



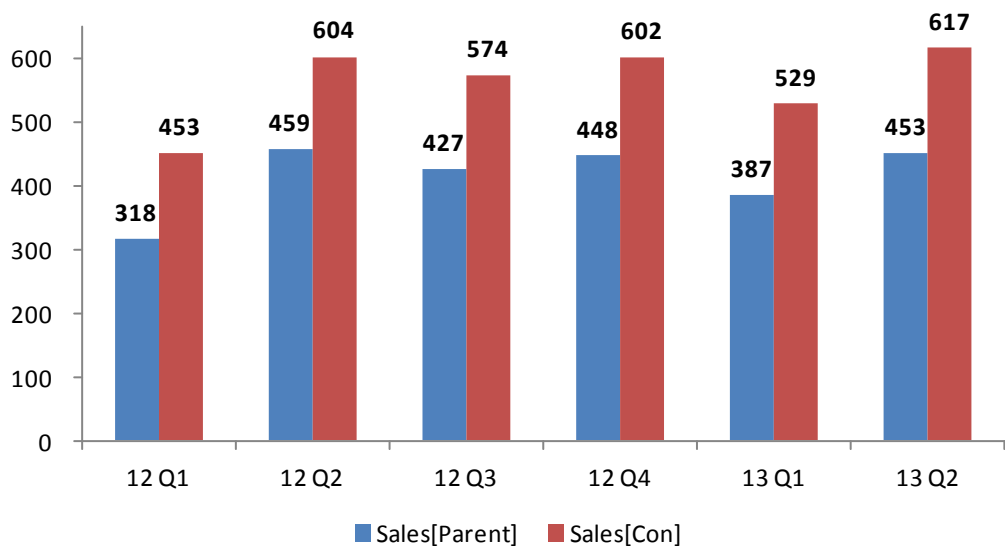
**Leading  
Innovation,  
Creating  
Tomorrow**

**Q2 2013 results**

**LSIS**

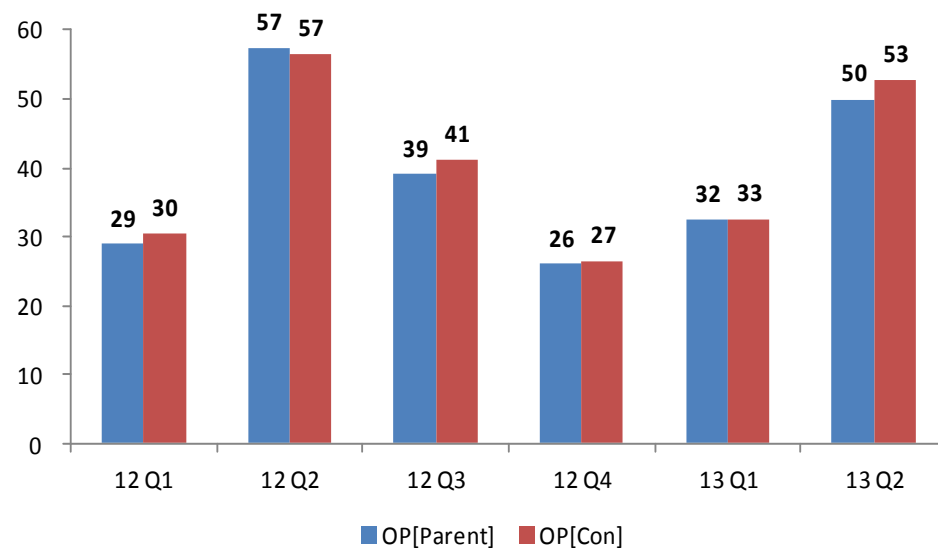
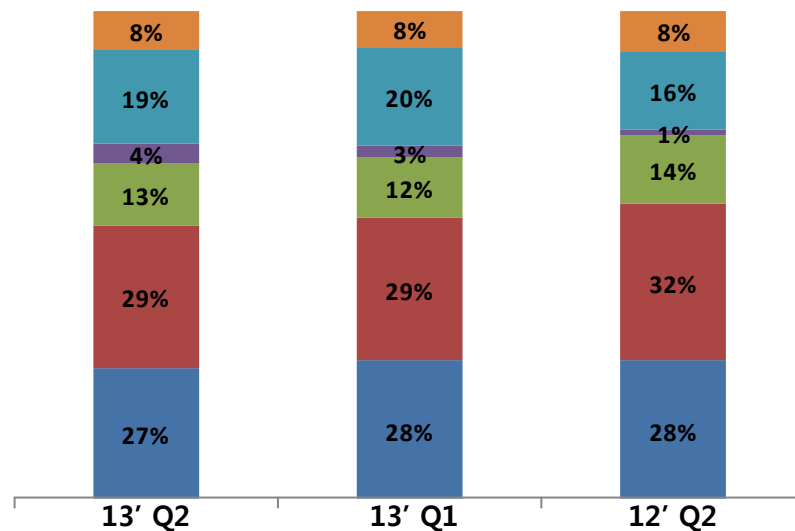
# Q2'13 Results

