

# FY 2024 Financial Review

February 2025



## Disclaimer

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Please note that this document contains preliminary figures and is provided solely to investors or potential investors as reference materials in their investment decisions.

The financial information presented herein are based on consolidated earning which were reported in accordance with K-IFRS. Historical figures were adjusted as well to ensure their compliance with K-IFRS.

The statements within the presentation future estimates including profit and loss forecasting of 2025 and years after. Although they are deemed reasonable, readers are strongly cautioned that known and unknown risks and uncertainties such as currency exchange or raw material costs may have a strong influence on the forward-looking statements and result in material variance between actual business performance and financial positions expressed or implied here.

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# Contents



- 1. 2024 Results**
- 2. 2025 Outlook & 2024 Highlights**

## 2024 Financial Results – Income Statement (Consolidated)

4Q

- Revenue decreased by 13%, reflecting weaker demand due to continuing uncertainties
- EBIT fell by 34%, due to the burden of fixed cost resulting from production adjustment
- Net income declined by 46%, primarily due to the reduction in operating profit

Full  
-year

- Revenue dropped by 16% due to an industry slowdown and adjusted productions
- Despite reduced sales and increased promotions, maintained double-digit EBIT margin
- Net income fell by 42%, mainly due to the decrease in operating profit

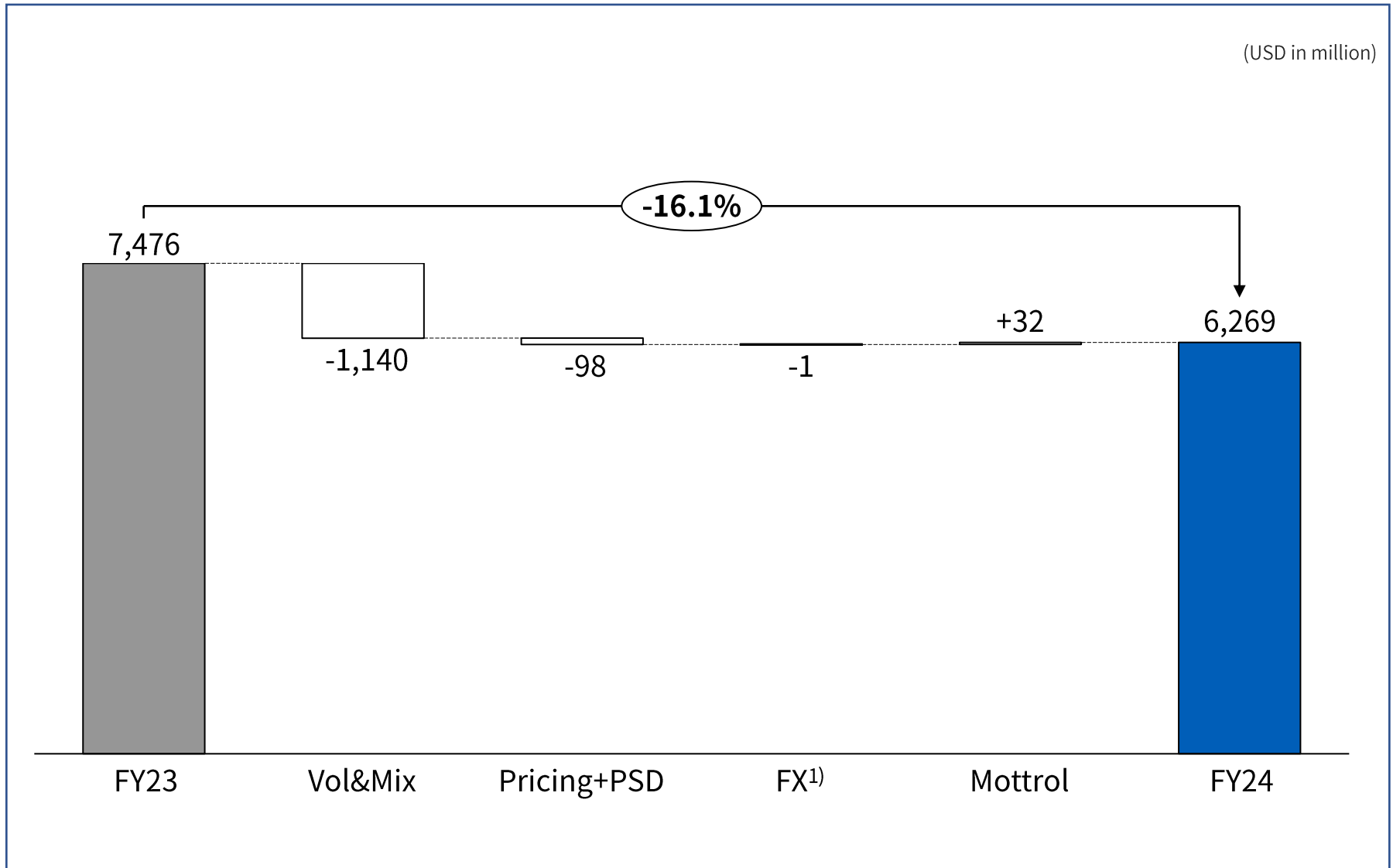
(USD in million)

