## FY2004 3Q Earnings Release

## KT Freetel Co., Ltd.

■ FY2003 results in this material are restated in accordance with FY2004 accounting principle \& methods for comparison purpose.
$\square$ This material is on FY2004 3Q pre-closing result which is not reviewed nor audited by external auditor. And the more, all the numbers herein are still under the risk of material change according to accounting closing of company. Therefore, we will reannounce the financial result as soon as we finish the internal closing.
$\square$ This material contains forward-looking statements. These forward-looking statements are subject to risks, uncertainties and assumptions, some of which are beyond our control. Actual results may differ materially from those expressed or implied by these forward-looking statements. Because of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation might not occur in the way we expect, or at all. You should not place undue reliance on any forward-looking information.
$\square$ This material contains several estimated numbers. These are under the risk of retroactive change in the kind of disclosed data, forms, or numbers without notice.
■ Company will not take any kind of legal responsibility on your investment decision based on this material.

## I. Financial Highlights

$\square$ PCS sales decreased $0.5 \%$ compared to previous quarter. Keep in mind that 2 Q had irregular increased amount such as retroactive adjustment of new interconnection rates.

A sound top line trend is achieved despite other challenges ; suspension of operation, tariff cut, seasonal effect and start of two- way MNP for KTF.

Handset sales dropped by $9.0 \%$ resulting from decrease in new subscriber adds and suspension of operation.

EEBITDA margin is up $2.7 \%$ p to $36.2 \%$ mainly due to $14.6 \%$ decrease in marketing cost.
■Operating profit and net profit stood at W 154.5 bn and W 91.7 bn respectively.
Debt/Equity ratio improved to 161\%.
(Unit: W mn)

| Description | $3 Q-04$ | 3Q-03 | YoY\% | 2Q-04 | QoQ\% |  |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: |
| Revenue | PCS Sales | $1,168,599$ | $1,061,091$ | $10.1 \%$ | $1,174,042$ | $-0.5 \%$ |
|  | Handset Sales | 289,664 | 241,772 | $19.8 \%$ | 318,151 | $-9.0 \%$ |
| Cost | PCS Cost | $1,022,343$ | 856,225 | $19.4 \%$ | $1,055,743$ | $-3.2 \%$ |
|  | Hanset Cost | 281,455 | 239,905 | $17.3 \%$ | 334,599 | $-15.9 \%$ |
| Operating Income | 154,465 | 206,733 | $-25.3 \%$ | 101,852 | $51.7 \%$ |  |
| Non- Operating Income | 31,936 | 13,002 | $145.6 \%$ | 24,126 | $32.4 \%$ |  |
| Non- Operating Expenses | 89,041 | 99,312 | $-10.3 \%$ | 81,836 | $8.8 \%$ |  |
| Recurring Profit | 97,361 | 120,423 | $-19.2 \%$ | 44,142 | $120.6 \%$ |  |
| Tax | 5,634 | 16,340 | $-65.5 \%$ | 745 | $656.2 \%$ |  |
| Net Profit | 91,728 | 104,083 | $-11.9 \%$ | 43,397 | $111.4 \%$ |  |
| EBIT DA | 422,644 | 417,734 | $1.2 \%$ | 392,728 | $7.6 \%$ |  |
| EBIT DA Margin | $36.2 \%$ | $39.4 \%$ | $-3.2 \% \mathrm{p}$ | $33.5 \%$ | $2.7 \%$ p |  |
| Debt/Equity Ratio | $161 \%$ | $170 \%$ | $-9.0 \% \mathrm{p}$ | $168 \%$ | $-7.0 \% \mathrm{p}$ |  |

