

# 2012 Hankook Tire

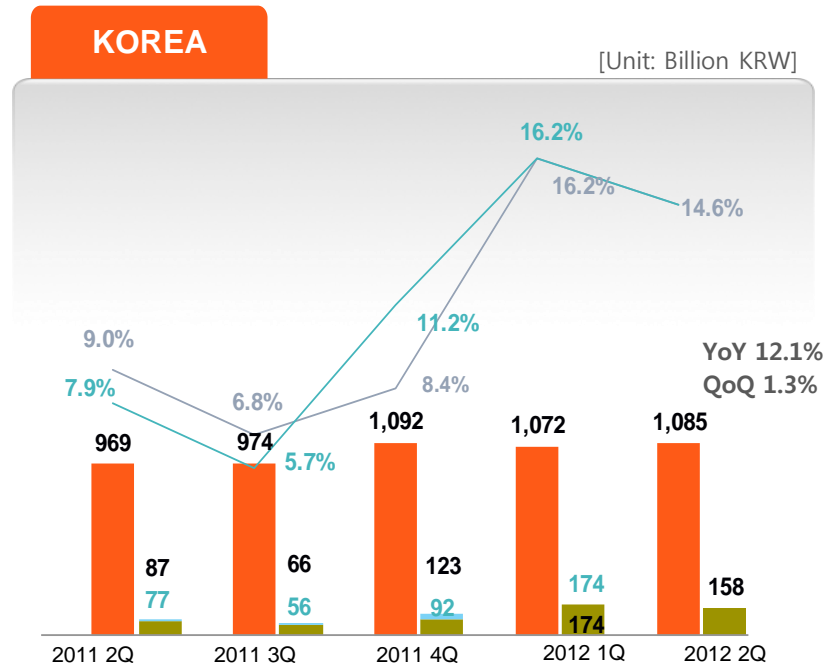
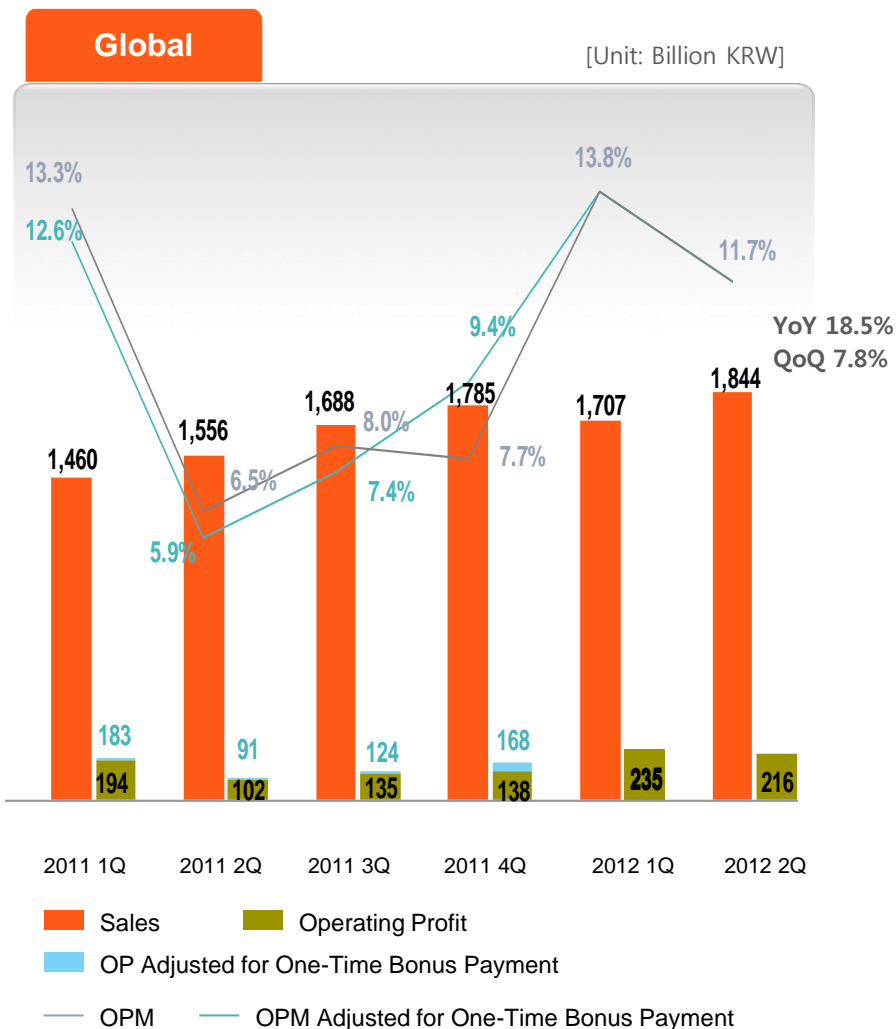
## 2nd Quarter Result

2012.07.31

**The information in this presentation is based upon management forecasts and reflects prevailing conditions and our views as of this date, all of which are accordingly subject to change. In preparing this presentation, we have relied upon and assumed, without independent verification, the accuracy and completeness of all information available from public sources of which was provided by us or which was reviewed by us.**

**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.**

## (1) Sales and Operating Profit

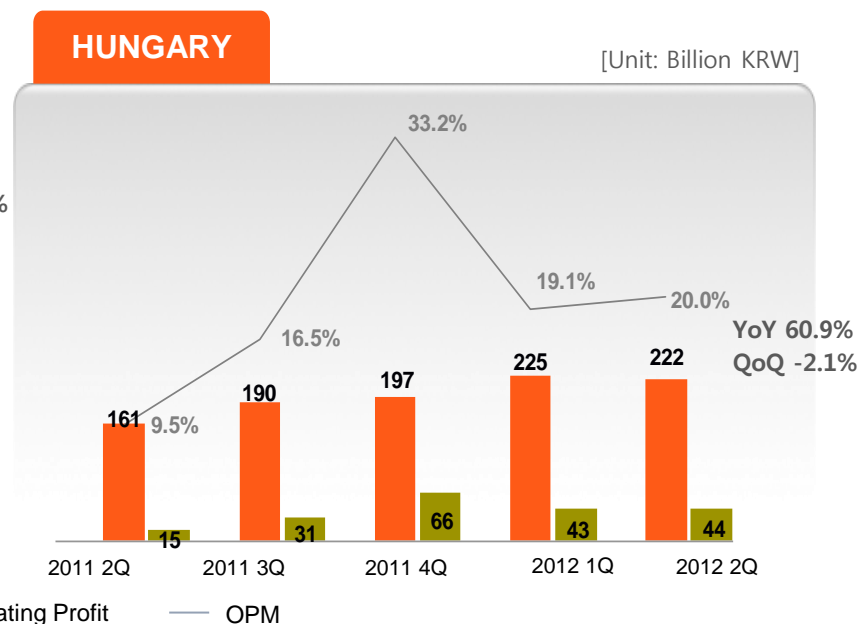
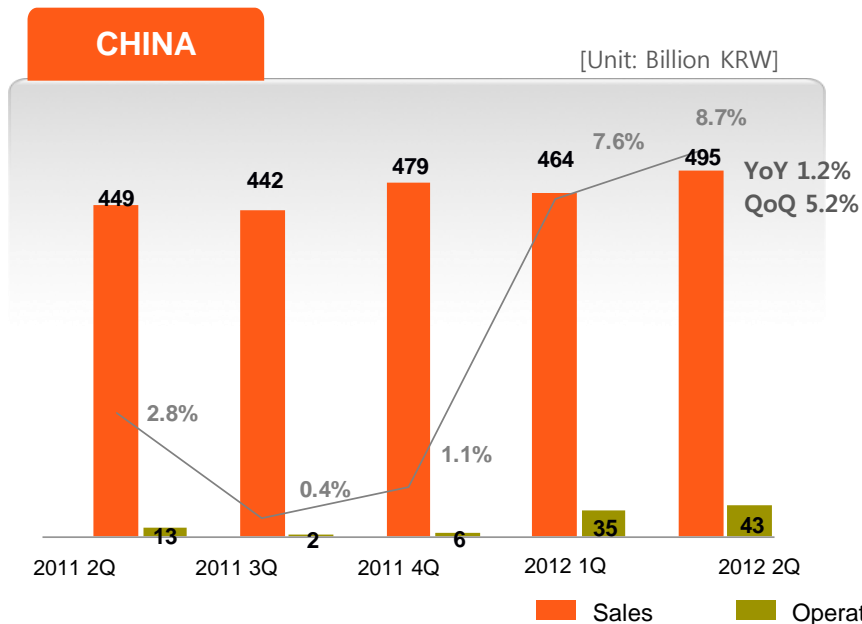


