

# Earnings Release 3Q 2005

**October 18, 2005** 





This presentation has been prepared based on internally audited figures and final figures may change due to the results of independent auditors' review. All information in this presentation regarding the Company's financial results has been prepared on a non-consolidated basis in accordance with Korean GAAP.

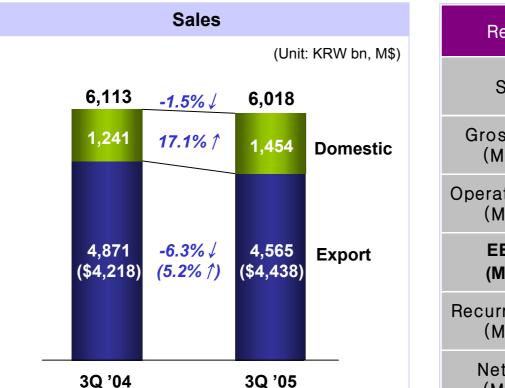
The presentation includes forward-looking statements regarding the Company's outlook for 4<sup>th</sup> Quarter Of 2005 and beyond, including projected sales. These forward-looking statements also refer to the Company's results on a non-consolidated basis. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially from those stated or implied by such statements. The Company assumes no obligation or responsibility to update the information provided in the presentations in correspondence to their respective dates.

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- **Ⅲ.** 4Q 2005 Forecast

# 1.3Q '05 Results

- ◆ Sales decreased 1.5% YoY due to Won appreciation, but QoQ sales increased 7.2% due to growth in handset and display products.
- ◆ Op. profit declined YoY but increased QoQ due to improved profitability in handset and display products.



(Unit: KRW bn)

Results	3Q '05				
nesuits	3Q 03	YoY	QoQ		
Sales	6,018	-1.5%	7.2%		
Gross Profit	1,608	4.6%	15.3%		
(Margin)	26.7%	4.0 /0	15.5%		
Operating Profit	280	-21.2%	94.5%		
(Margin)	4.7%	-21.2/0	94.5%		
EBITDA	465	-11.5%	31.8%		
(Margin)	7.7%	-11.570	31.070		
Recurring Profit	128	-71.0%	-40.6%		
(Margin)	2.1%	-7 1.0 /0	<del>-4</del> 0.0 /0		
Net Profit	157	-48.5%	4.2%		
(Margin)	2.6%	<del>-4</del> 0.5 /0	4.∠ /0		

<sup>\*</sup> EBITDA : Operating Profit + Depreciation & Amortization

### . 3Q '05 Results

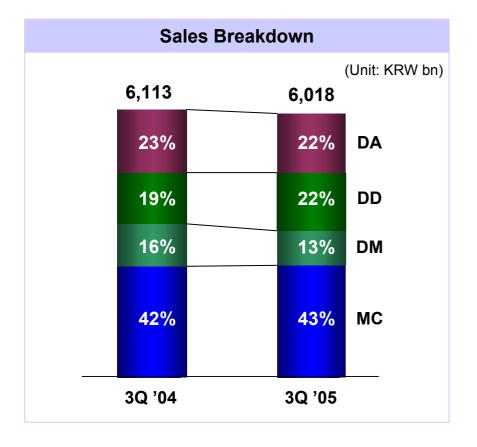
**◆** DA : Profits improved due to strong domestic and North America brand sales.

◆ DD : PDP/LCD TV and PDP module shipment increased due to strong demand.

◆ DM : Revenue decreased due to ASP decline, but new model launch improved margin.

◆ MC : Strong sales in strategic markets led to 31% increase in YoY shipment and profits recovery.

(Unit: KRW bn)

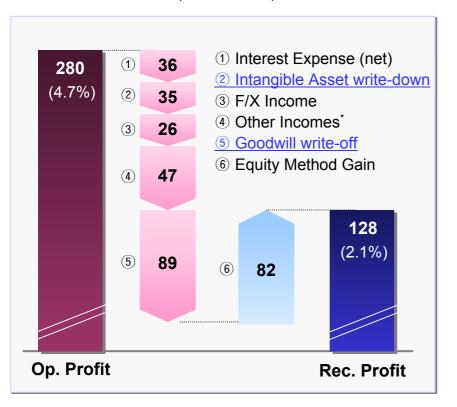


Results by Division		00.105		
		3Q '05	YoY	QoQ
	Sales	1,324	-6.2%	-18.3%
DA	Op. Profit	90	17.7%	-44.2%
	(Margin)	6.8%		
	Sales	1,319	13.0%	14.2%
DD	Op. Profit	28	19.5%	N/A
	(Margin)	2.1%		
	Sales	780	-18.2%	6.5%
DM	Op. Profit	52	33.5%	93.3%
	(Margin)	6.7%		
	Sales	2,545	0.8%	22.3%
MC	Op. Profit	128	-45.5%	1420.2%
	(Margin)	5.0%		
	Sales	2,293	0.3%	25.9%
Handset	Op. Profit	123	-42.8%	N/A
	(Margin)	5.4%		

◆ Non operating expense increased due to intangible asset write-down and goodwill write-off.

