

HL Mando Corporation

3Q24 Financial Results

October, 2024



Recent Highlights

Attained record-high 3Q sales primarily driven by well-balanced regional customer portfolio

✓ Summary of 3Q24 results

- Sales of KRW 2,171.7 bn. (YoY +2.5%)
- Operating profit of KRW 82.5 bn. (OPM : 3.8%)
- Net profit of KRW -49.2 bn. (NPM : -2.3%)

✓ New business wins of KRW 3.3 tn. in 3Q24 with well structured product offerings (98.4% of FY 2024 target)

- Acquired R-EPS orders from HMG for commercial vehicles with extensive vehicle lifetime (10+ years)
- Extended business with NA OEM through securing first SP-EPS orders for next-generation EV platform
- Secured SDC (Smart Damping Control) orders from HMG's EV Platform validating advanced ride comfort technology

✓ Achieved record-high quarterly revenue from local customers in China and India, highlighting a robust regional portfolio

- Sales growth (YoY) of local OEMs per region : China +25.2%, India +24.8%

✓ Joined SDVerse, a newly launched open-market software platform, as the sole chassis solutions provider among launch partners

3Q24 *Sales by Region

Continued sales growth momentum across growing overseas markets

(Unit : KRW bn.)

Region	3Q24 (%)	2Q24 (%)	QoQ		3Q23 (%)	YoY		3Q24 Commentary
			Var.	%		Var.	%	
Korea	692.7	756.8	-64.1	-8.5%	752.1	-59.4	-7.9%	• Less-than-anticipated production volume due to EV slowdown and weak demand
	32%	35%			35%			
China	539.8	465.2	+74.5	+16.0%	511.2	+28.6	+5.6%	• Robust performance from local OEMs paired with domestic stimulus policies
	25%	22%			24%			
Americas (US, Mexico, Brazil)	539.4	522.1	+17.2	+3.3%	489.7	+49.7	+10.1%	• Resilient SUV and xEV demand from HMG and increased EV production from NA OEM
	25%	24%			23%			
India	223.2	197.5	+25.7	+13.0%	203.6	+19.6	+9.6%	• Record-high sales in India fueled by strong demand from local India OEMs
	10%	9%			10%			
Europe	176.8	205.8	-29.0	-14.1%	162.7	+14.1	+8.7%	• YoY production ramp-up in Europe
	8%	10%			8%			
Total	2,171.7	2,147.4	+24.4	+1.1%	2,119.1	+52.6	+2.5%	

* Note : Sales to external customers

3Q24 Financial Results

(Unit : KRW bn.)

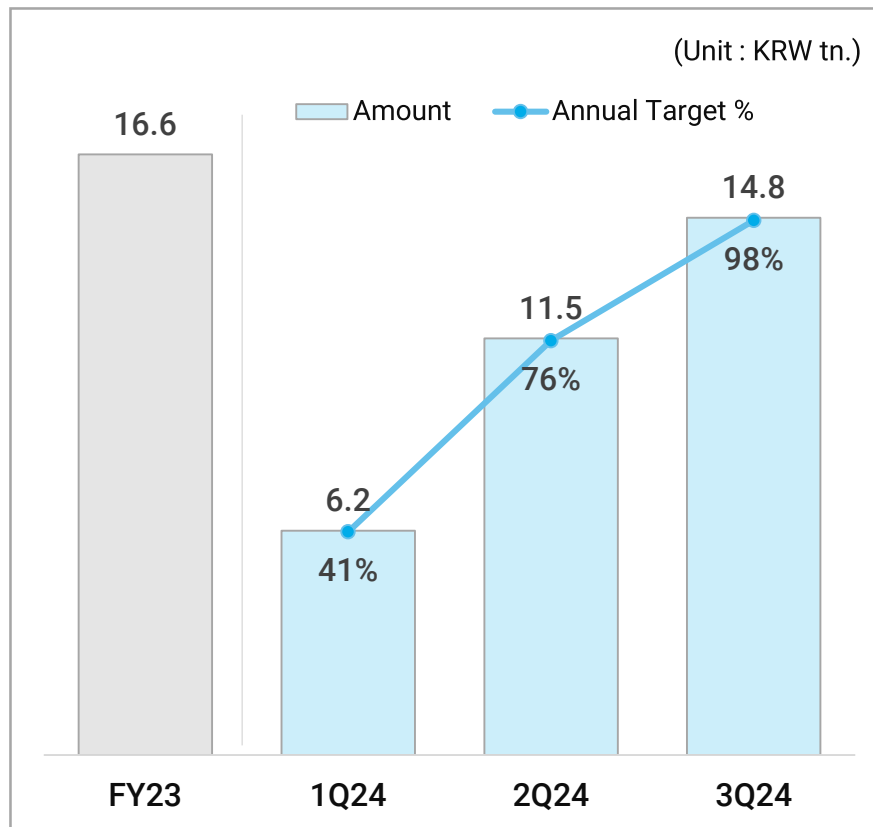
Description	3Q24	3Q23	YoY	2Q24	QoQ
Sales	2,171.7	2,119.1	+52.6	2,147.4	+24.4
			+2.5%		+1.1%
(COGS)	(1,853.3)	(1,816.8)		(1,847.5)	
Operating profit	82.5	81.5	+1.0	89.6	-7.1
(%)	3.8%	3.8%	0.0%p	4.2%	-0.4%p
<i>Interest</i>	-22.7	-16.8	-5.9	-19.3	-3.4
<i>F/X</i>	-11.2	3.2	-14.4	7.8	-19.0
<i>Equity method</i>	-0.6	-0.1	-0.5	-1.5	+0.8
Profit before tax	-51.6	43.7	-95.3	50.1	-101.7
(%)	-2.4%	2.1%	-4.4%p	2.3%	-4.7%p
Net income	-49.2	19.3	-68.4	11.9	-61.0
(%)	-2.3%	0.9%	-3.2%p	0.6%	-2.8%p

※ 3Q24 PBT impacted by valuation loss on financial assets (below OP)
3Q24 YTD net income : KRW 108.5 tn.

