

4Q'20 Earnings Release

29th January, 2021

LG Electronics



All information regarding management performance and financial results of LG Electronics (the "Company") during the 4th quarter of 2020 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 2020 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 2021.

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.



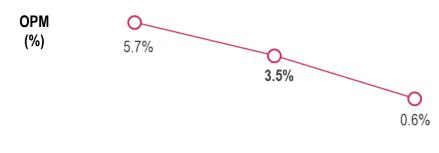
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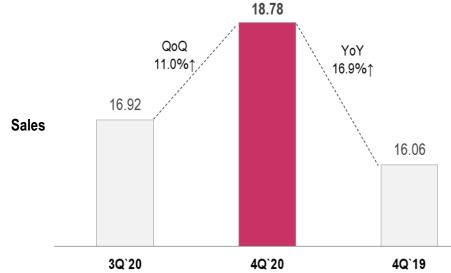
- Consolidated Earnings and Outlook
- Performance and Outlook by Division











Performance by Division

(Unit: KRW billion)

		3Q`20	QoQ	4Q`20	YoY	4Q`19
	Sales	16,919.6	+11.0%	18,780.8	+16.9%	16,061.2
Consolidated 1)	OP	959.0	-308.8	650.2	+548.4	101.8
	(%)	5.7%	-2.2%p	3.5%	+2.8%p	0.6%
H&A	Sales	6,155.8	-10.0%	5,540.2	+20.0%	4,616.1
Home Appliance	OP	671.5	-371.9	299.6	+177.4	122.2
& Air Solution	(%)	10.9%	-5.5%p	5.4%	+2.8%p	2.6%
HE ²⁾	Sales	3,669.4	+16.7%	4,283.0	+7.9%	3,968.4
	OP	326.6	-122.1	204.5	+103.5	101.0
Home Entertainment	(%)	8.9%	-4.1%p	4.8%	+2.2%p	2.5%
MC	Sales	1,524.8	-9.2%	1,385.0	+4.9%	1,320.8
	OP	-148.4	-100.1	-248.5	+83.7	-332.2
Mobile Communications	(%)	-9.7%	-8.2%p	-17.9%	+7.2%p	-25.2%
VS	Sales	1,655.4	+15.7%	1,914.6	+41.3%	1,355.2
Vehicle component	OP	-66.2	+64.2	-2.0	+61.6	-63.6
Solutions	(%)	-4.0%	+3.9%p	-0.1%	+4.6%p	-4.7%
BS ³⁾	Sales	1,482.8	+1.7%	1,508.5	+4.8%	1,439.2
	OP	77.0	-6.7	70.3	-11.7	82.0
Business Solutions	(%)	5.2%	-0.5%p	4.7%	-1.0%p	5.7%

¹⁾ LG Innotek is included

³⁾ From 1Q'20, IT business has been restated to 'BS division' from 'HE division' and CEM business has been restated to 'BS division' from 'Others'



²⁾ From 1Q'20, IT business has been restated to 'BS division' from 'HE division'

Income Trend / Cash Flow

Income Trend

(Unit: KRW billion)

Cash Flow

(Unit: KRW billion)

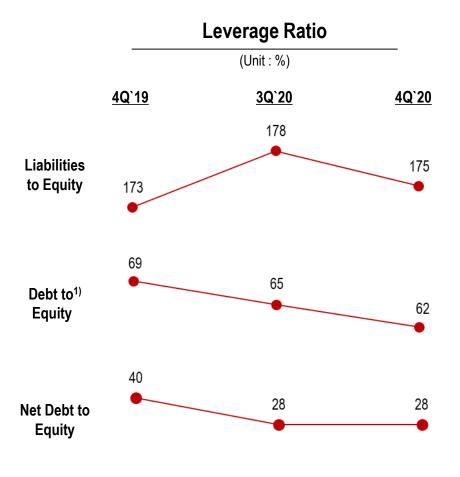
	3Q`20	QoQ	4Q`20	YoY	4Q`19
Operating Profit	959.0	-308.8	650.2	+548.4	101.8
Net financial income/expense	-104.0	-36.7	-140.7	-66.6	-74.1
Gain/Loss on equity method	14.6	+199.4	214.0	+885.3	-671.3
Other non-operating income/expense	-98.0	-478.8	-576.8	-333.5	-243.3
Income Before Tax	771.6	-624.9	146.7	+1,033.6	-886.9
Corporate income tax	122.4	-238.0	-115.6	-78.5	-37.1
Net Income	649.2	-386.9	262.3	+1,112.1	-849.8
EBITDA	1,623.8		1,326.4		735.9

