

## INVESTOR RELATIONS 2010 2Q

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KUMHO
PETROCHEMICAL

## 2Q, 2010 Overview

## Sales \& Operation Income

- Sales rose $9.5 \%$ to KRW 970.4 billion and operating income up $51.5 \%$ to KRW 98.5 billion.
- Income before income taxes decreased due to base effect of one-time gain in 1Q.


Operating Income


| 2Q, 2010 Performance |  |  |  | (Unit:KRW billion) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | '10.2Q | '10.1Q | '09.2Q | Change Rate |  |
|  |  |  |  | QoQ | YoY |
| S a l e s | 970.4 | 886.5 | 667.3 | 9.5\% | 45.4\% |
| [Syn. Rubbers] | 560.9 | 497.9 | 345.1 | 12.7\% | 62.5\% |
| [Syn. Resins] | 305.2 | 288.4 | 256.6 | 5.8\% | 18.9\% |
| [ Others ] | 104.3 | 100.2 | 65.6 | 4.1\% | 59.0\% |
| Operating Income | 98.5 | 65.0 | 55.0 | 51.5\% | 79.1\% |
| [ \% ] | 10.2 | 7.3 | 8.2 | - | - |
| Income before Income Taxes | 73.9 | 104.2 | -1.8 | -29.1\% | - |
| Net Income | 55.4 | 84.1 | -12.8 | -34.1\% | - |
| Gain/Loss on Valuation of Equity Method Investments | 25.9 | 13.4 | -27.6 | 93.3\% | - |

## Performance Results for Synthetic Rubbers

## Synthetic Rubbers

- Sales increased 12.7\% to KRW 560.9 billion(57.8\% in total Sales).
- Improvement profitability is based on selling price hikes by a combination of increasing operating ratio of tire makers and BD price rising.


## Sales

Unit:KRW billion


## Performance Analysis

- BD price advance due to :
- BD production retardation of New Plants(Shell/Zhenhai)
- Growing demand of Downstream(Syn. Rubber/ABS)
- BD price changes by region
(Unit:USD/Ton)

|  | $' 10.01$ | $' 10.02$ | $' 10.03$ | $' 10.04$ | $' 10.05$ | $' 10,06$ |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Asia | 1,875 | 1,813 | 1,932 | 2,094 | 2,166 | 1,982 |
| N. America | 1,510 | 1,871 | 2,188 | 2,322 | 2,348 | 2,252 |
| Europe | 1,398 | 1,638 | 1,894 | 1,975 | 2,025 | 2,075 |

- Synthetic Rubber price advance due to :
- Increasing operating ratio of tire makers
- Selling price hikes due to strong price of BD
(Unit:USD/Ton)

|  | $' 10.01$ | $' 10.02$ | $' 10.03$ | $' 10.04$ | $' 10.05$ | $' 10.06$ |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
| SBR | 2,016 | 2,006 | 2,089 | 2,178 | 2,141 | 2,019 |
| BR | 2,444 | 2,494 | 2,625 | 2,760 | 2,813 | 2,663 |

* Source: ICIS/PLATTS 2010


## Performance Results for Synthetic Resins

## Synthetic Resins

- Sales increased 5.8\% to KRW 305.2 billion( $31.5 \%$ in total Sales).
- Sales and operating income increased due to Seasonal peak and World Cup.


## Sales

Unit:KRW billion
305.2


## Performance Analysis

- SM price drop continuously due to :
- Plunge in raw materials(Benzene/Ethylene) prices
- Increasing supply by operation of New Plants(ZRCC/Pars/CSPC)
- SM price changes

|  | $' 10.01$ | $' 10.02$ | $' 10.03$ | $' 10.04$ | $' 10.05$ | $' 10.06$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SM | 1,297 | 1,295 | 1,250 | 1,278 | 1,184 | 1,058 |

- Synthetic Resin price advance due to :
- Increasing demand due to Seasonal peak and World Cup
- ABS-centered selling price hikes due to feedstock prices rising

|  | '10.01 | '10.02 | '10.03 | '10.04 | '10.05 | '10.06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PS | 1,425 | 1,426 | 1,376 | 1,374 | 1,318 | 1,183 |
| ABS | 1,769 | 1,827 | 1,871 | 1,931 | 1,943 | 1,873 |

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## Performance Results for Others

## Others

- Sales increased 4.1\% to KRW 104.3 billion(10.7\% in total Sales).
- Specialty Chemicals : Demand and selling prices grew due to increasing operating ratio of tire makers
- Combined Heat \& Power Plants : Sales and operating income decreased due to reducing operating ratio by Annual S/D at users in May



## Financial Highlights

- Debt to equity ratio decreased due to shareholders' equity
- Gains arising from the change in fair value of equity instruments
- Increase in retained earnings through improving profitability
- Asset turnover ratio and interest coverage ratio both improved on increased sales and operating income.

