



Global **Smart SCM** Solution Provider

HYUNDAI GLOVIS

2025 4Q Business Results

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Current presentation material includes forecasted outlooks.

The aforementioned forward-looking statements are influenced by changes in the management environment and relative events, and by their nature, these statements refer to uncertain circumstances.

Due to these uncertainties, the Company’s actual future results may differ materially from those expressed or implied by such statements.

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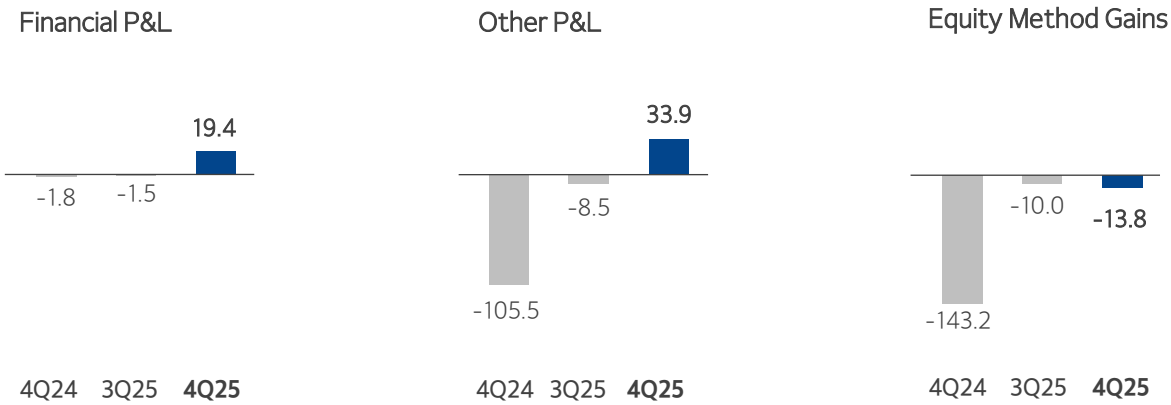
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2025 4Q Result

(Unit : KRW 1BN, %)	4Q24	3Q25	4Q25	YoY	QoQ
Sales	7,287.9	7,355.1	7,472.0	2.5	1.6
Gross Profit	649.4	688.4	701.3	8.0	1.9
Operating Profit	459.7	524.0	508.2	10.6	-3.0
OP Margin (%)	6.3	7.1	6.8		
E B I T D A	638.9	718.8	716.0	12.1	-0.4
Pre-Tax Profit	209.4	504.0	547.7	161.6	8.7
Net Profit	96.6	392.6	440.4	356.0	12.2

Non-operating P&L

(Unit : KRW 1BN)

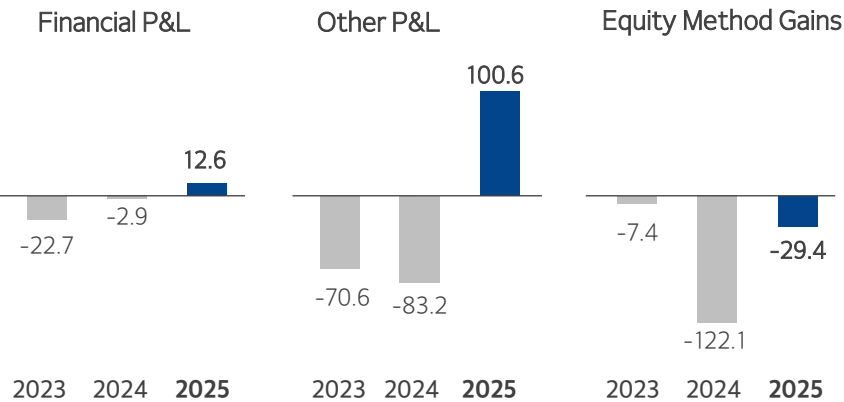


2025 Business Result

(Unit : KRW 1BN, %)	2023	2024	2025	YoY
Sales	25,683.2	28,407.4	29,566.4	4.1
Gross Profit	2,091.5	2,450.2	2,769.6	13.0
Operating Profit	1,554.0	1,752.9	2,073.0	18.3
OP Margin (%)	6.1	6.2	7.0	
EBITDA	2,107.1	2,427.3	28,515	17.5
Pre-Tax Profit	1,453.4	1,544.7	2,156.8	39.6
Net Profit	1,070.1	1,099.5	1,734.7	57.8

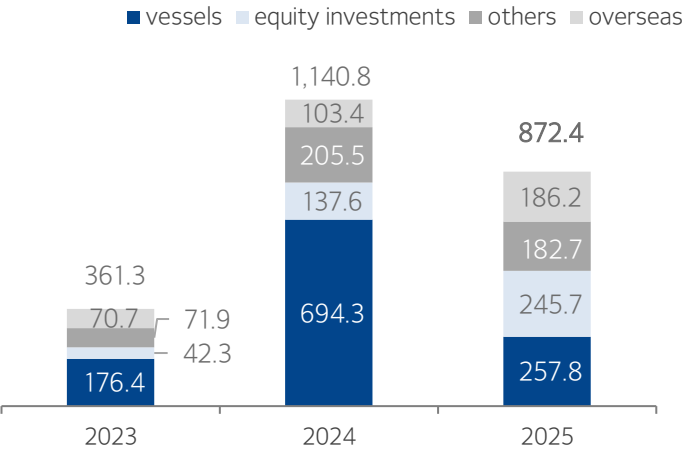
Non-operating P&L

(Unit : KRW 1BN)



CapEx

(Unit : KRW 1BN)



Performance by Div.

