

Earnings Release Q1 2011

**Samsung Electronics**

April 2011

# Disclaimer

The financial information in this document are consolidated earnings results based on K-IFRS.

This document is provided for the convenience of investors only, before our external audit on Q1 2011 financial results of our headquarters is completed. The audit outcomes may cause some parts of this document to change.

This document contains "forward-looking statements" - that is, statements related to future, not past, events.

In this context, "forward-looking statements" often address our expected future business and financial performance, and often contain words such as "expects", "anticipates", "intends", "plans", "believes", "seeks" or "will".

"Forward-looking statements" by their nature address matters that are, to different degrees, uncertain.

For us, particular uncertainties which could adversely or positively affect our future results include:

- The behavior of financial markets including fluctuations in exchange rates, interest rates and commodity prices
- Strategic actions including dispositions and acquisitions
- Unanticipated dramatic developments in our major businesses including Semiconductor, DP (Display Panel), Telecommunication, DM & A (Digital Media & Appliances)
- Numerous other matters at the national and international levels which could affect our future results

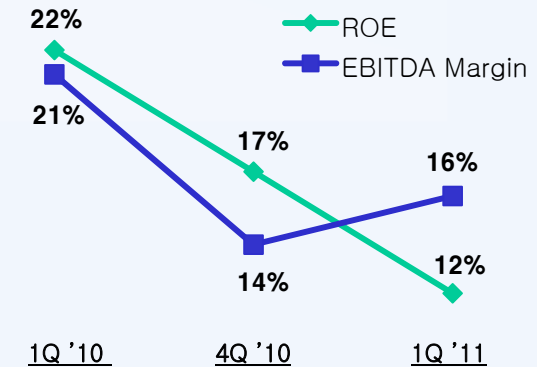
These uncertainties may cause our actual results to be materially different from those expressed in this document.

# Income Statement

(Unit: Trillion Won)	<b>1Q '11</b>	<b>(% of sales)</b>	<b>Y-on-Y</b>	<b>1Q '10</b>	<b>(% of sales)</b>	<b>4Q '10</b>	<b>(% of sales)</b>
<b>Sales</b>	<b>36.99</b>	<b>100%</b>	<b>7%↑</b>	<b>34.64</b>	<b>100%</b>	<b>41.87</b>	<b>100%</b>
Cost of Sales	26.05	70.4%	13%↑	23.01	66.4%	29.12	69.5%
<b>Gross Profit</b>	<b>10.93</b>	<b>29.6%</b>	<b>6%↓</b>	<b>11.63</b>	<b>33.6%</b>	<b>12.76</b>	<b>30.5%</b>
R&D expenses	2.34	6.3%	14%↑	2.05	5.9%	2.43	5.8%
SG&A expenses	5.79	15.7%	5%↑	5.54	16.0%	7.20	17.2%
Other operating profits / losses	0.15	0.4%	59%↓	0.37	1.1%	△0.12	△0.3%
<b>Operating Profit</b>	<b>2.95</b>	<b>8.0%</b>	<b>33%↓</b>	<b>4.41</b>	<b>12.7%</b>	<b>3.01</b>	<b>7.2%</b>
Equity method gains / losses	0.38	1.0%	19%↓	0.46	1.3%	0.69	1.7%
Finance incomes / expenses	0.06	0.2%	40%↓	0.11	0.3%	△0.09	△0.2%
<b>Profit Before Income Tax</b>	<b>3.39</b>	<b>9.2%</b>	<b>32%↓</b>	<b>4.97</b>	<b>14.4%</b>	<b>3.62</b>	<b>8.6%</b>
Income tax	0.60	1.6%	38%↓	0.98	2.8%	0.20	0.5%
<b>Net profit</b>	<b>2.78</b>	<b>7.5%</b>	<b>30%↓</b>	<b>3.99</b>	<b>11.5%</b>	<b>3.42</b>	<b>8.2%</b>

## Key Profitability Indicators

	<b>1Q '11</b>	<b>1Q '10</b>	<b>4Q '10</b>
<b>ROE</b>	<b>12%</b>	<b>22%</b>	<b>17%</b>
Profitability (Net income/Sales)	0.08	0.12	0.08
Asset turnover (Sales/Asset)	1.09	1.22	1.36
Leverage (Asset/Equity)	1.50	1.53	1.52
<b>EBITDA Margin</b>	<b>16%</b>	<b>21%</b>	<b>14%</b>



