

# Earnings Release 1Q '06

**April 19, 2006** 





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The presentation includes forward-looking statements regarding the Company's outlook for 2<sup>nd</sup> Quarter Of 2006 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**

- 1. 1Q 2006 Results
- **II.** Performance and Outlook by Sector
- III. 2Q 2006 Business Direction & Prospects

- ◆ Sales: Domestic sales increased 12.9% QoQ due to strong sales of air-conditioner, TV, and handset. Exports sales decreased 5.7% QoQ due to seasonally low handset sales.
- ◆ Profit: Turn around in Display and strong performance from Appliance helped compensate for the Won appreciation and fall in handset profitability.

(Unit: KRW bn)

	Sales												
	(Unit: KRW tn, USD bn)												
6.18	-6.2%	5.80	-2.7%	5.96									
1.29	+12.9%	1.45	+11.7%	1.30	Dom.								
<b>4.89</b> (\$4.71)	-11.2% (-5.7%)	<b>4.35</b> (\$4.45)	-6.7% (-2.4%)	<b>4.66</b> (\$4.56)	Exp.								
4Q '05		1Q '06		1Q '05									

Results	4Q'05	QoQ	1Q'06	1Q'05	YoY
Sales	6,182	-6.2%	5,800	5,959	-2.7%
<b>Gross Profit</b>	1,611	-14.2%	1,382	1,496	-7.6%
(%)	(26.1%)		(23.8%)	(25.1%)	
Op. Profit	211	-9.7%	191	280	-31.9%
(%)	(3.4%)		(3.3%)	(4.7%)	
EBITDA	403	-8.7%	368	505	-27.2%
(%)	(6.5%)		(6.3%)	(8.5%)	
Rec. Profit	321	-43.3%	182	77	137.3%
(%)	(5.2%)		(3.1%)	(1.3%)	
Net Profit	312	-51.7%	151	83	81.3%
(%)	(5.0%)		(2.6%)	(1.4%)	

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

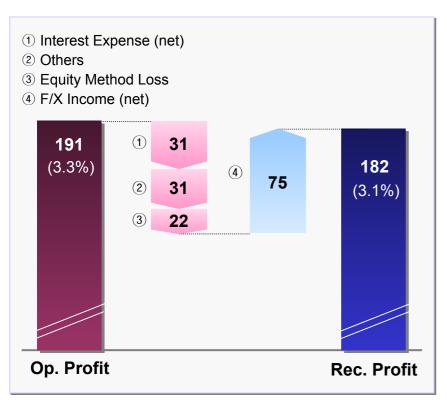
- ◆ DA : Profitability sustained as growing premium product sales offset won appreciation.
- **◆** DD : Improving product mix and cost reduction efforts improved profitability.
- **♦** DM : Revenue and profit declined QoQ as 1Q is seasonally low period.
- ◆ MC : Operating losses mainly due to product mix deterioration, seasonal sales decline, and rise in marketing expenditure.

  (Unit: KRW bn)

		4Q'05	QoQ	1Q'06	1Q'05	YoY
	Sales	1,239	27.0%	1,574	1,669	-5.7%
DA	Op. Profit	51	215.8%	160	170	-6.0%
	(%)	(4.1%)		(10.1%)	(10.2%)	
	Sales	1,393	2.2%	1,423	1,253	13.6%
DD	Op. Profit	-81	n/a	30	17	74.1%
	(%)	(-5.8%)		(2.1%)	(1.4%)	
	Sales	820	-6.8%	764	846	-9.7%
DM	Op. Profit	36	-36.7%	23	23	-0.4%
	(%)	(4.4%)		(3.0%)	(2.7%)	
	Sales	2,679	-24.1%	2,033	2,155	-5.7%
MC	Op. Profit	217	n/a	-9	102	n/a
	(%)	(8.1%)		(-0.4%)	(4.7%)	
	Sales	2,452	-24.8%	1,843	1,873	-1.6%
Handset	Op. Profit	198	n/a	-31	67	n/a
	(%)	(8.1%)		(-1.7%)	(3.6%)	

◆ Pretax profit similar to operating profit due to F/X gain from Won appreciation.

