

# 4Q'17 Earnings Release

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**January 25, 2018**

**LG Electronics**

**All information regarding management performance and financial results of LG Electronics (the “Company”) during the 4<sup>th</sup> quarter of 2017 as contained herein has been prepared on a consolidated basis in accordance with International Financial Reporting Standards (“IFRS”).**

**The information regarding results of 4<sup>th</sup> quarter of 2017 has been prepared in advance, prior to being audited by outside auditors, solely for the convenience of investors of the Company, and is subject to change in the process of final audit by external auditors.**

**The information contained herein includes forward-looking statements in respect to future plans, prospects, and performances of the Company as well as the Company’s projected sales plan for the year of 2018.**

**These forward-looking statements also refer to the Company’s performance on consolidated base, as indicated.**

**The aforementioned forward-looking statements are influenced by changes in the management environment and relative events, and by their nature, these statements refer to uncertain circumstances. Consequently, due to these uncertainties, the Company’s actual future results may differ materially from those expressed or implied by such statements.**

**Please note that as the forward-looking statements contained herein are based on the current market situation and the Company’s management direction, they are subject to change according to the changes in future market environment and business strategy.**

**The information contained herein should not be utilized for any legal purposes in regards to investors’ investment results. The Company hereby expressly disclaims any and all liability for any loss or damage resulting from the investors’ reliance on the information contained herein.**

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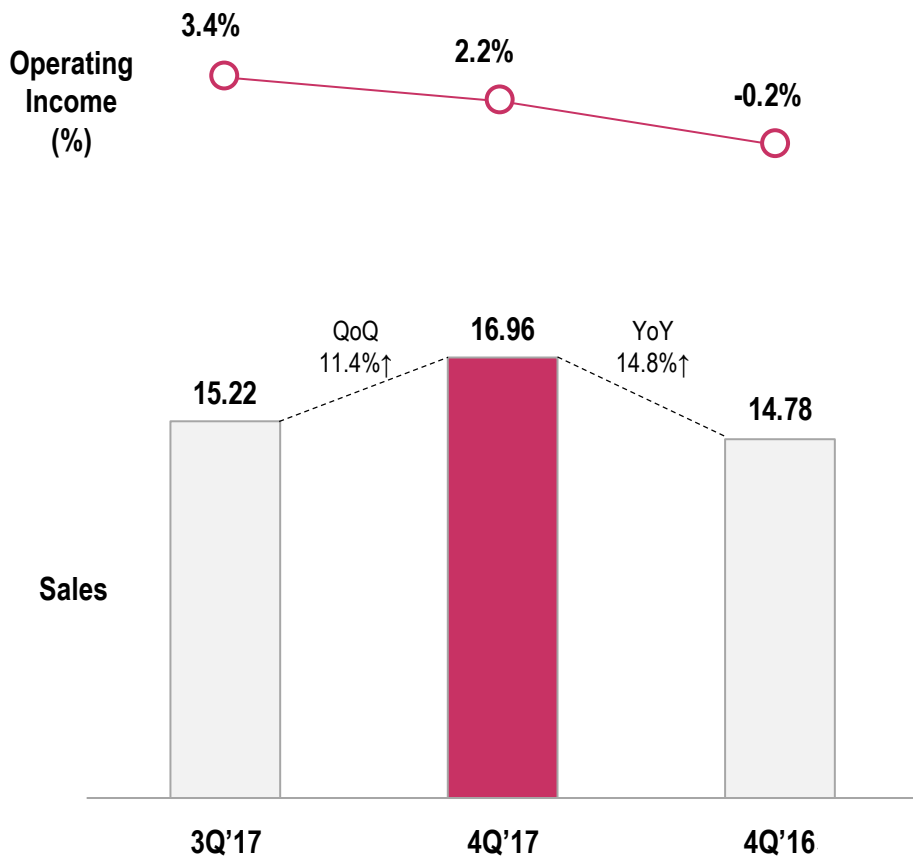
# Consolidated Earnings and Outlook

# Consolidated Earnings and Outlook

Sales / Profits

## Sales / Profits

(Unit : KRW tn)



## Performance by Division

(Unit : KRW bn)

		3Q'17	QoQ	4Q'17	YoY	4Q'16
<b>Consolidated</b> <sup>*1)</sup>	Sales	15,224.1	11.4%	16,963.6	14.8%	14,777.7
	O.I	516.1	-149.3	366.8	402.0	-35.2
	(%)	3.4%	-1.2%p	2.2%	2.4%p	-0.2%
<b>H&amp;A</b> <sup>*2)</sup>	Sales	4,984.4	-13.1%	4,329.4	6.8%	4,054.7
	O.I	424.9	-344.2	80.7	-66.1	146.8
	(%)	8.5%	-6.6%p	1.9%	-1.7%p	3.6%
<b>HE</b>	Sales	4,637.6	18.1%	5,475.1	14.2%	4,793.4
	O.I	458.0	-74.5	383.5	219.5	164.0
	(%)	9.9%	-2.9%p	7.0%	3.6%p	3.4%
<b>MC</b> <sup>*2)</sup>	Sales	2,807.7	9.2%	3,065.5	2.8%	2,980.7
	O.I	-375.3	162.1	-213.2	246.1	-459.3
	(%)	-13.4%	6.4%p	-7.0%	8.4%p	-15.4%
<b>VC</b>	Sales	873.4	-1.9%	856.7	-1.0%	865.6
	O.I	-29.0	-12.1	-41.1	-26.7	-14.4
	(%)	-3.3%	-1.5%p	-4.8%	-3.1%p	-1.7%

