

## IVS-OIL

## 1Q 2011 Corporate Performance

## Disclaimer

This presentation contains forward-looking statements that are based on our current expectation, assumptions, estimates and projections about S-OIL and the refinery industry. We caution you not to place undue reliance on any forwardlooking statement which may involve various risks and uncertainties.

Please also note that although we believe that the assumptions on which our forward-looking statements are based are reasonable, any of those assumptions could prove to be inaccurate, and, as a result, the forward-looking statements based on those assumptions could be incorrect. Except as required by law, we do not undertake to release the results of any revisions of these forward-looking statements to reflect future events or circumstances.

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## 1Q 2011 Financial Result (K-IFRS)

Revenue Increased driven by rising ASP despite sales volume decline

- ASP: $18.9 \% \uparrow$ / Sales volume: $5.7 \% \downarrow$, QoQ

Profits
Sequentially enlarged due to margin improvement and hike of crude \& product prices

- Singapore complex margin : \$2.1/bbl 4Q '10 $\rightarrow \$ 3.4 / \mathrm{bbl} 1 \mathrm{Q}$ '11 (Crack spread: $\$ 22.2 \rightarrow \$ 28.1 / \mathrm{bbl})$
- PX spread $\quad: \$ 369.9 /$ ton $4 Q$ '10 $\rightarrow \$ 634.7 / t o n 1 Q$ '11
- Lube spread $\quad: \$ 402.0 /$ ton $4 Q$ '10 $\rightarrow \$ 424.4 /$ ton 1Q '11
- Dubai $: \$ 84.4 / \mathrm{bbl} 4 \mathrm{Q}^{\prime} 10 \rightarrow \$ 100.9 / \mathrm{bbl} 1 Q$ '11
(Unit: bil. Won)

|  | 1Q '11 | QoQ | 4Q '10 | 1Q '10 | YoY |
| :--- | ---: | :---: | ---: | ---: | :---: |
| - Revenue | $6,818.8$ | $12.1 \% \uparrow$ | $6,082.0$ | $4,353.8$ | $56.6 \% \uparrow$ |
| - Operating Income | 646.7 | $66.6 \% \uparrow$ | 388.3 | 57.9 | $1,017.9 \% \uparrow$ |
| (Margin) | $(9.5 \%)$ | - | $(6.4 \%)$ | $(1.3 \%)$ | - |
| - Net Finance Gain | 71.2 | - | -2.0 | 69.4 | $2.5 \% \uparrow$ |
| - Net Interest Gain | 4.1 | - | -3.3 | -0.2 | - |
| - Net F/X Gain | 67.1 | - | 1.3 | 69.6 | - |
| - Equity Method Gain | 1.4 | $10.3 \% \downarrow$ | 1.6 | 2.0 | $29.2 \% \downarrow$ |
| - Income before Tax | 719.3 | $85.5 \% \uparrow$ | 387.9 | 129.3 | $456.4 \% \uparrow$ |

## Financial Status (K-IFRS)



Liabilities \& Equities


Financial Ratios
(Unit: \%)

|  | $\mathbf{1 Q}^{\prime} \mathbf{1 1}$ | FY'10 |
| :--- | ---: | ---: |
| Return of Equity | 47.0 | 15.8 |
| ROCE | 38.3 | 13.4 |
| Net debt to equity | 49.3 | 38.3 |
| Net debt (bil. Won) | $2,361.4$ | $1,723.1$ |

## Capital Expenditure for 1Q '11

## Continued investment for sustainable growth

- Onsan refinery expansion
- Project scope: 1.4 tril. Won / CDU (50K+ bpd), PX (900K tpa), Benzene (280K tpa)
- Current Progress: Construction and test-run are successfully completed.

