## Solution Partner

# **Market Outlook**

March 2010



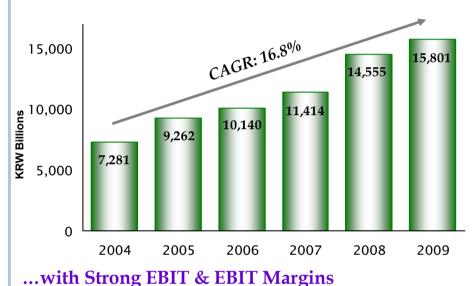
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#### LG Chem at a Glance

- LG Chem was started in 1947 and is Korea's first and largest chemical company with an established track of over 60 years and annual revenues of KRW 15.8 trillion in 2009
- LG Chem boasts multiple production facilities and an extensive distribution network that spans 15 countries worldwide in Asia, Europe, North and South America
- LG Chem currently holds the largest vertically integrated petrochemical production platform in Korea
- Due to inconsistencies of strategic directions such as corporate culture and customer base with existing businesses, the demerger of industrial materials business was completed on April 1, 2009
- LG Chem was reborn as a specialized and diversified chemical company that focuses on petrochemical goods, rechargeable batteries including HEV/EV purpose, and electronic materials
- Despite world economic crisis, LG Chem recorded the highest profits, in its history, in 2009

#### Impressive Revenue Scale...



# 2,500 2,000 10.7% 9.3% 9.1% 2,235 14.1% 14.1% 14.1% 14.1% 1,321 1,000 1,321

\* Above numbers excluded those of Industrial materials which spun off on April 1, 2009

2006

2007

2008

2005

2004

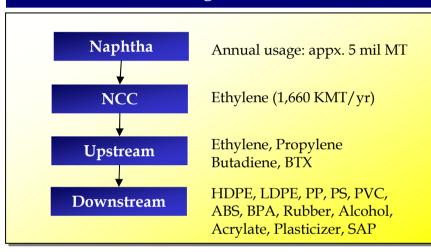


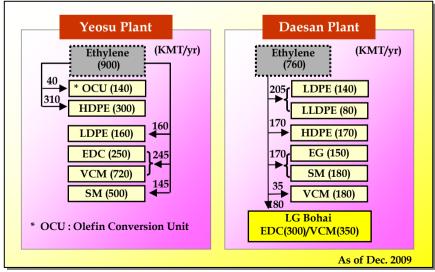
2009

## **Differentiated Competitiveness**

## **Distinctive Vertical Integration**

#### **Vertical Integration Structure**





#### Co-existence of upstream and downstream products

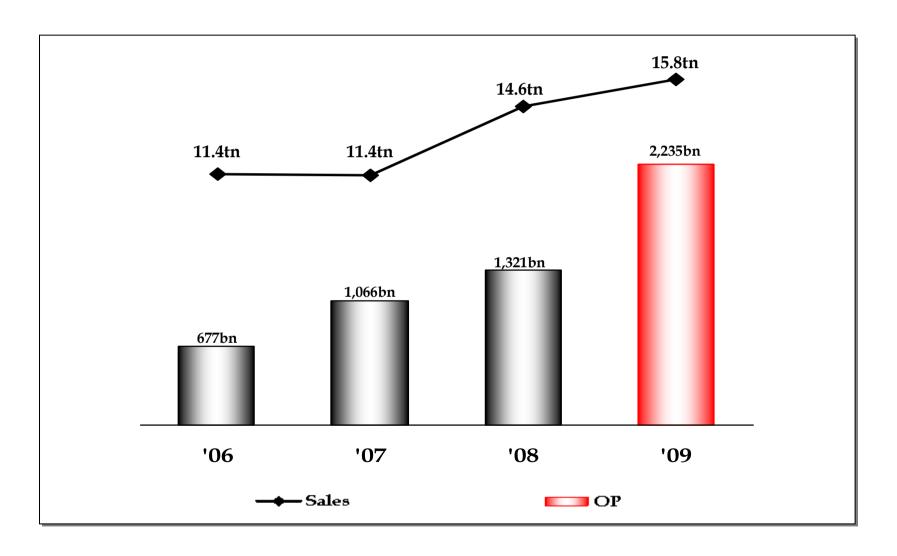
- One of few petrochemical companies around the globe with a vertical integration structure, featuring both upstream and downstream production capability
- This structural characteristic delivers stable business performance against industry cyclicality

