



# 2025 3Q Financial Results

November 7<sup>th</sup>, 2025

Hankook Tire & Technology

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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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# I. 2025 3Q Financial Results - Profit Summary



- Consolidated Revenue of KRW 5,412.7 billion, Operating Profit of 586.0 billion, OPM 10.8%
- Tire Business: Revenue +11.2% YoY, Operating Profit +10.4% YoY
- Thermal Management Business: Revenue +8.2% YoY, Operating Profit +1.7% YoY

## Company performance

[100 Million KRW]

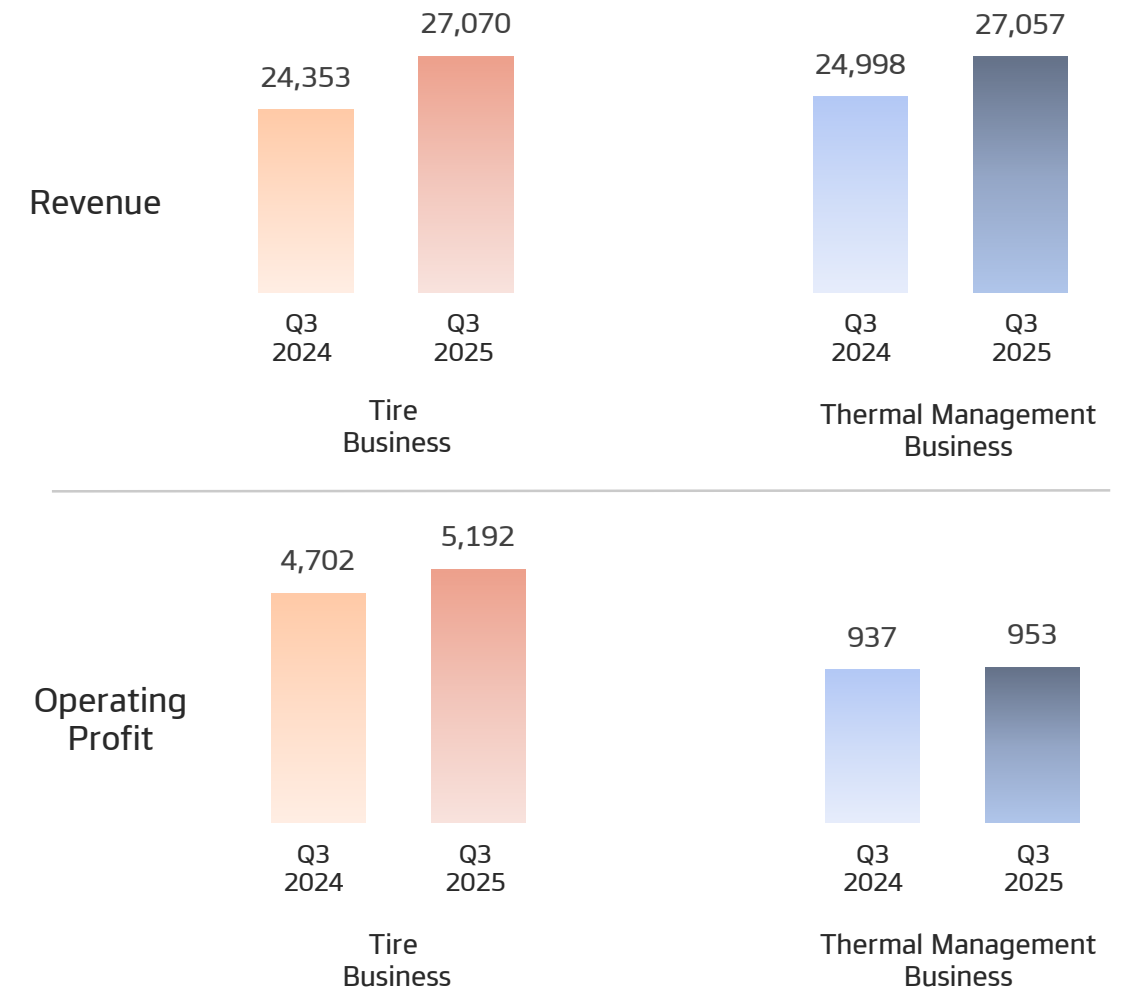
|                  | Tire Business     | Thermal Management Business | Total             |
|------------------|-------------------|-----------------------------|-------------------|
| Revenue          | 27,070            | 27,057                      | 54,127            |
| COGS             | 16,979<br>(62.7%) | 24,180<br>(89.4%)           | 41,159<br>(76.0%) |
| Operating Profit | 5,192<br>(19.2%)  | 953<br>(3.5%)               | 5,860<br>(10.8%)  |
| Ordinary Profit  | 4,932<br>(18.2%)  | 911<br>(3.4%)               | 5,504<br>(10.2%)  |
| EBITDA           | 6,410<br>(23.7%)  | 2,827<br>(10.4%)            | 9,237<br>(17.1%)  |

※ The Total(Consolidated) figures include partial adjustments for intercompany transactions.

