## 3Q'18 Earnings Release

October 25, 2018

LG Electronics

All information regarding management performance and financial results of LG Electronics (the "Company") during the 3rd quarter of 2018 as contained herein has been prepared on a consolidated basis in accordance with International Financial Reporting Standards ("IFRS").

The information regarding results of $3^{\text {rd }}$ quarter of 2018 has been prepared in advance, prior to being reviewed by outside auditors, solely for the convenience of investors of the Company, and is subject to change in the process of final review 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 $4^{\text {th }}$ quarter 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.

## Table of Contents

I Consolidated Earnings and Outlook

II Performance and Outlook by Division

## Consolidated Earnings and Outlook

(ㄴ) LG Electronics

Consolidated Earnings and Outlook

Sales / Profits
(Unit : KRW tn)


## Performance by Division

(Unit : KRW bn)

|  |  | 2Q'18 | QoQ | 3Q'18 | YoY | 3Q'17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated ${ }^{\text {¹) }}$ | Sales | 15,019.4 | 2.7\% | 15,427.0 | 1.3\% | 15,224.1 |
|  | 0.1 | 771.0 | -22.2 | 748.8 | 232.7 | 516.1 |
|  | (\%) | 5.1\% | -0.2\%p | 4.9\% | 1.5\%p | 3.4\% |
| H\&A ${ }^{\text {2 }}$ | Sales | 5,258.1 | -7.7\% | 4,852.1 | 1.5\% | 4,780.7 |
| Home Appliance \& Air Solution | 0.1 | 457.2 | -47.5 | 409.7 | -1.7 | 411.4 |
|  | (\%) | 8.7\% | -0.3\%p | 8.4\% | -0.2\%p | 8.6\% |
| HE ${ }^{\text {2) }}$ | Sales | 3,822.2 | -2.9\% | 3,711.1 | -8.6\% | 4,059.2 |
|  | 0.1 | 407.0 | -81.9 | 325.1 | -65.7 | 390.8 |
| Home Entertainment | (\%) | 10.6\% | -1.8\%p | 8.8\% | -0.8\%p | 9.6\% |
| MC | Sales | 2,072.3 | -1.5\% | 2,041.0 | -24.0\% | 2,684.2 |
|  | 0.1 | -185.4 | 39.1 | -146.3 | 234.6 | -380.9 |
| Mobile Communications | (\%) | -8.9\% | 1.7\%p | -7.2\% | 7.0\%p | -14.2\% |
| VC ${ }^{\text {3/ }}$ | Sales | 872.8 | 34.7\% | 1,176.0 | 41.2\% | 833.0 |
|  | 0.1 | -32.5 | -10.4 | -42.9 | -12.1 | -30.8 |
| Vehicle Components | (\%) | -3.7\% | 0.1\%p | -3.6\% | 0.1\%p | -3.7\% |
| B2B ${ }^{\text {4 }}$ ) | Sales | 588.5 | -2.0\% | 576.7 | -10.2\% | 642.0 |
|  | 0.1 | 39.0 | -3.9 | 35.1 | -19.5 | 54.6 |
| Business to Business | (\%) | 6.6\% | -0.5\%p | 6.1\% | -2.4\%p | 8.5\% |

*1) LG Innotek is included, and from $3 Q^{\prime} 18$ ZKW which was acquired in August is included
*2) From 1Q'18, Energy Management Solution, Energy Storage System has been restated to 'H\&A division' from 'Others' and ID division has been restated to 'B2B division' from 'HE division'
*3) From 3Q'18, ZKW which was acquired in August is included
$\left.{ }^{*} 4\right)$ From $1 Q^{\prime} 18$, B2B division has been newly established. ID(Information display) business has been restated to B2B from 'HE division' and solar module business has been restated to B 2 B from 'Others'

## Consolidated Earnings and Outlook

Income Trend
(Unit : KRW bn)

|  | 2Q'18 | QoQ | 3Q'18 | YoY | 3Q'17 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 771.0 | -22.2 | 748.8 | +232.7 | 516.1 |
| Net financial income/expense | -63.4 | -27.7 | -91.1 | -29.0 | -62.1 |
| Gain/Loss on equity method | -105.8 | +111.0 | 5.2 | -160.4 | 165.6 |
| Other non-operating income/expense | -53.4 | +6.0 | -47.4 | +56.5 | -103.9 |
| Income Before Tax | 548.4 | +67.1 | 615.5 | +99.8 | 515.7 |
| Corporate income tax | 221.9 | -103.5 | 118.4 | -61.2 | 179.6 |
| Net Income | 326.5 | +170.6 | 497.1 | +161.0 | 336.1 |
| EBITDA | 1,242.3 |  | 1,255.1 |  | 957.1 |

