# Welcome to LG Electronics

The Lools Prone

January 25, 2005



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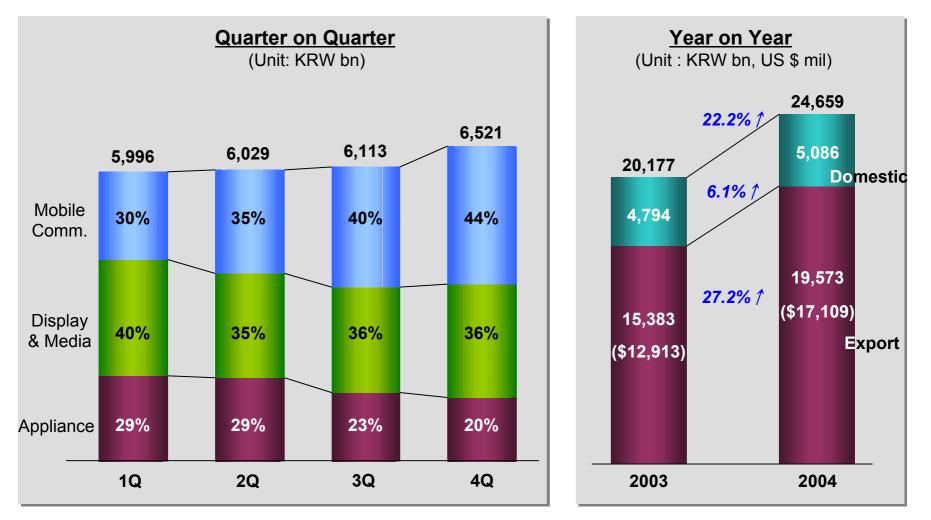
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**Sales** 

◆ Despite the Won appreciation, 4Q sales grew 6.7% QoQ and 20.4% YoY to 6.5tn, due to strong exports of handset and increase in DTV and PDP module shipments.

Annual sales amounted to 24.7tn, up 22.2% YoY, driven mainly by handset growth.

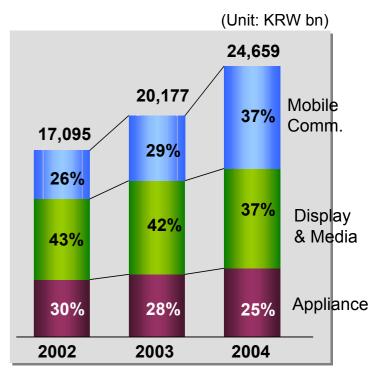


## **Sales by Division**

#### ♦ In '04 4Q,

- Handset: Sales up 54.7% YoY due to strong export of GSM handsets.
- Display& Media: Sales down 0.5% YoY due to reduction in PC OEM business
- Appliance: Sales up 9.4% YoY, owing to increase in high-end LG branded sales.
- ♦ In 2004,
  - Handset: Sales up 61.1% YoY. Unit shipment up 61.9% YoY with total annual sales of 44 mil units.
  - Display&Media: Sales grew 6.9% YoY. High sales growth of display products, such as, DTV and PDP maintained.
  - Appliance: Sales increased 10% YoY, due to substantial sales growth of LG branded products in US and other developed countries.

(Unit: KRW bn)											
		Growth	n Rate		Growth Rate						
	4Q	YoY	QoQ	2004	ΥοΥ						
Appliance	1,316	9.4%	-6.8%	6,216	10.0%						
Display& Media	2,323	-0.5%	6.6%	9,037	6.9%						
Mobile Comm.	2,846	53.7%	15.4%	9,233	56.6%						
Handset	2,568	54.7%	12.4%	8,351	61.1%						