Logistics

- Decline in international logistics sales and profitability due to weak container market conditions

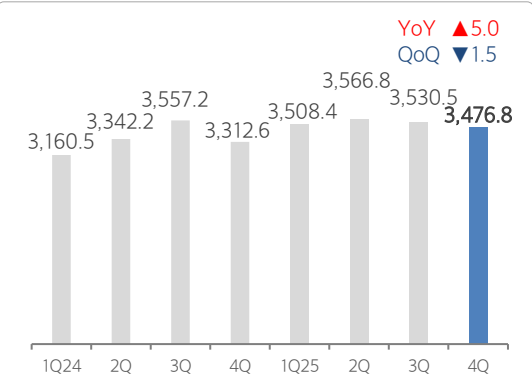
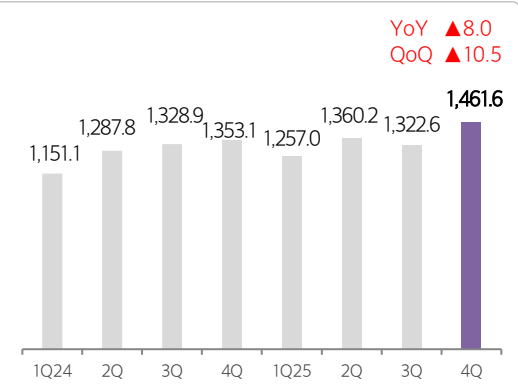
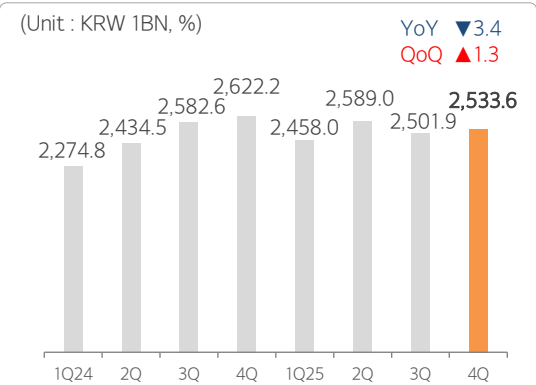
Shipping

- Increase in volume of high-rate non-affiliate cargo from China
- Cost reduction from replacing high-cost short-term charters to new long-term charters

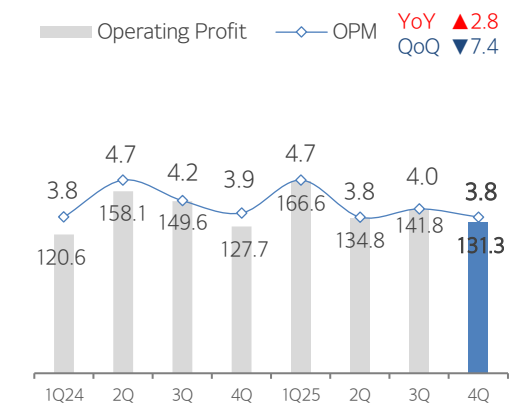
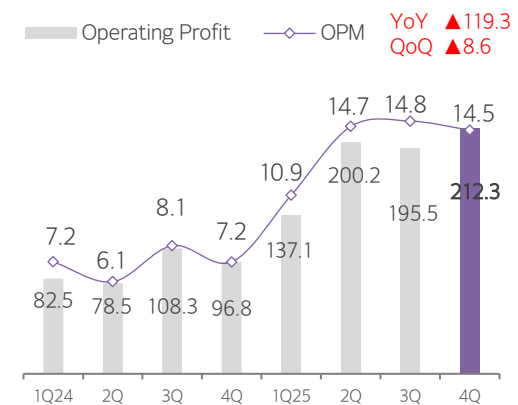
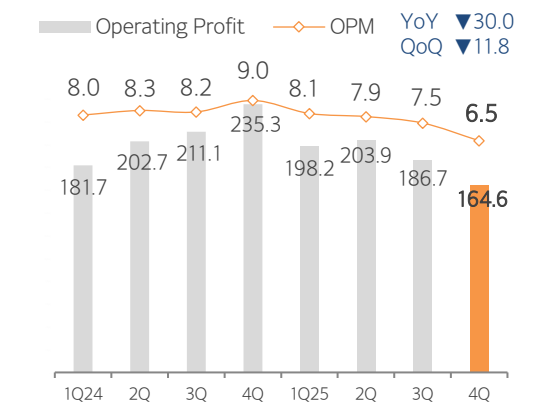
Distribution

- KD volume drop due to production adjustments at overseas plants
- Expansion of KD exports to T/A* countries

Sales



Operating Profit



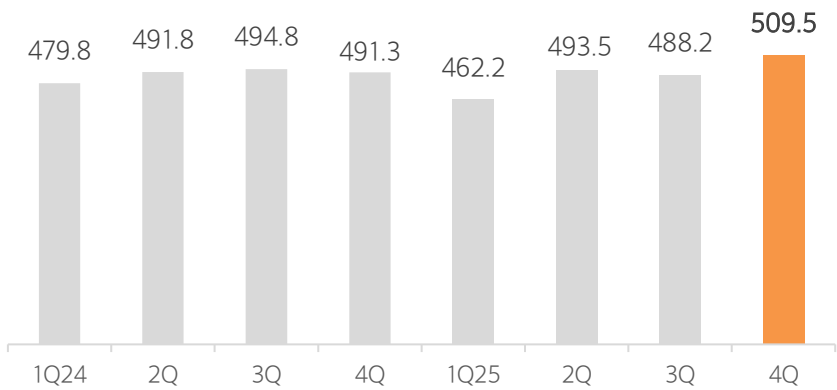
* T/A(Technical Assistance) : Applying technical support for local assembly based on contracts

Logistics_Domestic Logistics

Sales

(Unit : KRW 1BN, %)