## II. Income Statement

| Sales |  |  |  |  | (Unit: W mn) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Description | 3Q-04 | 3Q-03 | YoY\% | 2Q-04 | QoQ\% |
| PCS Sales | 1,168,599 | 1,061,091 | 10.1\% | 1,174,042 | - 0.5\% |
| Sign- up Fee | 13,272 | 10,397 | 27.7\% | 23,260 | - 42.9\% |
| Monthly Fee | 443,934 | 389,950 | 13.8\% | 446,180 | - 0.5\% |
| Airtime Charge | 297,470 | 295,416 | 0.7\% | 302,859 | - 1.8\% |
| VAS | 156,534 | 125,417 | 24.8\% | 140,164 | 11.7\% |
| - Voice | 36,283 | 50,147 | - 27.6\% | 38,875 | - $6.7 \%$ |
| - Data | 120, 251 | 75,271 | 59.8\% | 101,289 | 18.7\% |
| (Discount) | $\triangle 69,510$ | $\triangle 47,264$ | 47.1\% | $\triangle 66,879$ | 3.9\% |
| Interconnections | 225,174 | 207,143 | 8.7\% | 233,298 | - 3.5\% |
| KT Resale | 89,744 | 63,466 | 41.4\% | 83,021 | 8.1\% |
| Other Rev. $(700,114)$ | 1,791 | 1,658 | 8.0\% | 1,654 | 8.3\% |
| Others | 10,190 | 14,908 | - 31.6\% | 10,485 | -2.8\% |
| Handset Sales | 289,664 | 241,772 | 19.8\% | 318,151 | -9.0\% |
| Total Sales | 1,458,263 | 1,302,863 | 11.9\% | 1,492,193 | -2.3\% |

Despite September tariff cut, suspension period and seasonal effects, PCS sales decreased slightly by $0.5 \%$ mainly owing to successful retention of high- end users and successful migration of subs to high- end handsets.

- Sign- up fee: subscription fees decreased in the $3^{\text {rd }}$ quarter due to a shift toward retention oriented policy from acquisition. KTF also endured 30 days of new sub acquisition ban.
- Monthly fee : Granting the fall in new subscriber adds and September tariff cuts, monthly fee dropped by a moderate $0.5 \%$ QoQ resulting from increased subscription to high- end monthly plans above W20,000.
- Airtime charge : Seasonal effects account for $1.8 \%$ QoQ decrease.
- VAS : Increase in data ARPU and termination of last quarter's change in CP account settlements transferred into $11.7 \%$ upsurge.
- KT Resale : Higher ARPU and MOU contributed to an $8.1 \%$ increase.
- Interconnection : Contrast to rise in call traffic and interconnection rate effects in the last quarter, fell by $3.5 \%$ to W 225.2 bn .Handset sales: Decrease in new subscriber adds and the suspension period took a role in decreasing sales by $9.0 \%$ to W289.7bn.

Operating Expenses

| Description | 3Q-04 | 3Q-03 | YoY\% | 2Q- 04 | QoQ\% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 1. Labor | 57,596 | 46,307 | $24.4 \%$ | 44,630 | $29.1 \%$ |
| 2. Fees | 104,008 | 94,880 | $9.6 \%$ | 101,752 | $2.2 \%$ |
| 3. Interconnection | 128,587 | 116,293 | $10.6 \%$ | 122,805 | $4.7 \%$ |
| 4. Overseas call | 1,423 | 1,540 | $-7.6 \%$ | 1,358 | $4.8 \%$ |
| 5. Information charge (CP) | 595 | 752 | $-20.8 \%$ | 1,026 | $-42.0 \%$ |
| 6. Rent | 27,101 | 25,481 | $6.4 \%$ | 30,243 | $-10.4 \%$ |
| 7. Depreciation | 276,387 | 212,868 | $29.8 \%$ | 274,429 | $0.7 \%$ |
| 8. Leased line | 89,442 | 89,918 | $-0.5 \%$ | 93,024 | $-3.9 \%$ |
| 9. Utilities | 14,818 | 13,062 | $13.4 \%$ | 11,297 | $31.2 \%$ |
| 10. Repair \& maintenance | 15,653 | 15,280 | $2.4 \%$ | 18,412 | $-15.0 \%$ |
| 11. Lease | 15,327 | 10,015 | $53.0 \%$ | 15,327 | $0.0 \%$ |
| 12. Marketing | 250,433 | 169,954 | $47.4 \%$ | 293,088 | $-14.6 \%$ |
| 13. Bad debt | 2,971 | 12,574 | $-76.4 \%$ | 3,920 | $-24.2 \%$ |
| 14. Tax \& Obligations | 7,459 | 7,676 | $-2.8 \%$ | 13,122 | $-43.2 \%$ |
| 15. USO | 10,000 | 15,819 | $-36.8 \%$ | 10,000 | $0.0 \%$ |
| 16. Others | 20,543 | 23,806 | $-13.7 \%$ | 21,309 | $-3.6 \%$ |
| PCS related expenses | $1,022,343$ | 856,225 | $19.4 \%$ | $1,055,743$ | $-3.2 \%$ |
| Cost of handsets | 281,455 | 239,905 | $17.3 \%$ | 334,599 | $-15.9 \%$ |
| Total | $1,303,798$ | $1,096,130$ | $18.9 \%$ | $1,390,342$ | $-6.2 \%$ |

