## KTF


$2^{\text {nd }}$ Quarter, FY 2003
Earning Report

Investor Relations
KTF

## Contents

## Financial Highlights

- Operational Highlights


## Quarterly Income Statement

|  |  |  |  | (Unit : KRW Mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Description | 2Q-03 | 2Q-02 | Change(\%) | 1Q-03 | Change(\%) |
| I. Operating Income | 226,863 | 198,357 | 14.4\% | 195,387 | 16.1\% |
| 1. PCS Revenue |  |  |  |  |  |
| Revenue | 1,062,136 | 1,031,292 | 3.0\% | 1,025,187 | 3.6\% |
| Mobile Originated | 784,850 | 777,833 | 0.9\% | 763,550 | 2.8\% |
| Interconnection | 213,049 | 201,538 | 5.7\% | 195,963 | 8.7\% |
| Resale | 49,816 | 38,224 | 30.3\% | 51,114 | -2.5\% |
| Other rev. (700, 114) | 1,529 | 1,033 | 48.0\% | 1,527 | 0.1\% |
| Others | 12,892 | 12,664 | 1.8\% | 13,033 | -1.1\% |
| Cost | 836,235 | 834,064 | 0.3\% | 828,914 | 0.9\% |
| Net | 225,901 | 197,228 | 14.5\% | 196,274 | 15.1\% |


| 2. Handset Sales |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Revenue | 218,944 | 218,375 | $0.3 \%$ | 182,502 | $20.0 \%$ |
| Cost of Sales | 217,982 | 217,246 | $0.3 \%$ | 183,389 | $18.9 \%$ |
| Net | 962 | 1,129 | $-14.8 \%$ | $\triangle 887$ | $-208.5 \%$ |


| II. Non-operating items | $\triangle 73,324$ | $\triangle 41,229$ | $77.8 \%$ | $\triangle 89,025$ | $-17.6 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 1. Net of Interest | $\triangle 69,230$ | $\triangle 42,242$ | $63.9 \%$ | $\triangle 68,687$ | $0.8 \%$ |
| 2. Net of F/X gain | 11,976 | 555 | $2057.8 \%$ | $\triangle 10,333$ | $-215.9 \%$ |
| 3. Other Non-op. items | $\triangle 16,070$ | 458 | $-3608.7 \%$ | $\Delta 10,005$ | $60.6 \%$ |
| III. Ordinary Income | 153,539 | 157,128 | $-2.3 \%$ | 106,362 | $44.4 \%$ |
| IV. Income before tax | 153,539 | 157,128 | $-2.3 \%$ | 106,362 | $44.4 \%$ |
| V. Income tax | 20,656 | 19,044 | $8.5 \%$ | 14,208 | $45.4 \%$ |
| VI. Net Income | 132,883 | 138,084 | $-3.8 \%$ | 92,153 | $\mathbf{4 4 . 2 \%}$ |

- All numbers in this material are not audited nor reviewed by external auditor
-CP (VAS) \& Lottery sales and cost are net-based. FY2002 results are also amended by current accounting method


## Revenue

|  |  |  |  | (Unit : KRW Mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Description | 2Q-03 | 2Q-02 | \% Change | 1Q-03 | \% Change |
| Service Revenue | 1,062,136 | 1,031,292 | 3.0\% | 1,025,187 | 3.6\% |
| Activation Fee | 10,368 | 12,092 | - 14.3\% | 9,431 | 9.9\% |
| Monthly Fee | 389,200 | 391,353 | - 0.6\% | 390,670 | - 0.4\% |
| Airtime Charge | 311,615 | 316,132 | - 1.4\% | 295,078 | 5.6\% |
| VAS | 116,935 | 88,654 | 31.9\% | 107,797 | 8.5\% |
| (Discount) | $(43,267)$ | $(30,399)$ | 42.3\% | $(39,426)$ | 9.7\% |
| Interconnections | 213,049 | 201,538 | 5.7\% | 195,963 | 8.7\% |
| KT Resale | 49,816 | 38,224 | 30.3\% | 51,114 | - 2.5\% |
| Other rev. $(700,114)$ | 1,529 | 1,033 | 48.0\% | 1,527 | 0.1\% |
| Others | 12,892 | 12,664 | 1.8\% | 13,033 | - 1.1\% |
| Handset Sales | 218,944 | 218,375 | 0.3\% | 182,502 | 20.0\% |
| Total Sales | 1,281,080 | 1,249,667 | 2.5\% | 1,207,689 | 6.1\% |Despite the tariff and interconnection rate cut early this year, service revenue reached KRW 1.06 Tn (QoQ 3\% increase)

