

# LG solar – An Overview



# Facts and figures LG Group 2013



## LG Corporation

Total Work Force **230,000**

R &D Work Force **17,000**

Group Revenue

**143 billion USD**

Group Investment

**17.2 billion USD**

## Chemicals 15 Companies

LG Chem  
LG Household &  
Health Care



LG  
Corp.

## LG Electronics

Revenue: **53,1 billion \$US**

**12 Companies**

LG Electronics

LG Display

LG Solar



## Telecom & Services

**33 Companies**

LG Telecom  
LG CNS



# Sustainability Vision



## Reduced Emissions

We understand our social responsibility towards the environment, and LG Electronics is actively taking steps to reduce greenhouse gas emissions. For example LG has installed 19MW of LG solar panels on our production facilities including 3.5MW on the roof of the solar factory in Gumi, Korea.

## Responsible Design

By embracing designs which reduce the amount of hazardous materials and using more natural and eco-materials in our products.

## Preserving Resources

LG is committed to recycling and has adopted technologies that both reduce the use of natural resources and emphasize their conservation.



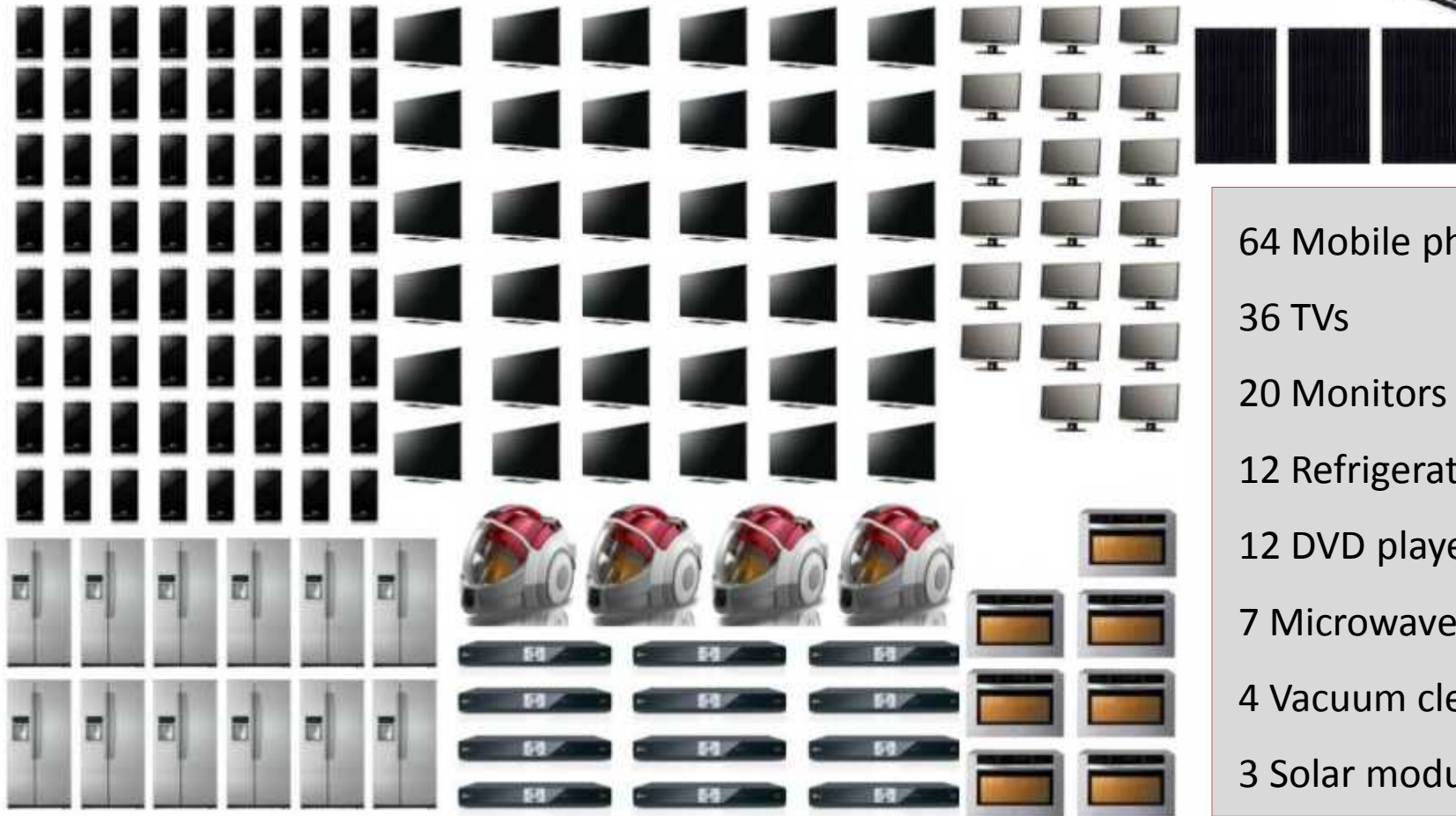
# Global Presence



LG's products are sold in over 100 countries around the world



# Many sales per minute = High Brand Value



- 64 Mobile phones
- 36 TVs
- 20 Monitors
- 12 Refrigerators
- 12 DVD players
- 7 Microwaves
- 4 Vacuum cleaners
- 3 Solar modules



# The 5 business units of LG Australia



Home Entertainment



Mobile Communication



Information Systems



Home Appliances



Energy Solutions - Solar, Air Conditioning & Lighting



# Our journey into solar



**1985** Conduct 1st solar cell Multi-Crystalline R&D

**1998** LG Industrial Systems sets up PV traffic signals

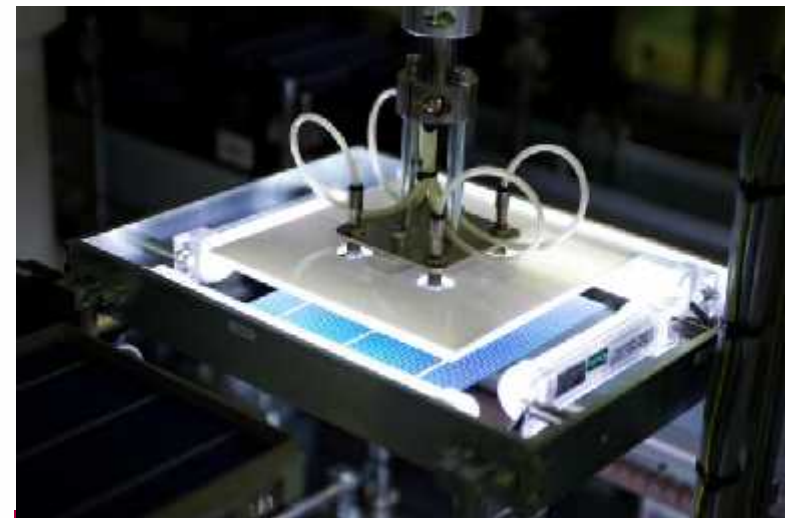
**2004** Launched crystalline solar R&D

**2005** Launched silicon thin film R&D

**2009** Solar Test Lab certified by TÜV and UL

**Jan 2010** Solar panel mass production begins

**2013** NeON 300W panel wins Intersolar Award



LG solar module factory in Gumi, Korea

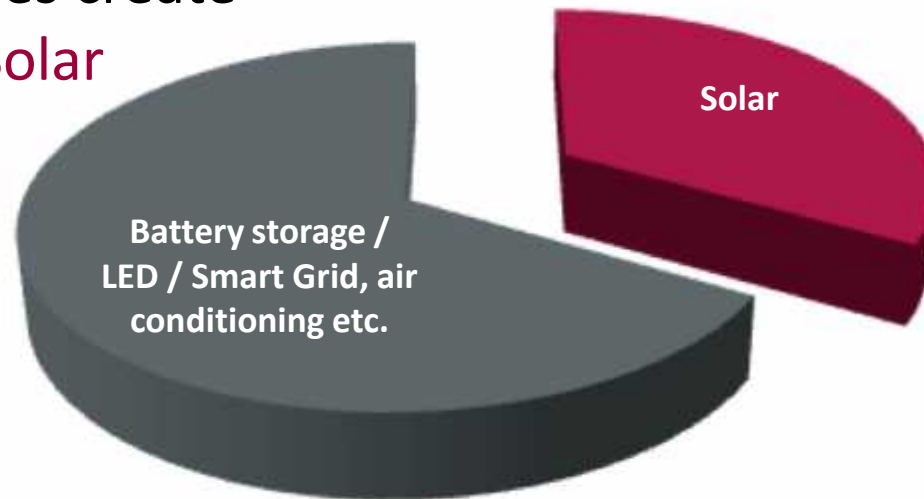


# Synergies with other product groups



Energy Solutions is the way to the future. Other LG energy businesses create synergies with **Solar**

