

Q3 2015 Business Result

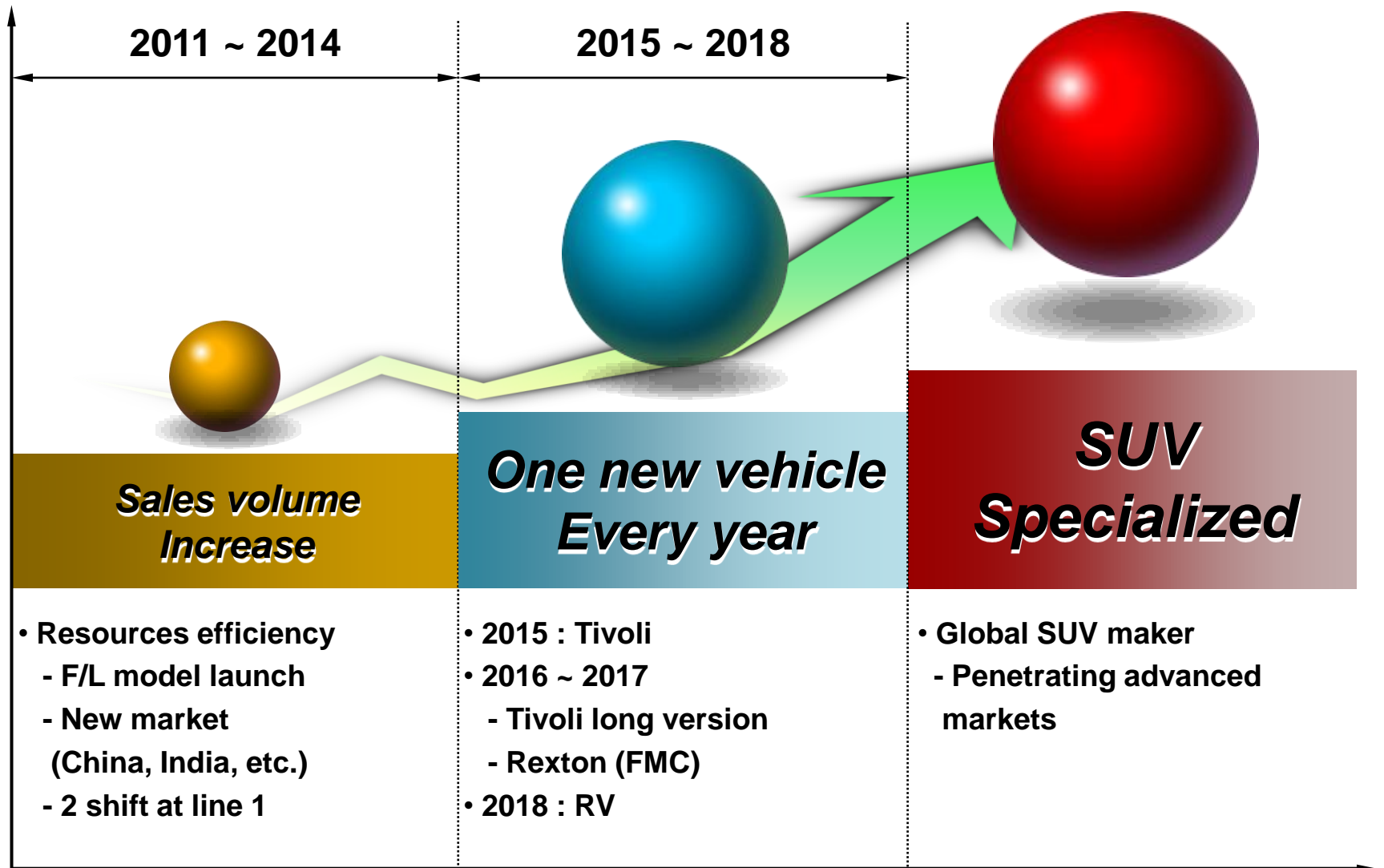


Q3 2015 business result is prepared for investors' consideration only before completion of independent auditors' review. Therefore, parts of contents on this material could be changeable during independent auditors' review.

