

# 2010 4Q Earnings Release



**January 26th 2011** 

All information regarding management performance and financial results of LG Electronics (the "Company") during the 4<sup>th</sup> quarter of 2010 as contained herein has been prepared on a consolidated basis in accordance with International Financial Reporting Standards ("IFRS"). Quarterly results of 2009 are also prepared on a consolidated basis in accordance with IFRS for comparison purposes.

In addition, the information regarding results of 2009 and the 4<sup>th</sup> quarter of 2010 has been prepared in advance, prior to being reviewed by outside auditors, solely for the convenience of investors of the Company, and is subject to change in the process of final reviewing by outside auditors.

The information contained herein includes forward-looking statements in respect to future plans, prospects, and performances of the Company as well as the Company's projected sales plan for the fiscal year of 2011. These forward-looking statements also refer to the Company's performance on consolidated base, as indicated.

The aforementioned forward-looking statements are influenced by changes in the management environment and relative events, and by their nature, these statements refer to uncertain circumstances. Consequently, due to these uncertainties, the Company's actual future results may differ materially from those expressed or implied by such statements.

Please note that as the forward-looking statements contained herein are based on the current market situation and the Company's management direction, they are subject to change according to the changes in future market environment and business strategy.

The information contained herein should not be utilized for any legal purposes in regards to investors' investment results. The Company hereby expressly disclaims any and all liability for any loss or damage resulting from the investors' reliance on the information contained herein.

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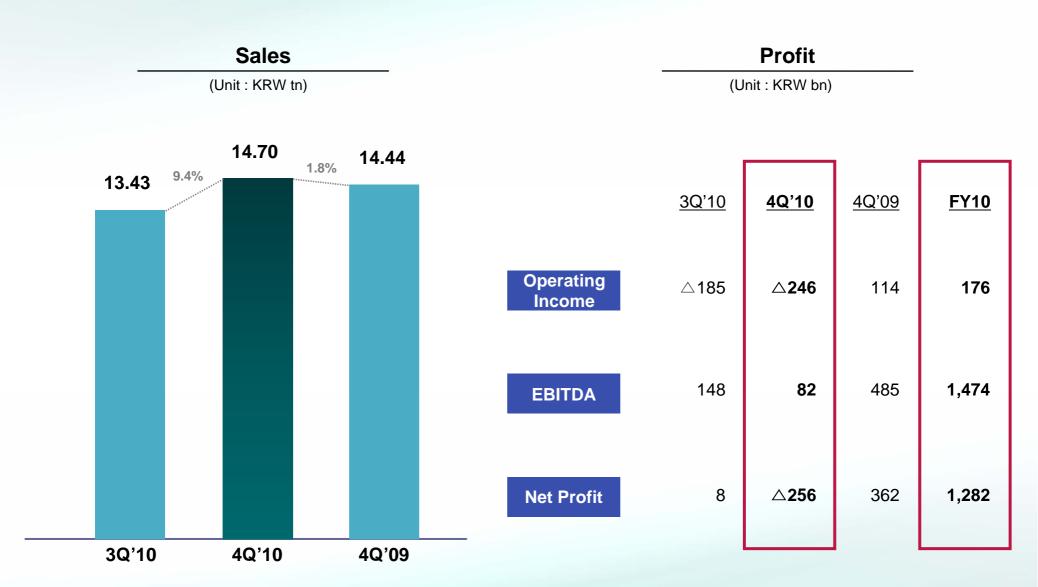
## Overview