YoY ▲3.7
QoQ ▲4.4



Biz. Review

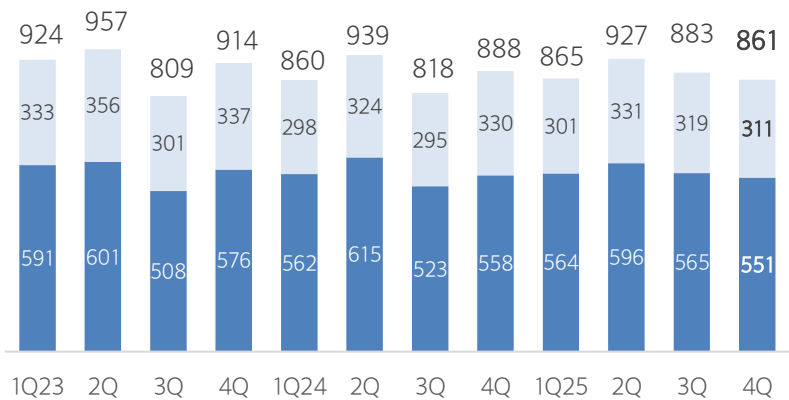
SUV mix improvements and growth in parts logistics sales

Biz. Outlook

- Finished Car Industry**
Domestic sales growth expected to be limited due to weak consumer sentiment
- Steel Industry**
Industry recovery expected to remain uncertain due to weak construction market and low-cost Chinese exports
- Distribution Industry**
Industry expected to remain weak due to sluggish consumer sentiment driven by high inflation and F/X rates

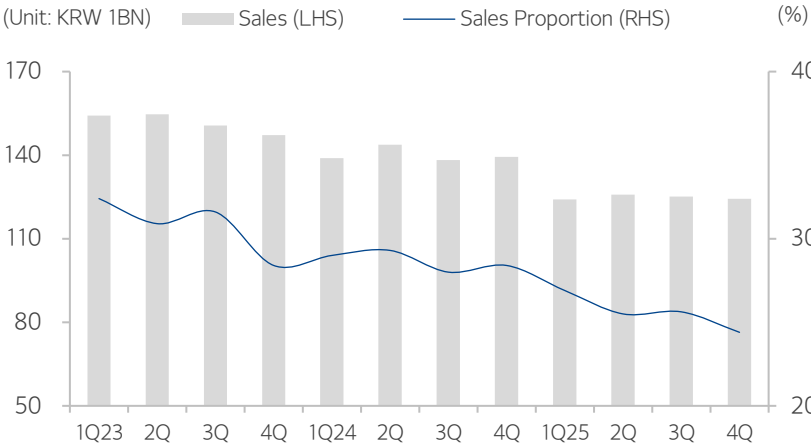
HMC-KIA Domestic/Export sales

■ HMC-KIA Domestic Sales Volume ■ HMC-KIA Export Sales Volume (Unit: 1k cars)



※Source: HMC-KIA IR material

3PL sales & proportion(Domestic Logistics)

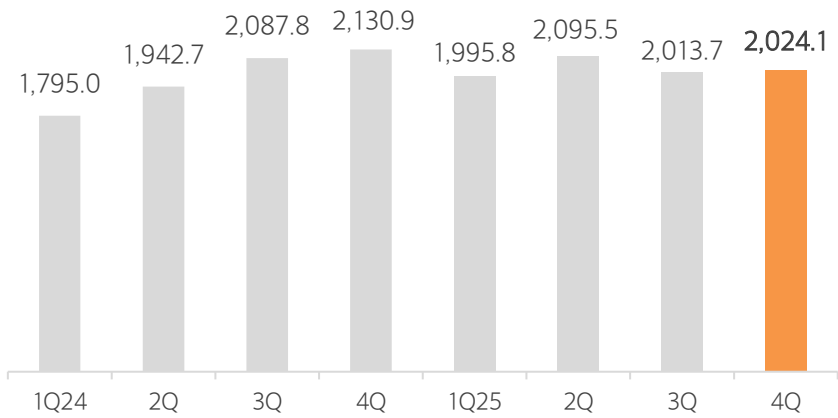


Logistics_International Logistics

Sales

(Unit : KRW 1BN, %)

YoY ▼5.0
QoQ ▲0.5



Biz. Review

Decline in import/export logistics sales and profitability due to weak container market conditions

Increase in inland transportation in key markets, including U.S. and India

Biz. Outlook

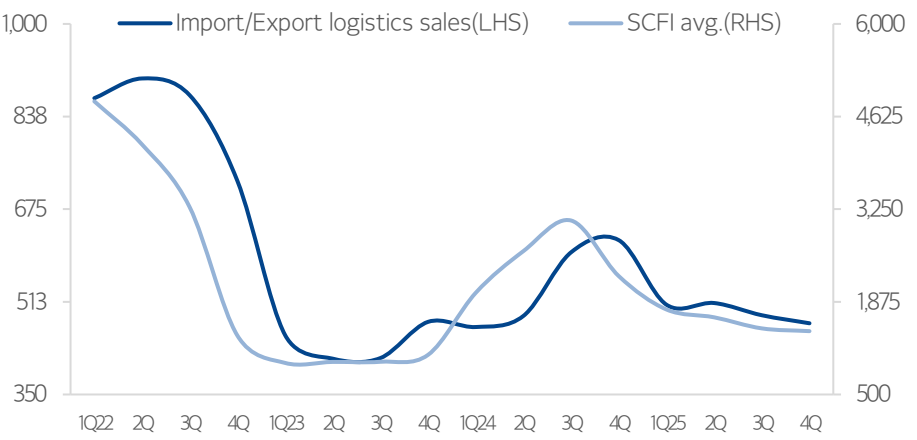
Weak container market condition expected to continue

Increase in external risks and profit volatility due to global trade tension

Import/Export Logistics Sales(HQ)

(Unit: KRW 1BN)

