





# with the Best Tire Performance and Formula Technology

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# Dear Shareholders

Greetings to all the KUMHO TIRES customers and shareholders. I would like to express my gratitude for your continued interest and support on KUMHO TIRES.

2004 was an eventful year filled with difficulties such as inflation and, demand contraction in the domestic market and oil price hike and currency exchange rate drop in the global economy. Many obstacles and challenges expected amid dynamic changes in environment both in Korea and abroad calls for a thorough preparation in 2005.

Employees and the management of KUMHO TIRES integrated their efforts to fully exploit their potentials to overcome all the adverse factors against advancement. The Company's structural capabilities were heightened in preparation for the new leap of external expansion and internal enhancement, bearing fruitful results.

First of all, KUMHO TIRES signed an MOU to build a new plant in Tianjin, China to expand production. The expansion is expected to heighten the company's competitive edge in the Chinese market where both demand and competition growths are high. It solidified the foundation for highprofit generation by increasing the market share in China. Procedural improvement of business realized the goal of establishing quality-oriented management system to strengthen the internal capabilities. KUMHO TIRES obtained the "ISO/TS 16949 (TS-2)" certification, which is an integrated international standard for automobile quality system, in December 2004. This achievement allowed application of the substantive and efficient quality oriented management system to all parts of the company. It positively contributed to heightening the corporate value and profitability by resulting in credible products and services for customers.

KUMHO TIRES properly answared the call for organizational transformation in growth based on external and internal business conditions by newly creating the vision of becoming the "World No.5 Tire Company" and the mission of "Maintaining the Operating Margin at 12% or Higher, Becoming the World No.8 Tire Company by 2009." 2005 will be the first year of "aggressive management" designed to facilitate KUMHO TIRES new leap forward. The Company's distinguished internal strength gained through efforts to establish trust-oriented culture and to foster valuable talents will set the basis for more aggressive management strategies. The Company will strive to enhance profitability and to grow in size in an attempt to materializing the vision of becoming the "World No.5 Tire Company." through following strategies:

- Maintain dominance in the high value-added market and develop next generation products
- Aggressive technology export to better the profitability
- External growth through construction of new plant units, off-takes, and strategic alliance

KUMHO TIRES will run a "strict performance -based assessment and compensation system" as a part of the output-oriented management foundation, which will drive the corporate culture of pursuing the highest value from excellence.

Respected customers and shareholders,

Last year, KUMHO TIRES concentrated on preparing the foundation for growth for the new leap to facilitate aggressive management. It greeted the coming of New Year with a determination to achieve the new mission and to materialize the vision through devotion and passion.

KUMHO TIRES, in the first year of aggressive management, will promote the "trust-oriented business" with more specific details in hand to strengthen the relationship of the Company with its customers. The corporate value will be heightened in its march



towards the goal of becoming the "World No.5 Tire Company." Customers will be provided with the best products and services, employees will be treated based on trust and confidence, shareholders and investors will be rewarded with the maximization of corporate value, and society will be bettered based on the principle of sharing and contribution. The Company will strive to make "trust" the keystone in all business conducts. The KUMHO TIRES family promises to put forward the utmost effort to repay for your interest and support with the industry's best value and satisfaction.

I would like to thank everyone who has stood by KUMHO TIRES throughout its history and to ask for your continuous support.

Thank you.

March 2005

KUMHO TIRE CO., INC. CEO & President Oh Sae-chul

all.