**Solar** is a strategic growth engine for LG



Our \$ 20 billion investment and research pipeline





# Our know-how flows towards solar



## Technology Leadership

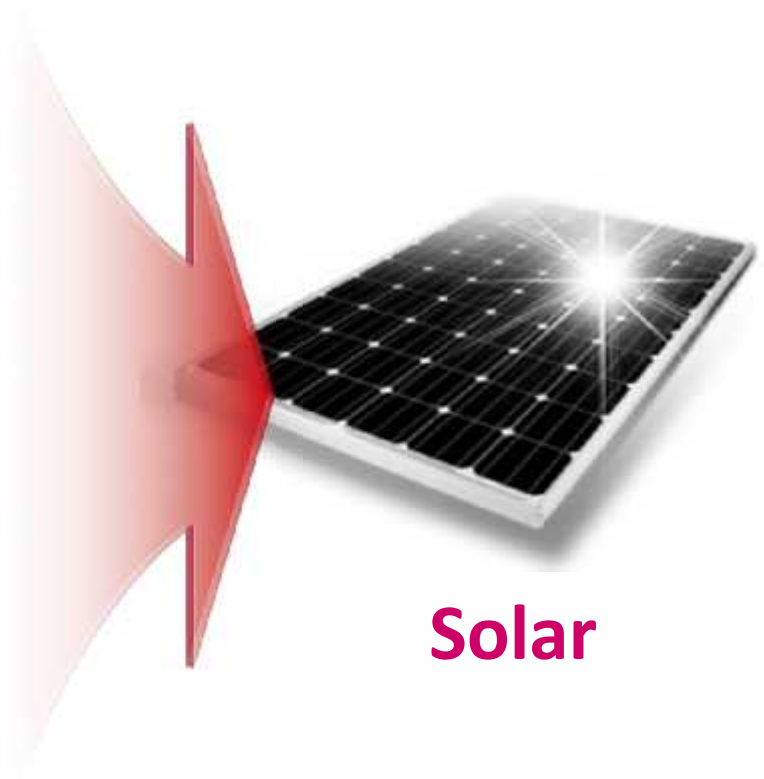
**Chemical,  
Material Engineering,  
Energy Storage**