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Overview



2015 Review

Market

SYMC

- **F/X movements (YTD Q3 Avg.)**

- USD:KRW : KRW 1,122/USD
(+7.7% vs. YTD Q3 2014)

- **Successful Tivoli launch**

- The best selling car in small SUV market in Korea
- YTD Q3 2015 : 43,523 units
(including export)

- **Strong SUV demand**

- Korea : +28.8% (vs. YTD Q3 2014)
- W. Europe : +20.4%
(vs. YTD Aug. 2014)

- **Focus on domestic market**

- (YTD Q3 2015 Domestic M/S : 6.2%, +1.5%p vs. YTD Q3 2014)

- **Continued low oil price (WTI)**

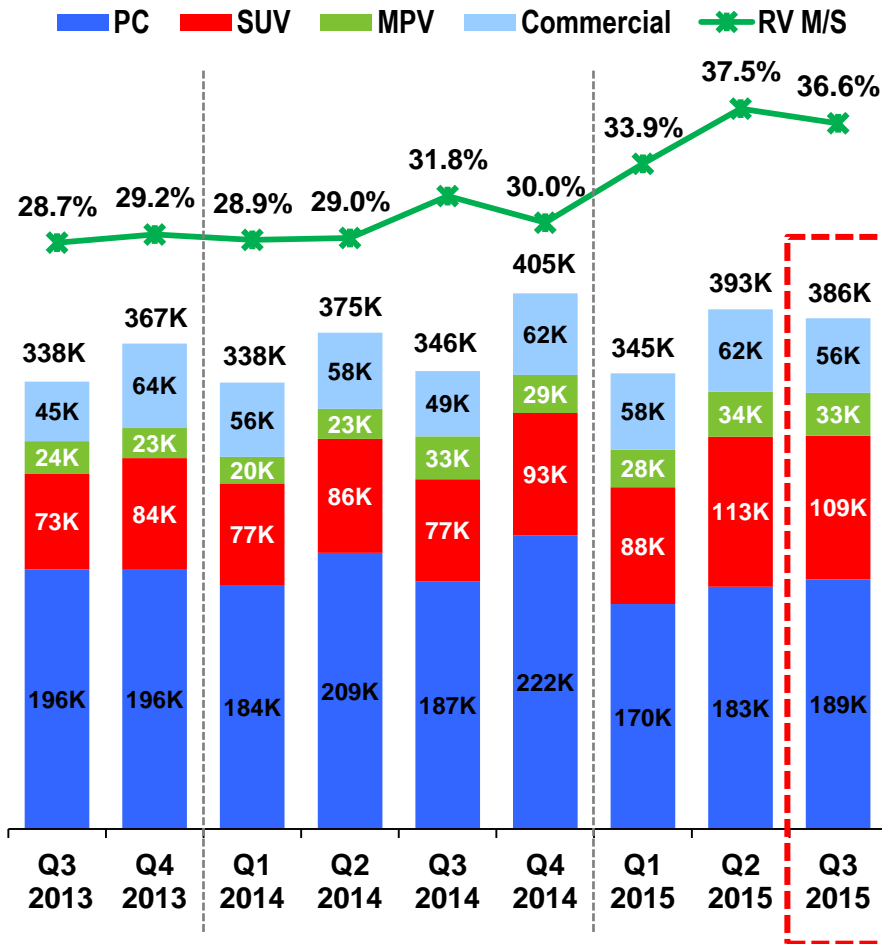
- YTD Q3 2015 Avg. : -48.7%
(vs. YTD Q3 2014 Avg.)

- **Cooperative labor relations**

- : No strike for 6 years (2010~2015)
in a row

Domestic Market Trend

➤ Quarterly market trend



※ Unit: vehicles
(Excluding imported cars)

▪ Q3 2015 (vs. Q3 2014)