# Segment Information

## Sales by Segment

(Unit: Trillion Won)	<b>1Q '11</b>	<b>Y-on-Y</b>	<b>1Q '10</b>	<b>4Q '10</b>
<b>Semiconductor</b>	<b>9.18</b>	<b>12%↑</b>	<b>8.20</b>	<b>9.25</b>
– Memory	5.87	5%↑	5.59	6.04
– S.LSI	2.32	100%↑	1.16	2.16
<b>DP</b>	<b>6.51</b>	<b>5%↓</b>	<b>6.85</b>	<b>7.20</b>
– LCD	5.27	12%↓	5.98	5.81
<b>Telecom</b>	<b>10.64</b>	<b>19%↑</b>	<b>8.96</b>	<b>11.75</b>
– Mobile	10.14	18%↑	8.57	11.15
<b>DM &amp; A</b>	<b>13.52</b>	<b>5%↑</b>	<b>12.83</b>	<b>16.33</b>
– VD	7.68	1%↑	7.61	10.28
– Appliances	2.79	13%↑	2.47	2.97
Others	△2.87	–	△2.21	△2.67
<b>Total</b>	<b>36.99</b>	<b>7%↑</b>	<b>34.64</b>	<b>41.87</b>

※ Sales of each segment include intersegment sales

## Operating Profit by Segment

(Unit: Trillion Won)	<b>1Q '11</b>	<b>(Margin)</b>	<b>Y-on-Y</b>	<b>1Q '10</b>	<b>(Margin)</b>	<b>4Q '10</b>
<b>Semiconductor</b>	<b>1.64</b>	<b>17.9%</b>	<b>5.9%p↓</b>	<b>1.96</b>	<b>23.8%</b>	<b>1.80</b>
<b>DP</b>	<b>△0.23</b>	<b>△3.5%</b>	<b>10.7%p↓</b>	<b>0.49</b>	<b>7.2%</b>	<b>0.10</b>
<b>Telecom</b>	<b>1.43</b>	<b>13.5%</b>	<b>1.2%p↑</b>	<b>1.10</b>	<b>12.2%</b>	<b>1.48</b>
<b>DM &amp; A</b>	<b>0.10</b>	<b>0.8%</b>	<b>3.3%p↓</b>	<b>0.53</b>	<b>4.1%</b>	<b>△0.20</b>
Others*	△0.004			0.34		△0.16
<b>Total</b>	<b>2.95</b>	<b>8.0%</b>	<b>4.7%p↓</b>	<b>4.41</b>	<b>12.7%</b>	<b>3.01</b>

※ Other businesses & Other operating profits/losses

※ Since SetTop Box business belonging has been changed (from Telecom to DM & A), related 2010 earnings have been re-stated

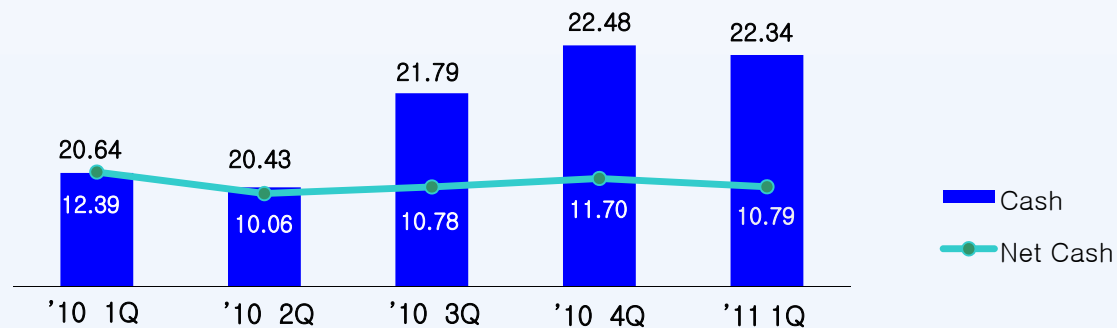
# Cash Flow Statement

(Unit: Trillion Won)

	<u>1Q '11</u>	<u>4Q '10</u>
Cash (Beginning of period)*	22.48	21.79
Cash flow from Operation	4.34	8.02
Net profit	2.78	3.42
Depreciation	2.98	2.87
Others	△1.42	1.73
Cash flow from Investment	△5.95	△7.33
Increase in tangible assets	△5.53	△6.64
Cash flow from Finance	1.43	△0.27
Increase in Debts	1.04	△0.18
<i>Net increase in cash</i>	△0.14	0.69
Cash (End of period)*	22.34	22.48

\* Cash = Cash + Cash equivalents + Short-term financial instruments + Short-term available-for-sale securities

## Cash & Net Cash Position



# Statement of Financial Position

(Unit: Trillion Won)	<b>1Q '11</b>	<b>4Q '10</b>	<b>1Q '10</b>
<b>Current assets</b>	<b>60.96</b>	<b>61.40</b>	<b>55.30</b>
Cash*	22.34	22.48	20.64
Trade accounts & notes receivable	17.74	19.15	17.02
Inventories	14.18	13.36	11.72
<b>Non-current assets</b>	<b>75.58</b>	<b>72.89</b>	<b>59.80</b>
Investments	12.18	11.80	9.59
PP&E	55.18	52.96	44.03
<b>Total assets</b>	<b>136.53</b>	<b>134.29</b>	<b>115.10</b>
Debts	11.55	10.78	8.25
<b>Total liabilities</b>	<b>45.03</b>	<b>44.94</b>	<b>39.86</b>
<b>Total shareholders' equity</b>	<b>91.50</b>	<b>89.35</b>	<b>75.24</b>

