# Earnings Release 2005 2Q 

July 18, 2005
(1) LG Electronics Inc.

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The presentation includes forward-looking statements regarding the Company's outlook for $20053^{\text {rd }}$ Quarter 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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- Domestic sales increased due to the growth in seasonal product sales, but overall sales decreased 7\% YoY due to the Won appreciation and slowdown in exports.
- Profits declined YoY due to a fall in handsets and display products profitability.
(Unit: KRW bn)

| Sales |  |  |  |
| :---: | :---: | :---: | :---: |
| (Unit: KRW bn, M\$) |  |  |  |
| 6,029 |  | 5,615 |  |
|  | 6.9 |  |  |
| 1,381 | 6.1\% $\uparrow$ | 1,466 | Domestic |
| $\begin{gathered} 4,648 \\ (\$ 4,001) \end{gathered}$ | $\begin{gathered} -10.7 \% \downarrow \\ (2.9 \% ~ \uparrow) \end{gathered}$ | $\begin{gathered} 4,149 \\ (\$ 4,117) \end{gathered}$ | Export |
| '04. 2Q | '05. 2Q |  |  |


| Results | '05. 2Q | YoY | QoQ |
| :---: | :---: | :---: | :---: |
| Sales | 5,615 | -6.9\% | -5.8\% |
| Gross Profit (Margin) | $\begin{aligned} & 1,395 \\ & 24.8 \% \end{aligned}$ | -7.5\% | -6.7\% |
| Operating Profit (Margin) | $\begin{array}{r} 144 \\ 2.6 \% \end{array}$ | -63.4\% | -48.6\% |
| EBITDA* <br> (Margin) | $\begin{array}{r} 353 \\ 6.3 \% \end{array}$ | -36.6\% | -30.2\% |
| Recurring Profit (Margin) | $\begin{array}{r} 216 \\ 3.8 \% \end{array}$ | -67.9\% | 181.8\% |
| Net Profit (Margin) | $\begin{array}{r} 151 \\ 2.7 \% \end{array}$ | -69.5\% | 81.0\% |

* EBITDA : Operating Profit + Depreciation \& Amortization
- DA : Double digit op. margin due to cost reduction and strong sales of seasonal products.
- DD : Monitor profitability declined, but PDP profits is improving.
- DM : Cost reduction offset ASP decline and improved profitability QoQ.
- MC : Profits fell due to fierce competition and non recurring costs items.
(Unit: KRW bn)

| Sales Breakdown |  |  |
| :---: | :---: | :---: |
|  |  | (Unit: KRW bn) |
| 6,029 |  |  |
|  | 5,615 |  |
| 29\% | 29\% | DA |
| 20\% | 21\% | DD |
| 15\% | 13\% | DM |
| 36\% | 37\% | MC |
| '04. 2Q | 05. 2Q |  |


| Results by Division |  | '05. 2Q | YoY | QoQ |
| :---: | :---: | :---: | :---: | :---: |
| DA | Sales Op. Profit (Margin) | $\begin{array}{r} 1,621 \\ 162 \\ 10.0 \% \end{array}$ | $\begin{aligned} & -5.9 \% \\ & -5.8 \% \end{aligned}$ | $\begin{aligned} & -2.9 \% \\ & -4.4 \% \end{aligned}$ |
| DD | Sales Op. Profit (Margin) | $\begin{array}{r} 1,155 \\ -22 \\ -1.9 \% \end{array}$ | $\begin{array}{r} -2.3 \% \\ \text { n/a } \end{array}$ | $\begin{array}{r} -7.8 \% \\ \text { n/a } \end{array}$ |
| DM | Sales Op. Profit (Margin) | $\begin{array}{r} 732 \\ 27 \\ 3.7 \% \end{array}$ | $\begin{aligned} & -18.1 \% \\ & -46.2 \% \end{aligned}$ | $\begin{array}{r} -13.5 \% \\ 17.5 \% \end{array}$ |
| MC | Sales Op. Profit (Margin) | $\begin{array}{r} 2,081 \\ 8 \\ 0.4 \% \end{array}$ | $\begin{array}{r} -5.1 \% \\ -94.2 \% \end{array}$ | $\begin{array}{r} -3.4 \% \\ -91.7 \% \end{array}$ |
| Handset | Sales Op. Profit (Margin) | $\begin{array}{r} 1,822 \\ -4 \\ -0.2 \% \end{array}$ | $\begin{array}{r} -5.2 \% \\ \mathrm{n} / \mathrm{a} \end{array}$ | $\begin{array}{r} -2.8 \% \\ \text { n/a } \end{array}$ |