	4Q23	3Q24	4Q24	YoY	QoQ	FY24	YoY
Revenue	<b>1,752</b>	<b>1,306</b>	<b>1,532</b>	<b>-12.5%</b>	<b>+17.3%</b>	<b>6,269</b>	<b>-16.1%</b>
EBIT	<b>193</b>	<b>92</b>	<b>128</b>	<b>-33.6%</b>	<b>+39.2%</b>	<b>639</b>	<b>-40.0%<sup>1)</sup></b>
%	<i>11.0%</i>	<i>7.0%</i>	<i>8.4%</i>	<i>-2.6%p</i>	<i>+1.4%p</i>	<i>10.2%</i>	<i>-4.1%p</i>
EBITDA	<b>233</b>	<b>132</b>	<b>173</b>	<b>-25.7%</b>	<b>+30.9%</b>	<b>803</b>	<b>-34.2%</b>
Net Interest Expense	8	7	9	+3.4%	+17.5%	<b>29</b>	-48.2%
Profit before Tax	<b>169</b>	<b>70</b>	<b>115</b>	<b>-32.1%</b>	<b>+64.4%</b>	<b>585<sup>2)</sup></b>	<b>-39.2%</b>
Net Profit	<b>164</b>	<b>47</b>	<b>89</b>	<b>-46.0%</b>	<b>+89.1%</b>	<b>413</b>	<b>-41.5%</b>
%	<i>9.4%</i>	<i>3.6%</i>	<i>5.8%</i>	<i>-3.6%p</i>	<i>+2.2%p</i>	<i>6.6%</i>	<i>-2.9%p</i>

1) One-off gain of \$52M from changes in the NA OPEB plan (2Q23, if adjusted, YoY -37%)

2) F/X related: '23 -\$9M, '24 +\$13M(USD F/X +14.0%, '23.12. 1,289.40 → '24.12. 1,470.00)

# 2024 Financial Results – Revenue Comparison

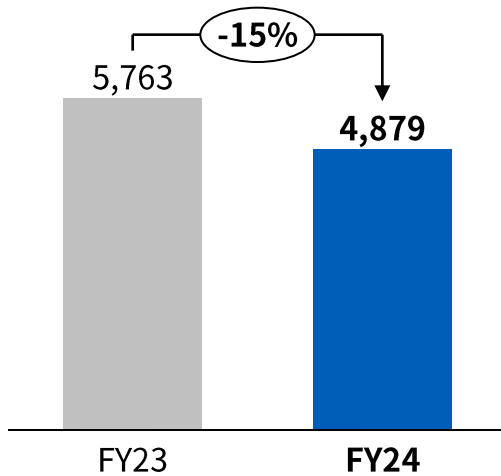


1) EUR-USD FX '23 1.08 → '24 1.08 (-0.05%)

