

# KUMHO PETROCHEMICAL

This document is provided for investors while the operating Results herewith have not yet received a complete and full review By external auditor, which may be subject to change in the due Course of further process.

- 1. 2Q, 2007 Business Performance
- 2. Main Business Activities
- 3. Other Management Information
- 4. 3Q, 2007 Business Plan
- 5. Appendix

# 2Q, 2007 Overview

► Sales & Operating Income

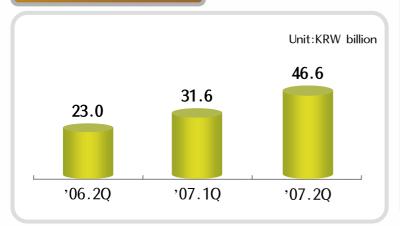
# Sales Unit:KRW billion 535.8 492.4 462.7

'07.1Q

'07.2Q

### Operating Income

'06.2Q



### 2Q, 2007 Business Performance

				Unit:KF	RW billion
	'06.2Q	'07.10	'07.2Q	Char	nge
	00.2Q	07.1Q	07.2Q	Y-Y	Q-Q
S a I e s	462.7	492.4	535.8	15.8%	8.8%
[Syn. Rubber]	241.4	259.2	278.3	15.3%	7.4%
[Syn. Resin]	185.7	197.8	223.9	20.6%	13.2%
[ 0 ther]	35.6	35.4	33.6	-5.6%	-5.1%
Ор. Іпсоте	23.0	31.6	46.6	102.6%	47.5%
[ % ]	5.0%	6.4%	8.7%	3.7%p	2.3%p
[Syn. Rubber]	12.5	22.3	36.0	188.0%	61.4%
[Syn.Resin]	-0.4	-1.4	0.2	-	-
[ 0 t h e r ]	10.9	10.7	10.4	-4.6%	-2.8%
Or. Income	42.4	31.7	51.9	22.4%	63.7%
[excl. valuation of equity method investments]	16.3	10.8	16.3	-	50.9%
Net Income	31.1	25.5	33.7	8.4%	32.2%
Gain on valuation of equity method investments	26.1	20.9	35.6	36.4%	70.3%

# Business Performance - Synthetic Rubber

#### Synthetic Rubber

- Synthetic rubber business posted KRW 278.3 billion in sales, a 7.4% increase, with operating income up 61.4% to 36 billion compared to 1Q.
- Sales and operating income increased due to sales increase of export parts and lower feedstock(BD) price.



### Analysis

- Feedstock(BD) price maintain weaker due to New production of BD 180,000Ton according to operation of FPCC No. 3 Cracker and inflow of Samsung Total BD expansion
- Regional gap of feedstock[BD] price widened between Asia and N. America/Europe.
  - Regional BD price fluctuations

(Unit:USD/Ton)

	'07.02	'07.03	'07.04	'07.05	'07.06
Asia	1,109	1,093	986	972	893
N. America	1,130	1,130	1,153	1,220	1,222
Europe	1,168	1,213	1,235	1,279	1,274

• Sales prices are steady due to short supply of synthetic rubber and rising natural rubber price.

(Unit:USD/Ton)

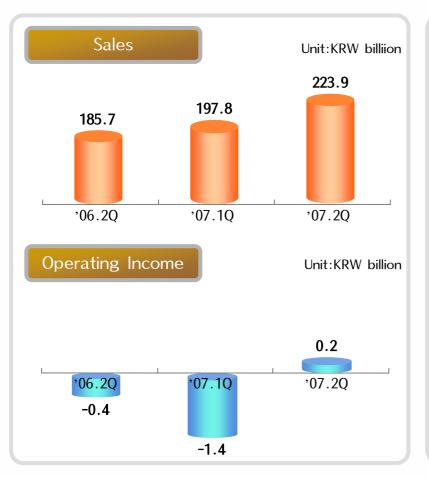
	'07.02	'07.03	'07.04	'07.05	'07.06
Natural Rubber	2,133	2,063	2,165	2,290	2,030

\* July 2007 Natural Rubber Price: USD 2,035/Ton

# Business Performance - Synthetic Resin

#### Synthetic Resin

- Synthetic resin business posted KRW 223.9 billion in sales, a 13.2% increase, with operating income to 0.2 billion compared to 1Q.
- Despite stronger price of feedstock(BD), sales and operating income increased due to high-demand season.