O 3rd quarter PCS related operating expenses decreased by $3.2 \%$ to $\mathrm{W} 1,022$ bn resulting from a suspension period and stabilized market environment.

O Labor: 24.4\% YoY increase was a result of finalizing the on- going labor \& management negotiation for 2004 wage increase. This increase was retroactive earlier months this year. 29.1\% QoQ increase due mainly to $1^{\text {st }}$ half incentive payout.

O Marketing : Overall marketing cost reduced to W 250 bn from W 293 bn QoQ as KTF focused on profitability and retention.

○ USO : Considering changes in USO, conservative forecast for FY04 stands at W40 bn.

Interconnection
(Unit: W mn)

| Description |  | $3 \mathrm{Q}-04$ | $30-03$ | YoY\% | 2Q-04 | QoQ\% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue | 225,174 | 207,143 | $8.7 \%$ | 233,298 | $-3.5 \%$ |  |
|  | LM | 92,426 | 91,419 | $1.1 \%$ | 93,107 | $-0.7 \%$ |
|  | MM | 132,748 | 115,724 | $14.7 \%$ | 140,191 | $-5.3 \%$ |
| Expense | 128,587 | 116,293 | $10.6 \%$ | 122,805 | $4.7 \%$ |  |
|  | LM | 26,548 | 21,212 | $25.2 \%$ | 31,075 | $-14.6 \%$ |
|  | MM | 102,039 | 95,081 | $7.3 \%$ | 91,731 | $11.2 \%$ |
| Net Interconnection Income | 96,587 | 90,850 | $6.3 \%$ | 110,492 | $-12.6 \%$ |  |Because of the retroactive adjustment of interconnection rate in $2 Q$, interconnection revenue decreased by 3.5\% QoQ to W 225.2 bn and interconnection expense increased 4.7\% QoQ to W 128.6 bn.

- Following this, net interconnection income decreased by $12.6 \%$ at W96.6bn.


## Marketing Expense

| Description | 3Q-04 | 3Q-03 | YoY\% | 2Q-04 | QoQ\% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Commission | 182,976 | 115,159 | $58.9 \%$ | 218,972 | $-16.4 \%$ |
| Promotion | 38,441 | 30,216 | $27.2 \%$ | 44,029 | $-12.7 \%$ |
| Advertising | 29,016 | 24,579 | $18.1 \%$ | 30,087 | $-3.6 \%$ |
| Total Marketing Cost | 250,433 | 169,954 | $47.4 \%$ | 293,088 | $-14.6 \%$ |

Marketing cost decreased due to the suspension period and decrease in new subscriber additions. Commission dropped by $16.4 \%$ to W 183.0 bn and promotion fell by $12.7 \%$ to W38.4bn.
(Unit: W bn)

| Description | 3Q-04 | 3Q-03 | YoY\% | 2Q- 04 | QoQ\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition | 63 | 38 | 64.5\% | 115 | - 45.6\% |
| Commission | 56 | 31 | 77.8\% | 104 | - 46.6\% |
| Promotion | 7 | 6 | 16.3\% | 12 | - 41.6\% |
| Per Subs.(W) | 104,872 | 73,334 | 43.0\% | 117,311 | - 10.6\% |
| Retention | 159 | 108 | 48.1\% | 148 | 7.7\% |
| Commission | 127 | 84 | 51.8\% | 116 | 9.9\% |
| Promotion | 32 | 24 | 34.7\% | 32 | - 0.3\% |
| Advertising | 29 | 25 | 18.1\% | 30 | - $3.6 \%$ |
| Total Marketing Cost | 250 | 170 | 47.1\% | 293 | -14.7\% |

Subscriber acquisition cost amounted to W62.5bn, retention cost to W158.9bn and advertising cost to W29.Obn.Total subscriber acquisition cost fell by $45.6 \%$ QoQ with following reasons.