## For the year ended December 31, 2004, 2003, 2002

1,635	1,419	1,435
416	393	401
158	165	198
100	90	118
271	258	313
246	200	077

1,310	1,274	891
1,656	1,583	1,167
1,039	1,033	780
617	550	387

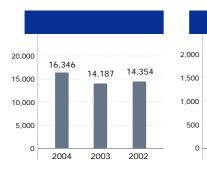
1,984

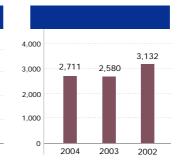
2002

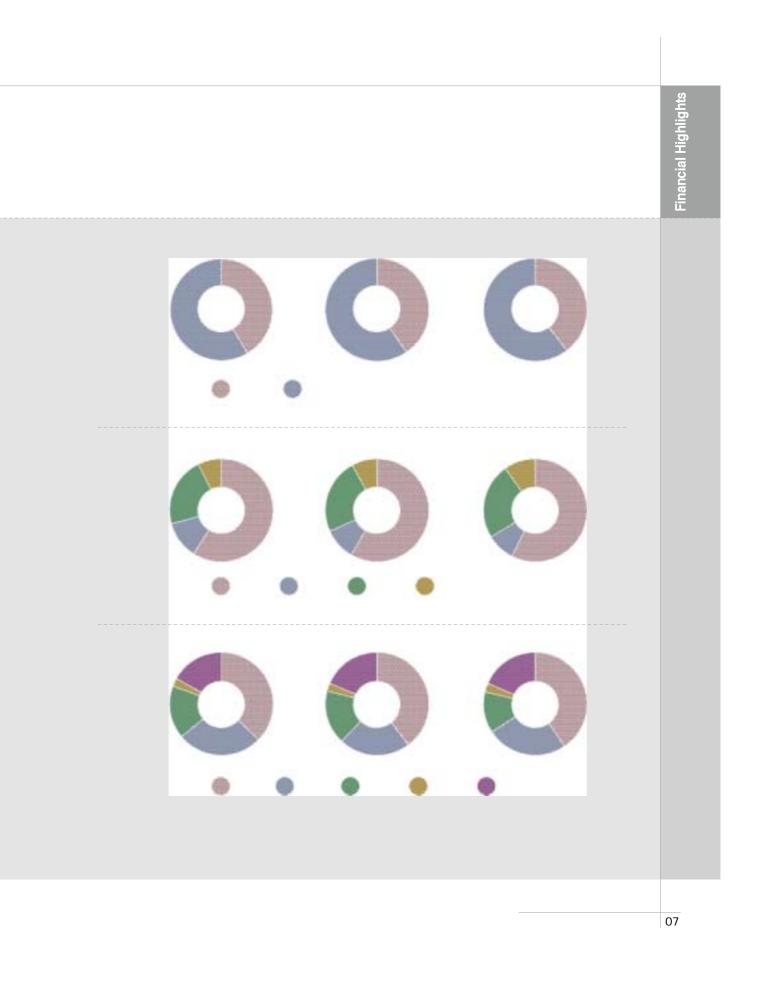
1,649

2003

1,576











2004 Highlights





# KUMHO TIRES is a Global player.

## KUMHO TIRES is taking the great leap forward To become the "World No.5 Tire Company."

KUMHO TIRES newly established the vision of becoming the "World No.5 Tire Company" and the mission of "Maintaining the Operating margin at 12% or Higher, Becoming the World No.8 Tire Company by 2009." 2005 will be the first year of "aggressive management" designed to facilitate KUMHO TIRES' new leap forward. The Company's distinguished internal strength gained through efforts to establish trust culture and to foster valuable talents will set the basis for more aggressive management strategies. The Company will strive to realize the goals of profitability betterment and external growth in an attempt to materializing the vision of becoming the "World No.5 Tire Company."

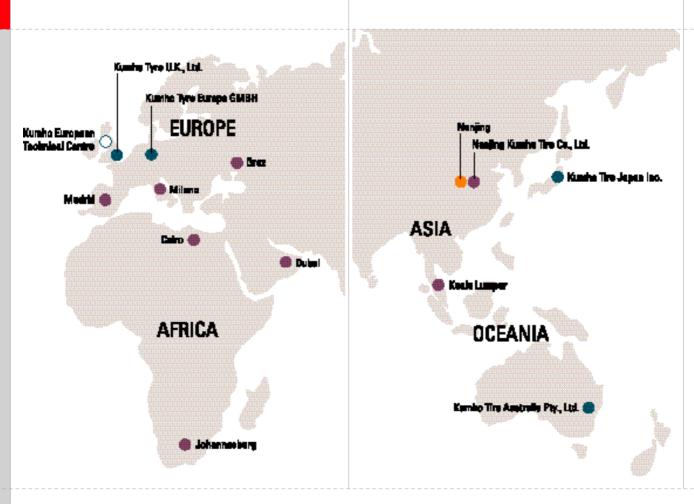
KUMHO TIRES is upholding business ethic to build internal and external trust on the company and brand image through open management.