New Order Trend

Ongoing robust new order trend with diversified customers and sound quality

New Business Wins Trend



* Accumulative per quarter

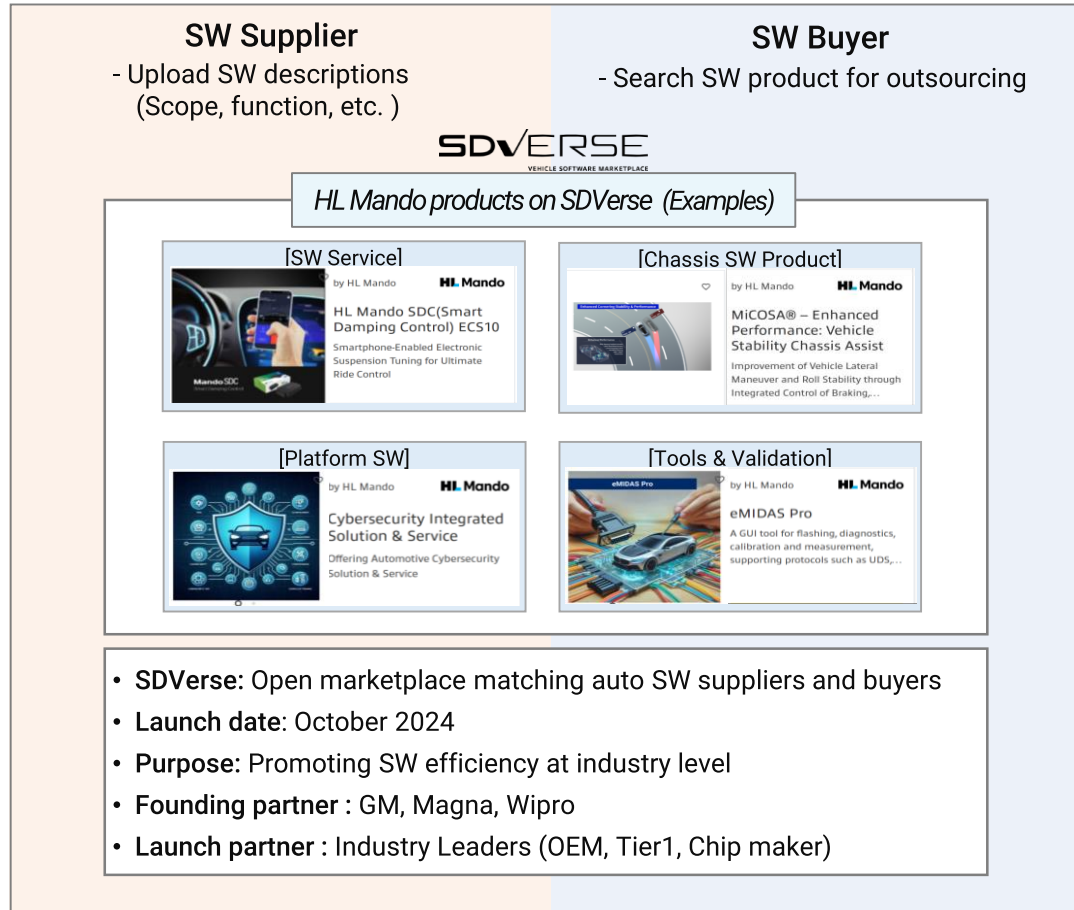
Composition of New Business Wins in 2024

Category	Components	%
Customers	HMG	44%
	NA OEMs	33%
	China OEMs	12%
	EU OEMs	7%
	India OEMs	3%
xEV (BEV/Hybrid) Programs		66%
Electronic Products		77%

* Accumulative, as of 3Q24

Preemptive Entry into Automotive SW Market through SDVerse

Participate in SDVerse as exclusive chassis launch partner, preparing SDV era with full-scale SaaP/SaaS deployment



HL Mando on SDVerse

- ✓ Demonstrate our software capabilities as the sole chassis provider among launch partners
- ✓ Set to launch over 30 software products on SDVerse (25 completed)
- ✓ Leveraging SDVerse as a testbed to validate SaaP/SaaS business opportunities

Consolidated Statements of Financial Position, 3Q24

(Unit : KRW bn.)

Description	3Q24	2Q24	Variance
Asset	6,596.3	6,817.2	-220.9
(Cash)	547.4	789.3	-241.8
Liability	4,106.0	4,223.4	-117.3
(Debt)	2,107.6	2,157.4	-49.8
Equity	2,490.2	2,593.8	-103.6
(Capital)	47.0	47.0	0.0
L/E ratio	164.9%	162.8%	+2.1%p
D/E ratio	84.6%	83.2%	+1.5%p
Net D/E ratio	62.7%	52.7%	+9.9%p

※ L/E (Liability to Equity) , D/E (Debt to Equity), Net D/E (Net Debt to Equity)

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