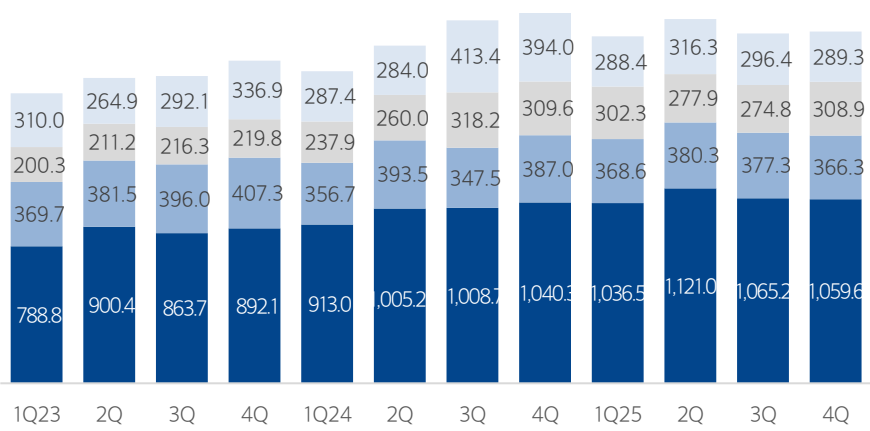
(Unit: pt)



※ non-consolidated

Logistics Sales of Overseas Regions

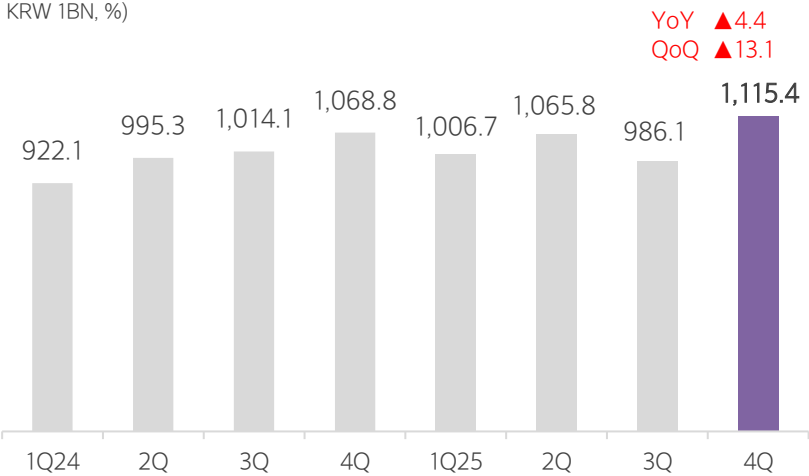
■ Americas ■ Europe ■ Asia Pacific ■ Other Sales (Unit: KRW 1BN)



Shipping_PCTC(Pure Car & Truck Carrier)

Sales

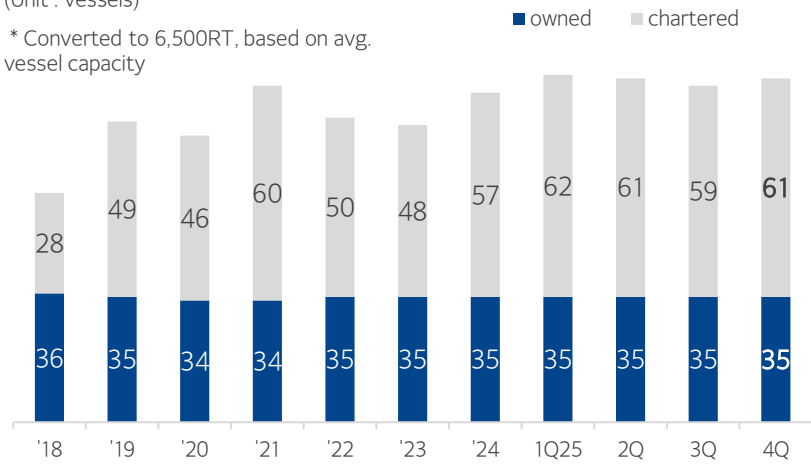
(Unit : KRW 1BN, %)



Vessel Fleet

(Unit : vessels)

* Converted to 6,500RT, based on avg. vessel capacity



Biz. Review

Increased volume of high-rate non-affiliate cargo from China
Ongoing cost reduction by replacing high-cost short-term charters with newly built long-term charters

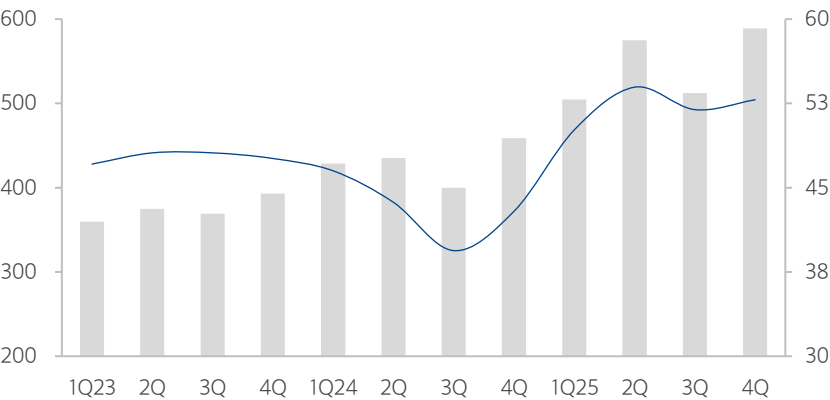
Biz. Outlook

Far-east Asia demand to remain strong, driven by Chinese finished car exports
Freight rates expected to normalize as charter market conditions stabilize

3PL Sales & Proportion(PCTC business)

(Unit: KRW 1BN)

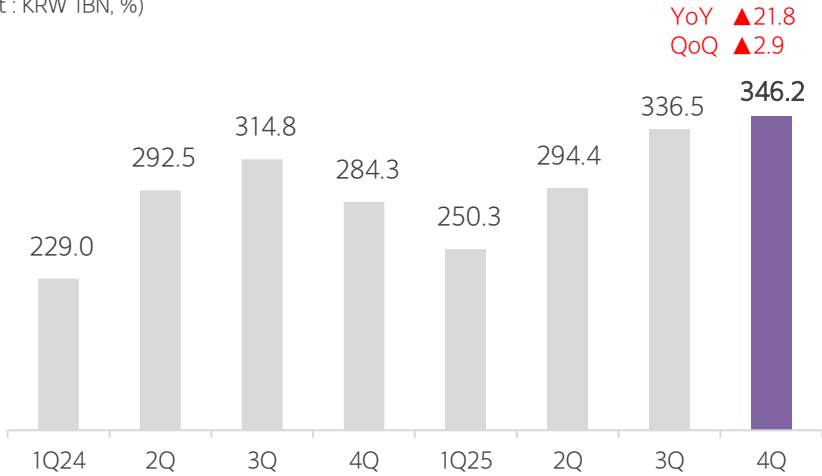
3PL Sales (LHS) 3PL Sales Proportion (RHS) (%)



