

Q3 2016 Business Result



Q3 2016 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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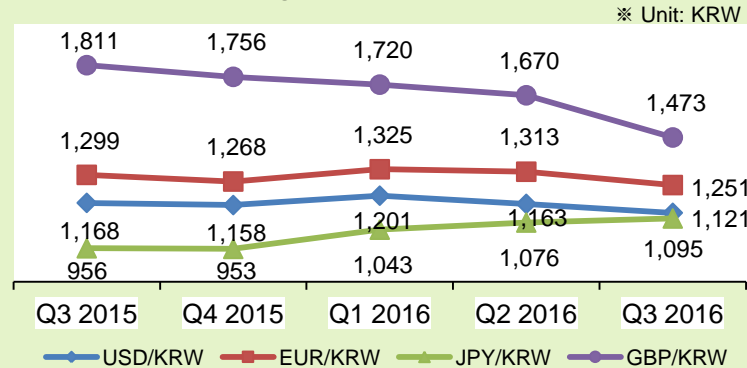
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Q3 2016 Overview

F/X

- Unfavorable F/X movements for Q3 2016 to operating activities

※ Quarterly average



Q3 2016	Chg. %	
	vs. Q3 2015	vs. Q2 2016
USD/KRW	-4.0%	-3.6%
EUR/KRW	-3.7%	-4.7%
JPY/KRW	14.6%	1.8%
GBP/KRW	-18.6%	-11.8%

※ JPY/KRW: 100 Yen

Demand

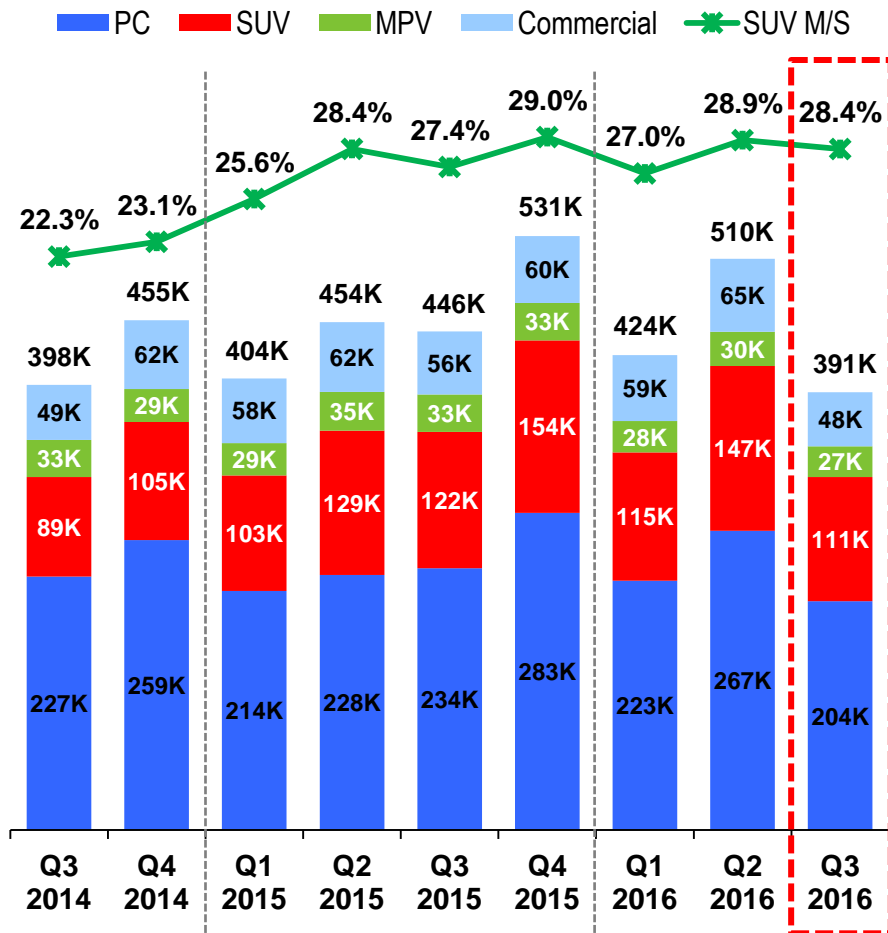
- Domestic market decrease: Impact of tax support termination
 - Total market: -12%, SUV market: -9%
- Continued overseas SUV market demand growth (YTD Aug. 2016)
 - W. Europe: +23% , China: +44%