✓ Comment on 4Q Results

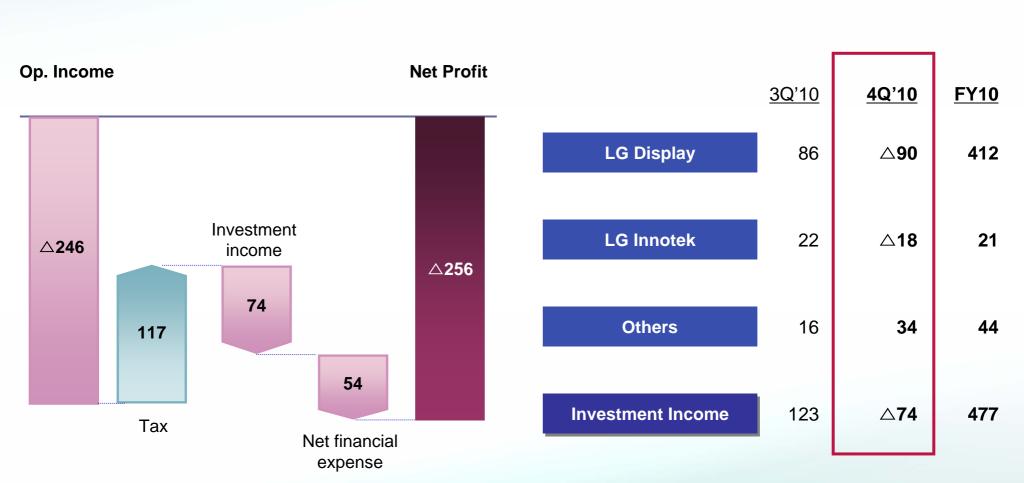
✓ Comment on 1Q11 and 2011 Outlook



## 2010 4Q Results







#### **4Q Net\* Cash Flow**

(Unit: KRW bn)

#### **Cash Flow Statement**

		С	ash In	(	Cash C	Out		
	Investm	ent	74					
	income				398	Cash flow investing a	-	
						FX effect	from	
				i	10	foreign cu denomina	rrency ted cash	
	Increas working				327	Others		
	capital	9	1,302					
							713	
<b>\</b>	let Profit	:						
	256		328	Dep	oreciatio	า	Net *	

	<u>3Q'10</u>	<u>4Q'10</u>	<u>FY10</u>
Cash at beginning of period	1,684	1,785	2,424
Cash flow from operating activities	△223	1,121	40
Net income Depreciation Investment income Profit (loss) from discontinued operations Increase in working capital	8 333 △ 123 0 △ 205	△ 256 328 74 0 1,302	△ 815 △ 477
Others  Cash flow from investing activities	△ 235 △ 436	△ 327 △ 398	△ 771 △1,699
Increase in tangible assets	△ 340	△ 414	△1,404
Cash flow from financing activities	759	△ 554	1,218
Increase in debt	769	△ 551	1,528
FX effect from foreign currency denominated cash	1	△ 10	△39
Net changes in cash	102	159	△480
Cash at end of period	1,785	1,944	1,944

Ba	lance S	heet			Financial	Ratio	
(	Unit: KRW	tn)	_	_	(Unit :	%)	-
	<u>4Q'09</u>	<u>3Q'10</u>	<u>4Q'10</u>		<u>4Q'09</u>	<u>3Q'10</u>	<u>.</u>
2 Assets	32.11	33.82	32.32		450	159	
Current Assets	16.91	18.19	16.51	Total Liability	158	-	
Cash	2.42	1.79	1.94	to Equity			
Inventory	4.90	7.02	5.87				
Non-Current Assets	15.20	15.63	15.80			59	
☐ Liabilities	19.69	20.74	19.46	Debt to Equity	56		
Current Liabilities	16.17	17.16	15.39	Dest to Equity			
Non-Current Liabilities	3.52	3.57	4.07				
□ Equity	12.43	13.08	12.86			45	
				Net Debt	36		
☐ Debt	6.91	7.72	7.19	to Equity			
□ Net Debt	4.48	5.94	5.25				

