

COMPANY UPDATE

2026. 9. 16

EV/Mobility Team

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► AT A GLANCE

BUY

Target price KRW170,000 36.9%

Current price KRW124,200

Market cap	KRW47.6t/USD35.0b
Shares (float)	390,412,998 (60.2%)
52-week high/low	KRW206,000/KRW100,200
Avg daily trading value (60-day)	KRW128.5b/ USD94.5m

► ONE-YEAR PERFORMANCE

	1M	6M	12M
Kia (%)	-12.4	-24.4	17.3
Vs Kospi (%pts)	-8.5	-37.9	-40.4

► KEY CHANGES

(KRW)	New	Old	Diff
Recommend.	BUY	BUY	
Target price	170,000	210,000	-19.0%
2026E EPS	19,331	22,885	-15.5%
2027E EPS	19,003	25,921	-26.7%

► SAMSUNG vs THE STREET

No of estimates	25
Target price	216,800
Recommendation	4.0
※ Rating: 4 < → BUY, 3 = HOLD, 2 > → SELL	



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Kia (000270)

At a crossroads: Dividend stock vs value play

- Kia is able to accumulate cash to the tune of KRW2t-3t *pa* thanks to its relatively light investment burden and robust operating cash flow. As of end-1H26, its net cash position stood at KRW21.6t—double that of Hyundai Motor's (HMC; KRW12.1t).
- If Kia takes the lead on Hyundai Group's domestic robotics initiative, it could: 1) alleviate capital pressure for HMC; and 2) positively impact the group's and the domestic mobility sector's valuations.
- Should Kia's investment load continue to be only 50-60% of HMC's, upward pressure on dividends should intensify. In today's high-rate environment, an estimated dividend yield of 5-6% for 2026 offers limited appeal.

WHAT'S THE STORY?

Cutting target price 19% to KRW170,000: We cut our target price for Kia to KRW170,000, reflecting growing price competition with Chinese EVs and the impact of won appreciation.

- **Maintaining target P/E of 9x:** We cut our target price for Kia to KRW170,000 but continue to apply Toyota's 12-month forward P/E of 9x (Bloomberg) to our average 2026-2027 EPS forecast. Kia has built strong earnings credibility—akin to Toyota's in the 2000s—by delivering the highest profitability among global automakers through a diversified powertrain strategy.
- **Earnings sensitive to forex:** Kia has the highest earnings sensitivity to won appreciation among Hyundai Motor Group's (HMG) three flagship companies—a 1% won appreciation impacts its operating profit by an estimated 3.4%.

(Continued on the next page)

SUMMARY FINANCIAL DATA

	2025	2026E	2027E	2028E
Revenue (KRWb)	114,141	124,117	121,856	127,880
Operating profit (KRWb)	9,078	9,249	9,131	10,104
Net profit (adj) (KRWb)	7,554	7,547	7,419	8,162
EPS (adj) (KRW)	19,111	19,331	19,003	20,907
EPS (adj) growth (% y-y)	-21.7	1.2	-1.7	10.0
EBITDA margin (%)	10.3	9.6	9.5	9.7
ROE (%)	12.9	11.9	10.8	11.1
P/E (adj) (x)	6.4	6.3	6.4	5.8
P/B (x)	0.8	0.7	0.7	0.6
EV/EBITDA (x)	2.4	2.0	1.6	1.0
Dividend yield (%)	5.6	5.7	6.2	6.2

Source: Company data, Samsung Securities estimates

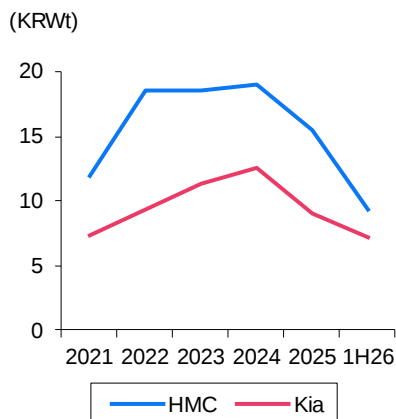
- **Low investment burden given earnings:** Behind Kia's cash-building structure lies its robust operating cash flow and significantly lower investment needs (vs HMC's). Over 2022-2024, Kia's capex and equity investments together averaged KRW6.5t *pa*—55% of HMC's (KRW11.8t *pa*). Kia's excess cash flow began to surpass HMC's in 2025.
- **Dividend pressure and dilemma:** If Kia is able to maintain its current financial structure, upwards pressure on dividends should grow. In today's high interest-rate environment, a 5-6% dividend yield may provide downside support, but it is unlikely to justify a valuation premium.

