## The First Partner <br> LG Innotek

## Q3'13 Earnings Results

October 24, 2013
(h) LG Innotek

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The financial information contained in this presentation has been prepared in accordance with the K-IFRS standards. The presentation also contains forward-looking statements that are based on the Company's current plans and projections. Investors are urged to consider these inherent risks and uncertainties when making assumptions, and are cautioned not to place undue reliance on them. Forward-looking statements speak only as of the date they are made and, neither the Company nor any of its members assume responsibility to update the information provided herein.
※ Starting with the financial statements for the year ended December 31, 2012, the Company is required to disclose financial statements in accordance with the amendments to K-IFRS No. 1001. Accordingly, the Company now presents operating profit or loss as an amount of sales less cost of sales and selling \& administrative expense on the statement of comprehensive income. The Company applied the amendments retroactively and reclassified the statements of comprehensive income.

## Q3'13 EARNINGS

## Sales \& Earnings

## Q3'13 sales and operating profit increased by $5 \%$ and $56 \%$ QoQ

- Sales Trends

(Unit : billions KRW)

|  | Q2'13 | QoQ | Q3'13 | YoY | Q3'12 |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Operating <br> Profit <br> (\%) | 35.7 | $56.2 \%$ | 55.7 | $110.7 \%$ | 26.5 |
| EBITDA | 164.6 | +31.9 | 196.5 | +50.7 | 145.8 |
| (\%) | $10.8 \%$ | $+1.5 \% p$ | $12.3 \%$ | $+0.3 \% p$ | $12.0 \%$ |
| Income <br> before tax | 6.8 | $323.4 \%$ | 28.9 | $681.7 \%$ | 3.7 |
| Net Profit | 6.9 | $302.2 \%$ | 27.7 | $673.1 \%$ | 3.6 |
| CAPEX | 79.6 | -40.6 | 39.0 | -169.4 | 208.5 |

* K-IFRS(Consolidated basis)


## Sales Breakdown

# Mobile components performed strongly, mainly the camera module, package substrate, and touch window businesses 

## Sales by Division

(Unit : billions KRW)


|  |  | (Unit : billions KRW) |  |
| :---: | :---: | :---: | :---: |
|  |  | 1,521.1 | 1,595.5 |
|  | 1,219.9 | 17\% | 16\% |
| Automotive Components \& Electronics | 23\% | 26\% | 28\% |
| Substrate \& Material | 31\% |  |  |
| Optics Solution | 22\% |  | 38\% |
| LED | 24\% | 21\% | 18\% |
|  | Q3'12 | Q2'13 | Q3'13 |

Q3'13 Sales by Application
$\qquad$

## Financial Positions

■ Summary of Financial Positions
(Unit : billions KRW)

|  | Q2'13 | QoQ | Q3'13 | YoY | Q3'12 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Assets | $\mathbf{4 , 7 5 9 . 2}$ | $\mathbf{3 . 1 \%}$ | $\mathbf{4 , 9 0 6 . 7}$ | $\mathbf{1 . 0 \%}$ | $\mathbf{4 , 8 5 8 . 7}$ |
| Current Assets | $2,011.5$ | $12.8 \%$ | $2,269.3$ | $9.7 \%$ | $2,068.1$ |
| Cash \& Equivalents | 351.8 | $30.7 \%$ | 459.7 | $3.9 \%$ | 442.4 |
| Non-current Assets | $2,747.7$ | $-4.0 \%$ | $2,637.4$ | $-5.5 \%$ | $2,790.6$ |
| Liabilities | $\mathbf{3 , 4 6 7 . 6}$ | $\mathbf{3 . 3} \%$ | $\mathbf{3 , 5 8 2 . 7}$ | $\mathbf{1 . 1 \%}$ | $\mathbf{3 , 5 4 4 . 2}$ |
| Current Liabilities | $1,813.6$ | $-8.5 \%$ | $1,660.1$ | $-19.1 \%$ | $2,051.8$ |
| Non-current Liabilities | $1,654.0$ | $16.2 \%$ | $1,922.5$ | $28.8 \%$ | $1,492.4$ |
| Shareholders' Equity | $\mathbf{1 , 2 9 1 . 6}$ | $\mathbf{2 . 5 \%}$ | $\mathbf{1 , 3 2 4 . 1}$ | $\mathbf{0 . 7 \%}$ | $\mathbf{1 , 3 1 4 . 5}$ |
| Total Borrowings | $2,160.4$ | $8.6 \%$ | $2,345.7$ | $8.0 \%$ | $2,172.3$ |
| Liability-to-Equity | $268.5 \%$ | $+2.1 \% p$ | $270.6 \%$ | $+1.0 \% p$ | $269.6 \%$ |
| Net Debt-to-Equity | $140.0 \%$ | $+2.4 \% p$ | $142.4 \%$ | $+10.8 \% p$ | $131.6 \%$ |