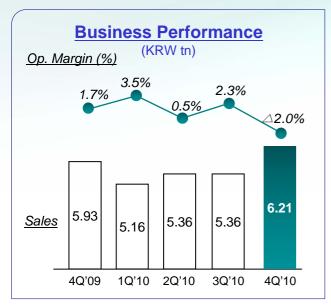


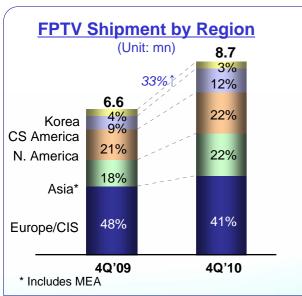
## Performance and Outlook

#### **Consolidated Sales and Profit by Division**

	3Q'10	QoQ	4Q'10	YoY	4Q'09	FY10	YoY	
Sales Op. Income	5,359 123	<b>↑</b> 15.8%	6,205 -122	<b>1.7%</b>	5,928 99	22,082 211	<b>↑</b> 12.5%	
Sales Op. Income	3,224 -326	,		₩ 14.7%	<i>4</i> ,191 -6	13,841 -709	<b>¥</b> 23.9%	
Sales Op. Income	2,971 -304	<b>↑</b> 12.0%	3,328 -262	₩ 15.2%	3,92 <i>4</i> 9	12,811 -658	<b>¥</b> 24.9%	
Sales Op. Income	2,750 67	<b>↑</b> 2.5%	2,819 78	<b>13.7%</b>	2,479 12	10,673 538	<b>↑</b> 11.9%	
Sales Op. Income	1,107 -52	<b>¥</b> 17.6%	913 10	↑ 50.5%	606 -28	<b>4,820</b> 60	<b>↑</b> 12.2%	
Sales Op. Income	1,192 -7	<b>↑</b> 1.9%	1,215 47	<b>↓</b> 7.8%	1,317 <i>4</i> 2	<i>4,</i> 832 59	<b>↑</b> 4.3%	
	Op. Income Sales Op. Income	Sales       5,359         Op. Income       123         Sales       3,224         Op. Income       -326         Sales       2,971         Op. Income       -304         Sales       2,750         Op. Income       67         Sales       1,107         Op. Income       -52         Sales       1,192	Sales       5,359       ↑ 15.8%         Op. Income       123         Sales       3,224       ↑ 10.9%         Op. Income       -326         Sales       2,971       ↑ 12.0%         Op. Income       -304         Sales       2,750       ↑ 2.5%         Op. Income       67         Sales       1,107       ↓ 17.6%         Op. Income       -52         Sales       1,192       ↑ 1.9%	Sales       5,359       ↑ 15.8%       6,205         Op. Income       123       -122         Sales       3,224       ↑ 10.9%       3,576         Op. Income       -326       -274         Sales       2,971       ↑ 12.0%       3,328         Op. Income       -304       -262         Sales       2,750       ↑ 2.5%       2,819         Op. Income       67       78         Sales       1,107       ↓ 17.6%       913         Op. Income       -52       10         Sales       1,192       ↑ 1.9%       1,215	Sales       5,359       ↑ 15.8%       6,205       ↑ 4.7%         Op. Income       123       -122         Sales       3,224       ↑ 10.9%       3,576       ↓ 14.7%         Op. Income       -326       -274         Sales       2,971       ↑ 12.0%       3,328       ↓ 15.2%         Op. Income       -304       -262         Sales       2,750       ↑ 2.5%       2,819       ↑ 13.7%         Op. Income       67       78         Sales       1,107       ↓ 17.6%       913       ↑ 50.5%         Op. Income       -52       10         Sales       1,192       ↑ 1.9%       1,215       ↓ 7.8%	Sales       5,359       ↑ 15.8%       6,205       ↑ 4.7%       5,928         Op. Income       123       -122       99         Sales       3,224       ↑ 10.9%       3,576       ↓ 14.7%       4,191         Op. Income       -326       -274       -6         Sales       2,971       ↑ 12.0%       3,328       ↓ 15.2%       3,924         Op. Income       -304       -262       9         Sales       2,750       ↑ 2.5%       2,819       ↑ 13.7%       2,479         Op. Income       67       78       12         Sales       1,107       ↓ 17.6%       913       ↑ 50.5%       606         Op. Income       -52       10       -28         Sales       1,192       ↑ 1.9%       1,215       ↓ 7.8%       1,317	Sales       5,359       ↑ 15.8%       6,205       ↑ 4.7%       5,928       22,082         Op. Income       123       -122       99       211         Sales       3,224       ↑ 10.9%       3,576       ↓ 14.7%       4,191       13,841         Op. Income       -326       -274       -6       -709         Sales       2,971       ↑ 12.0%       3,328       ↓ 15.2%       3,924       12,811         Op. Income       -304       -262       9       -658         Sales       2,750       ↑ 2.5%       2,819       ↑ 13.7%       2,479       10,673         Op. Income       67       78       12       538         Sales       1,107       ↓ 17.6%       913       ↑ 50.5%       606       4,820         Op. Income       -52       10       -28       60         Sales       1,192       ↑ 1.9%       1,215       ↓ 7.8%       1,317       4,832	

