

## иทйіх

Hynix Semiconductor
Q3 2011 Earnings Results

This material contains forward-looking statements which can be subject to certain risk and uncertainties that could cause actual results to differ materially.

As of January 1, 2011, Hynix Semiconductor Inc. adopted International Financial Reporting Standards (K-IFRS). All financial information contained in this document is based on consolidated K-IFRS. For the convenience of users, financial results of 2010 are presented based on K-IFRS and may differ from previously disclosed financial information provided based on K-GAAP.

Review of the Q3 FY2011 financial results has not been finalized. Figures in this earnings release are subjected to changes during the independent auditing process.

1. Q3 2011 Earnings Results \& Operations
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## Q3 2011 Earnings Results (K-IFRS) \& Operational Performances

## Results of Operations

| Unit: KRW Billion |  | Q3 '11 | QoQ | Q2 '11 | Q3 '10 | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  | 2,291 | -17\% | 2,758 | 3,252 | -30\% |
| Gross Incom |  | 108 | -83\% | 631 | 1,313 | -92\% |
| Operating In |  | -277 | N/A | 447 | 924 | N/A |
| EBITDA |  | 614 | -53\% | 1,311 | 1,710 | -64\% |
| Net Income |  | -563 | N/A | 473 | 1,041 | N/A |
| EPS(Won) | Basic | -948 |  | 796 | 1,786 |  |
|  | Diluted | -948 |  | 709 | 1,611 |  |
|  | Basic | 592 |  | 592 | 590 |  |
| (Million Shares) | Diluted | 592 |  | 629 | 629 |  |
| Gross Margi |  | 5\% | $-18 \% p$ | 23\% | 40\% | -36\%p |
| Operating |  | -12\% | -28\%p | 16\% | 28\% | -40\%p |
| EBITDA Mar |  | 27\% | $-21 \% p$ | 48\% | 53\% | -26\%p |
| Net Margin |  | -25\% | -42\%p | 17\% | 32\% | -57\%p |

## Sales Analysis

- Q3 revenue decreased mainly due to DRAM sales decline as a result of higher-than-expected DRAM ASP drop
- DRAM sales reduced as: ASP declined 29\%, Bit shipment increased 9\%(QoQ)
- NAND Flash sales maintained as: ASP declined 14\%, Bit shipment increased 16\%(QoQ)



## Profit Analysis

- Recorded an operating loss despite unit cost reduction, due to sharp DRAM ASP decline \& inventory write down
$(+)$ factors: Substantial yield improvement and unit cost reduction from continuous technology migration
$(-)$ factors: Decrease of operating profit and margin by memory ASP drop, loss from inventory valuation



## Non-OP Income \& Expense

| Unit: KRW Billion | Q3 '11 | QoQ | Q2 '11 | Q3 '10 | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Non-Operating Income | (275) | -300 | 26 | 110 | -384 |
| Net Financial Income | (55) | +11 | (66) | (66) | +11 |
| Net FX Transaction \& Translation | (250) | -313 | 64 | 133 | -383 |
| Others | 30 | +2 | 28 | 42 | -12 |
| Income Taxes | 11 | +12 | (1) | (7) | +18 |

## Capital Structure

| Unit: KRW Billion | Q3 '11 | QoQ | Q2 '11 | Q4 '10 | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 18,042 | +526 | 17,516 | 17,468 | +574 |
| Cash* | 1,995 | +215 | 1,780 | 2,202 | -207 |
| Liability | 9,775 | +818 | 8,957 | 9,491 | +284 |
| Debt** | 7,063 | +879 | 6,184 | 6,041 | +1,022 |
| Shareholder's Equity | 8,266 | -292 | 8,559 | 7,977 | +290 |
| Capital Stock | 2,978 | - | 2,978 | 2,969 | +9 |
| Retained Earnings | 3,923 | -561 | 4,484 | 3,828 | +95 |
| BPS (Won) | 12,765 |  | 13,310 | 12,488 |  |
| Debt-to-Equity Ratio | 85\% | +13\%p | 72\% | 76\% | +10\%p |
| Net Debt-to-Equity Ratio | 61\% | +10\%p | 51\% | 48\% | +13\%p |

* Cash = Cash \& Cash Equivalents + Short-term Financial Instruments
** Debt $=$ Short-term Borrowings + Current position of Long-term Borrowings + Convertible Bond + Debenture + Long-term Borrowings


## Migration Progress



* Quarter-end, Package out basis

$■ 4 X n m$ \& Others $\quad 4 \mathrm{Ynm} \quad 3 \mathrm{Xnm} \quad 2 \mathrm{Xnm}$



# Q4 2011 Market Outlook 



## Market Outlook - DRAM

- With ongoing global macroeconomic uncertainty, demand weakness in PC market expected to continue (PC OEMs carrying excess inventory levels)
- DRAM suppliers have started production adjustments, thus expected to positively affect supply/demand balance
- Relatively stable mobile DRAM supply \& demand expected due to the launch of new smartphones and tablet PC models
- Increased competition between suppliers in the server market is expected to continue


$$
2011 \text { Avg. GB/Box: 3.4GB(YoY +25\%) }
$$




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## Market Outlook - NAND Flash