| Debt to Equity Ratio | Borrowings |  | Unit | '10.2Q | '10.1Q | '09.2Q | Change Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Unit:\%) | (Unit:KRW billion) |  |  |  |  |  | QoQ | YoY |
|  |  | Assets | KRW bil. | 3,419.2 | 3,165.6 | 3,588.6 | 8.0\% | -4.7\% |
|  |  | Liabilities | $\begin{gathered} \text { KRW } \\ \text { bil. } \end{gathered}$ | 2,681.1 | 2,586.8 | 2,575.1 | 3.6\% | 4.1\% |
|  |  | Shareholders' Equity | $\begin{gathered} \text { KRW } \\ \text { bil. } \end{gathered}$ | 738.1 | 578.8 | 1,013.5 | 27.5\% | -27.2\% |
|  |  | Debt to Equity Ratio | \% | 363 | 447 | 254 |  |  |
| Asset Turnover Ratio |  | Borrowings | $\begin{aligned} & \text { KRW } \\ & \text { bil. } \end{aligned}$ | 2,183.2 | 2,114.5 | 2,060.4 | 3.2\% | 6.0\% |
| (Unit:Tin | $2.22$ | Wondenominated |  | 1,820.1 | 1,785.3 | 1,732.4 | 1.9\% | 5.1\% |
|  |  | Foreign currencydenominated |  | 363.1 | 329.2 | 328.0 | 10.3\% | 10.7\% |
|  |  | Asset Turnover Ratio | Times | 1.18 | 1.11 | 0.74 | 6.3\% | 59.5\% |
| '10.1Q '10.2Q | '10.1Q '10.2Q | Interest Coverage Ratio | Fold | 3.46 | 2.22 | 2.24 | 55.9\% | 54.5\% |

## Synthetic Rubbers

- Demand of synthetic rubbers will increase
- Decreasing demand of synthetic rubbers in China
- Operating ratio rising of tire makers in N. America and Europe
- BD price is forecast to drop slightly as expansion plants(Shell/Zhenhai) in Asia.
- Ensuring profitability through expansion of contract portions for 3Q to prepare for the decreasing BD price.


## Synthetic Resins

- Focus on maximizing cash flow among both domestic home appliances(IT/Display) and automobile markets.
- Expect that SM price will be dropped slightly as Chinese(ZRCC 620,000MT/Y) and Middle East makers will access to Asian market.
- Focus on boosting profitability by implementing region and product specific strategies and selling high profit products


## Others

- Specialty Chemicals
- Forecast on increasing sales by Big Tire makers and export to North America through KKPC won Flexsys suit
- Combined Heat \& Power Plants
- Profitability is forecasted to improve due to increasing demand of steam and electricity price


## Income Statement

(Unit:KRW billion)

|  | '10.2Q | '10.1Q | '09.2Q | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | QoQ |  | YoY |  |
|  |  |  |  | Cost | Rate | Cost | Rate |
| Sales | 970.4 | 886.5 | 667.3 | 83.9 | 9.5\% | 303.1 | 45.4\% |
| Operating Income | 98.5 | 65.0 | 55.0 | 33.5 | 51.5\% | 43.5 | 79.1\% |
| (Operating Margin) | 10.2\% | 7.3\% | 8.2\% | 2.9\%p | - | 2.0\%p | - |
| Net Interest Expense | 28.5 | 29.2 | 24.6 | -0.7 | -2.4\% | 3.9 | 15.9\% |
| Gain/Loss on Valuation of Equity Method Investments | 25.9 | 13.4 | -27.6 | 12.5 | 93.3\% | 53.5 | - |
| Income before Income Taxes <br> (Ordinary Income Margin) | $\begin{aligned} & 73.9 \\ & 7.6 \% \end{aligned}$ | $104.2$ <br> 11.8\% | $\begin{array}{r} -1.8 \\ -0.3 \% \end{array}$ |  | $-29.1 \%$ | $\begin{gathered} 75.7 \\ 7.9 \% p \end{gathered}$ | - |
| Net Income | 55.4 | 84.1 | -12.8 | -28.7 | -34.1\% | 68.2 | - |
| (Net Income Margin) | 5.7\% | 9.5\% | -1.9\% | $-3.8 \% p$ | - | 7.6\%p | - |