- Subscriber acquisition cost per head dropped from 117 thousand won to 105 thousand won, a steep decline of $10.6 \%$.
- Subscriber gross addition decreased by approximately $40 \%$ to 600 thousands.
$\bigcirc$ Subscriber retention cost increased by $7.7 \%$ QoQ due to competitor's aggressive marketing in July and reinforcement of subscriber retention efforts during the suspension period. Despite the increase, effective retention programs resulted more high- end handsets to subscribers as well as enhancing overall ARPU.


## EBITDA \& Capex

| Description | $3 Q-04$ | $3 Q-03$ | YoY\% | 2Q-04 | QoQ\% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| EBIT DA | 422,644 | 417,734 | $1.2 \%$ | 392,728 | $7.6 \%$ |
| EBIT DA Margin | $36.2 \%$ | $39.4 \%$ | $-3.2 \% \mathrm{p}$ | $33.5 \%$ | $2.7 \% \mathrm{p}$ |
| Capex | 154 bn | 226 bn | $-31.9 \%$ | 278 bn | $-44.6 \%$ |EBITDA increased by7.6\% QoQ to W422.6bn \& EBITDA margin jumped by 2.7\% p to 36.2\%.

Because of network capacity expansion and service quality enhancement, $1^{\text {st }}$ half Capex marked relative highs. Correspondingly, 3Q Capex decreased by 44.6\% to W154.2bn.

Non- operating Items
(Unit: W mn)

| Description | 3Q-04 | 3Q-03 | YoY\% | 2Q- 04 | QoQ\% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest Income | 693 | 766 | $-9.5 \%$ | 1,247 | $-44.4 \%$ |
| Interest Expense | 55,747 | 66,233 | $-15.8 \%$ | 55,761 | $0.0 \%$ |
| Net Interest Gain | $\triangle 55,054$ | $\triangle 65,468$ | $-15.9 \%$ | $\triangle 54,513$ | $1.0 \%$ |
| F/X Related Gain | 4,084 | $\triangle 781$ | $-622.8 \%$ | 6,260 | $-34.8 \%$ |
| F/X Related Loss | 100 | 7,760 | $-98.7 \%$ | 221 | $-54.9 \%$ |
| Net F/X Gain | 3,985 | $\triangle 8,541$ | $-146.7 \%$ | 6,040 | $-34.0 \%$ |
| Other Gains | 27,159 | 13,018 | $108.6 \%$ | 16,618 | $63.4 \%$ |
| Other Losses | 33,194 | 25,318 | $31.1 \%$ | 25,854 | $28.4 \%$ |
| Net Other Gains | $\triangle 6,035$ | $\triangle 12,301$ | $-50.9 \%$ | $\triangle 9,236$ | $-34.7 \%$ |
| Total Non- Op. Gains | 31,936 | 13,002 | $145.6 \%$ | 24,126 | $32.4 \%$ |
| Total Non- Op. Losses | 89,041 | 99,312 | $-10.3 \%$ | 81,836 | $8.8 \%$ |
| Total Net Non- Op. Gains | $\triangle 57,104$ | $\triangle 86,309$ | $-33.8 \%$ | $\triangle 57,710$ | $-1.0 \%$ |

Total net non- operating losses improved by 33.8\% YoY to W57.1bn (1\% decrease QoQ)

1. Decrease in interest income was due to a greater demand of cash on marketing and investment and the normalization of average balance in interest bearing debt.
2. Continuous net $F / X$ gains from Korean Won's appreciation against Japanese Yen.
$($ Won $/$ Yen: $4 \mathrm{Q} 11.18 \rightarrow 1 \mathrm{Q} 10.91 \rightarrow 2 \mathrm{Q} 10.63 \rightarrow 3 \mathrm{Q}$ 10.34)