- Equity method gains due to stronger performance by domestic and overseas affiliates.


$$
\frac{2005 \text { 2Q Equity Method }}{\text { (Unit: KRW bn) }}
$$

| Company | Equity Method <br> Contribution |
| :---: | :---: |
| LG.Philips LCD | 16 |
| LG.Philips Displays <br> and Others | -20 |
| Total | $\mathbf{7 7}$ |

[^0]- Total debt to equity ratio rose temporarily in 2Q 2005 due to foreign debt issue.

- Net cash outflow of KRW 292bn due mainly to investments in PDP capacity expansion and new integrated handset production lines.

| Net Cash Flows |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| ('05. 2Q) |  |  |  |  |
| (Unit: KRW bn) |  |  |  |  |
| Depreciation | 209 | Equity Method Gain |  |  |
|  |  | 69 | Increase in Working Capital |  |
| Net Income | 151 | 398 | CAPEX |  |
|  |  |  | Capital | $\triangle 292$ |
|  | Cash In | Cash Out |  | Net* |


| Cash Flows |  |
| :--- | ---: |
| ('05. 2Q) |  |
|  | (Unit: KRW bn) |
| Cash at the Beginning of the Quarter | $\mathbf{1 , 0 8 8}$ |
| Cash Flows from Operating Activities | $\mathbf{2 1 2}$ |
| Net Income | 151 |
| Depreciation | 209 |
| Equity Method Gain | $\triangle 77$ |
| Increase in Working Capital | $\triangle 69$ |
| Others | $\triangle 1$ |
| Cash Flows from Investing Activities | $\triangle \mathbf{5 0 4}$ |
| Increase in Tangible Asset | $\triangle 398$ |
| Increase in Investment Assets | $\triangle 106$ |
| Cash Flows from Financing Activites | $\mathbf{5 2 4}$ |
| Increase in Debt | $\mathbf{7 5 9}$ |
| Dividends paid | $\triangle \mathbf{2 3 5}$ |
| Net Increase in Cash \& Cash Equiv. | $\mathbf{2 3 2}$ |
| Cash at the End of the Quarter | $\mathbf{1 , 3 2 0}$ |

[^1]- Consolidated sales declined 4.3\% YoY to 10.95tn
- Operating profit and recurring profit fell YoY due to lower profits at LGE parent and LPL.

Consolidated \& Global F/S
(Unit: KRW bn)

|  |  | $\mathbf{0 5} \mathbf{2 Q}$ | $\mathbf{0 4} \mathbf{2 Q}$ | YoY |
| :---: | :---: | ---: | ---: | ---: |
| Consolidated <br> F/S | Revenue | 10,955 | 11,442 | $-4.3 \%$ |
|  | Op. Profit | 357 | 1,267 | $-71.8 \%$ |
|  | Rec. Profit | 251 | 1,050 | $-76.1 \%$ |
| Global <br> F/S | Revenue | 8,837 | 9,079 | $-2.7 \%$ |
|  | Op. Profit | 294 | 557 | $-47.2 \%$ |
|  | Rec. Profit | 257 | 403 | $-36.2 \%$ |

[^2]Consolidated Balance Sheet
(Unit: KRW bn)

| Assets |  |  |  |
| :--- | ---: | :---: | :---: |
| - Current Assets | 15,592 |  |  |
|  | - Fixed Assets |  |  |
| Liabilities | 16,528 |  |  |
| - Current Liabilities |  |  | 16,128 |
|  | - Fixed Liabilities |  |  |
| Equity | 7,576 |  |  |


|  | 2004 | 2005 2Q |
| :---: | :---: | ---: |
| Total Liab. to Equity | $243 \%$ | $282 \%$ |
| Debt to Equity | $141 \%$ | $165 \%$ |
| Net Debt to Equity | $106 \%$ | $123 \%$ |