SYMC

- Tivoli brand: Continuous vehicle sales increase
 - Q3 vehicle sales: +21% vs. Q3 2015
- Q3 export portion: 37% (+7%p, vs. Q3 2015)

Domestic Market Trend

➤ Quarterly market trend (Including imported cars)



※ Unit: vehicles
(Imported cars → PC, SUV, MPV)

▪ Q3 2016 (vs. Q3 2015)

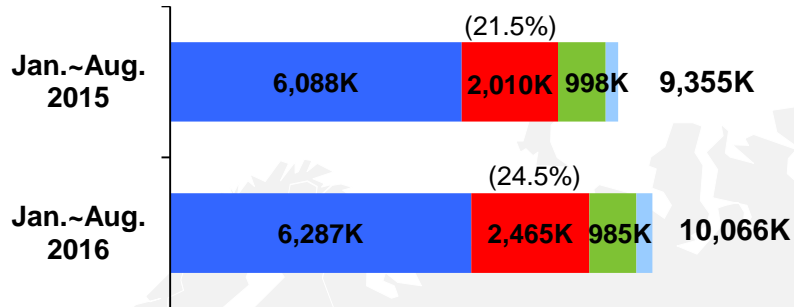
- Total market : -12.2%
(Domestic makers: -11.2%, Imported: -18.3%)
- Tax support termination in June & production decrease
- PC : -12.6%
- SUV : -8.9%
- MPV : -17.9%
- SUV M/S : 28.4% (+1.0%p vs. Q3 2015)
- SYMC Market share in total market: +0.6%p
Q3 2015 : Q3 2016 = 5.3% : 5.9%

▪ YTD Q3 2016 (vs. YTD Q3 2015)

- Total market : +1.8%
(Domestic makers : +3.3%, Imported : -7.8%)
- PC: +2.8%, SUV: +5.4%, MPV: -11.4%
- SYMC market share in total market
YTD Q3 2015 : YTD Q3 2016 = 5.3% : 5.6%

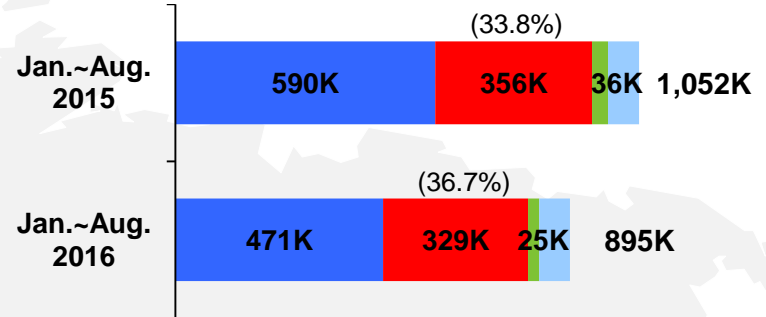
Overseas Market Trend

➤ Europe (28 Countries)



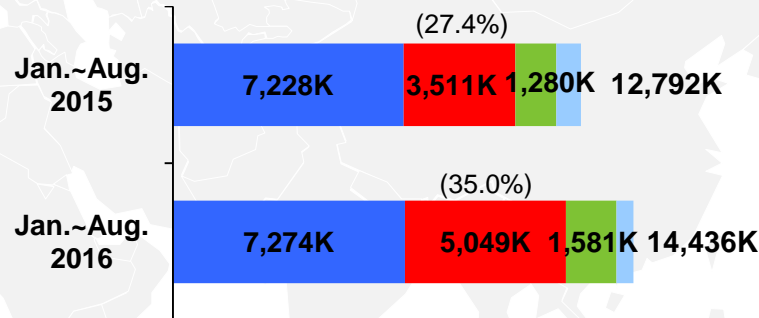
- Total market : +7.6%
 - SUV market : +22.6%

