

# *2009 Hankook Tire 1st Quarter Result*

2009.4.30

 **HANKOOK**  
driving emotion

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The information in this presentation does not take into account the effects of a possible transaction or transactions involving an actual or potential change of control, which may have significant valuation and other effects.

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**01** ***Korea***

## Income Statements

[Unit:100 Mil KRW]

	2008 1Q		2008 4Q		2009 1Q		YoY (%)	QoQ (%)
	Amt.	%	Amt.	%	Amt.	%		
Sales	6,165	100.0	6,913	100.0	6,198	100.0	0.5	-10.3
COGS	4,213	68.3	5,144	74.4	4,718	76.1	12.0	-8.3
Gross Profit	1,951	31.7	1,769	25.6	1,480	23.9	-24.2	-16.4
SG&A	1,101	17.9	1,393	20.1	1,044	16.8	-5.1	-25.0
O.P margin	851	13.8	377	5.4	436	7.0	-48.8	15.7
Non-operating Income/Loss	-314	-5.1	-822	-11.9	-479	-7.7	-	-
Ordinary Profit	537	8.7	-445	-6.4	-43	-0.7	-	-
EBITDA	1,182	19.2	840	12.1	789	12.7	-33.2	-6.0
Depreciation	331	5.4	463	6.7	353	5.7	6.8	-23.7

※Average Foreign Exchange Rate

	2008 1Q	2008 4Q	2009 1Q
USD	958	1371	1413
EUR	1443	1812	1838

## • Sales Breakdown by Region

[Unit:100 Mil KRW]

	2008 1Q		2008 4Q		2009 1Q		YoY (%)	QoQ (%)
	Amt.	%	Amt.	%	Amt.	%		
<b>Export</b>	4,245	68.9	4,959	71.7	4,556	73.5	7.3	-8.1
N. America	1,240	20.1	1,271	18.4	1,523	24.6	22.9	19.9
Europe	1,398	22.7	1,159	16.8	1,262	20.4	-9.7	8.9
Others	1,047	17.0	1,902	27.5	1,418	22.9	35.4	-25.5
OE Local	560	9.1	627	9.1	353	5.7	-36.9	-43.7
<b>Domestic</b>	1,920	31.1	1,954	28.3	1,642	26.5	-14.5	-16.0
<b>Total</b>	6,165	100.0	6,913	100.0	6,198	100.0	0.5	-10.3

## • UHPT Sales Trend

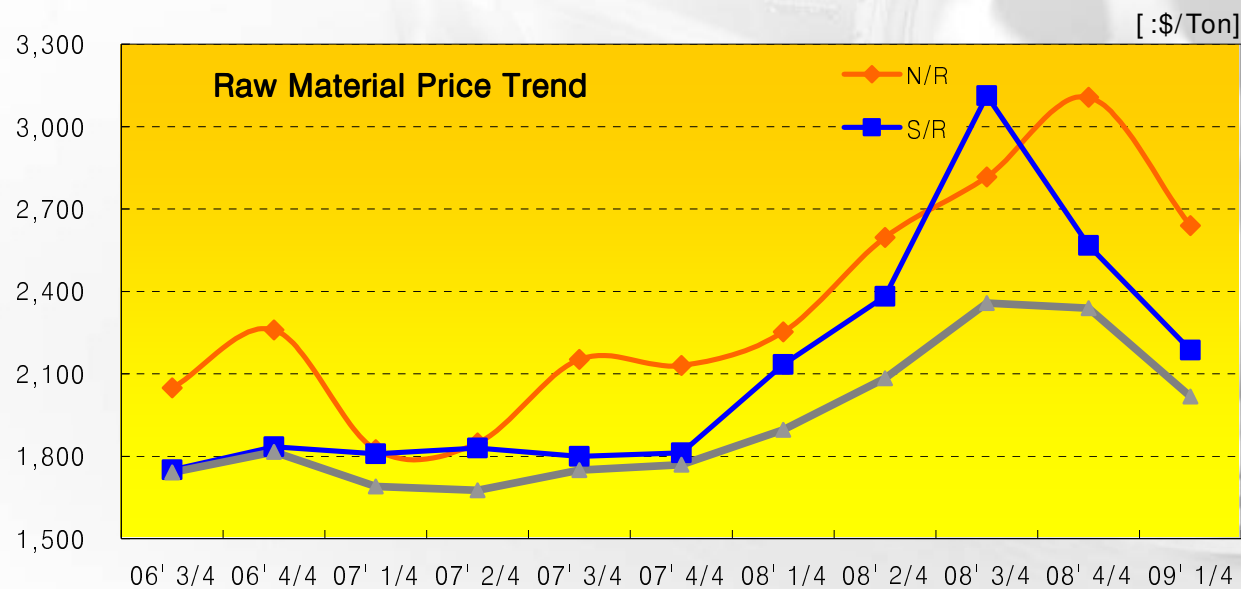
[Unit:100 Mil KRW, 1000 Unit]

