

4Q`19 Earnings Release

January 30, 2020

LG Electronics



All information regarding management performance and financial results of LG Electronics (the "Company") during the 4th quarter of 2019 as contained herein has been prepared on a consolidated basis in accordance with International Financial Reporting Standards ("IFRS").

The information regarding results of 4th quarter of 2019 has been prepared in advance, prior to being audited by external auditors, solely for the convenience of investors of the Company, and is subject to change in the process of final audit by external 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 year of 2020.

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.



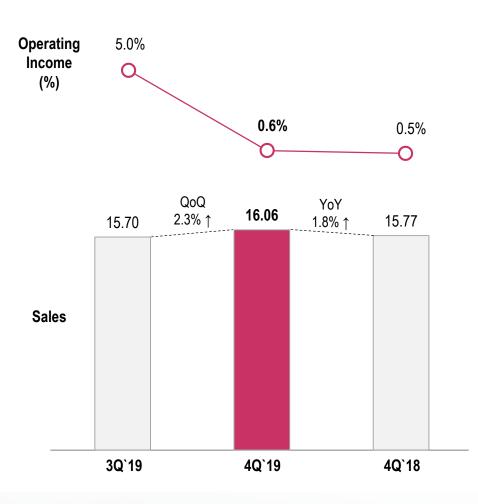
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Performance by Division

		3Q`19	QoQ	4Q`19	YoY	4Q`18
	Sales	15,700.7	+2.3%	16,061.2	+1.8%	15,772.3
Consolidated *1)	0.1	781.4	-679.6	101.8	+26.1	75.7
	(%)	5.0%	-4.4%p	0.6%	+0.1%p	0.5%
H&A*2)	Sales	5,330.7	-13.4%	4,616.1	+6.7%	4,327.9
Home Appliance	O.I	428.9	-306.7	122.2	+9.6	112.6
& Air Solution	(%)	8.0%	-5.4%p	2.6%	+0.0%p	2.6%
HE *3)	Sales	3,866.2	+18.7%	4,590.5	+0.0%	4,590.0
	0.1	318.0	-208.0	110.0	-95.6	205.6
Home Entertainment	(%)	8.2%	-5.8%p	2.4%	-2.1%p	4.5%
MC *3)	Sales	1,522.3	-13.2%	1,320.8	-21.2%	1,675.4
	0.1	-161.2	-171.0	-332.2	-13.7	-318.5
Mobile Communications	(%)	-10.6%	-14.6%p	-25.2%	-6.2%p	-19.0%
VS	Sales	1,340.1	+1.1%	1,355.2	-3.1%	1,398.8
Vehicle component	0.1	-60.1	-3.6	-63.7	-36.3	-27.4
Solutions	(%)	-4.5%	-0.2%p	-4.7%	-2.7%p	-2.0%
De	Sales	698.7	-3.7%	672.8	+12.5%	597.8
BS	O.I	66.8	-0.4	66.4	+51.5	14.9
Business Solutions	(%)	9.6%	+0.3%p	9.9%	+7.4%p	2.5%

^{*1)} LG Innotek is included.

^{*3)} From 1Q`19, companion device business has been restated to 'HE division' from 'MC division'.



^{*2)} From 1Q`19, robot business has been restated to 'others' from 'H&A division'.

Income Trend / Cash Flow

Income Trend

(Unit: KRW billion)