\* Cash = Cash + Cash equivalents + Short-term financial instruments + Short-term available-for-sale securities

## Key Financial Indicators

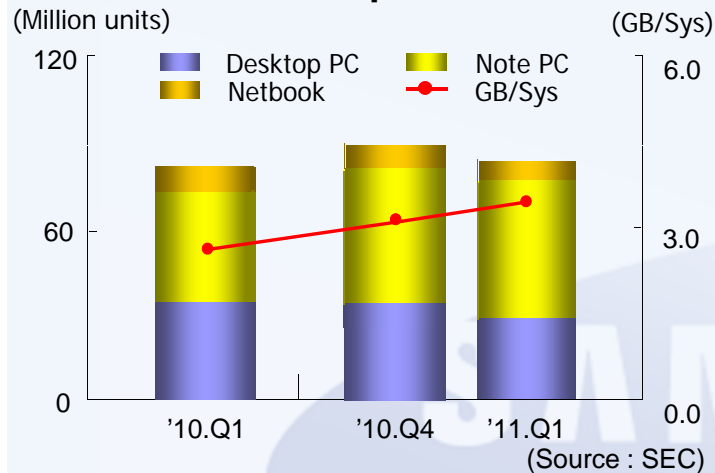
(Unit : %)	<b>1Q '11</b>	<b>4Q '10</b>	<b>1Q '10</b>
Current ratio*	160%	154%	157%
Liability/Equity	49%	50%	53%
Debt/Equity	13%	12%	11%
Net debt/Equity	△12%	△13%	△16%

\* Current ratio= Current Assets / Current Liabilities

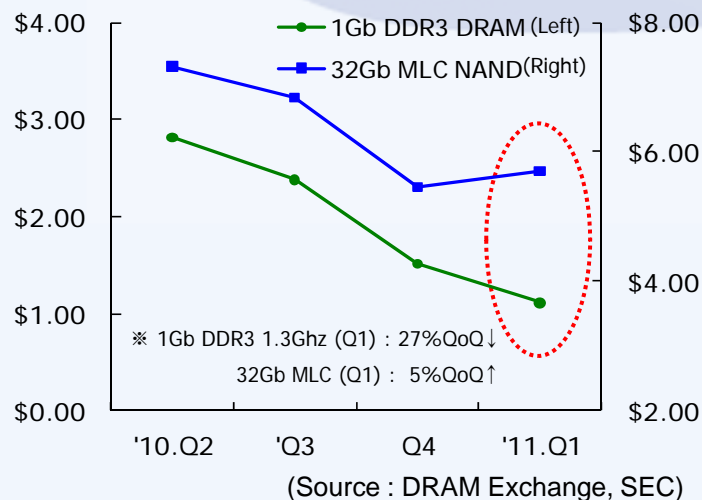
# Semiconductor

## Q1 results

### PC shipment



### Memory spot price trends



### Memory

- DRAM : Weak PC demand due to seasonality, but solid demand continued for mobile/server applications
  - PC shipment : high-single digit ↓ (QoQ), flat (YoY)
  - GB/Sys : Approximately 10% ↑ (QoQ), mid-20% ↑ (YoY)
- ☞ Samsung : Achieved solid performance through strengthening cost competitiveness via 3Xnm migration and reinforcing high value-added product lineup (e.g. mobile/server DRAM)
- NAND : Strong set/embedded demand amid weak channel demand
  - Solid demand for mobile applications (smartphones and tablets)
  - Weak demand in channel such as memory card due to seasonality
- ☞ Samsung : Improved business performance by strengthening cost competitiveness via 2Xnm migration and expanding set/embedded market sales

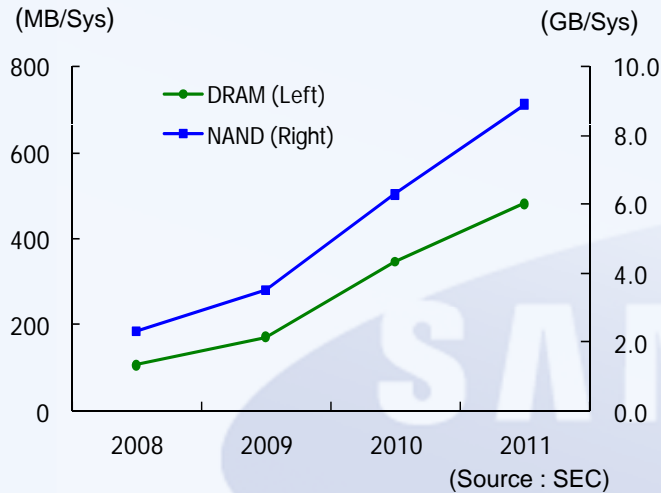
### System LSI

- Strong demand for high-performance mobile devices (e.g. smartphones) led to increased demand for major products (i.e. AP, high-pixel image sensors)
- ☞ Samsung : Achieved sales growth via mass production of dual core AP and increased shipment of high-pixel image sensor, etc.