<sup>\*</sup> Divisional sales includes internal transactions between divisions



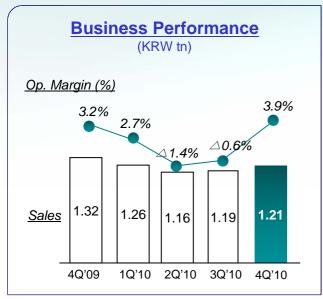


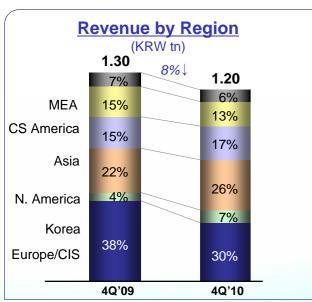
#### 2010 4Q Performance

- Sales: Increased 16% QoQ with record-high quarterly FPTV sales due to strong seasonality
  - LCD TV : Increased sales in the developed markets resulted in a 38% QoQ growth and achieved the best quarterly sales
  - PDP TV : Sales grew QoQ due to higher portion of large size PDP TV sales
  - Media : Up 25% QoQ with the increase of HTS / BD product sales
  - DS : Excessive industry inventory resulted in weak sales and fall in ASP
- Profitability: Decreased QoQ due to intensified competition in the TV industry resulting in ASP decline

#### 2011 Outlook

- ❖ Market: Expect LED TV sales portion to increase and tougher competition is expected with set makers trying to dominate with premium products such as 3D and Smart TVs
- ❖ LGE: Plan to launch premium products with differentiated technologies while cooperating with LG Display to secure cost competitiveness and improve profitability by strengthening SCM and marketing competencies





#### 2010 4Q Performance

Sales: Despite market demand decline and lower ASP, sales were stable QoQ due to increased sales in key markets

Monitor : Strong sales in developed markets led sequential sales increase

■ Commercial : Sales increase in developed markets (Europe/ N. America) resulted

in 9% growth QoQ

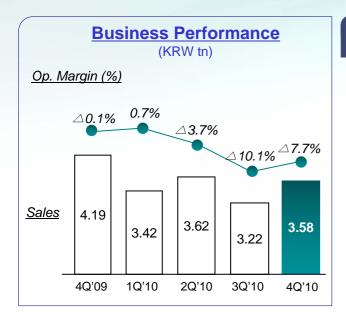
CAR : Increased business with major buyers resulted in stronger QoQ

sales

Profitability: Profitability improved QoQ due to product competitiveness and cost reduction efforts along with panel price decline

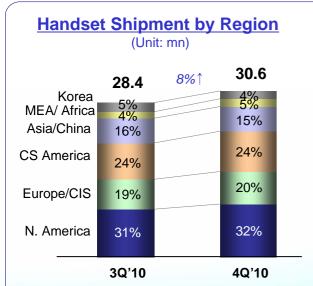
#### 2011 Outlook

- Market : Although uncertainties exist, market demand is expected to increase along with the IT industry recovery
- LGE: Plan to focus on premium products for the monitor business and expand buyers for commercial display business while entering new markets to secure profitability



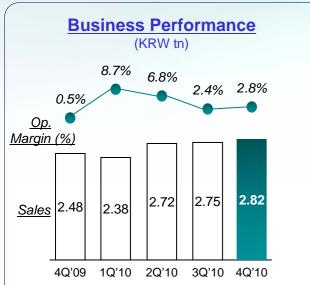
#### 2010 4Q Performance

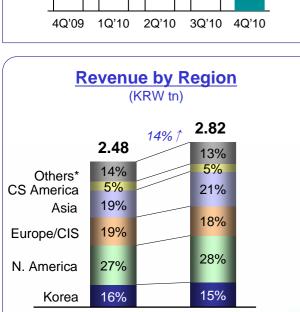
- ❖ Sales : Shipments rose 8% QoQ and declined 10% YoY to 30.6M units
  - N. America /
     Europe / Korea
     : Sales increased due to strong sales of Optimus One
  - Emerging Market: Stagnant sales with less competitive pricing for feature phones
- Profitability: Profitability improved as smartphone sales rose and loss making product sales were cutdown



#### 2011 Outlook

- ❖ Market : Expect to increase 8% YoY to 1.4bn units with the continuous expansion of smartphones
- LGE: Focus on profitability by launching premium smartphones and differentiated tablet PC products along with recovering cost competitiveness for feature phones
  - Unit Shipment : Similar to 2010 but with improved product mix and higher smartphone portion
  - New Products : Optimus 2X / Optimus Black, Revolution, and tablet PC