#### Comprehensive downstream product lines

LG Chem's comprehensive downstream product lines of PO, ABS, PVC and other various products have complementary business cycles, enabling the Company to generate stable revenue

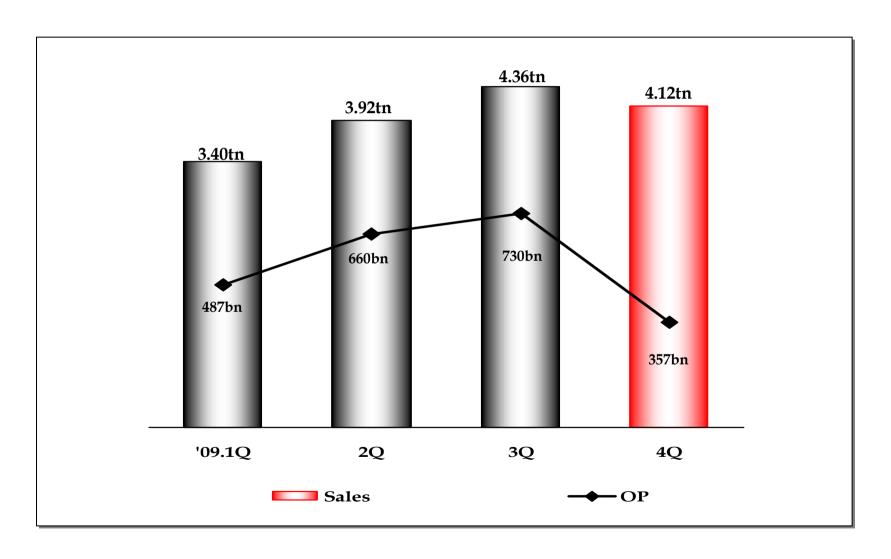
Stabilized revenue generating capability under any market conditions

## Yearly Business Results (Consolidated)

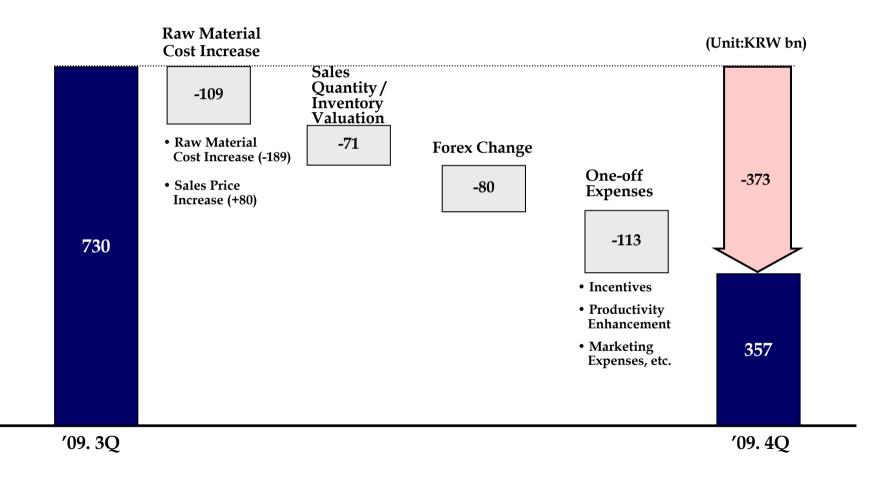




## 2009 Business Results (Consolidated)



## **Operating Profit Change Analysis (Consolidated)**





		Consolidated				Non-Con	solidate	d
(Unit : KRW bn)	′08.4Q	′09.3Q	′09.4Q	YoY	′08.4Q	′09.3Q	′09.4Q	YoY
Sales	3,332	4,364	4,116	23.5%	2,816	3,798	3,563	26.5%
Operating Profit	59	730	357	508.3%	147	656	309	110.2%
(%)	(1.8)	(16.7)	(8.7)		(5.2)	(17.3)	(8.7)	
Pre-tax Income From Continuing Operations	27	713	270	896.7%	94	700	252	168.0%
(%)	(1.0)	(16.3)	(6.6)		(3.3)	(18.4)	(7.1)	
Equity Method Gains	-9	-2	1	-	-62	45	4	-
Net Income	62	543	209	238.5%	62	543	209	238.5%