1Q 2006 (Unit: KRW bn)



#### 1Q 2006 Equity Method

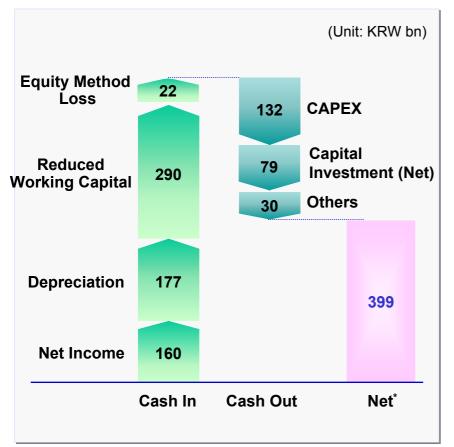
(Unit: KRW bn)

	1Q'06	1Q'05
LG.Philips LCD	21	-36
LG.Philips Display	0	-26
Overseas Affiliates and Others	-43	-96
Total	-22	-159

<sup>\*</sup> Others = AR Discount Fee(-48.3) + Misc.(+17.6)

♦ Generated net cash flow of 399bn Won as working capital and capital expenditure declined.





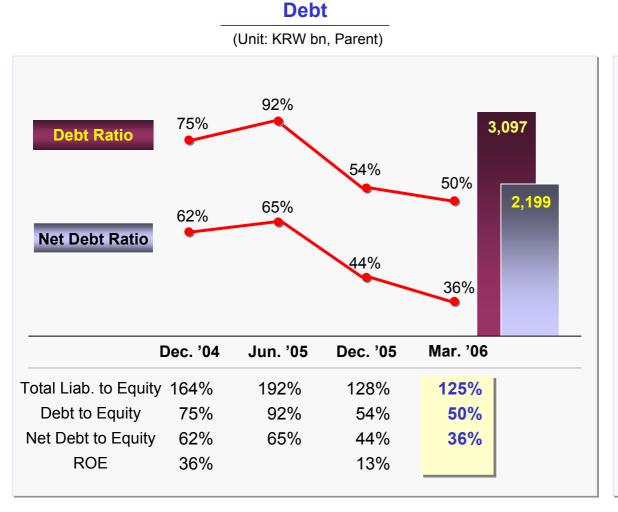
#### **Cash Flows**

(1Q '06)

	(Unit: KRW bn)
Cash at the beginning of Quarter	581
Cash Flows from Oper. Activities	610
Net Income	151
Depreciation	178
Equity Method Loss	22
Reduction in Working Capital	290
Others	(300)
Cash Flows from Invest. Activities	(211)
CAPEX	(132)
Capital Investment (Net)	(79)
Cash Flows from Finan. Activities	(82)
Decrease in Debt	(82)
Net Increase in Cash & Equiv.	316
Cash at the End of Quarter	898

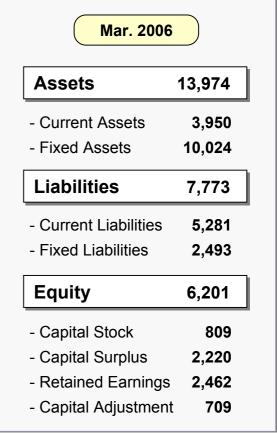
<sup>\*</sup> Excludes Cash Flows from Financing Activities

Continue to concentrate on debt reduction to improve financial structure.



#### **Balance Sheet**

(Unit: KRW bn, Parent)



- ◆ Consolidated 1Q revenue increased 11% YoY to 11th Won driven by sales growth in overseas subsidiaries.
- ◆ Profits also rose as profitability in LGE's major affiliates improved.