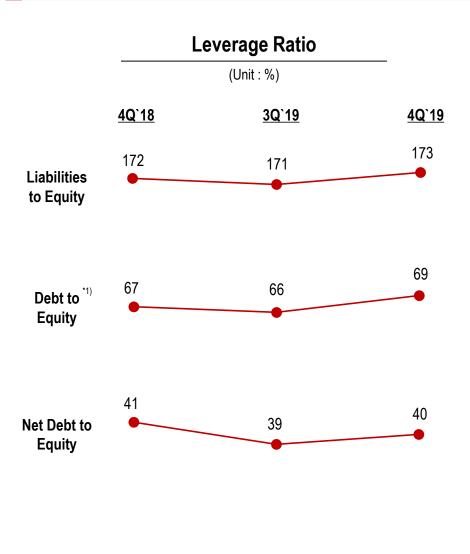
Cash Flow

	3Q`19	QoQ	4Q`19	YoY	4Q`18
Operating Income	781.4	-679.6	101.8	+26.1	75.7
Net financial income/expense	-56.1	-18.0	-74.1	+0.1	-74.2
Gain/Loss on equity method	-150.9	-520.4	-671.3	-722.6	51.3
Other non-operating income/expense	-140.4	-102.9	-243.3	-66.2	-177.1
Income Before Tax	434.0	-1,320.9	-886.9	-762.6	-124.3
Corporate income tax	88.3	-125.4	-37.1	+6.5	-43.6
Net Income	345.7	-1,195.5	-849.8	-769.1	-80.7
EBITDA	1,425.5		735.9		625.2

	3Q`19	4Q`19
☐ Cash at the beginning of period	3,944.2	4,798.9
Cash flow from operating activities	1,343.1	1,143.0
Net income/loss	345.7	-849.8
Depreciation	644.1	634.1
Gain/Loss on equity method investment	150.9	671.3
Cash flow from investing activities	-278.0	-654.9
Increase/Decrease in tangible assets	-458.4	-421.9
Increase/Decrease in intangible assets	-97.6	-107.2
Cash flow from financing activities	-231.9	-423.7
Repayment of lease obligation and others	-127.6	-66.5
Increase/Decrease in debt	-104.3	-357.2
Effects of exchange rate changes on cash and cash equivalents	21.5	-85.9
☐ Net changes in cash	854.7	-21.5
☐ Cash at the end of period	4,798.9	4,777.4
Net C/F	1,086.6	402.2



Leverage Ratio / Financial Position



Financial Position

	4Q`18	3Q`19	4Q`19
☐ Assets	44.33	47.20	44.86
Current Assets	19.36	21.84	19.75
Cash and Cash equivalents	4.27	4.80	4.78
Inventory	6.02	6.89	5.86
Non-Current Assets	24.97	25.36	25.11
☐ Liabilities	28.02	29.75	28.43
Current Liabilities	17.13	18.30	17.66
Non-Current Liabilities	10.89	11.45	10.77
□ Equity	16.31	17.45	16.43
☐ Debt	10.90	10.80	10.49
☐ Net Debt *2)	6.63	6.73	6.48



^{*1)} Lease Liability is included.

^{*2)} Net Debt = Debt + Lease Liability - Cash and Cash equivalents.

Business Environment

- Increasing business uncertainty due to stagnant global market demand and unstable international situation
- O Expansion of new business areas by integrating cutting-edge technologies such as Al, IoT, and Big Data into existing devices

Key Strategies

- O Consistently pursue premium and profitable growth strategies
- O Accelerate digital transformation for sustainable growth

Sales & Profits Outlook

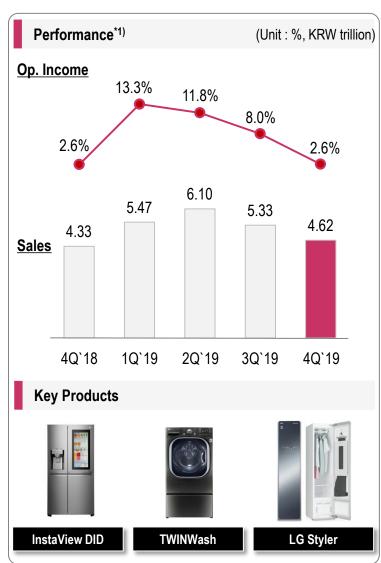
- O Profit-based revenue growth in 2020
- O Increase sales QoQ and maintain stable profitability in 1Q`20



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Performance and Outlook by Division





*1) From 1Q`19, robot business has been restated to 'others' from 'H&A division'