	3Q`20	4Q`20
☐ Cash at the beginning of period	5,464.8	6,576.6
Cash flow from operating activities	1,582.6	1,529.5
Net income/loss	649.2	262.3
Depreciation	664.8	676.2
Gain/Loss on equity method investment	-14.6	-214.0
Cash flow from investing activities	-511.2	-1,175.1
Increase/Decrease in tangible assets	-578.3	-695.6
Increase/Decrease in intangible assets	4.1	-397.3
Cash flow from financing activities	57.2	-814.6
Repayment of lease obligation and others	-74.7	-71.8
Increase/Decrease in debt	145.3	-673.2
Effects of exchange rate changes on cash and cash equivalents	-16.8	-166.5
☐ Net changes in cash	1,111.8	-626.7
☐ Cash at the end of period	6,576.6	5,896.3 ¹⁾
Net C/F	1,054.6	187.9



¹⁾ Excluding cash and cash equivalent of KRW 53.6 billion planned to be sold off by LG Innotek in 4Q 20

Leverage Ratio / Financial Position



Financial Position

(Unit: KRW trillion)

	4Q`19	3Q`20	4Q`20
☐ Assets	44.86	49.40	48.20
Current Assets	19.75	24.49	23.24
Cash and Cash equivalents	4.78	6.58	5.90
Inventory	5.86	7.35	7.45
Non-Current Assets	25.11	24.91	24.96
☐ Liabilities	28.43	31.62	30.66
Current Liabilities	17.66	20.32	20.27
Non-Current Liabilities	10.77	11.30	10.39
□ Equity	16.43	17.78	17.54
☐ Debt	10.49	10.73	9.92
☐ Net Debt ²⁾	6.48	4.96	4.89



¹⁾ Lease Liability is included

²⁾ Net Debt = Debt + Lease Liability - Cash and Cash equivalents

Business Environment

- O Concerns of polarization by industry with the recurring COVID-19 outbreaks and slow recovery of the real economy
- Global economy expected to normalize based on the fiscal policies of governments including the US and the effect of COVID-19 vaccination

Key Strategies

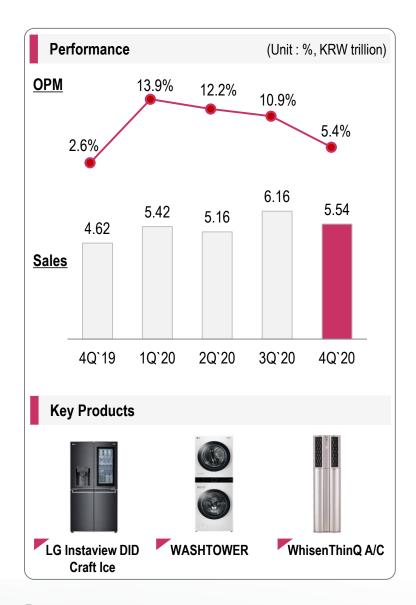
- O Apply core technologies such as Al, 5G, loT and mobility in all business areas
- O Expand the sales of appliance products with hygienic and space design features and OLED TVs
- O Continuously respond to the market demand for products in line with the New Normal

Sales & Profit Outlook

- O Continue along the path of profitable growth in 2021
- O Increase sales YoY and maintain stable profitability in 1Q'21







4Q'20 Performance

 Sales: Recorded double-digit growth in both Korea and overseas, marking 5.5 trillion won with 20% YoY growth

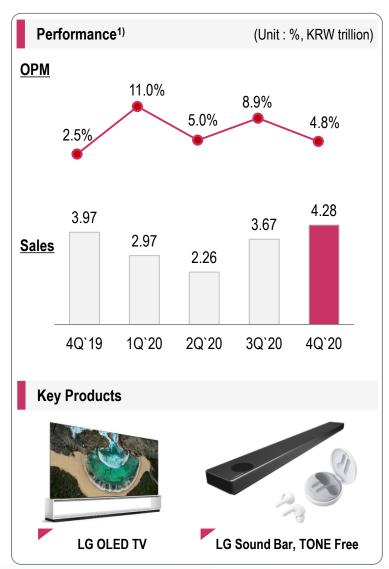
 Profit: Increased YoY driven by sales growth in all regions and cost structure improvement

