







# INVESTOR RELATIONS 2010 3Q

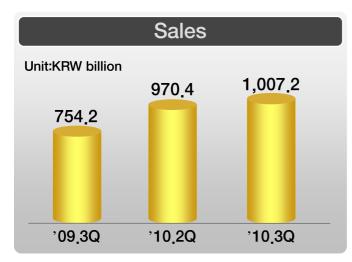
- 3Q, 2010 Review
- 4Q, 2010 Outlook
- Appendices



# 3Q, 2010 Overview

#### Sales & Operating Income

- Sales rose 3.8% to KRW 1,007.2 billion, operating income decreased 7.8% to KRW 90.8 billion.
- Gain on valuation of equity method investments increased due to strong earnings of affiliates.



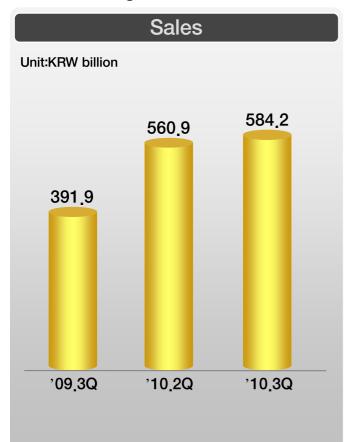
Operating Income						
Unit:KRW billion	98.5	90.8				
36.9						
'09.3Q	'10.2Q	'10.3Q				

3Q, 2010 Pe	erformar		(Uni	it:KRW billion)	
	'10,3Q	'10,2Q	'09.3Q	Chang	e Rate
	10,30	10,20	09,50	QoQ	YoY
S a l e s	1,007 <u>.</u> 2	970 <u>.</u> 4	754 <u>.</u> 2	3.8%	33.5%
[Syn. Rubbers]	584 <u>.</u> 2	560 <u>.</u> 9	391.9	4.2%	49.1%
[Syn. Resins]	310.7	305.2	277.3	1.8%	12.0%
[Others]	112.3	104.3	85.0	7.7%	32.1%
Operating Income	90.8	98.5	36.9	-7.8%	146.1%
[ % ]	9.0	10.2	4.9	-	-
Income before Income Taxes	124.7	73.9	-36.6	68.7%	-
Net Income	95 <u>.</u> 6	55 <u>.</u> 4	-39.8	72.6%	-
Gain/Loss on Valuation of Equity Method Investments	49 <u>.</u> 9	25 <u>.</u> 9	-49 <u>.</u> 0	92.7%	-

# Performance Results for Synthetic Rubbers

#### Synthetic Rubbers

- Sales increased 4.2% to KRW 584.2 billion(58.0% in total Sales).
- Reduced Profitability is based on selling price declines by a combination of reducing demand of China's tire makers and decreasing BD price.



#### **Performance Analysis**

- BD price drop due to :
  - Increasing supply of New Plants(Shell/Zhenhai)
  - Reducing demand of Downstream(Syn. Rubber/ABS)
- BD price changes by region

(Unit:USD/Ton)

	'10.04	'10 <u>.</u> 05	'10 <u>.</u> 06	'10 <u>.</u> 07	'10.08	'10.09
Asia	2,094	2,166	1,982	1,764	1,694	1,698
N. America	2,322	2,348	2,252	2,125	2,072	1,957
Europe	1,975	2,025	2,075	2,060	1,924	1,722

- Synthetic Rubber price drop due to :
- Selling price declines by a combination of reducing demand of China's tire makers and decreasing BD price

(Unit:USD/Ton)

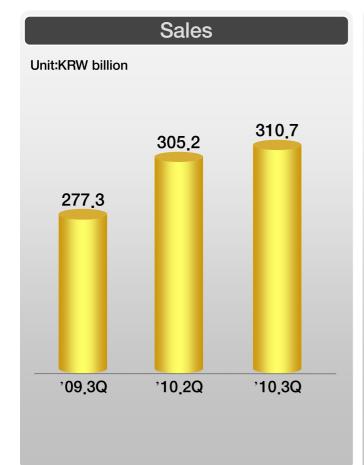
	'10 <u>.</u> 04	'10 <u>.</u> 05	'10 <u>.</u> 06	'10 <u>.</u> 07	'10 <u>.</u> 08	'10 <u>.</u> 09
SBR	2,178	2,141	2,019	1,890	1,942	2,101
BR	2,760	2,813	2,663	2,538	2,588	2,719

<sup>\*</sup> Source: ICIS/PLATTS 2010

# Performance Results for Synthetic Resins

#### Synthetic Resins

- Sales increased 1.8% to KRW 310.7 billion(30.8% in total Sales).
- Improved profitability is based on selling price hikes by a combination of Seasonal Peak and rising SM price.



