## SolutionPartner

## 2Q 2008 Business Results \& Outlook

2008. 7. 16
(L) LG Chem

The business results for the 2nd quarter of 2008 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.

## Table of Contents

Quarterly Business Results ..... 1
2Q 2008 Business Results ..... 3
Divisional Results \& Outlook ..... 5
Appendix ..... 8

## Quarterly Business Results


Non-Consolidated


## Quarterly Business Results



| (Unit : KRW bn) | Consolidated |  |  |  | Non-Consolidated |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | '07 2Q | '08 2Q | '081Q | YoY | '07 2Q | '08 2Q | '08 1Q | YoY |
| Sales | 3,383.6 | 4,385.9 | 4,014.0 | 29.6\% | 2,644.9 | 3,738.0 | 3,448.1 | 41.3\% |
| Operating Profit | 292.0 | 527.1 | 401.2 |  | 162.9 | 481.4 | 378.8 |  |
| (\%) | (8.6) | (12.0) | (10.0) |  | (6.2) | (12.9) | (11.0) |  |
| Recurring Profit | 292.2 | 516.0 | 356.6 |  | 217.6 | 502.3 | 354.4 |  |
| (\%) | (8.6) | (11.8) | (8.9) |  | (8.2) | (13.4) | (10.3) |  |
| Equity Method Gains | 1.9 | 5.8 | 2.3 | 205.3\% | 58.4 | 43.8 | 13.5 | -25.0\% |
| Net Income | 236.7 | 375.3 | 258.4 | 58.6\% | 236.7 | 375.3 | 258.4 | 58.6\% |

[^0]| (Unit : KRW bn) | Consolidated |  | Non-Consolidated |  |
| :---: | :---: | :---: | :---: | :---: |
|  | '07 | '08.2Q | '07 | '08.2Q |
| Assets | 8,550.8 | 9,352.1 | 7,050.0 | 7,613.0 |
| (Cash and equivalents) | 590.5 | 370.5 | 466.4 | 245.9 |
| Liabilities | 4,506.8 | 4,793.8 | 3,171.8 | 3,214.3 |
| (Borrowings) | 2,367.9 | 2,437.4 | 1,361.6 | 1,215.7 |
| Shareholder's Equity | 4,043.9 | 4,558.3 | 3,878.2 | 4,398.7 |
| Total Liabilities / Equity (\%) | 111.4 | 105.2 | 81.8 | 73.1 |
| Debt / Equity (\%) | 58.6 | 53.5 | 35.1 | 27.6 |
| Interest Coverage Ratio | 10.1 | 16.7 | 10.0 | 28.4 |
| ROE (\%) | 22.8 | 29.7 | 23.3 | 33.0 |
| ROA (\%) | 10.3 | 14.3 | 11.3 | 18.1 |
| EBITDA |  |  | 1,227.2 | 1,065.3 |LG Chem

## Business results

## Analysis

|  |  |  | (Unit:KRW bn) |
| :---: | :---: | :---: | :---: |
| - $\mathrm{ABS} / \mathrm{EP}$ |  | 3,131.1 |  |
|  |  |  | 2,835.3 |
| - NCC/PO | 2,299.5 |  | 32\% |
|  | 35\% |  |  |
| - Acrylate/ Plasticizer |  | 31\% | 31\% |
| $\square \mathrm{PVC}$ | 27\% |  |  |
|  |  | 12\% | 12\% |
|  | 12\% | 13\% | 13\% |
| - Rubber/ Specialty Resin | 13\% |  |  |
|  | 13\% | 13\% | 12\% |
|  | 07 2Q | 08 2Q | 08 1Q |
| Operating Profit | 217.4 | 392.8 | 285.0 |
| Margin(\%) | 9.5 | 12.5 | 10.1 |

- Analysis
$\square$ PO : Pass through of Naphtha hikes to ASP thanks to tight supply
$\square$ ABS/PVC : Rapid margin improvement backed by upturn cycle
$\square$ Synthetic rubber / Oxo-Alcohol : Strong margin continued
$\square$ Merger synergy and beneficiary of USD appreciation
- Outlook
- High oil price is expected to continue but tight supply for overall products would result solid profitability
$\square$ PO will have limited margin contraction due to expected Middle East expansion

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## Business results



## Analysis

- Analysis
- Electronic \& optical
- Increased sales \& margin in polarizer due to strong demand of LCD
- Weak Korean won brought in additional profit improvement

■ Battery

- Cylindrical : Continued tight supply / demand balance in notebook PC market
- Prismatic : Commencement of supplying to top-tier handset makers with strong demand
- Outlook
$\square$ Electronic \& optical
- Stable LCD market will result in strong profitability
- Sales increase of polarizer for LCD TV in Taiwan
- Battery
- Cylindrical : Additional profit from capacity expansion
- Prismatic : Higher utilization thanks to supply to top-tier customers

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## Business results



## Analysis

- Analysis
- Sales increase
- Domestic : Solid performance backed by peak seasonal demand - Overseas : Window frames and Hi-Macs sales increased

