# Solution Partner

# 2Q 2007 Business Results & Outlook

2007. 7. 18



The business results for the 2nd quarter of 2007 currently under audit review are presented here for investors' convenience. Hence, please be advised that some of their contents may be altered in the course of audit.

Forecasts and projections contained in this material are based on current business environments and management strategies, and they may differ from the actual results upon changes and unaccounted variables.

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	1	Non-Con	solidate	d		Conso	lidated	
(Unit : KRW bn)	'06 2Q	'07 2Q	'07 1Q	YoY	'06 2Q	'07 2Q	'07 1Q	YoY
Sales	2,272.5	2,644.9	2,380.0	16.4%	2,850.7	3,383.7	3,040.5	18.7%
Operating Profit	48.1	162.6	127.0	238.0%	88.5	292.1	258.1	230.1%
(%)	(2.1)	(6.1)	(5.3)	230.0%	(3.1)	(8.6)	(8.5)	230.170
Recurring Profit *	46.5	217.6	155.8	368.0%	67.2	292.2	238.7	334.8%
(%)	(2.0)	(8.2)	(6.5)	300.0%	(2.4)	(8.6)	(7.9)	334.070
Equity Method Gains	14.6	58.4	47.3	300.0%	2.7	1.9	3.1	△29.6%
Net Income	45.1	236.7	113.0	424.8%	45.1	236.7	113.0	414.4%
Total Net Income	_	_	_	_	61.8	280.8	164.4	354.4%

<sup>\*</sup> Recurring Profit stands for "Profit from continuing operations before income tax"



# Non-Consolidated

# Consolidated

(Cilit: RRVV Dil)					
Assets					
(Cash and equivalents)					
Liabilities					
(Borrowings)					
Shareholder's Equity					
Total Liabilities / Equity (%)					
Debt / Equity (%)					
Interest Coverage Ratio					
ROE (%)					
ROA (%)					
EBITDA					

′06	′07 2Q
5,806.5	6,082.0
115.8	134.0
3,189.3	3,133.6
1,585.3	1,549.6
2,617.2	2,948.4
121.9	106.3
60.6	52.6
3.8	6.1
12.6	26.8
5.6	12.6
866.0	549.9

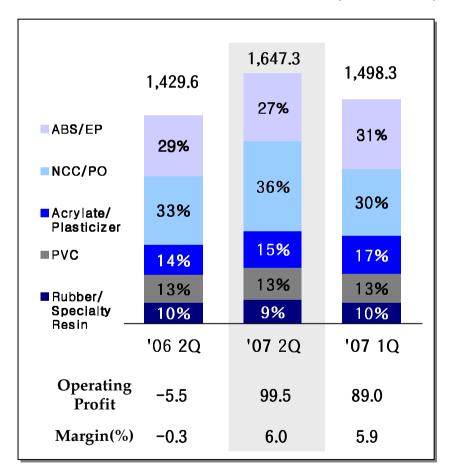
_	_	
	′06	′07 2Q
	7,638.5	8,103.0
	387.2	462.4
	4,360.7	4,470.0
	2,412.1	2,396.0
	3,277.8	3,633.0
	133.0	123.0
	73.6	66.0
	5.9	9.9
	14.5	25.8
	6.2	11.3
	_	-



### **Divisional Results & Outlook**

#### **Business results**

(Unit:KRW bn)



# Analysis

#### Analysis(2Q)

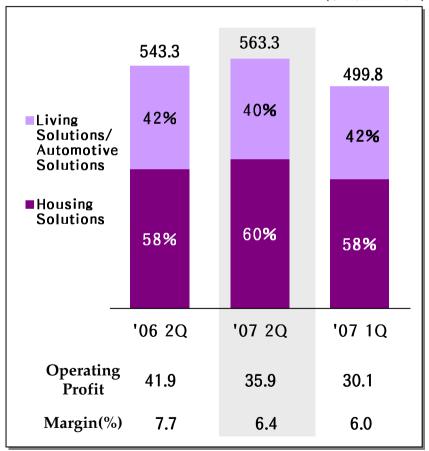
- Increase of PVC price and restructuring efforts resulted remarkable improvement in profitability
  - PVC: U\$ 854('07 1Q)→ 928('07 2Q)
- Strong margin for Oxo-Alcohol maintained
- Seasonal demand and entering into value-added overseas markets resulted solid performance for Synthetic rubber/Specialty resin