### Analysis

Stronger price of Feedstock(SM)

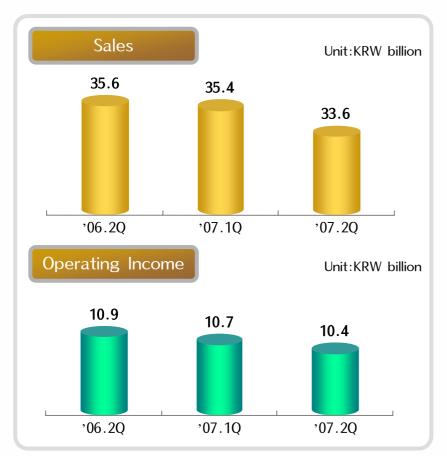
(Unit: USD/Ton, CFR Taiwan based)

	'07.02	'07.03	'07.04	'07.05	'07.06
SM price	1,273	1,270	1,308	1,383	1,368

- Domestic : Increase of sales due to high-demand season of electronics
- China: Increase of demand due to high-demand season and operating ratio rise of users
- America: Profitability declined due to increasing competition of companies with weak demand

## Business Performance - Other Divisions

- Specialty Chemicals/Combined Heat & Power Plants
  - Specialty Chemicals: Operating income decrease due to deepening of sales competition with low-priced China product compared to 1Q.
  - Combines Heat & Power Plants: Operating income decreased due to annual shut-down of affiliates in May, 2007



#### **Analysis**

- Specialty Chemicals Division
- Profitability declined due to deepening of sales competition with low-priced China product
- Combined Heat & Power Plants
- Sales and operating income decreased due to annual shut-down of affiliates in May, 2007

## Financial Structure

- Decrease of borrowings and debt ratio due to increase of cash flows from operating activities
- Increase of asset turnover ratio and interest coverage ratio due to improvement of sales and operating income



(Unit : KRW billion)								
	End of	107.10	,07 2O	Change				
	2006	'07.1Q	'07.2Q	Y-Y	Q-Q			
A s s e t s	2,614.6	2,686.8	2,650.1	1.4%	-1.4%			
Liabilities	1,841.7	1,911.6	1,809.4	-1.8%	-5.3%			
Shareholders' E q u i t y	772.9	775.2	840.7	8.8%	8.4%			
Debt to equity ration(%)	23.8	24.7	21.5	-23%p	-32%р			
Borrowings	1,399.5	1,454.4	1,325.7	-5.3%	-8.8%			
Asset turnover ratio(times)	0.76	0.74	0.78	0.02	0.04			
Interest coverage ratio(times)	1.41	1.57	2.43	1.02	0.86			

## Main Business Activities



### Strengthening market dominance

- Synthetic Rubber: Revamping of SBR, HBR
  - Revamping[Ton/Year] : SBR 110,000(Ulsan), HBR 11,000(Yeosu)
  - Construction completion: Dec. 2007
  - Jump to the world's No. 2 maker(SBR/BR based)

(Unit:1,000Ton)

	End of 2006	Revamping	End of 2007	Remark
SBR	261	110	371	-No.1:Goodyear(714)
HBR	211	11	222	-No.2:SINOPEC(480)
Total	472	121	593	-No.3:KKPC(472)

- Specialty Chemicals: Expansion of Antioxidants (6PPD)
  - Expansion(Ton/Year) : 6PPD 10,000
  - Construction completion: June 2007
  - Additional expansion: 6PPD 20,000, Target launch June 2008