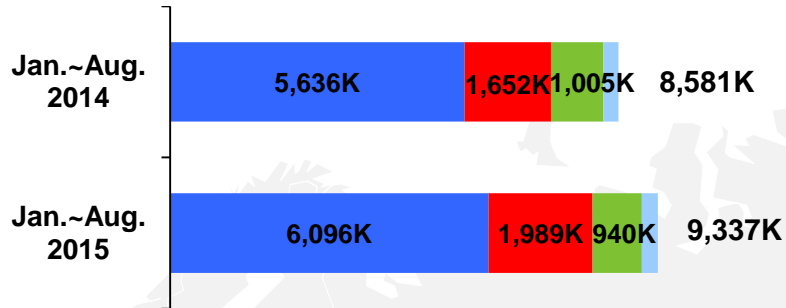
- Total market : +11.6%
- PC : +0.9%
- SUV : +40.4%
 - Continued strong demand & New car effect (Tivoli, Sorento)
- MPV : -0.1%
- RV M/S : 36.6% (+4.8%p vs. Q3 2014)
- SYMC Market share in total market
Q3 2014 : Q3 2015 = 4.7% : 6.2%

▪ YTD Q3 2015 (vs. YTD Q3 2014)

- Total market : +6.1%
- PC: -6.5%, SUV: +28.8%, MPV: +26.2%
- RV M/S : 36.1% (+6.2%p vs. YTD Q3 2014)
- SYMC market share in total market
YTD Q3 2014 : YTD Q3 2015
= 4.7% : 6.2%

Overseas Market Trend

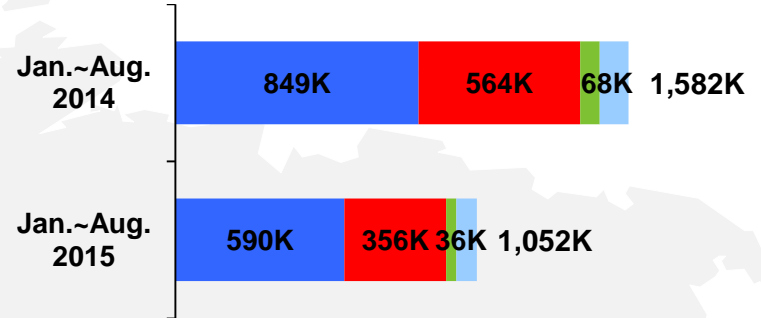
➤ Europe (28 Countries)