4Q'19 Performance

• Sales: Achieved 4.6 Trillion Won, up 7% YoY, due to the growth in overseas markets

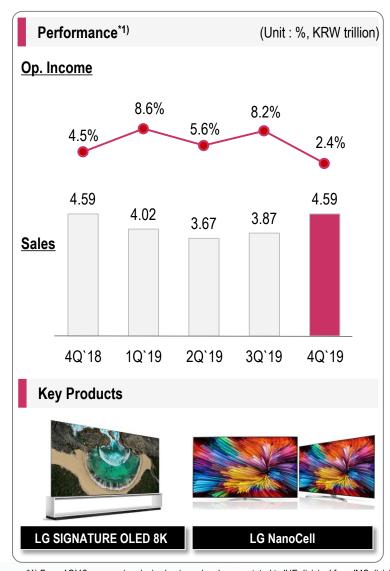
 Profit: Despite an unfavorable factor of increased marketing expenses, operating profit slightly improved YoY due to sales growth, raw material price cuts, and ongoing cost reduction activities

Y2020 Outlook

 Market: Uncertainty in market volatility and environment, such as intensifying competition and unstable international conditions, is expected to increase

 LGE: Strengthen business portfolio by increasing the sales of premium and new growth products, and focus our capabilities on creating stable profitability YoY by efficient resource input and continuous cost saving activities

Performance and Outlook by Division



4Q`19 Performance

 Sales: Entering the year-end peak season, company achieved significant sales growth QoQ in North America, Europe, CIS regions and recorded flat YoY by increasing premium product sales

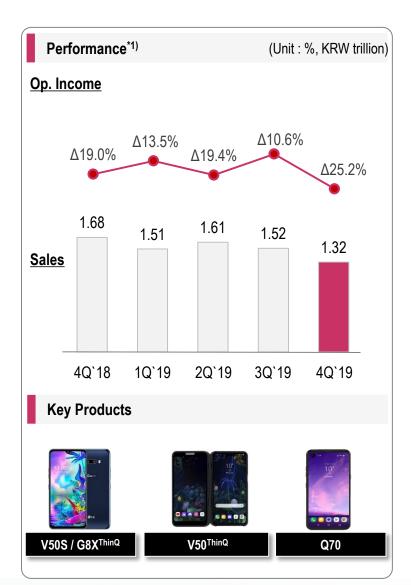
 Profit : Profit decreased YoY increased marketing expense and sales price decline from intensified competition

Y2020 Outlook

- Market: Expect intensifying competition due to stagnation of overall TV demand However, demand in premium TV market such as OLED TV and Ultra HD TV is expected to maintain the growth
- LGE: Revenue growth is expected led by premium TVs such as OLED TVs, Large UHD TVs, and NanoCell TVs

^{*1)} From 1Q`19, companion device business has been restated to 'HE division' from 'MC division'

Performance and Outlook by Division



4Q`19 Performance

 Sales: Down QoQ/YoY due to sluggish sales in overseas market with sales decrease of mass-tier products in North America

 Profit : Profitability declined due to increased marketing costs from new model launches and year-end channel inventory clearance

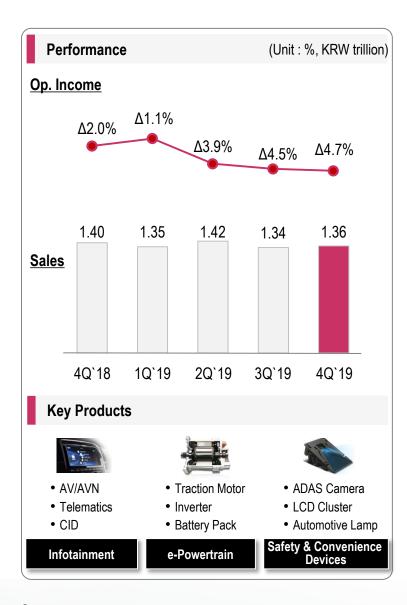
Y2020 Outlook

- Market: Premium product demand in developed market is expected to grow driven by the
 actual ramp up of 5G market and the launch of new form factor smartphones
 However, market competition is expected to intensify in mass-tier segment due to the
 aggressive pricing strategy among each set makers
- LGE: Preoccupy 5G market demand by launching of mass-premium and mass-tier
 5G products