[^0]
## BUSINESS PERFORMANCE

## Optics Solution



## Q3'13 Results

Sales : Sales increased from the previous quarter, backed by new product launches by major customers. Sales contribution from high-end camera modules continued to grow

Earnings : Stable profits maintained through improved model mix, despite the continued pricing pressure from customers

## Q4'13 Outlook

* Outlook : Sales to grow in Q4'13 based on the increasing demand from major customers for new products
* Plan : Maintain optimal capacity in response to increasing demand for new products, while improving yield and productivity for higher profitability




## Q3'13 Results

* Sales : Sales declined on quarter due to slow demand for TVs and a weaker model mix
- BLU : Demand for display products remained weak QoQ $17 \% \downarrow$
- Lighting : Sales to major customers continued to grow QoQ 23\% $\uparrow$

Earnings : Remained flat from the previous quarter through continued cost innovation and productivity improvement, despite the drop in sales

## Q4'13 Outlook

* Outlook: BLU business to remain slow due to weak demand, but LED lighting sales to continue to grow based on steady demand from major customers

Plan : Improve profit structure and focus on expanding sales

- BLU : Supply new models to overseas customers and expand IT sales
- Lighting : Increase the production of high power LED packages
- Further improve productivity and continue cost innovation


## Substrate \& Material




## Q3'13 Results

* Sales : Sales increased on quarter by expanding the supplies of new products, mainly package substrates and touch windows
- Substrate : PKG continued to grow, HDI sales rebounded QoQ 11\% $\uparrow$
- Material : Supplies of high-end touch windows grew QoQ 10\% $\uparrow$
* Earnings : Increased from the previous quarter by expanding the production of high-end products and improving the earnings of the substrate business


## Q4'13 Outlook

* Outlook : Demand for display and semiconductor components expected to be slow due to weak seasonality and year-end inventory adjustments by customers
* Plan : Win new customers and expand contribution from highend products for the HDI business; Gain market share for highend products for the PKG business; Efficiently manage resources and win additional customers for the touch window business
※ Substrate : HDI, PKG, etc. / Material : Photomask, TW, etc.


## Automotive Components \& Electronics




## Q3'13 Results

* Sales : Sales remained flat on quarter. Automotive sensor sales declined, but the sales of automotive motors \& wireless products, tuners, and new businesses such as LED lighting power grew
* Earnings : Increased from the previous quarter by staving off pricing pressure, improving productivity, and through continued cost innovation efforts


## Q4'13 Outlook

* Outlook : Display sales to decline due to year-end inventory adjustments, but automotive sales to remain flat based on increasing orders from customers, despite the weak seasonality
* Plan : Resource reallocation to expand new businesses for the display products; Winning additional orders for new automotive components (LEDs, camera modules, wireless modules, etc.); Continuing cost innovation and productivity improvement

[^1]
## Appendix. Financial Summary (K-IFRS)