	2008 1Q		2008 4Q		2009 1Q		YoY (%)	QoQ (%)
	Amt.	%	Amt.	%	Amt.	%		
Domestic	109	10.7	160	16.6	161	17.2	47.1	0.3
N. America	403	39.5	295	30.6	285	30.5	-29.4	-3.4
Europe	359	35.2	300	31.1	315	33.7	-12.2	4.9
Others	149	14.6	210	21.7	174	18.6	17.2	-16.9
<b>UHPT Sales Amt.</b>	1,020	100.0	965	100.0	935	100.0	-8.4	-3.1
<b>UHPT Sales Vol.</b>	1,687		1,220		1,165		-27.7	-4.5

## Raw Material Price Trend

[Unit: USD/ton]

	2008 1Q	2008 4Q	2009 1Q	YoY (%)	QoQ (%)
N/R	2,253	3,107	2,639	17.2	-15.0
S/R	2,133	2,568	2,186	2.5	-14.9
C/B	1,077	1,285	954	-11.4	-25.7
T/C	4,470	4,573	4,518	1.1	-1.2
S/C	1,894	2,238	2,119	11.9	-5.3
기타	1,713	1,980	1,781	3.9	-10.1
W-average	1,896	2,338	2,018	6.4	-13.7





- SG&A, Non-Operating Gain & Loss

[Unit:100 Mil KRW]

	2008 1Q (a)	2008 4Q	2009 1Q (b)	Diff. (b-a)
<b>SG&amp;A</b>				
Salaries	259	272	261	2
Ocean Freight	238	250	197	-41
Product Warranty Expenses	9	66	15	6
Employee Benefits	34	40	35	1
Export Sales Expenses	21	20	19	-2
Depreciation	75	94	65	-10
Advertising Expenses	106	221	103	-3
Others	360	430	350	-10
<b>Total</b>	<b>1,101</b>	<b>1,393</b>	<b>1,044</b>	<b>-57</b>
<b>Non-Operating</b>				
Equity Method gain/loss	-327	-1,012	-449	-122
Foreign Currency Transaction	68	-386	-175	-243
Foreign Exchange Transaction	-208	397	11	218
Import Royalty	140	234	178	37
Others	13	-54	-42	-55
<b>Total</b>	<b>-314</b>	<b>-822</b>	<b>-479</b>	<b>-165</b>



- B/S

[Unit:100 Mil KRW]

	2008		2009 1Q		Diff.	
	Amt.	%	Amt.	%	Amt.	%
<b>Assets</b>	26,742	100.0	27,454	100.0	712	2.7
Current Assets	10,016	37.5	10,646	38.8	629	6.3
Quick Assets	5,406	20.2	6,854	25.0	1,448	26.8
Inventories	4,610	17.2	3,792	13.8	-818	-17.7
Non-current Asset	16,726	62.5	16,808	61.2	82	0.5
Investment Assets	4,085	15.3	4,177	15.2	91	2.2
Property&Equipment	12,447	46.5	12,368	45.0	-79	-0.6
Intangible Assets	55	0.2	50	0.2	-5	-9.0
<b>Liabilities</b>	9,374	35.1	9,856	35.9	483	5.1
Current Liabilities	7,760	29.0	5,923	21.6	-1,836	-23.7
Non-current Liabilities	1,614	6.0	3,933	14.3	2,319	143.7
<b>Capital</b>	17,369	64.9	17,598	64.1	229	1.3
Net Debt	2,049		1,981		-68	-3.3
Net Debt ratio		11.8%		11.3%		
Debt Ratio		54.0%		56.0%		
Net worth to Assets		64.9%		64.1%		



**02 China**

## Income Statements

[Unit: Mil RMB]

	2008 1Q		2008 4Q		2009 1Q		YoY (%)	QoQ (%)
	Amt.	%	Amt.	%	Amt.	%		
Sales	1,867.5	100.0	1,549.9	100.0	1,379.2	100.0	-26.1	-11.0
COGS	1,552.8	83.1	1,464.8	94.5	1,169.7	84.8	-24.7	-20.1
Gross Profit	314.7	16.9	85.1	5.5	209.5	15.2	-33.4	146.2
SG&A	287.1	15.4	275.3	17.8	229.4	16.6	-20.1	-16.7
O.P margin	57.1	3.1	-190.2	-12.3	-19.9	-1.4	-	-
Non-operating Income/Loss	46.6	2.5	-156.3	-10.1	-125.7	-9.1	-	-
Ordinary Profit	103.7	5.6	-346.5	-22.4	-145.6	-10.6	-	-
EBITDA	177.1	9.5	-56.5	-3.6	112.8	8.2	-36.3	-
Depreciation	120.0	6.4	133.7	8.6	132.7	9.6	10.6	-0.7