Upgrade \& Maintenance
23.5 billion Won

Marketing investment
4.4 billion Won
(Unit: bil. Won)

|  | 1Q '11 | FY '11 (Budget) | FY '10 |
| :---: | :---: | :---: | :---: |
| 1. Major projects | 53.1 | 148.8 | 714.2 |
| Onsan Refinery Expansion | 53.1 | 137.9 | 702.9 |
| Improvement of Refinery Electric System | - | 3.0 | 11.3 |
| New SPM Construction |  | 7.9 |  |
| 2. Upgrade \& Maintenance | 23.5 | 146.1 | 128.1 |
| 3. Marketing Investment | 4.4 | 63.2 | 42.0 |
| 4. Others (Including construction of HQs building) | 22.5 | 148.2 | 89.7 |
| Total | 103.5 | 506.3 | 974.0 |

[^0]
## Major Business Index

## Utilization Rate

|  | Capacity | 1Q '11 | 4Q'10 | 1Q'10 |
| :--- | ---: | ---: | ---: | ---: |
| CDU | 565,000 | 98.3 | 97.1 | 86.2 |
| HYC FH | 76,500 | 100.3 | 100.5 | 65.9 |
| RFCC | 73,000 | 100.6 | 100.8 | 93.0 |
| Lube Plants | 36,500 | 106.3 | 106.7 | 67.6 |
| Xylene Center | 15,194 | 102.5 | 100.4 | 101.1 |

* Utilization rate (\%) : US 83.1 / Europe 82.4 / Asia 87.1 / Korea 92.5 Source: OPEC, FACTS


## Turnaround

| Time | Units |
| :---: | :---: |
| 1Q | \#1 RHDS |
| 2Q | Lube Plants (1st \& ${ }^{\text {nd }}$ HDT) |
| 3Q | \#2 CDU, \#2 RHDS, Aromizer, Xylene Center |
| 4Q | - |

## Sales Breakdown

Expanded export portion to capture strong demand from Asia


## Performance by Business Segment helomusuce by Rnalueze 2eवmeur

## Financial Result by Business Segment (K-IFRS)

Revenue
(Unit: bil. Won) 1Q '11 4Q '10

|  | 1Q '11 | QoQ | 4Q'10 | 1Q'10 | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Refining | $5,739.8$ | $11.9 \% \uparrow$ | $5,128.8$ | $3,667.4$ | $56.5 \% \uparrow$ |
| Petrochem | 566.7 | $30.0 \% \uparrow$ | 436.0 | 388.9 | $45.7 \% \uparrow$ |
| Lube | 512.3 | $0.9 \% \downarrow$ | 517.2 | 297.5 | $72.2 \% \uparrow$ |
| Total | $\mathbf{6 , 8 1 8 . 8}$ | $\mathbf{1 2 . 1 \%} \uparrow$ | $\mathbf{6 , 0 8 2 . 0}$ | $\mathbf{4 , 3 5 3 . 8}$ | $\mathbf{5 6 . 6 \%} \uparrow$ |



## Operating Income

(Unit: bil. Won)
$\square$ Refining $\square$ Petrochem $\square$ Lube

|  | 1Q '11 | QoQ | 4Q '10 | 1Q '10 | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Refining | 422.9 | 82.4\% $\uparrow$ | 231.9 | -2.0 | - |
| (Margin) | (7.4\%) |  | (4.5\%) | (-0.1\%) |  |
| Petrochem | 93.4 | $169.1 \% \uparrow$ | 34.7 | 23.8 | 292.5\% $\uparrow$ |
| (Margin) | (16.5\%) |  | (8.0\%) | (6.1\%) |  |
| Lube | 130.4 | $7.1 \% \uparrow$ | 121.7 | 36.1 | 261.5\% $\uparrow$ |
| (Margin) | (25.5\%) |  | (23.5\%) | (12.1\%) |  |
| Total | 646.7 | 66.6\% $\uparrow$ | 388.3 | 57.9 | 1,017.9\% $\uparrow$ |
| (Margin) | (9.5\%) |  | (6.4\%) | (1.3\%) |  |

## Refining Business

## Market

Complex margin further improved mainly due to additional spread increase of middle distillates


## Company

Continued to produce at maximum level but sales slightly declined mainly due to delay of some cargo shipment and increase of volume in transit

Sales Volume

| (Unit: bpd) | 1Q '11 | $\mathbf{4}$ Q '10 | QoQ |
| :--- | ---: | ---: | ---: |
| Gasoline | 68,624 | 60,609 | $13.2 \% \uparrow$ |
| Jet/Kero | 137,319 | 133,813 | $2.6 \% \uparrow$ |
| Diesel | 129,455 | 154,834 | $16.4 \% \downarrow$ |
| Naphtha | 55,453 | 59,246 | $6.4 \% \downarrow$ |
| Fuel Oil | 80,546 | 77,250 | $4.3 \% \uparrow$ |
| Others | 30,183 | 33,936 | $11.1 \% \downarrow$ |
| Total | $\mathbf{5 0 1 , 5 8 0}$ | $\mathbf{5 1 9 , 6 8 8}$ | $\mathbf{3 . 5 \%} \downarrow$ |