- Sign- up fee : An increase of $10 \%$ from 1Q- 03 thanks to new subscription increase
- Monthly fee : A decrease from 2Q- 02 due to tariff cut
- Airtime charge : An increase of 6\% from 1Q- 03 due to recovered ARPU and subscriber base increaseVAS revenue : QoQ $8 \%$ increase thanks to higher wireless data usage and value added services like 2Ring, Catchcall etcInterconnection: Despite drop of interconnection rate, $9 \%$ increase from 2Q- 02 due to increase in MM terminated callsM- commerce and International roaming revenue steadily increase by $34 \%$ and $23 \%$ respectively from 1Q-03KT resale : Though actual resale revenue increased, due to estimation error, there was $3 \%$ decrease from previous quarter
※ An amended revenue sharing model applied from May 2003
KTF's share after May : Total interconnection revenue plus KRW 89.39 per minute including free calls
KTF's share before May : KTF's share is $49 \%$ of total resale revenueHandset sales : QoQ $20 \%$ increase to KRW 218.9 Bn because portion of mid- to- high tier models increased and total number of subscribers increased though marketing cost decreased


## Operating Expense

Total operating expense remained at the same level compared to that of $2 \mathrm{Q}-02$Fees: $27 \%$ increase to 952 Bn due to an increase in out- souring of $\mathrm{C} / \mathrm{S}$ center and network maintenanceInterconnection : Despite of 10\% rate- cut, YoY 6\% increase because number of subscriber and MO calls increasedLabor : 9\% increase from 2Q-02 due to $2.9 \%$ salary increase in FYO3 and absorption of KTICOM employeesDepreciation : $16 \%$ increase to 203.6 Bn due to expansion of $1 x$ \& EV- DO network and 2G spectrum integration from FY02Repair \& maintenance : QoQ 131\% increase because of increased relocation of BTSMarketing cost : Maintained low level of acquisition and advertisement cost through an effective management of sales activityBad debt: QoQ 16\% increase not because of bad net ratio change but increased shipment of handsetsUSO: QoQ 38\% decrease because there was temporary increase of USO expense in previous quarter

## EBITDA \& Capex



주) EBITDA $=$ Operating Income + Depreciation - (Handset Sales - Handset sales Cost) EBITDA margin $=$ EBITDA $/$ Service Revenue

EBITDA margin reached beyond 40\%

- Increase of EBITDA due to improved total revenue a) subscribers, b) VAS revenue and c) MOU increase
- Lower marketing cost thanks to effective sales management
- Temporarily increased USO in previous quarter led to relatively low level of related expense in 2 Q


## Quarterly Capex



* FY2003 Capex results are including KTICOM's before merger

| BTS | 2 G | cdma2000 1x | EV- DO |
| :---: | :---: | :---: | :---: |
| , 032 Q | 6,434 | 2,482 | 1,798 |
| , 031 Q | 6,283 | 2,408 | 1,087 |

Interconnections

## Revenue and Cost



- Net of Interconnections
- Revenue \& cost, both increased due to increased MOU
- Net of interconnections increased to 922 Bn from 875 Bn of 2Q-02 mainly because MM revenue increased

| Quarterly Breakdown |  |  |  |  | (Unit : KRW Bn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Descriptions |  | 2Q-02 | 3Q-02 | 4Q-02 | 1Q-03 | 2Q-03 |
| L M | Rev | 98 | 99 | 102 | 96 | 96 |
|  | Exp | 23 | 23 | 23 | 19 | 21 |
| MM | Rev | 104 | 110 | 117 | 99 | 117 |
|  | Exp | 91 | 96 | 99 | 88 | 100 |

Call Traffic

$\square$ Land to KTF $\square$ Mobile to KTF - KTF to KTF - KTF to Mobile $\square K T F$ to Land

## Marketing Cost


(Unit: KRW Bn)


## Acquisition vs. Retention

| Description |  | 20-03 | 20-02 | \% Change | 10.03 | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition | Commission | 25 | 33 | - $24.2 \%$ | 29 | 13.8\% |
|  | Promotion | 6 | 21 | -71.4\% | 5 | 20.0\% |
|  | Sub Total | 31 | 54 | - $42.6 \%$ | 34 | -8.8\% |
|  | Per 1 new subs. | 61,196 | 86,606 | - $29.3 \%$ | 69,488 | - 11.9\% |
| Retention | Commission | 78 | 90 | -13.3\% | 86 | -9.3\% |
|  | Promotion | 24 | 26 | -7.7\% | 18 | 33.3\% |
|  | Sub Total | 102 | 117 | - 12.8\% | 103 | -1.0\% |
| Advertisement |  | 25 | 50 | - 50.0\% | 31 | - 19.4\% |
| Total Marketing Cost |  | 158 | 221 | - $28.5 \%$ | 169 | -6.5\% |