**Display Technology  
(LCD, Plasma)**



**Energy Management,  
Smart Grid**



**Solar**

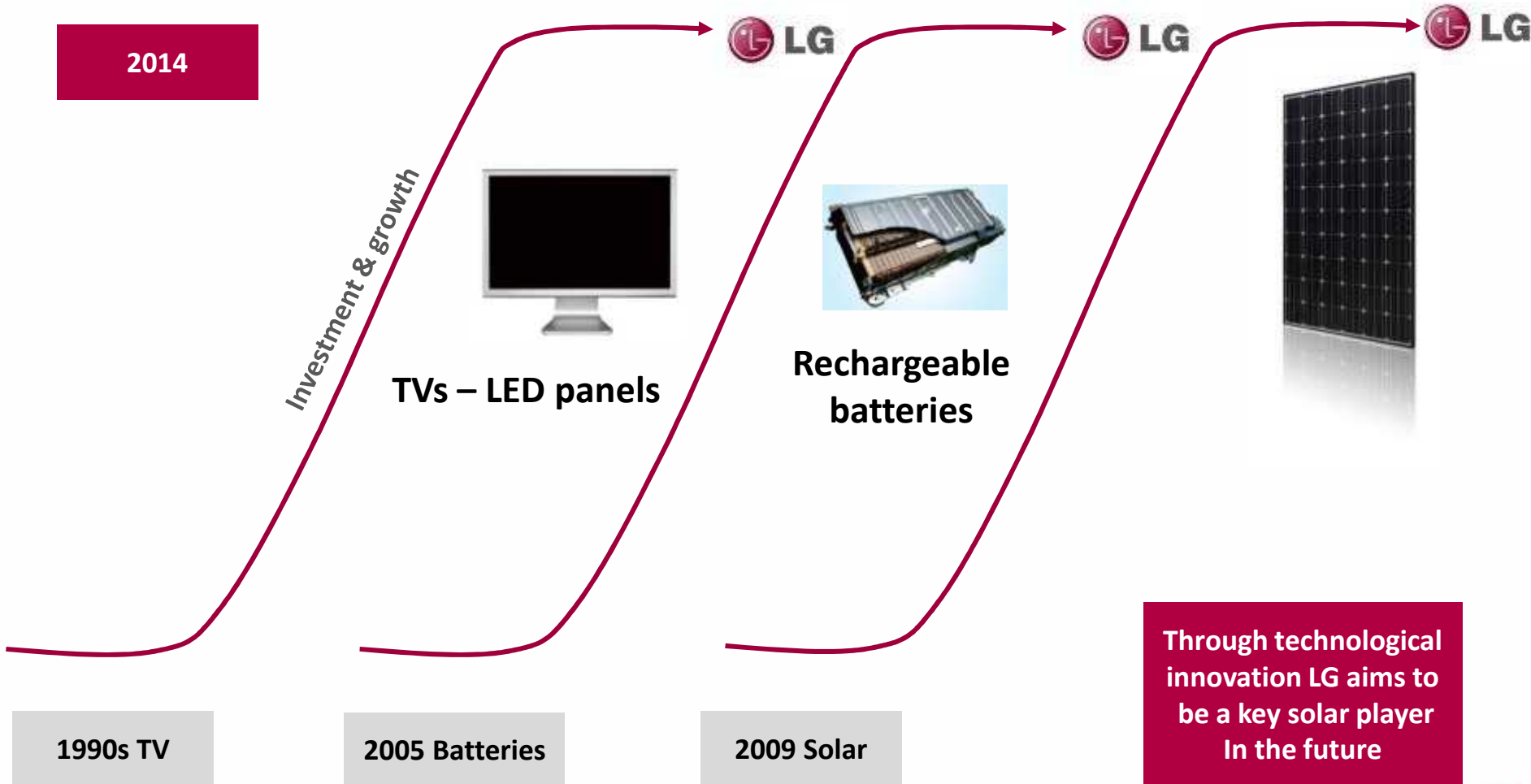


# LG knows how to succeed



Consolidation - up to 6 manufacturers dominate the industry

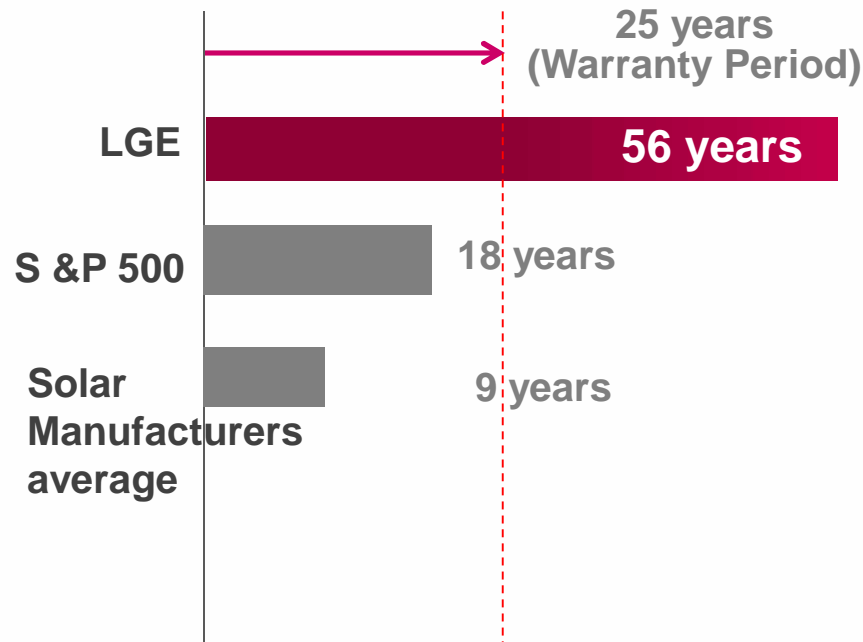
2014



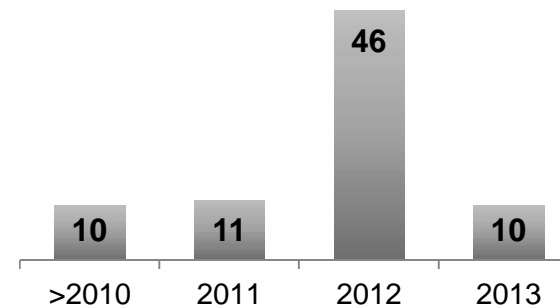
# LG knows how to succeed



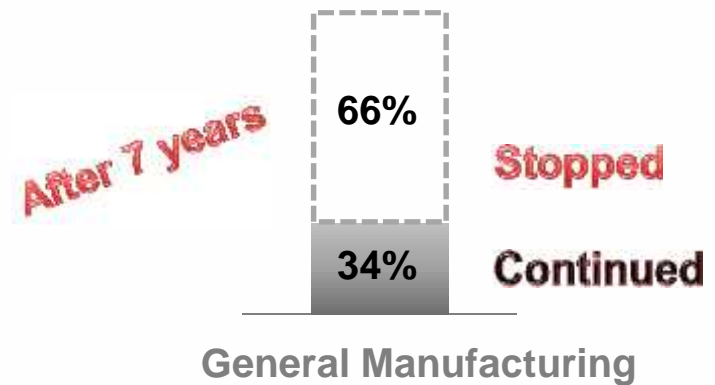
## Longevity of Solar Companies



## Deceased Solar Manufacturers\*



## Probability of Survival\*\*



\* Greentechmedia.com