Y2021 Outlook

 Market: Expect market recovery and economic upturn with the start of the COVID-19 vaccination, but business risks still remain with market uncertainties from tough business environment related to unfavorable foreign exchange rate, raw material price and logistics cost

• LGE: Maintain strong sales growth YoY and focus our capabilities on creating stable profitability by efficient resource management and cost saving activities





4Q'20 Performance

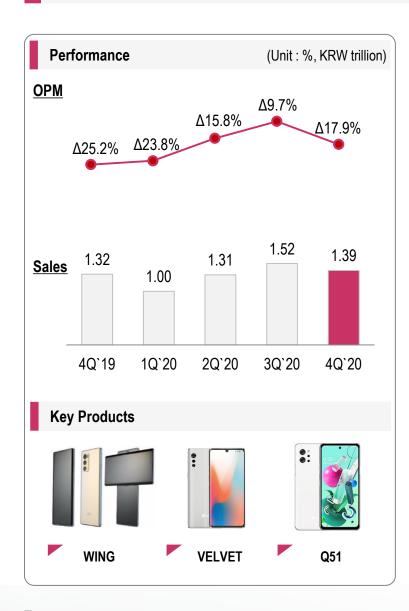
• Sales: Increased YoY driven by the growth in advanced markets such as North America and Europe

 Profit: Despite LCD panel price increase due to the supply shortage, improved YoY driven by increased sales proportion of premium products and efficient resource management

Y2021 Outlook

 Market: Expect growth of global TV demand to continue driven by non-face-to face trends brought on by COVID-19

• LGE: Maintain revenue growth and profitability by expanding sales of premium products such as OLED, NanoCell and large-size TVs



4Q'20 Performance

 Sales: Due to the sluggish sales in premium products and 4G chipset shortage, sales decreased Δ9% QoQ and increased 5% YoY

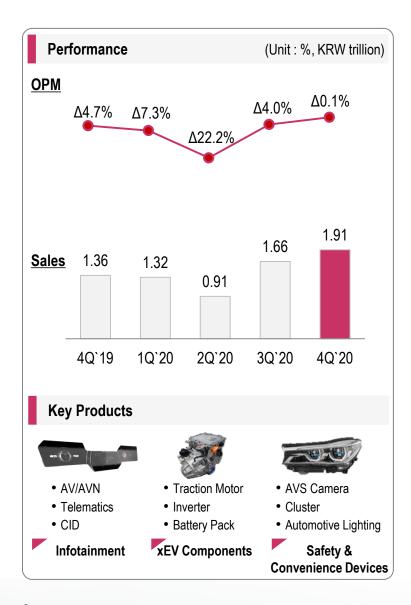
 Profit: Despite reduced fixed costs, profitability decreased QoQ due to the sluggish sales of premium products

Y2021 Outlook

 Market: With the 5G market taking off in earnest, the global demand for smart phones is expected to recover to pre-COVID-19 levels, but competition is expected to be intensified

 LGE: Plan to closely review the direction of the business by objectively considering our current and future competitiveness and share our business direction once it is determined





4Q'20 Performance

 Sales: Increased YoY/QoQ driven by the recovery of demand in key automotive markets such as North America and Europe and expanded sales from new projects

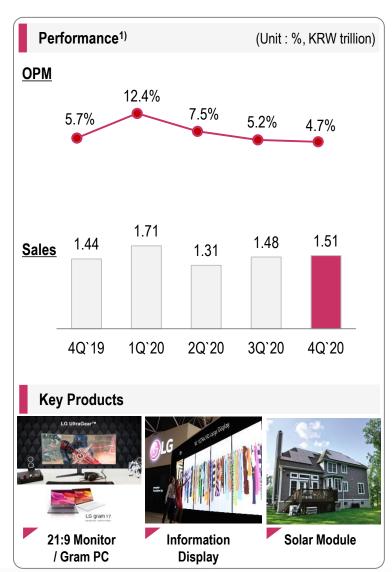
 Profit: Improved YoY/QoQ driven by the sales increase with the recovery of market demand and cost reduction activities

