

# Earnings Release 1Q '06 

April 19, 2006

(1) LG Electronics Inc.

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The presentation includes forward-looking statements regarding the Company's outlook for $2^{\text {nd }}$ 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.

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- 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)


| Results | 4Q'05 | QoQ | 1Q'06 | 1Q'05 | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 6,182 | -6.2\% | 5,800 | 5,959 | -2.7\% |
| Gross Profit (\%) | $\begin{array}{r} 1,611 \\ (26.1 \%) \end{array}$ | -14.2\% | $\begin{aligned} & 1,382 \\ & (23.8 \%) \end{aligned}$ | $\begin{aligned} & 1,496 \\ & (25.1 \%) \end{aligned}$ | $-7.6 \%$ |
| Op. Profit (\%) | $\begin{array}{r} 211 \\ (3.4 \%) \end{array}$ | -9.7\% | $\begin{gathered} 191 \\ (3.3 \%) \end{gathered}$ | $\begin{gathered} 280 \\ (4.7 \%) \end{gathered}$ | -31.9\% |
| EBITDA <br> (\%) | $\begin{array}{r} 403 \\ (6.5 \%) \end{array}$ |  | $\begin{gathered} 368 \\ (6.3 \%) \end{gathered}$ | $\begin{gathered} 505 \\ (8.5 \%) \end{gathered}$ |  |
| Rec. Profit (\%) | $\begin{array}{r} 321 \\ (5.2 \%) \end{array}$ |  | $\begin{gathered} 182 \\ (3.1 \%) \end{gathered}$ | $\begin{gathered} 77 \\ (1.3 \%) \end{gathered}$ |  |
| Net Profit (\%) | $\begin{array}{r} 312 \\ (5.0 \%) \end{array}$ | -51.7\% | $\begin{gathered} 151 \\ (2.6 \%) \end{gathered}$ | $\begin{gathered} 83 \\ (1.4 \%) \end{gathered}$ |  |

[^0]- 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 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DA | Sales | 1,239 | 27.0\% | 1,574 | 1,669 | -5.7\% |
|  | Op. Profit <br> (\%) | $\begin{gathered} 51 \\ (4.1 \%) \end{gathered}$ | 215.8\% | $\begin{gathered} 160 \\ (10.1 \%) \end{gathered}$ | $\begin{gathered} 170 \\ (10.2 \%) \end{gathered}$ | -6.0\% |
| DD | Sales | 1,393 | 2.2\% | 1,423 | 1,253 | 13.6\% |
|  | Op. Profit <br> (\%) | $\begin{gathered} -81 \\ (-5.8 \%) \end{gathered}$ | n/a | $\begin{gathered} 30 \\ (2.1 \%) \end{gathered}$ | $\begin{gathered} 17 \\ (1.4 \%) \end{gathered}$ | 74.1\% |
| DM | Sales | 820 | -6.8\% | 764 | 846 | -9.7\% |
|  | Op. Profit <br> (\%) | $\begin{gathered} 36 \\ (4.4 \%) \end{gathered}$ | -36.7\% | $\begin{gathered} 23 \\ (3.0 \%) \end{gathered}$ | $\begin{gathered} 23 \\ (2.7 \%) \end{gathered}$ | -0.4\% |
| MC | Sales | 2,679 | -24.1\% | 2,033 | 2,155 | -5.7\% |
|  | Op. Profit <br> (\%) | $\begin{gathered} 217 \\ (8.1 \%) \end{gathered}$ | n/a | $\begin{gathered} -9 \\ (-0.4 \%) \end{gathered}$ | $\begin{gathered} 102 \\ (4.7 \%) \end{gathered}$ | n/a |
| Handset | Sales | 2,452 | -24.8\% | 1,843 | 1,873 | -1.6\% |
|  | Op. Profit <br> (\%) | $\begin{gathered} 198 \\ (8.1 \%) \end{gathered}$ | n/a | $\begin{gathered} -31 \\ (-1.7 \%) \end{gathered}$ | $\begin{gathered} 67 \\ (3.6 \%) \end{gathered}$ | n/a |

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

1Q 2006
(Unit: KRW bn)
(1) Interest Expense (net)
(2) Others
(3) Equity Method Loss
(4) F/X Income (net)


* 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 |  |
| :--- | :---: |
| $(1 Q$ '06) |  |
| Cash at the beginning of Quarter | $\mathbf{5 8 1}$ |
| Cash Flows from Oper. Activities | $\mathbf{6 1 0}$ |
| Net Income | 151 |
| Depreciation | 178 |
| Equity Method Loss | 22 |
| Reduction in Working Capital | 290 |
| Others | $(300)$ |
| Cash Flows from Invest. Activities | $\mathbf{( 2 1 1 )}$ |
| CAPEX | $(132)$ |
| Capital Investment (Net) | $(79)$ |
| Cash Flows from Finan. Activities | $\mathbf{( 8 2 )}$ |
| Decrease in Debt | $(82)$ |
| Net Increase in Cash \& Equiv. | $\mathbf{3 1 6}$ |
| Cash at the End of Quarter | $\mathbf{8 9 8}$ |
|  |  |

[^1]- Continue to concentrate on debt reduction to improve financial structure.