If Kia leads HMG's domestic robotics initiative: If Kia takes the lead on Hyundai Group's (HMG) domestic robotics initiative, it would diversify the group's funding options and reduce HMC's capital burden. One scenario would be for Kia to acquire 50% of Robotics Lab, incorporating it as a consolidated subsidiary.

- **Robotics Lab—only business within HMG able to develop proprietary intelligence:** While Robotics Lab does not build world models (big tech firms build them), it does focus on developing domain-specific AI technologies tailored to HMG's core business areas—manufacturing automation and autonomous driving. Within the AI software domain, it is actively developing capabilities in the areas of perception, autonomous navigation, embedded AI, human-machine interfaces (language models, facial recognition), and remote monitoring systems. It also designs and manufactures its own sensors and actuators for robotics applications.
- **HMG must separately nurture Robotics Lab:** HMG ought to nurture Robotics Lab (Korea) separately from Boston Dynamics (US) because developing domestic capabilities in AI, actuators, and sensors—and building a complete value chain—is strategically critical. Although HMG owns 100% of Boston Dynamics, its role so far has mostly been that of strategic investor, with core AI development and robot production mainly happening in the US. After Boston Dynamics is listed, HMG's influence over it is expected to diminish. Physical AI has profound national security implications, and it is inherently difficult to transfer related technologies across borders.
- **Overcoming HMC's capital constraints:** Under a future spin-off scenario, if Robotics Lab adopts a structure similar to Boston Dynamics—with HMC holding 30-40% equity in it and Kia, Hyundai Mobis, and Hyundai Glovis sharing the remainder—the size of investments in Robotics Lab would be constrained by HMC's financial capacity. Currently, HMC bears the largest share of HMG's investments in Boston Dynamics, data centers, and autonomous driving, all of which are prioritized above Robotics Lab.
- **Synergy with Kia's PBV business:** By leading HMG's domestic robotics initiative, Kia could establish its value in the sector and expand its Platform Based Vehicle (PBV) business model, potentially unlocking a valuation premium in the process. Currently, Kia's PBV business focuses on hardware, limiting its scalability. Integrating Robotics Lab's products—such as charging robots, MobED, PnD units, and fleet management software—could transform its PBV business into a comprehensive last-mile logistics platform. With Robotics Lab's product portfolio growing, leveraging Kia's existing PBV manufacturing facilities would be an efficient way of creating synergies.

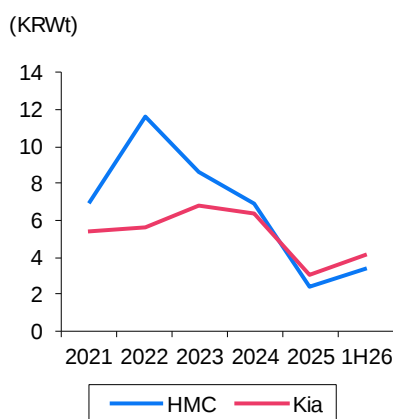
- **Becoming physical AI platform company—only way to overcome competition from Chinese EVs:** Kia's EV sales stand at 40,000-50,000 units per month, double HMC's. However, price competition from Chinese EVs has hurt profitability in the global EV segment. Yet, Kia remains the most profitable global automaker, giving it ample financial flexibility to lead HMG's domestic robotics initiative. By taking ownership of Robotics Lab and aligning the robotics company with Kia's growth narrative, Kia could tap Korea's expanded equity market to raise capital at scale.