Won(Bil)	Q2 2013	Q1 2013	Q2 2012	change	
				Y-o-Y	Q-o-Q
Sales	617	529	604	2.2% ↑	16.6% ↑
COGS	501	436	484	3.6% ↑	15.1% ↑
GP	116	94	120	-3.3% ↓	23.8% ↑
S&A Exp	63	61	61	2.9% ↑	3.4% ↑
OP	53	33	56	-6.4% ↓	61.7% ↑
EBT	28	14	46	-39.3% ↓	100.0% ↑
Net Income	23	13	32	-28.0% ↓	80.3% ↑



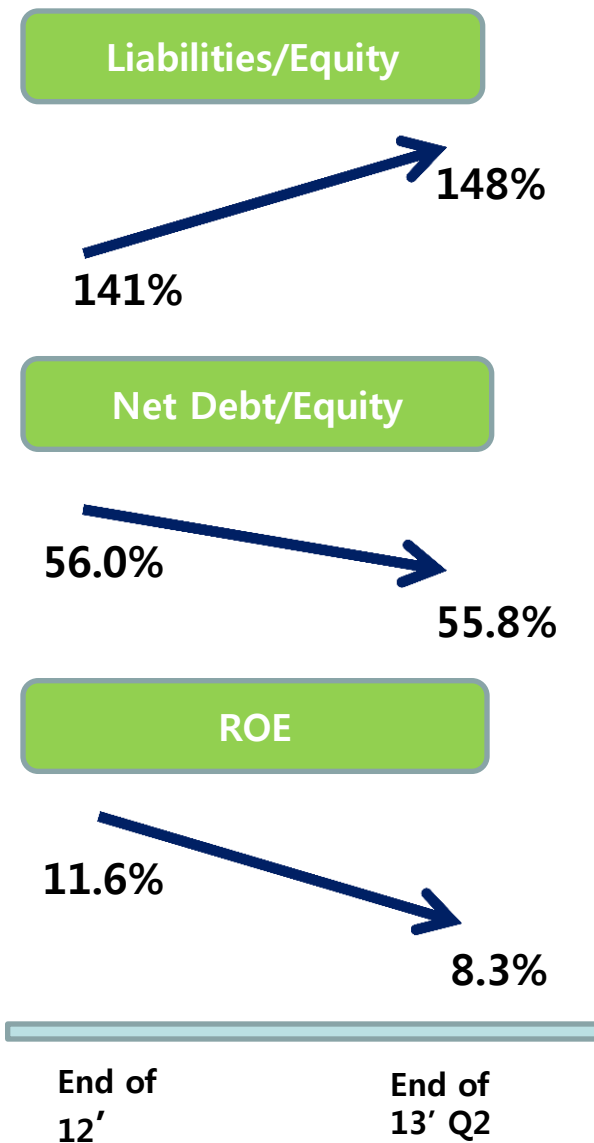
## Divisional Sales

■ E/E ■ T&D ■ Automation ■ Transportation ■ LS Metal ■ Other  
SOC



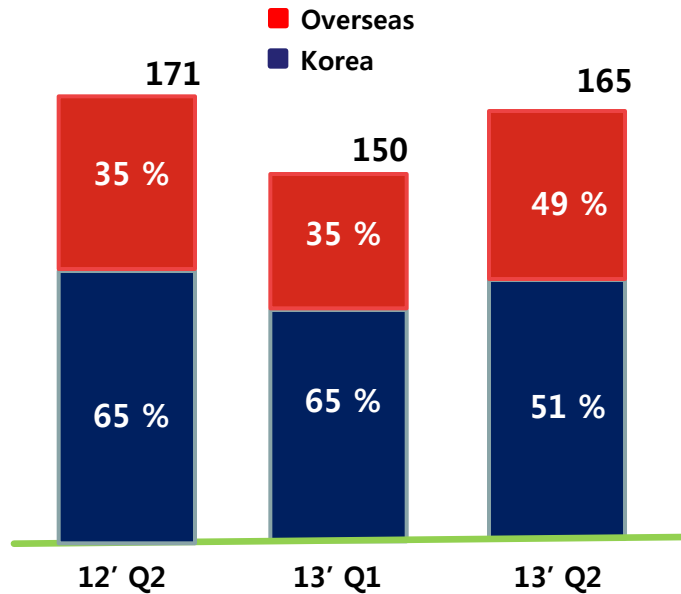
# Balance Sheet

Won(Bil)	13' Q2	2012	2011	Y-o-Y	(%)
<b>Asset</b>	<b>2,118</b>	2,020	1,770	98	4.9%
Current	<b>1,263</b>	1,157	920	106	9.2%
Cash & Cash Equi	<b>203</b>	176	125	27	15.3%
Non-Current	<b>855</b>	863	848	-8	-0.9%
<b>Liability</b>	<b>1,267</b>	1,183	993	84	7.1%
Current	<b>625</b>	604	514	21	3.5%
Non-Current	<b>642</b>	579	479	63	10.9%
<b>Equity</b>	<b>851</b>	839	777	12	1.4%
Net Debt	<b>475</b>	470	451	5	1.1%

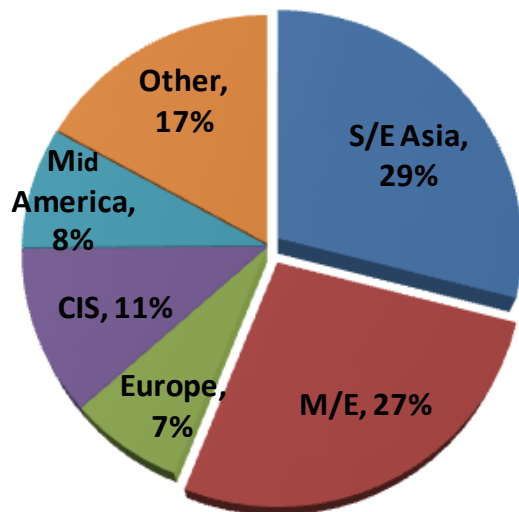


# Electric Equipment – Q2 Results & Market Outlook

Sales(bil)