➤ Russia



- Total market : -14.9%
 - SUV market : -7.5%

➤ China

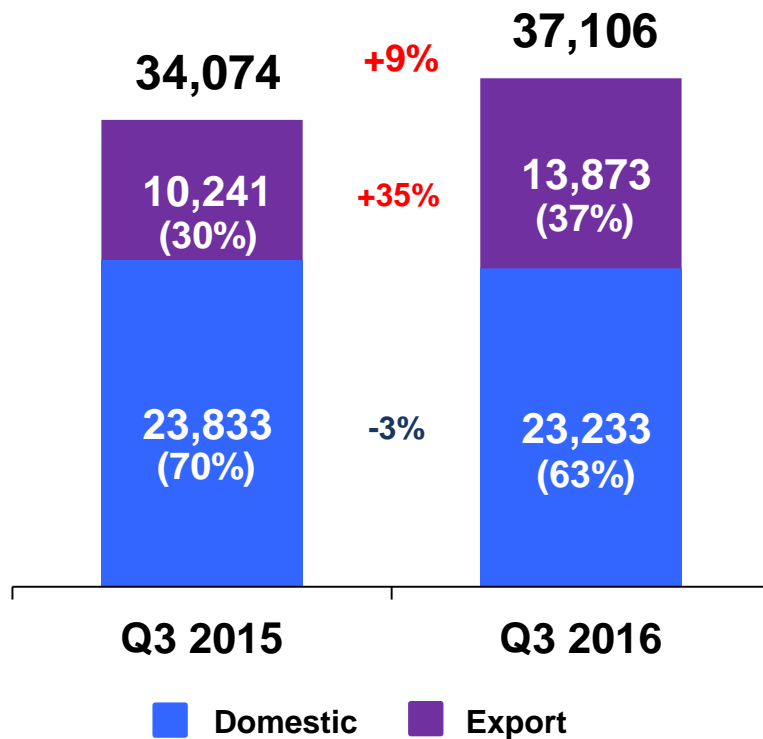


- Total market : +12.9%
 - SUV market : +43.8%

※ Unit : Vehicle
 ※ Source : Automotive News, Jato
 ※ Excluding commercial vehicles
 ※ () : SUV portion out of total market



SYMC Sales Volume in Q3 2016



※ Unit: vehicle (including CKD)

➤ Sales volume increase

- Total Sales : +3,032 units (+9%)
 - Domestic : -600 units (-3%)
 - Export : +3,632 units (+35%)

➤ Export portion increase : +7%p

- Q3 2015 : Q3 2016 = 30% : 37%

➤ Export by region

- ME & AF : +353%, South America : +45%

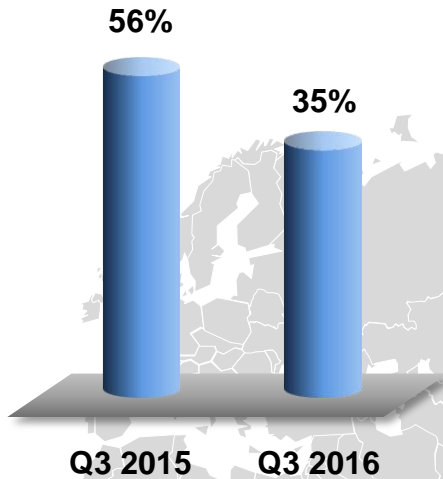
➤ Tivoli brand sales increase

- Q3 2016: 20,028 units
(+3,510 units, +21% over Q3 2015)

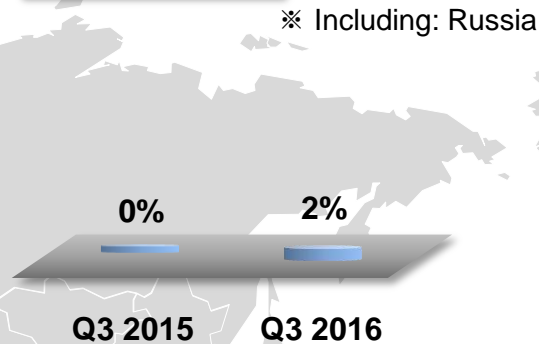
Region-wise Export in Q3 2016

※ % out of export sales volume
(Including CKD)