#### Consolidated & Global F/S

(Unit: KRW tn)

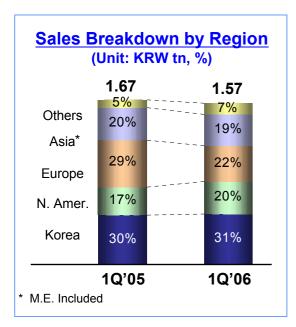
		4Q'05	1Q'06	1Q'05
	Revenue	12.18	11.02	9.94
Consol. F/S	Op. Profit	0.77	0.24	0.04
	Rec. Profit <sup>1</sup>	0.45	0.18	(0.07)
	Revenue	9.84	8.86	8.12
Global F/S	Op. Profit	0.43	0.17	0.20
170	Rec. Profit <sup>2</sup>	0.29	0.16	0.13

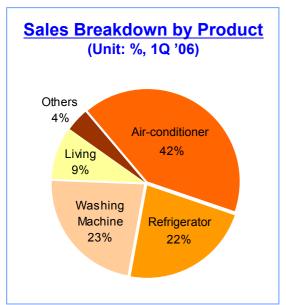
- 1) Before minority interest adjustment
- 2) Based on LGE parent and LGE overseas subsidiaries only

#### **Consolidated Balance Sheet**

(Unit: KRW tn / Mar. '06)

	1Q'06	1Q'05
Assets	34.0	30.1
- Current Assets	15.5	14.7
- Fixed Assets	18.5	15.4
Liabilities	22.7	21.7
- Current Liab.	16.3	15.3
- Fixed Liab.	6.4	6.4
Equity	11.2	8.4
	1Q'06	1Q'05
Total Liab. to Equity	202%	260%
Debt to Equity	117%	147%
Net Debt to Equity	93%	109%





#### 1Q 2006 Performance

- **❖** Sales: declined 5.7% YoY to KRW 1.57tn (global sales increased 12%)
  - Domestic: increased 0.1% YoY
    - strong sales of premium products such as SxS Ref., commercial A/C
    - product mix improved due to increased portion on commercial A/C, SxS Ref., and drum-type W/M.
  - Overseas : decreased 8.2% YoY
    - sales decreased due to strong Won and expansion of overseas production.
    - N. America brand sales increased backed by strong sales in Home Depot.
- Op. Profit : cost innovation and higher premium portion offset
   Won appreciation

#### 2Q 2006 Outlook

#### ❖ Domestic Market

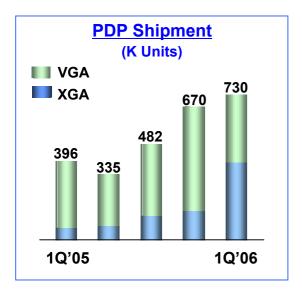
- premium product (commercial A/C) sales is expected to increase

#### ❖ N. American Market

- increase branded product sales centered on Ref. and W/M.
- expand Best Buy / Home Depot sales

#### ❖ European Market

- establish production base and multiple distribution channels





#### 1Q 2006 Performance

❖ Sales: increased 2% QoQ to KRW 1.42tn

■ **Domestic**: PDP/LCD TV sales up 30% due to strong demand.

• Overseas : Demand for DTVs strong due to sporting events.

- DTV : increased 13% QoQ due to Olympics and World Cup.

PDP / LCD TV leading growth.

- PDP Module: increased 22% QoQ due to increased shipment and

higher HD portion.

shipment grew due to stabilized A3 Line and improved yield.

Op. Profit : turned around by improving PDP & TV product mix, and aggressive cost reduction efforts.

#### 2Q 2006 Outlook

QoQ sales is expected to decrease due to seasonality, but strong premium DTV sales is expected to continue.

DTV : sustainable growth in PDP/LCD TV sales is expected

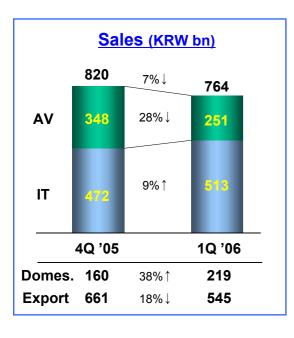
due to World Cup, despite the low seasonality

(Demand in Europe, CS America, and Asia may soar.)

■ PDP Module : HD portion to exceed the industry average.

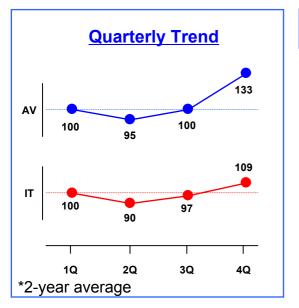
2Q: industry 55%, LGE 65%

❖ Expect large sized flat panel TV sales to rise due to World Cup LGE to promote 50" PDP TVs and 37" or larger LCD TVs.