Y2021 Outlook

Market: Amidst the recovery in the global automotive market,
 expect the intensified competition in connected and electric vehicle sector

 LGE: Maximize sales by actively responding to recovery in the global automotive market, strengthen our business competitiveness through reinforcement of infotainment software capabilities and early stabilization of the JV for the electric vehicle component business with Magna





4Q'20 Performance

 Sales: Increased YoY driven by the growth in IT products related to the continued demand from non-face-to-face lifestyles of remote working and online learning

• Profit: Decreased YoY due to the increase of major component prices and global logistic costs

Y2021 Outlook

- Market: Expect the demand for IT products related to the non-face-to-face trend to continue, the demand for information display to recover gradually, and the demand for solar module to grow driven by increased renewable energy share and implementation of supporting polices
- LGE: Enhance sales and improve profitability by actively responding to the expanded demand related to the non-face-to face trend in IT business, focusing on major verticals for information display business, and reinforcing product competitiveness in solar business





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Income Statement

(Unit: KRW billion, %)

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		2019									2020										
	10	2	20	ລ	30	2	40	Q	Tot	tal	10	Q	20	ລ	30	Q	40	2	Tof	Total	
Sales	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%	14,727.8	100.0%	12,833.8	100.0%	16,919.6	100.0%	18,780.8	100.0%	63,262.0	100.0%	
Cost of goods sold	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%	10,834.1	73.6%	9,463.0	73.7%	12,341.0	72.9%	14,307.0	76.2%	46,945.1	74.2%	
Gross profit	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%	3,893.7	26.4%	3,370.8	26.3%	4,578.6	27.1%	4,473.8	23.8%	16,316.9	25.8%	
Selling & admin expense	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%	2,803.3	19.0%	2,875.4	22.4%	3,619.6	21.4%	3,823.6	20.4%	13,121.9	20.7%	
Operating Profit (Loss)	900.6	6.0%	652.3	4.2%	781.4	5.0%	101.8	0.6%	2,436.1	3.9%	1,090.4	7.4%	495.4	3.9%	959.0	5.7%	650.2	3.5%	3,195.0	5.1%	
Financial income (Expense)	-78.1	-0.5%	-79.5	-0.5%	-56.1	-0.4%	-74.1	-0.5%	-287.8	-0.5%	-115.2	-0.8%	-98.0	-0.8%	-104.0	-0.6%	-140.7	-0.7%	-457.9	-0.7%	
Gain (loss) on equity method investment	-23.2	-0.2%	-206.7	-1.3%	-150.9	-1.0%	-671.3	-4.2%	-1,052.1	-1.7%	-77.1	-0.5%	-175.7	-1.4%	14.6	0.1%	214.0	1.1%	-24.2	0.0%	
Other non-operating income (Loss)	-44.9	-0.3%	-139.0	-0.9%	-140.4	-0.9%	-243.3	-1.5%	-567.6	-0.9%	491.3	3.3%	-73.8	-0.6%	-98.0	-0.6%	-576.8	-3.1%	-257.3	-0.4%	
Net income before tax	754.4	5.1%	227.1	1.5%	434.0	2.8%	-886.9	-5.5%	528.6	0.8%	1,389.4	9.4%	147.9	1.2%	771.6	4.6%	146.7	0.8%	2,455.6	3.9%	
Corporate Income Tax	176.4	1.2%	121.1	0.8%	88.3	0.6%	-37.1	-0.2%	348.7	0.6%	302.7	2.1%	82.3	0.6%	122.4	0.7%	-115.6	-0.6%	391.8	0.6%	
Net Income	578.0	3.9%	106.0	0.7%	345.7	2.2%	-849.8	-5.3%	179.9	0.3%	1,086.7	7.4%	65.6	0.5%	649.2	3.8%	262.3	1.4%	2,063.8	3.3%	
Controlled shares	570.9		91.6		244.2		-875.4		31.3		1,025.4		56.5		626.1		260.3		1,968.3		
Non-controlled shares	7.1		14.4		101.5		25.6		148.6		61.3		9.1		23.1		2.0		95.5		

^{*} Since the information regarding results of 4Q`20 has been prepared in advance, it is subject to change in the process of final audit by external auditors



Statements of Financial Position	(Unit : KRW billion)