### > Strengthening management capability

- Building of Enterprise Resource Planning System(ERP)
  - Solution/Consulting company: SAP/Accenture
  - Project period: March 2007 ~ Dec. 2007(10 Months)

### Main Business Activities



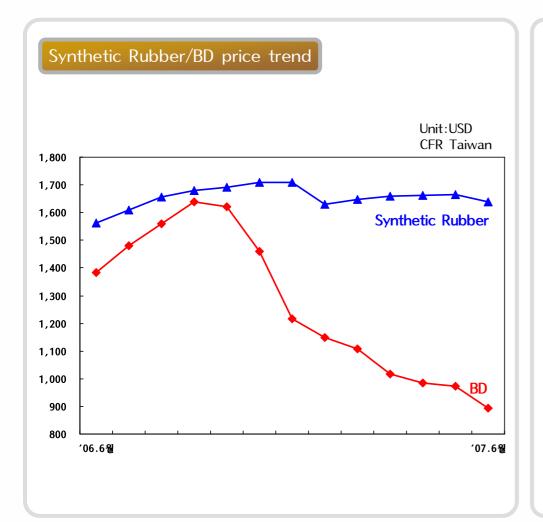
- Construction started on May 9, 2007
- Target launch: May 2009
- Capacity: 500Mt/Hr, 119MW/Hr
- Total investment cost: KRW 180 billion ~ KRW 200 billion
- ▶ Construction of Chinese Production Base for SB-Latex Business
  - Construction started on June 5, 2007
  - Capacity: SB-Latex 150,000Ton/Year
  - Total investment cost: USD 31,300,000(Capital 40%, Debt 60%)
  - Business form: J/V(KKPC 50%, Jinma 50%)
  - Location: Rizhao City, Shangdong, China
  - Target launch: Nov. 2008
- Expanding building material sales Planning synergy with Daewoo E&C/Kumho E&C
  - Building/Engineering Part
    - PPG(waterproofing urethan/laminated panels/paint)
    - High insulation EPS products
    - Eco-friendly ABS sash which substitutes for PVC sash
    - SBC(asphalt modifier)

## Investments in affiliates





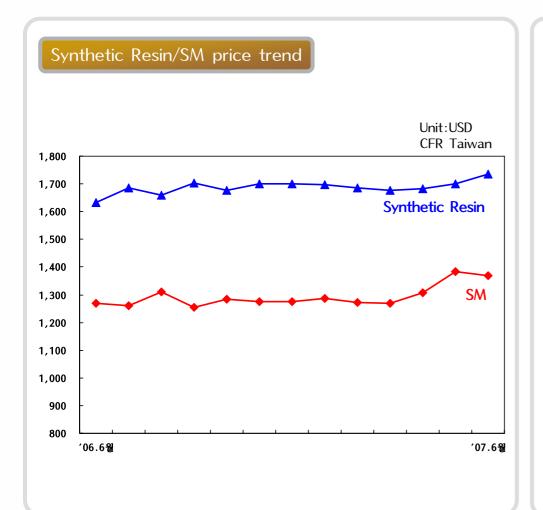
# Outlook - Synthetic Rubber



#### Outlook

- Sales price of synthetic rubber may continue steady due to the continuing decrease of feedstock(BD) price and increase of export to N. America and Europe.
- Domestic Sales will be expanded due to the increase of operating rate of local tire makers.
- Tire makers continue to increase the using amount of synthetic rubber due to the continuing increase of natural rubber price.
- Sales and operating income may be increase compared to 2Q due to the continuing decrease of feedstock(BD) price and extension of overseas sales

# Outlook - Synthetic Resin



#### Outlook

- Feedstock (SM) price is expected to decrease, as the SM demand in China diminishes due to the revision of China tax law.
- •SM price is expected to be decrease, in view of supply-demand situation in Asia market.
- Expanding sales of eco-friendly/high valueadded product
- Eco-friendly ABS sash which substitutes for PVC sash
- High insulation EPS products
- Sales and operating income may be increase compared to 20 due to the small decrease of feedstock(SM) price and extension of overseas sales