The Company is following the strategy for external growth and profitability betterment by effective management in dominating the niche market and sales of high valueadded goods based on timely and well-informed decisions. CDS-based multifunctional human resources training, continuous R&D investment for UHP tire and future technology, technology export promotion, and KPI-run CEO management and future corporate value improvement are KUMHO TIRES' efforts for excellence. KUMHO TIRES strives to improve the profitability with an emphasis on trust in business.

KUMHO TIRES continues its march in the international market.







#### **Overseas Network**

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TEL : 20-2-525-6128 FAX : 20-2-528-1353 kh148512@hanmail.net

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#### DUBAI

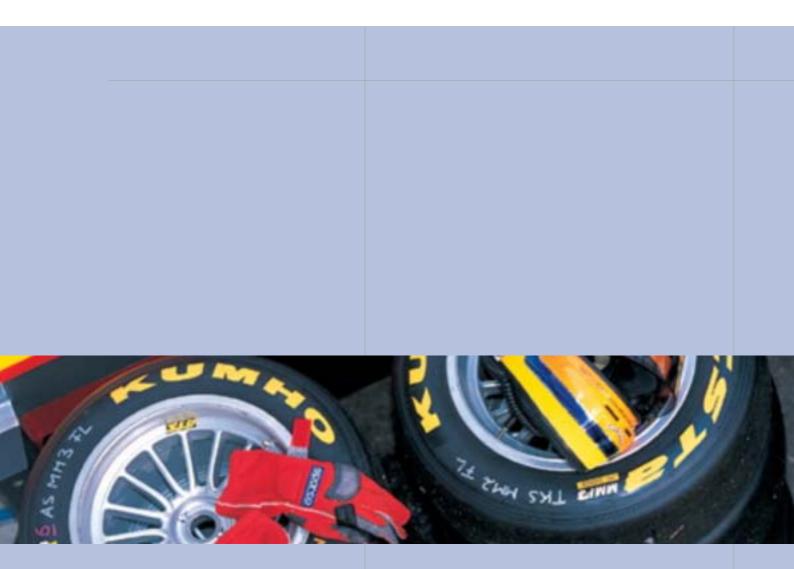
P.O.BOX 1254 AL GURHAIR CITY, OFFICE TOWER4, 5TH FLOOR, FLAT NO.536A DEIRA, DUBAI, U.A.E. TEL : 971-4-222-5139 FAX: 971-4-227-0493 kumho@emirates.net.ae



# 2000s

# 1990s

1980s 1970s 1960s



768	3,992	97	4,857
124	86	25	235
892	4,078	122	5,092

50,000,000	250,000,000	100%

32,384	1,147,122
1,890	1,633
	1,148,755

31,752	1,522,113
2,644	66,318
34,396	1,588,431
	46,161
34,396	1,634,592

	2004.01~2004.12	51,797	
		24,807	-
		5,967	:
		17,526	106,309
		6,212	
		106,309	

627,650		67.0%	
1,074	2,100	100.0%	
20	19,998	100.0%	
10,100	101,000	100.0%	
54	537	100.0%	
100	100,000	100.0%	
40,000	40,000	100.0%	
500	500,000	100.0%	