For mid to low-end products, secure competitive edge by adopting key specification of the products based on consumer perspective and proactively utilize ODM to expand sales in order to improve cost competitiveness

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Performance and Outlook by Division



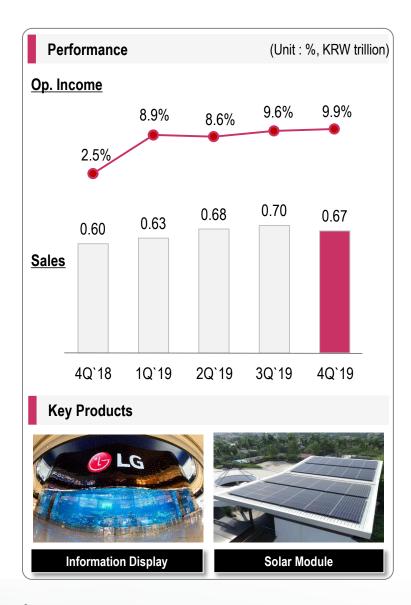
4Q`19 Performance

- Sales: Down 3% YoY due to temporary sales decrease of auto OEMs
 Despite the sluggish demand of auto components in infotainment business, revenue was up QoQ driven by the EV component sales increase
- Profit: Operating loss continued due to the depressed cost structure mainly from stabilizing the new project mass production.

Y2020 Outlook

- Market: Overall auto market is expected to stagnate from the impact of low market demand in main areas such as North America and Europe In terms of EV components market, volatility of the demand is expected to grow even more due to the existence of both positive and negative factors such as strong environment regulation reinforced in Europe and the subsidy phase out for eco-friendly vehicles in China
- LGE: Finalize the ongoing adjustment of the long term business portfolio and internalize the core components, enhance software capability to strengthen product competitiveness





4Q`19 Performance

- Sales: Overall sales grew YoY driven by continuous growth in premium products such as LED signage from information display business and sales expansion of solar module business driven by the high power premium products for household market
- Profit: Increased profitability YoY driven by the strategic products in the information display business and sales expansion of solar module products with enhanced power performance and productivity

Y2020 Outlook

- Market: Information display market is expected to grow continuously driven by the growth mainly from indoor LED display and premium products.
 For solar module, we expect the market to grow continuously thanks to the expansion of stable installation and increase in household demand from developed countries based on favorable energy support policies. However, competition in terms of power performance and price is expected to be intensified.
- LGE: Secure growth in sales and profitability with premium products in information displays
 Strengthen the business fundamentals by targeting high efficiency products for solar module