Shipping_Bulk Shipping

Sales

(Unit : KRW 1BN, %)

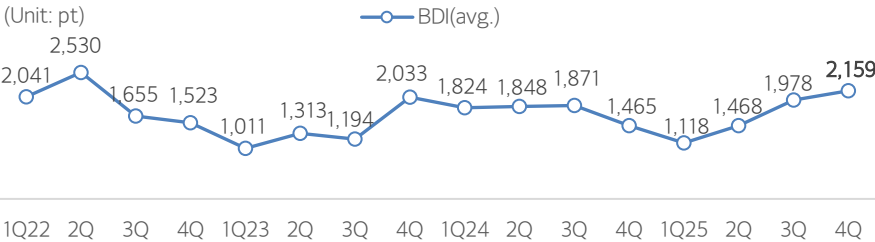


Biz. Review

Sales increased due to strong dry-bulk market conditions

Biz. Outlook

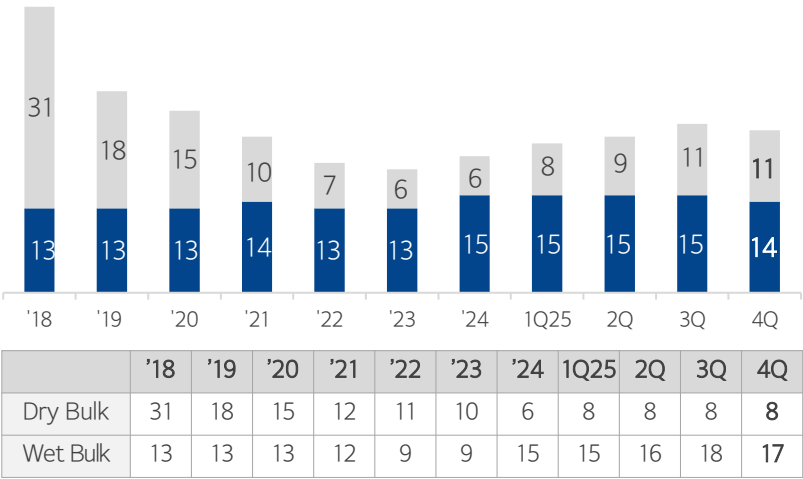
Focus on profit-oriented spot shipping sales and secure stable long-term contracts



Vessel Fleet

(Unit: vessels)

■ owned ■ chartered (1yr.↑)

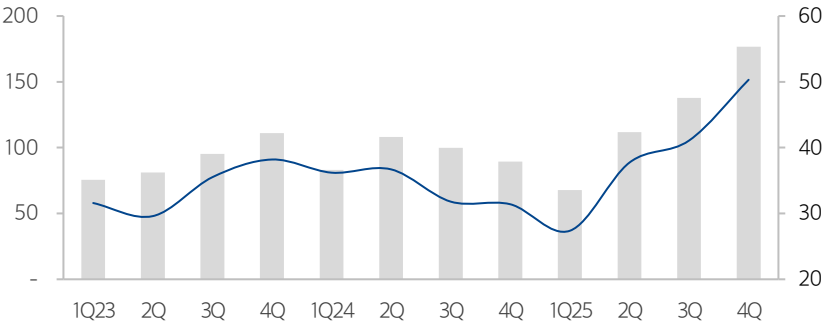


Spot contracts Sales & Proportion(Bulk)

(Unit: KRW 1BN)

■ Spot contract sales (LHS)
— Spot contract sales proportion (RHS)

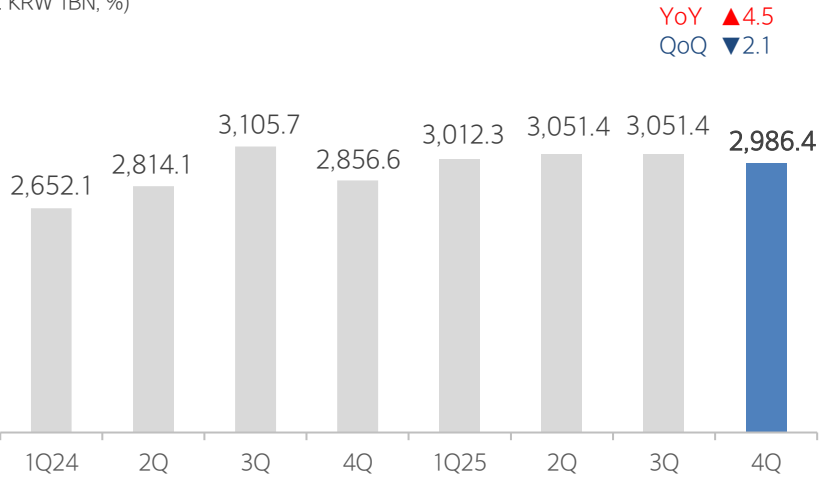
(%)



Distribution_CKD (Complete Knock Down)

Sales

(Unit : KRW 1BN, %)



Biz. Review

Increase in KD exports to emerging-market T/A* plants
Decrease in volume due to production adjustment at overseas plants

Biz. Outlook

Stabilize integrated CKD operations and improve efficiency
Profitability expected to vary according to F/X movement