#### Outlook

- Expecting margin improvement for ABS, PVC backed by strong demand and stabilization of raw material prices
- Continuous supply shortage of Oxo-Alcohols
- End of useful life for existing Deasan plant assets (2H depreciation: 70bn ↓)

#### **Business results**

#### (Unit:KRW bn)



## Analysis

#### Analysis(2Q)

- Improvement in Housing Solutions (HS) sales and margin from seasonal demand (QoQ)
- Declined margin in Living Solutions (LS) by high costs of raw materials and KRW depreciation (YoY)
- Kitchen furniture and BIPV successfully launched

#### • Outlook

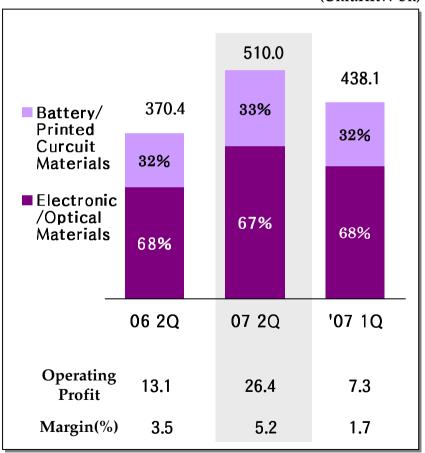
- Sustain margin in HS even though vacation period slightly affect in sales
- Reducing total cost and business restructuring in progress



<sup>\*</sup> BIPV (Building Integrated Photovoltaic)

#### **Business results**

#### (Unit:KRW bn)



## **Analysis**

#### Analysis(2Q)

- Battery : Big improvement
- Cylindrical: Fully utilized by strong PC makers' demand
- Prismatic : Continuously improved
- Polymer: Maintained full utilization
- Electronic & Optical: Sales & margin Improvement
- ASP drop decelerated
- Continuously improved productivity (speed up stretching process by 20%)

#### Outlook

- Battery : Close to BEP
- Cylindrical: Expect better profitability due to extended usage of specialty cathode (low cobalt)
- Prismatic: More focus on developing top tier customers
- HEV: Expedite to commercialize
- ■Electronic & Optical : Continuous improvement
- Expect growth in LCD market
- Taiwan market: Increase sales of TV type (Expanded line: August)

## Subsidiaries' Results & Outlook

## Business results

# **Analysis & Outlook**

/T T	TOTAL	1 \
(Unit:	KKW	hn)

	Sales
LG Petro- chemical	Operating Profit (%)
	Net Income
	Sales
* Overseas	Operating profit (%)
	Net Income

'06 2Q	'07 2Q	'07 1Q
450.3	639.5	602.5
<b>11.2</b> (7.8)	<b>90.3</b> (14.1)	<b>126.2</b> (21.0)
9.5	67.0	94.5
353.6	514.9	403.7
<b>21.1</b> (6.0)	<b>33.0</b> (6.4)	<b>18.0</b> (4.5)
12.6	25.9	13.0

#### LG Petrochem

- High Naphtha price lowered NCC profitability
- BPA continued to show strong margin

#### Overseas Subsidiaries

- LG YX sustained solid performance thanks to strong domestic (China) market demand
- Due to rising PVC price LG Dagu became profitable



<sup>\*</sup> Figures exclude marketing subsidiaries.

# **LG PC Merger Effect**

## I. Operations & Strategies

Strengthen economies of scale & business competitiveness and prepare for the future growth

Scale

◆ Economies of scale & product portfolios

- Two scale NCC plants: securing economies of scale
- Well balanced product mix between up/down streams

◆ Strengthen business competitiveness
- Cash cost improvement
- Integration in productions, sales and R&D
- Purchasing power in raw material procurement (Naphtha etc.)