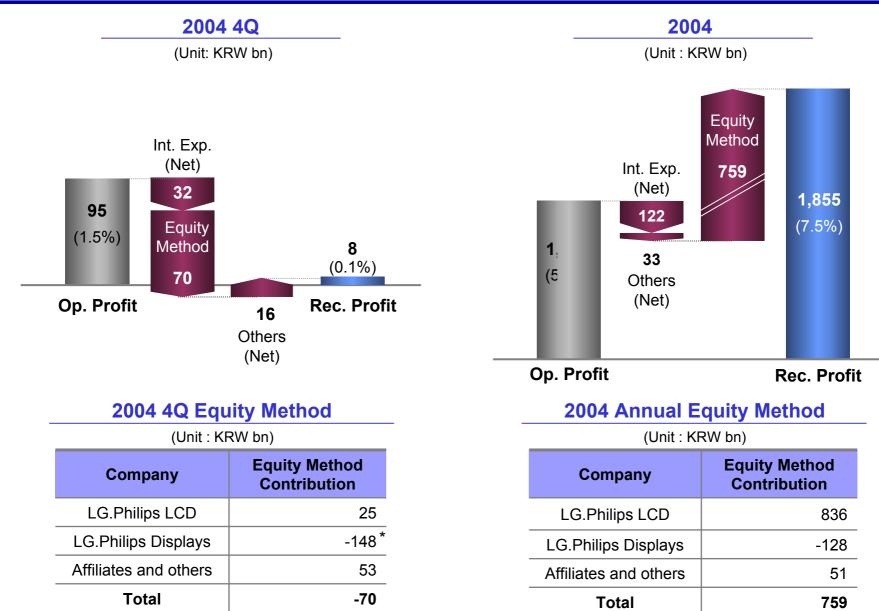


\* DDM sales grew up 10% YoY when PC portion is excluded.

- 4Q operating profit decreased QoQ, due mainly to rapid Won appreciation, slow domestic economy, and rising raw material prices.
- Annual operating profit rose 17.7% YoY, on back of improving handset profitability. Recurring and net profit grew 121.6% YoY and 130.3% YoY respectively, due to an increase in equity method gains.

			2004			20	03
	1Q	2Q	3Q	4Q	Annual	4Q	Annual
Gross Profit	<b>1,423</b>	<b>1,508</b>	<b>1,537</b>	<b>1,456</b>	<b>5,924</b>	<b>1,273</b>	<b>4,826</b>
(%)	23.7%	25.0%	25.1%	22.3%	24.0%	23.5%	23.9%
Op. Profit	<b>407</b>	<b>393</b>	<b>355</b>	<b>95</b>	<b>1,250</b>	<b>198</b>	<b>1,062</b>
(%)	6.8%	6.5%	5.8%	1.5%	5.1%	3.6%	5.3%
Rec. Profit	<b>732</b>	<b>672</b>	<b>442</b>	<b>8</b>	<b>1,855</b>	<b>-58</b>	<b>837</b>
(%)	12.2%	11.2%	7.2%	0.1%	7.5%	-1.1%	4.1%
Net Profit	<b>585</b>	<b>494</b>	<b>304</b>	<b>144</b>	<b>1,526</b>	<b>-17</b>	<b>663</b>
(%)	9.8%	8.2%	5.0%	2.2%	6.2%	-0.3%	3.3%

## **Non-operating items**



\* Excluding asset impairment equity method is KRW -36bn.