HMC vs Kia: Operating cash flow



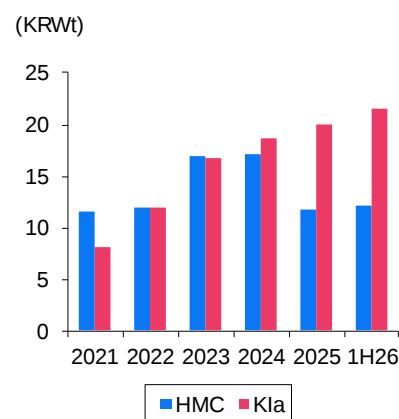
Source: Company data, Samsung Securities

HMC vs Kia: Free cash flow



Source: Company data, Samsung Securities

HMC vs Kia: Net cash



Note: HMC excludes financial subsidiaries
Source: Company data, Samsung Securities

Three HMG companies: KRW/USD sensitivity

(USDm)	HMC	Kia	Hyundai Mobis
Sales	97,076	66,983	22,316
Costs	62,106	31,093	15,139
USD exposure	34,970	35,890	7,177
Hedge (10%)	3,497	3,589	718
Net USD exposure	31,473	32,301	6,459
OP impact of 1% forex move	315	323	65
2026E operating profit	9,593	9,544	3,838
OP sensitivity	3.3%	3.4%	1.7%

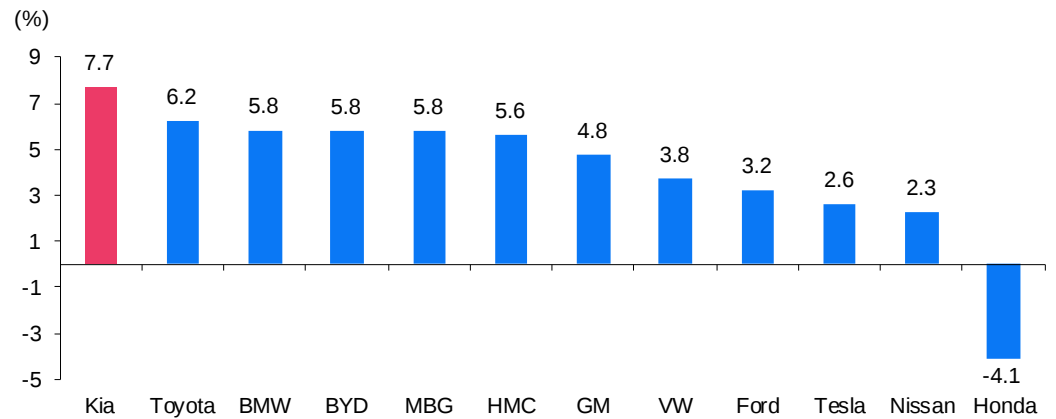
Source: Samsung Securities

Robot companies: Technology stack and degree of in-house development

Category	Company	World model / foundation model	Motion-control model	Inference chip	Body design	Mass production	Remarks
Full stack	Tesla	In-house (FSD)	In-house (FSD)	In-house (AI5)	In-house	2H26	
	Xiaopeng	In-house	In-house	In-house (Turing AI)	In-house	End-2026	
Model-led full stack	Figure AI	In-house	In-house	Nvidia Thor	In-house	2026	Decoupled foundation model from OpenAI
	Robotics Lab	In-house	In-house	DeepX	In-house	1H26	Based on the MobED mobile robot
	AgiBot	In-house	In-house	Nvidia Thor	In-house	2024	Cumulative production of 5,000 units
Big Tech collaboration	Boston Dynamics	Collaboration with Google DeepMind + in-house	In-house	Nvidia Thor	In-house	2028	Actuator standardization; collaboration with Hyundai Mobis
	Agility	Collaboration with Nvidia	In-house	Nvidia Thor	In-house	2026	5th generation by end-2026
	Apptronik	Collaboration with Google DeepMind	In-house	Nvidia Thor	In-house	2026	Planned deployment at a Mercedes-Benz plant
	1X	Collaboration with Nvidia	In-house	Nvidia Thor	In-house	2026	Subscription model launch in April
	Unitree	Collaboration with Nvidia	In-house	Nvidia Thor	In-house	2025	Production of 500 units in 2025