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Income Statement

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		2018										2019									
	10	Q	20	Q	30	2	40	Q	То	tal	10	2	20	2	30	Q	40	Q .	То	tal	
Sales	15,123.0	100.0%	15,019.4	100.0%	15,427.0	100.0%	15,772.3	100.0%	61,341.7	100.0%	14,915.1	100.0%	15,629.2	100.0%	15,700.7	100.0%	16,061.2	100.0%	62,306.2	100.0%	
Cost of goods sold	11,313.4	74.8%	11,101.5	73.9%	11,560.7	74.9%	12,285.1	77.9%	46,260.7	75.4%	11,170.1	74.9%	11,672.9	74.7%	11,592.5	73.8%	12,535.1	78.0%	46,970.6	75.4%	
Gross profit	3,809.6	25.2%	3,917.9	26.1%	3,866.3	25.1%	3,487.2	22.1%	15,081.0	24.6%	3,745.0	25.1%	3,956.3	25.3%	4,108.2	26.2%	3,526.1	22.0%	15,335.6	24.6%	
Selling & admin expense	2,701.8	17.9%	3,146.9	21.0%	3,117.5	20.2%	3,411.5	21.6%	12,377.7	20.2%	2,844.4	19.1%	3,304.0	21.1%	3,326.8	21.2%	3,424.3	21.3%	12,899.5	20.7%	
Operating income (Loss)	1,107.8	7.3%	771.0	5.1%	748.8	4.9%	75.7	0.5%	2,703.3	4.4%	900.6	6.0%	652.3	4.2%	781.4	5.0%	101.8	0.6%	2,436.1	3.9%	
Financial income (Expense)	-80.5	-0.5%	-63.4	-0.4%	-91.1	-0.6%	-74.2	-0.5%	-309.2	-0.5%	-78.1	-0.5%	-79.5	-0.5%	-56.1	-0.4%	-74.1	-0.5%	-287.8	-0.5%	
Gain (loss) on equity method investment	-27.9	-0.2%	-105.8	-0.7%	5.2	0.0%	51.3	0.3%	-77.2	-0.1%	-23.2	-0.2%	-206.7	-1.3%	-150.9	-1.0%	-671.3	-4.2%	-1,052.1	-1.7%	
Other non-operating income (Loss)	-30.4	-0.2%	-53.4	-0.4%	-47.4	-0.3%	-177.1	-1.1%	-308.3	-0.5%	-44.9	-0.3%	-139.0	-0.9%	-140.4	-0.9%	-243.3	-1.5%	-567.6	-0.9%	
Net income before tax	969.0	6.4%	548.4	3.7%	615.5	4.0%	-124.3	-0.8%	2,008.6	3.3%	754.4	5.1%	227.1	1.5%	434.0	2.8%	-886.9	-5.5%	528.6	0.8%	
Corporate Income Tax	239.1	1.6%	221.9	1.5%	118.4	0.8%	-43.6	-0.3%	535.8	0.9%	176.4	1.2%	121.1	0.8%	88.3	0.6%	-37.1	-0.2%	348.7	0.6%	
Net Income	729.9	4.8%	326.5	2.2%	497.1	3.2%	-80.7	-0.5%	1,472.8	2.4%	578.0	3.9%	106.0	0.7%	345.7	2.2%	-849.8	-5.3%	179.9	0.3%	
Controlled shares	716.7		283.3		410.4		-170.3		1,240.1		570.9		91.6		244.2		-875.4		31.3		
Non-controlled shares	13.2		43.2		86.7		89.6		232.7		7.1		14.4		101.5		25.6		148.6		

^{*}Since the information regarding results of 4Q'19 has been prepared in advance, it is subject to change in the process of final audit by external auditors



Statements of Financial Position

			0040				2212	,	IL. KKVV DIIIIOII)
			2018				2019		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Assets		41,222.0	42,924.8	45,068.3	44,328.4	45,936.7	45,867.3	47,204.6	44,859.9
Current As	esets	19,072.9	20,540.2	20,695.2	19,362.9	20,176.1	20,134.6	21,840.8	19,753.5
	Cash and cash equivalents	3,753.1	4,659.6	4,538.3	4,270.4	4,093.6	3,944.2	4,798.9	4,777.4
	Accounts receivable	7,144.8	7,701.6	7,068.7	6,371.6	7,244.2	7,386.8	7,032.1	6,360.3
	Inventory	5,872.7	5,975.5	6,561.6	6,021.4	6,141.7	6,179.5	6,894.7	5,863.4
	Others	2,302.3	2,203.5	2,526.6	2,699.5	2,696.6	2,624.1	3,115.1	2,752.4
Non-currer	nt Assets	22,149.1	22,384.6	24,373.1	24,965.5	25,760.6	25,732.7	25,363.8	25,106.4
	Investment	5,571.0	5,465.4	5,487.7	5,537.6	5,575.6	5,377.2	5,216.8	4,544.5
	PP&E	12,000.1	12,337.4	13,162.8	13,334.0	14,094.5	14,241.6	14,191.5	14,505.4
	Intangible assets	1,920.7	1,997.6	2,925.7	3,001.1	3,002.0	2,964.8	2,787.5	2,692.0
	Others	2,657.3	2,584.2	2,796.9	3,092.8	3,088.5	3,149.1	3,168.0	3,364.5
Liabilities		25,766.0	27,165.4	28,622.3	28,021.5	28,997.0	28,772.3	29,753.7	28,434.8
	Accounts payable	7,243.0	7,533.6	7,926.2	7,216.7	7,798.5	7,402.5	8,200.1	6,820.6
	Debt	9,622.2	10,690.6	11,503.9	10,901.2	11,055.2	10,858.1	10,795.7	10,487.4
	Lease liability	-	-	-	-	684.5	700.2	730.1	771.4
	Other liabilities	8,900.8	8,941.2	9,192.2	9,903.6	9,458.8	9,811.5	10,027.8	10,355.4
Equity		15,456.0	15,759.4	16,446.0	16,306.9	16,939.7	17,095.0	17,450.9	16,425.1