Capacity of Overseas Plant / Car Models

		Car Unit (annual)	Car Models
HMC	Alabama/Georgia(us)	370,000	Tucson, Santa Fe, GV70 Ionic5
	Czech	330,000	Tucson, i30
	Türkiye	200,000	i10, i20
	Brazil	210,000	HB20, Creta
	Indonesia	150,000	SU2, Stargazer
KIA	Georgia(us)	340,000	Sportage, Sorento, Telluride
	Slovakia	330,000	Sportage, Ceed
	Mexico	400,000	K3, K4
	Anantapur (India)	386,000	Seltos, Sonet

※ T/A : Technical Assistance

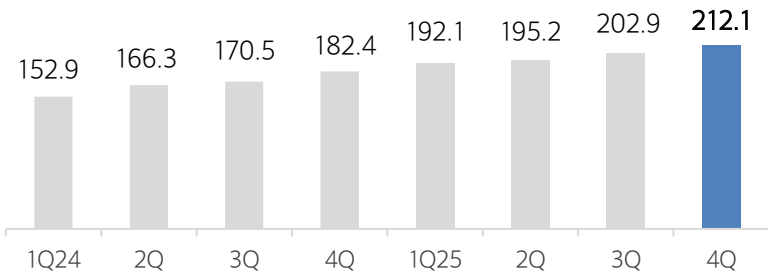
※Source : HMC-KIA 2024 Annual Report

Distribution_Auto Biz

Sales

(Unit : KRW 1BN, %)

YoY ▲16.3
QoQ ▲4.5

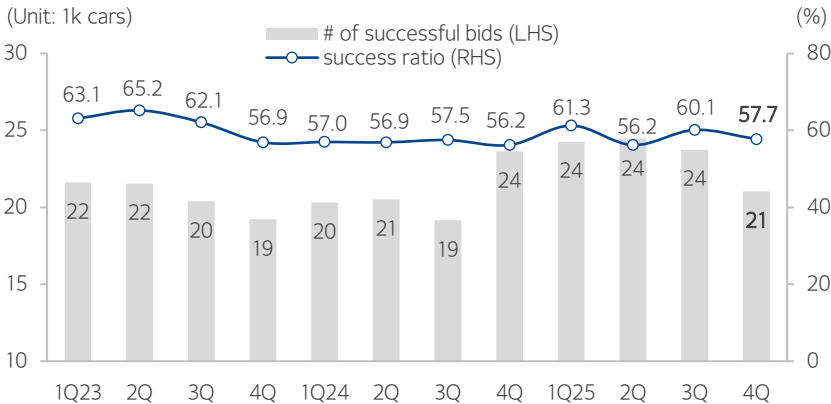


Biz. Review

Increase in owned inventory transaction volume

Biz. Outlook

Growth expected for used car export markets in key emerging countries

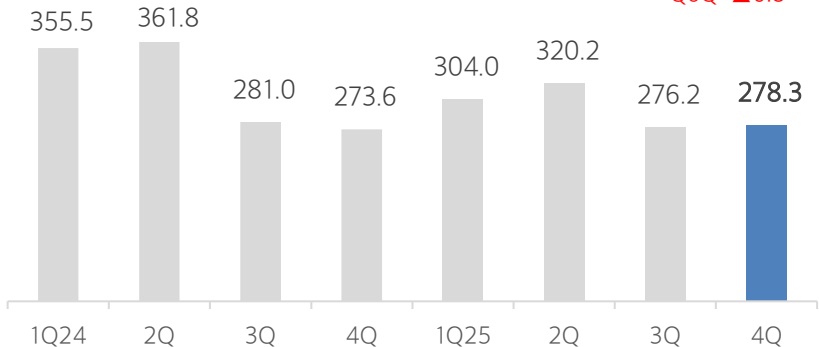


Distribution_Others

Sales

(Unit : KRW 1BN, %)

YoY ▲1.7
QoQ ▲0.8

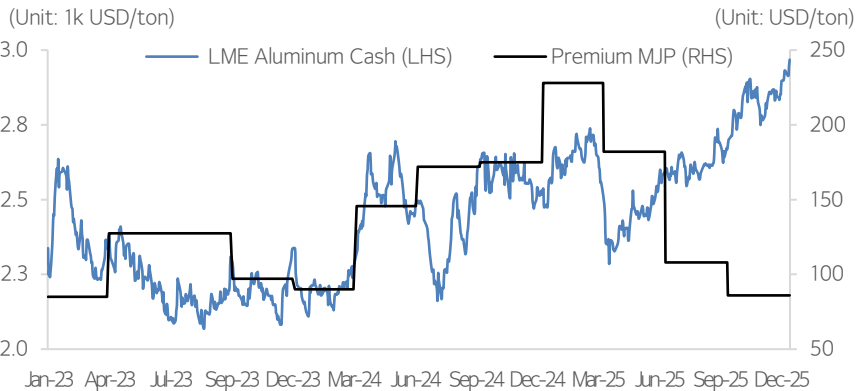


Biz. Review

Sales increased due to rising non-ferrous metal prices and weak Korean won

Biz. Outlook

Non-ferrous metal likely to remain strong driven by strong demand



2026 Guidance

	2025	2026 Guidance
Sales	KRW 29.6 tn	KRW 31 tn or more
Operating Profit	KRW 2.1 tn	KRW 2.1tn or more

**Considerations
for guidance:**

- Weak container market condition expected to continue
- Enhanced competitiveness through route optimization and sequential delivery of new PCTCs
- Stabilize initial operation as CKD volumes bound for T/A* countries increase
- Expand non-affiliate operations and secure new orders across all business divisions

* T/A(Technical Assistance) : Applying technical support for local assembly based on contracts

Future Growth Strategy

Key Business Performance



PCTC fleet optimization

- Expansion of cost-fixed fleet
 - 24 long-term chartered, 6 owned vessels under delivery (~'28)
- Enhancing fleet cost competitiveness, based on large sized vessels
 - 10K+ vehicle capa large car carriers (May '26~)
- Increase in non-affiliate sales proportion (50%~)



