



# **2Q 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 forward-looking 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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# 2Q 2011 Performance 5G 5011 Leutormance



# **2Q 2011 Financial Result**

#### Revenue

Increased 18% QoQ driven by increase of ASP and sales volume, recording historic-high

■ ASP: 7.9% ↑ / Sales volume: 9.1% ↑, QoQ

# Operating Income

Decreased 63% QoQ due to retail price cut, falling F/X rate, disappearance of inventory related gain and FTC's penalty, but increased 13% YoY

Retail price cut : ₩ 100/ℓ ↓ of Gasoline & Diesel (Apr.7 ~ Jul.6)

F/X rate trend (average) : 1Q ₩ 1,121.0/\$ → 2Q ₩ 1,083.7/\$

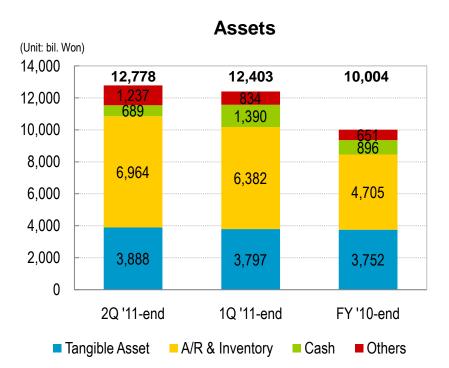
■ FTC's Penalty (E) : 45 bil. Won

(Unit: bil. Won)

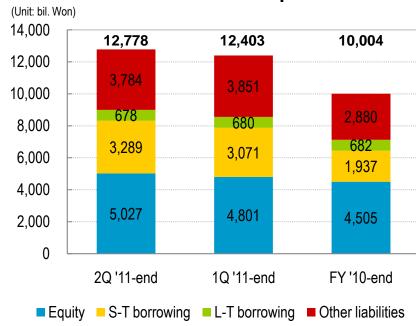
	2Q '11	QoQ	1Q '11	2Q '10	YoY
<ul><li>Revenue</li></ul>	8,025.8	17.7%↑	6,817.3	4,911.7	63.4%↑
<ul><li>Operating Income</li></ul>	241.8	62.7%↓	647.5	213.5	13.2%↑
(Margin)	(3.0%)	-	(9.5%)	(4.3%)	-
<ul><li>Net Finance Gain</li></ul>	79.7	12.1%↑	71.3	-166.0	-
- Net Interest Gain	-5.0	·	4.2	0.5	-
<ul><li>Net F/X Gain</li></ul>	84.7	26.2%↑	67.1	-166.5	-
<ul><li>Equity Method Gain</li></ul>	1.2	15.0%↓	1.4	0.8	49.0%↑
<ul><li>Income before Tax</li></ul>	322.7	55.2%↓	720.2	48.3	568.9%↑



# **Financial Status**



#### **Liabilities & Equities**



#### **Financial Ratios**

(Unit: %)

	2Q '11	1Q '11	FY '10
Return of Equity	20.1	47.5	16.8
ROCE	13.6	38.3	13.4
Net debt to equity	65.2	49.2	38.2
Net debt (bil. Won)	3,277.2	2,361.4	1,723.1



# **Capital Expenditure for 2Q '11**

**Major projects** 

45.2 billion Won

Onsan refinery expansion

44.5 billion Won

**Upgrade & Maintenance** 

18.9 billion Won

**Marketing investment** 

8.0 billion Won

Acquisition of HanKook Silicon Equity (Appendix)

265.0 billion Won

(Unit: bil. Won)

	2Q '11	1Q '11	FY '11 (Budget)
1. Major projects	45.2	53.0	149.8
Onsan Refinery Expansion	44.5	53.0	137.9
New SPM Construction, and etc.	0.8	-	11.9
2. Upgrade & Maintenance	18.9	23.5	146.1
3. Marketing Investment	8.0	4.4	63.2
4. Acquisition of HK Silicon Equity	265.0	-	265.0
5. Others (Including construction of HQs building)	84.2	22.5	148.2
Total	421.3	103.4	772.3

<sup>\*</sup> Depreciation: 241.2 bil. Won(E) (FY '11) vs. 188.7 bil. Won (FY '10)



# **Major Business Index**

#### **Utilization Rate**

(Unit: k bpd, %)

	Capacity	2Q '11	1Q '11	2Q '10
CDU	669.0	*98.1	98.3	85.5
HYC FH	76.5	100.5	100.3	83.3
RFCC	73.0	100.5	100.6	65.6
Lube Plants	38.0	94.8	106.3	90.1
PX Center	34.7	*93.8	102.5	102.4