- Despite the economy slowdown, 2Q Sales increased in Korea
- Product mix improvement
- UHPT sales increased 23%↑(YoY), 2.8↑(QoQ)

### Quarterly Average FX Rate

|         | 11 1Q | 11 2Q | 11 3Q | 11 4Q | 12 1Q | 12 2Q |
|---------|-------|-------|-------|-------|-------|-------|
| USD/KRW | 1,121 | 1,084 | 1,082 | 1,145 | 1,131 | 1,152 |
| EUR/KRW | 1,532 | 1,559 | 1,532 | 1,543 | 1,484 | 1,479 |

## (1) Sales and Operating Profit



- OE Sales increased due to car sales increase.
- Operating margin increased
  - Lower raw materials costs and ASP hikes

#### Quarterly Average FX Rate

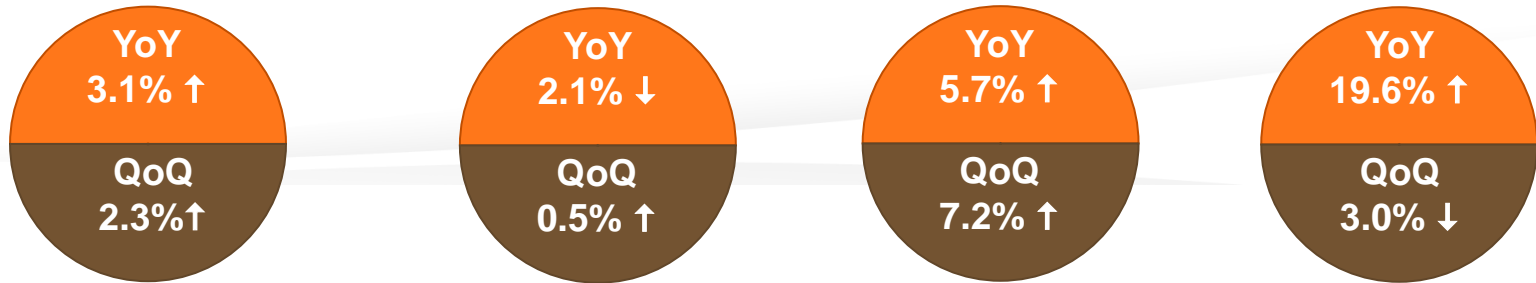
|         | 11 1Q | 11 2Q | 11 3Q | 11 4Q | 12 1Q | 12 2Q |
|---------|-------|-------|-------|-------|-------|-------|
| CNY/KRW | 170   | 167   | 169   | 180   | 179   | 182   |
| USD/CNY | 6.579 | 6.502 | 6.410 | 6.369 | 6.310 | 6.331 |

- Despite the weak demand in the European tire market, 2Q Sales continued to increase in EU Zone
  - Quality goods at a competitive price
  - OE Sales in Eastern Europe increased
- Product mix improvement (focus on premium products)

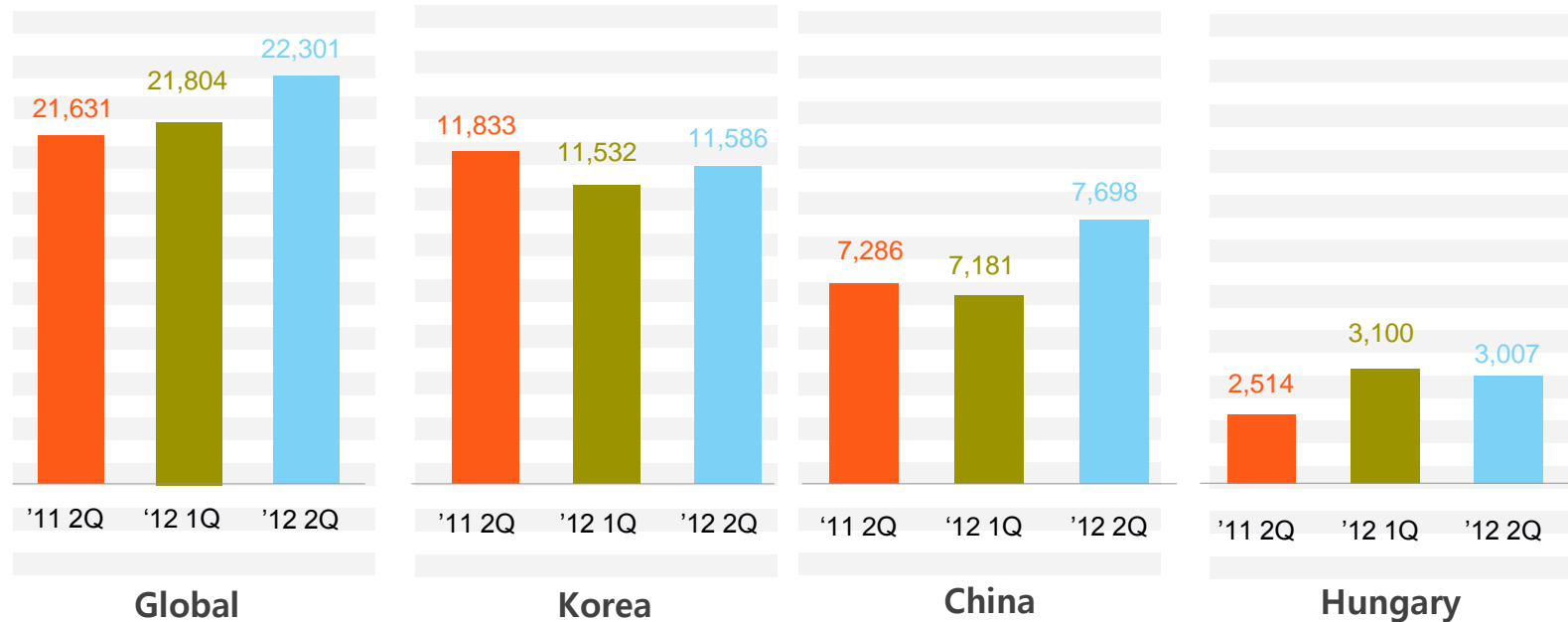
#### Quarterly Average FX Rate

|         | 11 1Q | 11 2Q | 11 3Q | 11 4Q | 12 1Q | 12 2Q |
|---------|-------|-------|-------|-------|-------|-------|
| EUR/HUF | 273   | 266   | 274   | 304   | 297   | 294   |
| HUF/KRW | 5.62  | 5.85  | 5.60  | 5.08  | 5.00  | 5.03  |