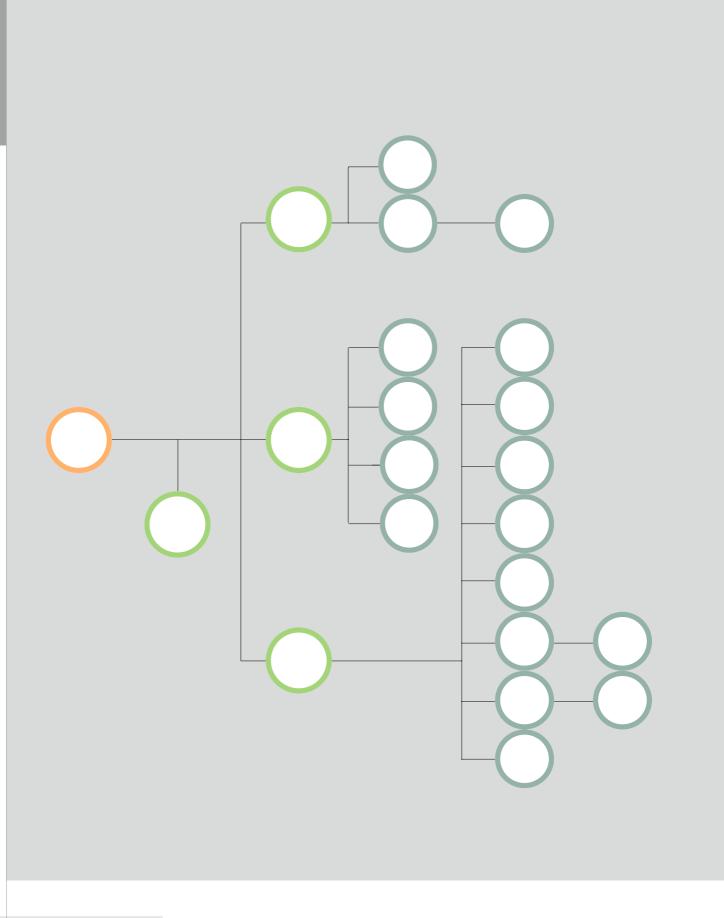
2004.1.1~2004.12.31	Ref.	2003.7.1~2003.12.31	Ref.
1,634,592	100.0%	729,760	100.0%
1,218,596	74.6%	531,058	72.8%
415,996	25.4%	198,703	27.2%
258,422	15.8%	119,652	16.3%
157,573	9.6%	79,050	10.8%
46,852	2.9%	13,727	1.9%
79,534	4.9%	35,765	4.9%
124,891	7.6%	57,012	7.8%
24,509	1.5%	7,154	1.0%
100,383	6.1%	49,858	6.8%

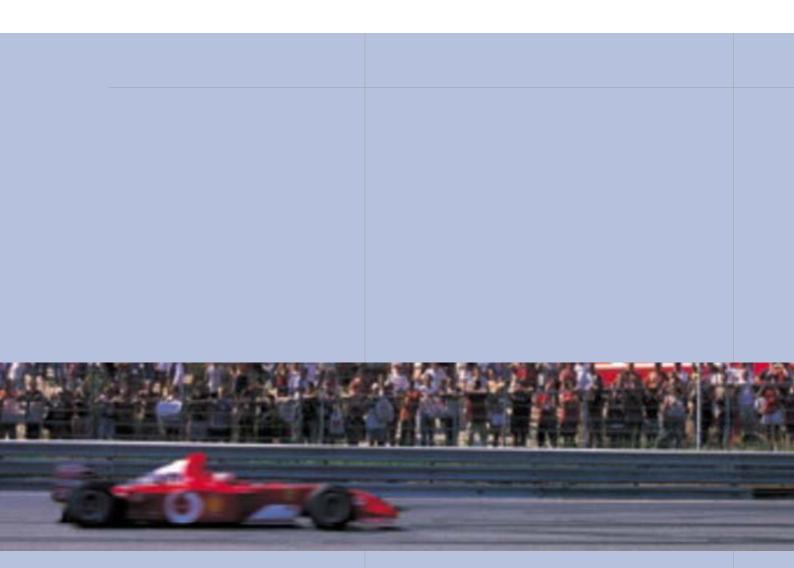
2004.12.31	2003.12.31	Ref.
345,744	309,180	
1,310,552	1,273,669	
1,656,296	1,582,850	
559,658	426,034	
479,060	606,349	
1,038,718	1,032,383	
250,000	250,000	
250,000	250,000	
125,240	49,858	
-7,662	610	
617,578	550,467	
1,656,296	1,582,850	