Income Tax
(Unit: W mn)

| Description | 3Q-04 | 3Q-03 | YoY\% | 2Q-04 | QoQ\% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Pre- tax Income | 97,361 | 120,423 | $-19.2 \%$ | 44,142 | $120.6 \%$ |
| T ax | 5,634 | 16,340 | $-65.5 \%$ | 745 | $656.2 \%$ |
| Effective T ax Rate | $5.8 \%$ | $13.6 \%$ | $-7.8 \% \mathrm{p}$ | $1.7 \%$ | $4.1 \% \mathrm{p}$ |

Effective tax rate is estimated at around 8~ 9\% for FY2004.
III. Balance Sheet

As of September 30, 2004

| Asset | 8,173,327 | Liabilities | 5,040,589 |
| :---: | :---: | :---: | :---: |
| Currnet | 1,605,512 | Current | 2,252,756 |
| Quick | 1,358,947 | Fixed | 2,787,833 |
| Inventory | 246,565 |  |  |
|  |  | Equity | 3,132,737 |
| Fixed | 6,567,814 | Capital | 955,703 |
| Investment | 737,699 | APIC | 1,325,489 |
| Tangible | 4,667,088 | Retained Earnings | 938,269 |
| Intangible | 1,163,028 | Capital Adjustment | $\triangle 86,723$ |Debt/Equity ratio : 161\%, Net Debt/Equity ratio : 109\%

(Long- term payable for W- CDMA license fee is not included)

O Interest Bearing Debt in 3Q 2004
(Unit: W bn)

| Description | $3 Q-2004$ | $2 Q-2004$ | Q oQ \% |
| :--- | :---: | :---: | :---: |
| Interest Bearing Debt | 3,430 | 3,351 | $2.4 \%$ |
| Current Portion | 1,227 | 1,249 | $-1.8 \%$ |
| Net Debt | 3,405 | 3,324 | $2.4 \%$ |
| Foreign Currency |  | $\mathrm{U} \$ 0.2 \mathrm{mn}+$ | $-\$ 0.2 \mathrm{mn}$ |
| denominated | JPY14.2bn | JPY14.2bn |  |

Short term borrowings 580 bn , Current portion of LT debt 646.8 bn , Bonds 2,203.3 bn

## IV. Key Operating Data

Subscribers

| Description | 3Q-03 | 4Q-03 | 1Q-04 | 2Q-04 | 3Q-04 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| T otal No. of Subs | 10,448 | 10,442 | 11,292 | 11,946 | 11,709 |
| KT Resale | 1,573 | 1,555 | 1,999 | 2,301 | 2,234 |
| Quarterly A dds | 561 | 618 | 1,480 | 1,443 | 681 |
| Quarterly Churn- out | 600 | 625 | 630 | 788 | 918 |
| Net A dds | -40 | -7 | 850 | 655 | -237 |
| KT F- only | 8,876 | 8,887 | 9,293 | 9,646 | 9,476 |
| Quarterly Adds | 514 | 519 | 902 | 984 | 595 |
| Quarterly Churn- out | 471 | 507 | 497 | 631 | 765 |
| Net A dds | 42 | 11 | 406 | 353 | -170 |

Subscribers by Networks

| Description | 3Q-03 | 4Q-03 | 1Q- 04 | 2Q- 04 | 3Q-04 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EV- DO | 437 | 816 | 1,719 | 2,319 | 2,760 |
| 1 X | 6,555 | 6,656 | 7,139 | 7,679 | 7,482 |
| 2G | 3,456 | 2,970 | 2,433 | 1,948 | 1,467 |
| Total | 10,448 | 10,442 | 11,292 | 11,946 | 11,709 |
| Fimm | 874 | 1,330 | 2,629 | 3,799 | 4,611 |
| Color Display | 5,351 | 5,911 | 7,471 | 8,799 | 9,269 |