O Operating profit

- Raw material (PVC) price and expenses hike
- Insufficient mark up due to real estate market slow down
- Outlook
$\square$ Continuous slow down in real estate market \& construction industry
$\square$ Expect the $1^{\text {st }}$ half level of profit through value added products sales and additional mark up increase

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## Appendix

|  | 2007 |  |  |  |  | 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
| Sales | 3,040.6 | 3,383.6 | 3,565.9 | 3,534.7 | 13,524.8 | 4,014.0 | 4,385.9 |  |  | 8,399.9 |
| Operating Profit | 258.1 | 292.0 | 374.1 | 263.0 | 1,187.2 | 401.2 | 527.1 |  |  | 928.3 |
| Petrochemicals | 2,037.5 | 2,299.5 | 2,396.2 | 2,380.5 | 9,113.7 | 2,835.3 | 3,131.1 |  |  | 5,966.4 |
| NCC/PO | 482.7 | 630.0 | 696.4 | 726.8 | 2,535.9 | 884.4 | 986.2 |  |  | 1,870.6 |
| Synthetic Rubber/ Specialty Resin | 271.8 | 296.6 | 323.5 | 295.7 | 1,187.6 | 352.9 | 399.7 |  |  | 752.6 |
| PVC | 248.4 | 301.0 | 315.2 | 325.7 | 1,190.3 | 369.7 | 411.5 |  |  | 781.2 |
| ABS/EP | 756.2 | 790.1 | 792.8 | 769.9 | 3,109.0 | 891.2 | 964.8 |  |  | 1,856.0 |
| Acrylate/Plasticizer | 278.4 | 281.8 | 268.3 | 262.4 | 1,090.9 | 337.0 | 368.9 |  |  | 705.9 |
| Operating Profit | 231.5 | 217.4 | 288.8 | 187.4 | 925.1 | 285.0 | 392.8 |  |  | 677.7 |
| I \& E Materials | 459.6 | 530.4 | 595.4 | 669.6 | 2,255.0 | 619.5 | 654.1 |  |  | 1,273.6 |
| Optical/Electronic | 337.4 | 384.8 | 437.5 | 504.3 | 1,664.0 | 462.3 | 515.7 |  |  | 978.0 |
| Battery | 126.7 | 153.9 | 168.7 | 175.2 | 624.5 | 164.4 | 147.7 |  |  | 312.1 |
| Operating Profit | 7.1 | 31.0 | 63.7 | 68.4 | 170.2 | 84.5 | 102.1 |  |  | 186.6 |
| Industrial Materials | 540.3 | 615.8 | 559.6 | 619.1 | 2,334.8 | 568.7 | 662.3 |  |  | 1,230.9 |
| Building/Decorative | 296.4 | 349.8 | 327.4 | 373.0 | 1,346.6 | 320.4 | 365.0 |  |  | 685.4 |
| Living/ Automotive | 245.3 | 268.0 | 234.0 | 248.4 | 995.7 | 250.3 | 292.5 |  |  | 542.8 |
| Operating Profit | 30.2 | 40.0 | 28.6 | 13.0 | 111.8 | 41.1 | 40.2 |  |  | 81.2 |

* Difference between total of all business divisions and total of each business unit indicates inter-company business sales.

|  | 2007 |  |  |  |  | 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
| Sales | 2,380.0 | 2,644.9 | 2,766.6 | 3,003.8 | 10,795.3 | 3,448.1 | 3,738.0 |  |  | 7,186.0 |
| Operating Profit | 127.0 | 162.9 | 252.5 | 221.2 | 763.6 | 378.8 | 481.4 |  |  | 860.2 |
| Petrochemicals | 1,498.3 | 1,647.3 | 1,742.8 | 1,905.5 | 6,793.9 | 2,396.5 | 2,606.7 |  |  | 5,003.2 |
| NCC/PO | 376.3 | 491.2 | 569.9 | 682.1 | 2,119.5 | 884.4 | 985.3 |  |  | 1,869.7 |
| Synthetic Rubber/ Specialty Resin | 153.2 | 168.2 | 184.7 | 237.7 | 743.8 | 346.6 | 381.2 |  |  | 727.8 |
| PVC | 206.3 | 229.3 | 220.0 | 238.8 | 894.4 | 259.4 | 286.4 |  |  | 545.8 |
| ABS/EP | 495.1 | 489.3 | 511.5 | 496.2 | 1,992.1 | 583.3 | 604.3 |  |  | 1,187.6 |
| Acrylate/Plasticizer | 267.4 | 269.3 | 256.7 | 250.7 | 1,044.1 | 322.8 | 349.5 |  |  | 672.3 |
| Operating Profit | 89.0 | 99.5 | 170.9 | 151.8 | 511.2 | 261.6 | 349.5 |  |  | 611.1 |
| I \& E Materials | 438.1 | 510.0 | 590.1 | 601.6 | 2,139.8 | 611.0 | 656.0 |  |  | 1,267.0 |
| Optical/Electronic | 311.1 | 359.3 | 425.6 | 428.7 | 1,524.7 | 445.3 | 504.5 |  |  | 949.8 |
| Battery | 131.5 | 159.0 | 175.3 | 182.7 | 648.5 | 173.2 | 159.7 |  |  | 332.9 |
| Operating Profit | 7.3 | 26.4 | 56.8 | 61.4 | 152.0 | 79.5 | 98.3 |  |  | 177.9 |
| Industrial Materials | 499.8 | 563.3 | 505.1 | 571.5 | 2,139.7 | 517.6 | 564.0 |  |  | 1,081.5 |
| Building/Decorative | 291.5 | 339.7 | 316.2 | 364.8 | 1,312.2 | 311.9 | 344.0 |  |  | 655.9 |
| Living/ Automotive | 209.8 | 225.5 | 190.7 | 209.0 | 835.1 | 207.7 | 220.6 |  |  | 428.3 |
| Operating Profit | 30.1 | 35.9 | 24.1 | 11.2 | 101.2 | 38.6 | 36.7 |  |  | 75.3 |