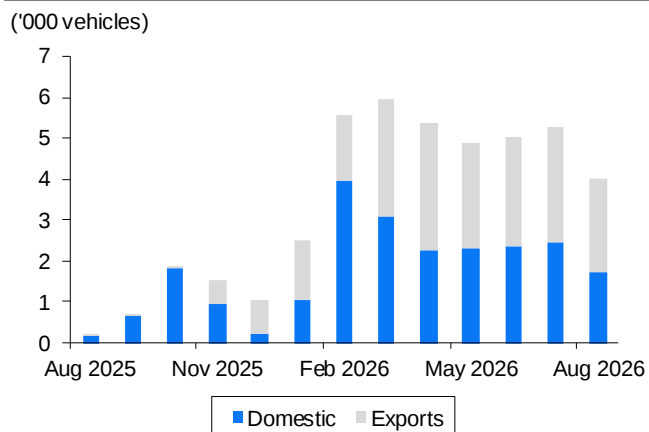
Source: Company data, Samsung Securities

1H26 global automakers: Operating margin



Source: Bloomberg, Samsung Securities

Kia: PBV sales volume



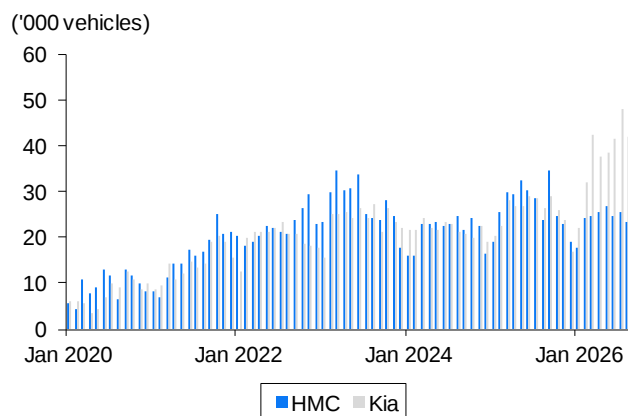
Source: Company data, Samsung Securities

Kia PV5: Remote autonomous driving



Source: Company data, Samsung Securities

HMC/Kia: EV sales volume



Source: Company data, Samsung Securities

Robotics Lab: EV-charging robot



Source: Company data, Samsung Securities

Kia: Global sales volume and forecasts

('000 vehicles)	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26	3Q26E	4Q26E	2024	2025	2026E	2027E
Global plant sales	776	808	758	742	780	832	843	850	3,044	3,083	3,305	3,430
Domestic	394	417	397	379	404	431	418	432	1,547	1,587	1,685	1,700
Overseas	382	391	360	363	376	401	425	418	1,496	1,496	1,620	1,730
US (KMMG)	88	91	88	84	87	90	107	96	352	352	380	400
Europe (KMS)	89	86	64	56	73	77	84	96	351	295	330	350
China (DYK)	57	67	63	67	50	68	68	64	248	254	250	250
Mexico (KMM)	68	74	73	74	76	79	81	75	274	288	310	350
India (KMI)	81	73	72	82	90	87	87	86	270	307	350	380
Global retail sales	772	815	784	761	779	852	842	860	3,083	3,131	3,320	3,450
Global ASP (KRWm)	37.2	36.9	37.6	38.0	38.8	39.7	37.7	36.5	35.8	37.4	38.3	36.2