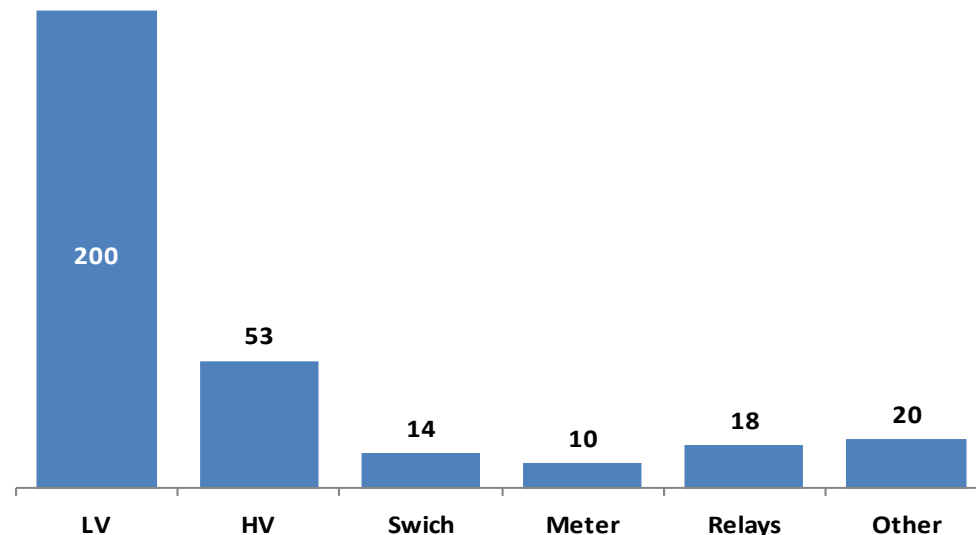


13' Q2 Export Region

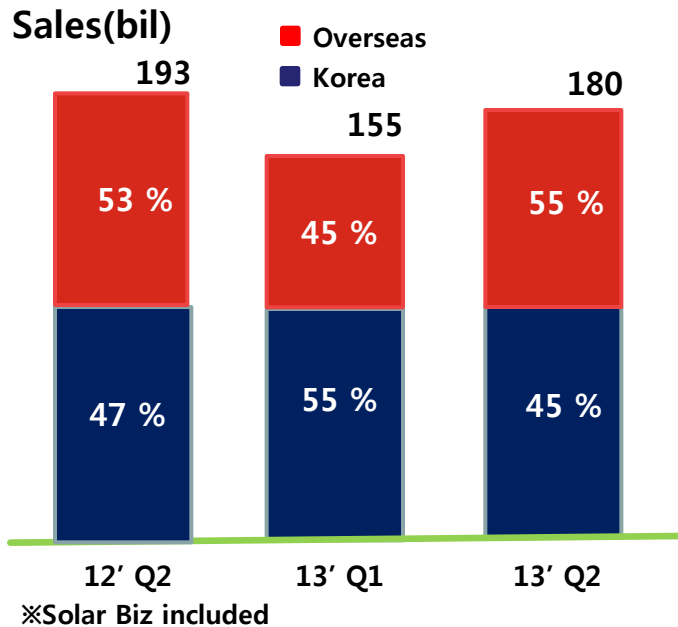


- Remained solid sales & operating profits despite of sluggish macro
- Maintained strong market dominance in Korea & exports portion increased to nearly 50% of total sales
- **[Domestic]**  
Sales ↓ (Y-o-Y) due to sales deferral of Gov't PJTs & recession in shipment industry
- **[Overseas]**  
Sales ↑ (Y-o-Y) due to sales growth to emerging market
- 2<sup>nd</sup> Half → Focusing on Local Mega PJTs(SSE, Hynix, Lotte, Kepco, Misc)
- Overall environment favorable as Macro Index expected to improve (CAPEX  $\Delta$ 1.9% → +1.7%, Construction  $\Delta$ 2.2 → +4.2%) in 2<sup>nd</sup> Half

Products(bil)

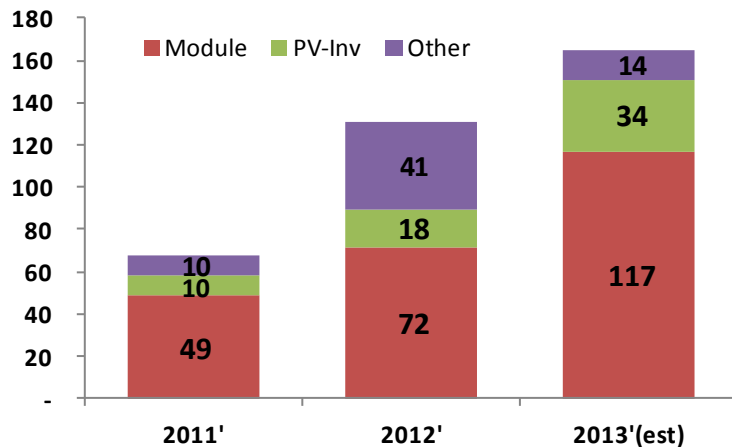