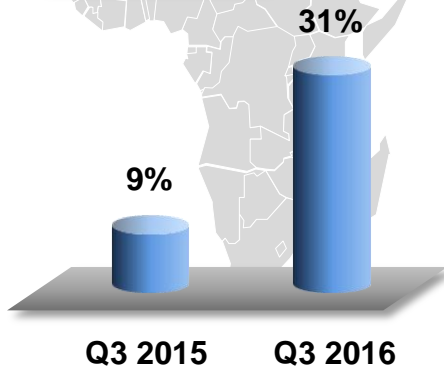
W. Europe



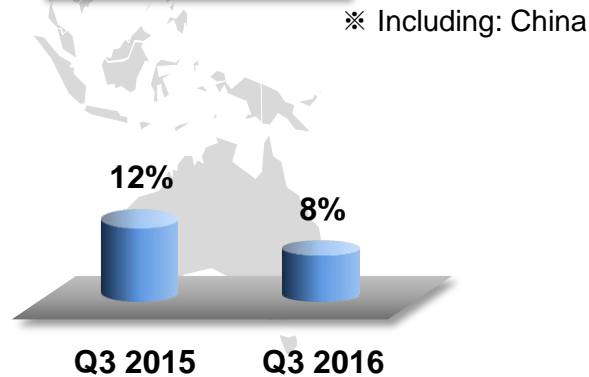
E. Europe



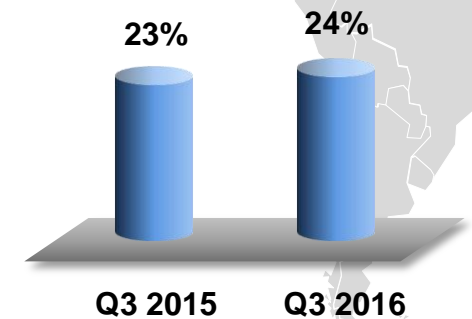
Others



Asia Pacific

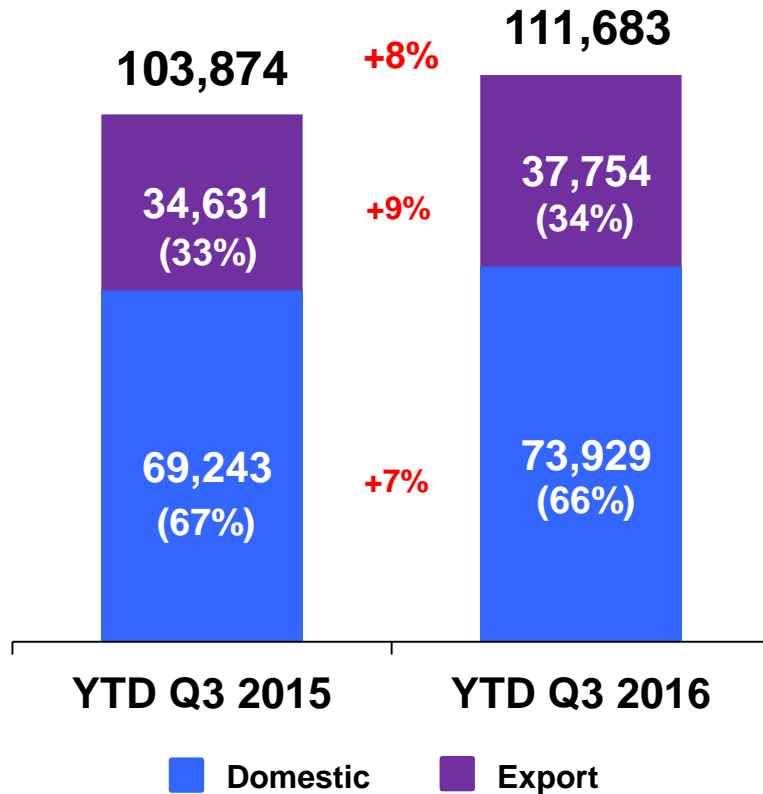


South America



※ Others: ME & AF

SYMC Sales Volume in YTD Q3 2016



※ Unit: vehicle (including CKD)

➤ Sales volume increase

- Total Sales : +7,809 units (+8%)
- Domestic : +4,686 units (+7%)
- Export : +3,123 units (+9%)