Source: Company data, Samsung Securities estimates

Kia: Results and forecasts

(KRWb)	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26	3Q26E	4Q26E	2024	2025	2026E	2027E
KRW/USD (avg)	1,453	1,401	1,387	1,452	1,467	1,502	1,370	1,308	1,365	1,423	1,412	1,274
Revenue	28,018	29,350	28,686	28,088	29,502	33,037	31,021	30,557	107,449	114,141	124,117	121,856
Gross profit	6,081	5,875	5,409	5,143	5,804	6,043	5,165	5,192	24,771	22,508	22,204	21,537
Operating profit	3,009	2,765	1,462	1,843	2,205	2,629	2,328	2,087	12,667	9,078	9,249	9,131
Pre-tax profit	3,243	3,000	1,887	2,111	2,635	3,068	2,664	2,043	13,500	10,241	10,410	10,304
Net profit	2,393	2,268	1,422	1,471	1,830	2,328	1,918	1,471	9,775	7,554	7,547	7,419
Controlling profit	2,393	2,269	1,425	1,474	1,831	2,328	1,918	1,471	9,773	7,561	7,548	7,419
Margins (%)												
Gross profit	21.7	20.0	18.9	18.3	19.7	18.3	16.7	17.0	23.1	19.7	17.9	17.7
Operating profit	10.7	9.4	5.1	6.6	7.5	8.0	7.5	6.8	11.8	8.0	7.5	7.5
Net profit	8.5	7.7	5.0	5.2	6.2	7.0	6.2	4.8	9.1	6.6	6.1	6.1
Controlling profit	8.5	7.7	5.0	5.2	6.2	7.0	6.2	4.8	9.1	6.6	6.1	6.1

Source: Company data, Samsung Securities estimates

Income statement

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
Sales	107,449	114,141	124,117	121,856	127,880
Cost of goods sold	82,678	91,633	101,913	100,319	104,661
Gross profit	24,771	22,508	22,204	21,537	23,219
Gross margin (%)	23.1	19.7	17.9	17.7	18.2
SG&A expenses	12,104	13,430	12,955	12,406	13,115
Operating profit	12,667	9,078	9,249	9,131	10,104
Operating margin (%)	11.8	8.0	7.5	7.5	7.9
Non-operating gains (losses)	833	1,163	1,162	1,174	1,232
Financial profit	1,351	1,300	1,023	1,216	1,458
Financial costs	610	578	51	38	38
Equity-method gains (losses)	395	415	342	354	371
Other	-304	26	-152	-359	-560
Pre-tax profit	13,500	10,241	10,410	10,304	11,337
Taxes	3,725	2,687	2,863	2,885	3,174
Effective tax rate (%)	27.6	26.2	27.5	28.0	28.0
Profit from continuing operations	9,775	7,554	7,547	7,419	8,162
Profit from discontinued operations	0	0	0	0	0
Net profit	9,775	7,554	7,547	7,419	8,162
Net margin (%)	9.1	6.6	6.1	6.1	6.4
Net profit (controlling interests)	9,773	7,561	7,547	7,419	8,162
Net profit (non-controlling interests)	2	-7	0	0	0
EBITDA	15,216	11,792	11,876	11,607	12,451
EBITDA margin (%)	14.2	10.3	9.6	9.5	9.7
EPS (parent-based) (KRW)	24,413	19,111	19,331	19,003	20,907
EPS (consolidated) (KRW)	24,418	19,094	19,331	19,003	20,907
Adjusted EPS (KRW)*	24,413	19,111	19,331	19,003	20,907

Cash flow statement

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
Cash flow from operations	12,564	9,054	10,955	9,287	10,816
Net profit	9,775	7,554	7,547	7,419	8,162
Non-cash profit and expenses	9,666	8,455	3,984	3,636	3,536
Depreciation	2,010	2,070	2,060	1,977	1,906
Amortization	540	644	567	500	440
Other	7,116	5,741	1,357	1,160	1,189
Changes in A/L from operating activities	-4,287	-4,328	1,123	-255	678
Cash flow from investments	-10,153	-4,960	-2,876	-1,301	-2,029
Change in tangible assets	-3,424	-3,593	-2,000	-1,500	-1,500
Change in financial assets	-4,788	-1,940	-876	199	-529
Other	-1,941	573	0	-0	0
Cash flow from financing	-3,570	-4,175	-3,790	-2,722	-2,911
Change in debt	-525	-887	-1,147	-1	4
Change in equity	2	11	0	0	0
Dividends	-2,194	-2,559	-2,642	-2,721	-2,915
Other	-853	-740	0	0	0
Change in cash	-787	432	2,383	6,118	4,915
Cash at beginning of year	14,353	13,567	13,998	16,381	22,499
Cash at end of year	13,567	13,998	16,381	22,499	27,414
Gross cash flow	19,441	16,009	11,531	11,055	11,698
Free cash flow	9,079	5,290	8,955	7,787	9,316