Statement of Income
(Unit : billions KRW)

| Type | 2011 |  |  |  |  | 2012 |  |  |  |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 |
| Sales | 1,099.3 | 1,173.0 | 1,067.1 | 1,213.6 | 4,553.0 | 1,234.0 | 1,235.8 | 1,219.9 | 1,626.3 | 5,316.0 | 1,550.9 | 1,521.1 | 1,595.5 |
| Operating Profit | -7.7 | 11.6 | -14.4 | -34.6 | -45.1 | 27.6 | 16.9 | 26.5 | 6.3 | 77.2 | 15.8 | 35.7 | 55.7 |
| OPM (\%) | -0.7\% | 1.0\% | -1.4\% | $-2.9 \%$ | -1.0\% | 2.2\% | 1.4\% | 2.2\% | 0.4\% | 1.5\% | 1.0\% | 2.3\% | 3.5\% |
| Income before tax | -26.7 | -15.2 | -43.3 | -89.3 | -174.5 | 0 | -7.9 | 3.7 | -13.4 | -17.6 | -9.8 | 6.8 | 28.9 |
| Net Profit | -9.5 | -7.0 | -35.6 | -93.3 | -145.4 | -2.4 | 4.5 | 3.6 | -30.6 | -25.0 | -6.5 | 6.9 | 27.7 |

## Statement of Financial Position

| Type | 2011 |  |  |  | 2012 |  |  |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 |
| Assets | 4,331.1 | 4,345.3 | 4,407.4 | 4,410.0 | 4,397.2 | 4,619.3 | 4,858.7 | 4,886.3 | 5,008.8 | 4,759.2 | 4,906.7 |
| Current Assets | 1,622.6 | 1,583.2 | 1,629.5 | 1,729.1 | 1,788.4 | 1,921.5 | 2,068.1 | 2,073.0 | 2,222.9 | 2,011.5 | 2,269.3 |
| Cash \& Equivalents | 240.7 | 220.2 | 230.9 | 435.6 | 475.7 | 551.2 | 442.4 | 352.8 | 397.7 | 351.8 | 459.7 |
| Non-current Assets | 2,708.5 | 2,762.1 | 2,777.9 | 2,680.9 | 2,608.8 | 2,697.8 | 2,790.6 | 2,813.3 | 2,785.9 | 2,747.7 | 2,637.4 |
| Liabilities | 2,880.8 | 2,903.6 | 2,979.0 | 3,085.1 | 3,076.8 | 3,292.9 | 3,544.2 | 3,618.0 | 3,743.6 | 3,467.6 | 3,582.7 |
| Current Liabilities | 1,141.7 | 1,146.4 | 1,293.0 | 1,473.8 | 1,445.6 | 1,841.5 | 2,051.8 | 2,009.2 | 2,095.6 | 1,813.6 | 1,660.1 |
| Non-current Liabilities | 1,739.1 | 1,757.3 | 1,686.0 | 1,611.3 | 1,631.2 | 1,451.3 | 1,492.4 | 1,608.8 | 1,648.0 | 1,654.0 | 1,922.5 |
| Shareholders' Equity | 1,450.3 | 1,441.7 | 1,428.4 | 1,324.8 | 1,320.3 | 1,326.4 | 1,314.5 | 1,268.3 | 1,265.2 | 1,291.6 | 1,324.1 |
| Capital Stock | 100.7 | 100.8 | 100.8 | 100.8 | 100.8 | 100.8 | 100.9 | 100.9 | 100.9 | 100.9 | 100.9 |
| Total Borrowings | 2,032.6 | 2,142.1 | 2,216.4 | 2,244.8 | 2,276.9 | 2,240.6 | 2,172.3 | 2,167.7 | 2,302.6 | 2,160.4 | 2,345.7 |
| Liability-to-Equity | 198.6\% | 201.4\% | 208.5\% | 232.9\% | 233.0\% | 248.2\% | 269.6\% | 285.3\% | 295.9\% | 268.5\% | 270.6\% |
| Net Debt-to-Equity | 123.6\% | 133.3\% | 139.0\% | 136.6\% | 136.4\% | 127.4\% | 131.6\% | 143.1\% | 150.6\% | 140.0\% | 142.4\% |


[^0]:    * K-IFRS (Consolidated basis)

[^1]:    * Auto : Automotive motors, sensors, wireless, BMS, etc.