※ PPA depreciation and amortization related to the acquisition of Hanon Systems has been recognized approximately 28.8 billion KRW in 3Q 2025

## Performance by business segment

[100 Million KRW]



# I. 2025 3Q Financial Results - Key Financials

- Consolidated debt-to-equity ratio including Hanon Systems at 102.2%
- Strengthening financial stability through enhanced cash generation and improved financial structure

## Financial Overview

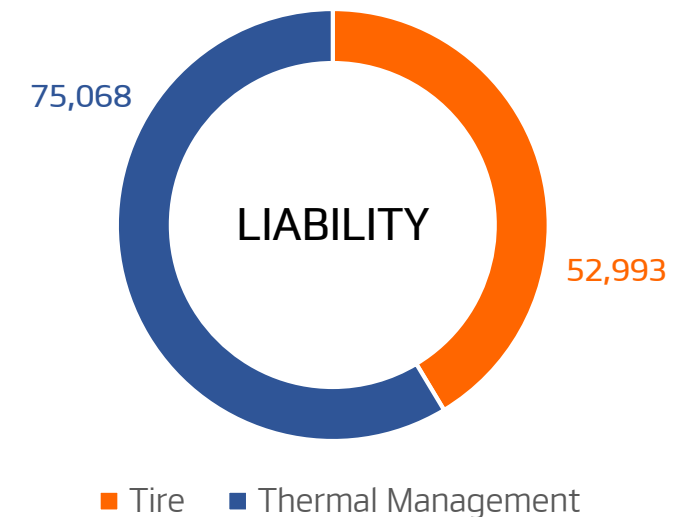
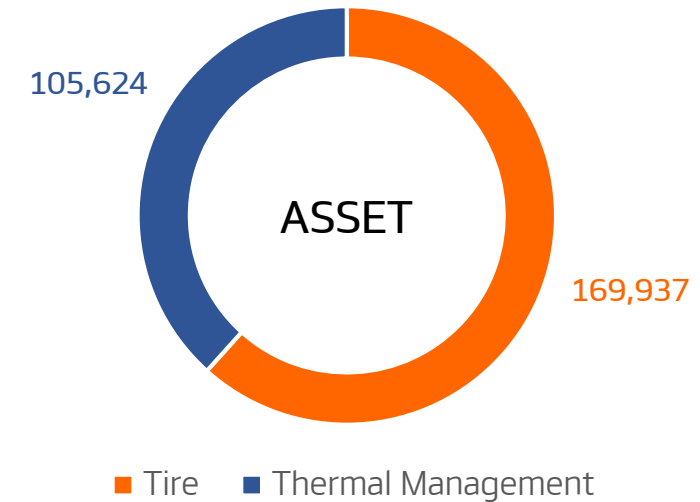
[100 Million KRW]

|                                                              | Tire Business  | Thermal Management Business | Total          |
|--------------------------------------------------------------|----------------|-----------------------------|----------------|
| <b>Assets</b>                                                | <b>169,937</b> | <b>105,624</b>              | <b>267,055</b> |
| <b>Current Assets</b>                                        | <b>75,642</b>  | <b>43,338</b>               | <b>118,593</b> |
| Cash, cash equivalents and other short term financial assets | 22,379         | 7,871                       | 30,250         |
| Trade and other receivables                                  | 25,133         | 17,460                      | 41,374         |
| Inventories                                                  | 24,307         | 13,914                      | 38,221         |
| Other current assets                                         | 3,824          | 4,093                       | 8,749          |
| <b>Non-current Assets</b>                                    | <b>94,295</b>  | <b>62,286</b>               | <b>148,462</b> |
| Tangible, Intangible assets and Investment properties        | 60,494         | 57,108                      | 135,230        |
| Other non-current assets                                     | 33,801         | 5,178                       | 13,232         |
| <b>Liabilities</b>                                           | <b>52,993</b>  | <b>75,068</b>               | <b>134,960</b> |
| <b>Current Liabilities</b>                                   | <b>28,990</b>  | <b>48,021</b>               | <b>76,612</b>  |
| <b>Non-Current Liabilities</b>                               | <b>24,003</b>  | <b>27,047</b>               | <b>58,348</b>  |
| <b>Shareholder's Equity</b>                                  | <b>116,944</b> | <b>30,556</b>               | <b>132,095</b> |
| <b>Liability Ratio</b>                                       | <b>45.3%</b>   | <b>245.7%</b>               | <b>102.2%</b>  |

※ The Total(Consolidated) figures include partial adjustments for intercompany transactions.

## Financial Position by business segment

[100 Million KRW]



## II. Performance by Business Segment

### 1) Tire Business - Overview



#### Financial Highlights

- Revenue KRW 2,707.0 billion, operating profit KRW 519.2 billion, OPM 19.2%, marking the highest-quarterly revenue and operating profit.
- Revenue increased by 11.2% YoY, driven by volume growth in both OE and RE, improved pricing and product mix, and a favorable FX.
- Operating profit increased due to lower major costs, including raw materials and logistics. Tariff impacts were partially offset through price hikes.

#### Sales Performance

- The global OE market showed regional differences in demand depending on tariff impacts and EV subsidies, while the company achieved OE sales growth, mainly in Korea, Europe, and North America.
- The global RE market showed regional variations but maintained overall stable demand, while the company achieved RE sales growth across Korea, China, Europe, and other markets.
- Sales ratio of ≥18-inch tires within PCLT reached 47.4%, up 2.6%p YoY in 3Q 2025
- EV sales ratio of PCLT OE reached 27% up 7%p YoY in 3Q 2025

[100 Million KRW]

|                  | 2024 3Q           | 2025 2Q           | 2025 3Q           | YoY    | QoQ     |
|------------------|-------------------|-------------------|-------------------|--------|---------|
| Revenue          | 24,353            | 25,115            | 27,070            | +11.2% | +7.8%   |
| COGS             | 15,306<br>(62.9%) | 16,680<br>(66.4%) | 16,979<br>(62.7%) | +10.9% | +1.8%   |
| Operating Profit | 4,702<br>(19.3%)  | 3,464<br>(13.8%)  | 5,192<br>(19.2%)  | +10.4% | +49.9%  |
| Ordinary Profit  | 4,615<br>(18.9%)  | 2,026<br>(8.1%)   | 4,932<br>(18.2%)  | +6.9%  | +143.4% |
| EBITDA           | 6,001<br>(24.6%)  | 4,761<br>(19.0%)  | 6,410<br>(23.7%)  | +6.8%  | +34.6%  |