<sup>\*</sup> Weighted average reflecting commercial operation of new plants from mid-April

#### **Turnaround**

Time	Units
1Q	#1 RHDS
2Q	Lube Plants (1 <sup>st</sup> & 2 <sup>nd</sup> HDT)
3Q	#2 CDU, #2 RHDS, #1 Aromatics Complex
4Q	-

#### Sales Breakdown

Successfully sold additional products from new facilities in export market

(Unit: bpd, %)

	2Q '11	1Q '11	2Q '10
Sales Total	612,692	567,693	504,395
Domestic	228,777	249,309	236,188
Export	<b>383,915</b> (62.7%)	<b>318,384</b> (56.1%)	<b>268,207</b> (53.2%)
China	22.3	22.8	18.0
Japan	22.2	23.1	14.7
Singapore	12.5	11.2	14.1
Indonesia	9.3	5.9	1.3
Australia	7.3	7.2	9.3
USA	4.9	5.9	10.7
Europe	3.0	1.6	4.1



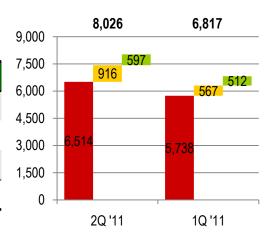
# Performance by Business Segment **Believe** Business Segment Believes Barbiness Segment

# **Financial Result by Business Segment**

#### Revenue

(Unit: bil. Won)

	2Q '11	QoQ	1Q '11	2Q '10	YoY
Refining	6,513.6	13.5%↑	5,738.3	4,211.3	54.7%↑
Petrochem	915.6	61.6%↑	566.7	357.2	156.3%↑
Lube	596.6	16.5%↑	512.3	343.2	73.8%↑
Total	8,025.8	17.7%↑	6,817.3	4,911.7	63.4%↑

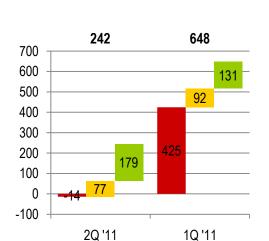


Refining

# **Operating Income**

(Unit: bil. Won)

	2Q '11	QoQ	1Q '11	2Q '10	YoY
Refining	-14.0	-	424.7	123.2	-
(Margin)	(-0.2%)		(7.4%)	(2.9%)	
Petrochem	77.2	16.3%↓	92.3	8.1	852.1%↑
(Margin)	(8.4%)		(16.3%)	(2.3%)	
Lube	178.6	36.8%↑	130.5	82.2	117.2%↑
(Margin)	(29.9%)		(25.5%)	(23.9%)	
Total	241.8	62.7%↓	647.5	213.5	13.2%↑
(Margin)	(3.0%)		(9.5%)	(4.3%)	



Petrochem Lube



# **Refining Business**

#### Market

Complex margin slightly rose due to improved spreads of gasoline and middle distillate in spite of weak seasonality

#### **Singapore Refining Margin (Var. Cost)** (\$/bbl) 6 3.5 3.4 4 1.7 1.0 0.5 2 0 -2 -0.8 -0.9 -0.9 -1.3 -1.7 -4 -6 2Q '10 1Q '10 2Q '11 3Q '10 4Q '10 1Q '11 ---- Hydroskimming ----- Complex

Product/Dubai Spread		(Unit: \$/bbl)	
	2Q '11	1Q '11	2Q '10

	2Q '11	1Q '11	2Q '10
Dubai crude	110.6	100.9	78.1
Gasoline	11.7	10.5	7.4
Jet/Kero	20.4	20.3	11.8
Diesel	19.4	18.4	11.3
Naphtha	-1.9	0.0	-0.3
HSFO 380	-9.5	-9.7	-7.0

Source: Platt's, P&G, The Company

## Company

Focused on sales of increased light products from new CFU(Condensate Fractionation Unit) to capture improved spread

#### **Sales Volume**

(Unit: bpd)	2Q '11	1Q '11	QoQ
Gasoline	74,106	68,488	8.2%↑
Jet/Kero	147,198	137,319	7.2%↑
Diesel	157,383	129,473	21.6%↑
Naphtha	59,653	55,453	7.6%↑
Fuel Oil	60,308	80,546	25.1%↓
Others	30,398	30,190	0.7%↑
Total	529,046	501,469	5.5%↑

