

**SolutionPartner**

# 1Q 2011 Business Results & Outlook

Apr 19, 2011



**The business results for the first quarter of 2011 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.**

**From 2010, the business results are subject to the IFRS(International Financial Reporting Standards).**

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# 1Q 2011 Business Results

## Income Statements

(Unit: KRW bn)

Classification	'10.1Q	'10.4Q	'11.1Q	YoY	QoQ
<b>Sales</b>	4,423	4,999	5,491	24.1%	9.8%
<b>Operating Profits</b>	652	562	835	28.0%	48.6%
(%)	(14.7)	(11.2)	(15.2)		
<b>Pre-tax Income</b>	649	557	841	29.6%	50.9%
(%)	(14.7)	(11.2)	(15.3)		
<b>Net Income</b>	518	437	657	26.8%	50.1%

### Financial Position

(Unit: KRW bn)

Classification	'10	'11.1Q	Change
<b>Asset</b>	<b>12,674</b>	<b>13,927</b>	9.9%
Cash and equivalents	1,368	1,622	18.6%
<b>Liabilities</b>	<b>4,830</b>	<b>5,742</b>	18.9%
Borrowings	2,101	2,335	11.1%
<b>Shareholder's Equity</b>	<b>7,844</b>	<b>8,185</b>	4.3%
<b>EBITDA</b>	<b>3,495</b>	<b>1,017</b>	

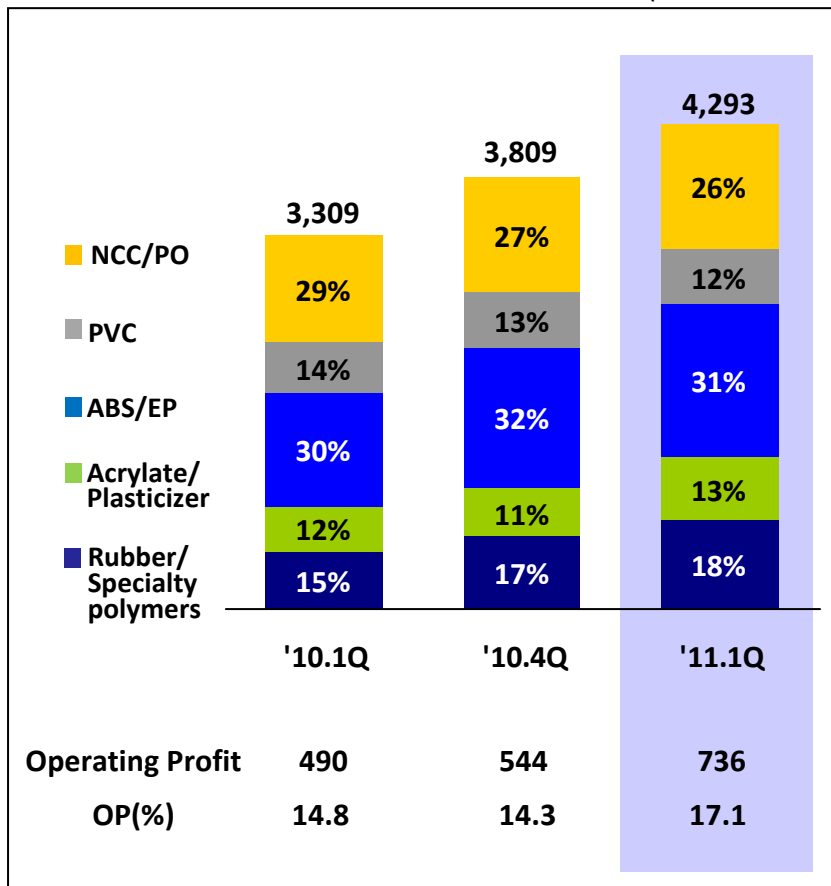
### Financial Ratios

Classification	'10	'11.1Q	Change
<b>Total Liabilities / Equity (%)</b>	61.6	70.2	8.6%p
<b>Borrowings / Equity (%)</b>	26.8	28.5	1.7%p
<b>Interest Coverage Ratio (x)</b>	46.0	46.9	0.9
<b>ROE (%)</b>	31.9	32.8	0.9%p
<b>ROA (%)</b>	19.0	19.7	0.7%p

### Business results

### Analysis

(Unit: KRW bn)