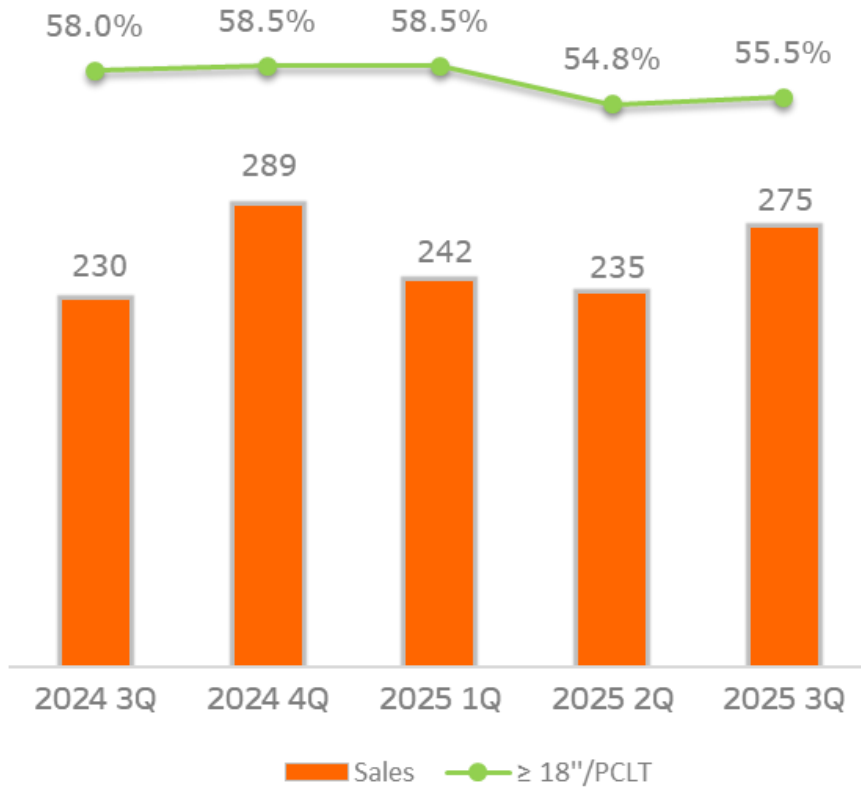
## II. Performance by Business Segment

### 1) Tire Business - Performance by region (Korea)



#### KOREA

[Unit: Billion KRW, %]



#### Market Environment

- RE : Market demand increased due to government subsidy programs
- OE : EV sales remained strong, driven by the expansion of eco-friendly vehicle subsidies and the extension of tax incentives.

#### Sales Performance

- RE: Achieved sales volumes exceeding market demand in both PCLT and TBR
- OE : Revenue increased YoY, driven by an expanded lineup of supplied vehicle models.

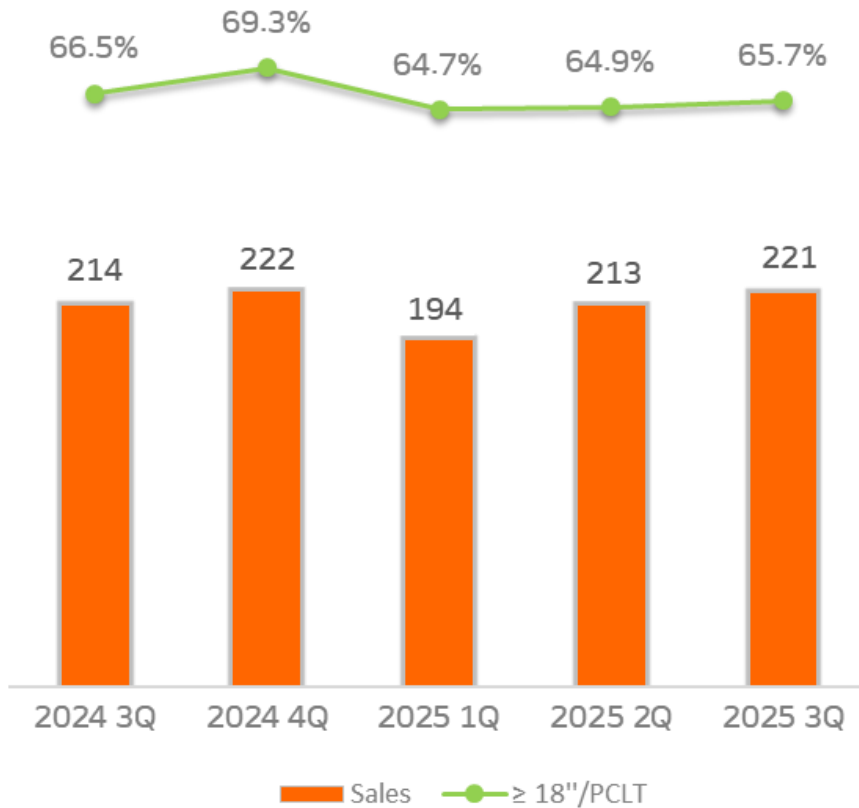
#### Forward-Looking Strategy

- Strengthened promotion of the new All-Weather product "Weatherflex GT"
- Enhanced TBX membership marketing and promotional activities to boost TBR sales
- Continued reinforcement of the distribution downstream through new channel expansion

## 1) Tire Business - Performance by region (China)

### CHINA

[Unit: Billion KRW, %]



#### Market Environment

- RE : Amid weak domestic demand in China, market demand showed a modest recovery due to the low base effect
- OE : Vehicle demand increasing, driven by NEV (New Energy Vehicle) purchase incentives.