- Total market : +8.8%

- SUV market : +20.4%

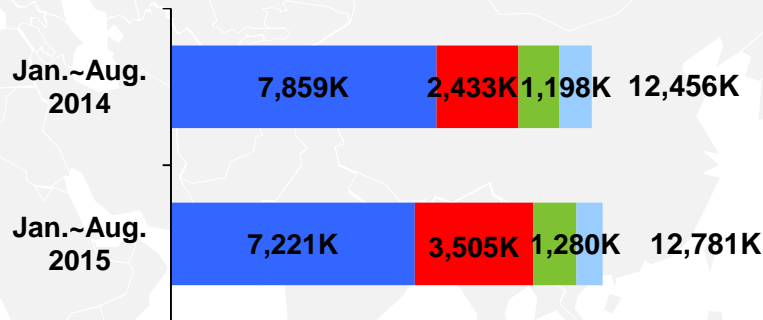
➤ Russia



- Total market : -33.5%

- SUV market : -36.9%

➤ China



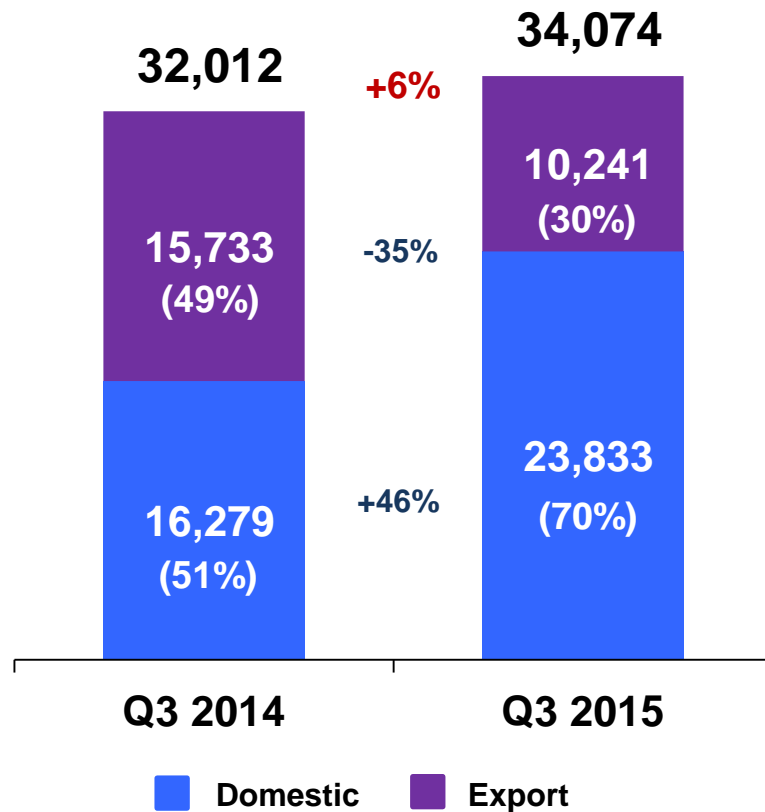
- Total market : +2.6%

- SUV market : +44.1%

※ Unit : Vehicle
 ※ Source : Automotive News, JATO
 ※ Excluding commercial vehicles



SYMC Sales Volume in Q3 2015



※ Unit: vehicle

➤ Sales volume increase

- Total Sales : +2,062 units (+6%)
 - Domestic : +7,554 units (+46%)
 - Export : -5,492 units (-35%)

➤ Domestic portion increase : +19%p

- Q3 2014 : Q3 2015 = 51% : 70%

➤ Export by region (vs. Q3 2014)

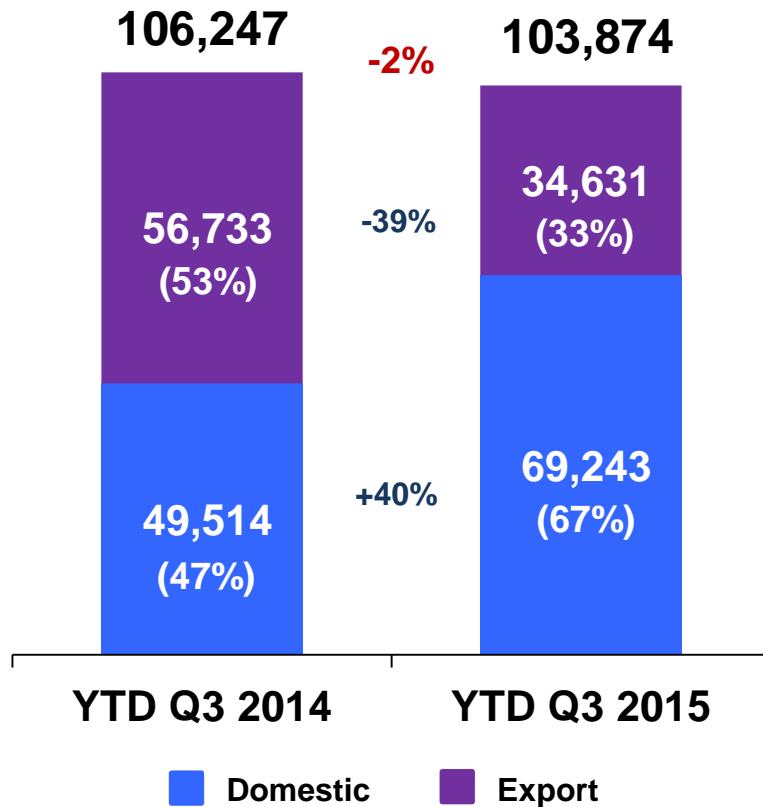
- W. Europe : +120%
- E. Europe(Including Russia) : -99%

➤ Tivoli sales

- Q3 daily avg. : 280 units
(Q1 daily avg. 172 units, Q2 daily avg. 277 units)

※ Daily Avg. : Sales vehicle / Business day

SYMC Sales Volume in YTD Q3 2015



※ Unit: vehicle

➤ Sales volume decrease

- Total Sales : -2,373 units (-2%)
 - Domestic : +19,729 units (+40%)
 - Export : -22,102 units (-39%)

➤ Domestic portion increase : +20%p

- YTD Q3 2014 : YTD Q3 2015 = 47% : 67%

➤ Export by region

- W. Europe : +103%
- E. Europe(Including Russia) : -98%

➤ Tivoli sales

- YTD Q3 2015 : 43,523 units
(Domestic : 29,648 units, Export : 13,875 units)

