

# KUMHO PETROCHEMICAL

- 1. 2007 Performance Review
- 2. 2008 Outlook, Mid and Long Term Plans

3. Appendices

This document is provided for the convenience of investors and contains preliminary financial data that may be amended following the release of the Company's 2007 Audit Report.

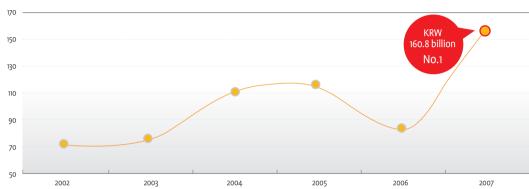
While every care has been taken to ensure the reasonableness of our estimates, data on 2008 prospects is based on necessary assumptions and thus may differ from final reported results.

## 2007 Performance Overview

## Sales and Operating Income

• Operating Income (KRW billion)

- Implementing our "Full Production and Full Sales" initiative, the company recorded its strongest performance ever.
- Sales increased 21.2% to KRW 2,124.5 billion and operating income rose 85.0% to KRW 160.8 billion.



	2006	2007	Comparison		
	2006	2007	Change	Change Rate	
Sales	1,753.0	2,124.5	371.5	21.2%	
[Synthetic Rubber]	892.1	1,095.7	203.6	22.8%	
[Synthetic Resin]	720.5	877.8	157.3	21.8%	
[Others]	140.4	151.0	10.6	7.5%	
Operating Income	86.9	160.8	73.9	85.0%	
[%]	5.0	7.6	2.6p		
[Synthetic Rubber]	46.4	120.0	73.6	158.6%	
[Synthetic Resin]	-8.6	-5.1	3.5	-	
[Others]	49.1	45.9	-3.2	-6.5%	
Income Before Income Taxes	112.6	177.0	64.4	57.2%	
[Excluding Valuation of Equity Method Investments]	13.0	78.9	65.9	506.9%	
Net Income	79.7	134.2	54.5	68.4%	
Gain/Loss on Valuation of Equity Method Investments	99.6	98.1	-1.5	-1.5%	

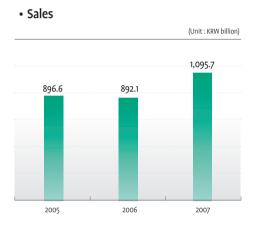
#### • 2007 Performance Highlights

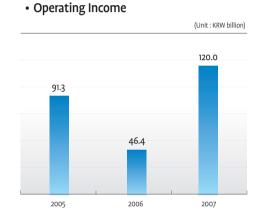
(Unit : KRW billion)

## Performance Results for Synthetic Rubber

## Synthetic Rubber

- Sales increased 22.8% to KRW 1,095.7 billion, while operating income rose 158.6% when compared to 2006 to KRW 120 billion.
- Increases in sales and operating income are due to a combination of increased demand and favorable pricing of BD raw material.





#### • Performance Analysis

BD Price Changes by Region

Year	Acia(A)	N. America(B)	Furanc(C)	Regional Difference			
Teal	Asia(A)	N. America(b)	Europe(C)	A-B	A-C		
2006	137.4	112.6	113.0	24.8	24.4		
2007	108.0	122.9	118.8	-14.9	-10.8		
Difference	-29.4	10.3	5.8	-39.7	-35.2		

#### • 2007 Quarterly Results

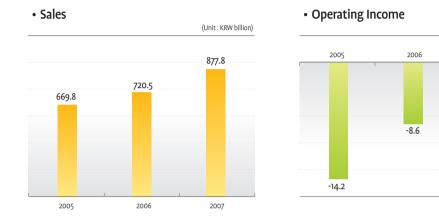
· - •						(Unit : KRW billion, USD/Ton)
	2006			2007		
	2006	1Q	2Q_	<u>3Q</u>	4Q	Total
Sales	892.1	259.2	278.3	262.9	295.3	1,095.7
Operating Income	46.4	22.3	36.0	39.1	22.6	120.0
BD Price	137.4	109.1	95.0	93.1	134.8	108.0

(Unit : USD/Ton)

## Performance Results for Synthetic Resin

## Synthetic Resin

- Sales increased 21.8% to KRW 877.8 billion.
- Operating loss improved by KRW 3.5 billion compared to 2006.