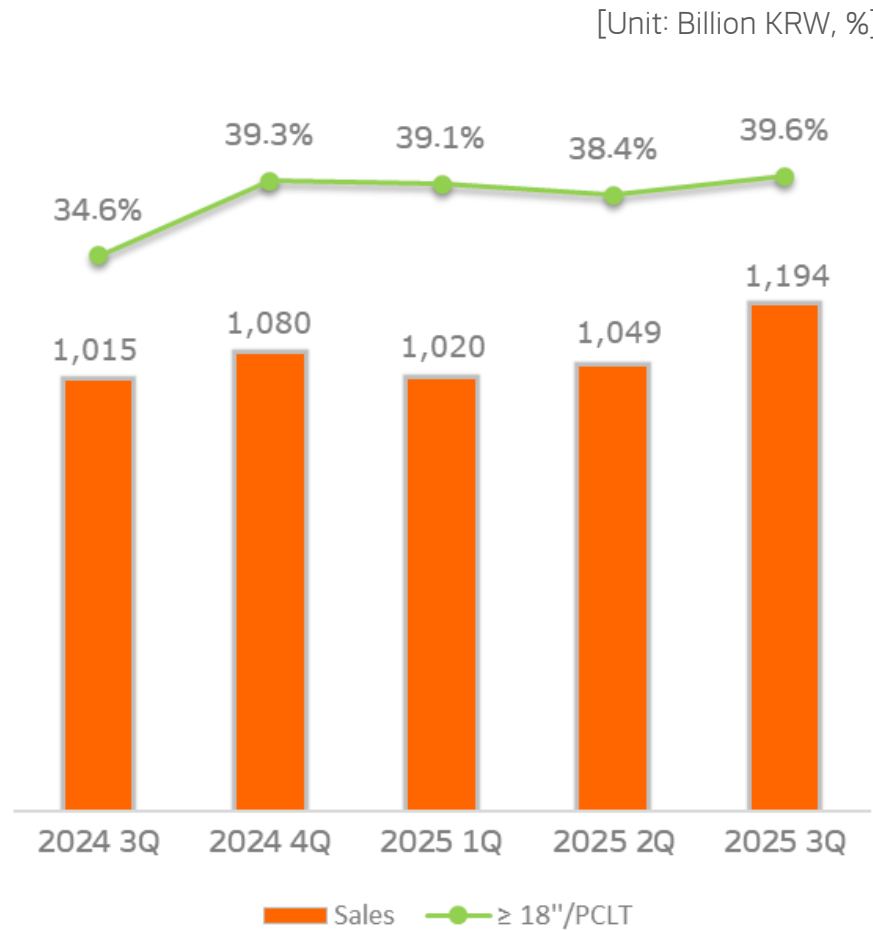
#### Sales Performance

- RE : Sales volume increased YoY, supported by the development of new dealerships and a gradual rise in O2O sales volume.
- OE : Overall volumes were affected by production adjustments at some carmakers, while supply to major Chinese EV brands increased.

#### Forward-Looking Strategy

- Expansion of sales focused on strategic products such as high-inch and SUV tires, along with diversification of the distribution portfolio
- Gradual market recovery expected, supported by the Chinese government's economic stimulus and consumption-boosting policies.

EUROPE



Market Environment

- RE : Stable market demand led by All-Weather and Winter tires
- OE : New vehicle sales increased YoY, driven by growth in eco-friendly vehicles

Sales Performance

- RE : Sales exceeded market demand, driven by stable performance of seasonal products.
- OE : Revenue increased YoY, supported by strong sales of vehicle models supplied by the company and favorable market conditions.