#### • Analysis

■ **Achieved high profits thanks to favorable supply and demand balance in the market and our competitive products mix**

- NCC/PO : Increased sales of premium products created sound results despite high raw material cost caused by oil price hikes
- PVC : Continuous favorable results backed by demand increase from emerging markets including India, etc.
- ABS/EP : Strong demand due to recovery of front line industries such as automobile and home appliances under limited new capacity expansion
- Acrylate / Plasticizer : Maintained high profitability from continued strong product prices
- Rubber / Specialty polymers : Profits increased thanks to soaring demand growth in emerging markets and high prices of BPA and phenol

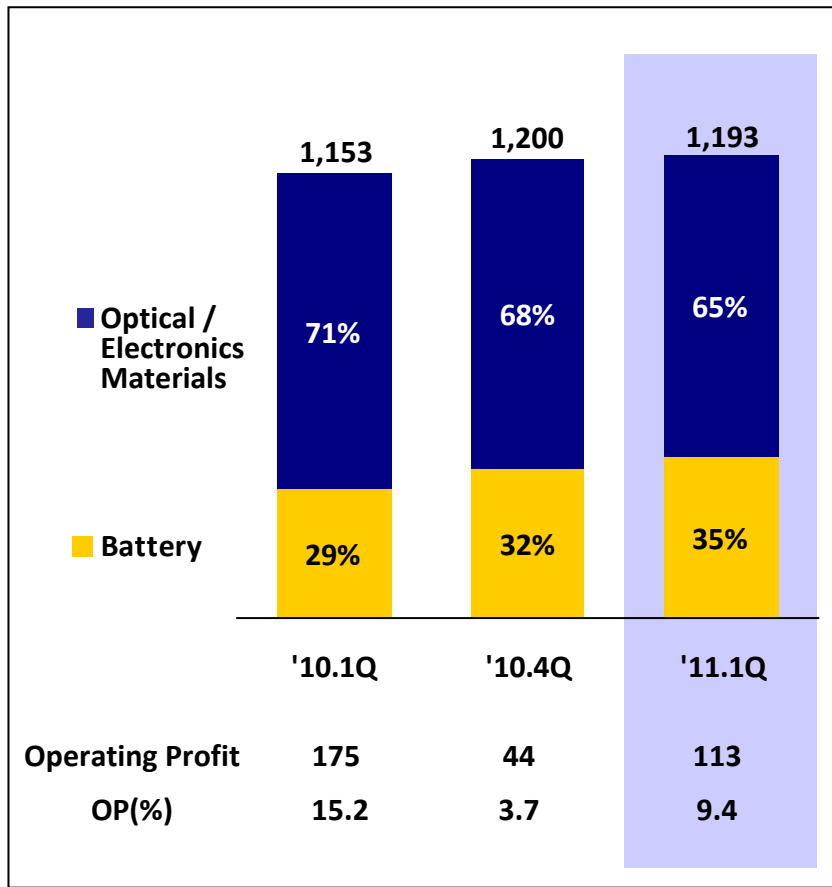
#### • Outlook

- **Short supply sentiment due to maintenance shutdown in Asia and strong seasonality are expected.**
- **Strengthened competitiveness through cost leadership and high profitability in acrylate, BPA, synthetic rubber, etc.**

### Business results

### Analysis

(Unit: KRW bn)



#### • Analysis

- Secured profitability through cost reduction and new products despite weak IT demand under sluggish market condition

-Optical : Improved profits due to brisk sales of 3D Retarder Materials and continuous cost reduction

-Battery : Expanded sales of high capacity battery thanks to increased demand for new IT devices such as smart phones and tablet PCs

#### • Outlook

- Expect better performances based on IT demand recovery and our customers' sales increase of new products such as 3D TV and tablet PC

-Optical : - IT demand recovery thanks to decreased LCD panel Materials inventory and special demand in China  
- 3D Retarder sales increase is expected.

