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- 2Q 2004 sales reached a record high of 6.0 tn, up $25.2 \%$ YoY, $0.5 \%$ QoQ.
- Exports up 31.0\% YoY, down 1.5\% QoQ.
- Domestic up 8.7\% YoY, 8.2\% QoQ.


* Like for like Comparison
- Appliance up $7.8 \%$ YoY, Display\&Media up $9.9 \%$ YoY, Telecom E\&H up $73.1 \%$ YoY.
- Appliance : Despite slow domestic economy, sales boost from strong growth in A/C and washing machines.
- Display \& Media : maintained dominance in optical storage and continued strong growth of PDP and DTV.
- Handset : Sales up $86.7 \%$ YoY thanks to steady CDMA growth and robust expansion of GSM.
(W bn)

|  | Sales | Portion | Growth |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY * | Q0Q |
| Appliance | 1,722 | 28.6\% | 7.8\% | -2.5\% |
| Display \& Media | 2,140 | 35.5\% | 9.9\% | -10.7\% |
| Telecom E\&H | 2,130 | 35.3\% | 73.1\% | 19.1\% |
| Handset | 1,922 | 31.9\% | 86.7\% | 21.9\% |

[^0]- Operating profit up $50.7 \%$ YoY reaching W395bn with margin of $6.6 \%$.
- Recurring profit rose $\mathbf{7 9 . 8 \%}$ YoY to W674bn thanks to equity method gains.
(W bn)

|  | 2004 |  |  |  | 2003 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | margin | 1Q | margin | 2Q | margin |
| Gross Profit | 1,508 | 25.0\% | 1,423 | 23.7\% | 1,170 | 24.3\% |
| Op. Profit | 395 | 6.6\% | 407 | 6.8\% | 262 | 5.4\% |
| Rec. Profit | 674 | 11.2\% | 732 | 12.2\% | 375 | 7.8\% |
| Net Profit | 494 | 8.2\% | 585 | 9.8\% | 267 | 5.5\% |

- Equity method gains amount to W316bn on the back of strong performance from LG.Philips LCD.

2Q 2004 non-operating items
(W bn)

Equity Method Gain
(W bn)

* Includes equity method loss of Won 38 bn by LGEUS which offset the gains from transfer of security to LGEUS recognized by HQ. Actual equity method gains from foreign affiliates is Won 12 bn.
- Strong sales of premium products led margin improvement YoY in all three divisions.
- Appliance: Commercial air-conditioner, side-by-side refrigerator.
- Display \& Media : LCD Monitor, DVD-W.
- Telecom: Initial shipment of WCDMA handsets.

[^1]
## I . 2Q 2004 Results

## Financial Structure

- Stronger financial structure as shown by improving ratios.
- Annualized ROE reached $54 \%$ thanks to equity method gains.
$\frac{\text { Debt }}{(\text { Won } \mathrm{tn})}$


Balance Sheet
(Won tn)


## Consolidated

- Sales grew 38.2\% YoY to 11.4tn on a consolidated basis.
$\checkmark$ Operating profit surged $160.0 \%$ YoY to 1.27 tn, recurring profit rose $82.5 \%$ YoY to 1.05 tn.



## II. Performance and Outlook by Sector

## 2Q Performance

## Applance



* 2Q Sales: grew $8 \%$ YoY to Won 1,722 bn.
- While domestic sales similar to $1 Q$, strong sales of premium products in overseas led overall growth.
- Domestic Market : Down 0.4\% YoY.
- Sales of TROMM, Commercial A/C grew despite slow economy.
- Export Market : Up $13 \%$ YoY.
- Growth driver : DRUM, DIOS, OTR, Commercial A/C.
* Strong exports should continue.
- Expected to grow in North America and Europe with high-end products.
* Sales expected to decline QoQ due to seasonality.
- Expected to grow YoY.