## Cash Flow

(Unit : KRW bn)

|  | 2Q'18 | 3Q'18 |
| :---: | :---: | :---: |
| $\square$ Cash at the beginning of period | 3,753.1 | 4,659.6 |
| - Cash flow from operating activities | 890.1 | 1,269.2 |
| Net income/loss | 326.5 | 497.1 |
| Depreciation | 471.3 | 506.3 |
| Gain/Loss on equity method investment | 105.8 | -5.2 |
| - Cash flow from investing activities ${ }^{\text {*1) }}$ | -940.5 | -1,690.2 |
| Increase in tangible assets | -800.7 | -788.6 |
| Increase in intangible assets | -161.9 | -152.5 |
| - Cash flow from financing activities | 963.0 | 356.6 |
| Dividend paid, etc | -105.5 |  |
| Increase/Decrease in debt | 1,068.5 | 356.6 |
| - Effects of exchange rate changes on cash and cash equivalents | -6.1 | -56.9 |
| $\square$ Net changes in cash | 906.5 | -121.3 |
| $\square$ Cash at the end of period | 4,659.6 | 4,538.3 |
| Net C/F | -56.5 | -477.9 |

Consolidated Earnings and Outlook

Leverage Ratio
(Unit: \%)


|  | Leverage Ratio |  |  | Financial Position |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Unit: \%) |  |  | (Unit : KRW tn) |  |  |  |
|  | 3Q'17 | 2Q'18 | 3Q'18 | 3Q'17 |  | 2Q'18 | 3Q'18 |
| Liabilities to Equity | 176 |  | 174 | $\square$ Assets | 41.13 | 42.92 | 45.07 |
|  |  |  |  | Current Assets | 19.60 | 20.54 | 20.70 |
|  |  |  |  | Cash | 3.49 | 4.66 | 4.54 |
|  |  |  |  | Inventory | 6.36 | 5.98 | 6.56 |
| Debt to Equity |  |  |  | Non-Current Assets | 21.53 | 22.38 | 24.37 |
|  |  |  |  | $\square$ Liabilities | 26.20 | 27.16 | 28.62 |
|  |  |  |  | Current Liabilities | 17.01 | 17.29 | 17.83 |
| Net Debt to Equity |  |  |  | Non-Current Liabilities | 9.19 | 9.87 | 10.79 |
|  |  |  |  | $\square$ Equity | 14.93 | 15.76 | 16.45 |
|  |  |  |  | $\square$ Debt | 9.16 | 10.69 | 11.51 |
|  |  |  |  | Net Debt | 5.68 | 6.03 | 6.97 |

## Consolidated Earnings and Outlook

Business Environment

Sales \& Profits Outlook

O Continued business risk caused by rising U.S. protectionism and slowing demand from emerging markets

Strong price competition from entering year-end peak season

O Maintain solid sales YoY
Operating profits to continuously improve YoY

## Performance and Outlook by Division

## Performance and Outlook by Division

Performance ${ }^{* 1}$
(Unit: \%, KRW tn)


Key Products

*1) From 1Q'18, Energy Management Solution, Energy Storage System has been restated 5 to 'H\&A division' from 'Others'

## 3Q'18 Performance

- Sales: Achieved 4.9 tril. Won, thanks to sales growth in Korea, Europe, and North America in spite of economic slowdown and currency headwinds from emerging markets such as Asia, MEA, and LATAM
- Profitability : Despite foreign currencies and regional headwinds, maintained strong profitability from sales growth of premium products and continuous cost improvement


## 4Q'18 Outlook

- Market: Despite the low season in the domestic market, demand for new growth products will continue to grow, and uncertainties in overseas markets will persist due to currency risk and trade conflict
- LGE : Plan to improve both sales and profitability YoY through expansion of peak season sales of premium products in North America, India, etc.