# 2024 Financial Results – Sales by Segment

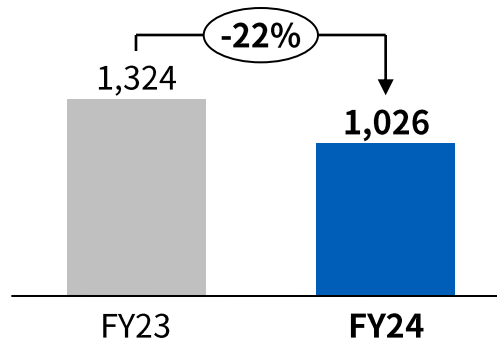
(USD in million)

## Compact Equipment



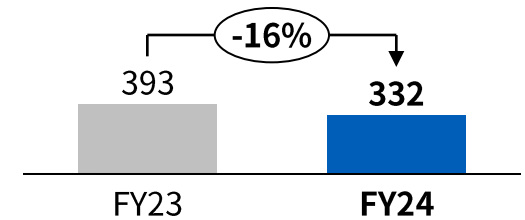
- Down by 15% due to lower sales resulting from high rates and dealer inventory adjustment

## Material Handling<sup>1)</sup>



- Decreased by 22% primarily due to deferred purchase by key accounts

## Portable Power



- Fell by 16% due to declining oil prices<sup>2)</sup> and industry slowdown

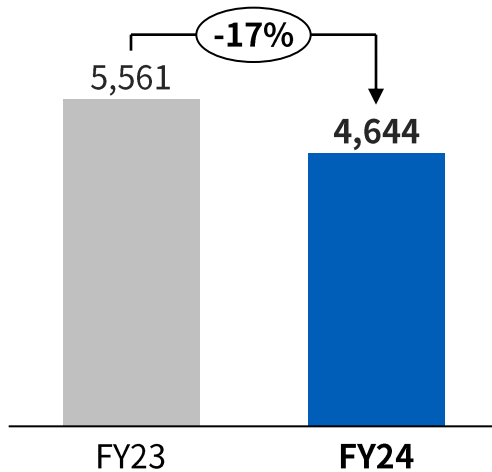
1) Forklifts and warehouse vehicles

2) WTI YoY -2.4% ('23 77.60 → '24 75.73)

# 2024 Financial Results – Sales by Region

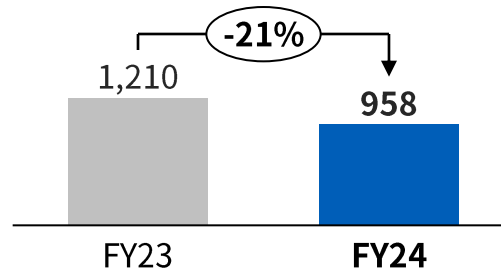
(USD in million)

## North America



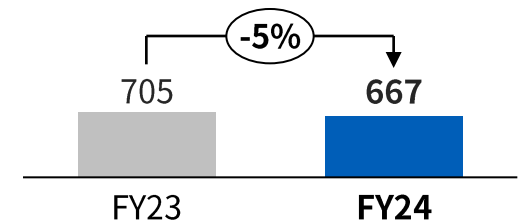
- Fell by 17% due to weak demand caused by uncertainties surrounding US election and the rate cuts

## EMEA



- Decreased by 21% due to slowdown in the construction sector caused by economic recession

## ALAO



- Declined by 5% due to sustained high rate-environment and lower MH sales, partially offset by Mottrol acquisition impact

## 2024 Financial Results – Balance Sheet

- Maintaining healthy balance sheet despite the Mottrol acquisition(\$170M), increased working capital and share repurchases

### Summarized Balance Sheet

(USD in million)