## II. Performance and Outlook by Sector

## Display Media

## Sales <br> (Won bn)



## 2Q Performance

* 2Q Sales: grew 10\% YoY to Won 2,140 bn.
- Strong sales of DTV and export led sales growth YoY.
- Sales down QoQ due to slow domestic and global economy.
- Digital TV : Sales up $42 \%$ YoY with growth of PDP / LCD TV.
- PDP Module : Sales up more than $200 \%$ YoY.
- Optical Storage : DVD writer sales grew and maintained global M/S No.l.
- Monitor : LCD portion reached more than 80\%, up $20 \%$ YoY.


## 3Q Outlook

* Expected to grow with domestic DTV sales and strong export.
- Digital TV: Domestic sales should rise driven by recent conclusion of DTV broadcasting standard in Korea.
- PDP : Increased shipment from full ramp up of Line 3.
- Monitor : Continued growth of LCD monitor expected.

[^2]
## II. Performance and Outlook by Sector

## Telecom E\&H

## Sales

(Won bn)


## 2Q Performance

## * Handset: grew 87\% YoY to Won 1,922 bn.

- $89 \%$ YoY unit growth to 9.94 mn .
- CDMA
- Domestic : Unit sales decrease $23 \%$ QoQ due to slower MNP demand, but grew $34 \%$ YoY.
- Overseas: Unit growth $49 \%$ YoY as brand awareness continue to rise.
- GSM
- Unit growth $262 \%$ YoY with sales expansion in North America and introduction of WCDMA handsets.
* Telecom Equipment: strong export in WLL and system terminals.


## 3Q Outlook

Handset: expect 11 mn unit in 3Q, up $45 \%$ YoY.

- CDMA
- Domestic: Shipments should be similar to 2Q.
- Overseas: Strong growth in U.S. market expected while India slows.
- GSM
- Fast growth to continue with new model introduction in 2 H .


## II. Performance and Outlook by Sector

## LG.Philips LCD

\author{

* Sales: 2.3 tn won* / Op. Profit : 771 bn won*
}
- Sales up $7 \%$ QoQ, Operating profit up more than $10 \%$ QoQ.
- Profitability improved thanks to higher unit shipment and successful cost management $\rightarrow$ Achieved $33 \%$ operating margin.
* Successful initial public offering on the NYSE and KSE
- IPO Shares : 37,344 K shares, LGE ownership: 44.3\%.
(in case Green Shoe Option is exercised)
- IPO price : 34,500 won/share, US\$15/ADR.
- The proceeds from the transaction will be used to fund capital expenditures.
* Based on consolidated Korean GAAP and the preliminary and un-reviewed results.


## Sales : US\$ 1 bn / Operating Profit: US\$67 mn *

## LG.Philips Displays

- Sales up $0.5 \%$ QoQ, Operating profit up 14\% QoQ.
- Price increase of CDT and strong sales of CPT in some regions.
- Both CDT and CPT shipment higher YoY.
* Refinancing package concluded.
- US $\$ 250$ mn of cash injection and a payment guarantee of US $\$ 50 \mathrm{mn}$ was provided by each parent company.

[^3]- Despite prolonged sluggish domestic economy, sales expected to rise more than $\mathbf{2 0 \%}$ YoY on the back of strong export.


## Slow Domestic Economy Continues

- KDI revised '04 Korea's growth rate $5.5 \% \rightarrow 5.2 \%$ (consumer spending growth rate $3.3 \% \rightarrow 0.7 \%$, investment growth rate $8.5 \% \rightarrow 6.1 \%$ )


## Strong Export of Key Products Continues

- Handset, PDP, DTV, LCD Monitor

Grow more than $20 \%$
('03 2H Won 10.3tn)

## Innovation and Improvement Continues

- Building long-term growth fundamentals
(Improving financial structure, increase R\&D staffs, enterprise-wide TDR activities)


## Sales and profits - Like for Like Comparison

(in W Billion)