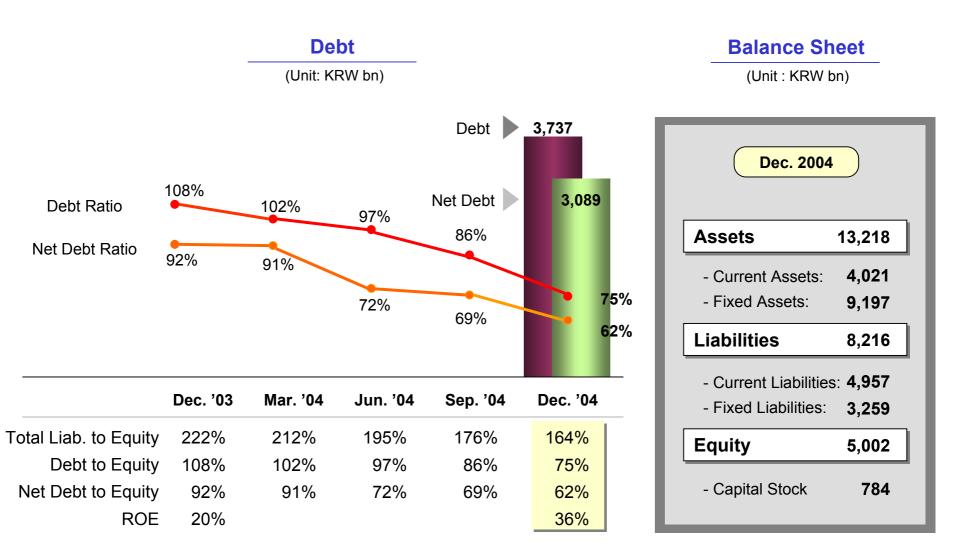
**Profit by Division** 

#### ◆ 4Q profit decreased YoY, due to the deterioration of operational environment.

- Appliance : Profit down due to rapid Won appreciation and rising raw material prices.
- Display&Media : Profit of PDP and DTV declined, due to sharp fall in ASP.
- Handset : QoQ Profit decreased slightly, due to Won appreciation, and slow domestic demand.
- Annual operating profit of Appliance, Display & Media, and Handset division is 7.2%, 3.2%, and 6.3% respectively.

					2003			
		1Q	2Q	3Q	4Q	Annual	4Q	Annual
	Appliance	<b>210</b>	<b>172</b>	<b>77</b>	<b>-10</b>	<b>448</b>	<b>67</b>	<b>497</b>
	(%)	11.9%	10.0%	5.4%	-0.8%	7.2%	5.6%	8.8%
Dis	splay& Media	<b>147</b>	<b>100</b>	<b>66</b>	<b>-23</b>	<b>289</b>	<b>82</b>	<b>382</b>
	(%)	6.1%	4.7%	3.0%	-1.0%	3.2%	3.5%	4.5%
M	obile Comm.	<b>56</b>	<b>138</b>	<b>230</b>	<b>186</b>	<b>610</b>	<b>102</b>	<b>301</b>
	(%)	3.2%	6.5%	9.3%	6.6%	6.6%	5.5%	5.1%
	Handset	<b>49</b>	<b>123</b>	<b>215</b>	<b>143</b>	<b>530</b>	<b>84</b>	<b>249</b>
	(%)	3.1%	6.4%	9.4%	5.6%	6.3%	5.1%	4.8%

◆ Total liability to equity ratio declined to 164%, and net debt to equity ratio declined to 62%.



Consolidated

◆ Sales grew 22.3% YoY to 43.55tn on a consolidated basis.

• Operating profit rose 36.7% YoY to 3.3tn, and recurring profit up 104.9% YoY to 3tn.

(Unit: KRW bn)									
Section	2004	2003	YoY						
Sales	43,548	35,595	22.3%						
Op. Profit	3,318	2,427	36.7%						
Rec. Profit	2,998	1,463	104.9%						

**Consolidated F/S** 

#### Global F/S

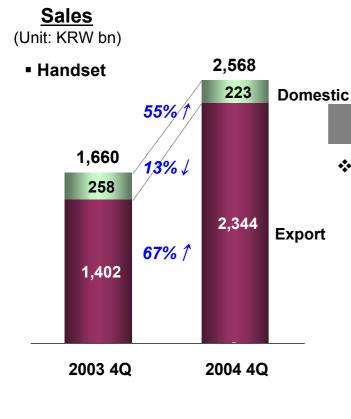
Section	2004	2003	YoY
Sales	35,288	29,598	19.2%
Op. Margin	1,571	1,391	12.9%
Rec. Profit	1,404	1,076	30.6%

\* Global F/S : Based on LGE parent and LGE overseas affiliates only

#### **Consolidated Balance Sheet**

	Assets		2	9,837			
	- Current Ass	sets	1	4,995			
	- Fixed Asset	ts	1	4,842			
	Liabilities		2	1,260			
	- Current Lial	- Current Liabilities					
	- Fixed Liabil	ities		6,006			
	Equity			8,577			
	Equity - Capital Stor	ck	;	8,577 784			
		ck 2003		<u> </u>			
To		2003		784	<mark>6</mark>		
То	- Capital Stor	2003		<b>784</b> 2004			

Mobile Communications



#### 2004 4Q Performance

#### ✤ Handset : Grew 55% YoY to KRW 2.6tn.

- Unit shipment amounted to 13.9milion.
- CDMA
- Domestic : Unit sales fell 16% QoQ, 26% YoY, due to the slow economy.
- Overseas : Unit sales rose 31% QoQ, 23% YoY led by growth in US.
- **GSM** Unit sales increased 90% YoY with strong sales in US.
- WCDMA Unit sales reached 1.7mn units up 36% QoQ