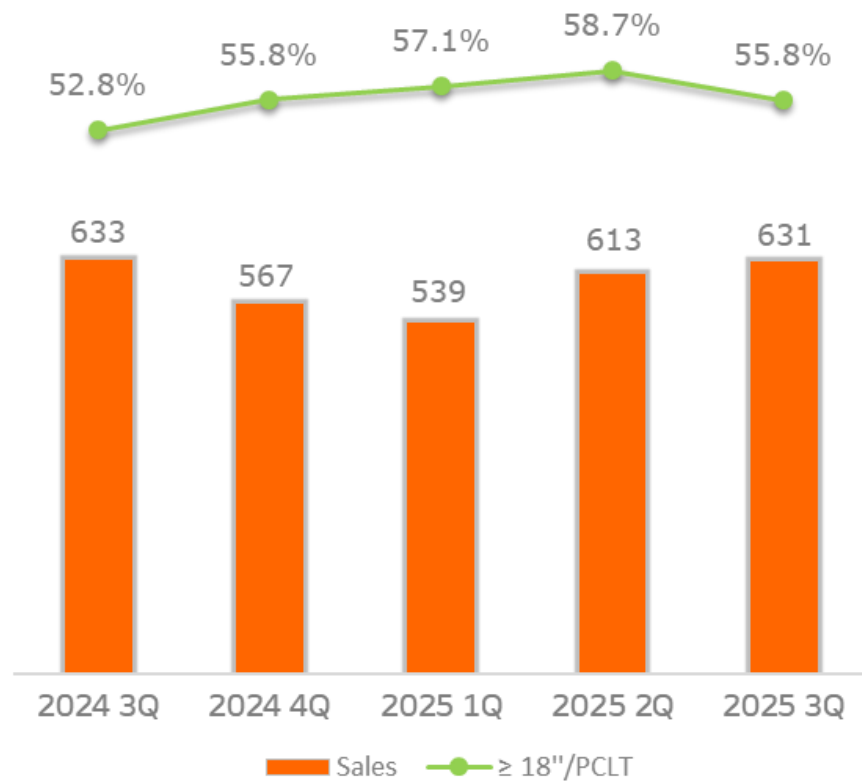
Forward-Looking Strategy

- Due to low inventory levels of seasonal products and solid order intake, the company plans to strengthen marketing activities to ensure stable sales.

## 1) Tire Business - Performance by region (North America)

### NORTH AMERICA

[Unit: Billion KRW, %]



#### Market Environment

- RE : Overall demand slowed amid increasing external uncertainties, and import volumes in the North America decreased
- OE : EV sales increased ahead of the expiration of U.S. EV subsidy benefits.

#### Sales Performance

- RE : Sales volume declined YoY, but improved high-inch mix drove qualitative growth
- OE : Sales volume rose YoY, driven by higher new vehicle sales in North America

#### Forward-Looking Strategy

- Price increase implemented as of July 1st.
- Expansion of the Tennessee plant is proceeding as planned, with sales activities to be reinforced upon completion.

## 1) Tire Business - Business Highlights

### BMW OE Fitments on the Rise



- **BMW iX**

- The iON evo SUV, an EV-dedicated performance tire, and the iON evo AS SUV, its all-season variant, are fitted on BMW's flagship electric SUV, the iX

- **BMW New i4**

- BMW's New i4, the German automaker's first mid-size all-electric Gran Coupé, is equipped with the iON Supreme, an ultra high-performance EV tire, and the iON evo, a dedicated EV performance tire

- **BMW New X3**

- The fourth-generation New X3, BMW's best-selling mid-size SUV, is fitted with Hankook Tire's Ventus evo SUV, Dynapro HPX, and Winter i\*cept evo 3 X, covering high-performance, premium comfort, and winter segments

### Winter Tire Performance Recognized



- Winter i\*cept products Top-Ranked in major winter tire tests, praised for excellent safety reserves and impressive efficiency
- Winter i\*cept RS3 earned an "exemplary" rating from Auto Bild Allrad, and a "very good" rating from Auto Motor und Sport
- Winter i\*cept evo3 was rated "Good" by both Auto Bild and ADAC
- Winter i\*cept evo3 X was also awarded a "Good" rating by Auto Bild Sportscars

## II. Performance by Business Segment

### 2) Thermal Management Business - Overview



#### Financial Highlights

- Revenue KRW 2,705.7 billion, Operating Profit KRW 95.3 billion, OPM 3.5%
- Revenue increased by 8.2% YoY, driven by increased sales volume, tariff recovery from customers, and favorable FX impact
- Quarterly OPM improved to 3.5%, driven by disciplined cost management, despite changes in the scope of R&D capitalization
- 3Q xEV revenue ratio reached 28%; full-year expected at ~28%, reflecting IRA1 termination and ramp-up periods for new EV launches