Note: *Excluding one-off items

**Fully diluted, excluding one-off items

***From companies subject to equity-method valuation

Source: Company data, Samsung Securities estimates

Balance sheet

Year-end Dec 31 (KRWb)	2024	2025	2026E	2027E	2028E
Current assets	41,797	44,426	49,441	54,962	61,465
Cash & equivalents	13,567	13,998	16,381	22,499	27,414
Accounts receivable	3,561	3,552	3,862	3,792	3,979
Inventories	12,419	14,666	15,948	15,658	16,432
Other current assets	12,251	12,210	13,249	13,013	13,641
Fixed assets	50,958	54,553	56,316	54,798	55,395
Investment assets	27,223	28,149	30,539	29,998	31,441
Tangible assets	17,928	19,934	19,875	19,398	18,992
Intangible assets	4,094	4,806	4,238	3,738	3,298
Other long-term assets	1,713	1,664	1,664	1,664	1,664
Total assets	92,756	98,979	105,757	109,760	116,860
Current liabilities	26,977	28,378	29,586	29,051	30,476
Accounts payable	10,455	10,662	11,594	11,383	11,946
Short-term debt	221	211	211	211	211
Other current liabilities	16,302	17,505	17,780	17,456	18,319
Long-term liabilities	9,938	9,410	10,118	9,957	10,385
Bonds & long-term debt	2,176	979	979	979	979
Other long-term liabilities	7,763	8,431	9,139	8,978	9,406
Total liabilities	36,916	37,789	39,703	39,008	40,861
Owners of parent equity	55,831	61,188	66,051	70,749	75,997
Capital stock	2,139	2,139	2,139	2,139	2,139
Capital surplus	1,760	1,771	1,771	1,771	1,771
Retained earnings	50,241	54,520	59,424	64,123	69,370
Other	1,691	2,758	2,716	2,716	2,716
Non-controlling interests' equity	9	3	3	3	3
Total equity	55,840	61,190	66,053	70,752	75,999
Net debt	-15,303	-19,162	-23,385	-29,347	-34,675

