

# Q3 '10 Earnings Results

October 21, 2010





### **Disclaimer**



- This presentation contains forward-looking statements. We may also make written or oral forward-looking statements in our periodic reports to the United States Securities and Exchange Commission and the Korean Financial Supervisory Service, in our annual report to shareholders, in our proxy statements, in our offering circulars and prospectuses, in press releases and other written materials and in oral statements made by our officers, directors or employees to third parties. Statements that are not historical facts, including statements about our beliefs and expectations, are forward-looking statements. These statements are based on current plans, estimates and projections, and therefore you should not place undue reliance on them. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.
- •Forward-looking statements involve inherent risks and uncertainties. We caution you that a number of important factors could cause actual results to differ materially from those contained in any forward-looking statement. Such factors include, but are not limited to: our highly competitive environment; the cyclical nature of our industry; our ability to introduce new products on a timely basis; our dependence on growth in the demand for our products; our ability to successfully execute our expansion strategy; our dependence on key personnel; and general economic and political conditions, including those related to the TFT-LCD industry; possible disruptions in business activities caused by natural and human-induced disasters, including terrorist activity and armed conflict; and fluctuations in foreign currency exchange rates. Additional information as to these and other factors that may cause actual results to differ materially from our forward-looking statements can be found in our filings with the United States Securities and Exchange Commission.
- •As of January 1, 2010, we adopted International Financial Reporting Standards (IFRS). All financial information contained in this document is based on consolidated IFRS. For the convenience of users, financial results of 2009 are presented based on IFRS and may differ from previously disclosed financial information provided based on K-GAAP.
- •This presentation also includes information regarding our historical financial performance through Sept. 30, 2010, and our expectations regarding future performance which is available on our investor relations website at <a href="http://www.lgdisplay.com">http://www.lgdisplay.com</a> under the file name Q3 2010 Earnings Results Presentation.



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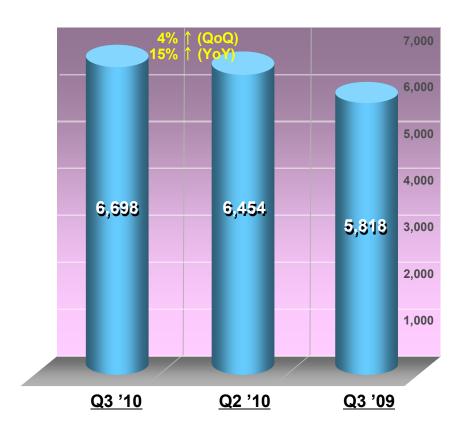


### **Revenues & Profits**



#### Revenues

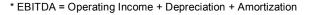
(Unit: KRW B)



### **Profits**

(Unit: KRW B, %)

|                   | Q3 '10           | Q2 '10            | Q3 '09            | QoQ  | YoY  |
|-------------------|------------------|-------------------|-------------------|------|------|
| Operating Income  | <b>182</b><br>3% | <b>726</b><br>11% | <b>662</b><br>11% | -75% | -73% |
| EBITDA*           | 986<br>15%       | 1,433<br>22%      | 1,450<br>25%      | -31% | -32% |
| Income before tax | 244              | 604               | 714               | -60% | -66% |
| Net Income        | 224              | 555               | 595               | -60% | -62% |





## **Financial Positions & Ratios**



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### **Financial Positions**

(Unit: KRW B)

|                      | Q3 '10 | <u>Q2 '10</u> | Q3 '09 |
|----------------------|--------|---------------|--------|
| Assets               | 23,793 | 22,942        | 18,671 |
| Current Assets       | 9,641  | 9,585         | 7,813  |
| Cash*                | 3,146  | 3,212         | 2,678  |
| Inventory            | 2,492  | 2,256         | 1,666  |
| Non-Current Assets   | 14,152 | 13,357        | 10,858 |
| Liabilities          | 12,504 | 11,858        | 9,114  |
| Current Liabilities  | 9,018  | 8,178         | 6,107  |
| Non-Current Liab.    | 3,486  | 3,680         | 3,007  |
| Shareholders' Equity | 11,289 | 11,084        | 9,557  |
| Debts                | 4,220  | 3,951         | 3,783  |
| Net Debts            | 1,074  | 739           | 1,105  |