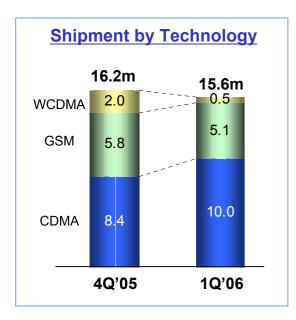
#### 1Q 2006 Performance

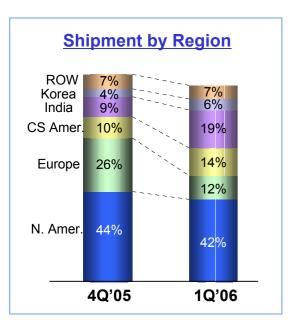
- ❖ Sales: decreased 6.8% QoQ to KRW 764bn
  - Domestic: gained competitiveness by launching Dual Core NTPC.
     DMB PDA sales continued.
  - Overseas: Russian market stagnant due to an intense cold wave. ASP of HD type STB to DirecTV declined. low-end products (CD-ROM/RW, DVD-ROM) decreased. premium product (DVD-W) sales increased.
- ❖ Op. Profit : declined slightly QoQ due to Won appreciation and ASP decline



#### 2Q 2006 Outlook

- **❖** Low season but possible upside due to World Cup.
- Focus on premium products sales
  - AV : premium HTS, new model launch
  - PC: Dual Core NTPC, EVDO/DMB/Navigation capable NTPC and PDA
  - DS: DVD-W Slim/Slot type, Light Scribe DVD-W.
     focus on HD type (BD, HD DVD) Post DVD product development.





#### 1Q 2006 Performance

❖ Shipment : down 4% QoQ to 15.6M units due to seasonality

■ CDMA : domestic shipment up 37% due to "black label" popularity

overseas shipment up 16% QoQ due to increase in shipment to India

■ **GSM** : down 13% QoQ due to decrease in Europe sales.

■ WCDMA: down 75% QoQ due to low seasonality of operator market

Op. Profit: declined due to shipment decrease, product mix deterioration, higher marketing expenditure, and accounting change.

#### 2Q 2006 Outlook

❖ Shipment : expect 15.5M units

❖ Meet 3G demand in advanced market and enter GSM open market

■ CDMA : domestic → raise sales and brand image by launching innovative

"black label" follow-up models

Overseas  $\rightarrow$  Indian shipment to decrease and sales is expected to

decrease due to strong competition in North America

■ **GSM** : sales to open market in Europe, Asia, and ME is expected to rise

■ WCDMA: sales expected to increase due to new model launch

# **III. 2Q '06 Business Direction and Prospects**

## **2Q 2006 Focus of Operation**

DA	- Focus on overseas market - Growth via premium products		Revenue
DD	<ul> <li>New product line-up for World Cup demand</li> <li>Strengthen cost competitiveness</li> </ul>	Parent	5.9 ~ 6.0 (2~3% ↑ QoQ)
DM	- Expand premium product sales - Develop HD type DVD product		9.5 ~ <b>1</b> 0
MC	<ul> <li>Improve profitability through cost reduction and better product mix</li> <li>Expand open market sales</li> </ul>	Global	(7~12% ↑ QoQ)

(Unit: KRW bn, USD M)