#### 2005 Outlook

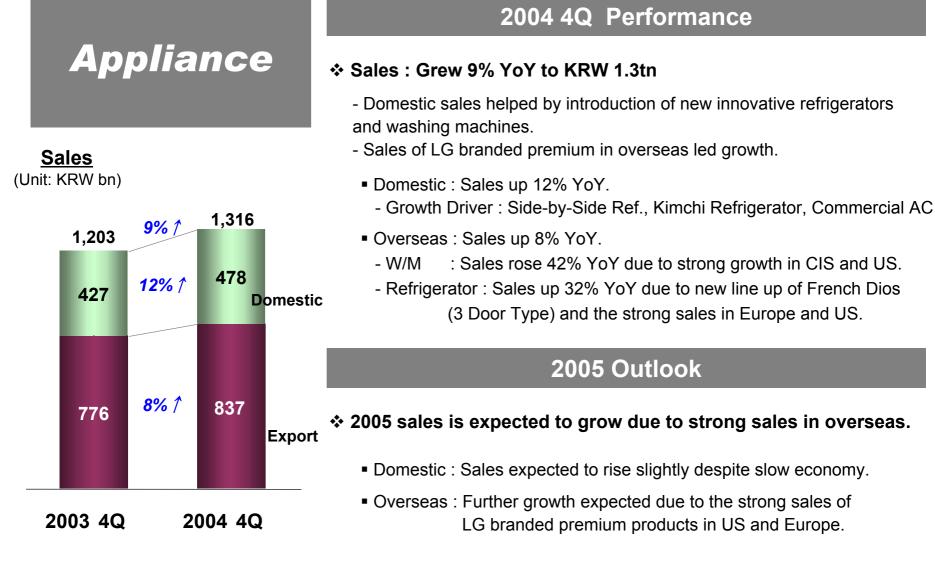
#### ✤ Handset : Unit sales is expected to grow 40% YoY to 62mil.

- CDMA
- Domestic : Sales expected to be similar to 2004 with introduction of new innovative products, such as, DMB Phone.
- Overseas : Market leadership in US expected to be maintained with additional business from new operators.

#### GSM & WCDMA

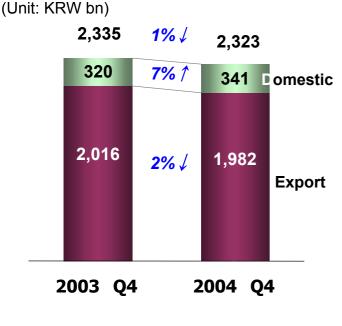
- Sales growth expected with expanding relations with US and European operators.

- Fortify market leadership in WCDMA by expanding product line-up and fortifying relations with existing and new operators.





#### <u>Sales</u>



#### 2004 4Q Performance

- Sales : Declined 1% YoY to KRW 2.3tn.
  - Sales declined slightly YoY, due to the decrease of PC OEM business.
  - Strong sales of DTV, Premium IT products.
  - DTV : Sales up 55% YoY, due to strong sales of PDP/LCD TV.
  - PDP Module : Sales up 68% YoY.
  - DVD-W : Sales increased 38% YoY.

#### 2005 Outlook

#### \* Further price erosion for DTV related products expected.

- DTV : PDP/LCD TV expected to account for larger portion of sales.
- Monitor: Improve competitiveness via LCD led sales growth
- •Optical Storage : Focus on new higher value-added products

 1Q Outlook : While overall sales expected to be similar to '04 3Q due to Won appreciation, sales of DTV and LG branded notebook PC expected to rise.

<sup>\*</sup> Like for like comparison.