## II . Performance and Outlook by Sector

## Digital Appliance



[^3]** Including CIS

## 2005 3Q Outlook

## * Concentrate on domestic and major overseas markets with high-end 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 entry to "Home Depot"
* Sales : Declined 6\% YoY to KRW 1.6tn
- Domestic : Sales up 32\% YoY
- Strong sales of air conditioner pushed up overall sales
- Overseas : Exports down 25\% YoY
- Drum type washing machine and 3-door refrigerator sales strong in developed market.
- Won appreciation and transfer of low-end product manufacturing overseas were the prime cause of the sales decline
$\qquad$


## II. Performance and Outlook by Sector




## 2005 2Q Result

## * Sales: Declined 2\% to KRW 1.16tn

Export declined 6\% due to decreased sales of CRT TV and Won appreciation

- DTV : 42\% YoY growth mainly on PDP and LCD TV
- PDP TV : Sales up 80\% YoY
- LCD TV : Sales up 192\% YoY
- PDP Module : Shipment up 113\% YoY


## 2005 3Q Outlook

※Expect strong demand for DTVs as retail prices decline

- DTV : Expect demand to led by flat displays : PDP and LCD TV
- PDP Module : Sales expected to rise as supply/demand improve
- Monitor : Strengthen competitive edge in mid/large-sized LCD monitor


## II. Performance and Outlook by Sector




## 2005 2Q Result

* Sales : Declined 18\% YoY to KRW 732 bn

Sales declined due to market contraction and fierce competition

- Optical Storage : Sales declined due to relocation of DVD-W production overseas and price erosion
- AV : Sales declined YoY due to slower-than-expected demand for DVD-R and price erosion
- PC : Sales up 17\% YoY helped by strong domestic brand sales


## 2005 3Q Outlook

* Expect continued price erosion due to intensified competition
* Concentrate on cost competitiveness and premium products
- Optical Storage : Focus on premium products and reinforce cost competitiveness by internalizing core components
- AV : Sales increase expected YoY with the start of high-demand season and new product launch
- PC : Increase premium product sales in response to Notebook PC price erosion


## II. Performance and Outlook by Sector

## Mobile

## Communications



## 2005 2Q Result

## * Handset : Sales declined 5\% YoY to KRW 1.82tn

- Unit shipment up $22 \%$ YoY to 12.1 million
- Growth rate declined due to fierce competition and profit decreased due mainly to several non-recurring cost items
- CDMA Maintained leading position in major markets
- GSM Slowdown of growth due to competition in major markets
- WCDMA Sales increase due to expanding European 3G service


## 2005 3Q Outlook

* Boost new model launch, and meet new overseas market demand
- CDMA - Domestic : Sales of high tech convergence phones are expected to rise such as:
DMB, Game, 5M-pixel Camera phones, etc.
- Overseas : Maintain strong position in N. America
- GSM - Expand N. American sales and place strong efforts on open market / new market demand
- WCDMA - Reinforce 3G business in line with expanding European 3G service


## II . Performance and Outlook by Sector



* Based on consolidated Korean GAAP, Un-audited and un-reviewed.
** ASP per square meter of net display


## LG.Philips Displays

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

* Sales : 2,308 bn won* I Operating Profit : 29 bn won*
- Sales up $12 \%$ QoQ driven by panel shipment increase.
- P6 2Q average input glass : 72K input sheets /month
* Product mix improved with large-size panels increasing
- TV revenue portion grew to $24 \%$, led by ramp-up of P6
- Maintained No. 1 position in large size panel revenue with market share of over 24\%. (DisplaySearch)
* Shipment and ASP** expected to increase in 3Q due to continuing growth in monitor and TV shipments


## 2005 2Q Result \& 3Q Outlook

* Sales : US\$ 748 mn* I Operating Profit : US\$ - 3 mn*
- Sales down 13\% QoQ
- CPT sales were weak in Europe/China
- CRT shipments down 6\% QoQ mainly due to decrease in CDT sales
* Sales expected to decline YoY in 3Q mainly due to decrease in CRT demand


## III. 2005 2H Forecast

- Difficult business environment likely to persist due to intensifying handset market competition and falling prices of display products

Focus on accelerating cost innovation and emphasize profitability oriented management

## 2H Risk

- Uncertain outlook for domestic consumption
- Increasing raw material costs and $F / X$ fluctuationDisplay product ASP decline
- Intensifying handset market competition