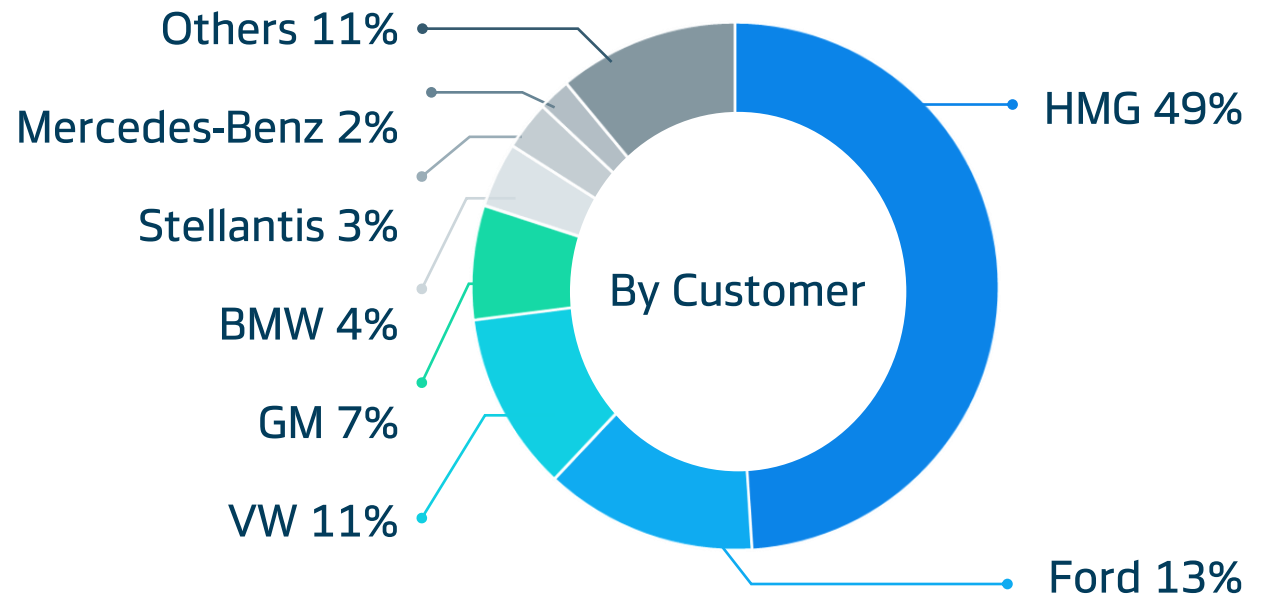
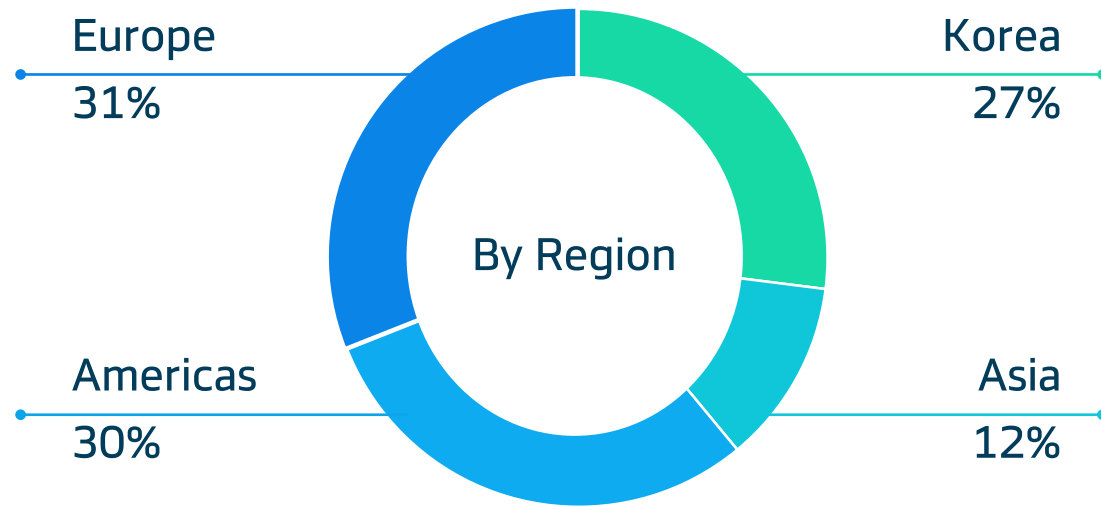
#### Sales Performance

- Reduction in cost ratio driven by ongoing cost-saving initiatives and operational efficiency improvements
- Expansion of tariff recovery and repricing through ongoing negotiations
- COGS Continues to Decline Through Disciplined Cost Control; Mid-to-Long-Term Target Set at ~85%
- SG&A Increased on R&D Capitalization Change and Tariffs; Expected to Stabilize with Cost Control
- Ongoing Initiatives to Optimize CapEx and R&D Spending

[100 Million KRW]

|                  | 2024 3Q           | 2025 2Q           | 2025 3Q           | YoY        | QoQ        |
|------------------|-------------------|-------------------|-------------------|------------|------------|
| Revenue          | 24,998            | 28,582            | 27,057            | +8.2%      | -5.3%      |
| COGS             | 22,495<br>(90.0%) | 26,041<br>(91.1%) | 24,180<br>(89.4%) | +7.5%      | -7.1%      |
| Operating Profit | 937<br>(3.7%)     | 643<br>(2.2%)     | 953<br>(3.5%)     | +1.7%      | +48.2%     |
| Ordinary Profit  | -88<br>(-0.4%)    | -256<br>(-0.9%)   | 911<br>(3.4%)     | Turnaround | Turnaround |
| EBITDA           | 2,538<br>(10.2%)  | 2,505<br>(8.8%)   | 2,827<br>(10.4%)  | +11.4%     | +12.8%     |

## 2) Thermal Management Business - Performance by region & customer



### Comments

- Performance by region : Increase in Korea (+18% YoY), Americas (+7%), Europe (+7%), and Decrease in China (-9%)
- Performance by customer : Increase in Stellantis (+43% YoY), Ford (+18%), Mercedes-Benz (+18%), HMG (+14%), VW (+8%), GM (+3%), and Decrease in BMW (-9%)
- 2025 New Business Wins target: \$1.0B of Re-win and \$0.5B of New-win
- Technological leadership maintained with robust portfolio adaptable to all types of powertrains, including ICE, BEV, HEV, PHEV and EREV
- Re-wins opportunities continued to be delayed due to regulatory changes and tariff uncertainties

### III. 2025 Tire Business Outlook

#### Growth



#### Revenue Growth & Double-digit OPM Target Maintained

- 2025 9M revenue of KRW 7564.9 billion, up 9.9% YoY, continued revenue growth supported by improved volume, product mix and pricing
- 2025 9M OPM of 15.9%, maintaining mid-teen level

#### Product Mix



**≥18"/PCLT Sales**

#### Sales ratio of ≥ 18 inch within PCLT Targeted to exceed 50%

- 2025 9M ≥ 18 inch share within PCLT sales ratio at 47.3% (YTD +1.3%p)
- Enhanced competitiveness through expansion of high-value-added sizes and product innovation
- Focus on high-inch tire sales to reinforce premium brand image and drive growth

#### EV



**ION**

#### Sales ratio of EV tires within PCLT OE Targeted to reach 29%

- EV tires accounted for 25% of 2025 9M PCLT OE sales (YTD +7%p)
- Despite a slower EV transition, continued expansion of the EV tire portfolio and stronger OEM partnerships supported sustained growth in EV tire sales.