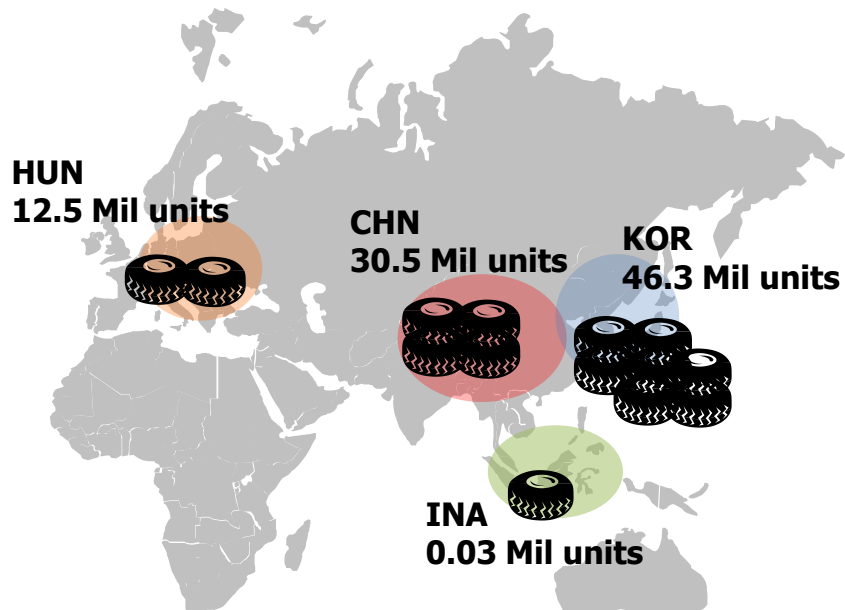
## (2) Global Production



[Unit : '000]



## Global Production



[ 단위 : Mil units]

|           | '10 Act | '11Act | '12 Plan |
|-----------|---------|--------|----------|
| KOR       | 45.45   | 46.70  | 46.28    |
| CHN       | 28.34   | 28.98  | 30.51    |
| HUN       | 5.91    | 10.09  | 12.51    |
| Indonesia |         |        | 0.03     |
| TOT       | 79.70   | 85.77  | 89.33    |

## Production Facilities Under Construction

### Chongqing Production Facility

- Daily production capacity of 2,400 TBRs
- Scheduled completion: Jun. 2013
- Scheduled initial production: Aug. 2012



### Indonesia Production Facility

- Daily production capacity of 15,000 PCR's
- Scheduled completion: Jul. 2013
- Scheduled initial production: Sep. 2012

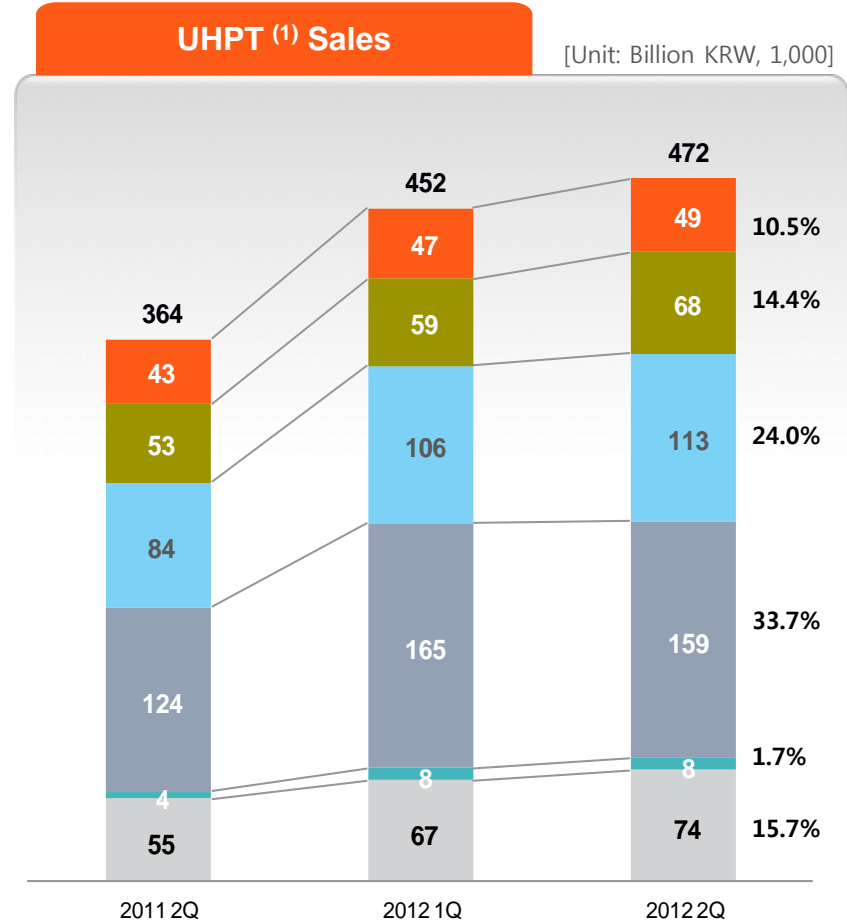
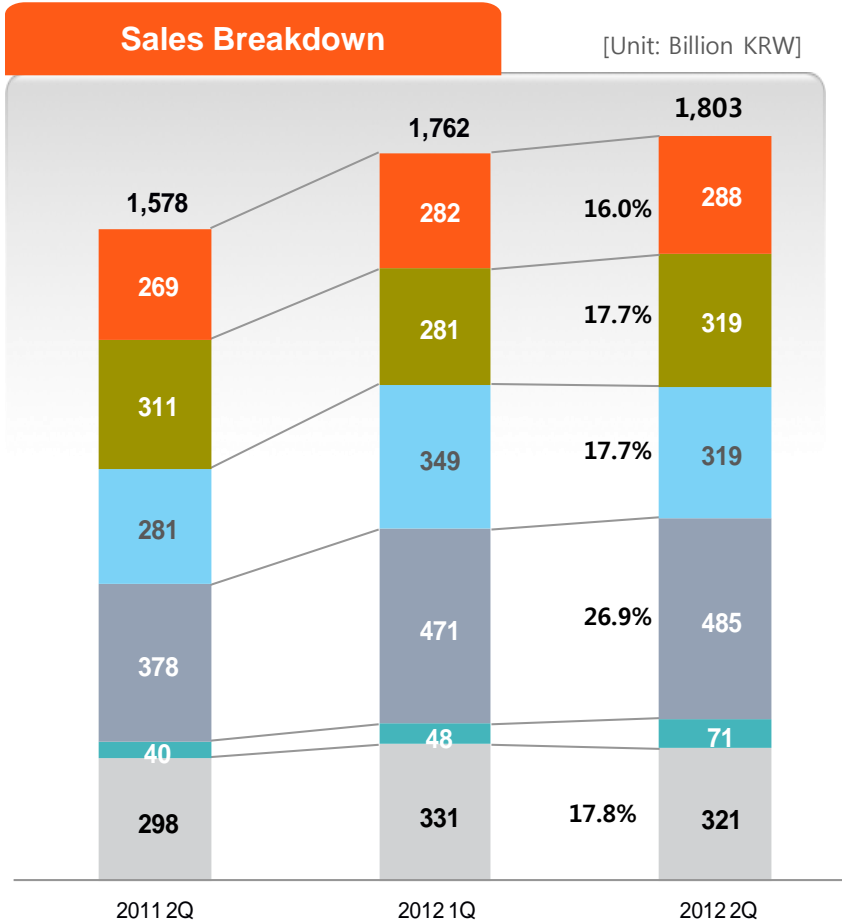