# T & D – Q2 Results & Market Outlook

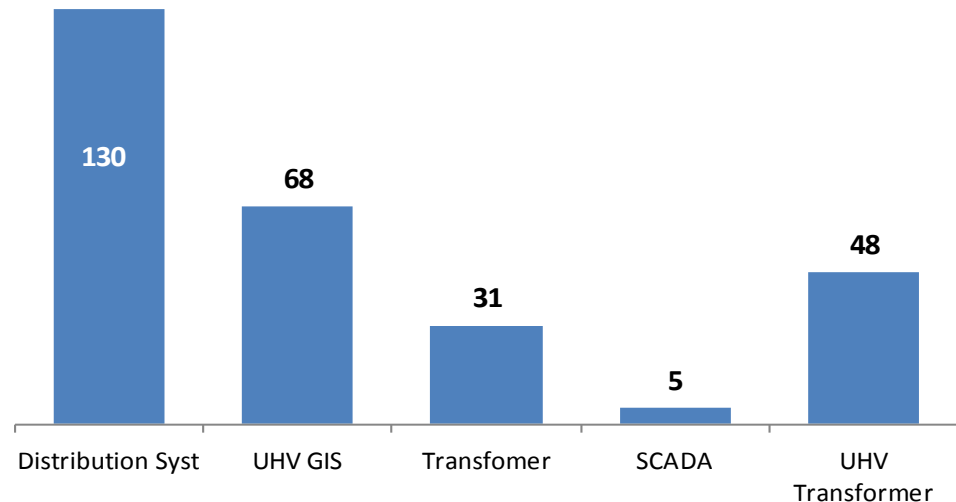


- Remained robust sales of Iraq substation PJT & PV-products to Japan
- Maintained strong Sales Growth on Q-o-Q base due to seasonality
- Sales ↓ (Y-o-Y) due to base effect of one-off PJT in Bulgaria(₩30b) in 12 Q2
- **[Domestic]**  
Sales ↓ (Y-o-Y) due to Market recession & Results of fortifying Risk MGT towards Local Construction Companies
- **[Overseas]**  
Strong performance at overseas biz(Iraq, Japan solar)
- **2<sup>nd</sup> Half**
  - Focusing rewarding Ongoing Bids in MENA region with Iraq Ref.
  - Fortifying Feasible Local PJTs in UHV Market(IIAT₩10b, KEPCO S/S ₩10b)
  - Solar sales expected to meet target of '13 largely driven by exports to Japan
  - Preparing 'After Iraq' Market(Saudi, Africa, US) with internalization of Iraq PJT