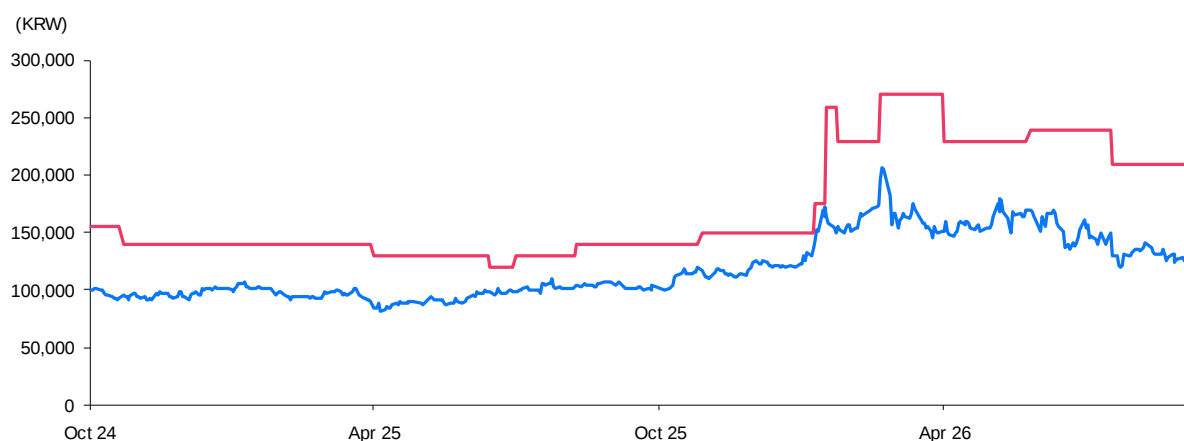
Financial ratios

Year-end Dec 31	2024	2025	2026E	2027E	2028E
Growth (%)					
Sales	7.7	6.2	8.7	-1.8	4.9
Operating profit	9.1	-28.3	1.9	-1.3	10.7
Net profit	11.4	-22.7	-0.1	-1.7	10.0
Adjusted EPS**	12.1	-21.7	1.2	-1.7	10.0
Per-share data (KRW)					
EPS (parent-based)	24,413	19,111	19,331	19,003	20,907
EPS (consolidated)	24,418	19,094	19,331	19,003	20,907
Adjusted EPS**	24,413	19,111	19,331	19,003	20,907
BVPS	141,812	157,456	169,947	182,036	195,537
DPS (common)	6,500	6,800	7,000	7,500	7,500
Valuations (x)					
P/E***	4.1	6.4	6.3	6.4	5.8
P/B***	0.7	0.8	0.7	0.7	0.6
EV/EBITDA	1.6	2.4	2.0	1.6	1.0
Ratios (%)					
ROE	19.1	12.9	11.9	10.8	11.1
ROA	11.3	7.9	7.4	6.9	7.2
ROIC	45.2	27.3	25.5	25.7	29.5
Payout ratio	26.2	34.9	36.0	39.3	35.7
Dividend yield (common)	6.5	5.6	5.7	6.2	6.2
Net debt to equity	-27.4	-31.3	-35.4	-41.5	-45.6
Interest coverage (x)	124.8	120.8	180.5	242.1	267.7

Compliance notice

- As of 9/14 2026, the covering analyst(s) did not own any shares, or debt instruments convertible into shares, of any company covered in this report.
- As of 9/14 2026, Samsung Securities' holdings of shares and debt instruments convertible into shares of each company covered in this report would not, if such debt instruments were converted, exceed 1% of each company's outstanding shares.
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Target price changes in past two years



Rating changes over past two years (adjusted share prices)

Date	2024/7/29	10/28	2025/4/7	6/20	7/7	8/14	11/3	2026/1/14	1/22	1/29	2/25	4/7
Recommendation	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY	BUY
Target price (KRW)	155000	140000	130000	120000	130000	140000	150000	175000	260000	230000	270000	230000
Gap* (average)	-34.54	-30.66	-30.49	-17.88	-21.50	-24.00	-20.38	-7.53	-40.63	-30.12	-39.27	-30.51
(max or min)**	-27.68	-23.79	-23.38	-15.75	-15.08	-14.36	-9.33	-1.66	-38.85	-24.35	-23.70	-21.96

Date	6/1	7/24	9/15
Recommendation	BUY	BUY	BUY
Target price (KRW)	240000	210000	170000
Gap* (average)	-36.89	-38.05	
(max or min)**	-29.08	-32.52	

Note: * [(average, maximum, or minimum share price over duration of target price minus target price) / target price] x 100%

** Maximum/minimum share price if new target is higher/lower than market close on the business day prior to target price change

Samsung Securities uses the following investment ratings*

Company

BUY	Expected to increase in value by 15% or more within 12 months and is highly attractive within sector
HOLD	Expected to increase/decrease in value by less than 15% within 12 months
SELL	Expected to decrease in value by 15% or more within 12 months

Industry

OVERWEIGHT	Expected to outperform market by 5% or more within 12 months
NEUTRAL	Expected to outperform/underperform market by less than 5% within 12 months
UNDERWEIGHT	Expected to underperform market by 5% or more within 12 months

* Note: Effective Jul 27, 2023, BUY, HOLD, and SELL criteria are based on expectations of share-price moves of 15% or more within 12 months

Percentage of ratings in 12 months prior to 2026.06.30

BUY (85.5%)-HOLD (14.5%)-SELL (0%)

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