\*1) Including LG Innotek

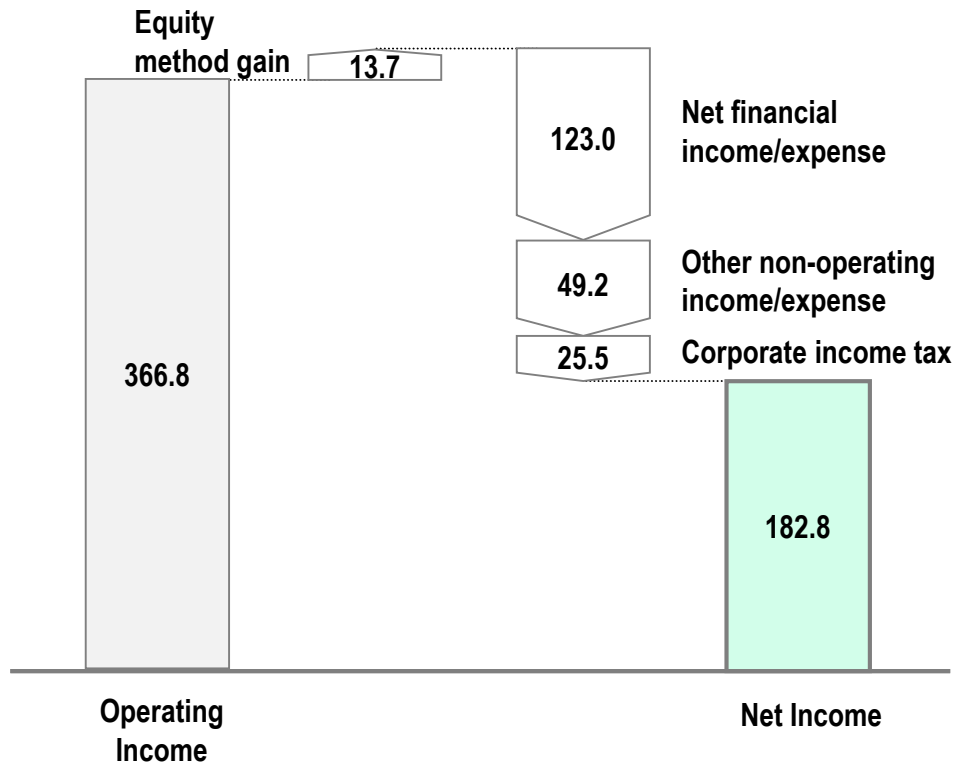
\*2) From 2Q'17, Companion Device(Innovative Personal Device) has been restated to 'MC division' from 'Others'.  
From 3Q'17, Smart Lighting has been restated to 'H&A division' from 'Others'.

# Consolidated Earnings and Outlook

## Income Analysis

### Operating Income vs. Net Income Difference Analysis

(Unit : KRW bn)