LG SIGNATURE OLED TV W

1) From 1Q'18, ID division has been restated to 'B2B division' from 'HE division 6

## 3Q'18 Performance

- Sales: Sales declined QoQ and YoY mainly from shifted demand to the $1^{\text {st }}$ half due to sports event and sluggish economy in LATAM
- Profitability : Even though profitability came down due to sales decline and weak currency in emerging markets, maintained strong profitability by focusing on sales of premium products


## 4Q'18 Outlook

- Market: Going into peak season, demand from developed markets with higher premium product portion is expected to grow YoY, but global TV demand will be stagnant YoY as economies in MEA and LATAM continues to be sluggish However, growth trend will continue in premium TV market with OLED TVs and UHD TVs
- LGE : Actively response to year-end peak saoson TV demand by launching strategic models focused on premium products in order to increase sales, and maintain a stable profit structure


## Performance and Outlook by Division



## 3Q'18 Performance

- Sales: Sales declined YoY from weak global smartphone demand and intensifying competition, but maintained sales QoQ by strengthening mid-end products
- Profitability : Profitability improvement trend continued from better material and overhead cost efficiency based on platform / modular strategy and improved product portfolio


## 4Q'18 Outlook

- Market : Competition in the premium smartphone market is expected to intensify as the market enters the peak season, and price competition and promotion cost will increase accordingly
- LGE: Expand sales and improve profitability with new competitive models such as V40 ${ }^{\text {ThinQ }}$, the smartphone with penta-cameras, two on the front and three on the back, boombox speaker, and improved Al function, and other products at reasonable prices


## Performance and Outlook by Division



[^0]
## 3Q'18 Performance

- Sales: Grew 35\% QoQ and 41\% YoY through mass production of new projects in infotainment business and addition of ZKW
- Profitability : Despite rising raw material prices and additional costs incurred for new projects, profitability improved slightly supported by sales growth


## 4Q'18 Outlook

- Market: Uncertainties in global automotive and vehicle component industries to continue as protectionism intensifies in auto industry in U.S, China, etc.
- LGE: Focus on stable supply of products and profitability management of new projects while paying close attention to changes in external environment

Plan to review mid to long-term global production strategy to preemptively respond to related business risk

## Performance and Outlook by Division

```
Performance \({ }^{* 1)}\)
```

(Unit: \%, KRW tn)


Key Products


Information Display


Solar Module

## 3Q'18 Performance

- Sales : Even though Information display business continued to grow, sales in solar module business declined slightly QoQ and by $10 \%$ YoY
- Profitability : Despite cost structure improvement, profitability came down due to the impact of safeguard duty on solar modules and continued price drop in key markets


## 4Q'18 Outlook

- Market : Information display market is expected to grow mainly in premium products, while intense price competition is anticipated in solar module market due to policy changes in major countries
- LGE : Increase sales and profitability in the information display business by expanding premium product sales and expand sales and secure profits in solar module business by diversifying and penetrating into new markets


MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM
http://www.Ig.com/global

## Appendix

## Income Statement

|  |  |  |  |  |  |  |  |  |  |  | (Unit: KRW bn, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  |  |  |  |  |  |  |  | 2018 |  |  |  |  |  |
|  | 1Q |  | 2Q |  | 3Q |  | 4Q |  | Total |  | 1Q |  | 2Q |  | 3Q |  |
| Sales | 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\% | 15,123.0 | 100.0\% | 15,019.4 | 100.0\% | 15,427.0 | 100.0\% |
| Cost of goods sold | 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\% | 11,313.4 | 74.8\% | 11,101.5 | 73.9\% | 11,560.7 | 74.9\% |
| Gross profit | 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\% | 3,809.6 | 25.2\% | 3,917.9 | 26.1\% | 3,866.3 | 25.1\% |
| Selling \& admin expense | 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\% | 2,701.8 | 17.9\% | 3,146.9 | 21.0\% | 3,117.5 | 20.2\% |
| Operating income (Loss) | 921.5 | 6.3\% | 664.1 | 4.6\% | 516.1 | 3.4\% | 366.8 | 2.2\% | 2,468.5 | 4.0\% | 1,107.8 | 7.3\% | 771.0 | 5.1\% | 748.8 | 4.9\% |
| Financial income (Expense) | -109.2 | -0.7\% | -53.1 | -0.4\% | -62.1 | -0.4\% | -123.0 | -0.7\% | -347.4 | -0.6\% | -80.5 | -0.5\% | -63.4 | -0.4\% | -91.1 | -0.6\% |
| Gains (Loss) on equity method investment | 230.1 | 1.6\% | 258.1 | 1.8\% | 165.6 | 1.1\% | 13.7 | 0.1\% | 667.5 | 1.1\% | -27.9 | -0.2\% | -105.8 | -0.7\% | 5.2 | 0.0\% |
| Other non operating income (Loss) | 49.5 | 0.3\% | -126.9 | -0.9\% | -103.9 | -0.7\% | -49.2 | -0.3\% | -230.5 | -0.4\% | -30.4 | -0.2\% | -53.4 | -0.4\% | -47.4 | -0.3\% |
| Net income before tax | 1,091.9 | 7.4\% | 742.2 | 5.1\% | 515.7 | 3.4\% | 208.3 | 1.2\% | 2,558.1 | 4.2\% | 969.0 | 6.4\% | 548.4 | 3.7\% | 615.5 | 4.0\% |
| Corporate Income Tax | 256.2 | 1.7\% | 227.3 | 1.6\% | 179.6 | 1.2\% | 25.5 | 0.2\% | 688.6 | 1.1\% | 239.1 | 1.6\% | 221.9 | 1.5\% | 118.4 | 0.8\% |
| Net income | 835.7 | 5.7\% | 514.9 | 3.5\% | 336.1 | 2.2\% | 182.8 | 1.1\% | 1,869.5 | 3.0\% | 729.9 | 4.8\% | 326.5 | 2.2\% | 497.1 | 3.2\% |
| Controlled shares | 795.3 |  | 497.5 |  | 318.1 |  | 114.9 |  | 1,725.8 |  | 716.7 |  | 283.3 |  | 410.4 |  |
| Noncontrolled shares | 40.4 |  | 17.4 |  | 18.0 |  | 67.9 |  | 143.7 |  | 13.2 |  | 43.2 |  | 86.7 |  |