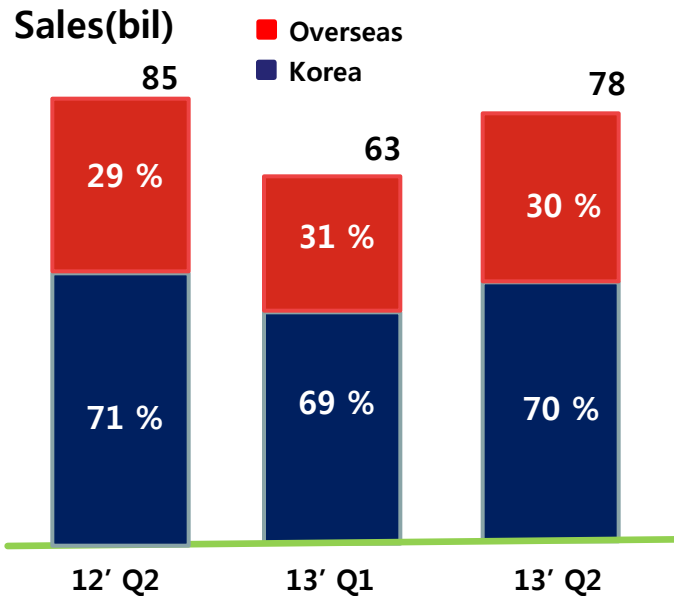
## Solar Biz Sales Outlook



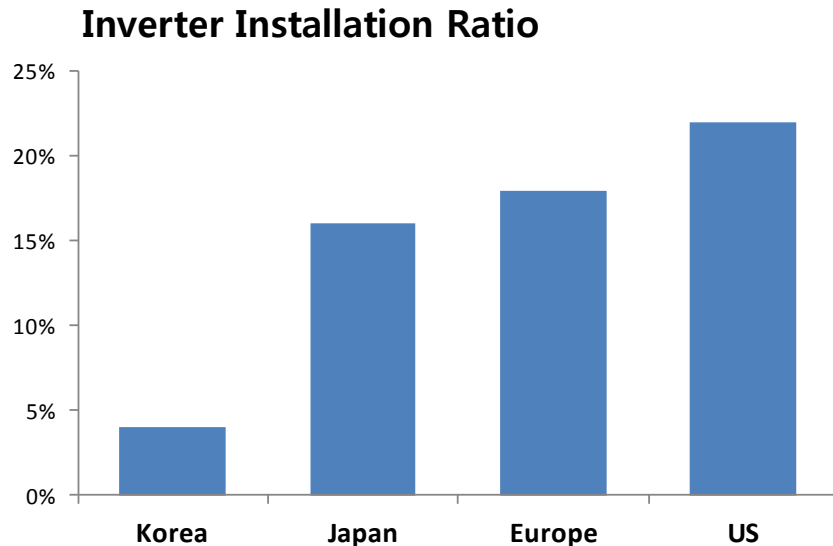
## Products(bil)



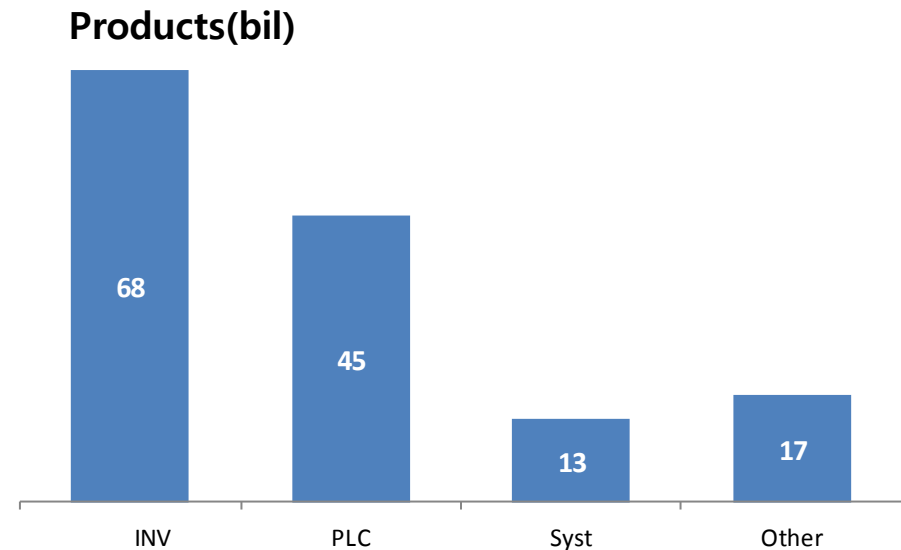
# Automation – Q2 Results & Market Outlook