4Q'09

\* Includes MEA , Africa

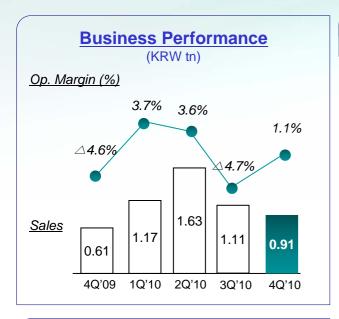
#### 2010 4Q Performance

- Sales: Increased 14% YoY to KRW 2.8 trillion due to strong sales in N. America and emerging markets
  - Korea : Sales increased 10% YoY due to solid sales of energy efficient products (Direct drive motor, Linear compressor applied model)
  - Overseas: Grew 19% YoY based on USD due to strong season in N. America and stronger sales in emerging markets such as Russia, India, and China
- Profitability: Despite unfavorable FX rates and rising raw material costs margins increased YoY due to sales increase and cost reduction efforts

#### 2011 Outlook

- Market: Similarly to 2010, expect sales growth to continue in emerging markets while flat in developed markets, with growth opportunities in N. America if economic recovery materializes
- **❖** LGE
  - Sales : Maintain market dominance in refrigerators and washing machines while securing competitiveness for future businesses (Linear compressor, Water treatment)
  - Profitability: Despite variables such as unstable FX rates and rising raw material costs, expect to improve profitability YoY by allocating costs and investments efficiently while securing product competiveness

4Q'10



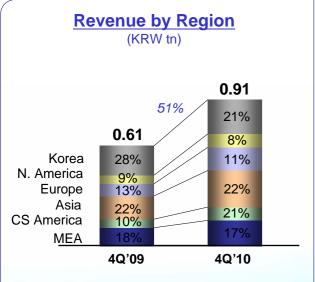
#### 2010 4Q Performance

Sales: Sales increased 51% YoY based on KRW due to growth in MEA, CS America and stronger overseas CAC sales

Korea : 24% growth YoY due to expansion of commercial and residential inverter sales

Overseas : Strong growth in emerging markets
 MEA (76% ↑), CS America(142% ↑)

Profitability: Turned to profit due to stronger CAC sales, improved product mix, and cost reduction efforts



#### 2011 Outlook

❖ Market: Expect energy efficient products to gain momentum due to the government's strong energy policies around the world and demand to increase for environmentally friendly products such as solar cells in the developed markets

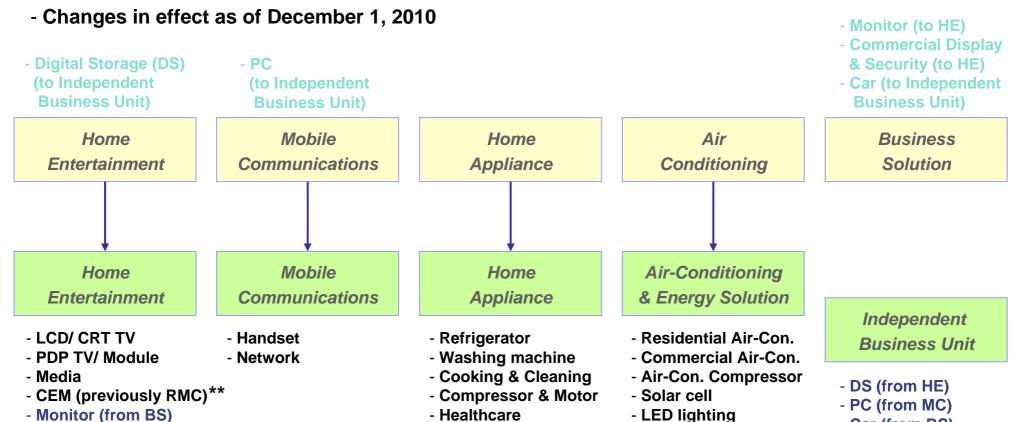
LGE: Plan to strengthen competitiveness for strategic products
 (Multi V, Inverter), increase product competitiveness by
 implementing six sigma policies, and continue investments in
 new businesses such as Solar cell and LED lighting



http://www.lge.com

## **Appendix. 2011 Business Reorganization**

- Realigned to 4 business units (vs. previous 5 units) and renamed Regional Headquarters to Regional Representatives
- BS Company has been dissolved with the Monitor and Commercial Display & Security business units transferring to HE Company while the rest became independent business units
- AC Company took on a new name of Air-Conditioning and Energy Solution (AE) Company



- Water Treatment

- Commercial Display

& Security (from BS)

- Car (from BS)

<sup>\*</sup> Independent business units report directly to the CEO

<sup>\*\*</sup> CEM= Chemical & Electronic Material / RMC= Recording Media & Chemitronics

## **Appendix. Guidance on Reporting Standards (1/2)**

LGE adopts early International Financial Reporting Standards (IFRS) in 2010 to pursue unification of global accounting and financial reporting standards.