#### 3Q 2005

(Unit: KRW bn)



#### **3Q 2005 Equity Method**

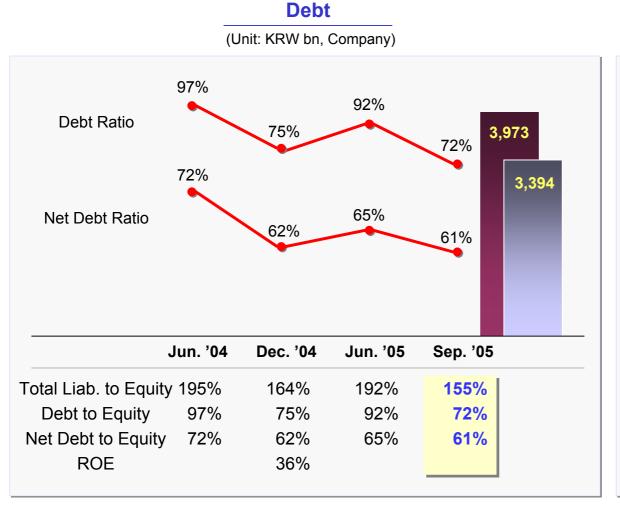
(Unit: KRW bn)

Company	Equity Method Contribution
LG.Philips LCD	86
LG.Philips Displays	-3
Overseas Subsidiaries and Others	-1
Total	82

<sup>\*</sup> Other Incomes (Net) = AR Discount Fee 34+ Others 13

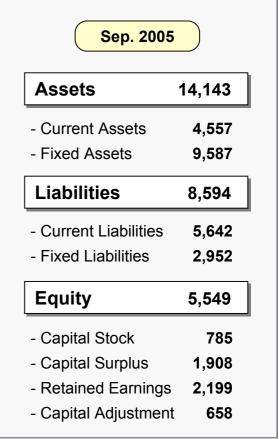
# 1.3Q '05 Results

- Proceeds from LPL share disposal used to reduce debt.
- **♦** Rollover of short-term debt with long-term overseas bonds.



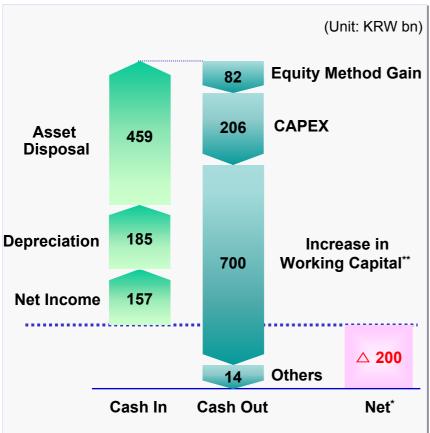
#### **Blance Sheet**

(Unit: KRW bn, Company)



Working capital increased due to reduction in trade financing; this helped to reduce overall consolidated debt.





# Cash Flows (3Q '05)

1,320 (454) 157
` '
157
101
185
(82)
(700)
(14)
254
(206)
459
(541)
(541)
(741)
579

<sup>\*</sup> Excluding Cash Flows from Financing Activities

<sup>\*\*</sup> Including the increase from trade financing of U\$500M

# . 3Q '05 Results

- ◆ Consolidated revenue increased 12.4% YoY to KRW 11,362 bn, but op. profits decreased 16% YoY.
- ◆ Consolidated financial structure improved as trade finance related short-term debt fell.