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The company aims to allocate capital across strategic growth, shareholder returns, and financial resilience, while building trust through a transparent and predictable dividend policy.

01

### Targeting ~35% Dividend Payout Ratio Over the Mid-Term

- Targeting a gradual increase in the dividend payout ratio to ~35% over FY2025-2027
- Payout to be based on adjusted net income, excluding non-recurring items from the Tire Business
- Capex to be concentrated in 2025 due to ongoing expansions in U.S. and Hungary; investments expected to unlock future growth and support payout expansion over time

02

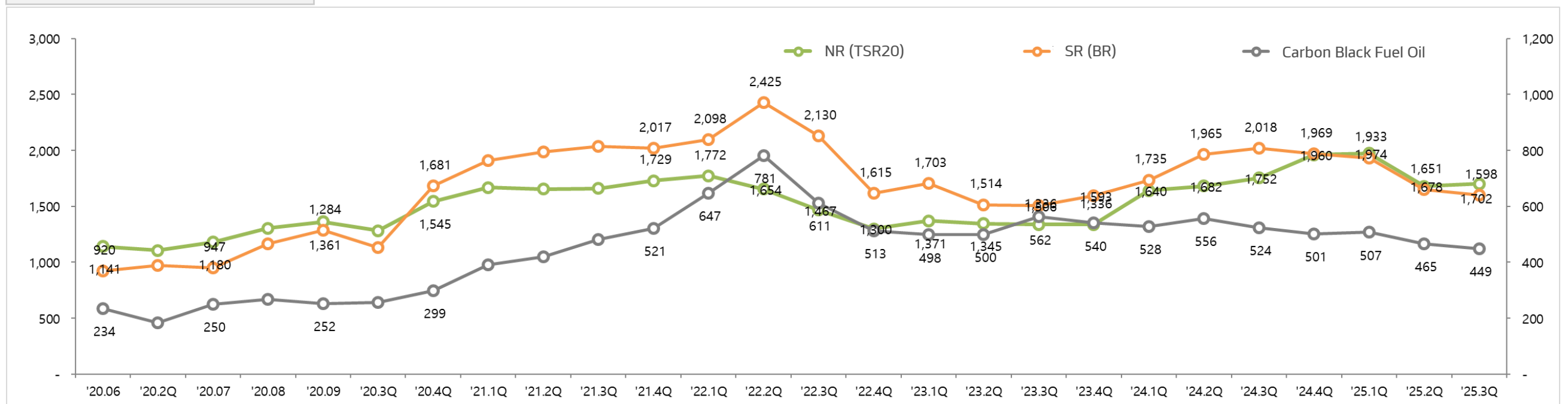
### Interim Dividend Payment

- Following shareholder approval at the 13th AGM, Articles of Incorporation were amended to allow interim dividends by board resolution
- Interim dividends to be paid regularly from FY2025 to provide stable cash returns to shareholders

## V. Appendix - Raw Material Price Trend

- N/R : SICOM TSR20 prices stayed elevated at US\$1,900-2,000/ton from Q4 2024 to Q1 2025, supported by supply concerns in Southeast Asia. Prices then declined to the US\$1,600 range in Q2 2025, amid rising global trade tensions. In Q3 2025, prices remained firm on renewed weather-related supply concerns and heightened geopolitical tensions in the region. However, near-term volatility is expected to remain limited due to ongoing external uncertainties.
- S/R : BD prices declined in Q3 2025, as U.S. tariff uncertainties weighed on sentiment and increased volumes from Europe and the Middle East added supply to Asia. Chinese demand has remained subdued under tariff-related pressure, and the bearish trend is expected to persist in the short term. With global BD demand soft and new capacity coming online in China, synthetic rubber prices are likely to stay under pressure from oversupply concerns.
- C/B : In Q3 2025, oil prices declined as OPEC+ eased production cuts and supply increased, while industrial demand softened. In Q4 2025, prices are likely to remain under pressure due to seasonal weakness and rising inventory builds, driven by a recovery from non-OPEC output.

Raw Material Price Trend



Note 1) TSR20 : SICOM Price (Natural Rubber)

Note 2) BR(Butadiene Rubber) : ICIS CFR NE/SE Asia Average Price

Note 3) Carbon Black Fuel Oil: Index Price of refined Oil

## V. Appendix - Consolidated B/S



[100 Million KRW]