## ■ OE (Original Equipment) Business Outlook

- Expanded the client portfolio of global automobile manufacturers, on the back of the technological excellence proven through Hyundai / Kia Motors
- Promoted sales in the RE (Replacement Equipment) business and increased brand value by expanding the client portfolio to premium automobile manufacturers



## (3) Global Sales Breakdown / UHPT (1) Sales



■ Korea 
 ■ China 
 ■ N. America 
 ■ EUR 
 ■ Russia 
 ■ Others

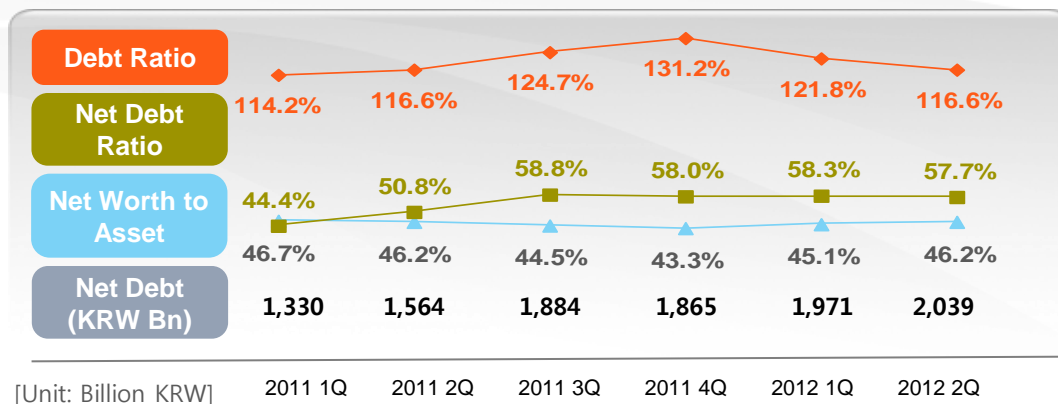
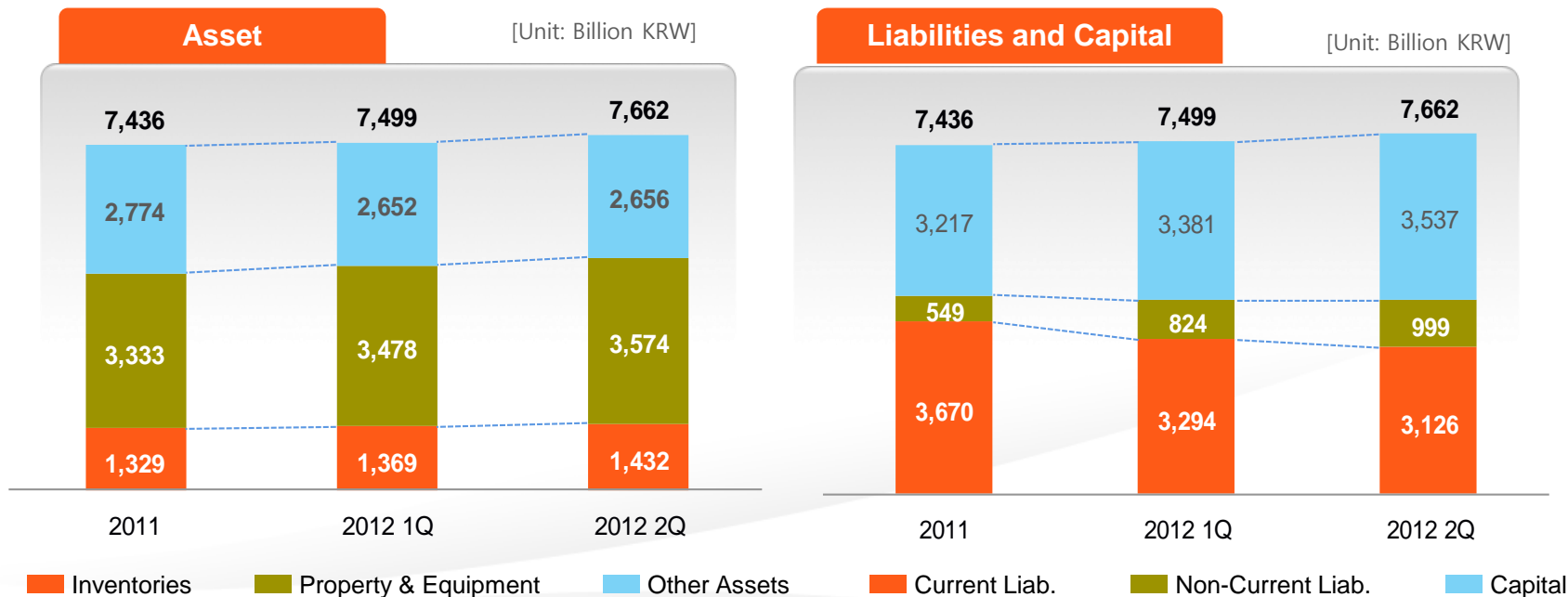
The sales and units were calculated by aggregating units sold by each production facility

Notes  
1. Ultra High Performance Tire

|                            |       |       |       |
|----------------------------|-------|-------|-------|
| UHPT Sales/<br>Total Sales | 23.1% | 25.6% | 26.2% |
| UHPT<br>(‘000 units)       | 5,067 | 5,647 | 5,881 |