### **Financial Ratios**

(Unit: %)

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|                                      | <u>Q3 '09</u> | <u>Q2 '10</u> | <u>Q3 '10</u> |
|--------------------------------------|---------------|---------------|---------------|
| Liabilities to Equity Ratio          | 95%           | 107%          | <br>111%      |
| Net Liabilities<br>to Equity Ratio** | 67%           | 78%           | <br>83%       |
| Current Ratio                        | 128%          | 117%          | <br>107%      |
| Net Debt to Equity Ratio             | 12%           | 7%            | 10%           |

IFRS (Consolidated)

Source: Unaudited, Company financials

<sup>\*\*</sup> Net Liabilities to Equity Ratio: (Total liabilities - cash equivalents) / shareholders' equity



<sup>\*</sup> Cash includes short term financial instruments.

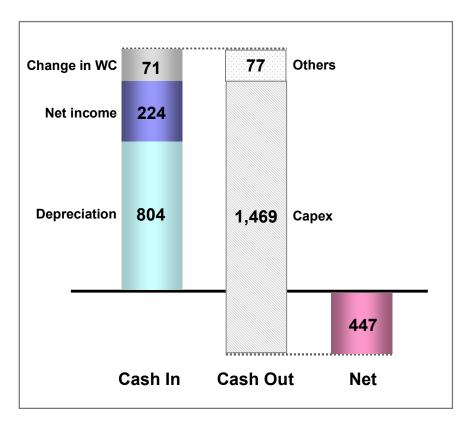
## **Cash Flow**



Q3 '10

### **Net Cash Flow**

(Unit: KRW B)

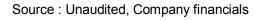


<sup>\*</sup> Based on cash flow before financing activities

### **Cash Flow Statement**

(Unit: KRW B)

|                                       | Q3 IU   |
|---------------------------------------|---------|
| Cash at beginning of quarter          | 3,212   |
| Cash flow from operating activities   | 1,022   |
| Net Income                            | 224     |
| Depreciation & Amortization           | 804     |
| Change in Working Capital             | 71      |
| Others                                | (77)    |
| Cash flow from investing activities   | (1,469) |
| Cash flow before financing activities | (447)   |
| Cash flow from financing activities   | 381     |
| Financing activities                  | 381     |
| Net change in Cash                    | (66)    |
| Cash at end of quarter                | 3,146   |
|                                       |         |





# **Shipments and ASP**





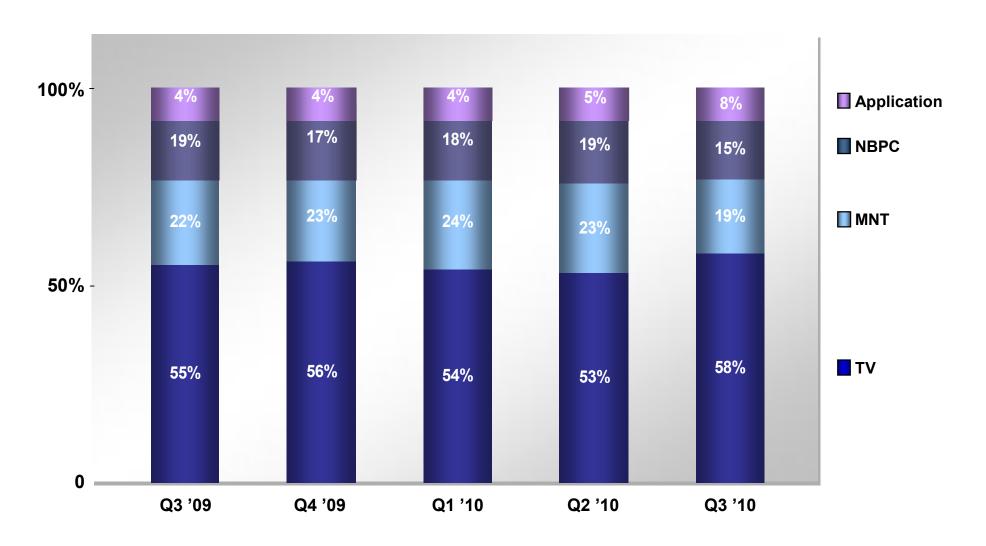
<sup>\*</sup> Net display area shipped Source: Company financials