#### Consolidated & Global F/S

(Unit: KRW bn)

		3Q '05	3Q '04	YoY
Consolidat	Revenue	11,362	10,105	12.4%
ed	Op. Profit	543	648	-16.1%
F/S	Rec. Profit	254	636	-60.1%
	Revenue	8,775	8,425	4.2%
Global <sup>*</sup> F/S	Op. Profit	281	341	-17.5%
	Rec. Profit	28	310	-91.1%

<sup>\*</sup> Global F/S: Based on LGE parent and LGE overseas subsidiaries only

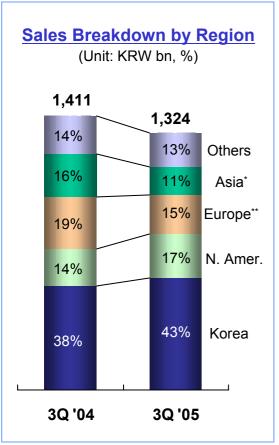
#### **Consolidated Balance Sheet**

(Unit: KRW bn / Sep. '05)

	2Q '05	3Q '05
Assets	32,183	33,825
- Current Assets	15,592	16,321
- Fixed Assets	16,591	17,504
Liabilities	23,704	23,316
- Current Liab.	16,128	16,525
- Fixed Liab.	7,576	6,791
Equity	8,480	10,508

	2Q '05	3Q '05
Total Liab. To Equity	280%	222%
Debt to Equity	163%	125%
Net Debt to Equity	122%	92%

# Digital Appliance



#### **3Q 2005 Performance**

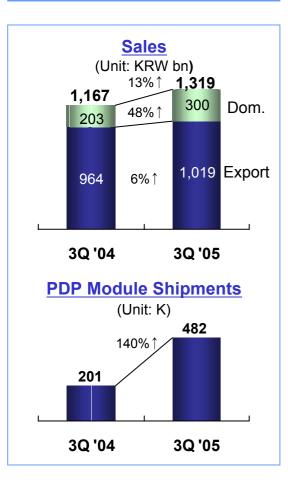
- ❖ Sales: Declined 6% YoY to KRW 1.32tn
- Domestic : Sales up 8% YoY
- Strong sales of air conditioner (CAC) and refrigerator (DIOS) pushed up YoY growth.
- Overseas : Exports down 15% YoY
- Won appreciation and transfer of low-end product manufacturing overseas were the prime cause of the sales decline.
- Sales of premium products such as TROMM, commercial A/C, and DIOS refrigerator grew in developed market.

- Concentrate on domestic and major developed markets with premium products.
  - Focus on premium brand products, such as commercial A/C,
     DIOS refrigerator, and TROMM to reinforce sales and profitability.
  - North American brand business to expand with strong sales at Home Depot

<sup>\*</sup> Including Middle East

<sup>\*\*</sup> Including CIS

# Digital Display

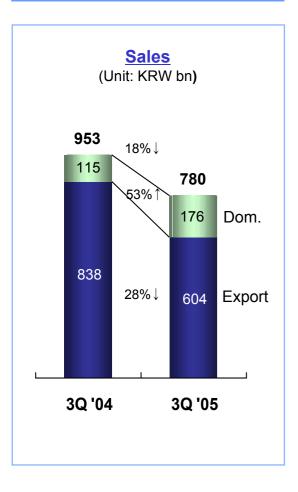


#### **3Q 2005 Result**

- ❖ Sales: Increased 13% YoY to KRW 1.32tn
  - Domestic sales up 48% due to strong demand in PDP/LCD TV
  - Exports up 19% in USD terms (up 6% in KRW terms)
- DTV: 40% YoY growth mainly on PDP and LCD TV
  - PDP TV : Sales up 54% YoY.- LCD TV : Sales up 267% YoY.
- PDP Module : Shipment up 140% YoY.

- ❖ Sales growth to slow due to price decline of display sets and transfer of production site overseas.
- TV : Sales growth expected to slow growth due to exports decrease
- Monitor : Strengthen competitive edge in mid/large-sized LCD monitor to improve profitability
- PDP Module: Continuous sales expansion, Line 4 (A3) ramp-up

# Digital Media

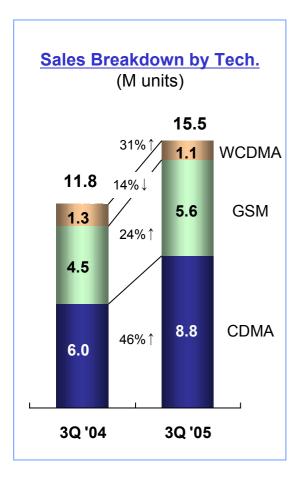


#### **3Q 2005 Result**

- ❖ Sales: Declined 18% YoY to KRW 780 bn.
  - Domestic : Sales up 53% YoY due to strong notebook PC sales.
  - Overseas : Exports down 28% YoY due to Won appreciation,
    ASP decline, and transfer of production site overseas.
- Optical Storage : Sales down 32% YoY, but QoQ sales sustained.
- AV : Sales down 17% YoY, but QoQ sales up 19%.
- PC: Sales up 8% YoY, 4% QoQ. Overseas sales decreased due to dropping NTPC OEM Business. (down 33% YoY)