# **Income Statements**



(Unit: KRW billlion)

	10C 2O	107.10	107.20	Change		
	'06.2Q	'07.1Q	'07.2Q	Y-Y	Q-Q	
Sales	462.7	492.4	535.8	15.8%	8.8%	
Gross profit	54.1	65.2	84.7	56.6%	29.9%	
Selling and administrative expenses	31.1	33.6	38.1	22.5%	13.4%	
Operating income	23.0	31.6	46.6	102.6%	47.5%	
(%)	5.0%	6.4%	8.7%	3.7%p	2.3%p	
Non-operating income	40.4	38.0	37.8	-6.4%	-0.5%	
Non-operating expenses	21.0	37.9	32.5	54.8%	-14.2%	
Ordinary income	42.4	31.7	51.9	22.4%	63.7%	
(excl. valuation of equity method investments)	16.3	10.8	16.3	-	50.9%	
Net income	31.1	25.5	33.7	8.4%	32.2%	

# **Balance Sheets**



(Unit: KRW billion)

	100.00	107.10	'07.2Q	Change	
	'06.2Q	'07.1Q		Y-Y	Q-Q
Total assets	2,272.5	2,686.8	2,650.1	16.6%	-1.4%
Current assets	611.5	519.9	452.8	-26.0%	-12.9%
(Inventories)	183.6	267.4	201.3	9.6%	-24.7%
Non-current assets	1,661.0	2,166.9	2,197.3	32.3%	1.4%
(Property, plant and equipment, net)	537.1	588.8	626.9	16.7%	6.5%
Total liabilities	1,468.1	1,911.6	1,809.4	23.2%	-5.3%
Current liabilities	951.3	778.4	711.3	-25.2%	-8.6%
Non-current liabilities	516.8	1,133.2	1,098.1	112.5%	-3.0%
Total shareholders' equity	804.4	775.2	840.7	4.5%	8.4%
Capital stock	142.2	142.2	142.2	_	_
Retained earnings	303.9	329.4	363.1	19.5%	10.2%
Others	358.3	303.6	335.4	-6.4%	10.5%

# Statements of Cash Flows



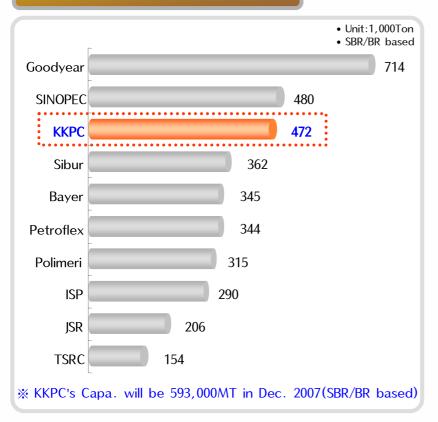
(Unit: KRW billion)

	.00.00	.07.40	.07.00	Change	
	'06.2Q	'07.1Q	'07.2Q	Y-Y	Q-Q
Cash flows from operating activities	56.6	-1.2	123.3	117.8%	-
-Net income	31.0	25.5	33.7	8.7%	32.2%
-Depreciation/retirement allowance	18.8	15.3	17.0	-9.6%	11.1%
-Others	6.8	-42.0	72.6	967.6%	-
Cash flows form investment activities	-31.7	-52.7	-54.7	_	_
-Property, plant and equipment, net	-15.9	-25.0	-52.0	-	-
-Others	-15.8	-27.7	-2.7	-	_
Cash flows from financing activities	177.0	52.8	-69.5	-139.3%	-231.6%
-Borrowings	193.5	53.4	-52.9	-127.3%	-199.1%
-Treasury stock/dividends	-15.0	-	-16.1	-	_
-Others	-1.5	-0.6	-0.5	-	-
Net increase(decrease) in cash and cash equivalents	201.9	-1.1	-0.9	-100.4%	-