[^1]
## Appendix

## Statements of Financial Position

|  | 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | 2Q | 3Q | 4Q |
| Assets | 38,124.5 | 39,342.4 | 41,127.2 | 41,221.0 |
| Current Assets | 17,474.9 | 18,275.2 | 19,597.9 | 19,195.0 |
| Cash and cash equivalents | 3,031.9 | 3,604.4 | 3,486.5 | 3,350.6 |
| Accounts receivable | 7,360.1 | 7,344.6 | 7,737.6 | 8,178.2 |
| Inventory | 5,392.0 | 5,620.2 | 6,358.0 | 5,908.4 |
| Other | 1,690.9 | 1,706.0 | 2,015.8 | 1,757.8 |
| Non-current Assets | 20,649.6 | 21,067.2 | 21,529.3 | 22,026.0 |
| Investment | 5,175.0 | 5,503.8 | 5,695.8 | 5,620.3 |
| PP\&E | 11,086.9 | 11,171.4 | 11,385.1 | 11,800.8 |
| Intangible assets | 1,610.4 | 1,703.6 | 1,778.0 | 1,854.6 |
| Other | 2,777.3 | 2,688.4 | 2,670.4 | 2,750.3 |
| Liabilities | 24,432.9 | 24,934.3 | 26,202.3 | 26,547.3 |
| Accounts payable | 7,613.2 | 7,116.9 | 8,127.2 | 8,137.5 |
| Debt | 8,629.2 | 8,956.5 | 9,163.7 | 9,450.5 |
| Other | 8,190.5 | 8,860.9 | 8,911.4 | 8,959.3 |
| Equity | 13,691.6 | 14,408.1 | 14,924.9 | 14,673.7 |


| 2018 |  |  |
| ---: | ---: | ---: |
| $1 Q$ | $2 Q$ | $3 Q$ |
| $41,222.0$ | $42,924.8$ | $45,068.3$ |
| $19,072.9$ | $20,540.2$ | $20,695.2$ |
| $3,753.1$ | $4,659.6$ | $4,538.3$ |
| $7,144.8$ | $7,701.6$ | $7,068.7$ |
| $5,872.7$ | $5,975.5$ | $6,561.6$ |
| $2,302.3$ | $2,203.5$ | $2,526.6$ |
| $22,149.1$ | $22,384.6$ | $24,373.1$ |
| $5,571.0$ | $5,465.4$ | $5,487.7$ |
| $12,000.1$ | $12,337.4$ | $13,162.8$ |
| $1,920.7$ | $1,997.6$ | $2,925.7$ |
| $2,657.3$ | $2,584.2$ | $2,796.9$ |
| $25,766.0$ | $27,165.4$ | $28,622.3$ |
| $7,243.0$ | $7,533.6$ | $7,926.2$ |
| $9,622.2$ | $10,690.6$ | $11,503.9$ |
| $8,900.8$ | $8,941.2$ | $9,192.2$ |
| $15,456.0$ | $15,759.4$ | $16,446.0$ |