| 2025 3Q                                               | Tire Business  |               | Thermal Mgmt Business |               | Total          |               |
|-------------------------------------------------------|----------------|---------------|-----------------------|---------------|----------------|---------------|
|                                                       | Amt            | %             | Amt                   | %             | Amt            | %             |
| <b>Assets</b>                                         | <b>169,937</b> | <b>100.0%</b> | <b>105,624</b>        | <b>100.0%</b> | <b>267,055</b> | <b>100.0%</b> |
| Current Assets                                        | 75,642         | 44.5%         | 43,338                | 41.0%         | 118,593        | 44.4%         |
| Cash and cash equivalents                             | 20,031         | 11.8%         | 7,746                 | 7.3%          | 27,777         | 10.4%         |
| Short term financial assets                           | 2,347          | 1.4%          | 125                   | 0.1%          | 2,472          | 0.9%          |
| Trade and other receivables                           | 25,133         | 14.8%         | 17,460                | 16.5%         | 41,374         | 15.5%         |
| Inventories                                           | 24,307         | 14.3%         | 13,914                | 13.2%         | 38,221         | 14.3%         |
| Other current assets                                  | 3,824          | 2.2%          | 4,093                 | 3.9%          | 8,749          | 3.3%          |
| Non-current Assets                                    | 94,295         | 55.5%         | 62,286                | 59.0%         | 148,462        | 55.6%         |
| Tangible, Intangible assets and Investment properties | 60,494         | 35.6%         | 57,108                | 54.1%         | 135,230        | 50.6%         |
| Investments in associates                             | 966            | 0.6%          | 983                   | 0.9%          | 1,948          | 0.7%          |
| Other non-current assets                              | 32,835         | 19.3%         | 4,195                 | 4.0%          | 11,284         | 4.2%          |
| <b>Liabilities</b>                                    | <b>52,993</b>  | <b>31.2%</b>  | <b>75,068</b>         | <b>71.1%</b>  | <b>134,960</b> | <b>50.5%</b>  |
| Current Liabilities                                   | 28,990         | 17.1%         | 48,021                | 45.5%         | 76,612         | 28.7%         |
| Non-Current Liabilities                               | 24,003         | 14.1%         | 27,047                | 25.6%         | 58,348         | 21.8%         |
| <b>Shareholder's Equity</b>                           | <b>116,944</b> | <b>68.8%</b>  | <b>30,556</b>         | <b>28.9%</b>  | <b>132,095</b> | <b>49.5%</b>  |
| Debt                                                  | 25,319         |               | 47,318                |               | 72,426         |               |
| Net Debt                                              | 1,884          |               | 39,447                |               | 41,120         |               |
| Liability Ratio                                       |                | 45.3%         |                       | 245.7%        |                | 102.2%        |
| Net Worth to Assets                                   |                | 68.8%         |                       | 28.9%         |                | 49.5%         |
| Net debt Ratio                                        |                | 1.6%          |                       | 129.1%        |                | 31.1%         |

※ The Total(Consolidated) figures include partial adjustments for intercompany transactions.

## V. Appendix - 2025 3Q Consolidated P/L



[100 Million KRW]

| 2025 3Q                            | Tire Business |        | Thermal Mgmt Business |        | Total  |        |
|------------------------------------|---------------|--------|-----------------------|--------|--------|--------|
|                                    | Amt           | %      | Amt                   | %      | Amt    | %      |
| Revenue                            | 27,070        | 100.0% | 27,057                | 100.0% | 54,127 | 100.0% |
| COGS                               | 16,979        | 62.7%  | 24,180                | 89.4%  | 41,159 | 76.0%  |
| Gross Profit                       | 10,091        | 37.3%  | 2,877                 | 10.6%  | 12,968 | 24.0%  |
| SG&A                               | 4,899         | 18.1%  | 1,924                 | 7.1%   | 7,108  | 13.1%  |
| Operating Profit                   | 5,192         | 19.2%  | 953                   | 3.5%   | 5,860  | 10.8%  |
| Other non-operating income/expense | -100          | -0.4%  | 299                   | 1.1%   | 196    | 0.4%   |
| Financial income/cost              | -150          | -0.6%  | -357                  | -1.3%  | -557   | -1.0%  |
| Equity-method gain(loss)           | -10           | 0.0%   | 15                    | 0.1%   | 5      | 0.0%   |
| Income before income tax           | 4,932         | 18.2%  | 911                   | 3.4%   | 5,504  | 10.2%  |
| EBITDA                             | 6,410         | 23.7%  | 2,827                 | 10.4%  | 9,237  | 17.1%  |
| Depreciation                       | 1,217         | 4.5%   | 1,874                 | 6.9%   | 3,377  | 6.2%   |

※ The Total(Consolidated) figures include partial adjustments for intercompany transactions.

※ Approximately KRW 28.8 billion in PPA-related depreciation and amortization was recognized in 2025 3Q following the acquisition of Hanon Systems.

## V. Appendix - 2025 9M Consolidated P/L



[100 Million KRW]

| 2025 9M                            | Tire Business |        | Thermal Mgmt Business |        | Total   |        |
|------------------------------------|---------------|--------|-----------------------|--------|---------|--------|
|                                    | Amt           | %      | Amt                   | %      | Amt     | %      |
| Revenue                            | 75,649        | 100.0% | 81,812                | 100.0% | 157,461 | 100.0% |
| COGS                               | 49,382        | 65.3%  | 74,494                | 91.1%  | 123,876 | 78.7%  |
| Gross Profit                       | 26,267        | 34.7%  | 7,318                 | 8.9%   | 33,585  | 21.3%  |
| SG&A                               | 14,275        | 18.9%  | 5,511                 | 6.7%   | 20,642  | 13.1%  |
| Operating Profit                   | 11,993        | 15.9%  | 1,807                 | 2.2%   | 12,942  | 8.2%   |
| Other non-operating income/expense | -767          | -1.0%  | -642                  | -0.8%  | -608    | -0.4%  |
| Financial income/cost              | -728          | -1.0%  | -748                  | -0.9%  | -1,244  | -0.8%  |
| Equity-method gain(loss)           | 662           | 0.9%   | 65                    | 0.1%   | 727     | 0.5%   |
| Income before income tax           | 11,160        | 14.8%  | 481                   | 0.6%   | 11,817  | 7.5%   |
| EBITDA                             | 15,911        | 21.0%  | 7,246                 | 8.9%   | 23,158  | 14.7%  |
| Depreciation                       | 3,919         | 5.2%   | 5,439                 | 6.6%   | 10,215  | 6.5%   |

※ The Total(Consolidated) figures include partial adjustments for intercompany transactions.

※ Approximately KRW 86.2 billion in PPA-related depreciation and amortization was recognized in 2025 9M following the acquisition of Hanon Systems.