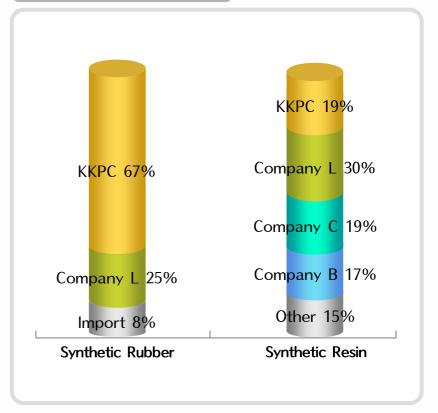
### **Market Position**

- Increased Market Leadership in the field of Synthetic Rubber and Domestic Market Share
  - The synthetic rubber operation showed world's 3<sup>rd</sup> production capacity and best market dominance.
  - KKPC will be world's 2<sup>nd</sup> major maker once the SBR 121,000 Tons expansion is completed in Dec. 2007.
  - 19% domestic market share in synthetic resin due to overheated competition.
  - Plan to increase the market share by restructuring the business portfolio.

### Production Capacity (2007)



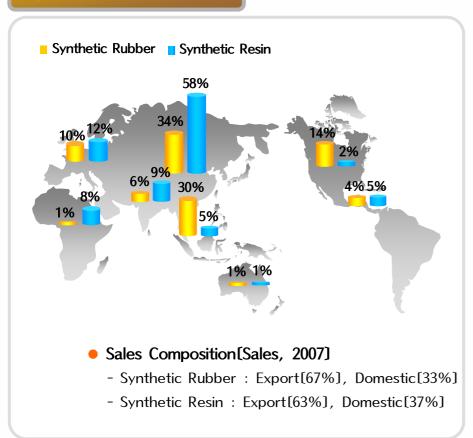
### M/S by company(2007)



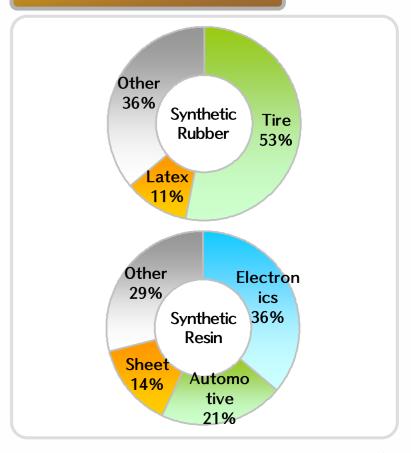
## Sales Structure

- Sales breakdown by area and application
  - Export by main area: Synthetic Rubber E. Asia & China 64%, Synthetic Resin China 58%
  - Sales by main application: Synthetic Rubber Tire 53%, Synthetic Resin Electronic/Automotive 57%

### Export breakdown by area



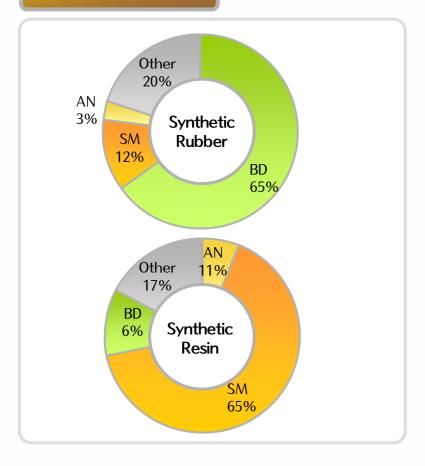
### Sales breakdown by application



## Main Feedstock

- Feedstock Portion & Purchasing Companies of Feedstock
  - Feedstock Portion: Synthetic Rubber BD 65%, Synthetic Resin SM 65%
  - Domestic Procurement of Feedstock: BD 81% including 55% of self-production, SM 66%

#### Feedstock Portion



### Purchasing Companies of Feedstock