	2020	2021	2022	2023	2024	Variation
Total Asset	6,398	7,238	7,298	8,044	<b>8,170</b>	+126
Current Asset	1,711	2,232	2,432	3,013	<b>3,052</b>	+39
- Cash & Cash Equivalent	733	819	557	1,091	<b>1,268</b>	+177
Non-current Asset	4,686	5,006	4,865	5,030	<b>5,118</b>	+87
Total Liabilities	2,653	3,593	3,333	3,426	<b>3,480</b>	+54
Current Liabilities	930	1,264	1,620	1,870	<b>1,678</b>	-192
Non-current Liabilities	1,723	2,329	1,713	1,556	<b>1,802</b>	+246
Total Borrowings	958	1,583	1,077	972	<b>1,270</b>	+298
Total Equity	3,744	3,645	3,965	4,618	<b>4,690</b>	+72
Net Debt	225	764	520	-119	<b>2</b>	+121
Liability/Equity Ratio	70.9%	98.6%	84.1%	74.2%	<b>74.2%</b>	+0.0%p

# Contents



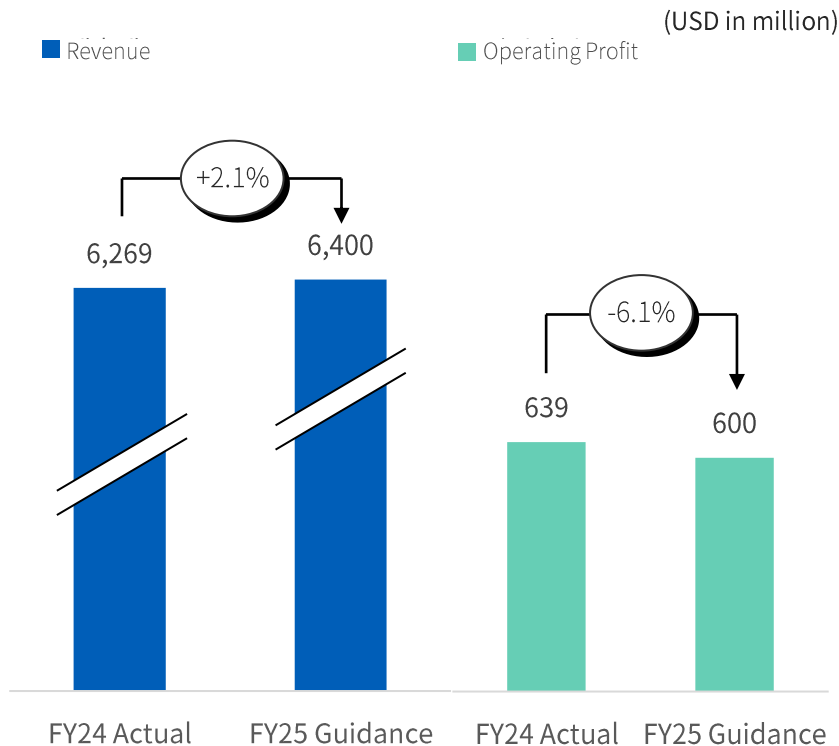
**1. 2024 Results**

**2. 2025 Outlook & 2024 Highlights**

# 2025 Outlook

- Anticipate \$6.4B revenue from market presence expansion and Mottrol inclusion amid deferred orders due to high interest rates
- Expect slight decrease in profit due to unfavorable mix and production adjustments

## 2025 Target (Consolidated)



### By Region

- NA: CE<sup>1)</sup> market expected to be flat or slightly down from PY; MH to partially recover
- EMEA: Demand projected to slightly fall due to ongoing recession
- ALAO: Demand expected to increase for core products in India, China; for MH in Korea, OC, LA

### By Segment

- CE: Improving product positioning and diversifying customers to succeed in slower market
- MH: Driving sales expansion in key markets
- PP<sup>3)</sup>: Weak demand expected due to falling oil price