## BS/PL by Quarter

$\diamond$ Income Statement

|  | 2003 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | 2Q |  | 3Q |  | 4Q |  | Total |  |
| Sales | 5,171 | 100\% | 4,673 | 100\% | 4,916 | 100\% | 5,417 | 100\% | 20,177 | 100\% |
| COGS | 3,908 | 75.6\% | 3,503 | 75.0\% | 3,796 | 77.2\% | 4,145 | 76.5\% | 15,351 | 76.1\% |
| Gross Profit | 1,263 | 24.4\% | 1,170 | 25.0\% | 1,121 | 22.8\% | 1,273 | 23.5\% | 4,826 | 23.9\% |
| SG\&A | 846 | 16.4\% | 908 | 19.4\% | 935 | 19.0\% | 1,075 | 19.8\% | 3,764 | 18.7\% |
| Operating Profit | 417 | 8.1\% | 262 | 5.6\% | 185 | 3.8\% | 198 | 3.6\% | 1,062 | 5.3\% |
| Non OP | -219 | -4.2\% | 113 | 2.4\% | 137 | 2.8\% | -255 | -4.7\% | -225 | -1.1\% |
| Recurring Profit | 198 | 3.8\% | 375 | 8.0\% | 322 | 6.5\% | -58 | -1.1\% | 837 | 4.1\% |
| Tax | 9 | 0.2\% | 107 | 2.3\% | 98 | 2.0\% | -40 | -0.7\% | 174 | 0.9\% |
| Net Profit | 189 | 3.7\% | 267 | 5.7\% | 224 | 4.6\% | -17 | -0.3\% | 663 | 3.3\% |

(in W Billion)

| 2004 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q |  | 2Q |  | Total |  |
| 5,996 | 100\% | 6,029 | 100\% | 12,025 | 100\% |
| 4,574 | 76.3\% | 4,521 | 75.0\% | 9,095 | 75.6\% |
| 1,423 | 23.7\% | 1,508 | 25.0\% | 2,931 | 24.4\% |
| 1,016 | 16.9\% | 1,113 | 18.5\% | 2,129 | 17.7\% |
| 407 | 6.8\% | 395 | 6.6\% | 802 | 6.7\% |
| 326 | 5.4\% | 278 | 4.6\% | 604 | 5.0\% |
| 732 | 12.2\% | 674 | 11.2\% | 1,406 | 11.7\% |
| 148 | 2.5\% | 179 | 3.0\% | 327 | 2.7\% |
| 585 | 9.8\% | 494 | 8.2\% | 1,079 | 9.0\% |

## Balance Sheet

|  | 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q |
| Asset | 11,091 | 10,459 | 11,036 | 11,277 |
| Current Asset | 3,885 | 3,039 | 3,488 | 3,773 |
| Fixed Asset | 7,206 | 7,420 | 7,548 | 7,505 |
| Inv estment | 3,386 | 3,544 | 3,654 | 3,546 |
| PP\&E | 2,898 | 2,959 | 3,026 | 3,123 |
| Intangible | 921 | 917 | 868 | 836 |
| Liablilities | 8,026 | 7,098 | 7,485 | 7,773 |
| Current Liabiities | 5,675 | 4,652 | 4,697 | 5,091 |
| Fixed Liabilities | 2,350 | 2,446 | 2,789 | 2,682 |
| Capital | 3,065 | 3,361 | 3,551 | 3,505 |
| Capital | 784 | 784 | 784 | 784 |
| Capital Surplus | 1,876 | 1,876 | 1,892 | 1,892 |
| Retained Earning | 303 | 570 | 794 | 766 |
| Capital Adjustment | 102 | 130 | 80 | 63 |


| 2004 |  |  |  |
| :---: | :---: | :---: | :---: |
| 1Q | 2Q | 3Q | 4Q |
| 12,053 | 13,058 |  |  |
| 4,062 | 4,718 |  |  |
| 7,991 | 8,340 |  |  |
| 401 | 4,162 |  |  |
| 3,195 | 3,425 |  |  |
| 791 | 752 |  |  |
| 8,192 | 8,633 |  |  |
| 5,294 | 5,102 |  |  |
| 2,898 | 3,531 |  |  |
| 3,861 | 4,425 |  |  |
| 784 | 784 |  |  |
| 1,892 | 1,908 |  |  |
| 1,149 | 1,647 |  |  |
| 36 | 87 |  |  |


http://www.Ige.com


[^0]:    * Like for like comparison
    † Adjusted for PC buy and sell

[^1]:    * Like-on-like comparison

[^2]:    * Like for like comparison

[^3]:    * Excluding restructuring costs