## Maximize Business Result

- Expand premium brand productsDA in developed market
- Maintain profit oriented management
- Marketing reinforcement for DTV market-Strengthen cost competitiveness thru Cost InnovationDM
-Product differentiation to maintain market leadership
-Focus on new high-end growth products and expand new business areas
- MC - Improve R\&D and design efficiency
- Secure cost competitiveness


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

Appendix

| Section |  |  | 2004 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q | 2Q | 3Q | 4Q | Total |
| Digital | Sales | Domestic | 387 | 582 | 534 | 478 | 1,981 |
| Appliance |  | Export | 1,379 | 1,141 | 877 | 837 | 4,234 |
|  |  | M\$ | \$1,177 | \$982 | \$760 | \$763 | \$3,681 |
|  |  | Total | 1,766 | 1,722 | 1,411 | 1,316 | 6,216 |
|  | Operating Profit |  | 210 | 172 | 77 | -10 | 448 |
| Digifal <br> Display | Sales | Domestic | 227 | 219 | 203 | 215 | 864 |
|  |  | Export | 1,051 | 963 | 964 | 1,141 | 4,119 |
|  |  | M\$ | 897 | 829 | 835 | 1,043 | 3,604 |
|  |  | Total | 1,278 | 1,183 | 1,167 | 1,356 | 4,983 |
|  | Operafing Profit |  | 82 | 41 | 23 | -57 | 89 |
| Digifal <br> Media | Sales | Domestic | 125 | 115 | 115 | 116 | 472 |
|  |  | Export | 917 | 779 | 838 | 797 | 3,331 |
|  |  | M\$ | \$782 | \$671 | \$726 | \$726 | \$2,905 |
|  |  | Total | 1,042 | 895 | 953 | 913 | 3,803 |
|  | Operating Profit |  | 55 | 50 | 39 | 30 | 174 |
| Mobile Communications | Sales | Domestic | 493 | 429 | 345 | 357 | 1,624 |
|  |  | Export | 1,371 | 1,764 | 2,180 | 2,544 | 7,859 |
|  |  | M\$ | \$1,169 | \$1,518 | \$1,888 | \$2,318 | \$6,893 |
|  |  | Total | 1,864 | 2,193 | 2,525 | 2,901 | 9,484 |
|  | Operating Profit |  | 66 | 146 | 234 | 191 | 636 |
| Handset | Sales | Domestic | 373 | 322 | 258 | 223 | 1,177 |
|  |  | Export | 1,204 | 1,599 | 2,027 | 2,344 | 7,174 |
|  |  | M\$ | \$1,026 | \$1,376 | \$1,755 | \$2,136 | \$6,293 |
|  |  | Total | 1,577 | 1,921 | 2,285 | 2,568 | 8,351 |
|  | Operating Profit |  | 49 | 123 | 215 | 143 | 530 |


| 2005 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1Q | 2Q | 3Q | 4Q | Total |
| 494 | 765 |  |  | 1,259 |
| 1,175 | 856 |  |  | 2,031 |
| \$1,150 | \$849 |  |  | \$1,999 |
| 1,669 | 1,621 |  |  | 3,290 |
| 170 | 162 |  |  | 332 |
| 263 | 254 |  |  | 517 |
| 990 | 901 |  |  | 1,891 |
| \$968 | \$894 |  |  | \$1,862 |
| 1,253 | 1,155 |  |  | 2,408 |
| 17 | -22 |  |  | -5 |
| 179 | 157 |  |  | 336 |
| 667 | 575 |  |  | 1,242 |
| \$652 | \$571 |  |  | \$1,223 |
| 846 | 732 |  |  | 1,579 |
| 23 | 27 |  |  | 50 |
| 333 | 265 |  |  | 598 |
| 1,822 | 1,816 |  |  | 3,638 |
| \$1,785 | \$1,801 |  |  | \$3,586 |
| 2,155 | 2,081 |  |  | 4,236 |
| 102 | 8 |  |  | 110 |
| 258 | 174 |  |  | 432 |
| 1,615 | 1,647 |  |  | 3,262 |
| \$1,582 | \$1,634 |  |  | \$3,216 |
| 1,873 | 1,822 |  |  | 3,695 |
| 67 | -4 |  |  | 63 |