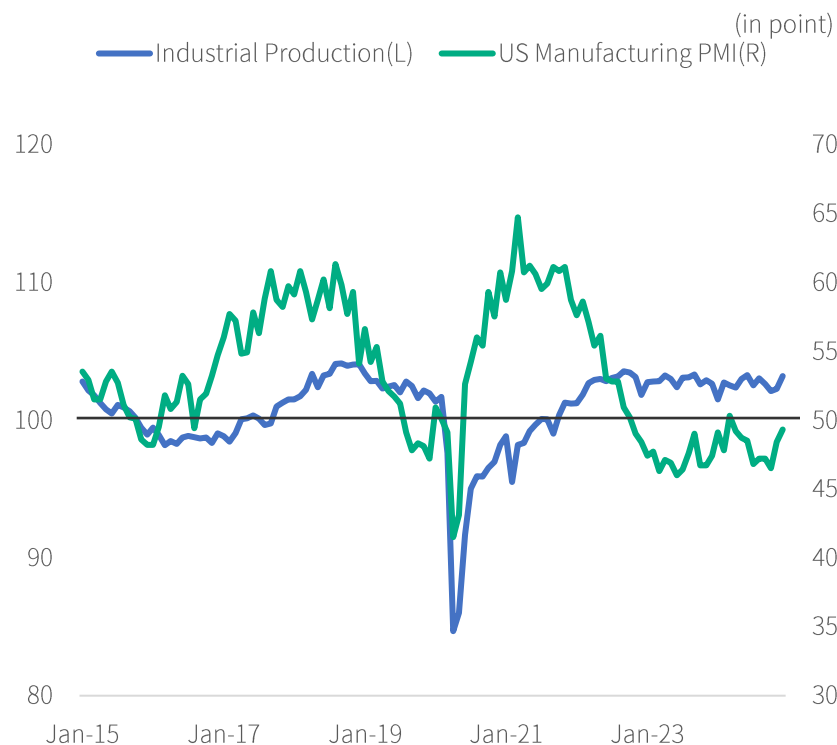
1. Compact Equipment, 2. Material Handling(former Forklift),

3. Portable Power

# North America – Mixed Economic Data

- Industrial production remains solid, and manufacturing PMI is showing improvement
- US con. spending is slowing due to the burden of high interest rates

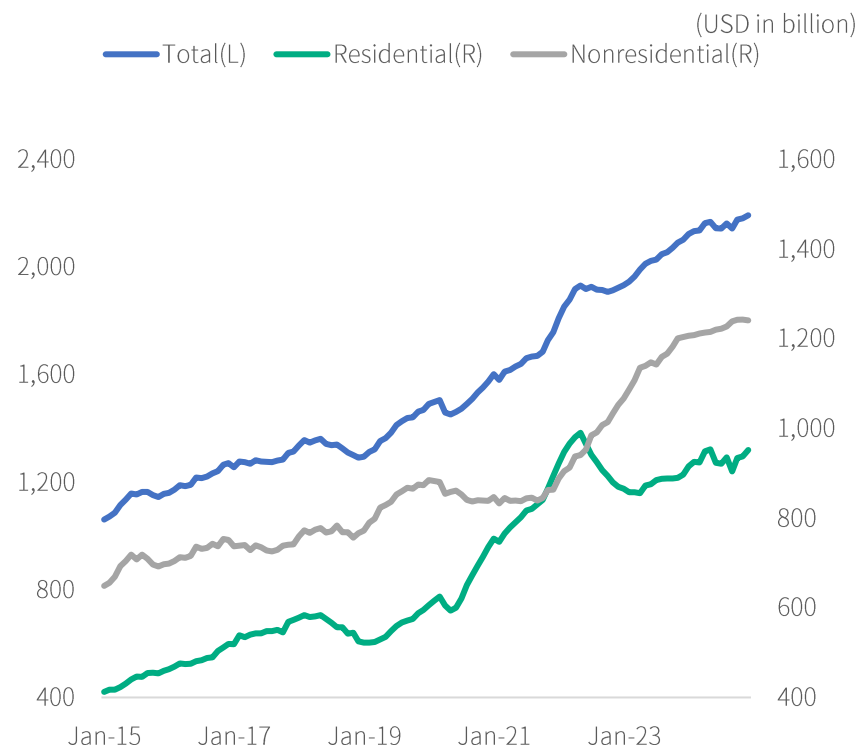
## US Industrial Production and Manufacturing PMI