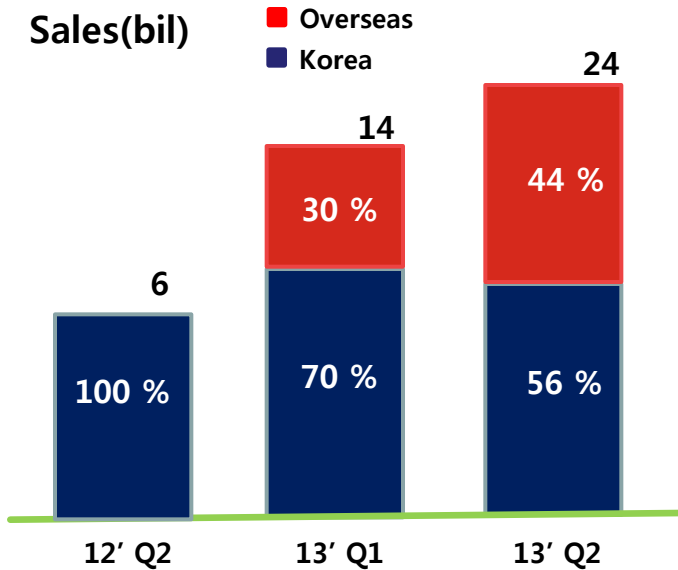
- Sales(Q-o-Q) rebounded driven by seasonality
- Remained Leading position in Local Device Market & Secured normal Sales Pace
- Automation System(Order base) sales slowdown due to weak back log
- **[Domestic]**  
Sales ↓ (Y-o-Y) due to Slow-paced Macro, downturn in Capex
- **[Overseas]**  
Sales Growth at Slow progress due to delaying in finding Key Accounts
- **2<sup>nd</sup> Half**
  - Focusing on Energy Saving Market(Power Shortage Issues in Korea)
  - System Sales expected to rebound in 2<sup>nd</sup> Half as Back log recovering
  - Expecting high growth in next 5 years as chronic power shortage issue



Source: Industry Data



# Transportation SOC - Q2 Results & Market Outlook



- Strong Sales growth driven by Sales recognition of KTX PJT & Bangladesh PJT
- Expected Sales of 13' ₩120b largely driven by two PJTs

PJT	Plan	Sales	%
KTX	65	13	20%
Bangladesh	23	14	62%

\* KTX : Korea Train eXpress

- New Orders Rewarded from Taiwan PJT(₩10b)
- 2<sup>nd</sup> Half
  - Focusing on New orders IIAT(₩20b)
  - New KTX PJT (Suseo-Pyungtaek)expected to place order(₩80b)

## Order Backlog

DIV		12'Q2	12' Q4	13' Q2
T & D	Korea	317	271	287
	Overseas	345	332	278
Trans SOC	Korea	191	317	316
	Overseas	35	7	31
Other	-	110	160	178
Total		998	1,087	1,090



# Business Introduction





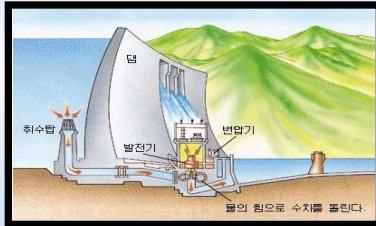
# Business portfolio

## Leading Electric Power, Automation & Green Business Total Solution Provider

### T&D

(Transmission & Distribution)

Power Plant



Primary Transmission

Primary Substation



Ultra-high voltage power transmission & distribution system equipment like gas insulated switchgear (GIS) and gas circuit breakers (GCB)

#### <Main Product>

- Gas Insulated Switchgear (GIS)
- Transformer
- Remote Monitoring & Diagnosis Equipment
- Power Distribution Panels & Switchgears
- Railway System

Sub-Transmission



Factory/Building/Household



Substation



Top low and medium voltage Electric equipment for electricity users

#### <Main Products>

- Vacuum Circuit Breaker
- Air Circuit Breaker
- Molded Case Circuit Breaker (MCCB)
- Contactors