^{*}Since the information regarding results of 4Q'19 has been prepared in advance, it is subject to change in the process of final audit by external auditors



						_				_		(Unit	: KRW billion)
		1Q`18	2Q`18	3Q`18	4Q`18	`18 Total	1Q`19	2Q`19	3Q`19	4Q`19	QoQ	YoY	`19 Total
H&A	Sales	4,923.9	5,258.1	4,850.9	4,327.9	19,360.8	5,465.9	6,102.8	5,330.7	4,616.1	-13.4%	6.7%	21,515.5
	Op. Income	557.6	461.8	413.0	112.6	1,545.0	727.6	717.5	428.9	122.2			1,996.2
	(%)	11.3%	8.8%	8.5%	2.6%	8.0%	13.3%	11.8%	8.0%	2.6%			9.3%
HE	Sales	4,141.9	3,845.5	3,734.8	4,590.0	16,312.2	4,023.7	3,671.2	3,866.2	4,590.5	18.7%	0.0%	16,151.6
	Op. Income	573.0	405.2	322.9	205.6	1,506.7	346.5	205.6	318.0	110.0			980.1
	(%)	13.8%	10.5%	8.6%	4.5%	9.2%	8.6%	5.6%	8.2%	2.4%			6.1%
MC	Sales	2,134.4	2,049.1	2,017.3	1,675.4	7,876.2	1,510.4	1,613.3	1,522.3	1,320.8	-13.2%	-21.2%	5,966.8
	Op. Income	-131.8	-183.7	-144.2	-318.5	-778.2	-203.5	-313.0	-161.2	-332.2			-1,009.9
	(%)	-6.2%	-9.0%	-7.1%	-19.0%	-9.9%	-13.5%	-19.4%	-10.6%	-25.2%			-16.9%
VS	Sales	840.0	872.8	1,176.0	1,398.8	4,287.6	1,347.0	1,423.1	1,340.1	1,355.2	1.1%	-3.1%	5,465.4
	Op. Income	-17.0	-32.5	-42.9	-27.4	-119.8	-15.3	-55.8	-60.1	-63.7			-194.9
	(%)	-2.0%	-3.7%	-3.6%	-2.0%	-2.8%	-1.1%	-3.9%	-4.5%	-4.7%			-3.6%
BS	Sales	642.7	588.5	576.7	597.8	2,405.7	625.6	675.5	698.7	672.8	-3.7%	12.5%	2,672.6
	Op. Income	78.8	39.0	35.1	14.9	167.8	55.5	58.1	66.8	66.4			246.8
	(%)	12.3%	6.6%	6.1%	2.5%	7.0%	8.9%	8.6%	9.6%	9.9%	j	į	9.2%
Others	Sales	979.5	1,200.2	1,011.7	961.8	4,153.2	755.6	842.6	666.8	686.0	2.9%	-28.7%	2,951.0
	Op. Income	38.9	80.9	47.8	-17.7	149.9	-0.2	28.8	5.0	-12.5			21.1
		'				•	•				•	,	
LGE Consolidated	Sales	13,662.4	13,814.2	13,367.4	13,551.7	54,395.7	13,728.2	14,328.5	13,424.8	13,241.4	-1.4%	-2.3%	54,722.9
Excluding	Op. Income	1,099.5	770.7	631.7	-30.5	2,471.4	910.6	641.2	597.4	-109.8			2,039.4
LG Innotek (1)	(%)	8.0%	5.6%	4.7%	-0.2%	4.5%	6.6%	4.5%	4.4%	-0.8%			3.7%
							<u> </u>		<u> </u>			<u>.</u>	
I C Impatals (@)	Sales	1,720.5	1,517.9	2,313.2	2,430.5	7,982.1	1,368.6	1,522.3	2,446.0	2,965.2	21.2%	22.0%	8,302.1
LG Innotek (②)	Op. Income	16.8	13.4	129.7	103.6	263.5	-11.4	18.8	186.5	209.2			403.1
LGE-LG Innotek	Sales	259.9	312.7	253.6	209.9	1,036.1	181.7	221.6	170.1	145.4	-14.5%	-30.7%	718.8
Inter-company Transaction (3)	Op. Income	8.5	13.1	12.6	-2.6	31.6	-1.4	7.7	2.5	-2.4			6.4
		3.0		.2.0	2.0	2•	***	•••					
	Sales	15,123.0	15,019.4	15,427.0	15,772.3	61,341.7	14,915.1	15,629.2	15,700.7	16,061.2	2.3%	1.8%	62,306.2
LGE Consolidated (1+2-3)	Op. Income	1,107.8	771.0	748.8	75.7	2,703.3	900.6	652.3	781.4	101.8	2.0 /0	1.0 /0	2,436.1
LOL Consolidated (1) · (2)-(3)	(%)	7.3%	5.1%	4.9%	0.5%	4.4%	6.0%	4.2%	5.0%	0.6%			3.9%
	(/0)	7.570	J. 1 /0	7.3 /0	0.070	¬.→ /0	0.070	⊤.∠ /0	3.0 /0	0.070			5.570