-Battery : Internal share growth in strategic customers such as HP, Apple and sales increase stemming from expansion of polymer battery

(Unit: KRW bn)

Classification	2010					2011				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
<b>Sales</b>	<b>4,423</b>	<b>5,028</b>	<b>5,021</b>	<b>4,999</b>	<b>19,471</b>	<b>5,491</b>				<b>5,491</b>
<b>Operating Profit</b>	<b>652</b>	<b>828</b>	<b>779</b>	<b>562</b>	<b>2,821</b>	<b>835</b>				<b>835</b>
Petrochemicals	3,309	3,765	3,768	3,809	14,651	4,293				4,293
NCC/PO	948	1,082	1,068	1,018	4,116	1,108				1,108
PVC	453	455	455	489	1,852	500				500
ABS/EP	998	1,173	1,142	1,228	4,540	1,347				1,347
Acrylate/Plasticizer	401	451	478	429	1,760	549				549
Synthetic Rubber/ Specialty Resin	509	605	626	644	2,383	789				789
<b>Operating Profit</b>	<b>490</b>	<b>624</b>	<b>621</b>	<b>544</b>	<b>2,279</b>	<b>736</b>				<b>736</b>
I & E Materials	1,153	1,285	1,271	1,200	4,909	1,193				1,193
Optical/Electronic	843	917	913	832	3,504	807				807
Battery	347	414	394	399	1,552	432				432
<b>Operating Profit</b>	<b>175</b>	<b>211</b>	<b>171</b>	<b>44</b>	<b>600</b>	<b>113</b>				<b>113</b>



## Borrowings

(Unit : KRW bn)

Classification	'10	'11.1Q
<b>Total</b> (Overseas Subsidiaries)	<b>2,101</b> (824) 100%	<b>2,335</b> (889) 100%
<b>KRW Currency</b>	<b>162</b> 8%	<b>161</b> 7%
<b>C P</b>	150	150
<b>Others</b>	12	11
<b>Foreign Currency</b>	<b>1,940</b> 92%	<b>2,174</b> 93%
<b>Loan</b>	936	999
<b>Negotiation Borrowings</b>	865	1,043
<b>FRN</b>	140	133
<b>Short-term</b> (Overseas Subsidiaries)	<b>1,621</b> (559) 77%	<b>1,930</b> (642) 83%
<b>Long-term</b> (Overseas Subsidiaries)	<b>481</b> (265) 23%	<b>406</b> (247) 17%

☞ The % is calculated to total borrowings.

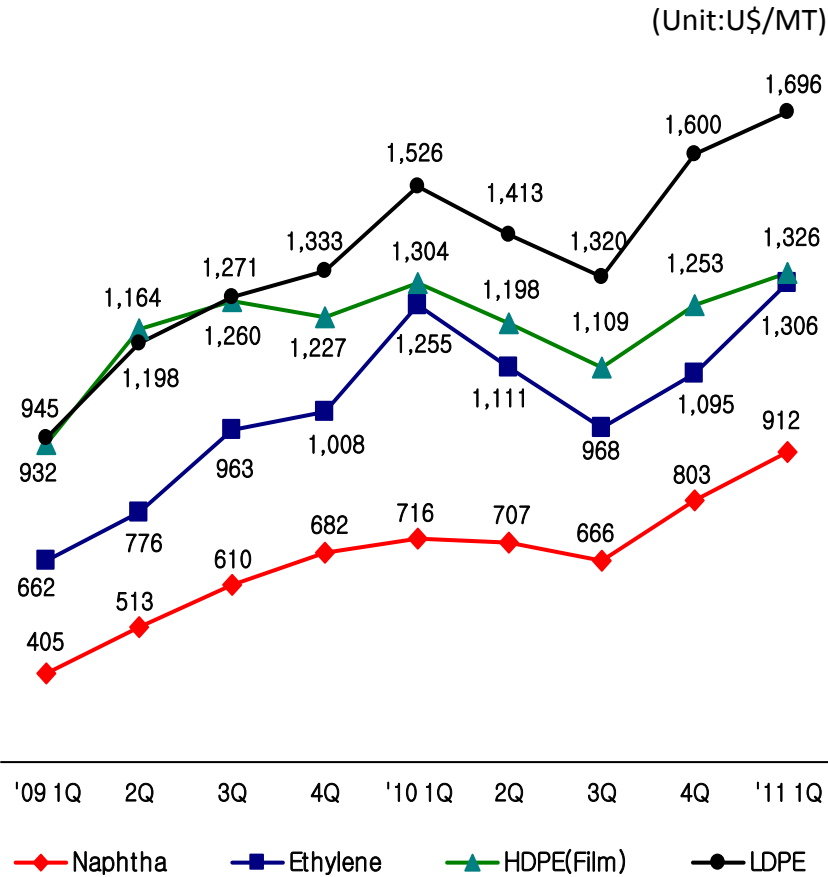
## Cash Flow

(Unit: KRW bn)