[^2]| (Unit: KRW bn) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q'17 | 2Q'17 | 3Q'17 | 4Q'17 | '17 Total | 1Q'18 | 2Q'18 | 3Q'18 | QoQ | YoY |
| H\&A <br> (Home Appliance \& Air Solution) | Sales | 4,504.5 | 5,040.3 | 4,780.7 | 4,189.5 | 18,515.0 | 4,923.9 | 5,258.1 | 4,852.1 | -8\% | 1\% |
|  | Op. Income (\%) | $\begin{array}{r} 511.4 \\ 11.4 \% \end{array}$ | $\begin{array}{r} 449.4 \\ 8.9 \% \end{array}$ | $\begin{gathered} 411.4 \\ 8.6 \% \\ \hline \end{gathered}$ | $\begin{aligned} & 76.6 \\ & 1.8 \% \end{aligned}$ | $\begin{array}{r} 1,448.8 \\ 7.8 \% \end{array}$ | $\begin{gathered} 553.1 \\ 11.2 \% \end{gathered}$ | $\begin{array}{r} 457.2 \\ 8.7 \% \\ \hline \end{array}$ | $\begin{array}{r} 409.7 \\ 8.4 \% \end{array}$ |  |  |
| HE <br> (Home Entertainment) | Sales | 3,835.5 | 3,670.4 | 4,059.2 | 4,868.0 | 16,433.1 | 4,117.8 | 3,822.2 | 3,711.1 | -3\% | -9\% |
|  | Op. Income <br> (\%) | $\begin{array}{r} 327.0 \\ 8.5 \% \end{array}$ | $\begin{array}{r} 282.4 \\ 7.7 \% \\ \hline \end{array}$ | $\begin{gathered} 390.8 \\ 9.6 \% \end{gathered}$ | $\begin{array}{r} 336.3 \\ 6.9 \% \end{array}$ | $\begin{array}{r} 1,336.5 \\ 8.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 577.3 \\ 14.0 \% \end{array}$ | $\begin{gathered} 407.0 \\ 10.6 \% \end{gathered}$ | $\begin{array}{r} 325.1 \\ 8.8 \% \end{array}$ |  |  |
| MC <br> (Mobile Communications) | Sales | 2,986.4 | 2,564.7 | 2,684.2 | 2,923.0 | 11,158.3 | 2,158.5 | 2,072.3 | 2,041.0 | -2\% | -24\% |
|  | Op. Income <br> (\%) | 0.1 $0.0 \%$ | $\begin{gathered} -139.7 \\ -5.4 \% \end{gathered}$ | $\begin{array}{r} -380.9 \\ -14.2 \% \end{array}$ | $\begin{aligned} & -216.3 \\ & -7.4 \% \end{aligned}$ | $\begin{array}{r} -736.8 \\ -6.6 \% \end{array}$ | $\begin{gathered} -136.1 \\ -6.3 \% \end{gathered}$ | $\begin{array}{r} -185.4 \\ -8.9 \% \end{array}$ | $\begin{gathered} -146.3 \\ -7.2 \% \end{gathered}$ |  |  |
| VC <br> (Vehicle Components) | Sales | 847.2 | 840.4 | 833.0 | 818.0 | 3,338.6 | 840.0 | 872.8 | 1,176.0 | 35\% | 41\% |
|  | Op. Income (\%) | -15.5 $-1.8 \%$ 51 | $\begin{array}{r} -18.6 \\ -2.2 \% \end{array}$ | $\begin{array}{r} -30.8 \\ -3.7 \% \\ \hline \end{array}$ | $\begin{gathered} -42.0 \\ -5.1 \% \end{gathered}$ | $\begin{array}{r} -106.9 \\ -3.2 \% \end{array}$ | $\begin{array}{r} -17.0 \\ -2.0 \% \\ \hline \end{array}$ | $\begin{array}{r} -32.5 \\ -3.7 \% \end{array}$ | $\begin{array}{r} -42.9 \\ -3.6 \% \end{array}$ |  |  |
| B2B <br> (Business to Business) | Sales | 519.4 | 531.6 | 642.0 | 668.7 | 2,361.7 | 642.7 | 588.5 | 576.7 | -2\% | -10\% |
|  | Op. Income <br> (\%) | $\begin{array}{r} 27.0 \\ 5.2 \% \end{array}$ | $\begin{array}{r} 22.5 \\ 4.2 \% \\ \hline \end{array}$ | $\begin{array}{r} 54.6 \\ 8.5 \% \\ \hline \end{array}$ | $\begin{aligned} & 47.8 \\ & 7.1 \% \end{aligned}$ | $\begin{aligned} & 151.9 \\ & 6.4 \% \end{aligned}$ | $\begin{array}{r} 78.8 \\ 12.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 39.0 \\ 6.6 \% \\ \hline \end{array}$ | $\begin{aligned} & 35.1 \\ & 6.1 \% \end{aligned}$ |  |  |