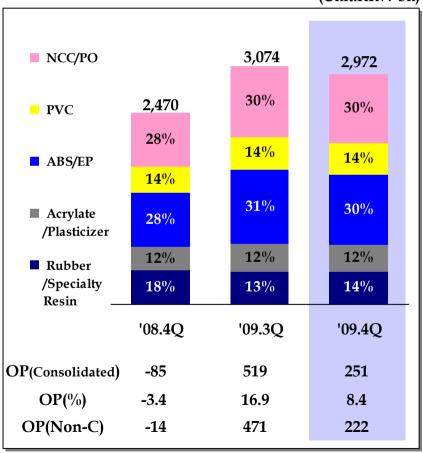


	Co	nsolidate	d	Non-	Consolid	lated
(Unit : KRW bn)	′08	′09.4.1	′09	′08	′09.4.1	′09
Assets	9,736	9,110	9,950	8,036	7,502	8,359
(Cash and equivalents)	514	905	1,093	373	755	863
Liabilities	4,683	4,611	4,294	3,147	3,172	2,875
(Borrowings)	2,743	2,565	1,961	1,350	1,327	867
Shareholder's Equity	5,053	4,500	5,656	4,890	4,330	5,484
Total Liabilities / Equity (%)	92.7	102.5	75.9	64.4	73.2	52.4
Debt / Equity (%)	54.3	57.0	34.7	27.6	30.6	15.8
Interest Coverage Ratio	13.5	-	33.4	34.3	-	59.5
ROE (%)	21.7	-	30.3	24.5	-	30.7
ROA (%)	10.8	-	16.2	13.9	-	19.0
EBITDA	1,864	-	2,818	1,746	-	2,373



#### **Business results**

(Unit:KRW bn)



#### **Analysis**

#### • Analysis

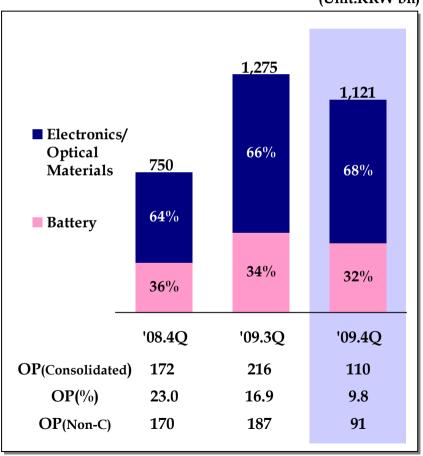
- Appreciation of Korean Won & one-off expenses weakened profitability
- Weak seasonality & hike of raw material cost due to strong oil price
  - NCC/PO: Strong naphtha price worsened margin
  - PVC : Decline in product price due to slow seasonality
  - ABS/EP : Despite the recovery of overseas demand, strong feedstock narrowed spread
  - Acrylate/ : High margin maintained thanks to Platicizer Plasticizer tight supply market condition
  - Rubber/: Rapid increase of raw material (BD)
     Specialty resulted margin contraction
     Resin

#### • Outlook

- Recovery of China's experts will lead robust China demand
- China domestic market will continue its solid growth
- Pass through of raw material cost hikes to product prices will expand spread

#### **Business results**





#### • Analysis

■ Appreciation of Korean Won & marketing cost weakened profitability

**Analysis** 

- Slowdown of the demand during the off-season
  - Polarizer: Total sales decreased, but high value-added products portion increased
  - Battery : Despite slight price decrease, stable demand continued
  - HEV/EV: Supply to Hyundai, Kia & strive to secure new global customers continued

#### Outlook

- Robust demand in LCD market is expected to continue due to the Winter Olympic Games & Chinese New Year
- Sales increase in steady demand of the global market
  - Polarizer : Continuous achievement of profitability with full operation of ultra-wide line
  - : Increase internal shares of strategic - Battery customers & strengthen cost leadership
  - HEV/EV : Acquire new major customers & market strength through accelerated global spec-in

process

## 2010 Business Plan (IFRS)

#### **Business Plan**

#### (Unit:KRW bn)

	Class	′09	'10 Plan	
	Sales	15,600	16,300	
	Petro- chemicals	11,500	11,700	
	I&E Materials	4,200	4,700	
Operating Profits		2,095	1	
CAPEX		1,030	1,430	