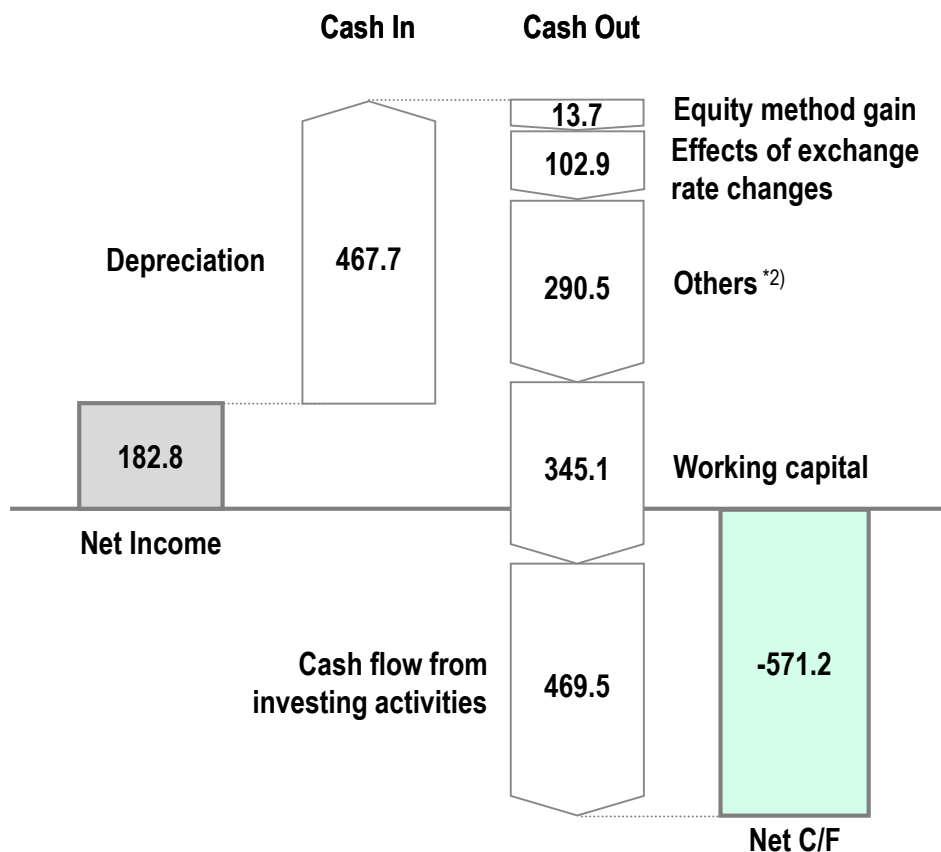
### Income Trend

(Unit : KRW bn)

	3Q'17	QoQ	4Q'17	YoY	4Q'16
<b>Operating Income</b>	<b>516.1</b>	<b>-149.3</b>	<b>366.8</b>	<b>+402.0</b>	<b>-35.2</b>
Net financial income/expense	-62.1	-60.9	-123.0	-38.7	-84.3
Gain/Loss on equity method	165.6	-151.9	13.7	-283.6	297.3
Other non-operating income/expense	-103.9	+54.7	-49.2	+211.7	-260.9
<b>Income Before Tax</b>	<b>515.7</b>	<b>-307.4</b>	<b>208.3</b>	<b>+291.4</b>	<b>-83.1</b>
Corporate income tax	179.6	-154.1	25.5	-150.2	175.7
<b>Net Income</b>	<b>336.1</b>	<b>-153.3</b>	<b>182.8</b>	<b>+441.6</b>	<b>-258.8</b>
EBITDA	957.1		834.5		391.7

### Net Cash Flow\*1)

(Unit : KRW bn)



\*1) Net Cash Flow: Excluding Cash flow from financing activities

\*2) Others: Increase/decrease of other Asset/Liabilities

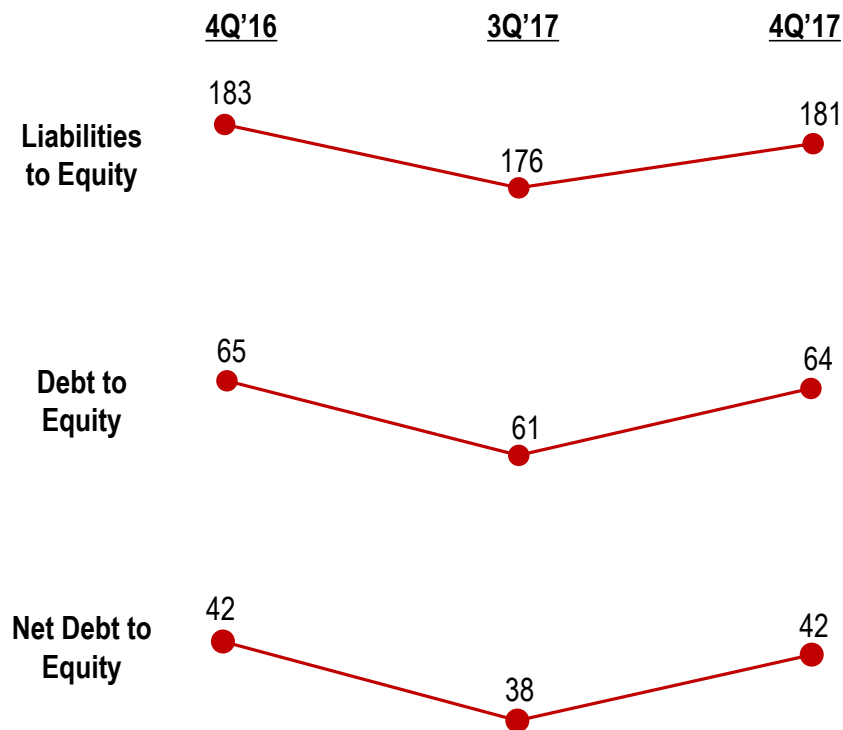
### Cash Flow

(Unit : KRW bn)

