

# 4Q14 Quarterly Earnings

January 26, 2015

Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM (1)

SAMSUNG SDI



## 4Q14 and FY14 Earnings



[bn KRW]

| Category                            | 4Q14              | 3Q14             | QoQ        | FY14             |
|-------------------------------------|-------------------|------------------|------------|------------------|
| Revenue                             | 1,910.1           | 1,891.8          | +1.0%      | 5,474.2          |
| LIB                                 | 859.2             | 793.9            | +8.2%      | 3,323.3          |
| Chemical                            | 645.0             | 704.0            | -8.4%      | 1,349.0          |
| Electronic Materials                | 404.8             | 392.9            | +3.1%      | 801.9            |
| Operating Profit (%)                | 37.2<br>(1.9%)    | 32.6<br>(1.7%)   | +14.5%     | 70.8<br>(1.3%)   |
| Pre-tax Income<br>(%)               | -38.6<br>(-2.0%)  | 70.0<br>(3.7%)   | Turned Red | 199.4<br>(3.6%)  |
| Profit from Discontinued Operations | -105.0            | -62.9            | -          | -232.4           |
| Net Income<br>(%)                   | -128.8<br>(-6.7%) | -12.9<br>(-0.7%) | -          | -80.3<br>(-1.5%) |

X Chemical & Electronic materials reflected from 3Q14 post merger (2014.7.1) with Cheil Industries

 $<sup>\</sup>ensuremath{\mathbb{X}}$  PDP and Solar division reflected in discontinued operations

## **FY14 Financial Status**



[bn KRW]

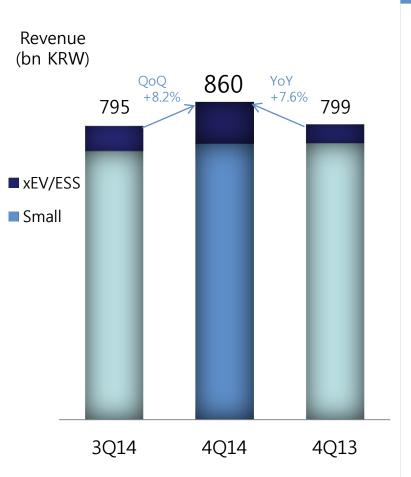
| Category                   | FY14     | 3 <b>Q1</b> 4 | QoQ    | FY13     | YoY      |
|----------------------------|----------|---------------|--------|----------|----------|
| Assets                     | 15,968.5 | 16,087.5      | -119.0 | 10,555.7 | +5,412.8 |
| Current                    | 3,535.5  | 3,571.0       | -35.5  | 2,063.2  | +1,472.3 |
| Non-current                | 12,433.0 | 12,516.5      | -83.5  | 8,492.5  | +3,940.5 |
| Liabilities                | 4,141.6  | 4,365.9       | -224.3 | 3,013.3  | +1,128.3 |
| <b>Current Liabilities</b> | 2,254.2  | 2,379.2       | -125.0 | 1,527.0  | +727.2   |
| Non-current Liabilities    | 1,887.4  | 1,986.6       | -99.2  | 1,486.3  | +400.1   |
| Shareholders Equity        | 11,826.9 | 11,721.6      | +105.3 | 7,542.4  | +4,284.5 |
| Paid-in Capital            | 356.7    | 356.7         | _      | 240.7    | +116.0   |
| Cash & cash equiv.         | 1,654.4  | 1,475.8       | +178.6 | 755.2    | +899.2   |
| Debt                       | 1,777.8  | 1,875.4       | -97.6  | 1,184.2  | +593.6   |



## **Analysis & Outlook**



## LIB\_Small-sized



## **4Q14 Analysis & Outlook**

#### [ 4Q14 Analysis ]

- □ Revenue rose as shipment increased to the new markets / high-end products
- Timely sales to a major customer's new models
- Sales of high-power / high-capacity non-IT products and to new applications enlarged

- ☐ FY15 LIB Cell Demand : 50bn cells (+8% YoY)
  - Polymer growth led by S/Phone and wearable, cylindrical growth led by non-IT demand
- Maintain M/S No. 1 by strengthening market leadership