## **Business Strategy**

- ☐ Petrochemicals : Achieve maximize profitability
  - Expand domestic business & strengthen competitiveness
    - Yeosu NCC 100KT, BR 80KT, SAP 40KT
  - Increase the portion of value-added premium product
    - ABS 71%, PE 73%
  - Cost reduction of energy, raw materials & sub materials
    - 10% reduction YoY
- ☐ I&E Materials : Strengthen Global #1 position
  - Polarizer: Maintain Global #1 M/S
    - VA Polarizer: Expand global top customers base
    - Maximize productivity through ultra-wide line (2,300mm)
  - Reinforce CF photo-resist & Electronic materials business
    - CF photo-resist 1,500ton, Electrolyte 1,200ton
  - Battery : Expand M/S of global strategic customers
    - Nokia, HP, Dell, etc.
    - Prismatic 5mn cell/m, Polymer 3mn cell/m
  - HEV/EV : Secure solid market leader's position
  - Strengthen market power by securing new global customers
  - Commencement of US plant construction (2nd Half '10)

## 2010 Business Plan (IFRS)

## **Cash Flow**

## **CAPEX**

(Unit:KRW bn)

Class	Amounts	
Cash Inflow	2,040	
From Operating	1,480	
Depreciation	560	
Cash Outflow	1,890	
CAPEX	1,430	
Working Capital & other	190	
Dividend	270	
Net Cash Flow	150	

	Class	Amounts
	Total	1,430
Ту	New / Expansion	960
Туре	Maintenance	470
]	Petrochemicals	460
Divisional	I&E Materials	800
nal	Common (Land in Ochang, Paju, etc.)	170

## **Key Investments**

(Unit:KRW bn)

#### **■** Petrochemicals

290

- NCC Expansion in Yeosu
- BR, SAP Expansion in Korea
- SBS in China, etc.

#### **■** I&E Materials

670

-LCD Glass, Polarizer,

Battery, HEV/EV Battery, etc.

## Appendix

## Sales & Operating Profit(Consolidated)

LGC			2008					2009		
LGC	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Sales	3,494	3,749	3,980	3,332	14,555	3,400	3,921	4,364	4,116	15,801
Operating Profit	362	484	416	59	1,321	487	660	730	357	2,235
Petrochemicals	2,835	3,131	3,380	2,470	11,816	2,587	2,884	3,074	2,972	11,517
NCC/PO	884	977	1,074	703	3,638	751	838	911	897	3,397
Synthetic Rubber/ Specialty Resin	353	400	516	434	1,703	358	390	423	424	1,594
PVC	370	412	493	335	1,609	439	420	429	408	1,697
ABS/EP	891	965	908	692	3,456	724	899	948	900	3,471
Acrylate/Plasticizer	337	379	388	306	1,410	315	338	363	342	1,358
<b>Operating Profit</b>	285	393	319	-85	912	374	531	519	251	1,674
I & E Materials	620	654	654	750	2,678	786	1,015	1,275	1,121	4,197
Optical/Electronic	462	516	511	492	1,981	556	728	862	774	2,920
Battery	165	148	154	272	739	242	309	437	371	1,358
<b>Operating Profit</b>	84	102	107	172	466	114	130	216	110	569



# Appendix

## Sales & Operating Profit(Non-Consolidated)

LGC		2008			2009					
LGC	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Sales	2,994	3,239	3,597	2,816	12,645	2,932	3,402	3,798	3,563	13,695
Operating Profit	340	445	412	147	1,344	417	563	656	309	1,945
Petrochemicals	2,397	2,607	2,961	2,075	10,039	2,152	2,388	2,580	2,478	9,597
NCC/PO	884	985	1,085	720	3,674	777	885	980	929	3,571
Synthetic Rubber/ Specialty Resin	347	381	503	395	1,626	338	368	399	411	1,515
PVC	259	286	341	237	1,124	295	293	313	286	1,186
ABS/EP	583	604	653	430	2,271	432	522	538	524	2,016
Acrylate/Plasticizer	323	350	378	294	1,344	310	322	350	328	1,310
<b>Operating Profit</b>	262	350	310	-14	907	316	450	471	222	1,459
I & E Materials	611	656	669	769	2,705	804	1,047	1,258	1,118	4,228
Optical/Electronic	445	505	505	478	1,933	546	711	845	740	2,842
Battery	173	160	174	304	811	269	356	435	400	1,460
<b>Operating Profit</b>	80	98	105	170	453	104	116	187	91	497