ARPU

| ARPU | $3 Q-03$ | $4 Q-03$ | $1 Q-04$ | $2 Q-04$ | $3 Q-04$ |
| ---: | :---: | :---: | :---: | :---: | ---: |
| ARPU - exclude interconn. | 30,864 | 30,632 | 30,804 | 31,960 | 32,057 |
| ARPU - include interconn. | 38,618 | 38,499 | 38,496 | 39,957 | 39,823 |
| ARPU - include sign-up fee | 39,010 | 38,892 | 39,240 | 40,776 | 40,291 |
| Data ARPU - Net basis | 3,481 | 3,744 | 4,195 | 4,519 | 4,878 |
| \% of sales | $11.3 \%$ | $12.2 \%$ | $13.6 \%$ | $14.1 \%$ | $15.2 \%$ |
| Data ARPU - Gross basis | 5,114 | 5,435 | 6,011 | 6,310 | 6,671 |
| \% of sales | $16.1 \%$ | $17.2 \%$ | $19.0 \%$ | $19.7 \%$ | $20.8 \%$ |

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## ARPU by Network

| Description |  | 3Q-03 | 4Q-03 | 1Q-04 | 2Q-04 | 3Q-04 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1X | data ARPU | 4,395 | 4,240 | 4,107 | 4,304 | 4,463 |
|  | total ARPU | 34,504 | 33,116 | 31,723 | 31,936 | 31,248 |
| EV-DO | data ARPU | 14,726 | 13,990 | 12,723 | 10,893 | 10,036 |
|  | total ARPU | 52,202 | 49,983 | 48,624 | 46,915 | 44,686 |
| 2G | data ARPU | 1,271 | 1,372 | 1,295 | 1,353 | 1,543 |
|  | total ARPU | 22,252 | 21,090 | 19,607 | 18,806 | 16,952 |
| Fimm | data ARPU | 11,968 | 11,945 | 11,404 | 10,108 | 9,446 |
|  | total ARPU | 46,127 | 45,288 | 44,780 | 43,645 | 42,065 |

※ Gross based, excluding interconnections and KT resale subscribers

## ARPU after discount

| Description | A pr-04 | May- 04 | Jun- 04 | Jul- 04 | A ug- 04 | Sep- 04 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| A RPU | 31,594 | 32,238 | 32,048 | 32,493 | 31,898 | 31,780 |
| Discount | 2,340 | 2,386 | 2,393 | 2,445 | 2,441 | 2,472 |
| A RPU after | 29,254 | 29,852 | 29,654 | 30,048 | 29,457 | 29,308 |
| discount |  |  |  |  |  |  |

※ Excluding interconnections, sign- up fee and KT resale subscribers
※ Excluding changes in payment of CP related fees from collection based to billing basedARPU after discount showed a slight increase of $0.1 \%$ QoQ and $1.8 \%$ YoY despite the tariff cut and seasonality.

KTF ※This material is not review ed nor audited by external auditor, and reflecting pre-closing numbers. Use just for analysis purpose.