# Business portfolio

## Automation & Drive

Factory / Building



IT Industry



Manufacturing Industry



Industrial Infrastructure



Automation systems, which integrate core hardware and software technologies as well as technological services, provide optimum total solutions in a wide range of industrial workplaces

<Main Product>

- Inverter (Motor Drive)
- PLC (Programmable Logic Controller)
- HMI (Human Machine Interface)
- Automation System (Distributed Control System)
- Power Semiconductor



Smart Grid



Photovoltaic System



Industrial IT



HVDC System



Green Car Solution

# Products portfolio –Electric Equipment

## Electric Equipment



- ❖ Low voltage
  - Air Circuit Breakers(ACB)
  - Molded Case Circuit Breakers (MCCB)
  - Miniature Circuit Breakers (MCB)
  - Magnetic Contactors (MC)
  - Electronic Motor Protection Relay(EMPR)
- ❖ High Voltage
  - Ring Main Unit(RMU), Load Break Switch(LBS)
  - Vacuum Circuit Breakers (VCB)
  - Vacuum Interrupter(VI)
  - Power Fuses
- ❖ Measurement / Relay
  - Smart Meter, Electronic Watt-Hour Meter
  - Digital Protection Relay & Meter

RMU, LBS	VCB	ACB	MCCB	MCB	MC & TOR	MMS
<ul style="list-style-type: none"> <li>• 12/17.5/24kV</li> <li>• 630A</li> <li>• 21kA (3s)</li> <li>• IEC62271-1~200</li> </ul>	<ul style="list-style-type: none"> <li>• AC 7.2~40.5kV</li> <li>• Up to 4,000A</li> <li>• Up to 50kA</li> <li>• IEC 62271-100</li> </ul>	<ul style="list-style-type: none"> <li>• AC 690V</li> <li>• Up to 6,300A</li> <li>• Up to 150kA</li> <li>• IEC 60947-2</li> </ul>	<ul style="list-style-type: none"> <li>• AC 690V</li> <li>• Up to 1600A</li> <li>• Up to 150kA</li> <li>• IEC 60947-2</li> </ul>	<ul style="list-style-type: none"> <li>• AC 400V</li> <li>• Up to 125A</li> <li>• Up to 10kA</li> <li>• IEC 60898</li> </ul>	<ul style="list-style-type: none"> <li>• AC 690V</li> <li>• Up to 800A</li> <li>• UL 508</li> <li>• IEC 60947-4</li> </ul>	<ul style="list-style-type: none"> <li>• AC 690V</li> <li>• Up to 100A</li> <li>• Up to 100kA</li> <li>• UL 508</li> <li>• IEC 60947-2/4</li> </ul>

# Products portfolio –T & D

## Transmission & Distribution



- ❖ Ultra High Voltage Equipment
  - Gas Insulated Switchgear
  - Gas Circuit Breaker
- ❖ Transformer
  - Mold Transformer
  - Cast Resin Transformer
  - Oil Immersed Transformer
- ❖ Power Distribution Panel
  - Gas Insulated Switchgear
  - Air Insulated Switchgear
  - Motor Control Center
- ❖ Diagnostic Equipment
  - Diagnosis & Overhaul,
  - Power Monitoring System, Rationalization
  - Power Quality Monitoring Solution
- ❖ Busway
  - Susol Busway, GH-P Type