➤ Export portion increase : +1%p

- YTD Q3 2015 : YTD Q3 2016 = 33% : 34%

➤ Export by region

- ME & AF : +108%, W. Europe : +4%

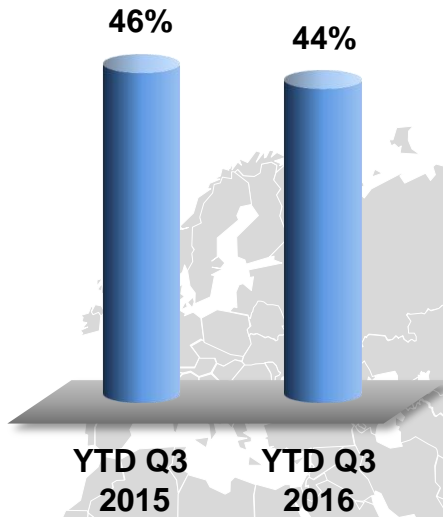
➤ Tivoli brand sales

- YTD Q3 2016 : 60,780 units
- Domestic : 40,791 units, Export : 19,989 units
- +17,257 units, +40% over YTD Q3 2015

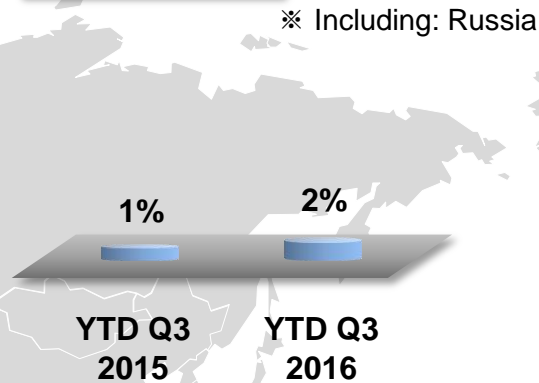
Region-wise Export in YTD Q3 2016

※ % out of export sales volume
(Including CKD)