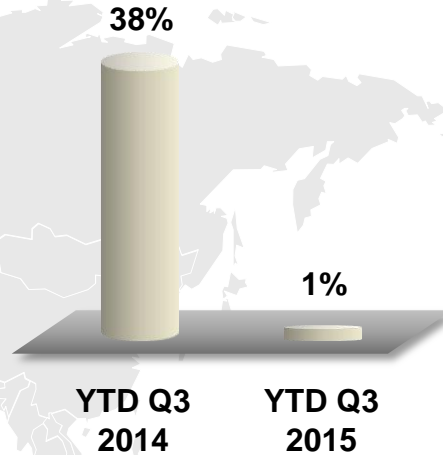
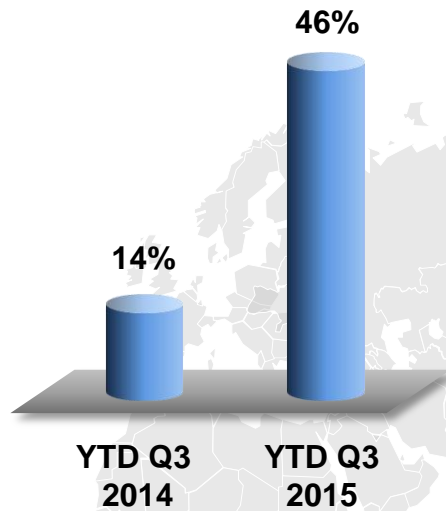
Region-wise Export in YTD Q3 2015

※ % out of export sales volume
(Including CKD)

W. Europe

E. Europe

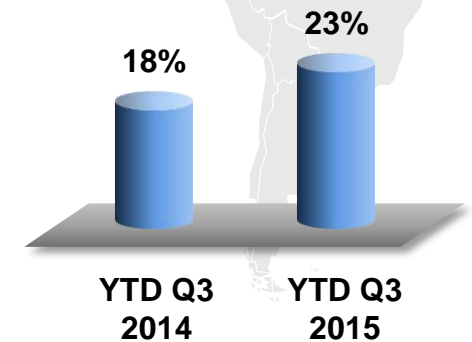
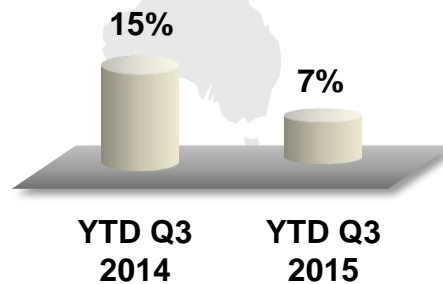
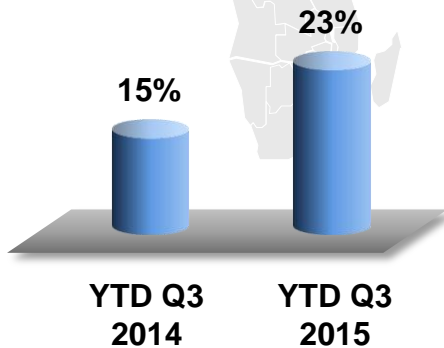
※ Including: Russia



Others

China

South America



Income Statement(Consolidated) / Q3 2015

➤ Q3 2015 (vs. Q3 2014)

(Unit: billion krw)

Category	Q3 2014	Q3 2015	Change	Change(%)
Sales	767.8	819.5	51.7	6.7%
Cost of sales	672.4	686.5	14.1	2.1%
Gross Profit	95.4	133.0	37.6	39.4%
SG&A	123.7	136.5	12.8	10.3%
Operating Profit	-28.3	-3.6	24.7	-
PBT	-15.6	-27.1	-11.5	-
PAT	-15.6	-27.1	-11.5	-

Income Statement(Consolidated) / Q3 2015

➤ Q3 2015 (vs. Q2 2015)