Increase of jet sales volume offsetting seasonal demand slow-down of kerosene

#### Sales volume

(Unit: bpd)	2Q '11	1Q '11	QoQ
Jet fuel	101,986	66,668	53.0%↑
Kerosene	45,212	70,651	36.0%↓

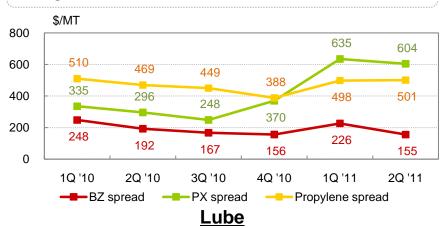


# **Petrochemical & Lube Business**

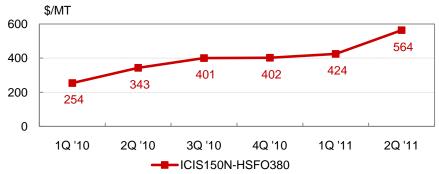
#### Market

#### **Petrochemical**

Spread contracted due to eased supply shortage along with weakened demand



Spread surged thanks to strong demand from developed countries and declined supply by maintenance



## Company

Succeeded full operation of new PX plant within shortened ramp-up period

#### Sales volume

(Unit: bpd)	2Q '11	1Q '11	QoQ
P-X	32,706	18,391	77.8%↑
Benzene	7,991	5,395	48.1%↑
Propylene	7,171	6,337	13.2%↑
Total	47,868	30,123	58.9%↑

Maximized sales volume to capture strong margin despite regular maintenance of Group II facilities

#### Sales volume

(Unit: bpd)	2Q '11	1Q '11	QoQ
Group II	7,781	9,444	17.6%↓
Group III	23,333	21,765	7.2%↑
Total	35,778	36,101	0.9%↓

 $\ensuremath{\mathbb{X}}$  Lube sales volume includes by-products.



# 2H '11 Industry Outlook 5H ,11 Industry Ontlook

# 2H '11 Outlook – Refining\*

## Slight HoH correction from strong 1H, but sustainable YoY improvement

(Unit: k bpd)

HoH: Tiny decline of demand vs. a bit increase of supply

Demand change: (-) 45 (Diesel & Fuel oil ↓, Gasoline & Naphtha ↑)

- Diesel: (-) 89 (India 83 ↓ , ASEAN 91 ↓) & Fuel oil: (-) 108 (China 36 ↓ , S.Korea 27 ↓)
- Weakened diesel demand from end of agricultural season & decline of bunker consumption due to slower economic growth
- Gasoline: (+) 156 (China 90 ↑, Japan 33 ↑)
   Naphtha: (+) 58 (Japan 55 ↑, China 25 ↑)
- Gasoline demand pick-up during driving season & consumption rebounded from sharp decline in 1H by earthquake in Japan

Supply change: (+) 180 (Capacity Add: 800, Closure: 210)

YoY: Sustainable demand growth vs. limited supply increase

Demand change: (+) 559 (5 major products ↑)

- Diesel: (+) 276 (China 230 ↑, India 69 ↑) & Fuel oil: (+) 137 (China 79 ↑, Japan 37 ↑)
- Continued growing regional demand along with still-healthy economic growth compared to last year
- Naphtha: (+) 62 / Gasoline: (+) 75 / Jet & Kero: (+) 9

Supply change: (+) 260 (Capacity Add: 1,215, Closure: 470)

\* Demand forecast is based on 5 major products (Naphtha, Gasoline, Jet/Kero, Diesel, Fuel Oil)

Source: ESAI, The Company



# 2H '11 Outlook – Petrochemical & Lube

#### **Petrochemical**

#### PX : Tighter market due to sizable increase of new PTA plants with no addition of PX plant

Demand : Further increase from sizable PTA capacity addition

HoH Incremental demand : 460 k ton ↑ (1H)
 593 k ton ↑ (2H), 133 k ton ↑

• PTA capacity increase : 1,890 k tpa  $\uparrow$  (1H)  $\rightarrow$  4,445 k tpa  $\uparrow$  (2H)

Supply : Limited increase due to no addition of new PX plant

- HoH Incremental supply : 618 k ton ↑ (1H)  $\rightarrow$  517 k ton ↑ (2H), 101 k ton ↓

• PX capacity increase : 1,380 k tpa  $\uparrow$  (1H)  $\rightarrow$  0 k tpa  $\uparrow$  (2H)