### Performance Analysis

- SM raw material prices remain high.
- ABS sales supported by strong demand, while PS performance was relatively weak.
- Diversification of sales bases to include Southwest Asia and Eastern Europe helped improve profitability.

#### • 2007 Quarterly Results

						(Unit : KRW billion, USD/Ton)		
	2006	2007						
	2006	1Q	2Q	<u>3Q</u>	4Q	Total		
Sales	720.5	197.8	223.9	232.5	223.6	877.8		
Operating Income	-8.6	-1.4	0.2	0.3	-4.2	-5.1		
SM Price	119.0	127.6	135.3	137.9	135.6	134.1		



(Unit : KRW billion)

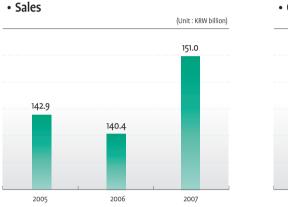
2007

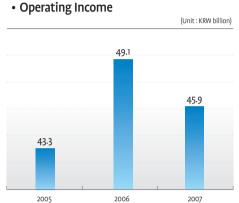
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## Performance Results for Other Sectors

### Specialty Chemicals / Combined Heat & Power Plants

- Sales increased 7.5% to KRW 151 billion.
- Operating income down 6.5% to KRW 45.9 billion.





#### • Performance Analysis

• Specialty Chemicals

- Profitability declined due to aggressive pricing by competitors and rising raw materials prices.

- Combined Heat & Power Plants
- Operating income rose due to stronger sales and higher demand for steam on the back of rising oil prices.

#### • 2007 Quarterly Results

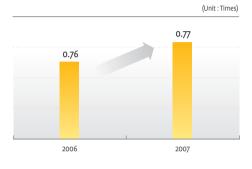
						(Unit : KRW billion)		
	2006	2007						
	2006	1Q	2Q	3Q	4Q	Total		
Sales	140.4	35.4	33.7	40.0	41.9	151.0		
Operating Income	49.1	10.7	10.4	11.2	13.6	45.9		



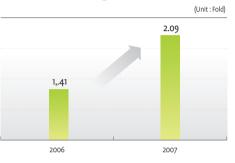
## 2007 Financial Highlights

- Despite increased borrowings to finance more facilities and overseas investment, debt ratio declined thanks to increased operating cash earnings and stronger profit margins.
- Asset turnover and interest coverage both improved due to increased sales and operating income.

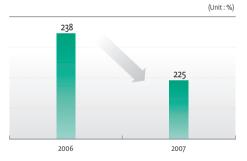
### **Asset Turnover Ratio**



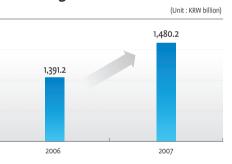
## Interest Coverage



## Debt to Equity Ratio



### Borrowings

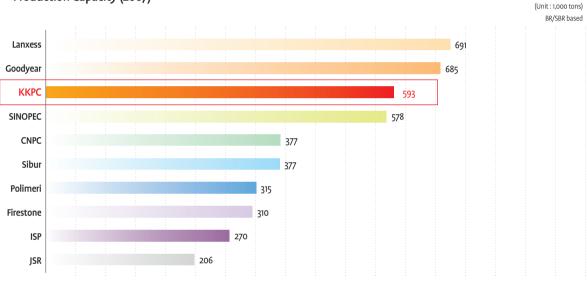


	Unit	2006	2007	Change
Assets	KRW billion	2,614.6	2,869.0	254.4
Liabilities	KRW billion	1,841.7	1,985.0	143.3
Shareholders' Equity	KRW billion	772.9	884.0	111.1
Debt to Equity Ratio	%	238	225	-13p
Borrowings	KRW billion	1,391.2	1,480.2	89.0
Asset Turnover Ratio	Times	0.76	0.77	0.01
Interest Coverage Ratio	Fold	1.41	2.09	0.68