■ Total marketing cost amounts to 157.7 Bn :
QoQ 29\% decrease

- Well- maintained cost- effective sales activity as acquisition cost per subscriber is KRW 61,196, 1.5 times of ARPU

■ 2Q-03 advertisement cost decreased by 19\% compared to 1 Q- 03

## Non- operating items and Income Tax

## Non-op. Items

|  |  |  |  | (Unit : KRW Mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Non- operating ltems | 20.03 | 20-02 | \% Change | 10. 03 | \% Change |
| Interestgain | 1,772 | 7,494 | - 76.4\% | 1,986 | -10.8\% |
| Interest loss | 71,002 | 49,736 | 42.8\% | 70,673 | 0.5\% |
| Net of Interest | $\triangle 69,230$ | $\triangle 42,242$ | 63.9\% | $\triangle 68,687$ | 0.8\% |
| F/X-related gain | 1,646 | 761 | 116.3\% | 91 | 1710.1\% |
| $\mathrm{F} / \mathrm{X}$-related loss | $\triangle 10,329$ | 205 | -5138.5\% | 10,424 | -199.1\% |
| Net of F/X | 11,976 | 555 | 2057.8\% | $\triangle 10,333$ | -215.9\% |
| Other gains | 14,150 | 12,428 | 13.\% | 18,525 | 23.6\% |
| Other losses | 30,200 | 11,970 | 1525\% | 28,530 | 5.9\% |
| - Disposition of tangible | 22,487 | 4,964 | 353.0\% | 17,508 | 28.4\% |
| - Others | 7,733 | 7,006 | 10.4\% | 11,022 | -29.8\% |
| Net of others | $\triangle 16,070$ | 458 | -3608.7\% | $\triangle 10,005$ | $60.6 \%$ |
| Total Non-op. gains | 17,568 | 20,683 | 15.1\% | 20,602 | -14.7\% |
| Total non- op. losses | 90,893 | 61,911 | 46.\% | 109,627 | -17.1\% |
| Net Non- op. Items | $\triangle 73,324$ | $\triangle 41,220$ | 77.8\% | $\triangle 89,025$ | 17.\% |

Total non- operating profit improved to $\triangle 73.3 \mathrm{Bn}$ from $\triangle 89.0$ Bn in $1 Q$
$\square$ Interest loss increased YoY 43\%, QoQ 0.5\%

- Interest bearing debt increased from KTICOM merger Total interest bearing debt as of June 30 is $3,448.5 \mathrm{Bn}$
- Contribution from ceased capitalization of interest loss from asset in construction
- Booked interest expense related to long- term payables from W- CDMA license fee (3.3 Bn in 1Q, 10.3 Bn in 2Q)
$\square \mathrm{F} / \mathrm{X}$ profit 12 Bn in 2Q-03 due to weakening KRW
- Foreign currency denominated debt as of 2Q-03 : USD 6.6 Mn, JPY 23.6 Bn
- F/X rate change from previous quarter $\backslash /$ USD $: 1,252.9 \rightarrow 1,193.1$ \JPY : $10.42 \rightarrow 9.99$
- Among the total KRW 40 Bn , disposition loss of tangible asset, 36.6 Bn is an expense of relocation and disposal of BTS in the course of spectrum integration


## Income Tax

| Description | 20-03 | 20.02 | \% Change | 10. 03 | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pre-tax Income | 153,539 | 157,128 | -23\% | 100,362 | 44.4\% |
| Tax | 20,656 | 19,04 | 8.5\% | 14,208 | 45.4\% |
| Effective tax rate | 13.5\% | 12.1\% |  | 13.4\% |  |
| Net Income | 132,883 | 133,084 | -3.8\% | 92,153 | 44.2\% |

Low effective tax rate because tax credit carried forward from KTM.com merger

- Tax- saving : 45.0 Bn in FY01, 53.1 Bn in FY02, 9.3 Bn in $1 \mathrm{Q}-03,13.7 \mathrm{Bn}$ in $2 \mathrm{Q}-03$
- Referring to remaining credit of 350 Bn as of end of Q2, maximum amount of tax saving will be 100 Bn In 2nd half this year, we expect an equal level of tax- saving as in 1st half