#### **Key Differences Between Korean GAAP and IFRS**

	Korean GAAP	IFRS
Primary Financial Statement	Individual Financial Statement	Consolidated Financial Statement
Consolidation Criteria	1) Ownership of more than 30% of voting shares, and 2) Largest shareholder  * Entity with asset size under KRW 10B is not required to be consolidated	1) Ownership of more than 50% of voting shares 2) Ownership of de facto control (practical ability to govern the financial and operating policies to obtain benefits) even with less than 50% of voting shares
Quarterly Disclosure	Reporting of consolidated financial statements is not required	Reporting of consolidated financial statements is mandatory
PP&E Valuation	Choose cost method or fair value method *LGE: Cost Method	LGE has one time option to revalue assets to fair value on initial adoption of IFRS. Thereafter, choose cost method or fair value method  *LGE: Cost Method
A/R Financing	Off-balance sheet financing	Unless the entity that provides the financing controls the benefits and risk regarding A/R, liability is recorded

## **Appendix. Guidance on Reporting Standards (2/2)**

#### **Consolidated Subsidiaries**

('09.12 under KGAAP : 105 Subsidiaries → '10.12 under IFRS : 113 Subsidiaries)

25 Subsidiaries OUT	80 Subsidiaries STAY	33 Subsidiaries IN
<ul> <li>LG Display and LG Display's subsidiaries</li> <li>LG Innotek and LG Innotek's subsidiaries</li> </ul>	<ul><li>LGE Overseas Subsidiaries</li><li>Hi Logistics</li><li>Others</li></ul>	<ul> <li>Subsidiaries that have asset size less than KRW 10B &amp; more than 50% stake</li> </ul>

- The most significant change of LGE adopting IFRS comes from determination of whether or not subsidiaries are consolidated, and most comes from LG Display and LG Innotek out of consolidation.
- \*\* LG Innotek was excluded from the consolidation of LGE due to LGE's stake declining
  from 50.64% to 49.95% (as of April 22, 2010),\* which resulted from LG Innotek issuing shares from
  the conversion of Convertible Bonds and Bonds with Warrants

#### LGE's Reporting Standards for Earning Release

Consolidated quarterly results will be reported under IFRS, and the results of divisional performances under IFRS will be provided to help investors have better idea to understand financial results in each sector.

\* As of December 2010 LGE has 48.0% stake

## Summarized Financial Statements (LGE Parent Only, IFRS)\*

#### **Income Statement**

			2009					2010		
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Sales	7,074	8,477	7,866	7,096	30,513	7,227	7,653	7,229	7,129	29,239
Domestic	1,637	2,044	1,696	1,288	6,665	1,606	1,802	1,783	1,701	6,892
Export	5,437	6,433	6,170	5,808	23,848	5,621	5,851	5,446	5,428	22,347
Cost of goods sold	5,402	6,291	5,900	5,815	23,407	5,838	6,441	6,244	6,370	24,894
Gross profit	1,673	2,187	1,966	1,282	7,107	1,389	1,212	985	759	4,345
Selling & admin expense	1,229	1,453	1,327	1,402	5,411	1,244	1,443	1,443	1,338	5,468
Other operating gain (Loss)	(49)	(28)	63	297	283	52	(19)	(66)	14	(19)
Operating income (Loss)	493	762	576	(417)	1,412	93	(213)	(393)	(593)	(1,105)
Financial income (Expense)	(351)	241	122	(7)	6	143	(182)	85	(18)	28
Net profit (Loss) before tax	142	1,003	698	(424)	1,419	236	(395)	(308)	(611)	(1,077)
Tax	36	228	106	(98)	272	7	(144)	(121)	(184)	(441)
Net profit (Loss)	106	775	592	(326)	1,147	229	(251)	(187)	(427)	(636)

<sup>\* 2009</sup> quarterly report was prepared based on IFRS for investors' convenience.