## LIB\_xEV/ESS

#### **4Q14 Analysis & Outlook**

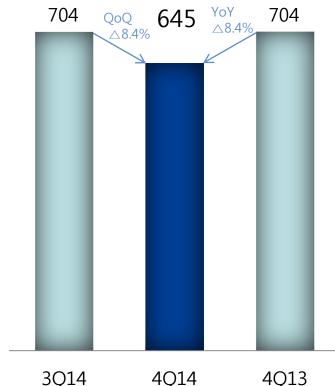
#### [ 4Q14 Analysis ]

- ☐ Revenue increased and built up back-log orders
- xEV Revenue growth with shipment increase to major OEMs
  - More back-log orders for long-term growth
- ESS revenue expanded, M/S No.1 in FY14 LIB ESS market (B3)

- ☐ FY15 xEV/ESS LIB demand to rise
- xEV Market expansion driven by PHEV/EV
  - Seek to win more orders from existing and new OEMs
- ESS Market demand to jump by 2X driven by Utility/Residential sector (2GWh)



## Revenue (bn KRW)



## 4Q14 Analysis & Outlook

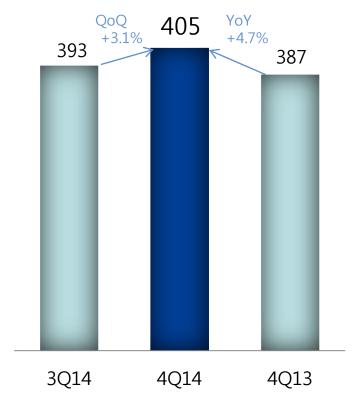
## [ 4Q14 Analysis ]

- ☐ Revenue retreated due to weak seasonality
- Sluggish demand & maintenance shut-down caused minor profitability pull back in QoQ
- Cost cutting & strategic operations on low-end products

- ☐ Improve profitability by building-up business competence to offset limited sector growth
- Secure competitiveness edge through executing profit focused operational strategies
- Improve product mix, cost cut and etc. to minimize impact from falling oil price



#### Revenue (bn KRW)



## 4Q14 Analysis & Outlook

## [ 4Q14 Analysis ]

- □ QoQ earnings improved based on solid demand
- Revenue from semi & display materials slowed-down due to weak seasonality but profitability improved

- ☐ Stable earnings enhancement from steady industry growth
- Semi-materials to show improved earnings benefitting from strong memory cycle
- Display materials to show steady growth from large TV demand as UHD TV shipment increases



# **Appendix**

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## **Income Statement**



[bn KRW]