Growth

- **◆** Prepare for the future growth
- Securing resources for large scale projects and M&A opportunities

- Possible to pursue up/down stream integrated strategic marketing

- Prompt decision marking process



#### Positive effects on financial structure

## Financial structure

(Unit:KRW trillion) June.2007 December.2007 [LG Chem] [LG Chem+ LG Petrochem] Liabilities (3.13)**Assets** Liabilities (6.08)(2.94)Equity (2.95)Assets Liabilities / equity 106% (6.63)[LG Petrochem] **Equity** (3.69)Liabilities (0.36)Assets (1.32)Equity (0.97)Liabilities / equity 80% Liabilities / equity 37%

#### **Effects**

- ◆ Improve financial structure
  - Total Liability/Equity : June '07 106% -> Dec '07 80%
  - Pay down 300 KRW billion of borrowings with LG PC's cash balance
  - Securing investment cash for large scale projects
- ◆ Save financial costs with improved credibility
  - Expect higher credit rating score
  - Long-term, low interest financing with integrated financial transaction
- ◆ Increase shareholder's value
- Minimize number of new shares
   (New shares will not be issue on 40% of LG Chem's stock and 10.21% of treasury stock)
- Revaluation on the asset of LGPC

			2006					2007		
	1Q	2Q	3Q	4Q	Sum	1Q	2Q	3Q	4Q	Sum
Sales	2,129.1	2,272.5	2,482.5	2,418.2	9,302.3	2,380.0	2,644.9			5,025.0
<b>Operating Profit</b>	65.6	48.1	107.1	112.3	333.9	127.0	162.6			289.9
Petrochemicals	1,364.8	1,429.6	1,582.2	1,508.2	5,884.8	1,498.3	1,647.3			3,145.6
NCC/PO	498.4	495.8	567.7	561.0	2,122.9	483.5	637.4			1,120.9
Synthetic Rubber/ Specialty Resin	132.6	149.1	142.2	146.1	570.0	153.2	168.2			321.4
PVC	187.5	197.7	231.2	210.4	826.8	206.3	229.3			435.6
ABS/EP	440.0	436.9	453.6	454.5	1,785.0	495.1	489.3			984.4
Acrylate/Plasticizer	206.9	216.0	248.6	238.5	910.0	267.4	269.3			536.7
<b>Operating Profit</b>	27.5	<i>-</i> 5.5	62.9	85.1	170.0	89.0	99.5			188.6
Industrial Materials	476.0	543.3	521.6	546.9	2,087.8	499.8	563.3			1,063.2
Building/Decorative	253.7	314.1	323.3	321.4	1,212.5	291.5	339.7			631.2
Living/Automotive	224.1	231.7	200.4	227.2	883.4	209.8	225.5			435.3
<b>Operating Profit</b>	27.4	41.9	24.5	24.0	117.9	30.1	35.9			66.0
I & E Materials	361.2	370.4	448.5	430.6	1,610.7	438.1	510.0			948.1
Battery/PCM	108.6	120.8	142.6	135.7	506.3	143.8	171.6			315.4
Optical/Electronic	254.8	253.3	309.5	298.2	1,197.1	298.8	346.8			645.6
Operating Profit	10.5	13.1	18.9	6.1	48.7	7.3	26.4			33.7

<sup>\*</sup> Difference between total of all business divisions and total of each business unit indicates inter-company business sales.