<sup>■</sup> Display area shipment in K m²■ ASP per m² (USD)



## **Revenue: Product Mix**





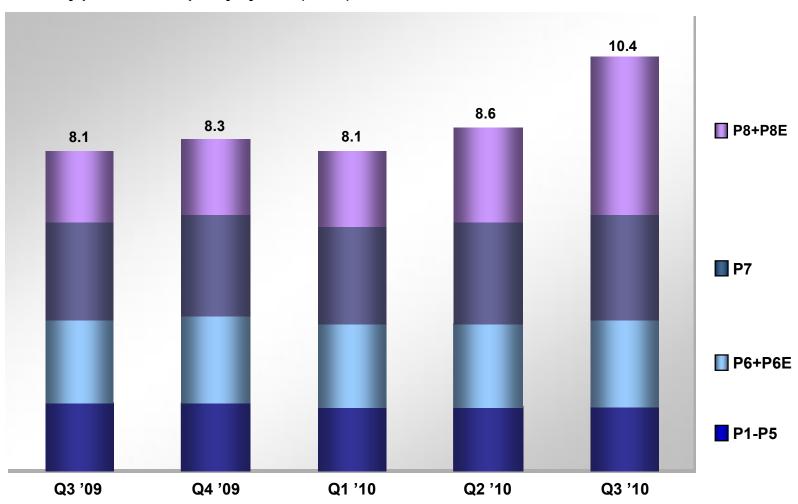
Source: Company financials



# Capacity



#### Quarterly production capacity by area (M m<sup>2</sup>)



Source: Company financials



# Outlook



### **Q4 '10**

- ► Total Shipment per m²
  - Mid single digit % ↑ QoQ
- **▶** Price trend
  - Price decline decelerating
  - IT price to stabilize

### **2010**

- **►** CAPEX
  - Mid to high 4 trillion won



### **Questions and Answers**





# **Appendix**



# **IFRS Statements of Income**



Unit: KRW Bn

| Accounts          | Q1 '09 | Q2 '09 | Q3 '09 | Q4 '09 | 2009   | Q1 '10 | Q2 '10 | Q3 '10 |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenue           | 3,542  | 4,772  | 5,818  | 5,905  | 20,038 | 5,876  | 6,454  | 6,698  |
| cogs              | 3,649  | 4,193  | 4,591  | 5,043  | 17,477 | 4,639  | 5,125  | 5,927  |
| Gross Profit      | -107   | 579    | 1,227  | 862    | 2,561  | 1,237  | 1,329  | 771    |
| Operating Income  | -317   | 352    | 662    | 313    | 1,010  | 789    | 726    | 182    |
| EBITDA            | 237    | 1,072  | 1,450  | 1,093  | 3,852  | 1,421  | 1,433  | 986    |
| Income before tax | -488   | 429    | 714    | 358    | 1,013  | 842    | 604    | 244    |
| Net Income        | -347   | 367    | 595    | 502    | 1,118  | 649    | 555    | 224    |
| EPS (Unit: KRW)   | -969   | 1,026  | 1,664  | 1,403  | 3,124  | 1,813  | 1,550  | 627    |
| Margins (%)       |        |        |        |        |        |        |        |        |
| Gross Margin      | -3.0   | 12.1   | 21.1   | 14.6   | 12.8   | 21.1   | 20.6   | 11.5   |
| Operating Margin  | -8.9   | 7.4    | 11.4   | 5.3    | 5.0    | 13.4   | 11.2   | 2.7    |
| EBITDA Margin     | 6.7    | 22.5   | 24.9   | 18.5   | 19.2   | 24.2   | 22.2   | 14.7   |