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^{12 *} From 1Q`19, companion device business has been restated to 'HE division' from 'MC division'

- The company determine the dividends considering the profit level, cash flow of the current year, strategic investments in the future and raising shareholder value in the market to increase shareholder value and shareholder return.
- O Dividends for fiscal year 2019 is to be approved by the Board of Directors and be confirmed after approval at the 18th General Shareholders' Meeting.
 - **X** Dividend per share in 2019: Common stock 750 Korean Won, Preferred stock 800 Korean Won

		2012 (11th)	2013 (12th)	2014 (13th)	2015 (14th)	2016 (15th)	2017 (16th)	2018 (17th)	2019 (18th)
Face value per share	Common	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
(KRW)	Preferred	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Cash dividend per share	Common	200	200	400	400	400	400	750	750
(KRW)	Preferred	250	250	450	450	450	450	800	800
(Consolidated) Net Income (KRW billion))	66.8	176.8	399.4	124.4	76.9	1,725.8	1,240.1	31.3
Total Cash Dividends (KRW billion)		36.9	36.9	72.9	72.9	72.9	72.9	135.9	135.9
(Consolidated) Cash dividends payout ratio (%)		55.2	20.9	18.3	58.6	94.8	4.2	11.0	434.4
	Common	0.3	0.3	0.7	0.8	0.8	0.4	1.2	1.0
Cash dividend yield (%)	Preferred	1.2	1.0	1.6	1.6	1.9	1.0	3.1	2.8

^{* (}Consolidated) net income includes the profit attributable to owners of the parent

^{*2019} figures were prepared in advance of the completion of external auditor's audit process for the convenience of investors, some of which may be changed during the final audit process.