# Borrowings

# **Cash Flow**

	(Unit: KRW bn)							
			Balance		'07 (D)			
		'06	'06 '07 2Q Changes		'07 (P)			
	Total	<b>1,585.3</b> (100%)	<b>1,549.6</b> (100%)	-35.7	<b>1,578.5</b> (100%)			
(	KRW Currency	<b>1,269.2</b> (80%)	<b>1,178.9</b> (76%)	-90.3	<b>1,206.5</b> (78%)			
	C P C B Others	25.0 1,080.0 164.2	52.0 880.0 246.9	27.0 -200.0 82.7	1,080.0 126.5			
	Foreign Currency	<b>316.1</b> (20%)	<b>370.7</b> (24%)	54.6	<b>372.0</b> (23%)			
	FRN Others	213.9 102.2	278.0 92.7	64.1 -9.5	269.7 102.3			
Short-term		<b>465.9</b> (29%)	<b>462.6</b> (30%)	-3.3	<b>386.2</b> (24%)			
Long-term		<b>1,119.4</b> (71%)	<b>1,087.0</b> (70%)	-32.4	<b>1,212.3</b> (76%)			

		(Unit : KRW bn)		
		′06	′07 1H	
]	Beginning	371.0	115.8	
Opera	ating/Investing	115.8	126.8	
	Net Income	318.8	349.7	
	Depreciation	502.2	246.2	
Working Capital		-178.5	-95.6	
	CAPEX	-590.5	-277.1	
	Others	63.9	-96.4	
Financing		-370.9	-108.6	
	Borrowings	-279.9	-35.7	
Dividend		-91.0	<i>-</i> 72.9	
	End	115.8	134.0	

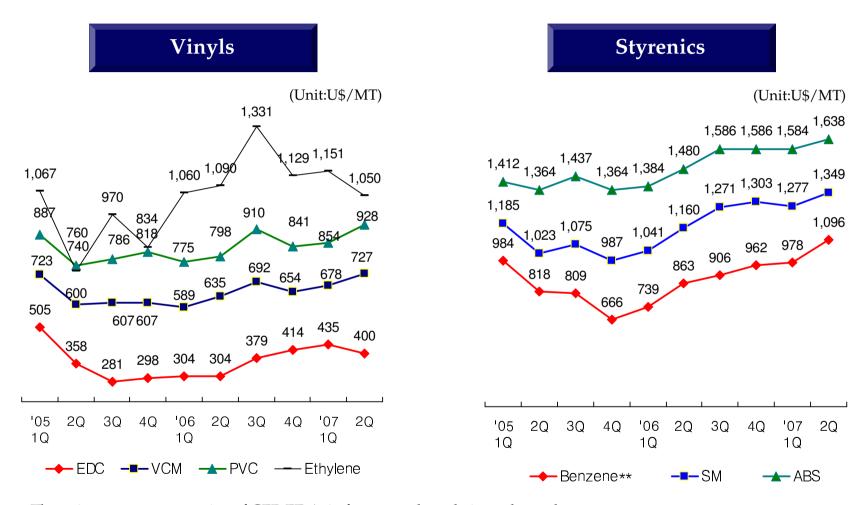
The % is calculated to total borrowings



# Capex Plan & Results

		′05 Results	′06 Results	′07 Plan	′07 1H
	New/Expansion	23.7	118.2	180.6	94.0
Petrochemicals	Maintenance	69.1	83.6	59.8	31.4
retrochemicals	Equity Investment	41.2	39.0	7.5	13.8
	Total	134.0	240.8	247.9	139.2
	New/Expansion	17.1	14.5	44.9	6.8
Industrial	Maintenance	49.1	56.4	53.1	25.9
Materials	<b>Equity Investment</b>	3.5	9.9	9.7	-
	Total	69.6	80.8	107.7	32.7
	New/Expansion	147.4	121.9	150.2	20.9
I & E	Maintenance	39.0	37.6	33.2	17.3
Materials	Equity Investment	20.5	8.2	8.5	4.6
	Total	206.9	167.8	191.9	42.8
	New/Expansion	-	-	7.5	-
Common	Maintenance	88.0	87.1	116.5	62.4
Expenses	Equity Investment	3.2	14.0	-	-
	Total	91.3	101.1	124.0	62.4
	New/Expansion	188.2	254.6	383.2	121.7
Total	Maintenance	245.2	264.7	262.6	137.0
Total	Equity Investment	68.5	71.2	25.7	18.4
	Total	501.8	590.5	671.5	277.1





- The prices are average price of CFR FE Asia for general grade in each product group.
- \*\* Average of FOB Korea price