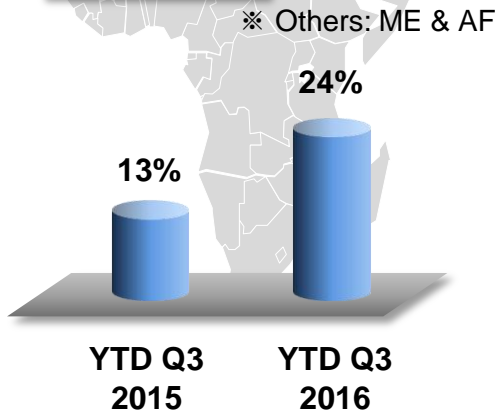
W. Europe



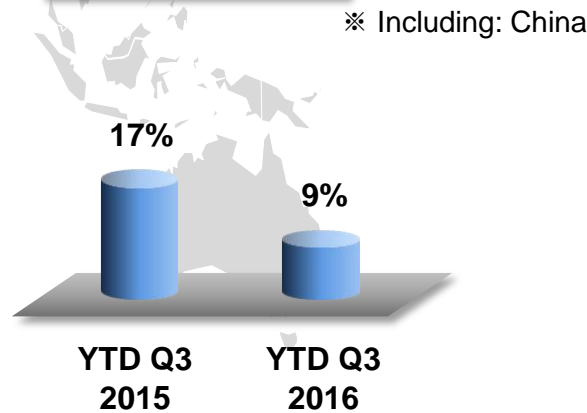
E. Europe



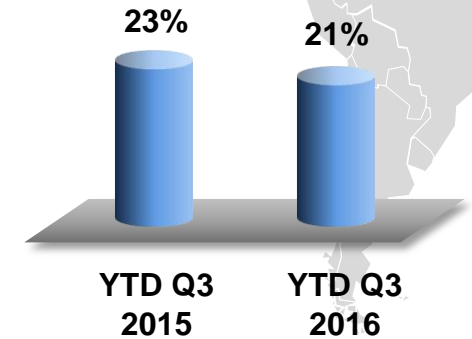
Others



Asia Pacific



South America



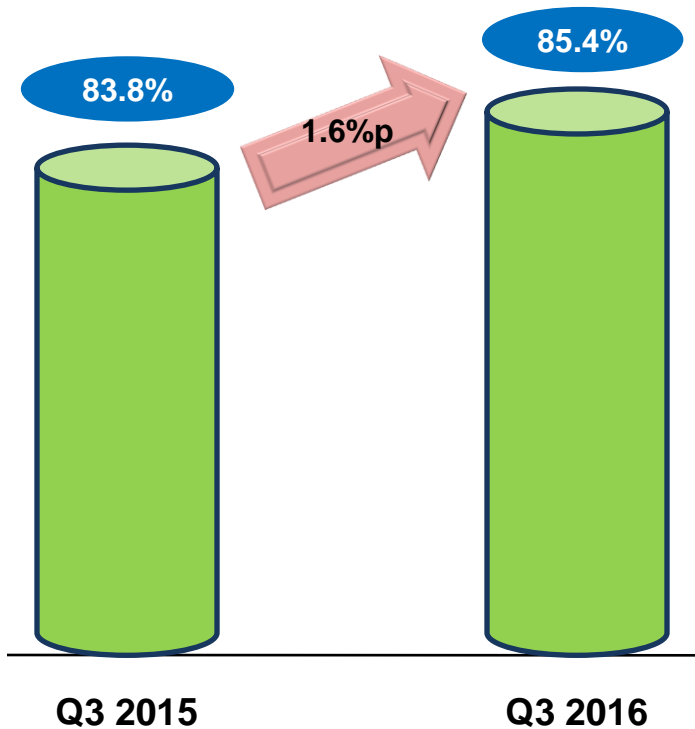
Income Statement(Consolidated) / Q3 2016

(Unit: billion krw)

Category	Q3 2015	Q3 2016	Change	Change(%)
Sales	819.5	850.8	31.3	3.8%
Cost of sales	686.5	726.9	40.4	5.9%
Gross Profit	133.0	123.9	-9.1	-6.8%
SG&A	136.5	131.2	-5.3	-3.9%
Operating Profit	-3.6	-7.3	-3.7	-
OP margin %	-0.4%	-0.9%	-0.5%p	-
PAT	-27.1	2.7	29.8	-

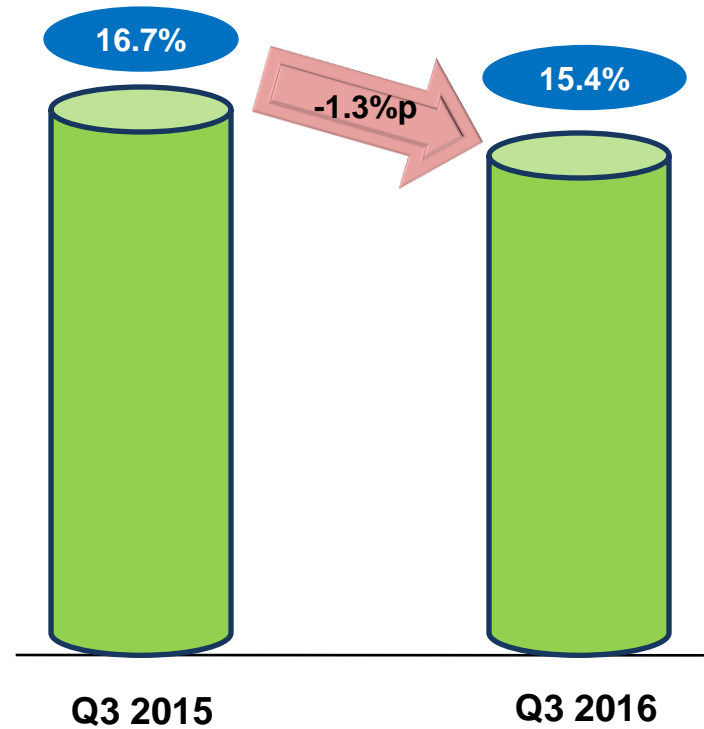
Operating Costs / Q3 2016

Cost of sales (%)



※ (Cost of Sales/Sales)*100

SG&A expense (%)