- Replenished diesel inventory for smooth operation

| (Unit: k bbls) | $\mathbf{1 Q}$ '11 | $\mathbf{4 Q}$ '10 | QoQ |
| :--- | ---: | ---: | :--- |
| Diesel inventory | 2,907 | 2,122 | $785 \uparrow$ |

## Petrochemical \& Lube Business

## Market

## Petrochemical

Spread improved greatly driven by supply short and continuous demand surge

Lube

Spread increased due to continuous tight supply and strong demand


[^1]
## Company

Increased PX sales to capture soaring spread
Sales volume

| (Unit: bpd) | 1Q '11 | 4Q '10 | QoQ |
| :---: | :---: | :---: | :---: |
| P-X | 18,391 | 16,251 | 13.2\% $\uparrow$ |
| Benzene | 5,395 | 5,336 | 1.1\% $\uparrow$ |
| Propylene | 6,337 | 7,507 | 15.6\% $\downarrow$ |
| Total | 30,123 | 29,094 | 3.5\% $\uparrow$ |

Maintained maximum production level, but sales declined due to increase of volume in transit with some cargoes delayed to April

| (Unit: bpd) | 1Q '11 | 4Q '10 | QoQ |
| :---: | :---: | :---: | :---: |
| Sales Volume | 36,101 | 40,409 | 10.7\% $\downarrow$ |
| Inventory (k bbls) | 1,220 | 1,041 | 17.2\% $\uparrow$ |
| $5-01 L$ |  |  |  |

## 2Q \& 2H '11 Industry Outlook

## 2Q \& 2H '11 Outlook - Refining

## 2Q '11 Outlook

Asia demand ( 5 major products) is expected to show QoQ decline due to soft seasonality, however YoY increase along with recovery of regional economy

- QoQ demand: 23.0 (1Q '10) $\rightarrow 22.0$ (2Q '11) / 4.3\% $\downarrow$
- Weak kero and naphtha demand due to the end of cold weather and huge cracker maintenance in Japan \& Korea, respectively
- Kero/Jet $2.6(1 Q$ '11) $\rightarrow 2.0(2 Q$ '11)/20.9\% $\downarrow \quad(J a p a n ~ 51.7 \% ~ \downarrow$, S. Korea $40.6 \% \downarrow)$
- Naphtha $3.9\left(1 Q^{\prime} 11\right) \rightarrow 3.6\left(2 Q^{\prime} 11\right) / 7.7 \% \downarrow \quad(J a p a n 10.7 \% \downarrow$, S. Korea $17.3 \% \downarrow)$
- YoY demand: 21.3 (2Q '10) $\boldsymbol{\rightarrow} 22.0$ (2Q '11) / 3.2\% $\uparrow$
- Strong diesel and gasoline demand driven by continued growing economy
- Diesel $7.6\left(2 Q^{\prime} 10\right) \rightarrow 8.0\left(2 Q^{\prime} 11\right) / 5.3 \% \uparrow \quad(C h i n a ~ 7.9 \% ~ \uparrow$, S. Korea $5.3 \% \uparrow$ )
- Gasoline $4.6\left(2 Q^{\prime} 10\right) \rightarrow 4.7(2 Q$ '11)/3.0\% $\uparrow \quad($ China $3.4 \% \uparrow$, S. Korea $23.5 \% \uparrow)$


## 2H'11 Outlook

Asia demand (5 major products) is expected to be maintained at strong 1H '11 level