## Performance Highlight I

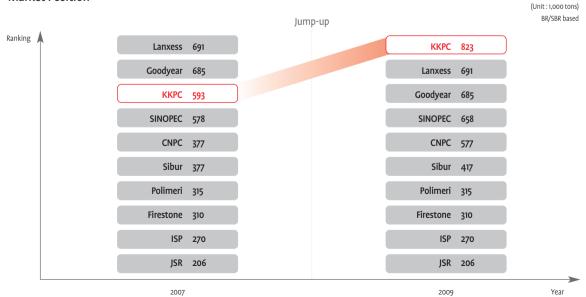
### Reinforcing Our Position in the Synthetic Rubber Market

- World's 3rd largest maker of Synthetic Rubber.
- KKPC will be world's No.1 maker and take 10% share of the world market once SBR and BR production capacity is increased to 110K tons and 120K tons respectively by 2009.



#### • Production Capacity (2007)

% Figures for Lanxess (Germany) include the effects of its purchase of a 70-percent stake in PetroFlex (Brazil).

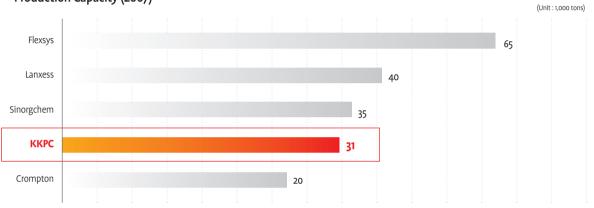


#### Market Position

## Performance Highlight II

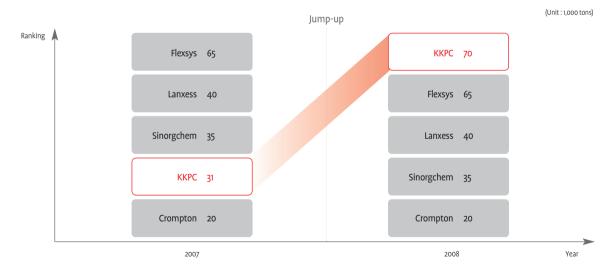
### Aiming to Become World No.1 Maker of Specialty Chemicals

- Currently world's 4th largest maker of Specialty Chemicals; will leap to number one position upon completion of facilities extension that will allow a production capacity of 70K tons in 2008.
- Strengthening competitiveness through vertical integration of Tire, Synthetic Rubber and Specialty Chemicals businesses.



#### • Production Capacity (2007)

#### • Market Position

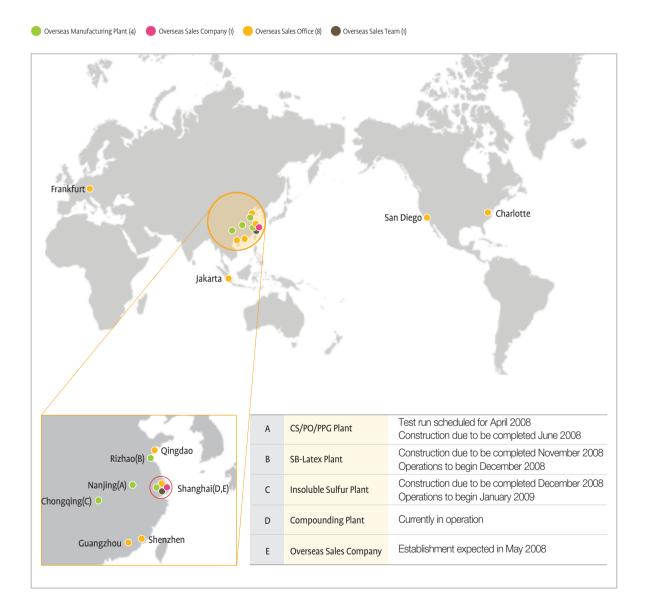




## Performance Highlight III

### Securing Competitiveness Through Globalization of Operations

- Strengthening market leadership by setting up overseas production bases and widening areas of operation.
- Building competitiveness in overseas markets through localized sales efforts



## **SBR Plant Extension**

### **SBR Plant Extension**



- Completed 110K tons/year SBR plant extension in Korea in October 2007
- Total production capacity of BR/SBR combined: 593K tons/year
- World's 3rd largest maker of Synthetic Rubber (BR/SBR based)