\* Industrial Production: FRB, as of Dec. 2024, Index 2017=100

\*\* PMI: ISM, as of Dec. 2024, benchmark=50

## US Construction Spending

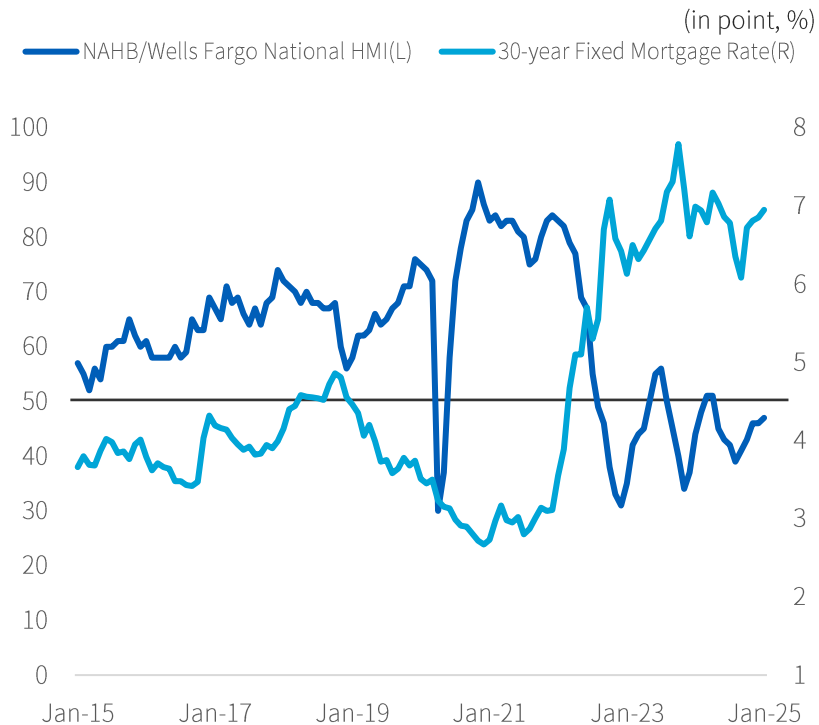


\* U.S. Census Bureau, as of Dec. 2024

# US Housing – Sluggish on Cost Pressures

- NAHB HMI continues to struggle due to high mortgage rates
- High ‘New housing units authorized, but not started’ due to housing shortage; Housing starts expected to rise once cost burden ease

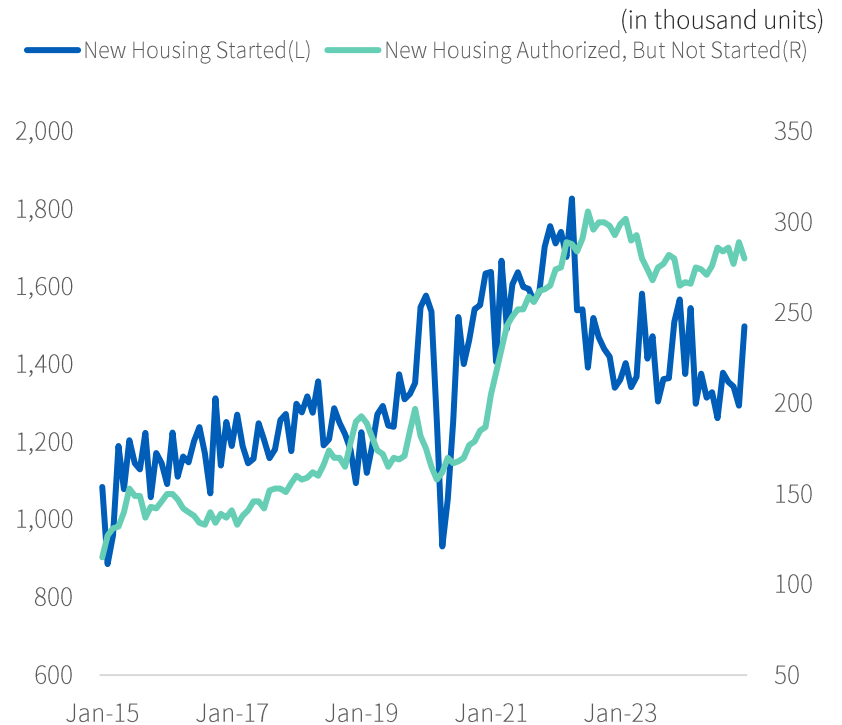
## NAHB Housing Market Index and Mortgage Rate