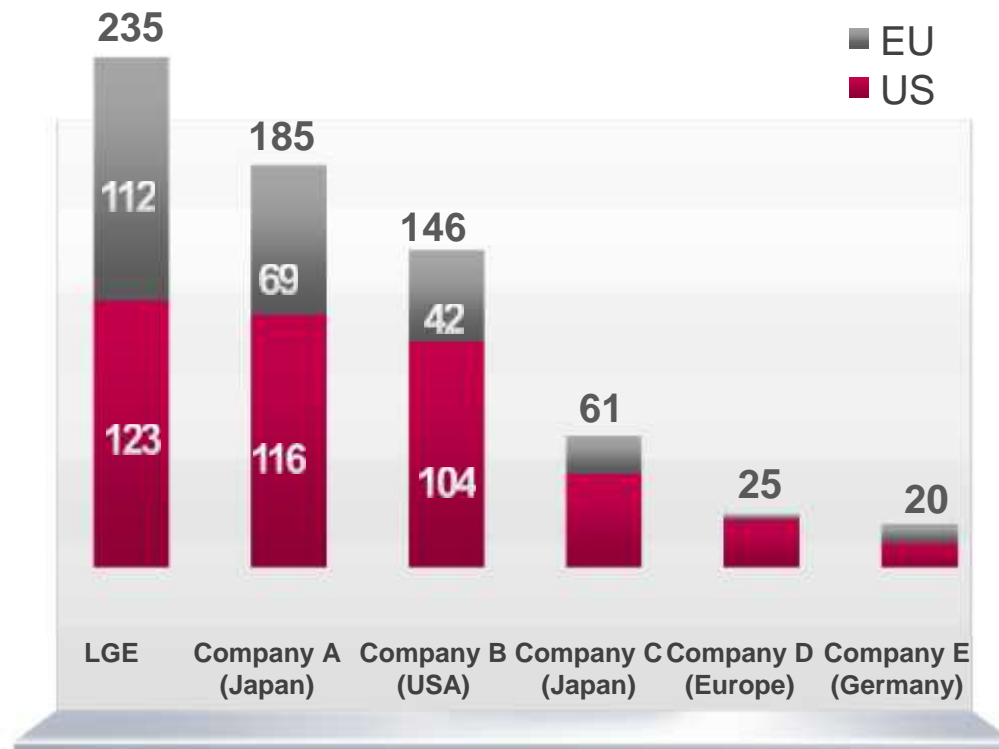
\*\* Knaup, Amy E, Monthly Labor Review, May 2005 & September 2007



# LG's solar research heralds winning results



Solar Patent applications\* ('12 ~'14. 5) \*



\* LGE Analysis



# Tier 1 Manufacturer



We have included LG as a Tier 1 supplier in our Q3 2014 Global PV Market Outlook. I'm happy to address any further queries on this. Thank you!