# Semiconductor

## Business outlook

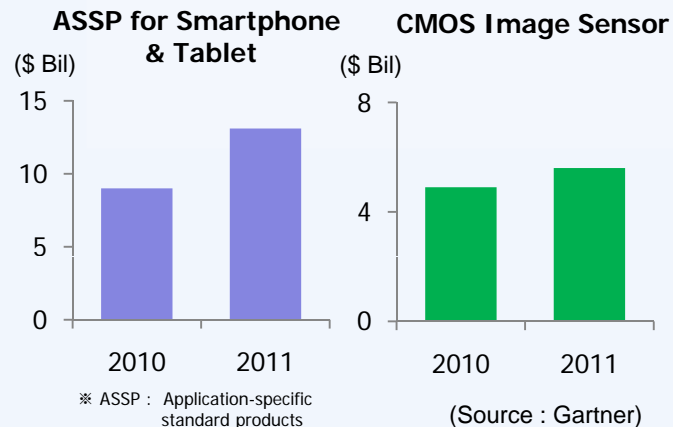
### Memory in smartphone



### Market

- DRAM : Expect inventory buildup demand ahead of peak seasons despite weak seasonality
  - Low BOM cost of DRAM and resolution of Intel chipset issue to help demand
  - Solid demand for Mobile DRAM to continue with pull-in demand for smartphones/tablets
- NAND : Market tightness to continue with solid mobile demand
  - Expect solid demand amid new model competition in smartphone/tablet market
  - Demand weakness in channel to continue
- System LSI : Expect solid demand from mobile devices to continue

### S. LSI market outlook

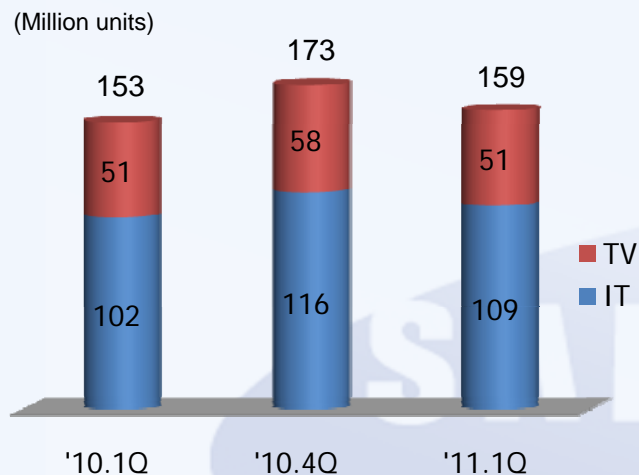


### Samsung

- Memory
  - DRAM : Strengthen product mix with differentiated products (e.g. mobile/server) and tech. leadership / cost competitiveness by expanding 3Xnm portion
  - NAND : Strengthen cost competitiveness and M/S by expanding 2Xnm portion while focusing on set/embedded products
- System LSI
  - Sustain growth momentum via ramp up of dual core mobile AP and sales expansion of high-pixel image sensors
  - Expand foundry customer base



**Large panel shipment (market)**



(Source : Display Search, '11.1Q)

**Panel ASP (market)**

( USD, %)

ASP	'10.4Q	'11.1Q	Change
<b>Note PC</b>	48	49	2%
<b>Monitor</b>	70	72	4%
<b>TV</b>	219	223	2%

(Source : Display Search, '11.1Q)