#### **Benzene**: Continuously challenging market

- Increase of supply due to completion of sizable plant maintenance amid limited demand growth
  - Restart-up of off-line plants for maintenance (GS Caltex, Mitsubishi Chem., etc.)
  - Sluggish demand from SM & phenol

#### Lube

#### Tightness of Group III is expected to be somewhat eased due to sizable supply increase

- Group III: Considerable supply increase from new capacities in Asia amid healthy demand in US and Europe
- Group II: Sustainable demand growth in Asia offsetting some capacity additions

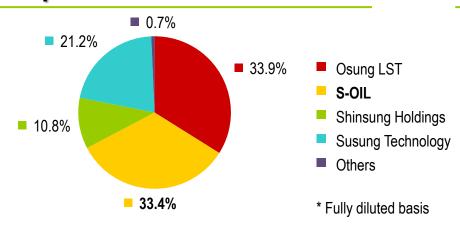




# **Investment on HanKook Silicon**

#### Size of investment: ₩ 265.0 bil.

#### Acquisition of 33.4% stake



## **Management participation**



## Why poly-silicon?

- Fast growing market with high profitability
  - Global poly-silicon market is expected to grow at 23% p.a. for the next 5 years: 106 k ton (2010) → 292 k ton (2015)
  - Global leading poly-silicon producers have enjoyed high operating margin of average 29% in the past three years
- Korean companies' strong competitiveness for poly-silicon business
  - Secured operational efficiency and technological competitiveness
  - Close to major consumers such as China and Japan
- Similarity in manufacturing process between poly-silicon and refining/petrochemical

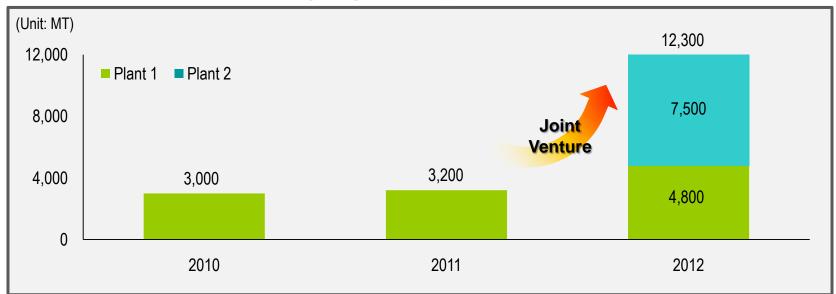


# **Investment on HanKook Silicon**

## Why HanKook Silicon?

- Proved its technology and capacity by succeeding in commercial production of high purity poly-silicon in 6 months, and currently produces 100% of high purity poly-silicon (8N and 9N)
- One of 8 global players which currently produce high purity poly-silicon
- Secured the core technologies of poly-silicon from its affiliates' strong support
- Will secure economies of scale from 1Q 2012

#### **On-going Capacity Expansion**



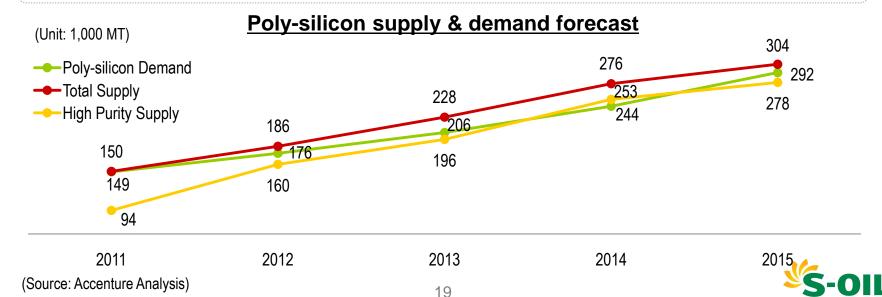
<sup>\*</sup> Revamping of Plant 1 and construction of Plant 2 are under way as one project, which will lead to improvement of cost structure and competitiveness.



# **Investment on HanKook Silicon**

## Poly-silicon business outlook

- Poly-silicon market will grow robustly in line with expansion of solar PV industry driven by the following growth forces:
  - Continued growth of current major markets such as Germany despite subsidy cut
  - Demand diversification resulting from growth of such new markets as US and China
  - Upcoming grid parity with continuous decrease of module price & improvement of module efficiency
  - Increased concern on nuclear safety after earthquake in Japan
- Despite heavy investment on global production capacity, total supply of high purity poly-silicon is still expected to be short of demand thanks to growing demand of higher efficiency PV



# S-OIL Thank You!