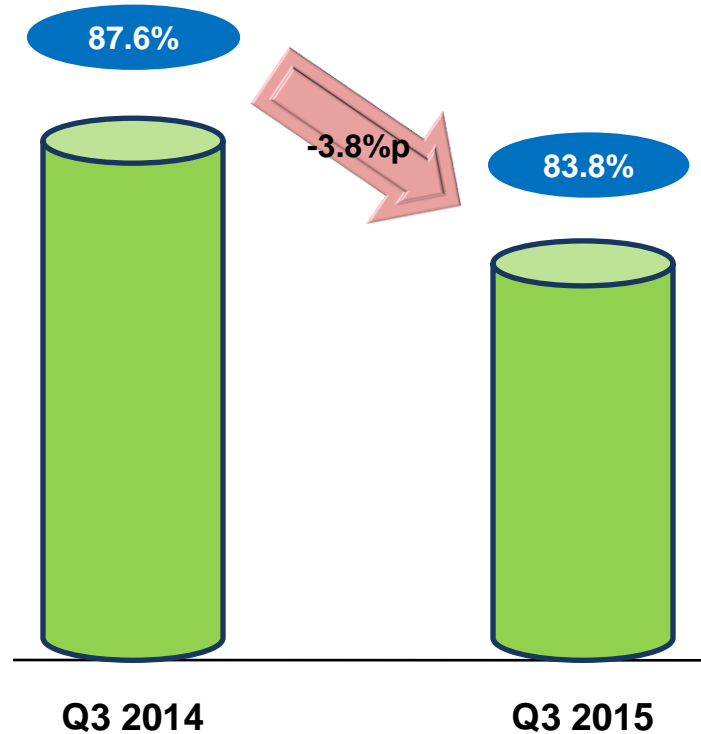
(Unit: billion krw)

Category	Q2 2015	Q3 2015	Change	Change(%)
Sales	835.5	819.5	-16.0	-1.9%
Cost of sales	711.5	686.5	-25.0	-3.5%
Gross Profit	124.0	133.0	9.0	7.3%
SG&A	143.9	136.5	-7.4	-5.1%
Operating Profit	-19.9	-3.6	16.3	-
PBT	-22.7	-27.1	-4.4	-
PAT	-22.7	-27.1	-4.4	-

Operating Costs / Q3 2015

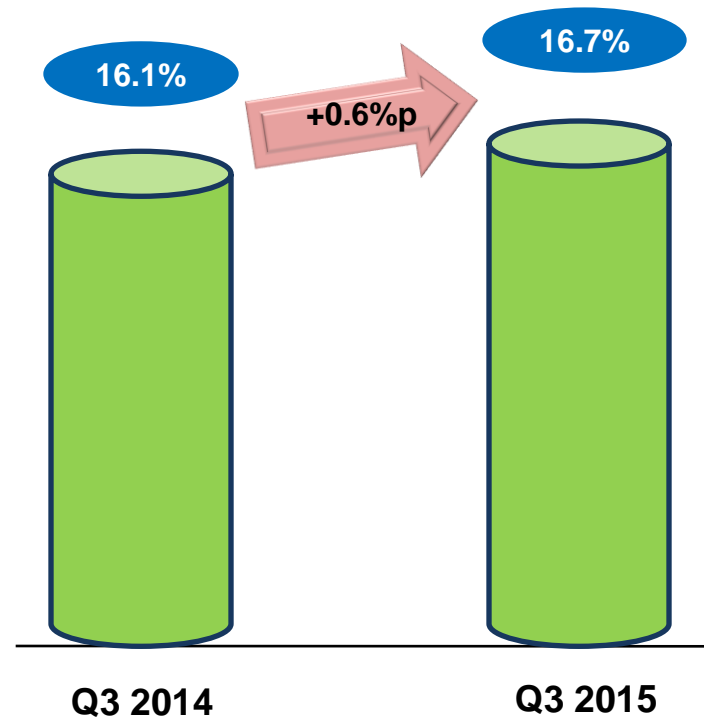
➤ Q3 2015 (vs. Q3 2014)