- QoQ sales expected to grow with premium product sales expansion.
- Optical Storage : Expand Slim drive and DVD-W sales
- AV : Concentrate on high powered HTS, DVD multi device, and STB during high demand season.
- PC : Increase premium product sales, and launch new products with new functions

# Mobile Communications



#### **3Q 2005 Result**

- ❖ Handset : Shipment increased 31% YoY, 28% QoQ
- CDMA Domestic : Declined 19% YoY but increased QoQ due to new product launch.
  - Overseas : Up 55% YoY by due to sales expansion in North America and Indian markets
- GSM Sales to European operator market and emerging markets increased.
- WCDMA Sales slowed due to strong competition in 3G market...

- Strong domestic and overseas sales by continuously launching new products
- CDMA Domestic : Raise brand image by launching new products
  - Overseas : Sales increase expected with rising brand awareness in North America
- GSM Expand Europe and CIS sales with new product launch.
- WCDMA Boost 3G sales by reinforcing new product line-up.

# LG.Philips LCD

\* Based on consolidated Korean GAAP, Un-audited and un-reviewed.

# LG.Philips Displays

#### 2005 3Q Result & 4Q Outlook

- **❖** Sales: 2,741 bn won\* / Operating Profit : 240 bn won\*
- Sales grew 19% QoQ driven by increased production, seasonal demand and stable module prices.
- OP margin improved from higher volume, higher ASP per square meter and ongoing cost reduction
- P6 3Q average input glass: 90k input sheets/ months
- Strong demand for notebook/ TV panels and successful ramp-up of P6 should help net area shipment increase in 4Q.

#### 2005 3Q Result & 4Q Outlook

- ❖ Sales: US\$ 690mn\* / Operating Profit: US\$ 15mn\*
  - Sales declined 8% QoQ.
  - CDT shipments decreased due to declining markets and channel inventory adjustment.
- Due to further decline in CRT demand, continued restructuring expected in 4Q.

<sup>\*</sup> Excluding restructuring costs

# **III. 2005 Business Direction and Prospects**

◆ Brand Strengthening, Accelerated Cost Innovation, Core Competency Reinforcement in R&D and Design → "Solidified company constitution"





http://www.lge.com

(Unit: KRW bn, US\$ million)

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Sec	tion	<u>_</u>			2,004					2,005		
			1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
		Domestic	387	582	534	478	1,981	494	765	575		1,834
Digital	Sales	Export	1,379	1,141	877	837	4,234	1,175	856	749		2,780
Appliance		M\$	\$1,177	\$982	\$760	\$763	\$3,681	\$1,150	\$849	\$728		\$2,727
		Total	1,766	1,722	1,411	1,316	6,216	1,669	1,621	1,324		4,614
	Operatin	g Profit	210	172	77	-10	448	170	162	90		422
		Domestic	227	219	203	215	864	263	254	300		817
Digital	Sales	Export	1,051	963	964	1,141	4,119	990	901	1,019		2,910
Display		M\$	\$897	\$829	\$835	\$1,043	\$3,604	\$968	\$894	\$991		\$2,853
		Total	1,278	1,183	1,167	1,356	4,983	1,253	1,155	1,319		3,728
	Operatin	g Profit	82	41	23	-57	89	17	-22	28		22
		Domestic	125	115	115	116	472	179	157	176		513
Digital	Sales	Export	917	779	838	797	3,331	667	575	604		1,846
Media			\$782	\$671	\$726	\$726	\$2,905	\$652	\$571	\$587		\$1,809
		Total	1,042	895	953	913	3,803	846	732	780		2,359
	Operatin	g Profit	55	50	39	30	174	23	27	52		102
		Domestic	493	429	345	357	1,624	333	265	363		960
Mobile	Sales	Export	1,371	1,764	2,180	2,544	7,859	1,822	1,816	2,182		5,820
Communications	00.00		\$1,169	\$1,518	\$1,888	\$2,318	\$6,893	\$1,785	\$1,801	\$2,121		\$5,707
		Total	1,864	2,193	2,525	2,901	9,484	2,155	2,081	2,545		6,780
	Operating Profit		66	146	234	191	636	102	8	128		238
	•	Domestic	373	322	258	223	1,177	258	174	237		669
Handset	Sales	Export	1,204	1,599	2,027	2,344	7,174	1,615	1,647	2,056		5,318
110.110.000			\$1,026	\$1,376	\$1,755	\$2,136	\$6,293	\$1,582	\$1,634	\$1,999		\$5,214
		Total	1,577	1,921	2,285	2,568	8,351	1,873	1,822	2,293		5,987
	Operatin		49	123	215	143	530	67	-4	123		186
	o po.am	g ••		.23		. 10						0
_		Domestic	1,276	1,381	1,241	1,187	5,086	1,302	1,466	1,454		4,221
Company	Sales	Export	4,720	4,648	4,871	5,334	19,573	4,657	4,150	4,565		13,371
	Guioc	M\$	\$4,027	\$4,001	\$4,218	\$4,864	\$17,109	\$4,556	\$4,117	\$4,438		\$13,110
		Total	5,996	6,029	6,113	6,521	24,659	5,959	5,615	6,018		17,592
	Gross		1,423	1,508	1,537	1,456	5,923	1,496	1,395	1,608		4,499
	Operatin		407	393	355	95	1,250	280	144	280		704
	Recurrin	_	732	672	442	14	1,250	77	216	128		420
	Net P	_	732 585	494	304	163	1,546	83	151	157		391
	NELF	TOTIL	505	434	304	103	1,346	- 00	101	107		001