Temporary tax benefit from investment

- Among the total tax credit, 100 Bn from investment in FY01 and FY02, actual tax- saving will amount to 45 Bn based on minimum tax payment rule
- Using tax credit, 55 Bn transferred from FY02, 14.6 Bn in 1 Q and 18.7 Bn in 2 Q reflected on $\mathrm{P} / \mathrm{L}$
- In 2nd half of 2003 , credit transferred from the past and additional tax credit for investment in 2003 will be reflected and according to financial performance and minimum tax payment rule, total amount of deduction will be decided


## Balance Sheet

As of June 30, 2003

| A ssets | 8,152,060 | Liabilities | 5,200,753 |
| :---: | :---: | :---: | :---: |
| Current | 1,591,200 | Current <br> Fixed | $\begin{aligned} & 2,803,328 \\ & 2,397,425 \end{aligned}$ |
| Quick | 1,454,818 |  |  |
| Inventory | 136,382 |  |  |
|  |  | Equity | 2,951,307 |
| Fixed | 6,560,860 |  |  |
|  |  | Capital Stock | 955,703 |
| Investment | 483,525 | APIC | 1,325,489 |
| Tangible | 4,845,636 | Retained Earnings | 764,508 |
| Intangible | 1,231,700 | Capital Adjustment | $\triangle 94,392$ |
|  |  |  | (Unit : KRW Bn) |
| Debts | 2Q-2003 | 1Q-2003 | Change |
| Interest bearing | 3,448 | 3,888 | $\triangle 440$ |
| Current portion | 1,601 | 1,749 | 148 |
| Net debt | 3,365 | 3,479 | $\triangle 114$ |
| Foreign currency denominated | $8(\$ 6.6 \mathrm{mn})+$ | $16(\$ 12.7 \mathrm{mn})+$ | $\triangle 19$ |
|  | 235 (JPY 23.6bn) | 246 (JPY23.60n) | (UDS $\triangle 6.1 \mathrm{~m}$ ) |


| Ratios |  |  |
| :---: | :---: | :---: |
| Q uarterly | 2Q-03 | 1Q-03 |
| Debt/Equity | 176\% | 193\% |
| Net debt / Equity | 114\% | 123\% |
| Interest Coverage | - 3.18 | 2.78 |
| EBITDA interest coverage | 6.05 | 5.61 |
| EBITDA Margin | 40.4\% | 38.7\% |
| O perating Margin | 21\% | 19\% |
| Interestbearing debt | Short-term | 280 Bn |
|  | Current portion of long-term | 1,321 Bn |
|  | Bonds | 1,848 Bn |
| ※ Long- term payable for 3 G license fee( 505.2 Bn ) is not included in calculation of the interest bearing debt, net debt and ratios. |  |  |

## Clear Return Program for Shareholders

Mid- to- long term return program for shareholders

- Execution of profit return program from year 2003
- Gradual enlargement of total payout ratio till 2006
- Based on stable ability to generate cash, portion of cash- dividend payout will be increased from 2004

| Annual Profit Return |  |  |  |
| :---: | :---: | :---: | :---: |
| FY2004 | FY2005 | FY2006 |  |
| Amount of Return | $35 \%$ of FY 03's <br> net income | $40 \%$ of FY 04's <br> net income | $50 \%$ of FY 05's <br> net income |
| Method of Return | Cash dividend or <br> share buy- back \& cancellation |  |  |

[^0]
## Contents

- Financial Highlights

Operational Highlights

## ARPU \& Churn Rate



Increase in subs(+1\% vs. 1Q FYO3) and decrease in churn rate(+ $0.7 \%$ p vs. $1 Q$ FY03) accomplished

- This resulted from management's effort to improve the quality of subs from FY02 4Q to FY03 1Q
- Big impact from mandatory deactivation in FY03 2Q, which led to a solid sub's base

- 'Weed-out' process shows improvements in quality of subs
- Expected long-term impacts
(1) Improvement in the cost-effective marketing skill
(2) Enhancement of marketing channels
(3) Improvement in ARPU


## ARPU \& MOU



- Increase by 3\% in total ARPU and 3\% in outgoing ARPU compared to 1Q FY03
- Increase by $1 \%$ in total ARPU and $2 \%$ in outgoing ARPU compared to 2Q FY02
(1) Elimination of seasonal effect
(2) Introduction of new VAS (ex, BGM) and increased usage of VAS \& FIMM service
(3) Results of sub's quality enhancement policy