### Ground-Breaking Ceremony for a 2nd Combined Heat & Power Plant in Korea



- Expanding our energy business and ensuring stable utilities supply and laying the foundation for becoming a key utilities provider
- Total investment amount: KRW 180~200 billion
- Production capacity: 500 Mt/hr, 119 MW/hr
- Construction due to be completed in March 2009

### Joint Venture Company Established in China Dealing in SB-Latex Production and Sales



- Increasing market share by building production bases across China
- Total investment amount: KRW 30 billion (50:50 JV)
- Production capacity: 150K tons/year
- Construction due to be completed in November 2008

### Joint Venture Company Established Dealing in Insoluble Sulfur Production and Sales

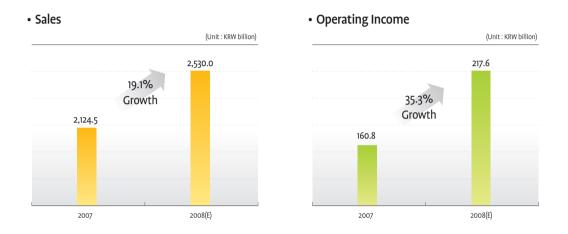


- Maximizing synergies by linking 6PPD sales with Insoluble Sulfur sales - Expanding sales to include world's major tire makers
- Total investment amount: KRW 30 billion (KKPC shareholding at 65%)
- Production capacity: 50K tons/year
  Phase I ('08) 10K tons/year; Phase II ('10) 40K tons/year
- Construction due to be completed in December 2008

## 2008 Performance Goals

## Sales and Operating Income

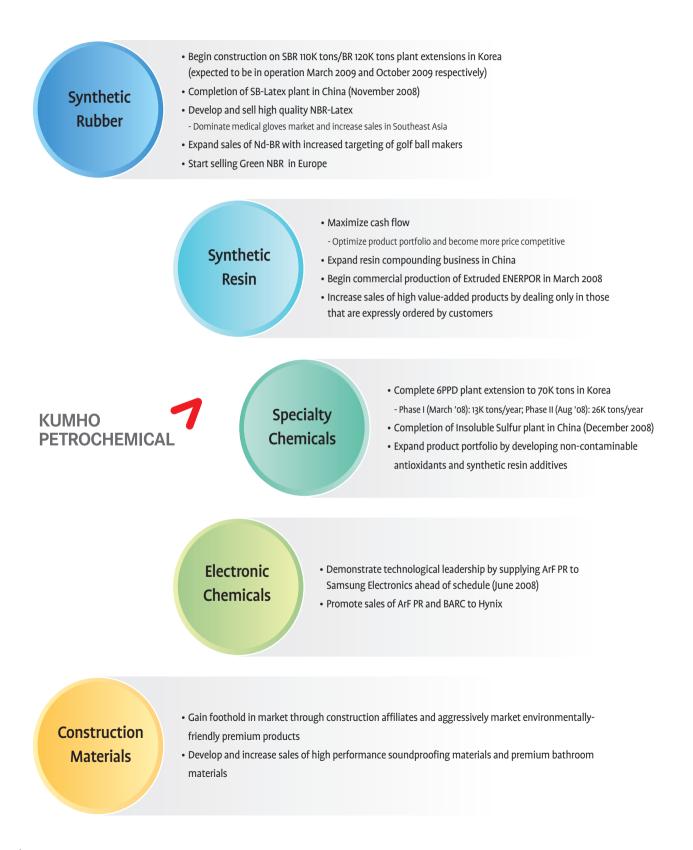
• Our goal is to increase sales by 19.1% to KRW 2,530 billion and raise operating income by 35.3% to KRW 217.6 billion.