Cost of sales %



※ (Cost of Sales/Sales)*100

SG&A expense %



※ (SG&A expenses/Sales)*100

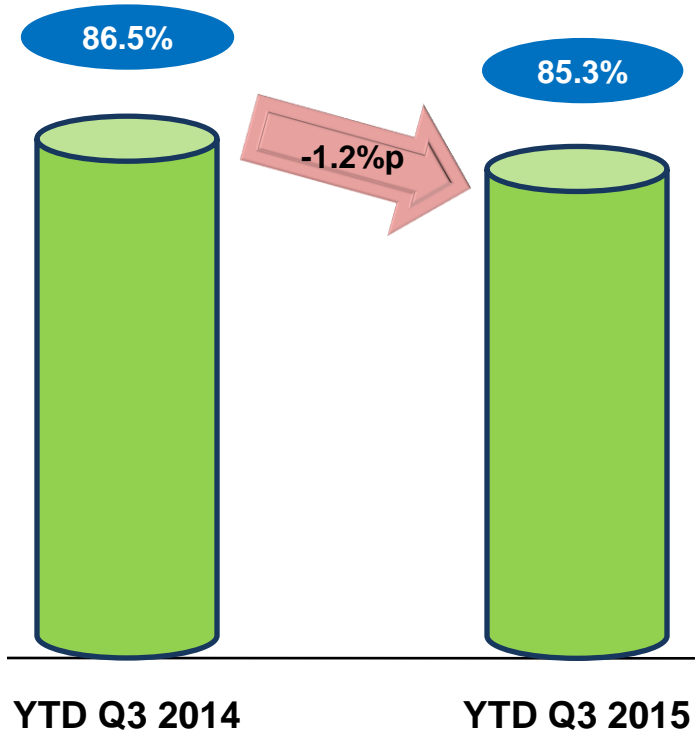
Income Statement(Consolidated) / YTD Q3 2015

(Unit: billion krw)

Category	YTD Q3 2014	YTD Q3 2015	Change	Change(%)
Sales	2,496.1	2,415.3	-80.8	-3.2%
Cost of sales	2,158.5	2,059.4	-99.1	-4.6%
Gross Profit	337.6	355.9	18.3	5.4%
SG&A	382.4	413.5	31.1	8.1%
Operating Profit	-44.8	-57.7	-12.8	-
PBT	-33.8	-81.1	-47.3	-
PAT	-34.0	-81.1	-47.1	-