#### **Performance Analysis**

- Strong SM price maintenance due to :
  - Trouble Occurrence and Annual Shut Down of Asian SM Makers
  - Raw materials(Ethylene/Benzene) prices advance
- SM price changes

(Unit:USD/Ton, CFR China)

	'10 <u>.</u> 04	'10 <u>.</u> 05	'10 <u>.</u> 06	'10 <u>.</u> 07	'10 <u>.</u> 08	'10 <u>.</u> 09
SM	1,278	1,184	1,058	1,016	1,109	1,160

- Synthetic Resin price advance due to :
  - Increasing demand due to Seasonal Peak and Christmas
  - Selling price hikes due to strong price of SM

(Unit:USD/Ton)

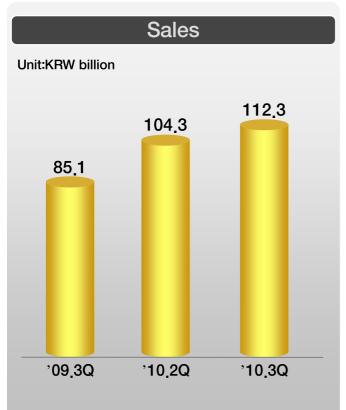
	'10 <u>.</u> 04	'10 <u>.</u> 05	'10 <u>.</u> 06	'10 <u>.</u> 07	'10 <u>.</u> 08	'10.09
PS	1,374	1,318	1,183	1,118	1,219	1,240
ABS	1,931	1,943	1,873	1,804	1,939	1,947

\* Source: PLATTS 2010

### Performance Results for Others

#### Others

- Sales increased 7.7% to KRW 112.3 billion(11.2% in total Sales).
- Specialty Chemicals: Increase of profitability as a result of the spread improvement between feedstock price and selling price.
- Combined Heat & Power Plants: Sales and operating income grew on higher demand for steam and electricity.

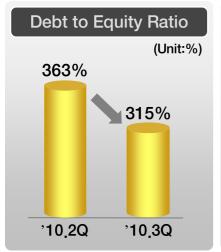


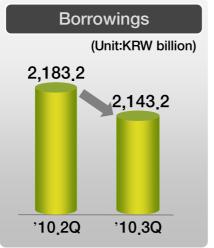
#### Performance Analysis

- Specialty Chemicals
- Increase of profitability as a result of the spread improvement between feedstock(4-ADPA) price and selling price in 3Q
- Combined Heat & Power Plants
- Sales and operating income grew on higher demand for steam and electricity

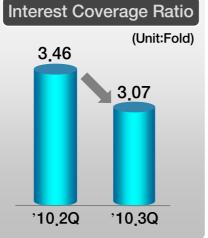
# Financial Highlights

- Financial structure improved due to increasing in shareholders' equity by both continuous profit realization and repaying short-term debt.
- Foreign currency-dominated borrowings decreased by both falling of exchange rate and repaying borrowings.









		I India	24.0.0O	24.0.0O	200.00	Change Rate	
		Unit	'10 <u>.</u> 3Q	'10 <u>.</u> 2Q	'09.3Q	QoQ	YoY
	Assets	KRW bil.	3,415.2	3,419.2	3,524.0	-0.1%	-3.1%
	Liabilities	KRW bil.	2,593.1	2,681.1	2,575.8	-3.3%	0.7%
3	Shareholders' Equity	KRW bil.	822.1	738.1	948.2	11.4%	-13.3%
	Debt to Equity Ratio	%	315	363	272	-	-
	Borrowings		2,143.2	2,183.2	2,042.5	-1.8%	4.9%
	Won- denominated	KRW bil.	1,842.6	1,820.1	1,747.5	1.2%	5.4%
	Foreign currency- denominated	DII,	300.6	363 <sub>.</sub> 1	295.0	-17.2%	1.9%
A	sset Turnover Ratio	Times	1.18	1.18	0.85	0.0%	38.8%
С	Interest overage Ratio	Fold	3.07	3.46	1.28	-11.3%	139.8%

#### Outlook

#### Synthetic Rubbers

- Synthetic rubber price will maintain strongly due to increasing demand of China's tire makers and Annual S/D of SR makers in 2<sup>nd</sup> Half of 2010.
- BD price will maintain strongly due to increasing demand of Downstream and occurrence of Asia's BD makers.
- Production is expected to decline by Annual S/D in Oct., but profitability will through product price rising to adapt increasing BD price.