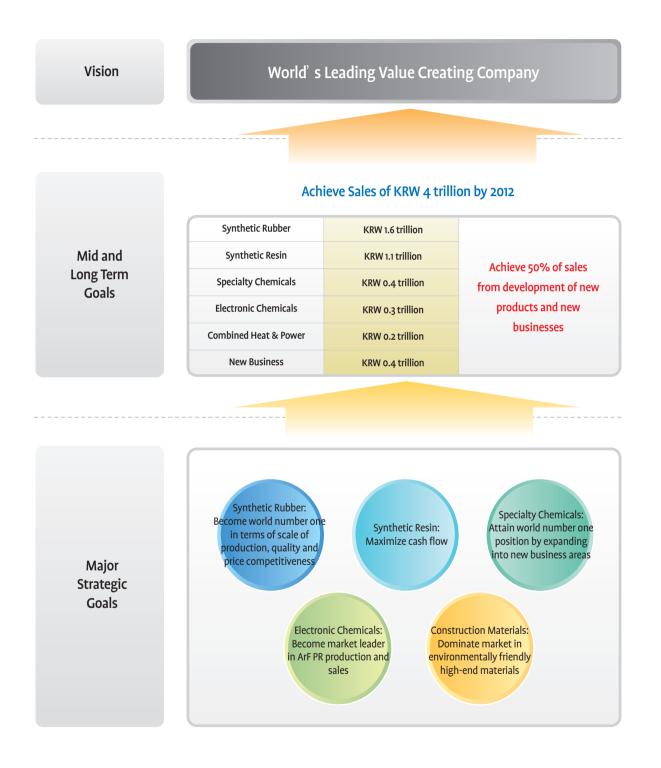
#### • 2008 Financial Outlook

	2007		Comparison			
	2007	2008 Goal	Change	Change Rate		
Sales	2,124.5	2,530.0	405.5	19.1%		
[Synthetic Rubber]	1,095.7	1,240.2	144.5	13.2%		
[Synthetic Resin]	877.8	980.2	102.4	11.7%		
[Others]	151.0	309.5	158.5	105.0%		
Operating Income	160.8	217.6	56.8	35.3%		
[%]	7.6	8.6	1.0p			
[Synthetic Rubber]	120.0	124.1	4.1	3.4%		
[Synthetic Resin]	-5.1	11.5	16.6	-		
[Others]	45.9	82.0	36.1	78.6%		
Assets	2,869.0	3,340.5	471.5	16.4%		
Liabilities	1,985.0	2,187.4	202.4	10.2%		
Shareholders' Equity	884.0	1,153.1	269.1	30.4%		
Debt to Equity Ratio [%]	225	190	-35p			
Interest Coverage Ratio [Fold]	2.09	2.09	-			

## 2008 Core Projects



## Mid and Long Term Performance Goals



# Mid and Long Term Strategies

Synthetic Rubber

#### Issues

- Strong demand for BD raw material resulting in high prices.
- Business relies too much on general-purpose products.

#### **Key Strategies**

- Ensure steady supply of raw material through long-term contracts and development of new production methods.
- Continuous development of new and high value added products.

Synthetic Resin

#### Issues

- Manufacturing cost is higher than that of competitors.
- Business relies too much on lowmargin general-purpose products.
- Increasing dependency on exports to China.

#### **Key Strategies**

- Become more cost competitive.
- Improve profitability by dealing in more high value added products.
- Diversify export markets and make more direct exports.



## **Financial Review**

### **Income Statement**

	2006						
	2000	1Q	2Q	<u>3Q</u>	4Q	Total	Change
Sales	1,753.0	492.4	535-9	535.4	560.8	2,124.5	371.5
Gross Income	211.3	65.2	84.7	88.2	74.0	312.1	100.8
Selling, General & Administrative Expenses	124.4	33.6	38.1	37.7	42.0	151.4	27.0
Operating Income	86.9	31.6	46.6	50.6	32.0	160.8	73.8
(%)	5.0	6.4	8.7	9.4	5.7	7.6	2.6p
Non-Operating Income	130.5	38.0	46.0	38.4	33.5	155.9	25.4
Non-Operating Expenses	104.8	37.9	40.0	29.7	32.0	139.6	34.8
Income Before Income Taxes	112.6	31.7	52.6	59.2	33.5	177.0	64.4
Gain / Loss on Valuation of Equity Method Investments	99.6	20.9	40.6	28.2	8.4	98.1	-1.5
Income Before Income Taxes Excluding Valuation of Equity Method Investments	13.0	10.8	12.0	31.0	25.1	78.9	65.9
Net Income	79.7	25.5	37.9	40.8	30.0	134.2	54-5