* Difference between total of all business divisions and total of each business unit indicates inter-company business sales.


## Borrowings

|  | (Unit : KRW bn |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Balance |  |  | '08 (P) |
|  | '07 | '08.2Q | Changes |  |
| Total | $\begin{aligned} & 1,361.6 \\ & (100 \%) \end{aligned}$ | $\begin{aligned} & \hline 1.215 .7 \\ & (100 \%) \end{aligned}$ | -145.9 | $\begin{aligned} & \hline 1,315.2 \\ & (100 \%) \end{aligned}$ |
| KRW <br> Currency | $\begin{array}{r} 1,033.2 \\ (76 \%) \end{array}$ | $\begin{gathered} 923.6 \\ (76 \%) \end{gathered}$ | -109.6 | $\begin{array}{r} 1,000.2 \\ (76 \%) \end{array}$ |
|  | $\begin{array}{r} - \\ 780.0 \\ 253.2 \end{array}$ | $\begin{array}{r} - \\ 580.0 \\ 343.6 \end{array}$ | $\begin{array}{r} -200.0 \\ 90.4 \end{array}$ | $\begin{aligned} & 660.0 \\ & 340.2 \end{aligned}$ |
| Foreign <br> Currency | $\begin{gathered} 328.4 \\ (24 \%) \end{gathered}$ | $\begin{gathered} 292.1 \\ (24 \%) \end{gathered}$ | -36.3 | $\begin{array}{r} 315.0 \\ (24 \%) \end{array}$ |
| FRN Others | $\begin{array}{r} 234.6 \\ 93.8 \end{array}$ | $\begin{array}{r} 229.5 \\ 62.6 \\ \hline \end{array}$ | $\begin{array}{r} \hline-5.1 \\ -31.2 \\ \hline \end{array}$ | $\begin{array}{r} 225.0 \\ 90.0 \\ \hline \end{array}$ |
| Short-term | $\begin{array}{r} 366.9 \\ (27 \%) \end{array}$ | $\begin{gathered} 466.2 \\ (38 \%) \end{gathered}$ | 99.3 | $\begin{gathered} 529.9 \\ (40 \%) \end{gathered}$ |
| Long-term | $\begin{array}{r} 994.7 \\ (73 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 749.5 \\ (62 \%) \\ \hline \end{array}$ | -245.2 | $\begin{gathered} \hline 785.3 \\ (60 \%) \\ \hline \end{gathered}$ |

Cash Flow

|  | (Unit : KRW bn) |  |
| :---: | :---: | :---: |
|  | '07 | '08.2Q |
| Beginning | 115.8 | 466.4 |
| Operating/Investing | 647.2 | 214.5 |
| Net Income | 686.2 | 633.7 |
| Depreciation | 436.5 | 194.0 |
| Working Capital | -459.0 | -287.7 |
| CAPEX | -483.7 | -293.4 |
| Others | 467.2 | -32.0 |
| Financing | -296.6 | -435.1 |
| Borrowings | -223.7 | -108.0 |
| ABS refund |  | -160.0 |
| Dividend | -72.9 | -167.0 |
| End | 466.4 | 245.9 |

The \% is calculated to total borrowings
Discounts of bond is not included
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| '06 | $2 Q$ | 3Q | 4 Q | '07 | 2Q | 3 Q | 4 Q | '08 | 20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q |  |  |  | 1Q |  |  |  | 1Q |  |
|  | $\rightarrow$ Naphtha |  |  |  | -п-Ethylene |  |  |  |  |
|  | - - HDPE(Film) |  |  |  | - LDPE |  |  |  |  |


| '06 | 2Q | 3Q | 4Q | '0710 | 2Q | 3Q | 4Q | '08 | 2Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q |  |  |  |  |  |  |  | 1Q |  |
|  | $\rightarrow$ PVC |  |  | --2EH |  | $\pm$-ABS |  |  |  |

- The prices are average price of CFR FE Asia for general grade in each product group.


[^0]:    * Recurring Profit stands for "Profit from continuing operations before income tax"