#### Synthetic Resins

- Demand will increase with domestic seasonal appliances and automobile markets.
- Strong SM price maintenance due to raw materials(Ethylene/Benzene) prices advance and increasing demand of Downstream.
- Profitability will improve through selling price rising continuously due to feedstock price rising and focusing sales of high value-added products.

#### Others

- Specialty Chemicals
  - Sales will increase to major tire makers of N. America and Europe through KKPC won Flexsys suit.
- Combined Heat & Power Plants
  - Sales and operating income is forecasted to improve due to increasing of steam and strong pricing of electricity in winter.

# **Income Statement**

(Unit:KRW billion)

				Change			
	'10 <u>.</u> 3Q	'10 <u>.</u> 2Q	'09 <u>.</u> 3Q	Qc	)Q	Yo	Υ
				Cost	Rate	Cost	Rate
Sales	1,007.2	970.4	754.2	36.8	3.8%	253.0	33.5%
Operating Income	90.8	98.5	36.9	-7.7	-7.8%	53.9	146.1%
(Operating Margin)	9,0%	10,2%	4.9%	-1,2%p	-	4.1%p	-
Net Interest Expense	29,6	28,5	28.9	1.1	3,9%	0.7	2.4%
Gain/Loss on Valuation of Equity Method Investments	49.9	25.9	-49.0	24.0	92.7%	98.9	-
Income before Income Taxes	124.7	73.9	-36.6	50.8	68.7%	161.3	-
(Ordinary Income Margin)	<i>12<sub>.</sub>4%</i>	7.6%	-4.9%	4.8%p	-	17 <u>.</u> 3%p	-
Net Income	95.6	55.4	-39.8	40.2	72.6%	135.4	-
(Net Income Margin)	9,5%	<i>5.7%</i>	-5.3%	3,8%p	-	14 <u>.</u> 8%p	-

# **Balance Sheet**

(Unit:KRW billion)

	210.20		100.00	Chang	e Cost
	'10 <u>.</u> 3Q	'10 <u>.</u> 2Q	'09 <u>.</u> 3Q	QoQ	YoY
1. Current Assets	921.9	975.9	680.5	-54.0	241.4
- Cash	100.0	<i>79.8</i>	<i>69<sub>.</sub>5</i>	<i>20,2</i>	<i>30,5</i>
2. Non-Current Assets	2,493.3	2,443.3	2,843.5	50.0	-350.2
Total Assets	3,415.2	3,419.2	3,524.0	-4.0	-108.8
1. Current Liabilities	1,305.7	1,536.2	1,621.0	-230.5	-315.3
2. Non-Current Liabilities	1,287.4	1,144.9	954.8	142.5	332.6
<ul><li>Interest Bearing Liabilities</li></ul>	2,143.2	2,183.2	2,042.5	-40.0	100.7
- Short-Term Debts	<i>888</i> .8	<i>1,070<sub>.</sub>4</i>	<i>1,214</i> .8	-181 <sub>.</sub> 6	<i>-326</i> ,0
- Long-Term Debts	<i>1,254<sub>.</sub>4</i>	1,112 <u>.</u> 8	<i>827,7</i>	141.6	<i>426,7</i>
<ul><li>Non-Interest Bearing Liabilities</li></ul>	449.9	497.9	533.3	-48.0	-83.4
Total Liabilities	2,593 <sub>.</sub> 1	2,681.1	2,575.8	-88.0	17.3
1. Common & Preferred Stock	142.2	142.2	142.2	-	-
Total Shareholder Equity	822.1	738,1	948.2	84.0	-126.1
Net Debt Ratio	59.8%	61.5%	56.0%	-1.7%p	3.8%p
Long-Term Debts to Total Debts Ratio	58.5%	51.0%	40.5%	7 <u>.</u> 5%p	18 <u>.</u> 0%p
Current Ratio	70.6%	63.5%	42.0%	7 <u>.</u> 1%p	28 <u>.</u> 6%p
Total Liabilities to Equity Ratio	315.4%	363.3%	271.7%	-47.9%p	43.7%p

# Cash Flow

(Unit:KRW billion)