## LG.Philips LCD

#### 2004 4Q Performance and 2005 Outlook

#### \* <u>4Q Sales : KRW 1,933 bn\*</u> / <u>4Q Operating Profit: KRW 2 bn\*</u>

- Sales down 9% YoY, Operating Profit down 100% YoY
- P6 4Q average glass input: 35k units/ month

#### \* '04 Sales : KRW 8,328 bn\* / '04 Operating Profit : KRW 1,728 bn\*

- Successful ramp up at P6 ensures leadership in 30" class LCD TV

\* Based on consolidated Korean GAAP, Un-audited

### LG.Philips Displays

#### 2004 4Q Performance and 2005 Outlook

#### 4Q Sales : US\$991mn / 4Q Operating Profit : US\$61mn \*

- CRT shipment decreased 2% YoY
- Restructuring costs and asset impairment charges were reflected in 4Q : US\$271 mn (asset impairment US\$205 mn)

#### \* '04 Sales: US\$4,047mn / '04 Operating Profit : US\$284 mn\*

\* Excluding restructuring costs

✤ '05 Outlook

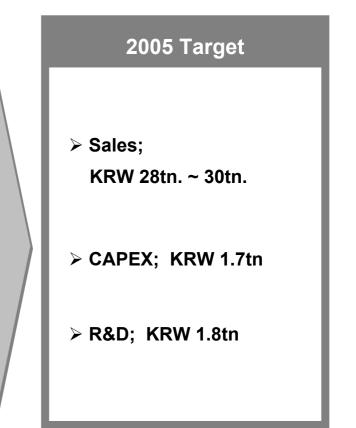
CRT demand forecasted to decrease 11% YoY due to growing demand for LCD monitor and Flat Panel TVs

LPL / LPD

- External factors such as Won appreciation, slow domestic economy, high raw material prices are expected to remain in 2005.
  - '05 Exchange Rate (E): KRW 970~980/US \$, '05 Korean Economic Growth Rate (E): 3%
- LGE's main focus for 2005 is 1) management innovation to meet difficult and changing environment,
  2) to improve financial structure, 3) to improve global competitiveness thru continued investment in core technologies.

#### Maximizing Business Performance

- DA Increasing the portion of LG branded premium products.
  Sales growth over 20% in Europe and US expected.
- DD Increase marketing activities to expand DTV market.
  Insuring cost competitiveness through active cost innovation.
- DM Securing market leadership through product differentiation.
- MC Establish base to become Global Top 3 player.
  - Improving profitability by improving "time to market", R&D efficiency, and cost reduction measures.



## Sales and Profits by Division - Like for Like Comparison

#### **Appendix**

	Section				2003					2004		
	Section		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	total
Appliance		Domestic	479	584	456	427	1,946	387	582	534	478	1,981
Appliance	Sales	Export	1,169	1,013	745	776	3,703	1,379	1,141	877	837	4,234
		Total	1,648	1,597	1,201	1,203	5,649	1,766	1,722	1,411	1,316	6,216
	Operati	ing Porfit	223	157	49	67	497	210	172	77	-10	448
		Domestic	368	309	298	320	1,294	368	342	330	341	1,381
Display & Media	Sales	Export	1,681	1,639	1,824	2,016	7,160	2,028	1,798	1,849	1,982	7,656
		Total	2,049	1,947	2,122	2,335	8,454	2,396	2,140	2,179	2,323	9,037
	Operati	ing Porfit	159	65	77	82	382	147	100	66	-23	289
Telecom		Domestic	343	336	298	414	1,392	477	422	333	346	1,579
relecom	Sales	Export	939	895	1,232	1,438	4,504	1,311	1,709	2,134	2,500	7,654
E&H		Total	1,283	1,231	1,530	1,852	5,895	1,789	2,130	2,467	2,846	9,233
	Operati	ing Porfit	56	67	76	102	301	56	138	230	186	610
		Domestic	217	181	193	258	849	373	322	258	223	1,177
Handset	Sales	Export	886	848	1,199	1,402	4,335	1,204	1,599	2,027	2,344	7,174
		Total	1,103	1,029	1,392	1,660	5,184	1,577	1,922	2,285	2,568	8,351
	Operati	Operating Porfit		21	81	84	249	49	123	215	143	530
Company		Domestic	1,229	1,271	1,108	1,186	4,794	1,276	1,381	1,241	1,187	5,086
Company	Sales	Export	3,797	3,547	3,808	4,232	15,383	4,720	4,648	4,871	5,334	19,573
		Total	5,026	4,817	4,916	5,417	20,177	5,996	6,029	6,113	6,521	24,659
	Gross	s Profit	1,263	1,170	1,121	1,273	4,826	1,423	1,508	1,537	1,456	5,924
	Operati	ng Profit	417	262	185	198	1,062	407	393	355	95	1,250
	Recurri	ng Profit	198	375	322	-58	837	732	672	442	8	1,855
	Net	Profit	189	267	224	-17	663	585	494	304	144	1,526
Operating P	orfit	Appliance	13.5%	9.8%	4.1%	5.6%	8.8%	11.9%	10.0%	5.4%	-0.8%	7.2%
by Division	onn	Dis.&Media	7.8%	9.8% 3.3%	4.1% 3.6%	3.5%	6.6 <i>%</i> 4.5%	6.1%	4.7%	3.4 <i>%</i> 3.0%	-0.8%	3.2%
by Division			7.8% 4.4%	3.3% 5.5%	3.6% 4.9%	3.5% 5.5%		3.2%	4.7% 6.5%	3.0% 9.3%	6.6%	
	Telecom						5.1%					6.6%
0		Handsets	5.7%	2.1%	5.8%	5.1%	4.8%	3.1%	6.4%	9.4%	5.6%	6.3%
Company		GP Margin	25.1%	24.3%	22.8%	23.5%	23.9%	23.7%	25.0%	25.1%	22.3%	24.0%
		OP Margin	8.3%	5.4%	3.8%	3.6%	5.3%	6.8%	6.5%	5.8%	1.5%	5.1%
		RP Margin	3.9%	7.8%	6.5%	-1.1%	4.1%	12.2%	11.2%	7.2%	-0.1%	7.5%
		NP Margin	3.8%	5.5%	4.6%	-0.3%	3.3%	9.8%	8.2%	5.0%	1.9%	6.2%