					2005					2006		II, USD IVI)
Se	ction	-	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
		Domestic	494	765	575	468	2,303	494	<u> </u>	<u> </u>	74	Total
Digital	Sales	Export	1,175	856	749	771	3,550	1,079				
Appliance		M\$	\$1,150	\$849	\$728	\$743	\$3,469	\$1,105				
••		Total	1,669	1,621	1,324	1,239	5,853	1,574				
	Operat	ing Profit	170	162	90	50	473	160				
	-	Domestic	263	254	300	296	1,113	384				
Digital	Sales	Export	990	901	1,019	1,098	4,008	1,039				
Display		M\$	\$968	\$894	\$991	\$1,058	\$3,911	\$1,064				
		Total	1,253	1,155	1,319	1,393	5,121	1,423				
	Operat	ing Profit	17	-22	28	-81	-58	30				
		Domestic	179	157	176	160	672	219				
Digital	Sales	Export	667	575	604	661	2,507	545				
Media		M\$	\$652	\$571	\$587	\$637	\$2,446	\$558				
		Total	846	732	780	820	3,179	764				
	Operat	ing Profit	23	27	52	36	138	23				
		Domestic	333	265	363	316	1,276	350				
Mobile	Sales	Export	1,822	1,816	2,182	2,362	8,182	1,682				
Communications		M\$	\$1,785	\$1,801	\$2,121	\$2,276	\$7,983	\$1,722				
		Total	2,155	2,081	2,545	2,679	9,459	2,033				
	Operating Profit		102	8	128	217	455	-9				
		Domestic	258	174	237	246	915	316				
Handset	Sales	Export	1,615	1,647	2,056	2,206	7,524	1,527				
		M\$	\$1,582	\$1,634	\$1,999	\$2,125	\$7,339	\$1,563				
		Total	1,873	1,822	2,293	2,452	8,439	1,843				
	Operat	ing Profit	67	-4	123	197	384	-31				
Parent		Domestic	1,302	1,466	1,454	1,288	5,509	1,454				
i di one	Sales	Export	4,657	4,150	4,565	4,894	18,265	4,346				
		M\$	\$4,556	\$4,117	\$4,438	\$4,715	\$17,826	\$4,448				
		Total	5,959	5,615	6,018	6,182	23,774	5,800				
		s Profit	1,496	1,395	1,608	1,611	6,111	1,382				
	-	ng Profit	280	144	280	211	915	191				
		ng Profit	77	216	128	321	741	182				
	Net	Profit	83	151	157	312	703	151				

#### **♦** Income Statement

(Unit: KRW bn)

	2005										2006						
	1Q		2Q		3Q		4Q		Tota	al	1Q		2Q	3Q	4Q	Total	
Sales	5,959	100.0%	5,615	100.0%	6,018	100.0%	6,182	100.0%	23,774	100.0%	5,800	100.0%					
COGS	4,463	74.9%	4,220	75.2%	4,410	73.3%	4,571	73.9%	17,664	74.3%	4,418	76.2%					
Gross Profit	1,496	25.1%	1,395	24.8%	1,608	26.7%	1,611	26.1%	6,111	25.7%	1,382	23.8%					
SG&A	1,216	20.4%	1,251	22.3%	1,328	22.1%	1,400	22.7%	5,196	21.9%	1,191	20.5%					
Op. Profit	280	4.7%	144	2.6%	280	4.7%	211	3.4%	915	3.8%	191	3.3%					
Non OP	-203	-3.4%	72	1.3%	-152	-2.5%	161	2.6%	-123	-0.5%	-9	0.0%					
Rec. Profit	77	1.3%	216	3.8%	128	2.1%	321	5.2%	741	3.1%	182	3.1%					
Tax	-7	-0.1%	65	1.2%	-29	-0.5%	9	0.1%	39	0.2%	31	0.5%					
Net Profit	83	1.4%	151	2.7%	157	2.6%	312	5.0%	703	3.0%	151	2.6%					

### Balance Sheet

(Unit: KRW bn)

		2005				2006		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Assets	13,563	14,299	14,143	14,036	13,974			
Current Asset	4,666	4,880	4,557	3,985	3,950			
Quick Asset	3,129	3,399	3,063	2,577	2,609			
Inventories	1,537	1,481	1,493	1,408	1,341			
Fixed Asset	8,896	9,419	9,587	10,051	10,024			
Investment	4,590	4,839	5,070	5,481	5,470			
Tangible	3,704	4,010	4,069	4,150	4,116			
Intangible	602	570	447	420	438			
Liabilities	8,841	9,397	8,594	7,874	7,773			
Current Liabilities	5,558	5,707	5,642	5,208	5,281			
Fixed Liabilities	3,283	3,690	2,952	2,665	2,493			
Capital	4,721	4,902	5,549	6,163	6,201			
Capital Stock	785	785	785	800	809			
Capital Surplus	1,907	1,908	1,908	2,107	2,220			
Retained Earnings	1,915	2,066	2,199	2,511	2,462			
Capital Adjustment	114	143	658	744	709			



http://www.lge.com