Direct operation of global hubs & expansion of non-affiliate business

- New port logistics center at Busan under construction (in operation from '27.4Q~)
- Operations launched at U.S. logistics centers in Los Angeles/ Savannah(Jan. '26~)
- Expanding global non-affiliates and other OEMs



Expansion of distribution business & automation

- Expanding CKD to new countries
 - Kazakhstan, Egypt, Malaysia etc.('25. 4Q~)
- Expanding packaging automation technology
 - Establishment of Ulsan smart KD center(Nov. '25~)

Future Growth Business



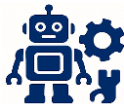
Expand LNG Carriers for Eco-Friendly Energy Transport

- LNG carrier business expansion
 - 6 vessels contracted(under delivery), with further contracts expected



Air Logistics Commercialization

- Equity Investment in AirZeta Fund (Jun. '25)
- Launched Incheon Airport Smart Logistics Center (Aug. '25~)



Accelerate logistics automation and solution business

- Gradual expansion of automation at domestic/overseas parts logistics centers
- Establishment of Yeongnam Integrated Smart KD center (in operation from '29)
- Robotics transition in North America via strategic investment in Boston Dynamics



Development of recycling ecosystem for sustainable strategic materials

- Domestic) Operation of an end-of-life battery recycling pilot center in preparation('27. 1Q~)
- Overseas) Entry into battery recycling business in North America / Indonesia under review



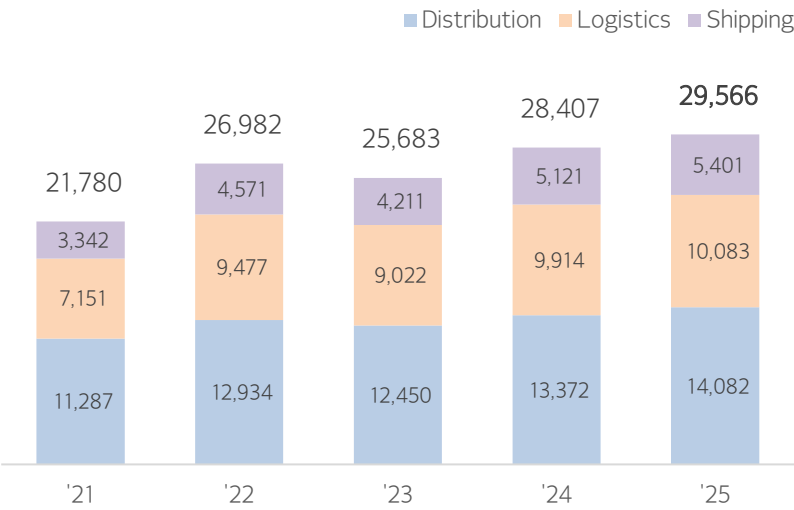
Diversification of used car sales channels

- Used car exports expansion / Retail biz. entry under review

※ Appendix: Sales/OP Trend

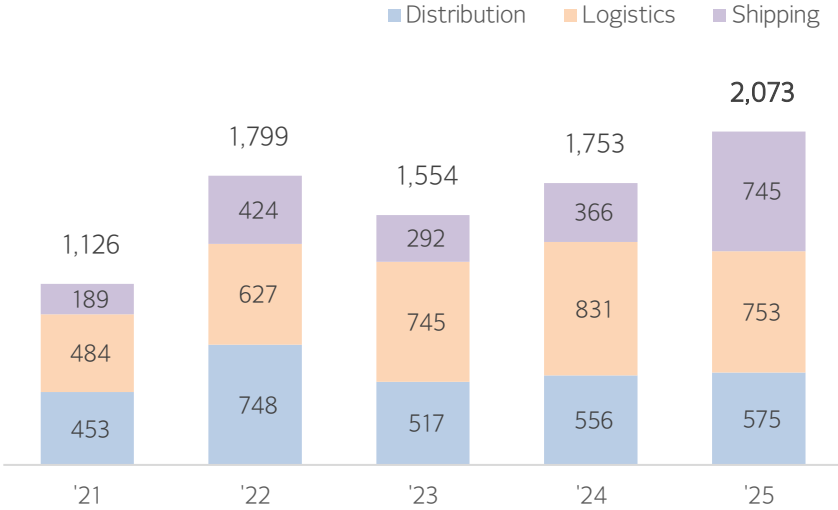
Sales Trend

(Unit : KRW 1BN)

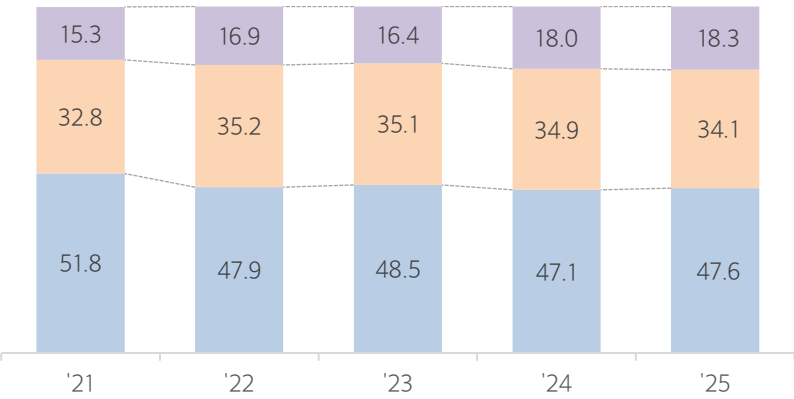


OP Trend

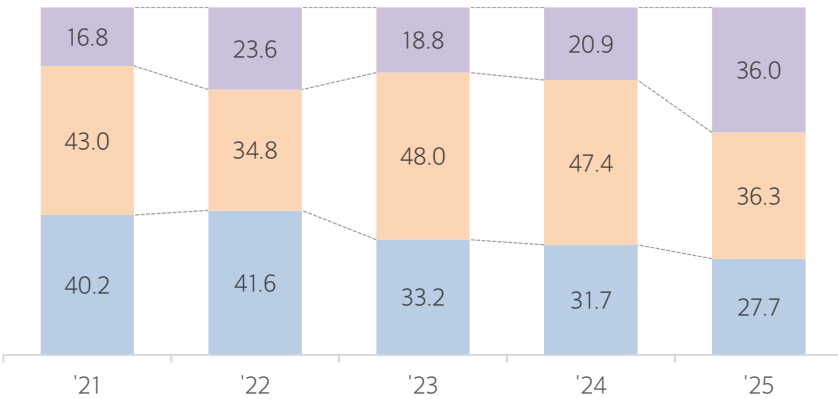
(Unit : KRW 1BN)