\* National Association of Home Builders, as of Jan. 2025, benchmark=50

\*\* 30-year fixed mortgage rate: Freddie Mac, as of Jan. 2025

## US Housing Market Indicators

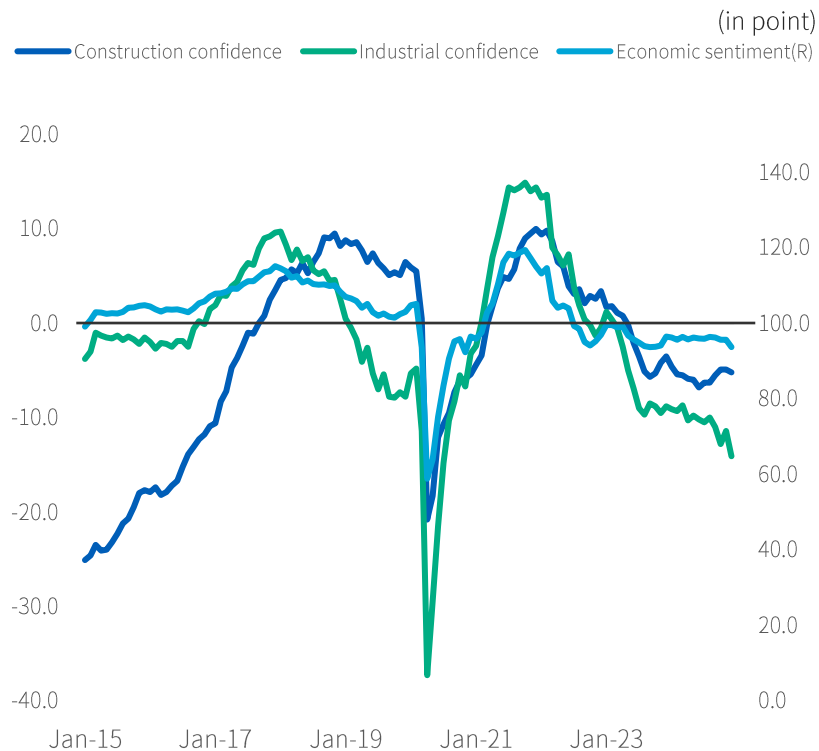


\* U.S. Census Bureau, as of Dec. 2024

# Europe – Market Downturn Lingers

- Key sentiment indicators remained below the line, and the dip in industrial is widening
- Production in construction remains at PY level, but building permits continue to decline