| 4Q13               | FY13   | 3Q14   | 4Q14   | FY14  |
|--------------------|--|--|--|---|
| 820.0              | 3,428.5  | 1,891.8  | 1,910.1  | 5,474.2   |
| 681.6              | 2,812.0  | 1,570.3  | 1,546.6  | 4,545.5   |
| 138.4<br>(16.9%)   | 616.5<br>(18.0%)   | 321.5<br>(17.0%)   | 363.5<br>(19.0%)   | 928.7<br>(17.0%)  |
| -46.5<br>(-5.7%)   | -11.3<br>(-0.3%)   | 32.6<br>(1.7%)   | 37.2<br>(1.9%)   | 70.8<br>(1.3%)  |
| 118.2              | 524.5  | 37.4   | -75.8  | 128.6   |
| 71.7<br>(8.7%)     | 513.2<br>(15.0%)   | 70.0<br>(3.7%)   | -38.6<br>(-2.0%)   | 199.4<br>(3.6%)   |
| 9.6                | 105.4  | 20.0   | -14.9  | 47.3  |
| -252.4             | -259.9   | -62.9  | -105.0   | -232.4  |
| -190.3<br>(-23.2%) | 147.9<br>(4.3%)  | -12.9<br>(-0.7%)   | -128.8<br>(-6.7%)  | -80.3<br>(-1.5%)  |
| -196.1<br>(-23.9%) | 130.6<br>(3.8%)  | -13.0<br>(-0.7%)   | -129.0<br>(-6.8%)  | -83.8<br>(-1.5%)  |
| 92.0               | 341.7  | 156.5  | 156.0  | 505.4   |
| 126.5              | 616.2  | 145.8  | 102.8  | 384.9   |
|                    | 820.0<br>681.6<br>138.4<br>(16.9%)<br>-46.5<br>(-5.7%)<br>118.2<br>71.7<br>(8.7%)<br>9.6<br>-252.4<br>-190.3<br>(-23.2%)<br>-196.1<br>(-23.9%)<br>92.0 | 820.0       3,428.5         681.6       2,812.0         138.4       616.5         (16.9%)       (18.0%)         -46.5       -11.3         (-5.7%)       (-0.3%)         118.2       524.5         71.7       513.2         (8.7%)       (15.0%)         9.6       105.4         -252.4       -259.9         -190.3       147.9         (-23.2%)       (4.3%)         -196.1       130.6         (-23.9%)       (3.8%)         92.0       341.7 | 820.0       3,428.5       1,891.8         681.6       2,812.0       1,570.3         138.4       616.5       321.5         (16.9%)       (18.0%)       (17.0%)         -46.5       -11.3       32.6         (-5.7%)       (-0.3%)       (1.7%)         118.2       524.5       37.4         71.7       513.2       70.0         (8.7%)       (15.0%)       (3.7%)         9.6       105.4       20.0         -252.4       -259.9       -62.9         -190.3       147.9       -12.9         (-23.2%)       (4.3%)       (-0.7%)         -196.1       130.6       -13.0         (-23.9%)       (3.8%)       (-0.7%)         92.0       341.7       156.5 | 820.0       3,428.5       1,891.8       1,910.1         681.6       2,812.0       1,570.3       1,546.6         138.4       616.5       321.5       363.5         (16.9%)       (18.0%)       (17.0%)       (19.0%)         -46.5       -11.3       32.6       37.2         (-5.7%)       (-0.3%)       (1.7%)       (1.9%)         118.2       524.5       37.4       -75.8         71.7       513.2       70.0       -38.6         (8.7%)       (15.0%)       (3.7%)       (-2.0%)         9.6       105.4       20.0       -14.9         -252.4       -259.9       -62.9       -105.0         -190.3       147.9       -12.9       -128.8         (-23.2%)       (4.3%)       (-0.7%)       (-6.7%)         -196.1       130.6       -13.0       -129.0         (-23.9%)       (3.8%)       (-0.7%)       (-6.8%)         92.0       341.7       156.5       156.0 |

X Chemical & Electronic materials reflected from 3Q14 post merger (July 1. 2014) with Cheil Industries

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 $<sup>\</sup>ensuremath{\mathbb{X}}$  PDP and Solar division reflected in discontinued operations

## **Balance Sheet**



[bn KRW]

| Category                   | FY13     | 1/7/1¥   | 3Q14     | FY14     |
|----------------------------|----------|----------|----------|----------|
| Total Assets               | 10,555.7 | 16,414.6 | 16,087.5 | 15,968.5 |
| Current Assets             | 2,063.2  | 3,787.5  | 3,571.0  | 3,535.6  |
| Quick Assets               | 1,537.4  | 2,909.4  | 2,732.3  | 2,760.5  |
| Inventory & others         | 525.8    | 878.1    | 838.7    | 775.0    |
| Non-current Assets         | 8,492.5  | 12,627.1 | 12,516.5 | 12,433.0 |
| Investment Assets          | 6,355.3  | 7,687.1  | 7,601.9  | 7,605.1  |
| Tangible Assets            | 1,788.0  | 3,376.1  | 3,375.1  | 3,324.9  |
| Non-tangible Assets        | 167.0    | 1,340.6  | 1,308.8  | 1,278.9  |
| Other Assets               | 182.2    | 223.3    | 230.7    | 224.1    |
| Liabilities                | 3,013.3  | 4,642.5  | 4,365.9  | 4,141.6  |
| <b>Current Liabilities</b> | 1,527.0  | 2,066.8  | 2,379.3  | 2,254.2  |
| Non-current Liabilities    | 1,486.3  | 2,575.7  | 1,986.6  | 1,887.4  |
| Shareholders Equity        | 7,542.4  | 11,772.1 | 11,721.6 | 11,826.9 |
| Paid-in Capital            | 240.7    | 356.7    | 356.7    | 356.7    |

Merger effective date