※ China GAAP

※Average Ex-rate

	2008 1Q	2008 4Q	2009 1Q
USD/RMB	7.16	6.84	6.84

- **SG&A, Non-Operating Gain & Loss**

[Unit: Mil RMB]

	2008 1Q (a)	2008 4Q	2009 1Q (b)	Diff. (b-a)
<b>SG&amp;A</b>	287.1	275.3	229.4	- 57.7
Salaries	29.3	21.1	23.2	- 6.1
Sales Promotion	18.5	0.0	0.0	- 18.5
Royalty Expense	68.9	59.2	54.6	- 14.3
Consulting	10.3	10.4	11.6	1.3
Export Commission	28.3	25.0	18.0	- 10.2
Depreciation	14.7	15.3	14.5	- 0.1
Domestic Transportation Cost	34.9	34.6	28.8	- 6.1
Advertising Expenses	11.8	8.9	12.7	0.9
Others	70.5	100.8	65.9	- 4.6
<b>Non-Operating Gain &amp; Loss</b>	46.6	- 156.3	- 125.7	- 172.3
Non-operating income	196.7	79.4	27.2	- 169.5
Foreign currency translation gain/loss	152.9	8.8	6.2	- 146.6
Others	43.8	70.6	20.9	- 22.9
<b>Non-operating expenses</b>	150.0	235.7	152.8	2.8
Interest expense	67.4	78.6	85.2	17.8
others	82.6	157.1	67.6	- 15.0



## 03 *Hungary*

## 03 Hungary



### Income Statements

[Unit: Mil HUF]

	2007 4Q		2008 3Q		2008 4Q		YoY (%)	QoQ (%)
	Amt.	%	Amt.	%	Amt.	%		
Sales	2,478	100.0	7,900	100.0	9,135	100.0	268.7	15.6
COGS	4,250	171.5	8,557	108.3	9,748	106.7	129.4	13.9
Gross Profit	-1,772	-71.5	-657	-8.3	-613	-6.7	-	-
SG&A	696	28.1	1,135	14.4	1,471	16.1	111.5	29.6
O.P margin	-2,468	-99.6	-1,792	-22.7	-2,084	-22.8	-	-
Non-operating Income/Loss	-96	-3.9	-2,384	-30.2	-6,555	-71.8	-	-
Ordinary Profit	-2,564	-103.5	-4,176	-52.9	-8,640	-94.6	-	-
EBITDA	-188	-7.6	564	7.1	318	3.5	169.2	-43.7
Depreciation	2,280	92.0	2,357	29.8	2,402	26.3	5.4	1.9

※ Hungary GAAP

2008.12.31 HUF/KRW=6.629

※Average Ex-rate

	2008 1Q	2008 4Q	2009 1Q
EUR/HUF	260.64	265.58	307.89



**04 Consolidated**



## 04 Consolidated

- Income Statements

[Unit:100 Mil KRW]

	2008 1Q		2008 4Q		2009 1Q		YoY (%)	QoQ (%)
	Amt.	%	Amt.	%	Amt.	%		
Sales	9,973	100.0	12,236	100.0	11,346	100.0	13.8	-0.4
COGS	7,396	74.2	9,745	85.9	8,925	78.7	20.7	1.2
Gross Profit	2,577	25.8	2,491	22.0	2,421	21.3	-6.0	-6.1
SG&A	1,836	18.4	2,524	22.2	2,068	18.2	12.6	-3.9
O.P margin	740	7.4	-33	-0.3	353	3.1	-	-
Non-operating Income/Loss	-207	-2.1	-714	-6.3	-1,201	-10.6	-	-
Ordinary Profit	533	5.3	-747	-6.6	-848	-7.5	-	-

## 04 Consolidated



- Balance Sheet

[Unit:100 Mil KRW]

	2008		2009 1Q		Diff.	
	Amt.	%	Amt.	%	Amt.	%
<b>Assets</b>	53,748	100.0	53,267	100.0	-482	-0.9
Current Assets	25,347	47.2	24,774	46.5	-573	-2.3
Quick Assets	12,879	24.0	14,024	26.3	1,144	8.9
Inventories	12,468	23.2	10,750	20.2	-1,718	-13.8
Non-current Asset	28,401	52.8	28,493	53.5	92	0.3
Investment Assets	1,579	2.9	1,682	3.2	103	6.5
Property&Equipment	26,613	49.5	26,595	49.9	-18	-0.1
Intangible Assets	208	0.4	216	0.4	7	3.5
<b>Liabilites</b>	36,069	67.1	36,004	67.6	-66	-0.2
Current Liabilities	28,879	53.7	25,660	48.2	-3,219	-11.1
Non-current Liabiliti	7,190	13.4	10,343	19.4	3,153	43.9
<b>Capital</b>	17,679	32.9	17,263	32.4	-416	-2.4
Net Debt	21,949		21,926		-24	-0.1
Net Debt ratio		124.2%		127.0%		
Debt Ratio		204.0%		208.6%		
Net worth to Assets		32.9%		32.4%		



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