## Borrowings

(Unit: KRW bn)

		Balance					
	′08	′09.4.1	′09				
Total	1,350	1,327	867				
1000	(100%)	(100%)	(100%)				
KRW	929	865	517				
Currency	(69%)	(65%)	(69%)				
СР	-	-	-				
СВ	560	500	250				
Others	369	365	267				
Foreign	421	461	350				
Currency	(31%)	(35%)	(31%)				
FRN	170	186	58				
Others	252	275	292				
Short-term	560	671	444				
	(42%)	(51%)	(57%)				
Long-term	790	656	424				
	(58%)	(49%)	(43%)				

The % is calculated to total borrowings. Discounts of bond is not included. Currency swap included

## **Cash Flow**

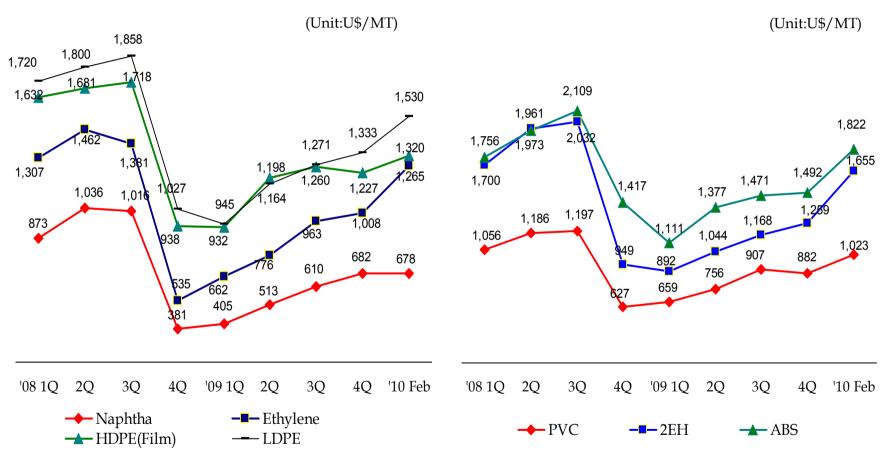
	′08	′09
Beginning	466	373
Operating/Investing	246	1,204
Net Income	1,003	1,507
Depreciation	402	409
Working Capital	-534	149
CAPEX	<b>-713</b>	-928
Others	88	66
Financing	-339	-692
Borrowings	-12	-483
ABS refund	-160	-
Dividend	-167	-209
LG Hausys Spin-off	-	-23
Cash split	-	-214
Borrowings split	-	212
Working Capital, etc.		-21
Year-End	373	863



		′07	′08	'09 Plan	′09
	New/Expansion	142	217	104	117
Petrochemicals	Maintenance	68	85	136	109
retrochemicals	Equity Investment	16	1	23	6
	Total	227	302	263	232
	New/Expansion	42	194	347	382
I & E	Maintenance	36	51	91	67
Materials	Equity Investment	12	21	28	30
	Total	90	266	466	480
	New/Expansion	1	-	-	0
Common	Maintenance	100	71	136	196
Expenses	Equity Investment		1	-	19
	Total	100	72	136	216
	New/Expansion	185	411	451	500
Total	Maintenance	204	207	363	373
Total	Equity Investment	28	22	50	56
	Total	417	640	864	928



Appendix Price Trends



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

## Shareholders



Common Stock as of Mar 2, 2010

## **Stock Information**

(Unit: KRW)

	N. C	Mar 2, ′10			
	No. of Shares	Price	Market Cap		
Common	66,271,100	216,500	14.3 tn		
Preferred	7,628,921	79,400	0.6 tn		
Total	73,900,021		14.9 tn		

Par value: KRW 5,000