## Outgoing MOU



- Voice MOU
- Due to the elimination of seasonal effect Voice MOU increased sharply
- Data MOU
-Although data MOU looks stable, actual packet volume is dramatically increasing in accordance with the upgrade to the faster data transmission network


## Wireless Data Revenue Breakdown

WD Revenue Composition: Gross-based

| (Unit: KRW bn) |  |  |  | *Free usage fee include |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 150 | $\square$ CP related: Gross-based |  |  | - Other WD Revenue |  |
|  | $\square$ Free | ge Fee | 122.4 | 119. | 126.7 |
| 100 | 89.817.2 | $\begin{aligned} & 98.2 \\ & 17.8 \end{aligned}$ | 22.9 | 21.6 | 22.9 |
|  |  |  |  |  |  |
| 50 | 62.8 | 67.1 | 79.9 | 77.6 | 80.6 |
|  |  |  |  |  |  |
| 0 | 98 | 13.2 | 19.7 | 20.4 | 23.2 |
|  | 2Q-02 | 3Q-02 | 4Q-02 | 1Q-03 | 2Q-03 |

## Change in Accounting Principle for CP-related Revenue

- Before
(1) Revenue recognition: Gross-based
(2) Expense: Contents usage fee
- After
(1) Revenue recognition: Net-based
- Analysis: No impact on net income
- Increased CP-related revenue sharing ratio
(1) FYO3 2Q gross- based revenue: 23.2bn

FYO3 2Q net- based revenue: 6.4bn

- KTF:CP=28\%:72\%
(2) FY03 1Q gross- based revenue: 20.4bn FY03 1Q net- based revenue: 4.7bn
- KTF:CP=23\%:77\%

WD Revenue Composition: Net-based


- Content usage revenue portion of wireless data revenue sharply increased by $36 \%$ compared to 1Q FY03
- Increase in gross-based WD revenue
(1) $6 \%$ increase against 1Q FY03
(2) $41 \%$ increase against 2Q FY02
- Increase in net-based WD revenue
(1) $6 \%$ increase against 1Q FY03
(2) $32 \%$ increase against 2Q FY02
- $\quad$ Sharp increase in CP-related revenue
(1) $36 \%$ increase against 1Q FY03
(2) $106 \%$ increase against 2Q FY02


## Wireless Data ARPU



(Unit: Packet)
*Based on total subs \& free packets included


- Increase in WD POU
(1) 60\% increase against 1Q FY03
(2) $121 \%$ increase against 2Q FYO2
- Due to FIMM promotion- 'unlimited usage'
- Increase in WD ARPU
(1) 6\% increase against 1Q FY03
(2) $\mathbf{2 6 \%}$ increase against 2Q FYO2
> Vitalization of multimedia service
> Introduction of new VAS (ex, BGM) and increase in VAS revenue


## Analysis of Subs by Network




- In contrast to a decrease in 2G subs, color subs, typically EV-DO subs rapidly increased
- Growth rate in FIMM 1X subs: 45\% (FY03 1Q vs. FY03 2Q)
- Growth rate in FIMM EV-DO subs: 151\% (FY03 1Q vs. FY03 2Q)
(1) 1X color and FIMM promotion targeting at 2G subs(ex. Outbound call )
(2) EV-DO handset prices decreasing and more choices for customers with new models
(3) To increase availability and market share KTF continues to expand coverage and introduced 'unlimited usage' promotion to EC-DO customers
(4) Multimedia services appealing to customers(ex, MMS and Software/Hardware VOD service)


## Analysis of ARPU* by handset



■ Higher data ARPU of high-end handset users
(1) 1x Color ARPU: Users of 1 X color handsets have shown dramatic increase in VOD and mobile game usage. Its data ARPU is 34 times greater than 2G users'.
(2) FIMM 1X ARPU: Moving one step higher, FIMM 1X supports software based VOD service and is equipped with MMS function with a built-in camera. Users of this model shows a $35 \%$ increase in data ARPU than 1X color users'
(3) FIMM EV-DO ARPU: Finally, equipped with a MPEG chipset, the FIMM EV-DO supports real-time broadcasting, movies, music video service, which are far superior to its predecessors. Its POU increased dramatically from its predecessors, as well as data ARPU which increased $154 \%$ and $66 \%$ from its older 1X color and FIMM 1x generation

## Analysis of ARPU* by Age Group




(Unit: KRW)