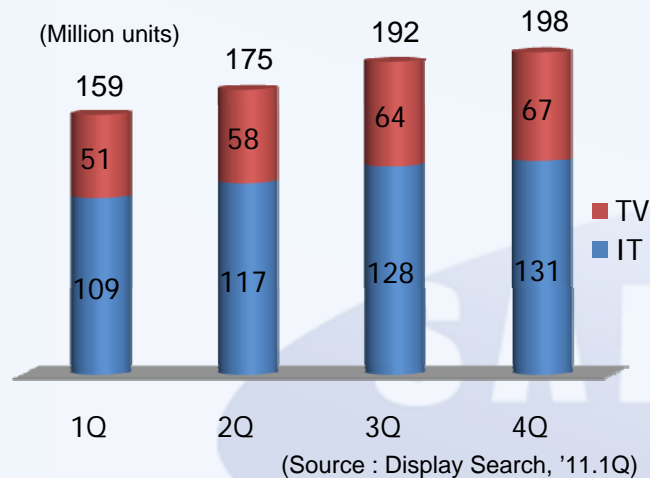
**Market**

- Panel demand declined QoQ due to demand growth slowdown in China and weak demand in developed markets amid seasonality
- Shipments : '10.4Q 173M → '11.1Q 159M units (8%↓ QoQ, 4%↑ YoY)
- TV : Demand weakened due to seasonality and conservative inventory management by set makers (12%↓ QoQ)
  - ※ Despite downward panel ASP trend, blended ASP increased slightly due to higher portion of new products (e.g. LED TV panels) ('10.4Q \$219 → '11.1Q \$223, 2%↑ QoQ)
- IT : Weak demand due to slow set sales amid weak seasonality (6%↓ QoQ)
  - However, demand for tablet panels remained strong
  - ※ Blended ASP increased (NB 2%↑, MNT 4%↑) due to increased portion of tablets and LED monitor panels, while panel makers adjusted utilization rates amid worsened profitability

**Samsung**

- Total panel shipments decreased by high-single-digit% QoQ, but increased approximately 10% YoY
- TV : LED TV panel shipments increased despite decrease in total panel shipments (high-10% ↑ QoQ)
- IT : Shipments of high value-added tablet panels continued to increase (high-30% ↑ QoQ)

**2011 panel demand outlook (market)**

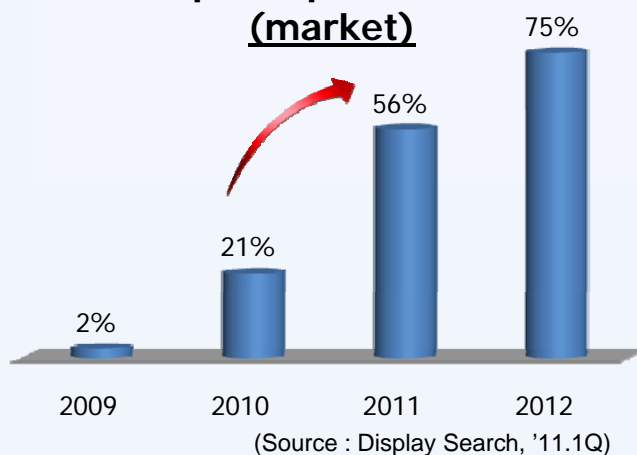


**Market**

- Expect demand increase due to new set product launches in Q2 despite weak seasonality
- TV : Expect panel demand to increase, led by new product launches and ASP to increase with increased portion of LED TV panels
- IT : Expect demand to grow QoQ in line with back-to-school demand in North America and demand increase in China
  - Tablet panel demand to increase continuously
- ※ As set makers' overall panel inventory level is low, panel demand may increase with inventory re-stocking

**Samsung**

**LED TV panel penetration rate (market)**

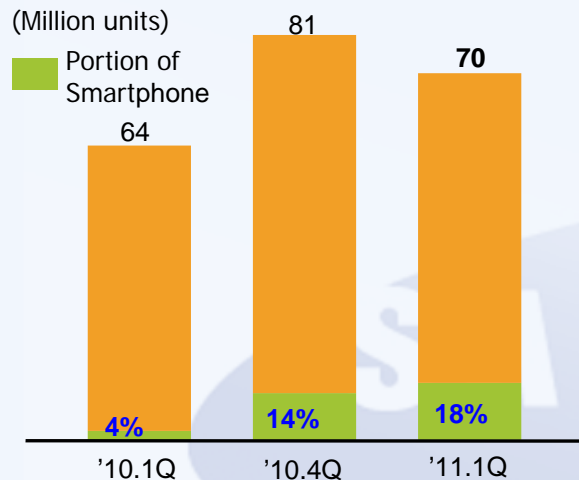


- ☞ Focus on securing profitability by increasing the portion of differentiated products and enhancing production efficiency
- TV : Expand product line-up (e.g. entry-level LED , 3D TV panels) in addition to existing high-end products and strengthen customer base
  - 1-side LED, entry-level 3D, and emerging market-specific panels (32" and smaller panels), etc.
- IT : Increase sales of tablet panels and reinforce high value-added product line-up (e.g. slim, wide view angle, LED, and 3D)

# Telecommunication

Q1 results

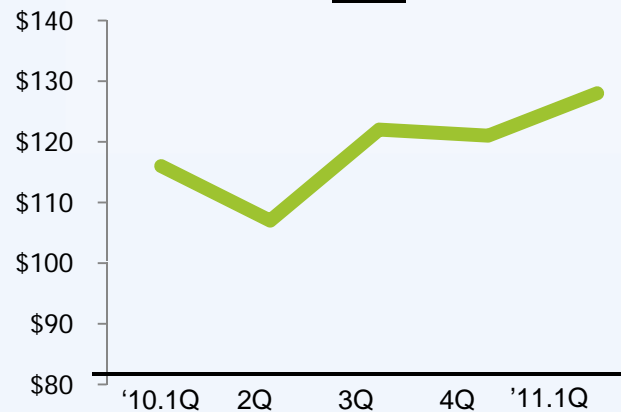
## Shipment (tablet included)