※ (SG&A expenses/Sales)*100

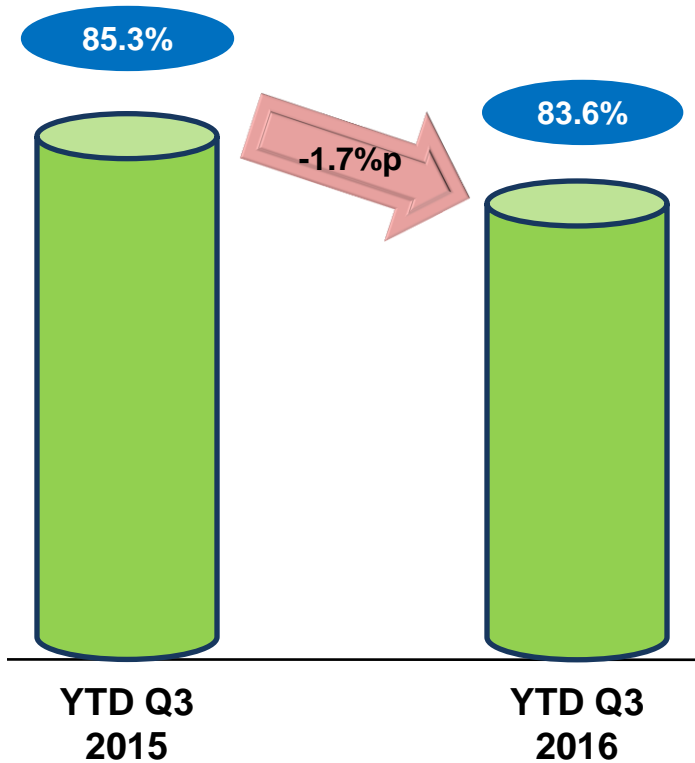
Income Statement(Consolidated) / YTD Q3 2016

(Unit: billion krw)

Category	YTD Q3 2015	YTD Q3 2016	Change	Change(%)
Sales	2,415.3	2,627.9	212.6	8.8%
Cost of sales	2,059.4	2,196.4	137.0	6.7%
Gross Profit	355.9	431.5	75.6	21.2%
SG&A	413.5	411.5	-2.0	-0.5%
Operating Profit	-57.7	20.0	77.7	-
OP Margin %	-3.4%	0.8%	4.2%p	-
PAT	-81.1	23.0	104.1	-

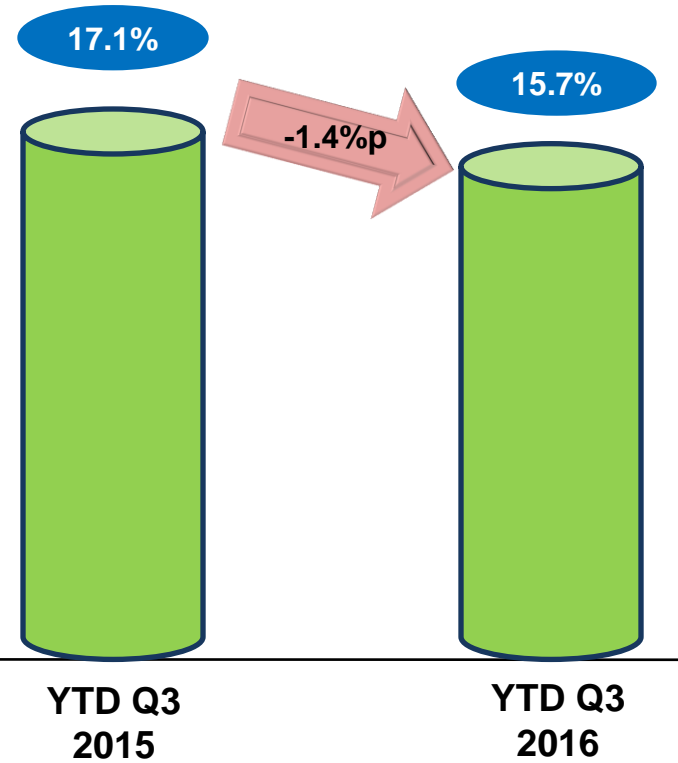
Operating Costs / YTD Q3 2016

Cost of sales (%)



※ (Cost of Sales/Sales)*100

SG&A expense (%)



※ (SG&A expenses/Sales)*100

Q4 2016 & 2017 & Beyond

Q4 2016

- **Vehicle sales increase**
 - Business day ↑
 - Dom.: Focus on Tivoli Brand (Sep. M/Y launch)
 - Exp.: W. Europe & Iran

• **SY Auto Capital**

• **Efficient cost management**

2017 & Beyond

• **Y400 introduction in H1 2017**

• **Factory utilization rate increase**

• **Continuous new car development: one model every year till 2019**

• **Exploring new markets**

Improving Profitability