| Descriptions | 2003.7-9 |  | 2003.10-12 |  | 2004. 1-3 |  | 2004. 4-6 |  | 2004. 7-9 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
| Sales commission | 115,159 |  | 122,709 |  | 157,747 |  | 218,972 |  | 182,976 |  |
| Sales promotions | 30,216 |  | 39,712 |  | 41,289 |  | 44,029 |  | 38,441 |  |
| Advertisement | 24,579 |  | 33,040 |  | 38,096 |  | 30,087 |  | 29,016 |  |
| Bad Debt | 12,574 |  | 15,217 |  | 4,969 |  | 3,920 |  | 2,971 |  |
| Travel \& Car fare | 1,334 |  | 1,385 |  | 984 |  | 1,149 |  | 1,137 |  |
| Utilities | 13,062 |  | 11,442 |  | 10,573 |  | 11,297 |  | 14,818 |  |
| Communications | 7,111 |  | 7,261 |  | 6,959 |  | 7,016 |  | 7,495 |  |
| Repair \& Maintenance | 15,280 |  | 23,828 |  | 5,431 |  | 18,412 |  | 15,653 |  |
| Office supplies | 2,625 |  | 3,363 |  | 3,679 |  | 2,860 |  | 2,744 |  |
| Other researchs | 2,353 |  | 3,248 |  | 468 |  | 1,877 |  | 1,443 |  |
| Book \& Printing | 266 |  | 136 |  | 395 |  | 206 |  | 227 |  |
| Conference \& managerial events | 1,411 |  | 1,761 |  | 1,710 |  | 2,252 |  | 1,950 |  |
| Cost of Handset sold | 239,905 |  | 229,326 |  | 377,685 |  | 334,599 |  | 281,455 |  |
| Others | 2,680 |  | 1,748 |  | 0 |  | 0 |  | 35 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| III. Operating Income |  | 206,733 |  | 152,793 |  | 104,610 |  | 101,852 |  | 154,465 |
|  |  |  |  |  |  |  |  |  |  |  |
| IV.Non-operating gains |  | 13,002 |  | 43,565 |  | 25,590 |  | 24,126 |  | 31,936 |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest | 766 |  | 19,571 |  | 2,117 |  | 1,247 |  | 693 |  |
| Disposition of short-term sales securities | 206 |  | 22 |  | 206 |  | 231 |  | 0 |  |
| Evaluation of short-term sales securities | (39) |  | (28) |  | 143 |  | (143) |  | 0 |  |
| Disposition of Available-for-sale securities |  |  | 7,058 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of Available-for-sale securities |  |  | 3,579 |  | 0 |  | 0 |  | 0 |  |
| Dividend | 0 |  | 0 |  | 84 |  | 315 |  | 0 |  |
| Rent | 2,303 |  | 5,358 |  | 2,569 |  | 3,729 |  | 1,387 |  |
| Equity method evaluation | 0 |  | $(3,525)$ |  | 2,108 |  | 2,095 |  | 1,534 |  |
| FXtransactions | 202 |  | 108 |  | 942 |  | 4,973 |  | 183 |  |
| FXtranslations | (983) |  | (257) |  | 7,161 |  | 1,287 |  | 3,902 |  |
| Disposition of Investment | 0 |  | 0 |  | 0 |  | 0 |  | 42 |  |
| Disposition of tangible asset | 20 |  | 86 |  | 3 |  | 3 |  | 24 |  |
| Disposition of Intangible asset | 0 |  | 0 |  | 0 |  | 26 |  | 0 |  |
| Collection of bad debt |  |  |  |  |  |  |  |  | 68 |  |
| Gain from Derivatives | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Tax refund |  |  |  |  | 1,162 |  | 0 |  | 0 |  |
| Others | 3,837 |  | 4,760 |  | 1,991 |  | 3,524 |  | 16,972 |  |
| Miscellaneous gains | 6,690 |  | 6,832 |  | 7,103 |  | 6,837 |  | 7,133 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| V.Non-operating losses |  | 99,312 |  | 117,598 |  | 73,073 |  | 81,836 |  | 89,041 |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest | 66,233 |  | 65,083 |  | 55,701 |  | 55,761 |  | 55,747 |  |
| FXtransactions | 37 |  | 34 |  | 699 |  | 303 |  | 63 |  |
| FX translations | 7,723 |  | 19,866 |  | 231 |  | (82) |  | 36 |  |
| Donation | 2,148 |  | 2,416 |  | 3,107 |  | 2,981 |  | 2,873 |  |
| Equity method evaluation | 586 |  | $(2,235)$ |  | 0 |  | 1,792 |  | 675 |  |
| Disposition of short-term sales securities | 0 |  | 275 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of short-term sales securities | 22 |  | (248) |  | 0 |  | 0 |  | 0 |  |
| Evaluation of Inventories | 0 |  | 666 |  | 0 |  | 0 |  | 0 |  |
| Disposition of Investment | 0 |  | 10,768 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of Investment securities | 0 |  | 0 |  | 8,853 |  | 8,635 |  | 19,431 |  |
| Disposition of Tangible asset | 22,197 |  | 9,632 |  | 1,228 |  | 3,901 |  | 4,876 |  |
| Disposition of Intangible asset | 7 |  | 10 |  | 2 |  | 7 |  | 8 |  |
| Loss from derivatives | 0 |  | 34 |  | 0 |  | 0 |  | 0 |  |
| Evaluation loss from derivatives |  |  |  |  |  |  | 118 |  | 564 |  |
| Loss sharing for overseas call | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |