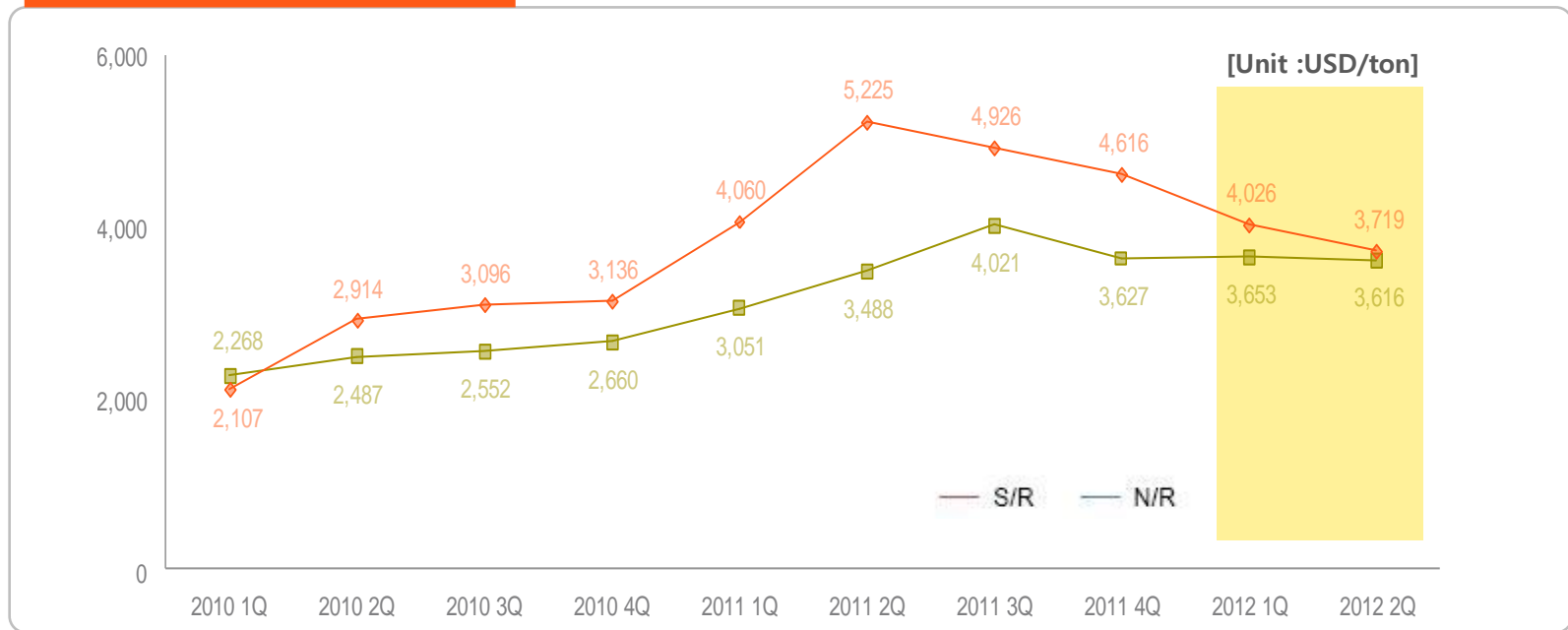
## (4) Consolidated Balance Sheet



## (5) Raw Material Cost

- N/R spot prices have been stabilized and are expected to fall due to weak demand in China and India
- S/R prices are expected to increase due to shortfall of recent Butadiene supply

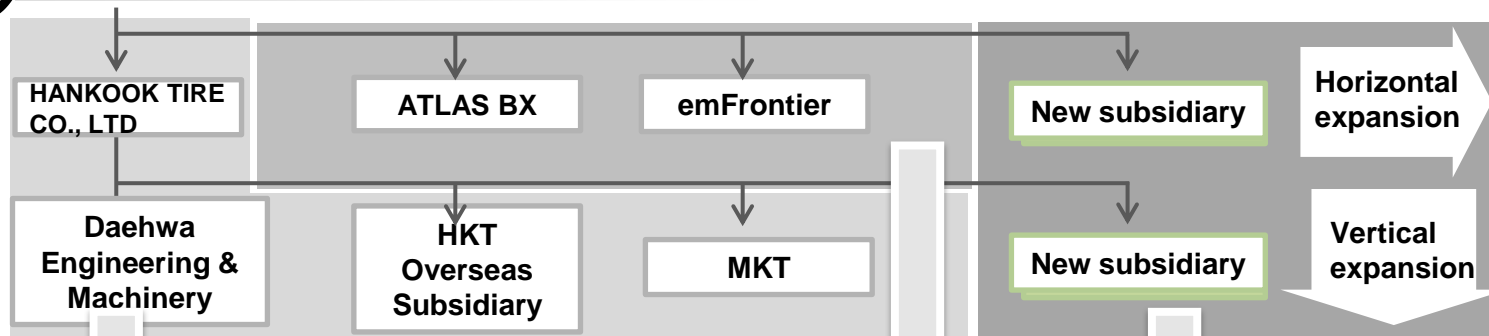
Raw Material Cost Trend



## Subsidiaries level-up strategy



HANKOOK TIRE WORLDWIDE CO., LTD



### 1. Tire Subsidiary

- Level-up the infrastructure of our subsidiaries
- Keep our subsidiaries competitive in the market
  - Expand our investment in our subsidiaries
  - Actively seek for new businesses

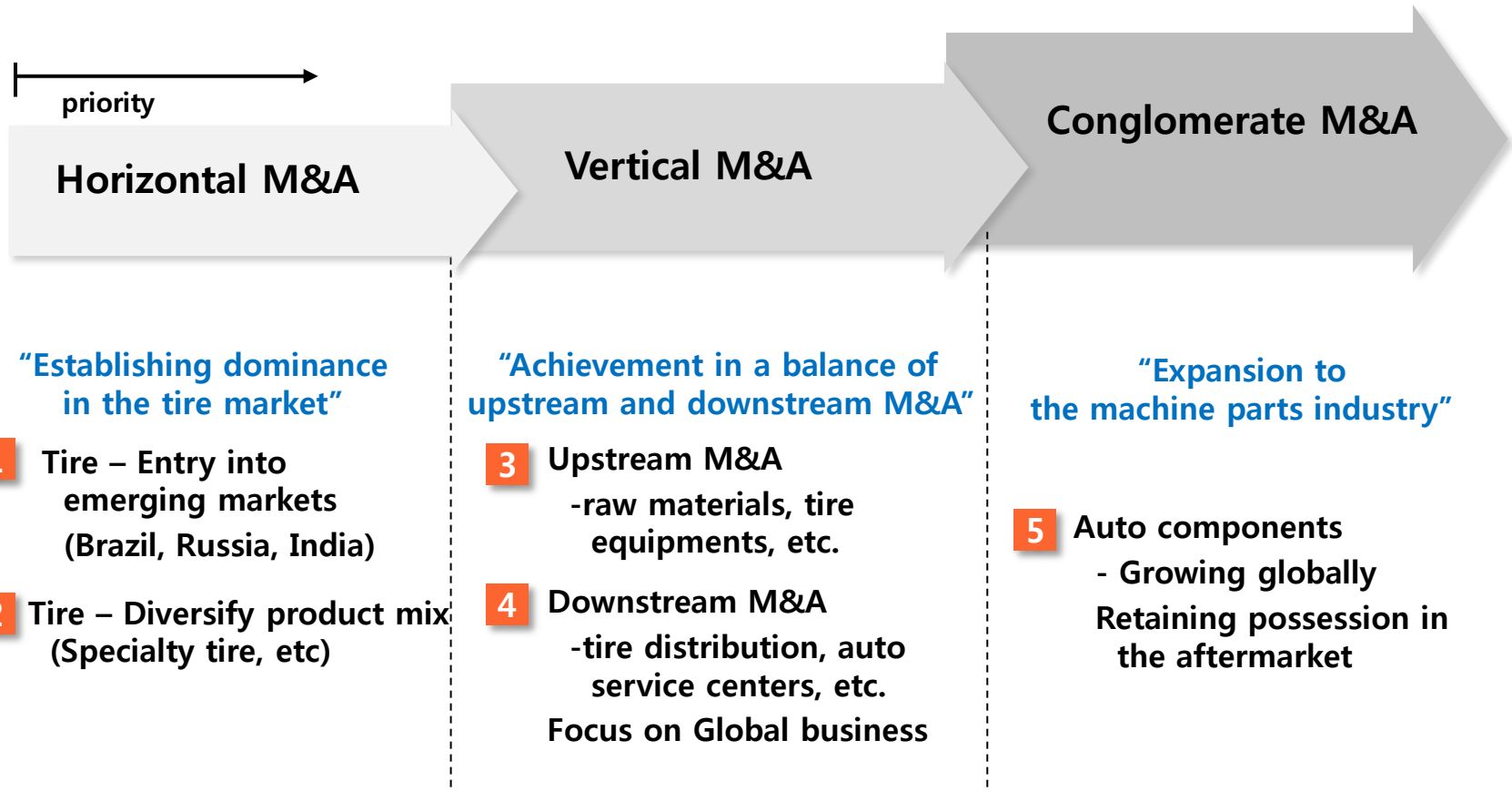
### 2. Non-Tire Subsidiary

- Establish medium to long term visions
- New business promotions
  - Promote new businesses in order to obtain continuous, substantial growth

### 3. New subsidiary

- Integrate another company after purchase
  - Aim to successfully integrate the new subsidiary into our culture
- Seek synergy with our existing affiliates
  - Vertical and horizontal expansion

