

October 18, 2005
( LG Electronics Inc.

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The presentation includes forward-looking statements regarding the Company's outlook for $4^{\text {th }}$ 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.

## Table of Contents

|. 3Q 2005 Results
II. Performance and Outlook by Sector
III. 4Q 2005 Forecast

- 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) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  | Results | 3Q 05 |  |  |
| (Unit: KRW bn, M\$) |  |  |  |  |  | Yoy | QoQ |
| 6,113 | -1.5\% $\downarrow$ | 6,018 |  | Sales | 6,018 | -1.5\% | 7.2\% |
| 1,241 | 17.1\% $\uparrow$ | 1,454 | Domestic | Gross Profit (Margin) | $\begin{aligned} & 1,608 \\ & 26.7 \% \end{aligned}$ | 4.6\% | 15.3\% |
| $\begin{gathered} 4,871 \\ (\$ 4,218) \end{gathered}$ | $\begin{aligned} & -6.3 \% \downarrow \\ & (5.2 \% ~ \uparrow) \end{aligned}$ | $\begin{gathered} 4,565 \\ (\$ 4,438) \end{gathered}$ | Export | Operating Profit (Margin) | $\begin{gathered} 280 \\ 4.7 \% \end{gathered}$ | -21.2\% | 94.5\% |
|  |  |  |  | EBITDA <br> (Margin) | $\begin{gathered} 465 \\ 7.7 \% \end{gathered}$ | -11.5\% | 31.8\% |
|  |  |  |  | Recurring Profit (Margin) | $\begin{gathered} 128 \\ 2.1 \% \end{gathered}$ | -71.0\% | -40.6\% |
| 3Q '04 |  | 3Q '05 |  | Net Profit (Margin) | $\begin{gathered} 157 \\ 2.6 \% \end{gathered}$ | -48.5\% | 4.2\% |

[^0]- DA : Profits improved due to strong domestic and North America brand sales.
$\checkmark$ 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.
$\checkmark$ MC : Strong sales in strategic markets led to $\mathbf{3 1 \%}$ increase in YoY shipment and profits recovery.
(Unit: KRW bn)

| Sales Breakdown |  |  |
| :---: | :---: | :---: |
|  |  | (Unit: KRW bn) |
| 6,113 | 6,018 |  |
| 23\% | 22\% | DA |
| 19\% | 22\% | DD |
| 16\% | 13\% | DM |
| 42\% | 43\% | MC |
| 3Q '04 | 3Q '05 |  |


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

$\bullet$ Non operating expense increased due to intangible asset write-down and goodwill write-off.

3Q 2005
(Unit: KRW bn)


* Other Incomes (Net) = AR Discount Fee 34+ Others 13


## I. 3Q '05 Results

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

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

Net Cash Flows*
(3Q '05)


[^1](Unit: KRW bn

| Cash at the Beginning of the Quarte | 1,320 |
| :---: | :---: |
| Cash Flows from Operating Activitie: | (454) |
| Net Income Depreciation Equity Method Gain Increase in Working Capital Others | $\begin{array}{r} 157 \\ 185 \\ (82) \\ (700) \\ (14) \end{array}$ |
| Cash Flows from Investing Activities | 254 |
| Increase in Tangible Asset Asset Disposal | $\begin{gathered} (206) \\ 459 \end{gathered}$ |
| Cash Flows from Financing Activities | (541) |
| Decrease in Debt | (541) |
| Net Increase in Cash \& Cash Equiv. | (741) |
| Cash at the End of the Quarter | 579 |

- 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 |
| :---: | :---: | ---: | ---: | ---: |
| Consolida <br> ed <br> F/S | Revenue | 11,362 | 10,105 | $12.4 \%$ |
|  | Op. Profit | 543 | 648 | $-16.1 \%$ |
|  | Rec. Profit | 254 | 636 | $-60.1 \%$ |
| Global <br> F/S | Revenue | 8,775 | 8,425 | $4.2 \%$ |
|  | Op. Profit | 281 | 341 | $-17.5 \%$ |
|  | Rec. Profit | 28 | 310 | $\mathbf{- 9 1 . 1 \%}$ |

* 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 | $\mathbf{3 3 , 8 2 5}$ |
| - Current Assets | 15,592 | $\mathbf{1 6 , 3 2 1}$ |
| - Fixed Assets | 16,591 | $\mathbf{1 7 , 5 0 4}$ |
| Liabilities | 23,704 | $\mathbf{2 3 , 3 1 6}$ |
| - Current Liab. | 16,128 | $\mathbf{1 6 , 5 2 5}$ |
| - Fixed Liab. | 7,576 | $\mathbf{6 , 7 9 1}$ |
| Equity | 8,480 | $\mathbf{1 0 , 5 0 8}$ |


|  | 2Q '05 | 3Q '05 |
| :---: | ---: | ---: |
| Total Liab. To Equity | $280 \%$ | $\mathbf{2 2 2 \%}$ |
| Debt to Equity | $163 \%$ | $\mathbf{1 2 5 \%}$ |
| Net Debt to Equity | $122 \%$ | $\mathbf{9 2 \%}$ |

## II . Performance and Outlook by Sector

## 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.


## 4Q 2005 Outlook

* 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
* Including Middle East
** Including CIS


## II. Performance and Outlook by Sector

## Digital <br> Display



## 3Q 2005 Result

## $\star$ 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.


## 4Q 2005 Outlook

* 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


## II. Performance and Outlook by Sector




## 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)


## 4Q 2005 Outlook

* 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


## II. Performance and Outlook by Sector




## 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..


## 4Q 2005 Outlook

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.