## Balance Sheet

As of September 30, 2004

| KTF ※ This material is not reviewed nor audited by external auditor, and reflecting pre-closing numbers. |  |  |  |  |  | (Unit: W mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-2004 | 20-2004 | 30-2003 |  | 30-2004 | 20-2004 | 30-2003 |
| Assets | 8,173,327 | 8,166,556 | 8,253,007 | Liabilities | 5,040,589 | 5,124,665 | 5,195,216 |
| Current | 1,605,512 | 1,530,518 | 1,675,866 | Current | 2,252,756 | 2,447,344 | 3,077,798 |
| Quick | 1,358,947 | 1,307,612 | 1,555,672 |  |  |  |  |
| Cash | 23,709 | 23,984 | 73,260 | Trade payable | 266,787 | 330,774 | 275,274 |
| Short-term financial instrument |  |  |  | Other payable | 459,272 | 623,644 | 543,873 |
| Avalable-for-sale Securities | 1,938 | 3,309 | 10,506 | Short-term borrowings | 580,000 | 500,000 | 630,000 |
| Trade receivables | 1,145,937 | 1,147,834 | 1,346,594 | Advances from customer | 20,263 | 20,503 | 16,163 |
| Other receivables | 138,878 | 81,593 | 71,445 | Withholdings | 116,026 | 91,935 | 88,039 |
| Short-term loans | 5,864 | 6,688 | 8,539 | Accrued expenses | 135,606 | 116,485 | 118,119 |
| Advanced payment | 26,755 | 27,946 | 20,512 | Current portion of | 646,804 | 749,102 | 1,345,480 |
| Prepaid expenses | 14,622 | 15,138 | 24,287 | long-term debt |  |  |  |
| Accrued income | 1,173 | 986 | 317 |  |  |  |  |
| Others | 71 | 136 | 211 | Unpaid income tax | 27,997 | 14,900 | 58,866 |
|  |  |  |  | Others |  |  | 1,984 |
| Inventory | 246,565 | 222,905 | 120,194 |  |  |  |  |
| Non-current | 6,567,814 | 6,636,038 | 6,577,141 | Non-Current | 2,787,833 | 2,677,321 | 2,117,418 |
|  |  |  |  | Bonds | 2,203,343 | 2,102,335 | 1,559,729 |
| Investment | 737,699 | 678,727 | 507,591 | Long-term borrowings |  |  |  |
| Long-term financial investment | 21 | 21 | 56 | Long-term payables | 533,217 | 528,228 | 514,238 |
| Investment securities | 70,918 | 73,031 | 99,397 | Others | 51,272 | 46,757 | 43,450 |
| Equity method security | 22,735 | 21,897 | 5,368 |  |  |  |  |
| Hold-to-maturity | 82,426 | 57,361 |  |  |  |  |  |
| Long-term Receivables | 172,582 | 156751 |  |  |  |  |  |
| Long-term loans | 53,434 | 56,171 | 45,631 |  |  |  |  |
| Guarantee deposit | 203,914 | 204,556 | 236,809 |  |  |  |  |
| Deferred income tax | 122,332 | 99,969 | 111,525 | Equity | 3,132,737 | 3,041,891 | 3,057,791 |
| Others | 9,338 | 8,970 | 8,805 |  |  |  |  |
| Tangible | 4,667,088 | 4,770,295 | 4,836,340 | Capital Stock | 955,703 | 955,703 | 955,703 |
| Land | 122,099 | 122,519 | 123,488 |  |  |  |  |
| Buildings | 183,093 | 185,310 | 179,094 | APIC | 1,325,489 | 1,325,489 | 1,325,489 |
| Structure | 68,737 | 67,563 | 65,072 |  |  |  |  |
| Equipment \& Machinery | 3,729,552 | 3,901,945 | 3,662,404 | Retained Earnings | 938,269 | 846,542 | 868,591 |
| $V$ ehicles | 4,322 | 4,784 | 6,235 |  |  |  |  |
| Construction in progress | 321,674 | 217,383 | 552,514 | Capital Adjustment | $(86,723)$ | $(85,842)$ | $(91,992)$ |
| Others | 237,610 | 270,790 | 247,534 |  |  |  |  |
| Intagible | 1,163,028 | 1,187,016 | 1,233,209 |  |  |  |  |
| Debt-Equity | 161\% | 168\% | 170\% |  |  |  |  |


[^0]:    ※ Excluding KT resale subscribers

