# Q3'12 Earnings Release 

## October 30, 2012

snMSUNG SAMSUNG SDI

Dow Jones
Sustainability Indexes
Member 2012/13

Results are preliminary and unaudited. Therefore, the figures in this material are subject to change during the independent auditing process.

Please note that statements that describe the company's business strategy, outlook, plans or objectives are also forward-looking statements. All such forward-looking assumptions and statements involve known and unknown risks, and uncertainties that could cause actual results to be materially different than those expressed in this material.

## Q3'12 Results

## Q3'12 Results

| Revenue | [ Unit : KRW Bn ] |  |  |  |  | Revenue |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3'11 | Q2'12 | Q3'12 | YoY | QoQ |  |  |  |
|  |  |  |  |  |  | $\begin{aligned} & \text { Display (PD } \\ & \text { Energy (LIB } \end{aligned}$ |  | [ Unit : KRW Tr ]$1.50$ |
|  |  |  |  |  |  | 1.45 | 1.48 |  |
| Operating Profit (\%) | $\begin{array}{r} 43.0 \\ (3.0 \%) \end{array}$ | $\begin{array}{r} 84.0 \\ (5.7 \%) \end{array}$ | $\underline{1,520.5}^{\text {(101.2\%) }}$ | +1,477.5 | +1,436.5 | Display <br> (51\%) | $\begin{gathered} \text { Display } \\ (40 \%) \end{gathered}$ | Display (38\%) |
| Pre-Tax Profit <br> (\%) | $\begin{array}{r} 135.9 \\ (9.4 \%) \end{array}$ | $\begin{gathered} 166.3 \\ (11.3 \%) \end{gathered}$ | $\begin{array}{r} 1,641.7 \\ (109.2 \%) \end{array}$ | +1,505.8 | +1,475.4 | Energy | $\begin{aligned} & \text { Energy } \\ & (60 \%) \end{aligned}$ | $\begin{gathered} \text { Energy } \\ (62 \%) \end{gathered}$ |
| Net Income | $\begin{array}{r} 100.0 \\ (6.9 \%) \end{array}$ | $\begin{array}{r} 105.3 \\ \text { (7.1\%) } \end{array}$ | $\begin{aligned} & 1,198.5 \\ & (79.7 \%) \end{aligned}$ | +1,098.5 | +1,093.2 |  |  |  |
| (\%) |  |  |  |  |  | Q3'11 | Q2'12 | Q3'12 |
| ※ Q3 Operating Profit Includes One-off Income of KRW 1,435.0 Bn |  |  |  |  |  | ※ ES : Energy Solution(ESS+PV) |  |  |

Dow Jones
Sustainability Indexes

## Q3'12 Financial Status

|  | [ Unit : KRW Bn ] |  |  |
| :---: | :---: | :---: | :---: |
|  | End of <br> Q2'12 | End of <br> Q3'12 | QoQ |
| Assets | $8,589.6$ | $\underline{10,578.0}$ | $+1,988.4$ |
| Liabilities | $2,167.2$ | $\underline{2,903.4}$ | +736.2 |
| Equity | $6,422.4$ | $\underline{7,674.6}$ | $+1,252.2$ |
| Cash Equiv. | 699.2 | $\underline{838.7}$ | +139.5 |
|  |  |  |  |

※ Cash Equiv. Includes Short-term Financial Instruments

※ BPS : 137,753 KRW (End of Q2)
$\rightarrow \mathbf{1 6 5 , 3 9 7}$ KRW (End of Q3)

## Q3'12 Results \& Q4 Market Outlook

## LIB - Q3 Results \& Q4 Market Outlook

## Q3'12 Results


$\gg$ Q3'12 Revenue : KRW 904Bn (YoY 18\% $\uparrow$, QoQ 4\%个)

- Solid Growth in Sales
- Large-sized Poly. LIB for New Tablet • Slim NPC
- High-density Pris. LIB for Smartphone
- Diversified Product Portfolio \& Value-added Driven by Expansion in New Applications

Q4'12 LIB Cell Market

> Q4'12 LIB Cell Demand : 1,180M (QoQ 1\% $\uparrow$ )

- Tablet : Surging Demand of Poly. LIB from Rush on New Products with Various Sizes \& Prices
- HHP : Strong Demand of High-density Pris. LIB for Smartphone
- NPC : Increasing Adoption of Poly. \& Pris. LIB for Slim Devices
- P/tool : Sustaining Cylin. LIB Market by Steady Increase in Adoption of LIB

Dow Jones
Sustainability Indexes
5

## PDP - Q3 Results \& Q4 Market Outlook

## Q3'12 Results



Q4'12 PDP Module Market


Q3'12 Volume : 1.8M (YoY 8\% $\uparrow$, QoQ 11\% $\uparrow$ )

- Sales Expansion of Large-sized Models for Developed Market
- Aggressive Marketing with 60" Competitive Model
- Early Sell-in for US B/F Promotion
- Sustainable Sales Growth of Economic Models for Emerging Markets
- Increase in Strategic Models (43")
> PDP TV Demand : 3.0M/Q3 $\rightarrow$ 3.4M/Q4
- Seasonal Peak in Developed Market (18\% $\uparrow$ ),

Gradual Growth in Emerging Market (10\% $\uparrow$ )
$\gg$ PDP Module Demand : 3.2M/Q3 $\rightarrow$ 3.1M/Q4

- Module Supply Started from Q3 ahead of Seasonal Events
$\gg$ Responding to Year-end Events \& Chinese New Yr . Promotions