	3Q'17	4Q'17
☐ Cash at the beginning of period	3,604.4	3,486.5
• Cash flow from operating activities	433.8	1.2
Net income/loss	336.1	182.8
Depreciation	441.0	467.7
Gain/Loss on equity method investment	-165.6	-13.7
Changes in working capital	-116.5	-345.1
Others	-61.2	-290.5
• Cash flow from investing activities	-765.1	-469.5
Increase in tangible assets	-620.7	-288.8
Increase in intangible assets	-161.3	-174.4
• Cash flow from financing activities	168.2	435.3
Dividend paid, etc	-11.4	-14.8
Increase/Decrease in debt	179.6	450.1
• Effects of exchange rate changes on cash and cash equivalents	45.2	-102.9
☐ Net changes in cash	-117.9	-135.9
☐ Cash at the end of period	3,486.5	3,350.6

### Leverage Ratio

(Unit: %)



### Financial Position

(Unit : KRW tn)

	4Q'16	3Q'17	4Q'17
<b>Assets</b>	<b>37.86</b>	<b>41.13</b>	<b>41.22</b>
Current Assets	16.99	19.60	19.20
Cash	3.02	3.49	3.35
Inventory	5.17	6.36	5.91
Non-Current Assets	20.87	21.53	22.02
<b>Liabilities</b>	<b>24.50</b>	<b>26.20</b>	<b>26.55</b>
Current Liabilities	15.74	17.01	17.54
Non-Current Liabilities	8.76	9.19	9.01
<b>Equity</b>	<b>13.36</b>	<b>14.93</b>	<b>14.67</b>
<b>Debt</b>	<b>8.66</b>	<b>9.16</b>	<b>9.45</b>
<b>Net Debt</b>	<b>5.64</b>	<b>5.68</b>	<b>6.10</b>



## Business Environment (Y2018)

- Increasing U.S trade protectionism
  - Competition and cooperation among companies influenced by new business model expansion based on Artificial Intelligence and Big Data
- 

## Key Strategies

- Establish a strong virtuous cycle of Profit – Growth – Market Dominance
    - Continue Profitable Growth
    - Foster B2B business to core business level
    - Strengthen product competitiveness as the basis of market dominance in the premium market
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## Sales & Profits Outlook (Y2018, 1Q'18)

- Maintain Sales growth trend in Y2018 based on Profitability
- Expect 1Q'18 Sales to go up YoY and Operating Income to improve significantly QoQ

## II

# Performance and Outlook by Division

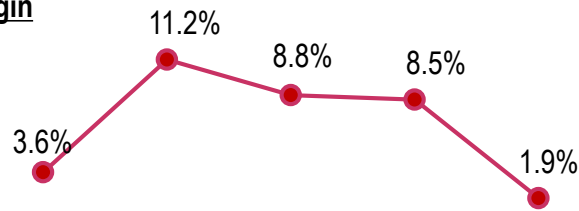
# Performance and Outlook by Division

H&A (Home Appliance and Air Solution)

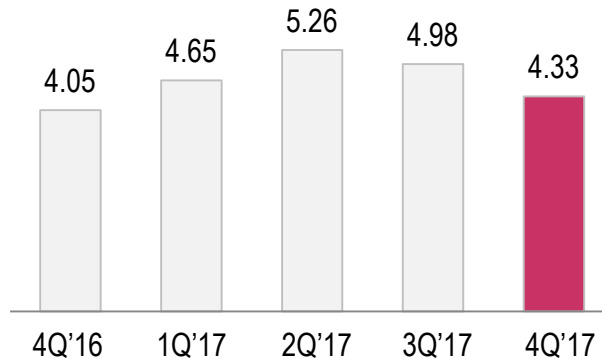
## Performance\*1

(Unit: %, KRW tn)

### Op. Margin



### Sales



## Key Products



InstaView DID



TWINWash



Whisen ThinkQ A/C

## 4Q'17 Performance

- **Sales** : Achieved 4.3 tn Won, up 7% YoY driven by strong sales in domestic and growth market
  - Domestic : Up 27% YoY thanks to continuous sales growth in new growth products such as TWINWash, Styler and dryer
  - Overseas : Up 5% YoY (based on USD) thanks to sales expansion in Latin America, Asia and Europe
- **Profitability** : Temporary drop in profitability due to
  - increased marketing expenses for LG SIGNATURE, SIGNATURE KITCHEN SUITE, newly added premium home appliances and AI ThinkQ brand
  - infrastructure investment in North America and proactive investment for AI Appliances and robots to secure future growth engine

## Y2018 Outlook

- **Market** : Despite uncertain business environments such as F/X fluctuation, raw material price increase, etc., global economy appears to be recovering mainly from developed markets in North America and Europe. Expect market demand for premium, convergence and energy-efficient products continue to grow.
- **LGE** :
  - Maintain stable profitability by increasing sales of premium products such as TWINWash washing machine, InstaView Refrigerator, etc., and improving cost structure
  - Prepare future growth engine (AI, robots, etc.) in advance