## ■ Holding Company's M&A Strategy



## ■ Spin-off Milestones



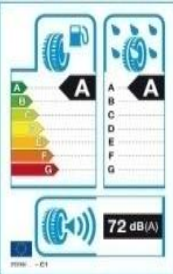
## ❖ Spin-off Details

| Details   | Date                            |
|---|---------------------------------|
| Announcement date of closure of shareholders register | 25 April 2012                   |
| Closing period of shareholders register               | 1 June 2012 ~ 11 June 2012      |
| Notice for convocation of a general meeting           | 12 July 2012                    |
| Announcement date of tenders for existing shares      | 30 July 2012                    |
| Period for tendering existing shares                  | 31 July 2012 ~ 31 August 2012   |
| Period of trading suspension                          | 30 August 2012 ~ 3 October 2012 |
| Scheduled date of change listing                      | 4 October 2012                  |
| Scheduled date of resume listing                      | 4 October 2012                  |

- The organization meeting and the shareholders meeting following the spin-off will be replaced by the resolution and announcement by the BoD

## ■ Labeling System

- Since the introduction of labeling system, a differentiated product lineup with high quality is to be a critical factor in marketing strategy
  - ➔ Increase brand value and maximize profitability by enhancing the product quality

|   | Tire Labeling Regulation  | Hankook Tire's Current Status   |
|---|---|---|
| <p><b>Europe</b></p>  | <ul style="list-style-type: none"> <li>■ To be applied from 1 Nov, 2012 (only for tires produced after 1 Jul, 2012)</li> <li>■ Required Items: RR / Wet Grip / Noise</li> <li>■ Class: A ~ G for each category</li> </ul> | <ul style="list-style-type: none"> <li>■ Enhanced the level of <b>brand value</b> based on competitive ratings in comparison with other major players in the industry</li> <li>■ Secured technical competitive strength in comparison with other low price tire producers</li> <li>■ Certified by the EU Tire Label Tests</li> <li>■ Develop highly competitive products to be recognized by EU Tire Labeling Regulation</li> </ul> |

※ The labeling classification and application date vary for each country and tire group

**End of The Document**

# Appendix. F/S – Consolidated B/S

[unit : 100 Mil KRW]

|                                | TOTAL          |                | B-A            |        |
|--------------------------------|----------------|----------------|----------------|--------|
|                                | 2011(A)        | 2012 2Q(B)     |                |        |
| <b>Current Assets</b>          | <b>37,766</b>  | <b>37,117</b>  | <b>-649</b>    | -1.7%  |
| Cash and Cash Equivalents      | 9,326          | 8,672          | -654           | -7.0%  |
| <b>Non-Current Assets</b>      | <b>36,597</b>  | <b>39,500</b>  | <b>2,903</b>   | 7.9%   |
| Tangible Assets                | 33,332         | 35,737         | 2,405          | 7.2%   |
| <b>Assets</b>                  | <b>74,364</b>  | <b>76,617</b>  | <b>2,253</b>   | 3.0%   |
| <b>Current Liabilities</b>     | <b>36,703</b>  | <b>31,260</b>  | <b>-5,443</b>  | -14.8% |
| Short-term borrowings          | 23,448         | 19,479         | -3,969         | -16.9% |
| <b>Non-current Liabilities</b> | <b>5,493</b>   | <b>9,993</b>   | <b>4,500</b>   | 81.9%  |
| Long-term borrowings           | 4,527          | 8,861          | 4,334          | 95.7%  |
| <b>Liabilities</b>             | <b>42,197</b>  | <b>41,252</b>  | <b>-945</b>    | -2.2%  |
| <b>Shareholder's Equity</b>    | <b>32,167</b>  | <b>35,365</b>  | <b>3,198</b>   | 9.9%   |
| <b>1. Borrowings</b>           | <b>27,975</b>  | <b>28,340</b>  | <b>365</b>     | 1.3%   |
| <b>2. Net Debt</b>             | <b>18,649</b>  | <b>20,393</b>  | <b>1,744</b>   | 9.4%   |
| <b>3. Debt Ratio</b>           | <b>131.18%</b> | <b>116.65%</b> | <b>-14.53%</b> | -11.1% |
| <b>4. Net worth to assets</b>  | <b>43.26%</b>  | <b>46.16%</b>  | <b>2.90%</b>   | 6.7%   |



[unit : 100 Mil KRW]

|                                | 2011(A)       | 2012 2Q(B)    | <b>B-A</b>    |        |
|--------------------------------|---------------|---------------|---------------|--------|
| <b>Current Assets</b>          | <b>22,875</b> | <b>25,640</b> | <b>2,765</b>  | 12.1%  |
| Cash and Cash Equivalents      | 5,508         | 5,193         | -315          | -5.7%  |
| Accounts Receivable            | 9,506         | 11,981        | 2,475         | 26.0%  |
| Other Receivable               | 533           | 430           | -103          | -19.3% |
| Inventories                    | 5,068         | 4,433         | -635          | -12.5% |
| <b>Non-Current Assets</b>      | <b>22,674</b> | <b>22,981</b> | <b>307</b>    | 1.4%   |
| Tangible Assets                | 14,307        | 14,264        | -43           | -0.3%  |
| <b>Assets</b>                  | <b>45,549</b> | <b>48,621</b> | <b>3,072</b>  | 6.7%   |
| <b>Current Liabilities</b>     | <b>17,162</b> | <b>16,140</b> | <b>-1,022</b> | -6.0%  |
| Accounts Payable               | 3,175         | 2,903         | -272          | -8.6%  |
| Non-trade Payables             | 2,102         | 1,923         | -179          | -8.5%  |
| Short-term borrowings          | 10,212        | 8,724         | -1,488        | -14.6% |
| <b>Non-Current Liabilities</b> | <b>712</b>    | <b>2,483</b>  | <b>1,771</b>  | 248.7% |
| Bonds Payable                  | 0             | 1,494         | 1,494         |        |
| Long-term borrowings           | 8             | 8             | 0             | 0.0%   |
| projected Benefit obligation   | 79            | 250           | 171           | 216.5% |
| <b>Liabilities</b>             | <b>17,874</b> | <b>18,622</b> | <b>748</b>    | 4.2%   |
| <b>Shareholder's Equity</b>    | <b>27,675</b> | <b>29,998</b> | <b>2,323</b>  | 8.4%   |
| <b>1. Borrowings</b>           | <b>10,220</b> | <b>10,226</b> | <b>6</b>      | 0.1%   |
| <b>2. Net Debt</b>             | <b>4,712</b>  | <b>5,033</b>  | <b>321</b>    | 6.8%   |
| <b>3. Debt Ratio</b>           | <b>64.59%</b> | <b>62.08%</b> | <b>-2.51%</b> | -3.9%  |
| <b>4. Net worth to assets</b>  | <b>60.76%</b> | <b>61.70%</b> | <b>0.94%</b>  | 1.5%   |