- Voice Data

FIMM
(Unit: KRW)

- Voice ■ Data

- Heavy usage centers around teens and twenties
(1) Demographically, teens and twenties are more apt to use wireless data service as shown by the above graph. They also tent to use more VAS and data applications
(2) Some of the more popular usages are 2Ring, Multipack, games, MMS and VOD
- Handset replacement moves toward higher-end handsets
(1) Consumers are replacing handsets with more and more features, which leads to increase wireless data ARPU- regardless of age
(2) Adults over 30's try new applications after upgrade to newer and more diverse phones


## Analysis of POU*



- More features, More usage
(1) $1 \mathrm{XB} B \mathrm{~W}$, at the lower-end of the technical spectrum, shows low usage because popular applications are offered with low quality and low volume content
(2) As we wrote to 1 X , Consumers are using a bit more POU due to games and VOD with much higher quality
(3) At the higher-end of the spectrum we can see dramatic increase in POU. FIMM EV-DO provides more higher quality VOD service activated on MPEG chipset and MMS functionality.


## Analysis of Content Usage



> Multipack

## FIMM



## More colorful, higher VOD usage

(1) MagicN Content Usage Pattern: The killer applications of 2G are ringtone and wallpaper. The black and white screen clearly has application limitation with regards to multimedia and games
(2) Multipack Content Usage Pattern: The Killer application of 1 x is software VOD activated on BREW platform, followed closely by ringtone. BREW platform is a middleware allowing application to run in a native environment
(3) FIMM Contents Usage Patterns: VOD contents constitute $100 \%$ of Top 10 contents. This is mainly due to streaming stability transmitted over EV-DO network and VOD promotion. Sooner or later, It will contribute higher portion to wireless data revenue in accordance with wide-spread of EV-DO handsets

## Other information



| Subs | 2Q- 2002 | 3Q- 2002 | 4Q- 2002 | 1Q- 2003 | 2Q- 2003 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Activation | 816 | 1,112 | 903 | 781 | 657 |
| Deactivation | 637 | 866 | 948 | 739 | 544 |
| Net Addtion | 180 | 246 | $\triangle 45$ | 42 | 113 |
| $\#$ of Subs as of Quarter | 10,132 | 10,378 | 10,333 | 10,375 | 10,488 |
| M/S | $32,8 \%$ | $32,4 \%$ | $31.9 \%$ | $31,6 \%$ | $31,6 \%$ |
| Activation- KTF only | 618 | 943 | 762 | 495 | 513 |
| Deactivation- KTF only | 506 | 722 | 839 | 639 | 446 |
| Net Addtion- KTF only | 112 | 221 | $\triangle 77$ | $\triangle 143$ | 66 |
| KT Resale Subs | 1,366 | 1,391 | 1,422 | 1,608 | 1,655 |

\# of Employee
(unit: person)

|  | As of FY 00 | As of FY01 | As of FY02 | As of 1Q FY03 As of 1Q FY04 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Regular | 1,761 | 1,683 | 2,094 | 2,097 | 2,106 |
| Non- regular | 2,016 | 901 | 839 | 791 | 728 |
| Total | 3,777 | 2,584 | 2,933 | 2,888 | 2,834 |

\# of cell cites

|  | 2G | 1 X | EV- DO |
| :--- | ---: | ---: | ---: |
| BTS | 6,434 | 2,482 | 1,798 |
| Coverage | $98 \%$ | $85 \%$ | $66 \%$ |

## Appendix

- Quarterly Income Statement for FY2002 and FY2003
- Balance Sheet as of June 30, 2003