\*1) From 3Q'17, Smart Lighting has been restated to H&A division from Others

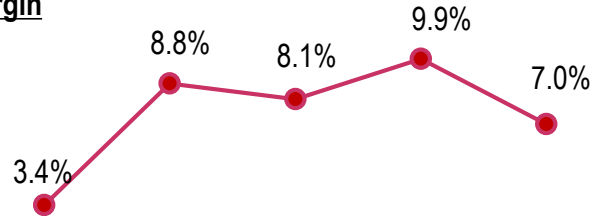
# Performance and Outlook by Division

HE (Home Entertainment)

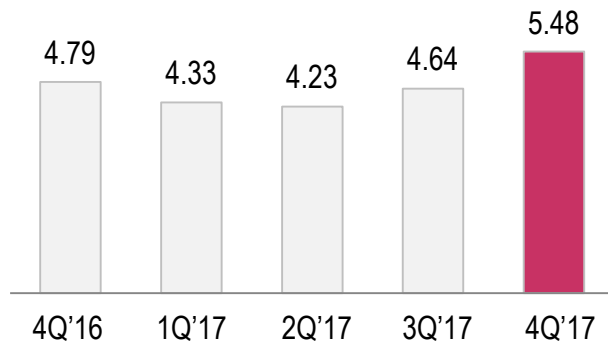
## Performance

(Unit: %, KRW tn)

### Op. Margin



### Sales



## Key Products



LG SIGNATURE OLED TV W



LG Super Ultra UHD TV (Nano Cell TV)

## 4Q'17 Performance

- **Sales** : Maintained sales growth trend from increasing sales more than 10% YoY by actively responding to year-end peak season demand and increasing premium TV sales
  - TV shipments: Up high-single digit YoY mainly from North America, Europe and Latin America
- **Profitability** : Improved YoY by increasing premium TV sales and continuing cost reducing activities, but slightly declined QoQ due to year-end peak seasonal marketing costs

## Y2018 Outlook

- **Market** : External risks such as F/X fluctuation still exist in the market, but annual TV demand is expected to grow YoY from sports events; Premium TV (OLED and UHD TV) market is expected to grow continuously
- **LGE** :
  - Expect sales to go up YoY by marketing activities mainly on premium TV
  - Focus on maintaining solid profitability by constantly increasing premium sales and reducing costs

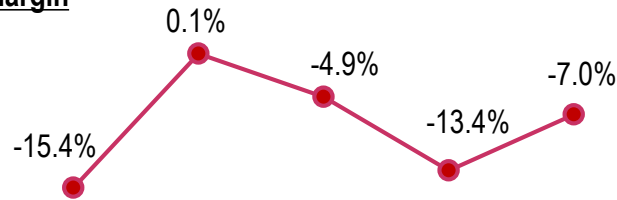
# Performance and Outlook by Division

MC (Mobile Communications)

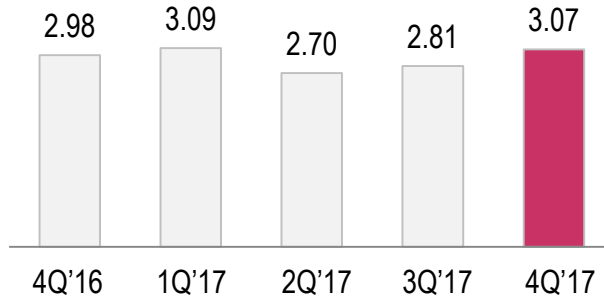
## Performance\*1)

(Unit: %, KRW tn)

### Op. Margin



### Sales



## Key Products



## 4Q'17 Performance

- **Sales** : Up 9% QoQ and up 3% YoY by increasing sales of V30 and Google's new premium OLED phone
  - Achieved smartphone shipment of 13.9mn units (+2% QoQ, -1% YoY)
- **Profitability** : Loss narrowed QoQ and YoY by increasing premium product sales and improving business structure, despite marketing expense for V30 and component price increase

## Y2018 Outlook

- **Market** : Expect premium smartphone ASP to rise and mass-tier smartphone demand in emerging market to increase; Chinese competitors' new products release will intensify competition
- **LGE** :
  - Increase sales by strengthening premium, mid to high-end smartphone line up and enhance profitability by improving product mix
  - Strengthen business strategy by continuously adding new value to the competitive platforms
  - Reinforce cost competitiveness through platform and modular activities and strengthen brand and quality of the products

\*1) From 2Q'17, Companion Device(Innovative Personal Device) has been restated to MC division from Others

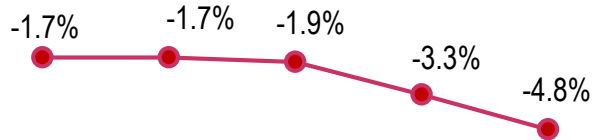
# Performance and Outlook by Division

VC (Vehicle Components)