[unit : Mil RMB]

|                                | 2011(A)        | 2012 2Q(B)     | <b>B-A</b>    |        |
|--------------------------------|----------------|----------------|---------------|--------|
| <b>Current Assets</b>          | <b>6,788</b>   | <b>7,763</b>   | <b>975</b>    | 14.4%  |
| Cash and Cash Equivalents      | 797            | 740            | -58           | -7.2%  |
| Accounts Receivable            | 4,381          | 4,959          | 577           | 13.2%  |
| Other Receivable               | 172            | 161            | -11           | -6.5%  |
| Inventories                    | 1,377          | 1,629          | 252           | 18.3%  |
| <b>Non-Current Assets</b>      | <b>8,452</b>   | <b>8,880</b>   | <b>428</b>    | 5.1%   |
| Tangible Assets                | 6,814          | 7,205          | 392           | 5.7%   |
| <b>Assets</b>                  | <b>15,240</b>  | <b>16,643</b>  | <b>1,403</b>  | 9.2%   |
| <b>Current Liabilities</b>     | <b>8,530</b>   | <b>9,722</b>   | <b>1,192</b>  | 14.0%  |
| Accounts Payable               | 3,202          | 3,860          | 658           | 20.6%  |
| Non-trade Payables             | 667            | 146            | -521          | -78.2% |
| Short-term borrowings          | 4,512          | 5,158          | 645           | 14.3%  |
| <b>Non-Current Liabilities</b> | <b>1,175</b>   | <b>1,163</b>   | <b>-12</b>    | -1.0%  |
| Long-term borrowings           | 1,175          | 1,163          | -12           | -1.0%  |
| <b>Liabilities</b>             | <b>9,705</b>   | <b>10,885</b>  | <b>1,180</b>  | 12.2%  |
| <b>Shareholder's Equity</b>    | <b>5,535</b>   | <b>5,758</b>   | <b>223</b>    | 4.0%   |
| <b>1. Borrowings</b>           | <b>5,688</b>   | <b>6,321</b>   | <b>633</b>    | 11.1%  |
| <b>2. Net Debt</b>             | <b>4,891</b>   | <b>5,581</b>   | <b>691</b>    | 14.1%  |
| <b>3. Debt Ratio</b>           | <b>175.33%</b> | <b>189.03%</b> | <b>13.70%</b> | 7.8%   |
| <b>4. Net worth to assets</b>  | <b>36.32%</b>  | <b>34.60%</b>  | <b>-1.72%</b> | -4.7%  |

# Appendix. F/S – Hungary B/S

[unit : Mil HUF]

|                                | 2011(A)        | 2012 2Q(B)     | <b>B-A</b>      |        |
|--------------------------------|----------------|----------------|-----------------|--------|
| <b>Current Assets</b>          | <b>114,529</b> | <b>136,388</b> | <b>21,860</b>   | 19.1%  |
| Cash and Cash Equivalents      | 523            | 375            | -148            | -28.3% |
| Accounts Receivable            | 48,636         | 63,712         | 15,076          | 31.0%  |
| Other Receivable               | 90             | 102            | 13              | 14.1%  |
| Inventories                    | 28,359         | 29,895         | 1,536           | 5.4%   |
| <b>Non-Current Assets</b>      | <b>109,962</b> | <b>104,625</b> | <b>-5,338</b>   | -4.9%  |
| Tangible Assets                | 109,923        | 104,578        | -5,346          | -4.9%  |
| <b>Assets</b>                  | <b>224,491</b> | <b>241,013</b> | <b>16,522</b>   | 7.4%   |
| <b>Current Liabilities</b>     | <b>145,900</b> | <b>118,473</b> | <b>-27,427</b>  | -18.8% |
| Accounts Payable               | 12,416         | 7,069          | -5,347          | -43.1% |
| Non-trade Payables             | 3,451          | 3,387          | -65             | -1.9%  |
| Short-term borrowings          | 85,943         | 51,408         | -34,535         | -40.2% |
| <b>Non-Current Liabilities</b> | <b>47,707</b>  | <b>66,291</b>  | <b>18,584</b>   | 39.0%  |
| Long-term borrowings           | 47,707         | 66,291         | 18,584          | 39.0%  |
| <b>Liabilities</b>             | <b>193,607</b> | <b>184,764</b> | <b>-8,843</b>   | -4.6%  |
| <b>Shareholder's Equity</b>    | <b>30,884</b>  | <b>56,249</b>  | <b>25,365</b>   | 82.1%  |
| <b>1. Borrowings</b>           | <b>12,416</b>  | <b>7,069</b>   | <b>-5,347</b>   | -43.1% |
| <b>2. Net Debt</b>             | <b>11,893</b>  | <b>6,693</b>   | <b>-5,199</b>   | -43.7% |
| <b>3. Debt Ratio</b>           | <b>626.87%</b> | <b>328.47%</b> | <b>-298.40%</b> | -47.6% |
| <b>4. Net worth to assets</b>  | <b>13.76%</b>  | <b>23.34%</b>  | <b>9.58%</b>    | 69.6%  |

# Appendix. F/S – Consolidated I/S (IFRS)

[unit : 100 Mil KRW]

|                          | 2011 2Q |        | 2012 1Q |        | 2012 2Q |        | YoY (%) | QoQ (%) |
|--------------------------|---------|--------|---------|--------|---------|--------|---------|---------|
|                          | Amt.    | %      | Amt.    | %      | Amt.    | %      |         |         |
| Sales                    | 15,561  | 100.0% | 17,097  | 100.0% | 18,436  | 100.0% | 18.5%   | 7.8%    |
| COGS                     | 11,720  | 75.3%  | 12,004  | 70.2%  | 12,917  | 70.1%  | 10.2%   | 7.6%    |
| Gross Profit             | 3,841   | 24.7%  | 5,094   | 29.8%  | 5,519   | 29.9%  | 43.7%   | 8.3%    |
| SG&A                     | 2,825   | 18.2%  | 2,741   | 16.0%  | 3,364   | 18.2%  | 19.1%   | 22.7%   |
| O.P Margin               | 1,016   | 6.5%   | 2,353   | 13.8%  | 2,155   | 11.7%  | -       | -8.4%   |
| Non Operating            | 122     | 0.8%   | 206     | 1.2%   | -50     | -0.3%  | -       | -       |
| Income Before Income Tax | 1,138   | 7.3%   | 2,559   | 15.0%  | 2,105   | 11.4%  | 85.0%   | -17.7%  |
| E B I T D A              | 1,932   | 12.4%  | 3,319   | 19.4%  | 3,111   | 16.9%  | 61.0%   | -6.3%   |
| Depreciation             | 916     | 5.9%   | 966     | 5.7%   | 956     | 5.2%   | 4.4%    | -1.0%   |

# Appendix. F/S – Korea I/S (IFRS)

[unit : 100 Mil KRW]

|                          | 2011 2Q |        | 2012 1Q |        | 2012 2Q |        | YoY (%) | QoQ (%) |
|--------------------------|---------|--------|---------|--------|---------|--------|---------|---------|
|                          | Amt.    | %      | Amt.    | %      | Amt.    | %      |         |         |
| Sales                    | 9,687   | 100.0% | 10,721  | 100.0% | 10,857  | 100.0% | 12.1%   | 1.3%    |
| COGS                     | 7,640   | 78.9%  | 7,914   | 73.8%  | 7,741   | 71.3%  | 1.3%    | -2.2%   |
| Gross Profit             | 2,047   | 21.1%  | 2,807   | 26.2%  | 3,116   | 28.7%  | 52.2%   | 11.0%   |
| SG&A                     | 1,175   | 12.1%  | 1,066   | 9.9%   | 1,538   | 14.2%  | 30.9%   | 44.3%   |
| O.P Margin               | 872     | 9.0%   | 1,742   | 16.2%  | 1,578   | 14.5%  | 81.0%   | -9.4%   |
| Non Operating            | 0       | 0.0%   | 0       | 0.0%   | -33     | -0.3%  | -       | -       |
| Income Before Income Tax | 872     | 9.0%   | 1,741   | 16.2%  | 1,545   | 14.2%  | 77.3%   | -11.3%  |
| E B I T D A              | 1,330   | 13.7%  | 2,217   | 20.7%  | 2,049   | 18.9%  | 54.1%   | -7.6%   |
| Depreciation             | 458     | 4.7%   | 475     | 4.4%   | 471     | 4.3%   | 2.8%    | -0.8%   |