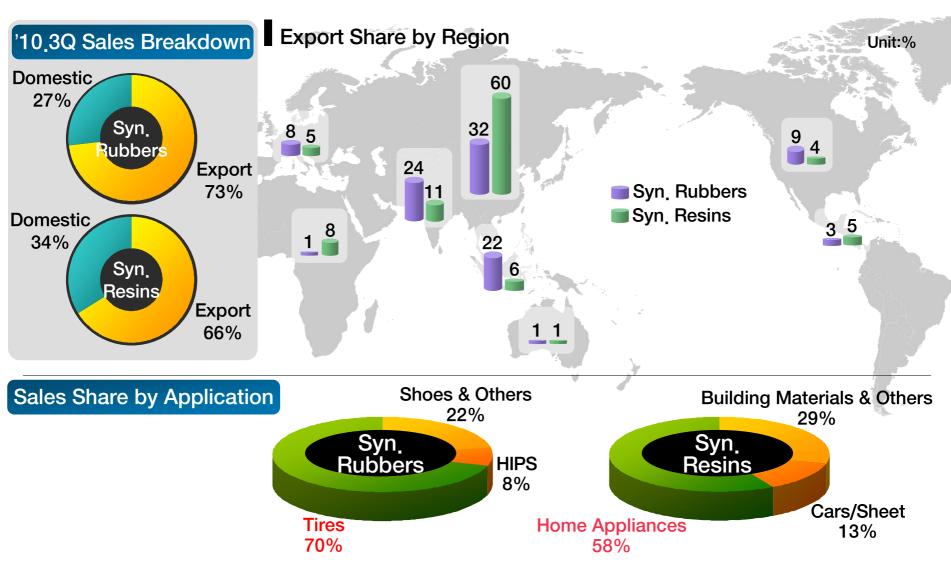
	110.00		100.00	Change Cost	
	'10 <u>.</u> 3Q	'10 <u>.</u> 2Q	'09 <u>.</u> 3Q	QoQ	YoY
Cash flow from operating activities	85.7	-15.6	110.9	101.3	-25.2
- Net Income	95.6	55.4	-39.8	40.2	135.4
- Depreciation/Retirement allowance	29.1	28.7	30.7	-0.4	-1.6
- Others	-39.0	-99.7	120.0	60.7	-159 <u>.</u> 0
Cash flow from investing activities	-44.9	29.5	-126.5	-74.4	81.6
- Tangible assets	-40.0	-64.7	-119.8	24.7	79.8
- Others	-4.9	94.2	-6.7	-99.1	1.8
Cash flow from financing activities	-20.7	61.1	4.6	-81.8	-25.3
- Borrowings	-20.7	61.1	4.6	-81.8	-25.3
- Treasury stock/Dividends	-	-	-	-	-
- Others	-	-	-	-	-
Net Cash Flow	20.1	75 <sub>.</sub> 0	-11.0	-54.9	31,1

# **Production Capacity**

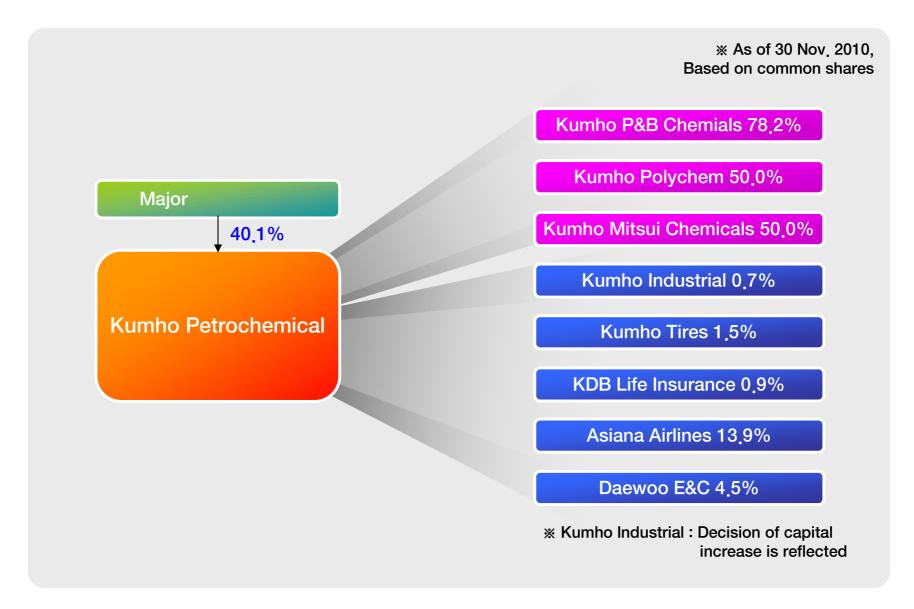
	Product	Capa <sub>.</sub>	Unit	Note
	SBR	481,000		Completion of Expansion : 110,000MT/Y(Ulsan), April 2009
	HBR	167,000		Completion of Expansion : 120,000MT/Y(Yeosu), End of 2010
Cynthatia	LBR	55,000		
Synthetic Rubbers	NBR	50,000	MT/Y	
nubbers	HSR	10,000		
	SB Latex	70,000		
	SBS	70,000		
	Total	903,000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

#### Sales Status

Sales by Region & Application



## Investments in affiliates



# Q & A