			2019				2020		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Assets		45,936.7	45,867.3	47,204.6	44,859.9	45,570.2	44,770.2	49,396.0	48,204.2
Current Ass	sets	20,176.1	20,134.6	21,840.8	19,753.5	20,498.2	19,905.0	24,492.1	23,239.4
	Cash and cash equivalents	4,093.6	3,944.2	4,798.9	4,777.4	4,862.8	5,464.8	6,576.6	5,896.3
	Accounts receivable	7,244.2	7,386.8	7,032.1	6,360.3	6,562.2	5,668.1	7,832.8	7,154.9
	Inventory	6,141.7	6,179.5	6,894.7	5,863.4	6,285.5	6,034.7	7,347.0	7,447.2
	Others	2,696.6	2,624.1	3,115.1	2,752.4	2,787.7	2,737.4	2,735.7	2,741.0
Non-curren	t Assets	25,760.6	25,732.7	25,363.8	25,106.4	25,072.0	24,865.2	24,903.9	24,964.8
	Investment	5,575.6	5,377.2	5,216.8	4,544.5	4,456.9	4,259.3	4,293.9	4,471.6
	PP&E	14,094.5	14,241.6	14,191.5	14,505.4	14,465.0	14,453.0	14,400.4	13,974.0
	Intangible assets	3,002.0	2,964.8	2,787.5	2,692.0	2,851.9	2,876.1	2,844.3	3,139.1
	Others	3,088.5	3,149.1	3,168.0	3,364.5	3,298.2	3,276.8	3,365.3	3,380.1
Liabilities		28,997.0	28,772.3	29,753.7	28,434.8	28,179.5	27,411.4	31,624.0	30,662.1
	Accounts payable	7,798.5	7,402.5	8,200.1	6,820.6	7,197.0	6,250.8	9,328.0	8,728.2
	Debt	11,055.2	10,858.1	10,795.7	10,487.4	10,719.0	10,627.2	10,726.7	9,919.8
	Lease liability	684.5	700.2	730.1	771.4	787.6	807.7	809.1	862.1
	Other liabilities	9,458.8	9,811.5	10,027.8	10,355.4	9,475.9	9,725.7	10,760.2	11,152.0
Equity		16,939.7	17,095.0	17,450.9	16,425.1	17,390.7	17,358.8	17,772.0	17,542.1

^{*} Since the information regarding results of 4Q`20 has been prepared in advance, it is subject to change in the process of final audit by external auditors



(Unit: KRW billion, %)