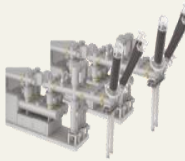
### Gas Insulated Switchgear

### Transformer

### Switchgear/Busway



- 362kV
- Up to 8,000A
- Up to 63kA



- 245kV
- Up to 4,000A
- Up to 50kA



- 72.5~170kV
- Up to 4,000A
- Up to 50kA



- 72~550kV
- Up to 800MVA
- IEC 60076 / ANSI(IEEE) C57



- 3.3~36kV
- Up to 20MVA



- 7.2~36kV
- 630~3150A
- up to 170kV
- IEC 62271-200
- KERI & KEMA Certified



- 600V
- 630 ~5000A
- 80 kA / 1s
- ASTA Certified



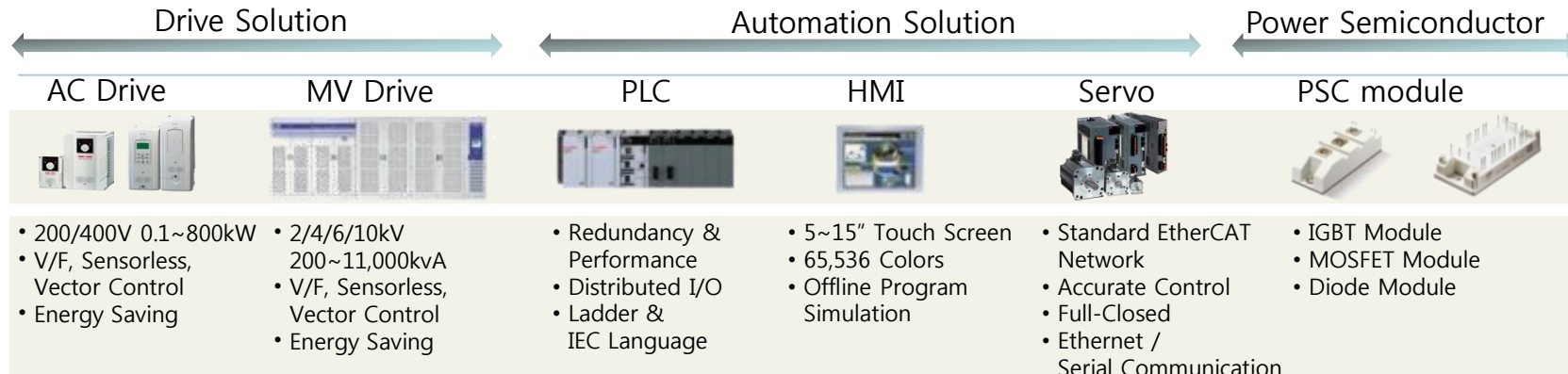
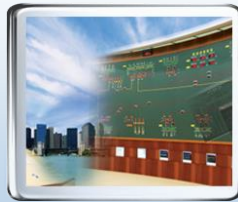
- Up to 1000 V
- 630~6000A (Al)
- 630~7500A (Cu)
- 220 kA / 1 s (Cu 4000A)

# Products portfolio –Automation

## Automation & Drive



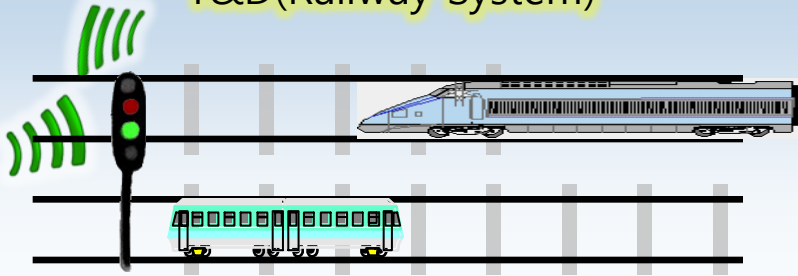
- ❖ PLC (Programmable Logic Controller)
- ❖ HMI (Human Machine Interface)
- ❖ Servo Motor/Drive
- ❖ AC Drive
- ❖ MV Drive
- ❖ Power Semiconductor





# Products portfolio –Trans. SOC

## T&D(Railway System)



Electronic Interlocking System(EIS)

- ❖ AF Track Circuit
  - Analog Audio Frequency Track Circuit
  - Digital Audio Frequency Track Circuit
- ❖ CTC
  - Centralised Traffic Control(CTC)
- ❖ Traction Power System
  - Scott Transformer, DC Switchgear & DC Rectifier, GIS
- ❖ Signalling System
  - Communication Based Train Control(CBTC)
  - Electronic Interlocking System(EIS)
  - Automatic Train Protection(ATP)
- ❖ ATC
  - Automatic Train Control System(ATC)
  - Automatic Train Operation(ATO)

AF Track Circuit



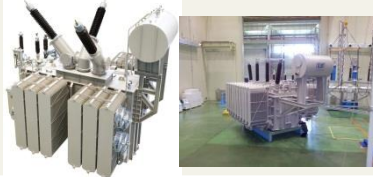
- Analog Audio Frequency Track Circuit
- Digital Audio Frequency Track Circuit

CTC



- Centralised Traffic Control

Traction Power System



- Scott Transformer (154kV/55kV)
- DC Switchgear
- DC Rectifier(1,500V / 750V)
- High Voltage Transformer (154kV/22.9kV)
- GIS (170kV, 72.5kV)
- Low Voltage Switchgear

Signalling System



- CBTC System
- EIS
- ATP

ATC



- High Speed Train ATC Facility
- Korail maintenance train ATC
- High speed mainline signaling system
- ATC Ground Control System
- ATC Ground Control S/W
- ATC/ATO Train Control S/W