| Company | Sales | Domestic | 1,276 | 1,381 | 1,241 | 1,187 | 5,086 |
| :---: | :---: | :---: | ---: | ---: | ---: | ---: | ---: |
|  |  | Export | 4,720 | 4,648 | 4,871 | 5,334 | 19,573 |
|  |  | $M \$$ | $\$ 4,027$ | $\$ 4,001$ | $\$ 4,218$ | $\$ 4,864$ | $\$ 17,109$ |
|  |  | Total | 5,996 | 6,029 | 6,113 | 6,521 | 24,659 |
|  |  | 1,423 | 1,508 | 1,537 | 1,456 | 5,923 |  |
|  | Gross Profit | 407 | 393 | 355 | 95 | 1,250 |  |
|  | Operating Profit | 407 | 14 | 1,860 |  |  |  |
|  | Recurring Profit | 732 | 672 | 442 | 14 | 163 | 1,546 |


| 1,302 | 1,466 |  | 2,768 |
| ---: | ---: | ---: | ---: |
| 4,657 | 4,150 |  | 8,806 |
| $\$ 4,556$ | $\$ 4,117$ | 0 | 0 |
| 5,959 | 5,615 | 11,574 |  |
| 1,496 | 1,395 |  | 2,891 |
| 280 | 144 |  | 424 |
| 77 | 216 |  | 292 |
| 83 | 151 |  | 234 |

Income Statement
(Unit: KRW bn)

|  | 2004 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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\% |
| COGS | 4,574 | 76.3\% | 4,521 | 75.0\% | 4,576 | 74.9\% | 5,065 | 77.7\% | 18,736 | 76.0\% |
| Gross Profit | 1,423 | 23.7\% | 1,508 | 25.0\% | 1,537 | 25.1\% | 1,456 | 22.3\% | 5,923 | 24.0\% |
| SG\&A | 1,016 | 16.9\% | 1,115 | 18.5\% | 1,182 | 19.3\% | 1,361 | 20.9\% | 4,674 | 19.0\% |
| Op. Profit | 407 | 6.8\% | 393 | 6.5\% | 355 | 5.8\% | 95 | 1.5\% | 1,250 | 5.1\% |
| Non OP | 326 | 5.4\% | 280 | 4.6\% | 86 | 1.4\% | -81 | -1.2\% | 610 | 2.5\% |
| Rec Profit | 732 | 12.2\% | 672 | 11.2\% | 442 | 7.2\% | 14 | 0.2\% | 1,860 | 7.5\% |
| Tax | 148 | 2.5\% | 179 | 3.0\% | 137 | 2.2\% | -150 | -2.3\% | 314 | 1.3\% |
| Net Profit | 585 | 9.8\% | 493 | 8.2\% | 304 | 5.0\% | 163 | 2.5\% | 1,546 | 6.3\% |


| 2005 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q | 2Q |  | 3Q | 4Q | Total |  |
| 5,959 100.0\% | 5,615 | 100.0\% |  |  | 11,574 | 100.0\% |
| 4,463 74.9\% | 4,220 | 75.2\% |  |  | 8,683 | 75.0\% |
| 1,496 25.1\% | 1,395 | 24.8\% |  |  | 2,891 | 25.0\% |
| 1,216 20.4\% | 1,251 | 22.3\% |  |  | 2,468 | 21.3\% |
| 280 4.7\% | 144 | 2.6\% |  |  | 424 | 3.7\% |
| -203 -3.4\% | 72 | 1.3\% |  |  | -131 | -1.1\% |
| 77 1.3\% | 216 | 3.8\% |  |  | 292 | 2.5\% |
| -7 -0.1\% | 65 | 1.2\% |  |  | 59 | 0.5\% |
| 83 1.4\% | 151 | 2.7\% |  |  | 234 | 2.0\% |

$\diamond$ Balance Sheet
(Unit: KRW bn)

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


http://www.Ige.com


[^0]:    * Other Incomes (Net) = F/X Income (20bn) + Others (13bn) = 33bn

[^1]:    * Excluding Cash Flows from Financing Activities

[^2]:    * Global F/S: Based on LGE parent and LGE overseas subsidiaries only

[^3]:    * Including Middle East

[^4]:    * Excluding restructuring costs