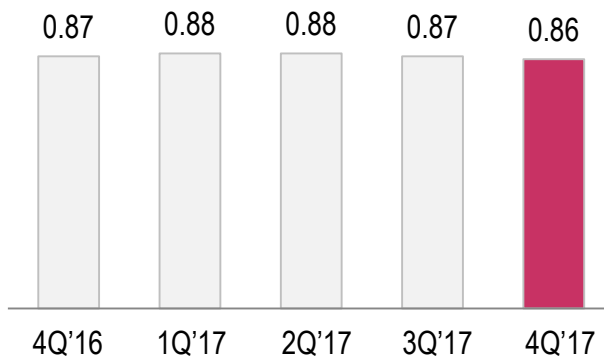
## Performance

(Unit: %, KRW tn)

### Op. Margin



### Sales



## Key Products

### Infotainment



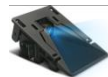
- AV/AVN
- Telematics
- CID

### EV Solution



- Traction motor
- Inverter
- Battery Pack

### Security & Safety



- ADAS Camera
- LCD Cluster
- Automotive lamp

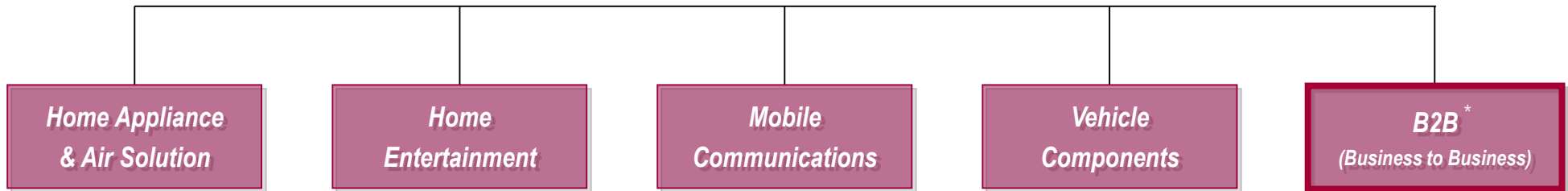
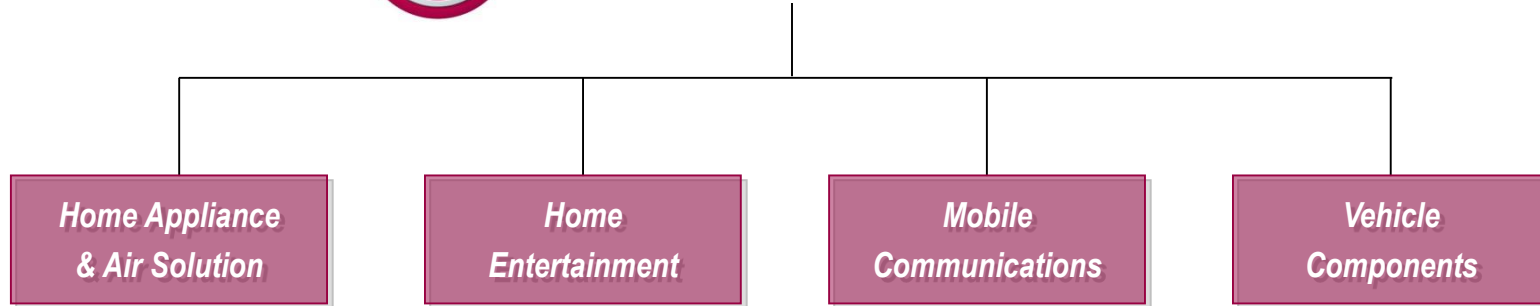
## 4Q'17 Performance

- **Sales** : Recorded similar level of sales QoQ and YoY
  - EV component business improved YoY while infotainment business slightly declined due to slow sales from major clients
- **Profitability** : Slight QoQ and YoY decline due to temporary sales decrease in infotainment business and investments in new projects/businesses

## Y2018 Outlook

- **Market** : - Expect market expansion of infotainment business mainly driven by connectivity and increasing adoption of electric parts in vehicle component market
  - EV components business market is expected to accelerate from global OEMs' intensified EV launching competition
- **LGE** : Expect sales growth by launching new product in 2H Y2018 and increasing shipments of existing products

# Organizational Structure of LG Electronics



\*Newly established



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<http://www.lg.com/global>



### Income Statement

(Unit: KRW bn, %)