- Strong demand from launch of new mobile products and increased seasonal demand will lead to a more stable NAND market situation
- NAND market will be driven by steady growth of smartphone and tablet PC market as well as SSD demand growth resulting from ultrabook PC launch
- To meet expected demand growth, supply will grow at a similar level with increased capacity from new fab starts and technology migrations, but anticipate demand growth to absorb supply growth



## Market Outlook - MCP(Multi-chip Package)

- As mobile phones become thinner and with increasing need to support various functions, MCP demand is growing due to adoption on feature phones and low-end smartphones while adoption on high-end smartphones is driving PoP type mobile DRAM and NAND Flash growth.
- Along with growth of MCP adoption in the emerging markets, our MCP sales and sales portion have also increased steadily due to our various MCP product solutions as well as our competitive business capability in China.


Hynix MCP Revenue Growth


## Q4 2011 Hynix Guidance

|  | DRAM (1Gb eq.) | NAND Flash (16Gb eq.) |
| :---: | :---: | :---: |
| Q4 Shipment | Mid 20\% $\uparrow$ | Mid teen\% $\uparrow$ |
| Q4 Sales Breakdown by Application | PC: around $30 \%$ Non-PC: around 70\% | USB \& Card: around $30 \%$ <br> Embedded NAND: around 70\% |
| Q4 Capacity (12" eq.) | around 300Kwpm | around 130 Kwpm (M11: around 120Kwpm) |
| 2011 Capex | Total KRW 3.4 Tril. (approx. DRAM 75\%, NAND 25\%) |  |

## [ Appendix ]

K-IFRS (KRW Billion)

|  | Q3'11 | Q2'11 | 2010 | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |
| Current Assets | 5,327 | 5,172 | 5,416 | 155 | -89 |
| Cash \& Cash Equivalents* | 1,995 | 1,780 | 2,202 | 215 | -207 |
| Accounts Receivables | 1,612 | 1,664 | 1,605 | -52 | 7 |
| Inventories | 1,313 | 1,282 | 1,282 | 31 | 32 |
| Other Current Assets | 407 | 446 | 328 | -39 | 79 |
| Non-Current Assets |  |  |  |  |  |
| Investments | 843 | 795 | 857 | 48 | -14 |
| Property, plant \& equipment | 11,163 | 10,872 | 10,591 | 291 | 572 |
| Intangible Assets | 708 | 676 | 604 | 32 | 104 |
| Total Assets | 18,042 | 17,516 | 17,468 | 526 | 574 |
| Liabilities |  |  |  |  |  |
| Interest-bearing Debts | 7,063 | 6,184 | 6,041 | 879 | 1,022 |
| S-T Borrowings | 1,519 | 1,278 | 511 | 241 | 1,008 |
| Current Portion of LT Borrowings | 1,533 | 1,940 | 2,066 | -408 | -534 |
| Debenture | 2,519 | 2,101 | 1,705 | 418 | 814 |
| L-T Borrowings | 1,492 | 865 | 1,759 | 627 | -267 |
| Accounts Payables | 1,351 | 1,443 | 1,646 | -93 | -296 |
| Total Liabilities | 9,775 | 8,957 | 9,491 | 818 | 284 |
| Shareholders' Equity |  |  |  |  |  |
| Common Stock | 2,978 | 2,978 | 2,969 |  | 9 |
| Total Shareholders' Equity | 8,266 | 8,559 | 7,977 | -292 | 290 |

[^1]K-IFRS (KRW Billion)

| Sales |
| :---: |
| Cost of Goods Sold |
| Gross Profit |
| SG\&A Expenses |
| Other Operating Profit/Loss |
| Operating Profit |
| Finance Income/Expenses |
| F/X Effects |
| Gain(or Loss) on Equity Method |
| Others |
| Income Before Income Taxes |
| Income Taxes (Benefit) |
| Net Income |


| Q3'11 | Q2'11 | Q3'10 |
| ---: | ---: | ---: |
| 2,291 | 2,758 | 3,252 |
| 2,183 | 2,127 | 1,938 |
| 108 | 631 | 1,313 |
| 400 | 374 | 384 |
| 15 | 190 | -6 |
| -277 | 447 | 924 |
| -55 | -66 | -66 |
| -250 | 63 | 133 |
| 1 | 3 | 2 |
| 28 | 25 | 40 |
| -552 | 472 | 1,033 |
| 11 | -1 | -7 |
| -563 | 473 | 1,041 |


| QoQ | YoY |
| ---: | ---: |
| -467 | -960 |
| 56 | 245 |
| -523 | $-1,205$ |
| 26 | 16 |
| -175 | 21 |
| -724 | $-1,201$ |
| 11 | 11 |
| -313 | -383 |
| -2 | -1 |
| 3 | -11 |
| $-1,024$ | $-1,585$ |
| 12 | 18 |
| $-1,036$ | $-1,603$ |


[^0]:    *. Source: Hynix Marketing (excluding PC Server / Desktop,Notebook, Netbook Only)

[^1]:    * Short-term Financial Instruments included