#### Income Statement

(Unit: KRW bn)

		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%	
<b>Operating Profit</b>	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%	
<b>Recurring Profit</b>	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%	

				20	04				
1Q		2Q		3Q		4Q		Total	
5,996	100%	6,029	100%	6,113	100%	6,521	100%	24,659	100%
4,574	76.3%	4,521	75.0%	4,576	74.9%	5,065	77.7%	18,736	76.0%
1,423	23.7%	1,508	25.0%	1,537	25.1%	1,456	22.3%	5,923	24.0%
1,016	16.9%	1,115	18.5%	1,182	19.3%	1,361	20.9%	4,674	19.0%
407	6.8%	393	6.5%	355	5.8%	95	1.5%	1,250	5.1%
326	5.4%	280	4.6%	86	1.4%	-87	-1.3%	605	2.5%
732	12.2%	672	11.2%	442	7.2%	8	0.1%	1,855	7.5%
148	2.5%	179	3.0%	137	2.2%	-135	-2.1%	328	1.3%
585	9.8%	493	8.2%	304	5.0%	144	2.2%	1,526	6.2%

#### Balance Sheet

(Unit: KRW bn)

		2003					2004		
	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q
Asset	11,091	10,459	11,036	11,277		12,053	13,061	13,581	13,218
Current Asset	3,885	3,039	3,488	3,773		4,062	4,718	4,530	4,021
Fixed Asset	7,206	7,420	7,548	7,505		7,991	8,343	9,051	9,197
Investment	3,386	3,544	3,654	3,546		4,005	4,165	4,857	4,932
PP&E	2,898	2,959	3,026	3,123		3,195	3,425	3,490	3,630
Intangible	921	917	868	836		791	752	704	636
Liabilities	8,026	7,098	7,485	7,773		8,192	8,635	8,651	8,216
Current Liabilities	5,675	4,652	4,697	5,091		5,294	5,103	5,060	4,957
<b>Fixed Liabilities</b>	2,350	2,446	2,789	2,682		2,898	3,531	3,592	3,259
Capital	3,065	3,361	3,551	3,505		3,861	4,426	4,930	5,002
Capital	784	784	784	784		784	784	784	784
Capital Surplus	1,876	1,876	1,892	1,892		1,892	1,908	1,908	1,908
<b>Retained Earning</b>	303	570	794	766		1,149	1,648	1,896	2,049
Capital Adjustment	102	130	80	63		36	87	342	261

#### Appendix



### http://www.lge.com