	2016					2017														
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total										
<b>Sales</b>	13,362.1	100.0%	14,002.9	100.0%	13,224.3	100.0%	14,777.7	100.0%	55,367.0	100.0%	14,657.2	100.0%	14,551.4	100.0%	15,224.1	100.0%	16,963.6	100.0%	61,396.3	100.0%
<b>Cost of goods sold</b>	10,038.4	75.1%	10,236.4	73.1%	9,915.4	75.0%	11,440.1	77.4%	41,630.3	75.2%	10,963.0	74.8%	10,830.0	74.4%	11,619.9	76.3%	13,324.7	78.5%	46,737.6	76.1%
<b>Gross profit</b>	3,323.7	24.9%	3,766.5	26.9%	3,308.9	25.0%	3,337.6	22.6%	13,736.7	24.8%	3,694.2	25.2%	3,721.4	25.6%	3,604.2	23.7%	3,638.9	21.5%	14,658.7	23.9%
<b>Selling &amp; admin expense</b>	2,818.5	21.1%	3,181.9	22.7%	3,025.7	22.9%	3,372.8	22.8%	12,398.9	22.4%	2,772.7	18.9%	3,057.3	21.0%	3,088.1	20.3%	3,272.1	19.3%	12,190.2	19.9%
<b>Operating income (Loss)</b>	505.2	3.8%	584.6	4.2%	283.2	2.1%	-35.2	-0.2%	1,337.8	2.4%	921.5	6.3%	664.1	4.6%	516.1	3.4%	366.8	2.2%	2,468.5	4.0%
<b>Financial income (Expense)</b>	-120.9	-0.9%	-81.5	-0.6%	-106.8	-0.8%	-84.3	-0.6%	-393.5	-0.7%	-109.2	-0.7%	-53.1	-0.4%	-62.1	-0.4%	-123.0	-0.7%	-347.4	-0.6%
<b>Gains (loss) on equity method investment</b>	-22.3	-0.2%	-26.2	-0.2%	19.9	0.2%	297.3	2.0%	268.7	0.5%	230.1	1.6%	258.1	1.8%	165.6	1.1%	13.7	0.1%	667.5	1.1%
<b>Other non operating income (Loss)</b>	-80.4	-0.6%	-1.6	0.0%	-148.4	-1.1%	-260.9	-1.8%	-491.3	-0.9%	49.5	0.3%	-126.9	-0.9%	-103.9	-0.7%	-49.2	-0.3%	-230.5	-0.4%
<b>Net income before tax</b>	281.6	2.1%	475.3	3.4%	47.9	0.4%	-83.1	-0.6%	721.7	1.3%	1,091.9	7.4%	742.2	5.1%	515.7	3.4%	208.3	1.2%	2,558.1	4.2%
<b>Corporate Income Tax</b>	83.5	0.6%	206.8	1.5%	129.4	1.0%	175.7	1.2%	595.4	1.1%	256.2	1.7%	227.3	1.6%	179.6	1.2%	25.5	0.2%	688.6	1.1%
<b>Net Income</b>	198.1	1.5%	268.5	1.9%	-81.5	-0.6%	-258.8	-1.8%	126.3	0.2%	835.7	5.7%	514.9	3.5%	336.1	2.2%	182.8	1.1%	1,869.5	3.0%
Controlled shares	190.6		271.0		-62.0		-322.7		76.9		795.3		497.5		318.1		114.9		1,725.8	
Non-controlled shares	7.5		-2.5		-19.5		63.9		49.4		40.4		17.4		18.0		67.9		143.7	

\*) Since the information regarding results of 4Q'17 has been prepared in advance, it is subject to change in the process of final audit by external auditors

### Statements of Financial Position

(Unit: KRW bn)

	2016				2017			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Assets</b>	37,176.9	37,245.0	37,285.6	37,855.3	38,124.5	39,342.4	41,127.2	41,221.0
Current Assets	17,378.8	17,271.8	17,277.5	16,990.6	17,474.9	18,275.2	19,597.9	19,195.0
Cash and cash equivalents	3,294.8	2,908.0	3,488.5	3,015.1	3,031.9	3,604.4	3,486.5	3,350.6
Accounts receivable	6,838.2	7,351.8	6,644.7	7,059.9	7,360.1	7,344.6	7,737.6	8,178.2
Inventory	5,417.8	5,209.5	5,544.8	5,171.0	5,392.0	5,620.2	6,358.0	5,908.4
Others	1,828.0	1,802.5	1,599.5	1,744.6	1,690.9	1,706.0	2,015.8	1,757.8
Non-current Assets	19,798.1	19,973.2	20,008.1	20,864.7	20,649.6	21,067.2	21,529.3	22,026.0
Investment	4,768.3	4,721.1	4,701.7	5,104.6	5,175.0	5,503.8	5,695.8	5,620.3
PP&E	10,359.8	10,514.9	10,606.2	11,222.4	11,086.9	11,171.4	11,385.1	11,800.8
Intangible assets	1,468.9	1,509.1	1,523.5	1,571.1	1,610.4	1,703.6	1,778.0	1,854.6
Others	3,201.1	3,228.1	3,176.7	2,966.6	2,777.3	2,688.4	2,670.4	2,750.3
<b>Liabilities</b>	24,186.9	24,116.7	24,707.8	24,498.6	24,432.9	24,934.3	26,202.3	26,547.3
Accounts payable	6,561.4	6,315.3	6,740.7	6,746.4	7,613.2	7,116.9	8,127.2	8,137.5
Debt	9,291.7	8,801.6	9,007.7	8,659.0	8,629.2	8,956.5	9,163.7	9,450.5
Others	8,333.8	8,999.8	8,959.4	9,093.2	8,190.5	8,860.9	8,911.4	8,959.3
<b>Equity</b>	12,990.0	13,128.3	12,577.8	13,356.7	13,691.6	14,408.1	14,924.9	14,673.7