### **Balance Sheet**

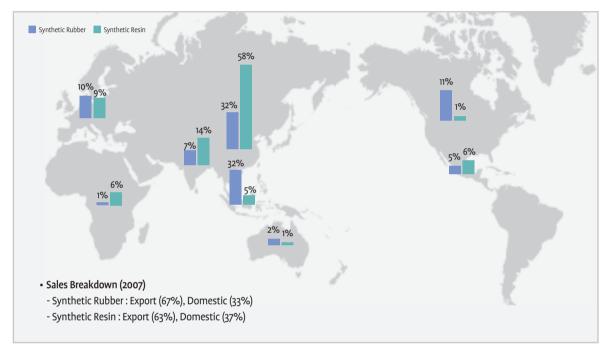
							(Unit : KRW billion)
	2006	2007					Change
	2000	1Q	2Q	3Q	4Q	Year end	change
Total Assets	2,614.6	2,686.8	2,644.0	2,759.3	2,869.0	2,869.0	254.4
Current Assets	461.8	519.9	446.3	478.1	489.0	489.0	27.2
(Inventories)	243.0	267.4	201.3	220.6	257.4	257.4	14.4
Non-Current Assets	2,152.8	2,166.9	2,197.7	2,281.1	2,380.0	2,380.0	227.2
(Tangible Assets)	576.1	588.8	626.9	661.4	726.9	726.9	150.9
Total Liabilities	1,841.7	1,910.9	1,798.0	1,873.7	1,985.0	1,985.0	143.3
Current Liabilities	795.1	778.4	737-5	721.4	712.8	712.8	-82.3
Non-Current Liabilities	1,046.6	1,132.5	1,060.5	1,152.3	1,272.2	1,272.2	225.6
Total Shareholders' Equity	772.9	775.9	846.0	885.6	884.0	884.0	111.1
Capital Stock	142.2	142.2	142.2	142.2	142.2	142.2	-
Retained Earnings	320.8	330.2	368.0	408.8	438.9	438.9	118.1
Other	309.9	303.5	335-7	334-5	302.9	302.9	-7.0

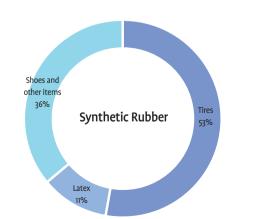
## Sales Status

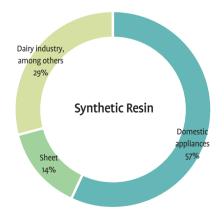
### Sales by Region and Application

- Exports comprised 63% of total sales in 2007 (Synthetic Rubber: 67%; Synthetic Resin: 63%).
- 53% of all Synthetic Rubber produced was used for tire manufacture, while 57% of all Synthetic Resin produced was used in domestic appliances.

#### • Export Share by Region





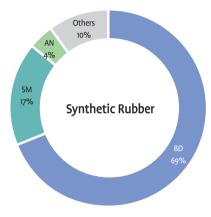


### Sales Share by Application

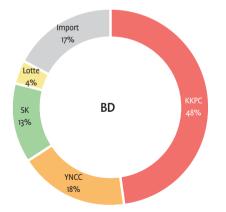
## Main Feedstocks

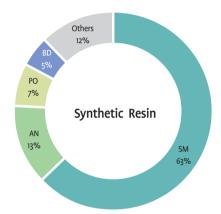
### Feedstock Portion and Purchases

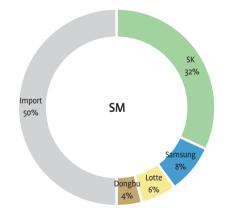
- Main feedstocks : 69% of Synthetic Rubber is made up of BD, while 63% of Synthetic Resin is made up of SM.
- 83% of BD (including 48% that is produced internally) and 50% of SM is procured domestically.
- Feedstock Portion













## **Ownership Structure**

### De Facto Holding Company of Kumho Asiana