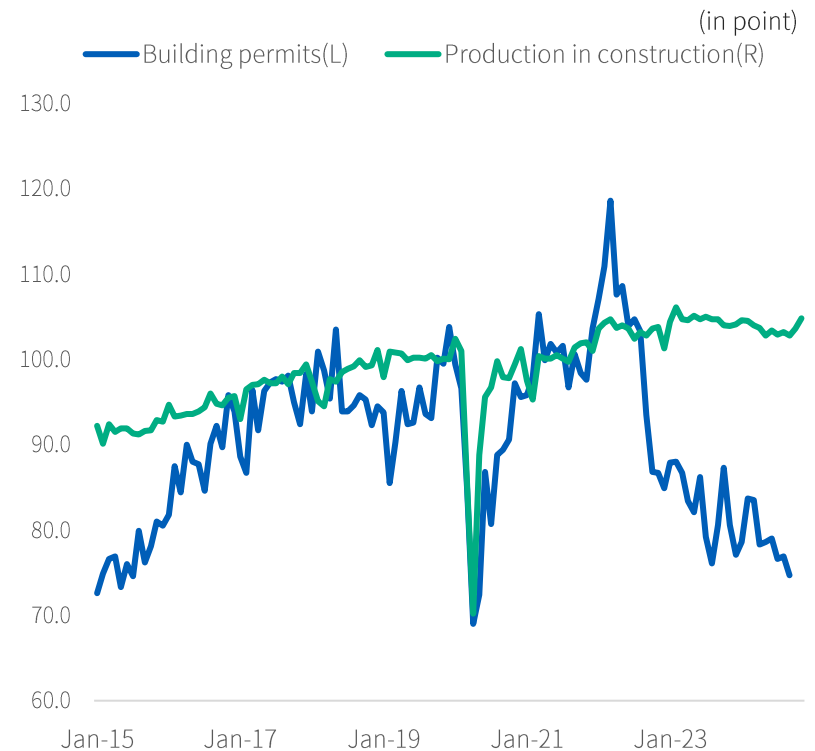
## Eurozone Sentiment



\* European Commission, as of Dec. 2024

\*\* Benchmark: Economic Sentiment= 100, Others =0

## Eurozone Construction Indicators



\* Eurostat, Euro area -20 countries, Index 2021=100

\*\* Permits: number of dwellings, residential buildings, except for communities, as of Sep. 2024

\*\*\* Production: as of Nov. 2024

## [Back-up] 2024 Income Statement in KRW (Consolidated)

- Revenue and EBIT in KRW declined less YoY-basis than in USD

(KRW in billion)

	4Q23	3Q24	4Q24	YoY	QoQ	FY 24	YoY
<b>Revenue</b>	<b>2,315.6</b>	<b>1,777.7</b>	<b>2,142.3</b>	<b>-7.5%</b>	<b>+20.5%</b>	<b>8,551.2</b>	<b>-12.4%</b>
EBIT	<b>256.1</b>	<b>125.7</b>	<b>180.2</b>	<b>-29.6%</b>	<b>+43.3%</b>	<b>871.4</b>	<b>-37.3%</b>
%	<i>11.1%</i>	<i>7.1%</i>	<i>8.4%</i>	<i>-2.6%p</i>	<i>+1.3%p</i>	<i>10.2%</i>	<i>-4.1%p</i>
<b>EBITDA</b>	<b>309.3</b>	<b>180.7</b>	<b>243.2</b>	<b>-21.4%</b>	<b>+34.6%</b>	<b>1,095.0</b>	<b>-31.2%</b>
Net Interest Expense	11.2	10.0	12.1	+7.8%	+20.3%	<b>39.8</b>	-45.9%
<b>Profit before Tax</b>	<b>225.3</b>	<b>96.0</b>	<b>162.2</b>	<b>-28.0%</b>	<b>+68.9%</b>	<b>798.4</b>	<b>-36.5%</b>
<b>Net Profit</b>	<b>216.9</b>	<b>64.3</b>	<b>124.4</b>	<b>-42.7%</b>	<b>+93.5%</b>	<b>563.4</b>	<b>-38.9%</b>
%	<i>9.4%</i>	<i>3.6%</i>	<i>5.8%</i>	<i>-3.6%p</i>	<i>2.2%p</i>	<i>6.6%</i>	<i>-2.9%p</i>

\* USD-KRW 4Q23 1,320.84 / 3Q24 1,310.95 / 4Q24 1,396.84 / FY23 1,305.41 / FY24 1,363.98

**THANK YOU**