Since this is not an audited nor reviewed report, content may be changed in the future if an auditor has a concern.

## Summarized Financial Statements (LGE Parent Only, IFRS)\*

#### **Balance Sheet**

		2009				2010		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Assets	22,466	22,666	23,643	22,143	23,428	24,230	24,021	22,975
Current Assets	8,649	8,863	9,821	7,692	9,021	9,742	9,294	8,094
Cash and cash equivalents	1,354	1,200	1,430	1,013	715	716	561	869
Accounts receivable	5,566	6,089	6,667	5,155	6,070	6,983	6,637	5,488
Inventory	959	891	1,037	767	1,049	1,184	1,172	1,065
Other	769	683	686	757	1,187	859	924	673
Non-current Assets	13,817	13,803	13,822	14,452	14,407	14,488	14,727	14,881
Investment	7,760	7,754	7,754	7,897	7,897	7,909	7,919	7,845
PP&E	4,682	4,631	4,596	4,657	4,594	4,559	4,654	4,661
Intangible assets	596	624	667	686	696	722	737	726
Other	780	794	805	1,211	1,220	1,298	1,417	1,649
iabilities	12,620	12,043	12,426	11,255	12,595	13,647	13,684	13,049
Accounts payable	3,364	3,546	4,610	3,820	4,888	4,925	4,235	4,285
Debt	5,938	4,773	3,967	3,458	3,919	4,957	5,726	5,000
Other	3,319	3,724	3,849	3,977	3,787	3,765	3,723	3,764
Equity	9,846	10,623	11,217	10,888	10,833	10,583	10,337	9,926

<sup>\* 2009</sup> quarterly report was prepared based on IFRS for investors' convenience.

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### **Summarized Financial Statements (LGE Consolidated, IFRS)**

#### **Income Statement**

			2009					2010		
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Sales	12,821	14,515	13,716	14,439	55,491	13,217	14,410	13,429	14,698	55,754
Cost of goods sold	9,723	10,412	10,006	11,200	41,341	9,869	11,179	10,626	12,050	43,724
Gross profit	3,097	4,104	3,711	3,239	14,151	3,349	3,231	2,803	2,647	12,030
Selling & admin expense	2,639	2,943	2,853	2,756	11,190	2,833	3,115	3,116	2,877	11,942
Other operating gain (Loss)	(14)	(83)	7	370	279	35	(11)	(128)	16	(88)
Operating income (Loss)	472	1,244	851	114	2,681	481	126	(185)	(246)	176
Financial income (Expense)	(552)	219	76	6	(251)	59	(270)	45	(54)	(219)
Investment income (Loss)	(113)	98	230	221	435	219	210	123	(74)	477
Net income before tax	(193)	1,560	1,157	341	2,865	759	66	(17)	(374)	435
Tax	25	321	280	(37)	589	117	25	(24)	(117)	0
Profit (Loss) from discontinued operations	18	37	34	(15)	74	32	815	0	0	848
Net income	(200)	1,277	911	362	2,350	675	856	8	(256)	1,282
Controlled shares	(224)	1,251	888	372	2,287	650	842	(6)	(260)	1,227
Noncontrolled shares	24	25	23	(10)	63	24	14	14	3	55

<sup>\*</sup> Consolidated basis excluding LG Innotek (1Q09 ~ 2Q10)

<sup>\* 2009</sup> quarterly report was prepared based on IFRS for investors' convenience. Since this is not an audited nor reviewed report, content may be changed in the future if an auditor has a concern.

### **Summarized Financial Statements (LGE Consolidated, IFRS)**

Balance Sheet (Unit: KRW bn)