- HoH demand: 22.5 (1H '11) $\rightarrow 22.5$ (2H '11) / 0.2\% $\downarrow$
- Slight correction of diesel demand from strong 1 H '11 offset by further increase of gasoline and naphtha demand
- Diesel $8.0\left(1 \mathrm{H}^{\prime} 11\right) \rightarrow 7.9\left(2 \mathrm{H}^{\prime} 11\right) / 1.8 \% \downarrow \quad($ China $0.5 \% \downarrow$, India $5.7 \% \downarrow$ )
- Gasoline $4.8\left(1 \mathrm{H}^{\prime} 11\right) \rightarrow 4.9\left(2 \mathrm{H}^{\prime} 11\right) / 3.3 \% \uparrow \quad(C h i n a 4.6 \% \uparrow$, Japan $5.5 \% \uparrow)$
- YoY demand: 21.9 (2H '10) $\boldsymbol{\rightarrow} \mathbf{2 2 . 5}$ (2H '11) / 2.5\% $\uparrow$
- Recovery of diesel and naphtha demand driven by lively industrial activity and rebound of petrochemical industry
- Diesel $7.6\left(2 \mathrm{H}^{\prime} 10\right) \rightarrow 7.9\left(2 \mathrm{H}^{\prime} 11\right) / 2.9 \% \uparrow \quad(C h i n a 3.2 \% \uparrow$, India $5.4 \% \uparrow$ )
- Naphtha $3.7\left(2 \mathrm{H}^{\prime} 10\right) \rightarrow 3.8\left(2 \mathrm{H}^{\prime} 11\right) / 3.1 \% \uparrow \quad($ China $5.6 \% \uparrow$, S. Korea $2.5 \% \uparrow)$

[^2]
## 2Q \& 2H '11 Outlook - Petrochemical \& Lube

## Petrochemical

## Regional PX market is expected to remain favorable due to strong demand offsetting sizable capacity additions

- 2Q: Demand increase is likely to outpace supply increase from substantial new capacities despite concern on China's tightening policy
- Excess Demand: 361 k ton (1Q'11) $\rightarrow 398 \mathrm{k}$ ton (2Q '11)/ 37 k ton $\uparrow$, QoQ
※ Additional capacities Start-up in 2Q - The Company : 0.9 mil t/a, Urumqi : 1.0 mil t/a
- 2 H : Demand increase mainly from China is expected to maintain the market further tight
- Excess Demand: 759 k ton (1H '11) $\rightarrow 966$ k ton ( 2 H '11) / 207 k ton $\uparrow$, HoH

Regional Benzene market is expected to improve in 2 H due to demand recovery of SM \& phenol following challenging period in 2Q

- 2Q: Excess supply is likely to slightly expand due to some new capacities and sluggish SM demand
- Excess Supply: 200k ton (1Q'11) $\boldsymbol{\rightarrow} \mathbf{2 7 8} \mathbf{k}$ ton (2Q '11)/78 k ton $\uparrow$, QoQ
- 2 H : Excess supply is expected to be alleviated due to demand recovery of $S M$ and phenol mainly from China
- Excess Supply: 478 k ton ( $1 \mathrm{H}^{\prime} 11$ ) $\boldsymbol{\rightarrow} \mathbf{1 8 6} \mathrm{k}$ ton (2H '11) / $\mathbf{2 9 2} \mathrm{k}$ ton $\downarrow$, HoH


## Lube

Strong market is expected to continue due to healthy demand from Asia along with tight supply and gradual improvement of US demand

- Asia (China, India, S.East Asia): Healthy demand for industrial use and transportation driven by sustained economic growth and supply contraction from considerable T/A, alleviating concerns on sizable new capacity in 4Q
- US: Gradual demand recovery mainly for Group III with rebound of industrial activities


## Appendix Hobendix

## Quarterly Performance Trend (in K-IFRS)

| (Unit: bil. Won) | 1Q '11 | 4Q '10 | 3Q '10 | 2Q'10 | 1Q'10 | FY '10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 6,818.8 | 6,082.0 | 5,163.6 | 4,911.7 | 4,353.8 | 20,511.1 |
| Operating Income | 646.7 | 388.3 | 199.8 | 213.4 | 57.9 | 859.4 |
| (Margin) | (9.5\%) | (6.4\%) | (3.9\%) | (4.3\%) | (1.3\%) | (4.2\%) |
| Net Finance Gain | 71.2 | -2.0 | 110.0 | -166.1 | 69.4 | 11.3 |
| Equity Method Gain | 1.4 | 1.6 | 1.4 | 0.8 | 2.0 | 5.8 |
| Income before Tax | 719.3 | 387.9 | 311.1 | 48.3 | 129.3 | 876.6 |

## USTSOIL

Thank You!


[^0]:    * Depreciation: 241.2 bil. Won(E) (FY '11) vs. 188.7 bil. Won (FY '10)

[^1]:    Source: Platt's, ICIS, ACP, The Company

[^2]:    * 5 major products: Naphtha, Gasoline, Jet/Kero, Diesel, Fuel Oil

