_Others

## Sales


(Unit: KRW 1 BN) QoQ 『 9.9\%
409.3

'22Q1

## Review condition

Biz.
Outlook

Increase in demand from infrastructure investment increase, post-corona, but uncertainty exists due to U.S preemptive contractionary policies


## Future Growth Preparation

## Preempt future Smart SCM eco-system

Established ‘Future Innovation Technology Center’ to reinforce smart logistics technology competency
Commercialized smart logistics solutions business

## ※ Appendix: Sales/OP Trend

## Sales Trend

(Unit: KRW 1BN)

- Logistics - Shipping - Distribution


Sales proportion


OP Trend

- Logistics - Shipping $\quad$ Distribution 1,126.2


OP proportion


## ※ Appendix: Financial Statement

| (Unit: KRW 1 BN) | 2017 | 2018 | 2019 | 2020 | 2021 | 2022Q1 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current Assets | 3,872.0 | 4,458.0 | 5,054.3 | 5,950.1 | 6,968.3 | 7,930.0 | 13.8 |
| © Cash \& Cash Equivalent | 529.3 | 641.4 | 689.8 | 1,401.1 | 1,645.3 | 1,656.8 |  |
| (2) Other Current Financial Assets | 482.9 | 678.7 | 868.4 | 943.3 | 875.7 | 998.4 |  |
| Receivables | 1,988.6 | 1,992.6 | 2,200.7 | 2,267.3 | 2,777.8 | 3,381.7 |  |
| Non-Current Assets | 4,313.7 | 4,229.8 | 5,075.4 | 4,948.6 | 5,202.7 | 5,354.5 | 2.9 |
| Accounting Change (Lease Assets) |  |  | (904.5) | (880.7) | (909.7) | (934.3) |  |
| Total Assets | 8,185.7 | 8,687.8 | 10,129.7 | 10,898.7 | 12,170.9 | 13,284.5 | 9.2 |
| Current Liabilities | 2,539.5 | 2,884.7 | 3,413.4 | 3,547.7 | 3,942.9 | 4,776.2 | 21.1 |
| Payables | 1,059.8 | 1,291.6 | 1,347.7 | 1,535.3 | 1,902.6 | 1,992.7 |  |
| (3) Short-term Debt | 863.5 | 1,099.3 | 1,203.5 | 1,313.0 | 1,116.8 | 1,623.9 |  |
| (4) Current Financial Liabilities | 44.4 | 100.8 | 354.5 | 198.1 | 251.6 | 253.1 |  |
| Non-current Liabilities | 1,656.7 | 1,542.9 | 2,046.0 | 2,284.6 | 2,415.6 | 2,541.0 | 5.2 |
| (3) Long-term Payables | 707.9 | 655.6 | 634.1 | 941.3 | 1,009.6 | 1,099.4 |  |
| © Non-current Financial Liabilities | 612.9 | 542.2 | 1,062.6 | 958.8 | 1,001.8 | 1,039.3 |  |
| Accounting Change (Lease Liabilities) |  |  |  | (864.9) | (940.7) | (978.4) |  |
| Total Liabilities | 4,196.2 | 4,427.6 | 5,459.4 | 5,832.3 | 6,358.5 | 7,317.2 | 15.1 |
| Controlling Interest | 3,989.3 | 4,260.2 | 4,670.3 | 5,065.5 | 5,802.4 | 5,957.5 | 2.7 |
| Capital Stock | 18.8 | 18.8 | 18.8 | 18.8 | 18.8 | 18.8 |  |
| Retained Earnings | 3,803.7 | 4,117.3 | 4,492.6 | 4,966.8 | 5,619.9 | 5,769.3 |  |
| Others | 166.8 | 124.1 | 158.9 | 79.9 | 163.7 | 169.4 |  |
| Non-Controlling Interest | 0.2 | 0.0 | 0.0 | 0.9 | 10.0 | 9.8 |  |
| Total Stockholders' Equity | 3,989.5 | 4,260.2 | 4,670.3 | 5,066.4 | 5,812.4 | 5,967.3 | 2.7 |
| Debt-to-Equity Ratio (\%) | 105.2 | 103.9 | 116.9 (97.2) | $115.1(98.0)^{* *}$ | 109.3(93.2 ${ }^{* *}$ | 122.6(106.2) ** |  |
| Net Debt-to-Equity Ratio (\%) ${ }^{*}$ | 30.5 | 25.3 | 36.3 (17.1) | $21.7(4.6)^{* *}$ | $0.2(0.0)^{* *}$ | $0.3(0.1)^{* *}$ |  |

[^0]※※ Excluding Lease Liabilities Effects

## ※ Appendix: Income Statement

| (Unit : KRW 1 BN) | 2017 | 2018 | 2019 | 2020 | 2021 |  |  |  |  | 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Total | Q1 | Q2 | Q3 | Q4 | Q1 | Yoy(\%) | QOQ(\%) |
| Sales | 16,358.3 | 16,865.6 | 18,270.1 | 16,519.9 | 21,779.6 | 5,064.6 | 5,467.2 | 5,404.1 | 5,843.7 | 6,293.2 | 24.3 | 7.7 |
| Cost of Goods Sold | 15,226.2 | 15,714.8 | 16,903.6 | 15,229.5 | 20,287.9 | 4,778.4 | 5,098.2 | 4,995.2 | 5,416.1 | 5,765.1 |  |  |
| Gross Profit | 1,132.1 | 1,150.8 | 1,366.5 | 1,290.4 | 1,491.7 | 286.2 | 369.0 | 408.9 | 427.6 | 528.1 | 84.5 | 23.5 |
| SG\&A Expense | 405.0 | 440.7 | 490.0 | 628.2 | 365.5 | 76.9 | 92.1 | 94.0 | 102.5 | 101.8 |  |  |
| Operating Profit | 727.1 | 710.1 | 876.5 | 662.2 | 1,126.2 | 209.3 | 276.9 | 314.9 | 325.1 | 426.3 | 103.7 | 31.1 |
| Finance Income \& Expense | -41.7 | -53.8 | -66.3 | -50.6 | -36.6 | -6.6 | -10.5 | -10.8 | -8.7 | -4.7 |  |  |
| Other income \& Expense | 159.1 | -69.5 | -124.6 | 125.3 | -125.3 | -48.1 | -4.5 | -52.5 | -20.1 | -53.4 |  |  |
| Equity Method Gains | 44.8 | 39.5 | 41.7 | 29.6 | 20.9 | 13.7 | 8.3 | 4.7 | -5.8 | 3.2 |  |  |
| EBT | 889.3 | 626.3 | 727.3 | 766.5 | 985.2 | 168.3 | 270.2 | 256.3 | 290.5 | 371.4 | 120.7 | 27.8 |
| Income Tax Expense | 208.8 | 188.9 | 225.0 | 160.4 | 202.0 | 38.7 | 55.9 | 73.2 | 34.3 | 79.4 |  |  |
| Net Profit | 680.5 | 437.4 | 502.3 | 606.1 | 783.2 | 129.6 | 214.3 | 183.1 | 256.2 | 292.0 | 125.3 | 14.0 |


[^0]:    ※ Net Debt-to-Equity Ratio (\%) = (3) + (4) + (3) + (6) -(1) - (2) ) $\div$ Total Stockholders' Equity