		2009				2010		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Assets	32,306	32,461	32,583	32,115	33,794	34,036	33,822	32,318
Current Assets	17,973	18,265	18,295	16,910	18,409	18,635	18,195	16,515
Cash and cash equivalents	2,794	2,557	2,582	2,424	1,977	1,684	1,785	1,944
Accounts receivable	7,923	8,310	8,023	7,637	8,042	8,629	7,477	7,002
Inventory	5,136	5,246	5,747	4,899	6,011	6,379	7,025	5,872
Other	2,121	2,152	1,943	1,950	2,379	1,943	1,908	1,696
Non-current Assets	14,333	14,197	14,289	15,204	15,386	15,401	15,627	15,804
Investment	3,855	3,967	4,170	4,404	4,512	6,063	6,158	6,008
PP&E	7,725	7,545	7,473	7,709	7,736	6,256	6,326	6,500
Intangible assets	697	728	773	804	820	758	773	763
Other	2,057	1,957	1,873	2,288	2,318	2,323	2,371	2,532
Liabilities	21,983	20,944	20,401	19,689	21,139	20,774	20,738	19,459
Accounts payable	5,330	5,740	6,268	5,316	6,728	6,707	6,174	5,824
Debt	10,451	8,378	6,983	6,909	6,907	7,083	7,723	7,193
Other	6,202	6,825	7,150	7,465	7,505	6,984	6,842	6,442
Equity	10,323	11,518	12,182	12,425	12,655	13,261	13,084	12,860

<sup>\*</sup> Consolidated basis including LG Innotek (1Q09 ~ 1Q10)

<sup>\* 2009</sup> quarterly report was prepared based on IFRS for investors' convenience.

Since this is not an audited nor reviewed report, content may be changed in the future if an auditor has a concern.

## **Divisional Sales (LGE Consolidated, IFRS)**

			10100	20100	20100	40100		10110	20112	20112	10110			Ido Tadal	
			1Q'09	2Q'09	3Q'09	4Q'09	'09 Total	1Q'10	2Q'10	3Q'10	4Q'10	QoQ	YoY	'10 Total	YoY
HE		Sales	4,281	4,504	4,923	5,928	19,635	5,156	5,361	5,359	6,205	16%	5%	22,082	12%
		Op. Income	-1	268	227	99	593	182	28	123	-122			211	
		(%)	0.0%	5.9%	4.6%	1.7%	3.0%	3.5%	0.5%	2.3%	-2.0%			1.0%	
MC		Sales	4,244	5,136	4,627	4,191	18,199	3,422	3,619	3,224	3,576	11%	-15%	13,840	-24%
		Op. Income	239	633	469	-6	1,335	24	-133	-326	-274			-709	
		(%)	5.6%	12.3%	10.1%	-0.1%	7.3%	0.7%	-3.7%	-10.1%	-7.7%			-5.1%	
	Handset	Sales	3,908	4,874	4,360	3,924	17,067	3,140	3,373	2,971	3,328	12%	-15%	12,811	-25%
		Op. Income	249	620	460	9	1,338	28	-120	-304	-262			-658	
		(%)	6.4%	12.7%	10.6%	0.2%	7.8%	0.9%	-3.5%	-10.2%	-7.9%			-5.1%	
HA		Sales	2,205	2,337	2,520	2,479	9,541	2,381	2,722	2,750	2,819	3%	14%	10,673	12%
		Op. Income	133	178	155	12	478	207	185	67	78			538	
		(%)	6.0%	7.6%	6.1%	0.5%	5.0%	8.7%	6.8%	2.4%	2.8%			5.0%	
AC		Sales	1,249	1,623	818	606	4,296	1,172	1,628	1,107	913	-18%	51%	4,820	12%
		Op. Income	63	152	-11	-28	177	43	59	-52	10			60	
		(%)	5.1%	9.3%	-1.3%	-4.6%	4.1%	3.7%	3.6%	-4.7%	1.1%			1.2%	
BS		Sales	1,093	1,015	1,207	1,317	4,632	1,261	1,164	1,192	1,215	2%	-8%	4,832	4%
		Op. Income	31	26	23	42	121	34	-16	-7	47			59	
		(%)	2.9%	2.5%	1.9%	3.2%	2.6%	2.7%	-1.4%	-0.6%	3.9%			1.2%	
Others	i	Sales	-251	-99	-379	-83	-812	-174	-85	-204	-30	N/A	N/A	-493	N/A
		Op. Income	6	-13	-12	-5	-23	-9	2	10	15			18	
Total		Sales	12,821	14,515	13,716	14,439	55,491	13,217	14,410	13,429	14,698	9%	2%	55,754	0.5%
		Op. Income	472	1,244	851	114	2,681	481	126	-185	-246			176	
		(%)	3.7%	8.6%	6.2%	0.8%	4.8%	3.6%	0.9%	-1.4%	-1.7%			0.3%	

<sup>\*</sup> Others include other subsidiaries' earnings, internal transactions, etc.

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