## Handset

- Shipment : 70 million units (9%↑ YoY, 14%↓ QoQ)
  - Smartphone shipments increased while total shipments decreased under weak seasonality
  - Smartphone : Shipment continued to grow (QoQ 16%↑) with full product line-up
  - Sustained strong sales of high-end products (Galaxy S, WaveII, etc.) and increased shipments of mass models (Galaxy Ace, Galaxy mini, Wave525, etc.)
- ASP increased QoQ due to enhanced product mix
  - Portion of smartphone continued to increase : '10.4Q 14% → '11.1Q 18%

## ASP



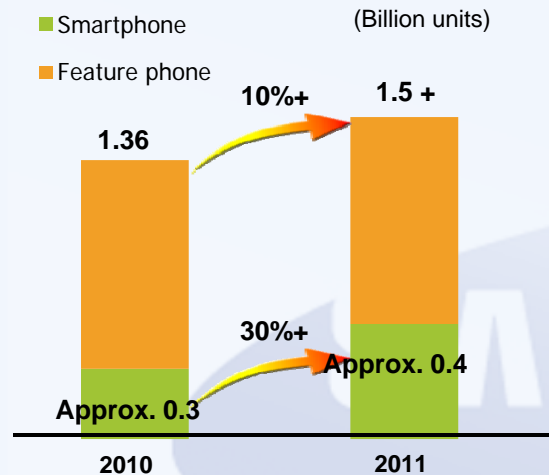
## Network

- Sustained sales growth (YoY) via expansion of domestic & overseas LTE business, upgrade of domestic 3G network, etc.
- 👉 **Profitability of Telecommunication business improved QoQ and YoY due to solid earnings of both Handset and Network businesses despite weak seasonality**

# Telecommunication

## Business outlook

### Handset market



### Strategic models



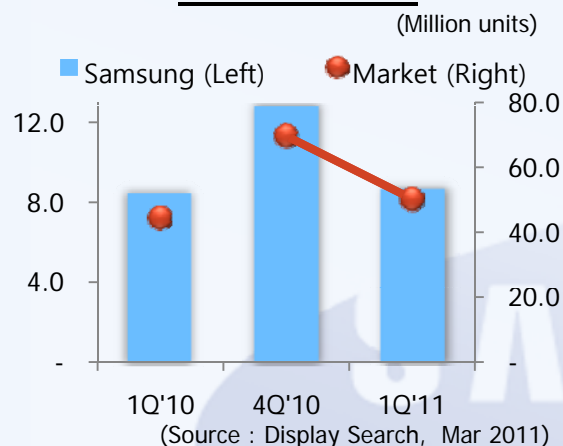
### Market

- Q2 : Expect demand to increase slightly QoQ amid weak seasonality
  - Smartphones and Emerging market to drive industry demand growth
  - Replacement demand for premium smartphones and demand for mass market models to increase continuously
  - Emerging market : Mid/Low-end Smartphone and Feature phone demand to increase continuously
  - Tablet : Product & Price competition to intensify with new model launches

### Samsung

- Target to outperform the industry growth in Q2
  - Sustain smartphone sales growth with new model launches
  - Flagship models : Galaxy S II (Global), 4G Smartphone (US), etc.
  - Expand mass market models to address demand by different price ranges
  - Strengthen tablet line-up with the launch of Galaxy Tab 10.1
  - Enhance retail channel competitiveness in the emerging market
- ☞ **Expand global M/S and Maintain a double-digit operating margin**
- Network : Expect sales to grow with new LTE business in USA/Asia and expansion of M-WiMAX & domestic 3G services

### FPTV market

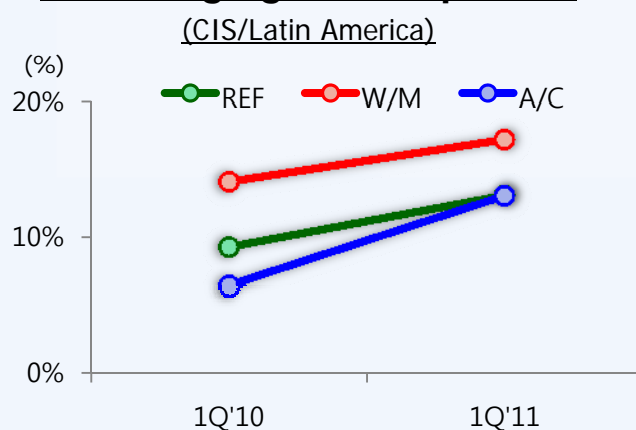


### TV

- Market : Demand increased slightly YoY, but demand decreased QoQ under weak seasonality
- Samsung : FPTV shipment 8.8 M units (YoY 5% ↑, QoQ 31% ↓)
  - Shipment portion of large size/LED TVs increased continuously in both developed and emerging markets
    - LED TV shipment grew substantially in emerging markets (YoY 420% ↑)
    - ※ LED TV shipment portion increased : '10.4Q 33% → '11.1Q 39%