## Balance Sheet

(Unit:KRW billion)

|  | '10.2Q | '10.1Q | '09.2Q | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | QoQ | YoY |
| 1. Current Assets | 975.9 | 870.9 | 667.6 | 105.0 | 308.3 |
| - Cash | 79.8 | 4.8 | 80.5 | 75.0 | -0.7 |
| 2. Non-Current Assets | 2,443.3 | 2,294.7 | 2,921.0 | 148.6 | -477.7 |
| Total Assets | 3,419.2 | 3,165.6 | 3,588.6 | 253.6 | -169.4 |
| 1. Current Liabilities | 1,536.2 | 2,105.6 | 1,449.0 | -569.4 | 87.2 |
| 2. Non-Current Liabilities | 1,144.9 | 481.2 | 1,126.1 | 663.7 | 18.8 |
| - Interest Bearing Liabilities | 2,183.2 | 2,114.5 | 2,060.4 | 68.7 | 122.8 |
| - Short-Term Debts | 1,070.4 | 1,664.7 | 1,052.5 | -594.3 | 17.9 |
| - Lont-Term Debts | 1,112.8 | 449.8 | 1,007.9 | 663.0 | 104.9 |
| - Non-Interest Bearing Liabilities | 497.9 | 472.3 | 514.7 | 25.6 | -16.8 |
| Total Liabilities | 2,681.1 | 2,586.8 | 2,575.1 | 94.3 | 106.0 |
| 1. Common \& Preferred Stock | 142.2 | 142.2 | 142.2 | - | - |
| Total Shareholder Equity | 738.1 | 578.8 | 1,013.5 | 159.3 | -275.4 |
| Net Debt Ratio | 61.5\% | 66.6\% | 55.2\% | -5.1\%p | 6.3\%p |
| Long-Term Debts to Total Debts Ratio | 51.0\% | 21.3\% | 48.9\% | 29.7\%p | 2.1\%p |
| Current Ratio | 63.5\% | 41.4\% | 46.1\% | 22.1\%p | 17.4\%p |
| Total Liabilities to Equity Ratio | 363.3\% | 446.9\% | 254.1\% | -83.6\%p | 109.2\%p |

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## Cash Flow

(Unit:KRW billion)

|  | '10.2Q | '10.1Q | '09.2Q | Change Cost |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | QoQ | YoY |
| Cash flow from operating activities | -15.6 | 26.7 | 118.9 | -42.3 | -134.5 |
| - Net Income | 55.4 | 84.1 | -12.8 | -28.7 | 68.2 |
| - Depreciation/Retirement allowance | 28.7 | 28.6 | 27.0 | 0.1 | 1.7 |
| - Others | -99.7 | -86.0 | 104.7 | -13.7 | -204.4 |
| Cash flow from investing activities | 29.5 | 9.9 | -137.2 | 19.6 | 166.7 |
| - Tangible assets | -64.7 | -19.8 | -75.6 | -44.9 | 10.9 |
| - Others | 94.2 | 29.7 | -61.6 | 64.5 | 155.8 |
| Cash flow from financing activities | 61.1 | -109.0 | 38.2 | 170.1 | 22.9 |
| - Borrowings | 61.1 | -109.0 | 55.5 | 170.1 | 5.6 |
| - Treasury stock/Dividends | - | - | -17.3 | - | 17.3 |
| - Others | - | - | - | - | - |
| Net Cash Flow | 75.0 | -72.4 | 19.9 | 147.4 | 55.1 |

## Production Capacity

## Production Capacity

|  | Product | Capa. | Unit | Note |
| :---: | :---: | :---: | :---: | :---: |
| Synthetic Rubbers | SBR | 481,000 | MT/Y | Completion of Expansion : <br> 110,000MT/Y(Ulsan), April 2009 |
|  | HBR | 167,000 |  | Completion of Expansion : <br> 120,000MT/Y(Yeosu), End of 2010 |
|  | LBR | 55,000 |  |  |
|  | NBR | 50,000 |  |  |
|  | HSR | 10,000 |  |  |
|  | SB Latex | 70,000 |  |  |
|  | SBS | 70,000 |  |  |
|  | Total | 903,000 |  |  |
| Synthetic Resins | PS | 227,500 | MT/Y |  |
|  | ABS | 250,000 |  |  |
|  | EPS | 73,800 |  |  |
|  | PPG | 52,000 |  |  |
|  | Total | 603,300 |  |  |
| Specialty Chemicals | Antioxidants | 79,300 | MT/Y |  |
| Combined Heat \& Power Plants | Steam | 1,130 | T/H | Completion of Construction : <br> Steam 500T/H \& Electricity 119MWH, <br> April 2009 |
|  | Electricity | 186 | MWH |  |
| BD | Ulsan Plant | 90,000 | MT/Y |  |
|  | Yeosu Plant | 147,000 |  |  |
|  | Total | 237,000 |  |  |

## Sales Status

## Sales by Region \& Application

### 10.1H Sales Breakdown Export Share by Region



Shoes \& Others 22\%

Building Materials \& Others


## Ownership Structure

※ As of 13 August 2010,



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[^0]:    * Source: PLATTS 2010