# Appendix. F/S – China I/S (IFRS)

[unit : 100 Mil RMB]

|                          | 2011 2Q |        | 2012 1Q |        | 2012 2Q |        | YoY   | QoQ   |
|--------------------------|---------|--------|---------|--------|---------|--------|-------|-------|
|                          | Amt.    | %      | Amt.    | %      | Amt.    | %      | (%)   | (%)   |
| Sales                    | 26.91   | 100.0% | 25.90   | 100.0% | 27.23   | 100.0% | 1.2%  | 5.2%  |
| COGS                     | 22.62   | 84.1%  | 20.00   | 77.2%  | 20.49   | 75.2%  | -9.4% | 2.4%  |
| Gross Profit             | 4.29    | 15.9%  | 5.90    | 22.8%  | 6.75    | 24.8%  | 57.3% | 14.3% |
| SG&A                     | 3.62    | 13.5%  | 3.94    | 15.2%  | 4.02    | 14.8%  | 10.9% | 2.1%  |
| Other Income             | 0.97    | 3.6%   | 1.12    | 4.3%   | 1.24    | 4.6%   | -     | 10.5% |
| Other Expense            | 0.88    | 3.3%   | 1.17    | 4.5%   | 1.59    | 5.8%   | 81.7% | 36.4% |
| O.P Margin               | 0.76    | 2.8%   | 1.92    | 7.4%   | 2.38    | 8.7%   | -     | 23.7% |
| Non Operating            | -0.42   | -1.6%  | -0.68   | -2.6%  | -0.72   | 2.6%   | -     | -     |
| Income Before Income Tax | 0.34    | 1.3%   | 1.25    | 4.8%   | 1.66    | 6.1%   | -     | 33.5% |
| E B I T D A              | 2.11    | 7.9%   | 3.32    | 12.8%  | 3.79    | 13.9%  | 79.5% | 14.2% |
| Depreciation             | 1.35    | 5.0%   | 1.40    | 5.4%   | 1.42    | 5.2%   | 4.7%  | 1.2%  |

# Appendix. F/S – China I/S (Local GAAP)

[unit : 100 Mil RMB]

|                          | 2011 2Q |        | 2012 1Q |        | 2012 2Q |        | YoY (%) | QoQ (%) |
|--------------------------|---------|--------|---------|--------|---------|--------|---------|---------|
|                          | Amt.    | %      | Amt.    | %      | Amt.    | %      |         |         |
| Sales                    | 26.91   | 100.0% | 25.90   | 100.0% | 27.23   | 100.0% | 1.2%    | 5.2%    |
| COGS                     | 22.62   | 84.1%  | 20.00   | 77.2%  | 20.49   | 75.2%  | -9.4%   | 2.4%    |
| Gross Profit             | 4.29    | 15.9%  | 5.90    | 22.8%  | 6.75    | 24.8%  | 57.3%   | 14.3%   |
| SG&A                     | 3.62    | 13.5%  | 3.94    | 15.2%  | 4.02    | 14.8%  | 10.9%   | 2.1%    |
| O.P Margin               | 0.67    | 2.5%   | 1.97    | 7.6%   | 2.73    | 10.0%  | -       | 38.8%   |
| Non Operating            | -0.33   | -1.2%  | -0.72   | -2.8%  | -1.07   | -3.9%  | -       | 47.8%   |
| Income Before Income Tax | 0.34    | 1.3%   | 1.25    | 4.8%   | 1.66    | 6.1%   | -       | 33.5%   |
| E B I T D A              | 2.02    | 7.5%   | 3.36    | 13.0%  | 4.14    | 15.2%  | 105.2%  | 23.2%   |
| Depreciation             | 1.35    | 5.0%   | 1.40    | 5.4%   | 1.42    | 5.2%   | 4.7%    | 1.2%    |

# Appendix. F/S – Hungary I/S (IFRS)

[unit : 100 Mil HUF]

|                          | 2011 2Q |        | 2012 1Q |        | 2012 2Q |        | YoY    | QoQ    |
|--------------------------|---------|--------|---------|--------|---------|--------|--------|--------|
|                          | Amt.    | %      | Amt.    | %      | Amt.    | %      | (%)    | (%)    |
| Sales                    | 274.34  | 100.0% | 450.67  | 100.0% | 441.33  | 100.0% | 60.9%  | -2.1%  |
| COGS                     | 216.01  | 78.7%  | 307.21  | 68.2%  | 299.30  | 67.8%  | 38.6%  | -2.6%  |
| Gross Profit             | 58.33   | 21.3%  | 143.46  | 31.8%  | 142.03  | 32.2%  | -      | -1.0%  |
| SG&A                     | 30.59   | 11.2%  | 42.21   | 9.4%   | 49.14   | 11.1%  | 60.6%  | 16.4%  |
| Other Income             | 6.99    | 2.5%   | 19.96   | 4.4%   | 22.30   | 5.1%   | -      | 11.7%  |
| Other Expense            | 8.58    | 3.1%   | 35.00   | 7.8%   | 26.96   | 6.1%   | -      | -23.0% |
| O.P Margin               | 26.15   | 9.5%   | 86.22   | 19.1%  | 88.23   | 20.0%  | -      | 2.3%   |
| Finance Income           | 8.94    | 3.3%   | 85.17   | 18.9%  | 42.61   | 9.7%   | -      | -50.0% |
| Finance Costs            | 5.52    | 2.0%   | 28.21   | 6.3%   | 20.34   | 4.6%   | -      | -27.9% |
| Income Before Income Tax | 29.56   | 10.8%  | 143.17  | 31.8%  | 110.50  | 25.0%  | -      | -22.8% |
| E B I T D A              | 66.38   | 24.2%  | 129.90  | 28.8%  | 133.20  | 30.2%  | 100.7% | 2.5%   |
| Depreciation             | 40.23   | 14.7%  | 43.69   | 9.7%   | 44.97   | 10.2%  | 11.8%  | 2.9%   |



# Appendix. F/S – Hungary I/S (Local GAAP)



[unit : 100 Mil HUF]

|                          | 2011 2Q |        | 2012 1Q |        | 2012 2Q |        | YoY (%) | QoQ (%) |
|--------------------------|---------|--------|---------|--------|---------|--------|---------|---------|
|                          | Amt     | %      | Amt     | %      | Amt     | %      |         |         |
| Sales                    | 274.34  | 100.0% | 450.67  | 100.0% | 441.33  | 100.0% | 60.9%   | -2.1%   |
| COGS                     | 216.01  | 78.7%  | 307.20  | 68.2%  | 299.30  | 67.8%  | 38.6%   | -2.6%   |
| Gross Profit             | 58.33   | 21.3%  | 143.47  | 31.8%  | 142.03  | 32.2%  | -       | -1.0%   |
| SG&A                     | 30.59   | 11.2%  | 42.21   | 9.4%   | 45.79   | 10.4%  | 49.7%   | 8.5%    |
| O.P Margin               | 27.74   | 10.1%  | 101.26  | 22.5%  | 96.24   | 21.8%  | -       | -5.0%   |
| Non Operating            | -7.22   | -2.6%  | 36.48   | 8.1%   | 8.20    | 1.9%   | -       | -       |
| Income Before Income Tax | 20.51   | 7.5%   | 137.74  | 30.6%  | 104.44  | 23.7%  | -       | -       |
| E B I T D A              | 67.97   | 24.8%  | 144.94  | 32.2%  | 141.21  | 32.0%  | -       | -2.6%   |
| Depreciation             | 40.23   | 14.7%  | 43.68   | 9.7%   | 44.97   | 10.2%  | 11.8%   | 3.0%    |