## II . Performance and Outlook by Sector



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


## LG.Philips Displays

[^2]
## 2005 3Q Result \& 4Q Outlook

* Sales: 2,741 bn won* I 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* I 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.


## III. 2005 Business Direction and Prospects

- Brand Strengthening, Accelerated Cost Innovation, Core Competency Reinforcement in R\&D and Design $\rightarrow$ "Solidified company constitution"


## Business Direction

- Capture developed market with Premium Brand products
- Strengthen Cost Competitiveness through Cost Innovation
- Reinforce R\&D Efficiency, Design Power

http://www.Ige.com

| Section |  |  |  |  |  |  |  | (Unit: KRW bn, US\$ million) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2,004 |  |  |  |  | 2,005 |  |  |  |  |
|  |  |  | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
| Digital Appliance | Sales | Domestic | 387 | 582 | 534 | 478 | 1,981 | 494 | 765 | 575 |  | 1,834 |
|  |  | Export | 1,379 | 1,141 | 877 | 837 | 4,234 | 1,175 | 856 | 749 |  | 2,780 |
|  |  | 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 |
|  | Operating Profit |  | 210 | 172 | 77 | -10 | 448 | 170 | 162 | 90 |  | 422 |
| Digital Display | Sales | Domestic | 227 | 219 | 203 | 215 | 864 | 263 | 254 | 300 |  | 817 |
|  |  | Export | 1,051 | 963 | 964 | 1,141 | 4,119 | 990 | 901 | 1,019 |  | 2,910 |
|  |  | 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 |
|  | Operating Profit |  | 82 | 41 | 23 | -57 | 89 | 17 | -22 | 28 |  | 22 |
| Digital <br> Media | Sales | Domestic Export | 125 | 115 | 115 | 116 | 472 | 179 | 157 | 176 |  | 513 |
|  |  |  | 917 | 779 | 838 | 797 | 3,331 | 667 | 575 | 604 |  | 1,846 |
|  |  |  | \$782 | \$671 | \$726 | \$726 | \$2,905 | \$652 | \$571 | \$587 |  | \$1,809 |
|  |  | Total | 1,042 | 895 | 953 | 913 | 3,803 | 846 | 732 | 780 |  | 2,359 |
|  | Operating Profit |  | 55 | 50 | 39 | 30 | 174 | 23 | 27 | 52 |  | 102 |
| Mobile Communications | Sales | Domestiq Export | 493 | 429 | 345 | 357 | 1,624 | 333 | 265 | 363 |  | 960 |
|  |  |  | 1,371 | 1,764 | 2,180 | 2,544 | 7,859 | 1,822 | 1,816 | 2,182 |  | 5,820 |
|  |  |  | \$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 |
| Handset | Sales | Domestic Export | 373 | 322 | 258 | 223 | 1,177 | 258 | 174 | 237 |  | 669 |
|  |  |  | 1,204 | 1,599 | 2,027 | 2,344 | 7,174 | 1,615 | 1,647 | 2,056 |  | 5,318 |
|  |  |  | \$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 |
|  | Operating Profit |  | 49 | 123 | 215 | 143 | 530 | 67 | -4 | 123 |  | 186 |
|  |  |  |  |  |  |  |  |  |  |  |  | 0 |
| Company | Sales | $\begin{aligned} & \text { Domestid } \\ & \begin{array}{\|c} \text { Export } \\ \text { M\$ } \end{array} \\ & \hline \end{aligned}$ | 1,276 | 1,381 | 1,241 | 1,187 | 5,086 | 1,302 | 1,466 | 1,454 |  | 4,221 |
|  |  |  | 4,720 | 4,648 | 4,871 | 5,334 | 19,573 | 4,657 | 4,150 | 4,565 |  | 13,371 |
|  |  |  | \$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 Profit Operating Profit Recurring Profit Net Profit |  | 1,423 | 1,508 | 1,537 | 1,456 | 5,923 | 1,496 | 1,395 | 1,608 |  | 4,499 |
|  |  |  | 407 | 393 | 355 | 95 | 1,250 | 280 | 144 | 280 |  | 704 |
|  |  |  | 732 | 672 | 442 | 14 | 1,860 | 77 | 216 | 128 |  | 420 |
|  |  |  | 585 | 494 | 304 | 163 | 1,546 | 83 | 151 | 157 |  | 391 |

## Income Statement

(Unit: KRW bn)

|  | 2004 |  |  |  |  |  |  |  |  |  | 2005 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | 2Q |  | 3Q |  | 4Q |  | Total |  | 1Q |  | 2Q |  | 3Q |  | 4Q | Total |  |
| 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\% |

Balance Sheet

|  | 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 |  |


[^0]:    * EBITDA : Operating Profit + Depreciation \& Amortization

[^1]:    * Excluding Cash Flows from Financing Activities
    ** Including the increase from trade financing of U\$500M

[^2]:    * Excluding restructuring costs