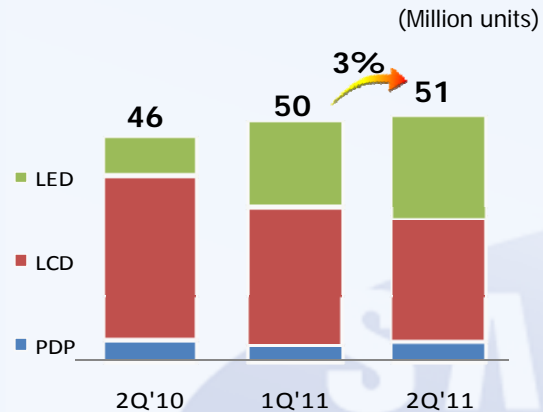
### Digital Appliances

### DA emerging market portion



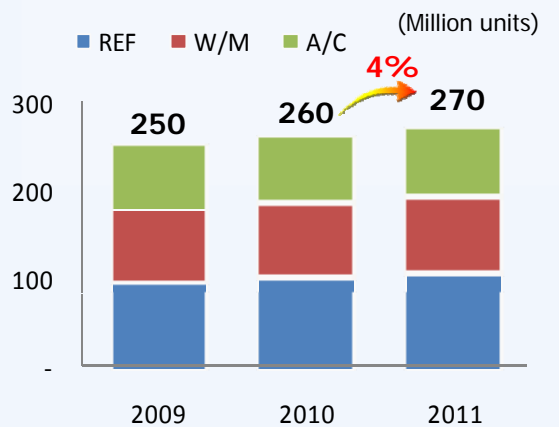
- Sales increased by low 10% YoY, driven by solid sales in emerging markets (CIS, Latin America, etc.) and enhanced competitiveness of premium products in Europe
  - Sales growth in emerging markets (CIS, Latin America, etc.) : low-50% ↑ YoY
    - Revenue portion of emerging market : '10.1Q 13% → '11.1Q 17%
  - Sales increase of premium products (REF, W/M, A/C) : mid-10% YoY
- ☞ Digital Media & Appliances business turned profitable QoQ due to increased sales of premium TV & IT products and improved performance of Appliances business despite weak seasonality

### FPTV market



(Source : Display Search, Mar 2011)

### DA market



(AHAM, GFK, SEC estimates)

### Market

- FPTV : Market demand to increase by 11% YoY and by 3% QoQ in Q2
  - Expect solid demand growth for LED and 3D TVs amid continuous price competition
    - LED TV portion to increase : '10.4Q 30% → '11.1Q 38% → 2Q 45%
  - Growth momentum in emerging markets to lead market growth despite demand slowdown in developed markets
    - Emerging markets demand to grow 21% YoY in Q2
- Appliances : Demand for major products (REF, W/M, and A/C) to increase by 4% YoY

### Samsung

- FPTV : Focus on growth and profitability by sales expansion of new product line ups
  - Developed markets : Expand product line-up and sales channels of premium products (3D TVs, smart TVs, etc.)
  - Emerging markets : Expand sales of regional strategic models
- Appliances : Focus on sales increase and profitability by strengthening product competitiveness and enhancing global SCM
  - New model launch : premium / eco-friendly products, etc
  - Enhancing efficiency : strengthening overseas operations and global SCM, etc

## [Appendix 1] Statement of Financial Position (K-IFRS)

(Unit : KRW 100 Million)