## Quarterly Income Statement



## Quarterly Income Statement-continued

| Descriptions | 2002. 4-6 |  | 2002. 7-9 |  | 2002. 10-12 |  | 2003. 1-3 |  | 2003. 4-6 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
| Sales commission | 122,960 |  | 142,667 |  | 150,121 |  | 114,618 |  | 102,796 |  |
| Sales promotions | 47,193 |  | 42,108 |  | 51,900 |  | 23,106 |  | 30,187 |  |
| Advertisement | 50,382 |  | 35,492 |  | 24,300 |  | 30,839 |  | 24,739 |  |
| Bad Debt | 21,025 |  | $(25,995)$ |  | 8,410 |  | 11,575 |  | 13,397 |  |
| Travel \& Car fare | 1,456 |  | 967 |  | 1,208 |  | 1,073 |  | 1,093 |  |
| Utilities | 9,024 |  | 12,092 |  | 9,906 |  | 9,448 |  | 9,911 |  |
| Communications | 7,114 |  | 6,916 |  | 7,309 |  | 7,584 |  | 7,277 |  |
| Repair \& Maintenance | 10,772 |  | 18,348 |  | 34,627 |  | 6,120 |  | 14,138 |  |
| Office supplies | 2,210 |  | 2,089 |  | 3,207 |  | 2,469 |  | 2,521 |  |
| Other researchs | 1,510 |  | 1,968 |  | 2,755 |  | 775 |  | 1,940 |  |
| Book \& Printing | 248 |  | 132 |  | 151 |  | 140 |  | 264 |  |
| Conference \& managerial events | 1,442 |  | 1,512 |  | 1,754 |  | 1,312 |  | 1,408 |  |
| Internet shopping | 0 |  | 7 |  | 11 |  | 0 |  | 0 |  |
| Handset sales | 217,246 |  | 314,797 |  | 271,061 |  | 183,389 |  | 217,982 |  |
| Miscellaneous Expenses | 18 |  | 13 |  | 12 |  | 0 |  | 0 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| III. Operating Income |  | 198,357 |  | 226,329 |  | 186,994 |  | 195,387 |  | 226,863 |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| IV.Non-operating gains |  | 20,683 |  | 13,411 |  | 17,476 |  | 20,602 |  | 17,568 |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest | 7,494 |  | 761 |  | 1,665 |  | 1,986 |  | 1,772 |  |
| Disposition of marketable securities | 0 |  | 0 |  | 0 |  | 3 |  | 105 |  |
| Evaluation of marketable securities | 0 |  | 0 |  | 0 |  | 0 |  | 67 |  |
| Dividend | 0 |  | 0 |  | 0 |  | 95 |  | 651 |  |
| Rent | 2,529 |  | 2,803 |  | 2,729 |  | 1,179 |  | 2,161 |  |
| Equity method evaluation | (480) |  | (639) |  | $(1,901)$ |  | 3,635 |  | (110) |  |
| FX transactions | 650 |  | 44 |  | 555 |  | 77 |  | 342 |  |
| FX translations | 110 |  | 805 |  | (991) |  | 14 |  | 1,304 |  |
| Disposition of Investment | 52 |  | 0 |  | 0 |  | 0 |  | 2,275 |  |
| Disposition of tangible asset | 161 |  | 72 |  | 327 |  | 1,147 |  | 26 |  |
| Disposition of Intangibles | 3 |  | 0 |  | 0 |  | 18 |  | 0 |  |
| Gains from financial derivatives |  |  |  |  |  |  |  |  | 2 |  |
| Others | 1,694 |  | 2,262 |  | 3,640 |  | 5,958 |  | 2,067 |  |
| Miscellaneous gains | 8,469 |  | 7,303 |  | 11,452 |  | 6,489 |  | 6,907 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| V.Non-operating losses |  | 61,911 |  | 76,592 |  | 106,593 |  | 109,627 |  | 90,893 |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest | 49,736 |  | 48,943 |  | 58,548 |  | 70,673 |  | 71,002 |  |
| FX transactions | 50 |  | 63 |  | 28 |  | 42 |  | 48 |  |
| FXtranslations | 155 |  | (161) |  | (1) |  | 10,382 |  | $(10,378)$ |  |
| Donation | 3,543 |  | 6,417 |  | 4,762 |  | 5,092 |  | 2,818 |  |
| Equity method evaluation | 0 |  | 0 |  | 122 |  | 0 |  | 3,290 |  |
| Disposition of marketable securities | 0 |  | 0 |  | 0 |  | 1,742 |  | 65 |  |
| Evaluation of marketable securities | 0 |  | 0 |  | 0 |  | 265 |  | (39) |  |
| Evaluation of Inventories | 399 |  | 0 |  | 1,757 |  | 0 |  | 61 |  |
| Disposition of Investment | 38 |  | 50 |  | 0 |  | 1,338 |  | 0 |  |
| Evaluation of Investment | 0 |  | 0 |  | 2,774 |  | 2,280 |  | 0 |  |