**Bloomberg**  
NEW ENERGY FINANCE

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Travis Woodward, Bloomberg New Energy Finance, Tel 81 3 3201 7119,  
[www.bnef.com](http://www.bnef.com)

Australian PV, Technology & Brand Report 2013/2014



PV Company	Classic Global Tier	Global All-In Tier	Australian All-In Tier
LG Electronics	1	1	1



# Our growing capacity



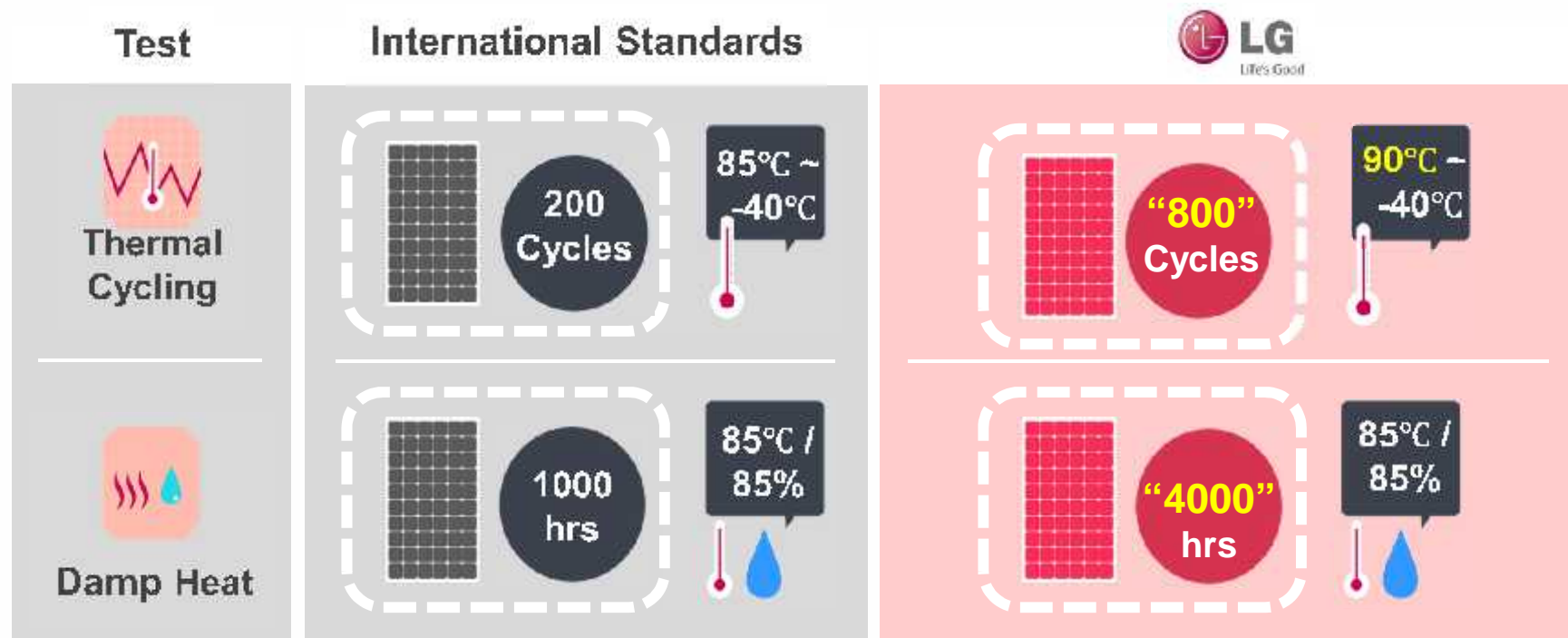
LG will be a large capacity manufacturer within the next few years



# Top of range long life quality panel



LG carries out 4 times stricter reliability test on our solar panels than International IEC Standards.



# Key success factors for LG solar



Technology Leadership

Quality Assurance / Reliability

Strong Brand and Marketing

Manufacturing Excellence

CAPEX / Balance Sheet (Bankability)

Value Chain Integration

The Answer is



**LG**  
Life's Good





# Product Range



Mono-X	Mono-X Black	Mono-X NeoN	Mono X ACe
High quality module	Special order module	High efficiency module	AC Module
275W, ends March 2015	270W - all 2014	300W - all 2014	285W AC
280W – Q2 2015	Available in smaller quantity, please call LG	305/310 W - 2015	Q4 , 2015





# Thank you for your time

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