- Consolidated 1Q revenue increased $11 \%$ YoY to 11tn 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 |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Consol. } \\ \text { F/S } \end{gathered}$ | Revenue | 12.18 | 11.02 | 9.94 |
|  | Op. Profit | 0.77 | 0.24 | 0.04 |
|  | Rec. Profit ${ }^{1}$ | 0.45 | 0.18 | (0.07) |
| Global F/S | Revenue | 9.84 | 8.86 | 8.12 |
|  | Op. Profit | 0.43 | 0.17 | 0.20 |
|  | Rec. Profit ${ }^{2}$ | 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\% |

## II. Performance and Outlook by Sector

## Digital Appliance




## 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


## II. Performance and Outlook by Sector




## 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.

## II. Performance and Outlook by Sector




## 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.


## II. Performance and Outlook by Sector




## 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 $\rightarrow$ 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
- DD - New product line-up for World Cup demand
- Strengthen cost competitiveness
- DM
- Expand premium product sales
- Develop HD type DVD product
- Improve profitability through cost
- MC reduction and better product mix
- Expand open market sales


## Revenue

Parent
$5.9 \sim 6.0$
(2~3\% 个 QoQ)

Global
$9.5 \sim 10$
(7~12\% $\uparrow$ QoQ)

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

Appendix
(Unit: KRW bn, USD M)

| Section |  |  | 2005 |  |  |  |  | 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
| Digital Appliance | Sales | Domestic | 494 | 765 | 575 | 468 | 2,303 | 494 |  |  |  |  |
|  |  | Export | 1,175 | 856 | 749 | 771 | 3,550 | 1,079 |  |  |  |  |
|  |  | M\$ | \$1,150 | \$849 | \$728 | \$743 | \$3,469 | \$1,105 |  |  |  |  |
|  |  | Total | 1,669 | 1,621 | 1,324 | 1,239 | 5,853 | 1,574 |  |  |  |  |
|  | Operating Profit |  | 170 | 162 | 90 | 50 | 473 | 160 |  |  |  |  |
| Digital <br> Display | Sales | Domestic | 263 | 254 | 300 | 296 | 1,113 | 384 |  |  |  |  |
|  |  | Export | 990 | 901 | 1,019 | 1,098 | 4,008 | 1,039 |  |  |  |  |
|  |  | M\$ | \$968 | \$894 | \$991 | \$1,058 | \$3,911 | \$1,064 |  |  |  |  |
|  |  | Total | 1,253 | 1,155 | 1,319 | 1,393 | 5,121 | 1,423 |  |  |  |  |
|  | Operating Profit |  | 17 | -22 | 28 | -81 | -58 | 30 |  |  |  |  |
| Digital <br> Media | Sales | Domestic | 179 | 157 | 176 | 160 | 672 | 219 |  |  |  |  |
|  |  | Export | 667 | 575 | 604 | 661 | 2,507 | 545 |  |  |  |  |
|  |  | M\$ | \$652 | \$571 | \$587 | \$637 | \$2,446 | \$558 |  |  |  |  |
|  |  | Total | 846 | 732 | 780 | 820 | 3,179 | 764 |  |  |  |  |
|  | Operating Profit |  | 23 | 27 | 52 | 36 | 138 | 23 |  |  |  |  |
| Mobile <br> Communications | Sales | Domestic | 333 | 265 | 363 | 316 | 1,276 | 350 |  |  |  |  |
|  |  | Export | 1,822 | 1,816 | 2,182 | 2,362 | 8,182 | 1,682 |  |  |  |  |
|  |  | 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 |  |  |  |  |
| Handset | Sales | Domestic | 258 | 174 | 237 | 246 | 915 | 316 |  |  |  |  |
|  |  | 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 |  |  |  |  |
|  | Operating Profit |  | 67 | -4 | 123 | 197 | 384 | -31 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Parent | Sales | Domestic | 1,302 | 1,466 | 1,454 | 1,288 | 5,509 | 1,454 |  |  |  |  |
|  |  | Export | 4,657 | 4,150 | 4,565 | 4,894 | 18,265 | 4,346 |  |  |  |  |
|  |  |  | \$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 |  |  |  |  |
|  | Gross Profit Operating Profit Recurring Profit Net Profit |  | 1,496 | 1,395 | 1,608 | 1,611 | 6,111 | 1,382 |  |  |  |  |
|  |  |  | 280 | 144 | 280 | 211 | 915 | 191 |  |  |  |  |
|  |  |  | 77 | 216 | 128 | 321 | 741 | 182 |  |  |  |  |
|  |  |  | 83 | 151 | 157 | 312 | 703 | 151 |  |  |  |  |

## BS/PL by Quarter

Appendix
$\diamond$ Income Statement

|  | 2005 |  |  |  |  |  |  |  |  |  | 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | 2Q |  | 3Q |  | 4Q |  | Total |  | 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 |  |  |  |


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

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