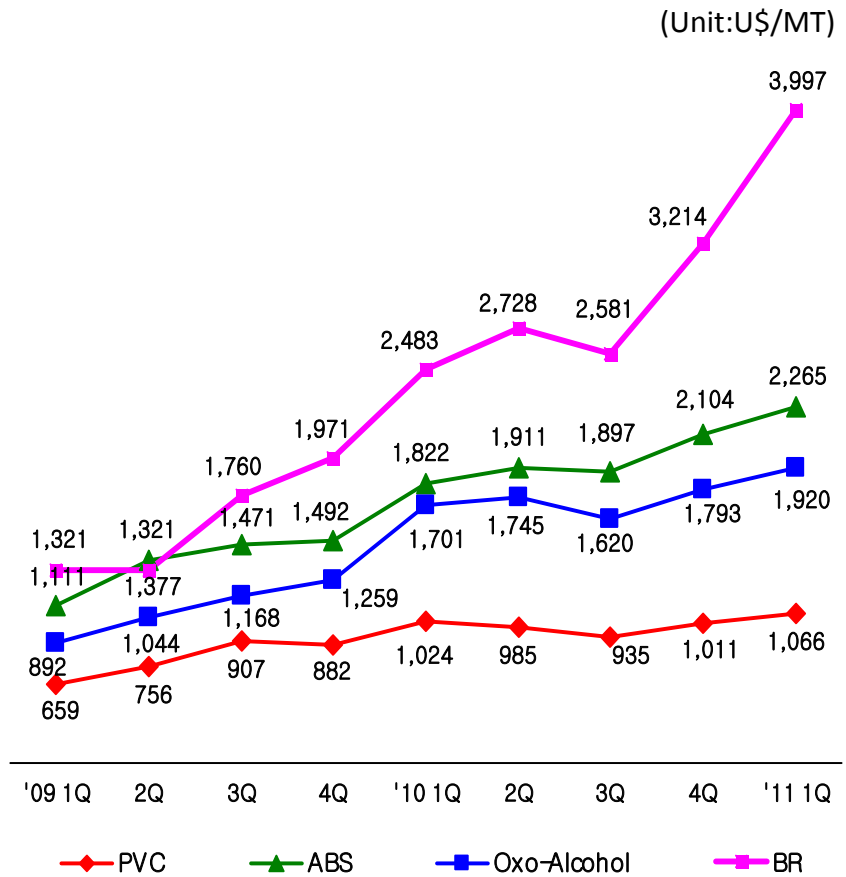
Classification	'10	'11.1Q
<b>Beginning Cash</b>	<b>1,107</b>	<b>1,368</b>
<b>Operating/Investing</b>	<b>810</b>	<b>20</b>
<b>Net Income</b>	2,200	657
<b>Depreciation</b>	656	182
<b>Working Capital</b>	-617	-424
<b>CAPEX</b>	-1,702	-520
<b>Others</b>	274	126
<b>Financing</b>	<b>-549</b>	<b>234</b>
<b>Borrowings</b>	-269	234
<b>Dividends</b>	-280	-
<b>Ending</b>	<b>1,368</b>	<b>1,622</b>

(Unit: KRW bn)

Classification		'09	'10	'11 Plan	'11.1Q
Petrochemicals	New / Expansion	158	324	762	170
	Maintenance	132	237	263	31
	<b>Total</b>	<b>290</b>	<b>560</b>	<b>1,025</b>	<b>200</b>
I & E Materials	New / Expansion	472	814	973	245
	Maintenance	81	135	223	35
	<b>Total</b>	<b>553</b>	<b>948</b>	<b>1,196</b>	<b>280</b>
Common Expenses	New / Expansion	22	-	-	-
	Maintenance	198	193	145	40
	<b>Total</b>	<b>221</b>	<b>193</b>	<b>145</b>	<b>40</b>
Total	New / Expansion	652	1,138	1,735	415
	Maintenance	411	564	631	106
	<b>Total</b>	<b>1,063</b>	<b>1,702</b>	<b>2,366</b>	<b>520</b>



**NCC/PO**



**PVC**

**ABS/EP**

**Acrylate/  
Plasticizer**

**Rubber/  
Specialty Polymers**

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