## Quarterly Income Statement-continued



## Balance Sheet

| KT As of June 30, 2003 | ※ Not Audited nor Reviewed by external auditors. |  |  |  | (Unit : KRW Mn) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q-2003 | 1Q-2003 | 2Q-2002 |  | 2Q-2003 | 1Q-2003 | 2Q-2002 |
| Assets | 8,152,060 | 8,267,525 | 6,747,045 | Liabilities | 5,200,753 | 5,449,272 | 4,406,486 |
| Current | 1,591,200 | 1,813,045 | 1,590,717 | Current | 2,803,328 | 2,761,899 | 2,006,941 |
| Quick | 1,454,818 | 1,659,663 | 1,526,517 |  |  |  |  |
| Cash | 68,812 | 94,841 | 2,274 | Trade payable | 263,599 | 222,518 | 342,147 |
| Short-term financial investment |  | 280,000 |  | Other payable | 652,803 | 558,170 | 655,109 |
| Marketable securities | 14,454 | 34,455 |  | Short-term borrowings | 280,000 | 660,000 | 210,000 |
| Trade receivables | 1,238,091 | 1,093,980 | 1,290,634 | Advances from customer | 15,097 | 16,443 | 14,376 |
| Other receivables | 73,566 | 78,371 | 183,263 | Withholdings | 125,088 | 113,464 | 113,104 |
| Short-term loans | 9,525 | 8,592 | 6,160 | Accrued expenses | 89,665 | 69,254 | 54,984 |
| Advanced payment | 25,880 | 37,356 | 16,318 | Current portion of | 1,320,649 | 1,088,625 | 613,641 |
| Prepaid expenses | 24,046 | 25,211 | 27,651 | Long-term debt |  |  |  |
| Accrued income | 260 | 6,855 | 5 | Unearned income |  |  | 926 |
| Others | 183 | 1 | 212 | Unpaid income tax | 54,147 | 31,319 |  |
|  |  |  |  | Others | 2,280 | 2,106 | 2,654 |
| Inventory | 136,382 | 153,382 | 64,200 |  |  |  |  |
|  |  |  |  | Non-Current | 2,397,425 | 2,687,373 | 2,399,545 |
| Non-current | 6,560,860 | 6,454,481 | $5,156,328$ | Bonds | $1,847,651$ | $2,139,493$ | 2,259,450 |
|  |  |  |  | Long-term borrowings |  |  | 107,209 |
| Investment | 483,525 | 473,444 | 663,435 | Long-term pay ables | 509,891 | 505,609 | 1,641 |
| Long-term financial investme | 56 | 59 | 59 | Others | 39,882 | 42,270 | 31,245 |
| Investment securities | 99,680 | 100,106 | 35,066 |  |  |  |  |
| Investment-Equity method | 5,954 | 9,354 | 282,649 |  |  |  |  |
| Long-term loans | 44,290 | 43,238 | 44,125 |  |  |  |  |
| Guarantee deposit | 232,584 | 228,437 | 221,242 |  |  |  |  |
| Deferred income tax | 92,156 | 83,445 | 73,574 |  |  |  |  |
| Others | 8,805 | 8,805 | 6,720 | Equity | 2,951,307 | 2,818,253 | 2,340,558 |
| Tangible | 4,845,636 | 4, 752, 878 | 4,482,565 |  |  |  |  |
| Lnad | 123,689 | 123,507 | 105,653 | Capital Stock | 955,703 | 955,703 | 920,290 |
| Buildings | 180,672 | 179,926 | 142,673 |  |  |  |  |
| Structure | 64,293 | 64,270 | 62,911 | APIC | 1,325,489 | 1,325,489 | 1,132,834 |
| Equipment \& Machinery | 3,433,959 | 3,547,676 | 3,460,491 |  |  |  |  |
| $\checkmark$ ehicles | 6,502 | 6,986 | 5,750 | Retained Earnings | 764,508 | 631,625 | 318,316 |
| Construction in progress | 807,556 | 592,003 | 485,699 |  |  |  |  |
| Others | 228,965 | 238,510 | 219,388 | Capital Adjustment | $(94,392)$ | $(94,563)$ | $(30,882)$ |
| Intagible | 1,231,700 | 1,228,159 | 10,328 |  |  |  |  |
| Debt-Equity | 176\% | 193\% |  |  |  |  |  |
| Net Debt * | 3,365,216 | 3,479,199 |  | * Long-term pay able for 3G lice | se of KRW 509, | 9 Mn is not cons | idered |
| Net Debt-Equity * | 114\% | 123\% |  | in calculating interest-bearing | debt or ratios. |  |  |
| Interest-bearing debt * | 3,448,482 | 3,888,495 |  |  |  |  |  |
| Short-term | 1,600,649 | 1,748,625 |  |  |  |  |  |


[^0]:    ※ An execution plan of share buy- back \& cancellation worth 100 Bn within year 2003 was already announced