#### **♦** Income Statement

(Unit: KRW bn)

	2004							2005											
	1Q		2Q		3Q		4Q		Tota	al	1Q		2Q		3Q		4Q	Tot	al
Sales	5,996	100.0%	6,029	100.0%	6,113	100.0%	6,521	100.0%	24,659	100.0%	5,959	100.0%	5,615	100.0%	6,018	100.0%		17,592	100.0%
COGS	4,574	76.3%	4,521	75.0%	4,576	74.9%	5,065	77.7%	18,736	76.0%	4,463	74.9%	4,220	75.2%	4,410	73.3%		13,093	75.0%
Gross Profit	1,423	23.7%	1,508	25.0%	1,537	25.1%	1,456	22.3%	5,923	24.0%	1,496	25.1%	1,395	24.8%	1,608	26.7%		4,499	25.0%
SG&A	1,016	16.9%	1,115	18.5%	1,182	19.3%	1,361	20.9%	4,674	19.0%	1,216	20.4%	1,251	22.3%	1,328	22.1%		3,796	21.3%
Op. Profit	407	6.8%	393	6.5%	355	5.8%	95	1.5%	1,250	5.1%	280	4.7%	144	2.6%	280	4.7%		704	3.7%
Non OP	326	5.4%	280	4.6%	86	1.4%	-81	-1.2%	610	2.5%	-203	-3.4%	72	1.3%	-152	-2.5%		-283	-1.1%
Rec Profit	732	12.2%	672	11.2%	442	7.2%	14	0.2%	1,860	7.5%	77	1.3%	216	3.8%	128	2.1%		420	2.5%
Tax	148	2.5%	179	3.0%	137	2.2%	-150	-2.3%	314	1.3%	-7	-0.1%	65	1.2%	-29	-0.5%		30	0.5%
Net Profit	585	9.8%	493	8.2%	304	5.0%	163	2.5%	1,546	6.3%	83	1.4%	151	2.7%	157	2.6%		391	2.0%

#### 

		2004 2005						
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Assets	12,053	13,061	13,581	13,234	13,563	14,299	14,143	
Current Asset	4,062	4,718	4,530	4,111	4,666	4,880	4,557	
Quick Asset	2,530	3,088	2,858	2,436	3,129	3,399	3,063	
Inventories	1,532	1,630	1,672	1,675	1,537	1,481	1,493	
Fixed Asset	7,991	8,343	9,051	9,124	8,896	9,419	9,587	
Investment	4,005	4,165	4,857	4,859	4,590	4,839	5,070	
Tangible	3,195	3,425	3,490	3,630	3,704	4,010	4,069	
Intangible	791	752	704	636	602	570	447	
Liabilities	8,192	8,635	8,651	8,218	8,841	9,397	8,594	
Current Liabilities	5,294	5,103	5,060	4,959	5,558	5,707	5,642	
Fixed Liabilities	2,898	3,531	3,592	3,259	3,283	3,690	2,952	
Capital	3,861	4,426	4,930	5,016	4,721	4,902	5,549	
Capital Stock	784	784	784	784	785	785	785	
Capital Surplus	1,892	1,908	1,908	1,908	1,907	1,908	1,908	
Retained Earnings	1,149	1,648	1,896	2,064	1,915	2,066	2,199	
Capital Adjustment	36	87	342	261	114	143	658	