\*) Since the information regarding results of 4Q'17 has been prepared in advance, it is subject to change in the process of final audit by external auditors

(Unit: KRW bn)

		1Q'16	2Q'16	3Q'16	4Q'16	'16 Total	1Q'17	2Q'17	3Q'17	4Q'17	QoQ	YoY	'17 Total	
<b>H&amp;A</b> (Home Appliance & Air Solution)	Sales	4,229.9	4,711.9	4,281.6	4,054.7	17,278.1	4,647.7	5,264.6	4,984.4	4,329.4	-13%	7%	19,226.1	
	Op. Income	404.0	429.9	336.9	146.8	1,317.6	519.1	464.3	424.9	80.7			1,489.0	
	(%)	9.6%	9.1%	7.9%	3.6%	7.6%	11.2%	8.8%	8.5%	1.9%			7.7%	
<b>HE</b> (Home Entertainment)	Sales	4,333.4	4,157.2	4,141.5	4,793.4	17,425.5	4,326.1	4,234.9	4,637.6	5,475.1	18%	14%	18,673.7	
	Op. Income	335.2	356.7	381.5	164.0	1,237.4	382.2	343.0	458.0	383.5			1,566.7	
	(%)	7.7%	8.6%	9.2%	3.4%	7.1%	8.8%	8.1%	9.9%	7.0%			8.4%	
<b>MC</b> (Mobile Communications)	Sales	3,020.6	3,421.2	2,601.4	2,980.7	12,023.9	3,091.7	2,701.4	2,807.7	3,065.5	9%	3%	11,666.3	
	Op. Income	-193.7	-139.5	-425.6	-459.3	-1,218.1	3.7	-132.4	-375.3	-213.2			-717.2	
	(%)	-6.4%	-4.1%	-16.4%	-15.4%	-10.1%	0.1%	-4.9%	-13.4%	-7.0%			-6.1%	
<b>VC</b> (Vehicle Components)	Sales	592.9	639.6	674.9	865.6	2,773.0	876.4	882.6	873.4	856.7	-2%	-1%	3,489.1	
	Op. Income	-15.8	-16.8	-16.2	-14.4	-63.2	-14.5	-16.4	-29.0	-41.1			-101.0	
	(%)	-2.7%	-2.6%	-2.4%	-1.7%	-2.3%	-1.7%	-1.9%	-3.3%	-4.8%			-2.9%	
<b>Others</b>	Sales	325.9	255.1	438.0	326.2	1,345.2	340.0	403.7	611.2	668.8	9%	105%	2,023.7	
	Op. Income	-24.4	-10.8	-4.6	11.4	-28.4	-34.1	-15.7	6.6	21.1			-22.1	
<b>LGE Consolidated Excluding LG Innotek (①)</b>		Sales	12,502.7	13,185.0	12,137.4	13,020.6	50,845.7	13,281.9	13,487.2	13,914.3	14,395.5	3%	11%	55,078.9
		Op. Income	505.3	619.5	272.0	-151.5	1,245.3	856.4	642.8	485.2	231.0			2,215.4
		(%)	4.0%	4.7%	2.2%	-1.2%	2.4%	6.4%	4.8%	3.5%	1.6%		4.0%	
<b>LG Innotek (②)</b>		Sales	1,195.0	1,120.5	1,384.5	2,054.6	5,754.6	1,644.7	1,339.6	1,787.3	2,869.8	61%	40%	7,641.4
		Op. Income	0.4	-34.0	20.6	117.8	104.8	66.8	32.6	55.9	141.2			296.5
<b>LGE-LG Innotek Inter-company Transaction (③)</b>		Sales	335.6	302.6	297.6	297.5	1,233.3	269.4	275.4	477.5	301.7	-37%	1%	1,324.0
		Op. Income	0.5	0.9	9.4	1.5	12.3	1.7	11.3	25.0	5.4			43.4
<b>LGE Consolidated (①+②-③)</b>		Sales	13,362.1	14,002.9	13,224.3	14,777.7	55,367.0	14,657.2	14,551.4	15,224.1	16,963.6	11%	15%	61,396.3
		Op. Income	505.2	584.6	283.2	-35.2	1,337.8	921.5	664.1	516.1	366.8			2,468.5
		(%)	3.8%	4.2%	2.1%	-0.2%	2.4%	6.3%	4.6%	3.4%	2.2%		4.0%	

\*1) Since the information regarding results of 4Q'17 has been prepared in advance, it is subject to change in the process of final audit by external auditors

\*2) From 2Q'17, Companion Device(Innovative Personal Device) has been restated to MC division from Others. From 3Q'17, Smart Lighting has been restated to H&A division from Others.