												(01111.11	ixvv billion, 70)
		1Q`19	2Q`19	3Q`19	4Q`19	`19 Total	1Q`20	2Q`20	3Q`20	4Q`20	QoQ	YoY	`20 Total
H&A	Sales	5,465.9	6,102.8	5,330.7	4,616.1	21,515.5	5,418.0	5,155.1	6,155.8	5,540.2	-10.0%	20.0%	22,269.1
	OP	727.6	717.5	428.8	122.2	1,996.1	753.5	628.0	671.5	299.6			2,352.6
	(%)	13.3%	11.8%	8.0%	2.6%	9.3%	13.9%	12.2%	10.9%	5.4%			10.6%
HE	Sales	3,121.5	2,986.3	3,209.8	3,968.4	13,286.0	2,970.7	2,256.7	3,669.4	4,283.0	16.7%	7.9%	13,179.8
	OP	247.3	152.3	288.4	101.0	789.0	325.8	112.8	326.6	204.5			969.7
	(%)	7.9%	5.1%	9.0%	2.5%	5.9%	11.0%	5.0%	8.9%	4.8%			7.4%
MC	Sales	1,510.4	1,613.3	1,522.2	1,320.8	5,966.7	998.6	1,308.7	1,524.8	1,385.0	-9.2%	4.9%	5,217.1
	OP	-203.5	-313.0	-161.1	-332.2	-1,009.8	-237.8	-206.5	-148.4	-248.5			-841.2
	(%)	-13.5%	-19.4%	-10.6%	-25.2%	-16.9%	-23.8%	-15.8%	-9.7%	-17.9%			-16.1%
VS	Sales	1,347.0	1,423.1	1,340.1	1,355.2	5,465.4	1,319.3	912.2	1,655.4	1,914.6	15.7%	41.3%	5,801.5
	OP	-15.4	-55.7	-60.2	-63.6	-194.9	-96.8	-202.5	-66.2	-2.0			-367.5
	(%)	-1.1%	-3.9%	-4.5%	-4.7%	-3.6%	-7.3%	-22.2%	-4.0%	-0.1%			-6.3%
BS	Sales	1,651.3	1,494.7	1,511.2	1,439.2	6,096.4	1,709.1	1,307.1	1,482.8	1,508.5	1.7%	4.8%	6,007.5
	OP	168.0	124.2	111.7	82.0	485.9	212.2	98.3	77.0	70.3			457.8
	(%)	10.2%	8.3%	7.4%	5.7%	8.0%	12.4%	7.5%	5.2%	4.7%			7.6%
Others	Sales	632.1	708.3	510.8	541.7	2,392.9	444.7	502.0	428.1	480.8	12.3%	-11.2%	1,855.6
	OP	-13.4	15.9	-10.2	-19.2	-26.9	-5.7	23.7	11.6	-15.1			14.5
LGE Consolidated	Sales	13,728.2	14,328.5	13,424.8	13,241.4	54,722.9	12,860.4	11,441.8	14,916.3	15,112.1	1.3%	14.1%	54,330.6
Excluding	OP	910.6	641.2	597.4	-109.8	2,039.4	951.2	453.8	872.1	308.8			2,585.9
LG Innotek (①)	(%)	6.6%	4.5%	4.4%	-0.8%	3.7%	7.4%	4.0%	5.8%	2.0%			4.8%
	Sales	1,368.6	1,522.3	2,446.0	2,965.2	8,302.1	2,010.9	1,539.9	2,229.8	3,852.6	72.8%	29.9%	9,633.2
LG Innotek (②)	OP	-11.4	18.8	186.5	209.2	403.1	138.0	42.9	89.4	336.4	12.070		606.7
	0-1	181.7	221.6	170.1	145.4	718.8	143.5	147.9	226.5	183.9		1	701.8
LGE-LG Innotek	Sales	 											
Inter-company Transaction (③)	OP	-1.4	7.7	2.5	-2.4	6.4	-1.2	1.3	2.5	-5.0			-2.4
	Sales	14,915.1	15,629.2	15,700.7	16,061.2	62,306.2	14,727.8	12,833.8	16,919.6	18,780.8	11.0%	16.9%	63,262.0
LGE Consolidated (①+②-③)	OP	900.6	652.3	781.4	101.8	2,436.1	1,090.4	495.4	959.0	650.2			3,195.0
	(%)	6.0%	4.2%	5.0%	0.6%	3.9%	7.4%	3.9%	5.7%	3.5%			5.1%

^{*}Since the information regarding results of 4Q'20 has been prepared in advance, it is subject to change in the process of final audit by external auditors



^{*}Among the above, 'LG Innotek's performance' was created by adding up continuing and discontinued operations in LG Innotek's consolidated income statement, so there is a difference in direct comparison with the disclosed information of LG Innotek

^{12*}From 1Q'20, IT business has been restated to 'BS division' from 'HE division' and CEM business has been restated to 'BS division' from 'Others'

- 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 2020 is to be approved by the Board of Directors and be confirmed after approval at the 19th General Shareholders' Meeting.
 - **X** Dividend per share in 2020: Common stock 1,200 Korean Won, Preferred stock 1,250 Korean Won

		2013 (12th)	2014 (13th)	2015 (14th)	2016 (15th)	2017 (16th)	2018 (17th)	2019 (18th)	2020 (19th)
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	400	400	400	400	750	750	1,200
(KRW)	Preferred	250	450	450	450	450	800	800	1,250
(Consolidated) Net Income (KRW billion)		176.8	399.4	124.4	76.9	1,725.8	1,240.1	31.3	1,968.3
Total Cash Dividends (KRW billion)		36.9	72.9	72.9	72.9	72.9	135.9	135.9	216.9
	(Consolidated) Cash dividends		18.3	58.6	94.8	4.2	11.0	434.4	11.0
	Common	0.3	0.7	0.8	0.8	0.4	1.2	1.0	1.1
Cash dividend yield (%)	Preferred	1.0	1.6	1.6	1.9	1.0	3.1	2.8	2.5

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

^{*2020} 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