## Summary

## 'Beyond Comparison' <br> (Core Business)

## 'Choose and Focus’ (New Business)

## Core Business

Leading Industries as Global No. 1

- IT LIB
- Product Mix Improvement by Sales Growth of Widen Pris. \& Large-sized Poly. LIB
- Strategies for No. 1 Poly. LIB Maker Responding to Surging Polymer Demand
- PDP : Shipment Growth with Strategic Products Despite Market Contraction



## New Business

Long-term Growth Strategies with 'Selective Differentiation'

- xEV : Independent Management by Merger of SBL


Order Receiving Activities Targeting Major OEMs

- ESS : Start of Mass Production of Residential ESS

Order Receiving Activities Targeting ESS for Telecom Base Station in Asia

> Named to DJSI for 9th Straight Year (Sep. 2012)

## References

## ※ Income Statement - IFRS (Consolidated)

|  | Q3'11 | Q4'11 | FY'11 | Q1'12 | Q2'12 | Q3'12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 1,447.7 | 1,437.8 | 5,443.9 | 1,376.7 | 1,477.4 | 1,502.9 |
| COGS | 1,276.0 | 1,263.9 | 4,760.6 | 1,195.1 | 1,221.3 | 1,248.1 |
| Gross Profit (\%) | $\begin{array}{r} 171.7 \\ (11.9 \%) \end{array}$ | $\begin{array}{r} 173.9 \\ (12.1 \%) \end{array}$ | $\begin{array}{r} 683.3 \\ (12.6 \%) \end{array}$ | $\begin{array}{r} 181.6 \\ (13.2 \%) \end{array}$ | $\begin{array}{r} 256.1 \\ (17.3 \%) \end{array}$ | $\begin{array}{r} 254.8 \\ (17.0 \%) \end{array}$ |
| Operating Profit <br> (\%) | $\begin{array}{r} 43.0 \\ (3.0 \%) \end{array}$ | $\begin{array}{r} 11.1 \\ (0.8 \%) \end{array}$ | $\begin{array}{r} 203.7 \\ (3.7 \%) \end{array}$ | $\begin{array}{r} 67.0 \\ (4.9 \%) \end{array}$ | $\begin{array}{r} 84.0 \\ (5.7 \%) \end{array}$ | $\begin{array}{r} 1,520.5 \\ (101.2 \%) \end{array}$ |
| Non-operating Income | 92.9 | 88.9 | 274.4 | 98.2 | 82.3 | 121.2 |
| Pre-tax Profit (\%) | $\begin{array}{r} 135.9 \\ (9.4 \%) \end{array}$ | $\begin{array}{r} 100.0 \\ (7.0 \%) \end{array}$ | $\begin{array}{r} 478.1 \\ (8.8 \%) \end{array}$ | $\begin{array}{r} 165.2 \\ (12.0 \%) \end{array}$ | $\begin{array}{r} 166.3 \\ (11.3 \%) \end{array}$ | $\begin{array}{r} 1,641.7 \\ (109.2 \%) \end{array}$ |
| Tax Expenses | 24.3 | 38.8 | 127.0 | 46.4 | 50.2 | 435.7 |
| Minority Interests | 11.6 | 6.3 | 31.0 | 6.8 | 10.8 | 7.5 |
| Net Income (\%) | $\begin{array}{r} 100.0 \\ (6.9 \%) \end{array}$ | $\begin{array}{r} 54.9 \\ (3.8 \%) \end{array}$ | $\begin{array}{r} 320.1 \\ (5.9 \%) \end{array}$ | $\begin{array}{r} 112.0 \\ (8.1 \%) \end{array}$ | $\begin{array}{r} 105.3 \\ (7.1 \%) \end{array}$ | $\begin{array}{r} 1,198.5 \\ (79.7 \%) \end{array}$ |
| Depreciation \& Amortization | 114.0 | 118.2 | 430.1 | 117.0 | 121.5 | 106.0 |
| CAPEX | 85.1 | 81.7 | 408.3 | 113.7 | 81.4 | 60.0 |

## ※ Balance Sheet - IFRS (Consolidated)

[ Unit : KRW Bn ]

|  | End of Q3'11 | End of FY'11 | End of Q1'12 | End of Q2'12 | End of Q3'12 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 8,789.4 | 8,527.4 | 8,896.5 | 8,589.6 | 10,578.0 |
| Current Assets | 2,634.6 | 2,364.1 | 2,465.6 | 2,353.9 | 2,521.2 |
| Quick Assets | 2,002.3 | 1,780.5 | 1,860.8 | 1,716.6 | 1,880.2 |
| Inventories | 632.3 | 583.6 | 604.8 | 637.3 | 641.0 |
| Non-current Assets | 6,154.8 | 6,163.3 | 6,430.9 | 6,235.7 | 8,056.8 |
| Investment Assets | 3,950.9 | 3,985.4 | 4,255.7 | 4,107.3 | 6,041.6 |
| Property \& Equipment | 1,893.6 | 1,827.2 | 1,831.8 | 1,785.3 | 1,673.6 |
| Intangible Assets | 100.2 | 140.3 | 136.8 | 138.4 | 131.2 |
| Others | 210.1 | 210.4 | 206.6 | 204.7 | 210.4 |
| Liabilities | 2,437.9 | 2,212.9 | 2,401.0 | 2,167.2 | 2,903.4 |
| Current Liabilities | 2,013.0 | 1,750.0 | 1,865.6 | 1,650.0 | 1,626.2 |
| Non-current Liabilities | 424.9 | 462.9 | 535.4 | 517.2 | 1,277.2 |
| Shareholders' Equity | 6,351.5 | 6,314.5 | 6,495.5 | 6,422.4 | 7,674.6 |
| Capital Stock | 240.7 | 240.7 | 240.7 | 240.7 | 240.7 |