25,000,000	50.0 %	
15,000,000	30.0 %	
1,500,000	3.0 %	
1,000,000	2.0 %	
1,000,000	2.0 %	
1,000,000	2.0 %	
500,000	1.0 %	
500,000	1.0 %	
500,000	1.0 %	
500,000	1.0 %	
3,500,000	7.0 %	
50,000,000	100.0 %	

		67.0%		
	2,100	100.0%		
	19,998	100.0%		
	101,000	100.0%		
	537	100.0%		
	100,000	100.0%		
	40,000	100.0%		
	500,000	100.0%		

174,714	1,500,000	3.0 %
67,251	-	-
64,939	-	-
78,875	-	-
46,875	-	-
5,000	-	-
42,216	-	-
35,631	-	-
33,351	-	-
27,500	-	-
12,000	-	-
588,352	1,500,000	3.0 %





9,01	2	11,522
59	4	1,344
3	0	11
182,55	5	161,278
27,23	0	18,090
29	1	336
3	3	33
2,24	8	1,425
6,89	0	7,007
	7	-
116,85	4	108,134
345,74	4	309,180
10	7	34
106,32	7	69,822
25,59	8	21,666
ç	6	503
7,12	.6	-
1,11	3	-
3,64	1	4,576
1,041,00	4	1,044,724
125,54	0	132,344
1,656,29	6	1,582,849
132,58	9	116,801
137,13	6	121,588
120,60	9	26,305
94,28	1	106,139
48,35	6	36,030
15,18	1	11,718
3,17	5	2,096
5,99	2	5,356

-	2,339
426,033	559,658
446,980	317,709
138,106	138,609
21,263	22,742
1,032,382	1,038,718
250,000	250,000
250,000	250,000
-	2,500
49,858	122,740
609	(7,662)
550,467	617,578
1,582,849	1,656,296

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1,634,592	729,760
1,218,596	531,057
415,996	198,703
258,423	119,653
157,573	79,050
4,349	2,157
-	2,520
11,753	3,060
11,018	4,614
13,532	173
4,194	755
202	-
541	-
723	-
540	448
46,852	13,727
46,189	24,159
999	-
7,407	2,416
2,429	2,434
-	16
2,466	1,043
13,891	4,946
1,077	342
120	226
350	-
2,339	-
2,267	183
79,534	35,765
124,891	57,012
24,509	7,154
100,382	49,858
2,008	997
2,008	997

**Financial Statement** 

100,382	49,858
770	500
778	599
106,354 70,049	44,201
	25,084
7,129 2,466	3,538 1,043
2,400	2,433
120	2,433
350	220
-	16
5,686	2,728
2,339	-
999	-
(13,532)	(173)
-	(2,520)
(4,194)	(755)
93	-
181,066	76,420
(22,568)	(58,697)
(18,171)	(3,459)
-	(29)
(822)	(113)
111	(4,669)
(8,840)	(2,407)
935	(4,576)
22,640	(30,020)
1,157	(455)
636	(1,283)
(11,565)	46,628
12,325	10,337
3,463	11,718
(35,472)	(21,633)
98	-
1,479	514
(34,173)	(20,977)
(88,767)	(79,121)

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192,681	47,157
57	124
10,938	-
375	-
18,284	3,177
(10,188)	(1,344)
(19)	(27)
(73)	(3)
(3,933)	(355)
(1,205)	-
(119,189)	(88,992)
(325)	(283)
(331)	(128)
(45,775)	(66,693)
(151,384)	(154,524)
13,185	483,210
(31,992)	(414,080)
-	(180,000)
(25,000)	-
(43,807)	(110,870)
(2,510)	(218,237)
11,522	229,759
9,012	11,522

22,358	-
100,382	49,858
122,740	49,858
2,750	2,500
27,500	25,000
30,250	27,500
92,490	22,358
	122,740 2,750 27,500 30,250



KUMHO TIRE CO., INC. Board of Directors

Chairman of the board of directors Park, Sam Koo DirectorsOh, Nam Soo Directors Kim, Sung Joong

Directors Chang, Sun II

DirectorsOh, Sae Chul

Directors Yu, Sun Joon

Directors J. Roberto C. Delgado

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