Sales proportion(%)



OP proportion(%)



※ Appendix: Financial Statement

(Unit: KRW 1BN)		2021	2022	2023	2024	2025	%
Current Assets		6,968.2	8,181.9	8,771.5	9,861.4	10,338.7	4.8
	Cash & Cash Equivalent ①	1,645.3	2,059.8	2,290.8	3,276.5	2,644.6	
	Other Current Financial Assets ②	875.7	1,057.2	1,739.9	1,138.6	1,773.2	
	Account Receivables	2,777.6	3,304.9	3,043.8	3,346.8	3,810.8	
	Others	1,669.6	1,760.0	1,697.0	2,099.5	2,110.1	
Non-Current Assets		5,202.7	5,695.9	5,953.5	6,987.7	8,248.5	18.0
Total Assets		12,170.9	13,877.8	14,725.0	16,849.1	18,587.2	10.3
Current Liabilities		3,943.0	4,343.8	4,467.6	5,310.5	5,158.2	-2.9
	Account Payables	1,902.4	1,842.2	1,791.2	2,181.3	2,309.0	
	Short-term Debt ③	1,116.8	1,176.0	1,174.2	1,299.7	800.7	
	Current Financial Liabilities ④	251.7	322.2	509.0	747.3 *	583.2	
	Others	672.1	1,003.4	993.2	1,082.2	1,465.3	
Non-Current Liabilities		2,415.6	2,654.4	2,473.5	2,729.2	3,040.5	11.4
	Long-term Borrowings + Bonds ⑤	1,009.7	958.6	859.1	693.7	598.8	
	Non-current Financial Liabilities ⑥	1,019.6	1,282.5	1,212.5	1,646.7	1,945.7	
	Others	386.3	413.3	401.9	388.8	496.0	
Total Liabilities		6,358.5	6,998.2	6,941.1	8,039.7	8,198.7	2.0
Controlling Interest		5,802.5	6,866.0	7,755.4	8,773.2	10,351.3	18.0
	Issued Capital	18.8	18.8	18.8	37.5	37.5	
	Retained Earnings	5,619.9	6,679.2	7,513.0	8,359.2	9,826.3	
	Others	163.8	168.0	223.6	376.5	487.5	
Non-controlling Interest		10.0	13.6	28.6	36.2	37.2	
Total Equity		5,812.4	6,879.6	7,783.9	8,809.4	10,388.5	17.9
Debt-to-Equity Ratio (%)		109.3	101.7	89.2	91.3	78.9	
Net Debt-to-Equity Ratio (%)※		-1.0	-9.8	-22.0	-22.4	-27.0	

* Current position of bonds are included in 2024 current financial liabilities
※ Net Debt-to-Equity Ratio (%) = (③ + ④ + ⑤ + ⑥ - ① - ②) ÷ Total Stockholders' Equity [lease liabilities excl.]

※ Appendix: Income Statement

(Unit : KRW 1BN)	2021	2022	2023	2024					2025							
				1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	YoY(%)	QoQ(%)	Total	YoY(%)
Sales	21,779.6	26,981.9	25,683.2	6,586.4	7,064.4	7,468.7	7,287.9	28,407.4	7,223.4	7,516.0	7,355.1	7,472.0	2.5	1.6	29,566.4	4.1
Cost of Goods Sold	20,287.9	24,680.5	23,591.7	6,049.2	6,462.2	6,807.3	6,638.5	25,957.2	6,546.2	6,813.3	6,666.6	6,770.7			26,796.8	
Gross Profit	1,491.7	2,301.4	2,091.5	537.2	602.2	661.4	649.4	2,450.2	677.2	702.7	688.4	701.3	8.0	1.9	2,769.6	13.0
SG&A Expense	365.5	502.9	537.5	152.4	162.9	192.4	189.7	697.3	175.3	163.8	164.4	193.1			696.6	
Operating Profit	1,126.2	1,798.5	1,554.0	384.8	439.3	469.0	459.7	1,752.9	501.9	538.9	524.0	508.2	10.6	-3.0	2,073.0	18.3
Finance Income & Expense	-36.6	-37.3	-22.6	6.7	-1.4	-6.4	-1.7	-2.9	-1.0	-4.3	-1.5	19.4			12.6	
Other Income & Expense	-125.3	-154.5	-70.6	-7.9	-1.3	31.5	-105.4	-83.2	19.4	55.8	-8.5	33.9			100.6	
Equity Method Gains & Losses	20.9	-9.3	-7.4	46.1	-11.3	-13.7	-143.2	-122.1	-5.7	0.1	-10.0	-13.8			-29.4	
Pre-Tax Profit	985.2	1,597.4	1,453.4	429.7	425.3	480.4	209.4	1,544.7	514.6	590.5	504.0	547.7	161.6	8.7	2,156.8	39.6
Income Tax Expense	202.0	404.6	383.3	123.5	112.3	96.7	112.8	445.2	116.4	87.1	111.3	107.3			422.0	
Net Profit	783.2	1,192.8	1,070.1	306.2	313.0	383.7	96.6	1,099.5	398.2	503.4	392.6	440.4	356.0	12.0	1,734.7	57.8