| Others | Sales | 588.9 | 839.8 | 915.2 | 928.3 | 3,272.2 | 979.5 | 1,200.3 | 1,010.5 | -16\% | 10\% |
|  | Op. Income | 6.4 | 46.8 | 40.2 | 28.6 | 121.9 | 43.4 | 85.4 | 51.0 |  |  |
| LGE Consolidated Excluding LG Innotek(11) | Sales | 13,281.9 | 13,487.2 | 13,914.3 | 14,395.5 | 55,078.9 | 13,662.4 | 13,814.2 | 13,367.4 | -3\% | -4\% |
|  | Op. Income (\%) | $\begin{array}{r} 856.4 \\ 6.4 \% \\ \hline \end{array}$ | $\begin{array}{r} 642.8 \\ 4.8 \% \\ \hline \end{array}$ | $\begin{array}{r} 485.2 \\ 3.5 \% \\ \hline \end{array}$ | $\begin{array}{r} 231.0 \\ 1.6 \% \\ \hline \end{array}$ | $\begin{array}{r} 2,215.4 \\ 4.0 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,099.5 \\ 8.0 \% \\ \hline \end{array}$ | $\begin{array}{r} 770.7 \\ 5.6 \% \\ \hline \end{array}$ | $\begin{array}{r} 631.7 \\ 4.7 \% \\ \hline \end{array}$ |  |  |
| LG Innotek(2) | Sales | 1,644.7 | 1,339.6 | 1,787.3 | 2,869.8 | 7,641.4 | 1,720.5 | 1,517.9 | 2,313.2 | 52\% | 29\% |
|  | Op. Income | 66.8 | 32.6 | 55.9 | 141.2 | 296.5 | 16.8 | 13.4 | 129.7 |  |  |
| LGE-LG Innotek Inter-company Transaction (3) | Sales | 269.4 | 275.4 | 477.5 | 301.7 | 1,324.0 | 259.9 | 312.7 | 253.6 |  |  |
|  | Op. Income | 1.7 | 11.3 | 25.0 | 5.4 | 43.4 | 8.5 | 13.1 | 12.6 |  |  |
|  | Sales | 14,657.2 | 14,551.4 | 15,224.1 | 16,963.6 | 61,396.3 | 15,123.0 | 15,019.4 | 15,427.0 | 3\% | 1\% |
| LGE Consolidated (11+(2)-(3) | Op. Income <br> (\%) | $\begin{array}{r} 921.5 \\ 6.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 664.1 \\ 4.6 \% \end{array}$ | $\begin{array}{r} 516.1 \\ 3.4 \% \\ \hline \end{array}$ | $\begin{array}{r} 366.8 \\ 2.2 \% \end{array}$ | $\begin{array}{r} 2,468.5 \\ 4.0 \% \end{array}$ | $\begin{array}{r} 1,107.8 \\ 7.3 \% \end{array}$ | $\begin{array}{r} 771.0 \\ 5.1 \% \end{array}$ | $\begin{array}{r} 748.8 \\ 4.9 \% \end{array}$ |  |  |

${ }^{* 1}$ ) Since the information regarding results of $2 Q^{\prime}$ '18 has been prepared in advance, it is subject to change in the process of final review by external auditors
*2) From 1Q'18, Energy Management Solution, Energy Storage System has been restated to 'H\&A division' from 'Others' and ID division has been restated to 'B2B division' from 'HE division' ${ }^{* 3}$ ) From $3 Q^{\prime} 18$, ZKW is included in VC


[^0]:    *1) From 3Q'18, ZKW which was acquired in August is included

[^1]:    *) Since the information regarding results of 2Q'18 has been prepared in advance, it is subject to change in the process of final review by external auditors

[^2]:    ${ }^{*}$ ) Since the information regarding results of 2Q'18 has been prepared in advance, it is subject to change in the process of final review by external auditors