	1Q '11 (A)	4Q '10 (B)	1Q '10 (B)	Q-on-Q (A - B)	Y-on-Y (A - C)
<b>Current Assets</b>	<b>609,571</b>	<b>614,026</b>	<b>552,967</b>	<b>-4,455</b>	<b>56,604</b>
- Cash *	223,408	224,800	206,433	-1,392	16,975
- A/R	177,433	191,531	170,209	-14,098	7,224
- Inventories	141,763	133,645	117,162	8,118	24,601
- Other Current Assets	66,967	64,050	59,163	2,917	7,804
<b>Non Current Assets</b>	<b>755,751</b>	<b>728,861</b>	<b>597,991</b>	<b>26,890</b>	<b>157,760</b>
- Investment	121,801	118,007	95,859	3,794	25,942
- PP&E	551,821	529,646	440,290	22,175	111,531
- Intangible Assets	28,714	27,802	17,750	912	10,964
- Other Non Current Assets	53,415	53,406	44,092	9	9,323
<b>Total Assets</b>	<b>1,365,322</b>	<b>1,342,887</b>	<b>1,150,958</b>	<b>22,435</b>	<b>214,364</b>
<b>Liabilities</b>	<b>450,334</b>	<b>449,397</b>	<b>398,568</b>	<b>937</b>	<b>51,766</b>
- Debts	115,478	107,754	82,511	7,724	32,967
- Trade Accounts and N/P	97,026	91,487	104,561	5,539	-7,535
- Other Accounts and N/P & Accrued Expenses	142,226	150,494	125,694	-8,268	16,532
- Income Tax Payable	16,839	20,515	11,759	-3,676	5,080
- Unearned Revenue & Other Advances	15,378	13,988	9,590	1,390	5,788
- Other Liabilities	63,387	65,159	64,453	-1,772	-1,066
<b>Shareholders' Equity</b>	<b>914,988</b>	<b>893,490</b>	<b>752,390</b>	<b>21,498</b>	<b>162,598</b>
- Capital Stock	8,975	8,975	8,975	0	0
<b>Total Liabilities &amp; Shareholder's Equity</b>	<b>1,365,322</b>	<b>1,342,887</b>	<b>1,150,958</b>	<b>22,435</b>	<b>214,364</b>

\* Cash = Cash + Cash equivalent + Short-term financial instruments + Marketable securities

## [Appendix 2] Income Statement (K-IFRS)

(Unit : KRW 100 Million)

	1Q '11		4Q '10		1Q '10		Q-on-Q (A - B)	Y-on-Y (A - C)
	(A)	%	(B)	%	(C)	%		
<b>Sales</b>	<b>369,850</b>	<b>100%</b>	<b>418,711</b>	<b>100%</b>	<b>346,381</b>	<b>100%</b>	<b>-48,861</b>	<b>23,469</b>
<b>Cost of Sales</b>	<b>260,544</b>	<b>70.4%</b>	<b>291,156</b>	<b>69.5%</b>	<b>230,086</b>	<b>66.4%</b>	<b>-30,612</b>	<b>30,458</b>
<b>Gross Profit</b>	<b>109,306</b>	<b>29.6%</b>	<b>127,555</b>	<b>30.5%</b>	<b>116,295</b>	<b>33.6%</b>	<b>-18,249</b>	<b>-6,989</b>
<b>R&amp;D</b>	<b>23,441</b>	<b>6.3%</b>	<b>24,274</b>	<b>5.8%</b>	<b>20,529</b>	<b>5.9%</b>	<b>-833</b>	<b>2,912</b>
<b>SG&amp;A</b>	<b>57,911</b>	<b>15.7%</b>	<b>71,965</b>	<b>17.2%</b>	<b>55,413</b>	<b>16.0%</b>	<b>-14,054</b>	<b>2,498</b>
- Wages & Fee	15,458	4.2%	16,774	4.0%	13,309	3.8%	-1,316	2,149
- Marketing Expenses	17,197	4.6%	25,591	6.1%	18,083	5.2%	-8,394	-886
<b>Other Operating Profits</b>	<b>1,531</b>	<b>0.4%</b>	<b>-1,193</b>	<b>-0.3%</b>	<b>3,703</b>	<b>1.1%</b>	<b>2,724</b>	<b>-2,172</b>
<b>Operating Profits</b>	<b>29,485</b>	<b>8.0%</b>	<b>30,123</b>	<b>7.2%</b>	<b>44,056</b>	<b>12.7%</b>	<b>-638</b>	<b>-14,571</b>
<b>Gain(or Loss) on Equity Method Investment</b>	<b>3,756</b>	<b>1.0%</b>	<b>6,946</b>	<b>1.7%</b>	<b>4,617</b>	<b>1.3%</b>	<b>-3,190</b>	<b>-861</b>
<b>Finance Incomes / Expenses</b>	<b>636</b>	<b>0.2%</b>	<b>-889</b>	<b>-0.2%</b>	<b>1,056</b>	<b>0.3%</b>	<b>1,525</b>	<b>-420</b>
- Interest Gain (or Loss)	116	0.0%	-164	0.0%	103	0.0%	280	13
- F/X Gain (or Loss)	520	0.1%	-725	-0.2%	953	0.3%	1,245	-433
<b>Income Before Income Taxes</b>	<b>33,878</b>	<b>9.2%</b>	<b>36,180</b>	<b>8.6%</b>	<b>49,729</b>	<b>14.4%</b>	<b>-2,303</b>	<b>-15,852</b>
- Income Taxes	6,030	1.6%	1,976	0.5%	9,792	2.8%	4,054	-3,762
<b>Net Income</b>	<b>27,847</b>	<b>7.5%</b>	<b>34,204</b>	<b>8.2%</b>	<b>39,938</b>	<b>11.5%</b>	<b>-6,357</b>	<b>-12,090</b>