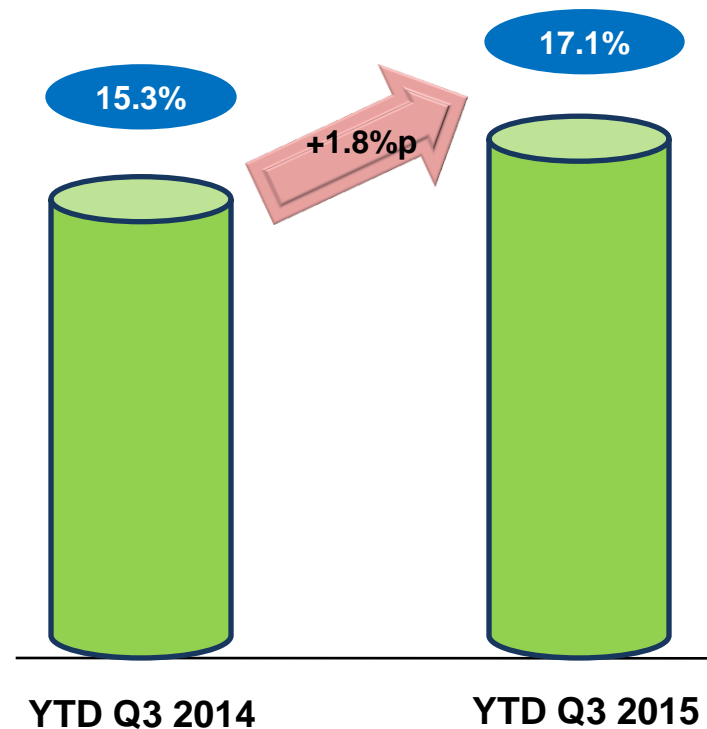
Operating Costs / YTD Q3 2015

Cost of sales %



※ (Cost of Sales/Sales)*100

SG&A expense %



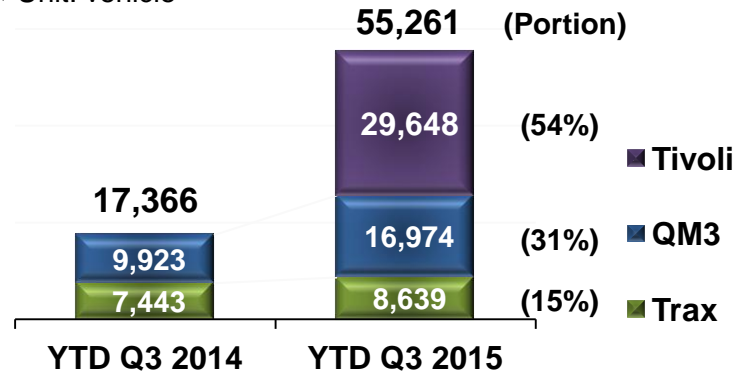
※ (SG&A expenses/Sales)*100

Tivoli Analysis

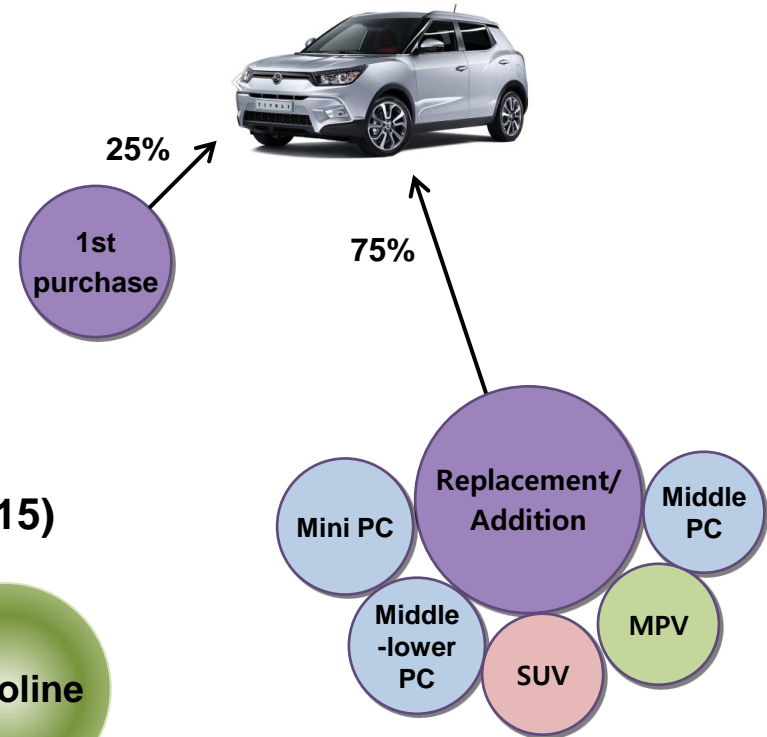
A. Small SUV market (SUV-B)

+37,895 units, +218% vs. YTD Q3 2014

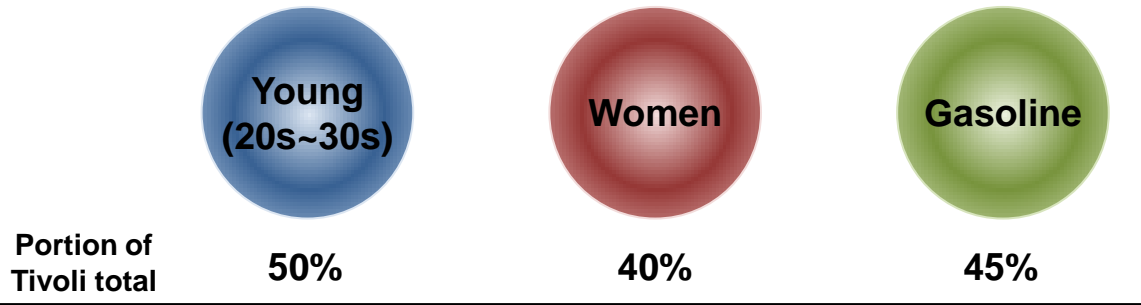
※ Unit: vehicle



B. Tivoli customer inflow



C. Tivoli customers' analysis (Jan.~Sep. 2015)



※ Source : Tivoli customer data

※ Gasoline/Diesel : After diesel launch (Jul.~Sep.)

To sum up

- **Tivoli and W. Europe are the highlights for the year.**
- **SUV industry continues to grow.**
- **Commodity and oil price continue to be low.**
- **Strong USD augurs well for export revenue.**
- **Q3 operating financials close to BEP.**
- **Optimistic going forward**