Source: Unaudited, Company financials



# **IFRS Statements of Financial Position**



Unit: KRW Bn

| Accounts                     | Q1 '09 | Q2 '09 | Q3 '09 | Q4 '09 | Q1 '10 | Q2 '10 | Q3 '10 |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|
| Assets                       | 18,728 | 18,438 | 18,671 | 19,704 | 20,767 | 22,942 | 23,793 |
| Cash*                        | 3,544  | 2,671  | 2,678  | 3,318  | 3,144  | 3,212  | 3,146  |
| Inventory                    | 1,142  | 1,351  | 1,666  | 1,668  | 1,716  | 2,256  | 2,492  |
| Liabilities                  | 10,094 | 9,442  | 9,114  | 9,664  | 10,246 | 11,858 | 12,504 |
| Short-term debts             | 1,550  | 2,268  | 1,941  | 2,004  | 1,329  | 1,393  | 1,855  |
| Long-term debts              | 2,720  | 1,965  | 1,842  | 2,076  | 2,300  | 2,558  | 2,365  |
| Shareholders' Equity         | 8,634  | 8,996  | 9,557  | 10,040 | 10,521 | 11,084 | 11,289 |
| BPS (Unit: KRW)              | 24,130 | 25,141 | 26,709 | 28,059 | 29,403 | 30,977 | 31,551 |
| Net debt to equity ratio (%) | 8.4    | 17.4   | 11.6   | 7.6    | 4.6    | 6.7    | 9.5    |

Source: Unaudited, Company financials



<sup>\*</sup> Cash includes short term financial instruments.

### **IFRS Statements of Cash Flow**



Unit: KRW Bn

| Accounts                                  | Q1 '09 | Q2 '09 | Q3 '09 | Q4 '09 | 2009   | Q1 '10 | Q2 '10 | Q3 '10 |
|---|--------|--------|--------|--------|--------|--------|--------|--------|
| Net Income                                | -347   | 367    | 595    | 502    | 1,118  | 649    | 555    | 224    |
| Depreciation & Amortization               | 554    | 720    | 788    | 780    | 2,842  | 632    | 707    | 804    |
| Others                                    | 448    | -36    | 149    | 73     | 634    | -144   | 369    | -77    |
| Working Capital*                          | 460    | -851   | -338   | 296    | -433   | -187   | -423   | 71     |
| Cash flow from operating activities       | 1,115  | 200    | 1,195  | 1,651  | 4,161  | 950    | 1,208  | 1,022  |
| Cash flow from investing activities**     | -998   | -964   | -865   | -1,310 | -4,137 | -765   | -1,123 | -1,469 |
| Net cash flow before financing activities | 117    | -764   | 330    | 341    | 24     | 185    | 85     | -447   |
| Financing Activities                      | 19     | 70     | -323   | 299    | 65     | -376   | 162    | 381    |
| Dividends                                 | 0      | -179   | 0      | 0      | -179   | 0      | -179   | 0      |
| Change in non-controlling interest        | 0      | 0      | 0      | 0      | 0      | 17     | 0      | 0      |
| Net change in cash                        | 136    | -873   | 7      | 640    | -90    | -174   | 68     | -66    |

Source: Unaudited, Company financials



<sup>\*</sup> Working Capital consists of net change in AR, Inventory, AP and F/X effect

<sup>\*\*</sup> Cash flow from Investing Activities excludes increase (decrease) of short term financial instruments.

### **EBITDA Calculation**



Unit: KRW Bn

| Accounts            | Q1 '09 | Q2 '09 | Q3 '09 | Q4 '09 | 2009  | Q1 '10 | Q2 '10 | Q3 '10 |
|---------------------|--------|--------|--------|--------|-------|--------|--------|--------|
| 1. Operating Income | -317   | 352    | 662    | 313    | 1,010 | 789    | 726    | 182    |
| 2. Depreciation     | 544    | 708    | 771    | 756    | 2,779 | 596    | 666    | 761    |
| 3. Amortization     | 10     | 12     | 17     | 24     | 63    | 36     | 41     | 43     |
| EBITDA (1+2+3)      | 237    | 1,072  | 1,450  | 1,093  | 3,852 | 1,421  | 1,433  | 986    |

Source: Unaudited, Company financials

IFRS (Consolidated)

We add depreciation and amortization expense to operating income to calculate EBITDA. It is a key financial measure used by our senior management to internally evaluate the performance of our business and for other required or discretionary purposes.

We believe that the presentation of EBITDA will enhance an investor's understanding of our operating performance as we believe it is commonly reported and widely used by analysts and investors in our industry. It also provides useful information for comparison on a more comparable basis of our operating performance and those of our competitors, who follow different accounting policies.

EBITDA is not a measure defined by GAAP. Our calculation of EBITDA may not be consistent with other similarly titled measures reported by other companies.



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