

## FY2004 2Q 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 FY2004-2Q 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

PCS sales increased by $10.5 \%$ YoY and QoQ in 2Q04, attributed to robust growth in MNP \& new 010 subscribers and higher interconnection revenue

Handset sales decreased by 16.2\% QoQ. One reason for the decrease was a discounting factor as KTF appraise present value of long- term handset purchase plans
$\square$ EBITDA margin slightly fell by $0.5 \%$ p QoQ from $34.0 \%$ to $33.5 \%$ in 2Q04, despite $24 \%$ increase in marketing expenses

Operating profit and net profit stood at W101.9bn and W43.4bn, respectively
Debt/Equity ratio was maintained at 168\%

| Description | 2Q-04 | 2Q-03 | YoY $\%$ | $1 Q-04$ | QoQ \% |  |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: |
| Revenue | PCS Sales | $1,174,042$ | $1,062,010$ | $10.5 \%$ | $1,062,200$ | $10.5 \%$ |
|  | Handset Sales | 318,151 | 218,944 | $45.3 \%$ | 379,873 | $-16.2 \%$ |
| Cost | PCS Cost | $1,055,743$ | 836,108 | $26.3 \%$ | 959,778 | $10.0 \%$ |
|  | Handset Cost | 334,599 | 217,982 | $53.5 \%$ | 377,685 | $-11.4 \%$ |
| Operating Income | 101,852 | 226,863 | $-55.1 \%$ | 104,610 | $-2.6 \%$ |  |
| Non-Oper. Income | 24,126 | 17,568 | $37.3 \%$ | 25,590 | $-5.7 \%$ |  |
| Non-Oper. Expenses | 81,836 | 90,893 | $-10.0 \%$ | 73,073 | $12.0 \%$ |  |
| Recurring Profit | 44,142 | 153,539 | $-71.3 \%$ | 57,127 | $-22.7 \%$ |  |
| Tax | 745 | 20,656 | $-96.4 \%$ | 8,444 | $-91.2 \%$ |  |
| Net Profit | 43,397 | 132,883 | $-67.3 \%$ | 48,683 | $-10.9 \%$ |  |
| EBITDA | 392,728 | 429,460 | $-8.6 \%$ | 361,561 | $8.6 \%$ |  |
| EBITDA Margin | $33.5 \%$ | $40.4 \%$ | $-6.9 \% p$ | $34.0 \%$ | $-0.5 \% \mathrm{p}$ |  |
| Debt/Equity Ratio | $168 \%$ | $176 \%$ | $-8.0 \% \mathrm{p}$ | $168 \%$ | $0.0 \% \mathrm{p}$ |  |

II. Income Statement

Sales

| Description |  | 2Q-04 | 2Q-03 | Yoy \% | 1Q-04 | QoQ \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PCS Revenue |  | 1,174,042 | 1,062,010 | 10.5\% | 1,062,200 | 10.5\% |
|  | Sign-up Fee | 23,260 | 10,368 | 124.3\% | 20,298 | 14.6\% |
|  | Monthly Fee | 446,180 | 389,200 | 14.6\% | 414,178 | 7.7\% |
|  | Airtime Charge | 302,859 | 311,615 | - $2.8 \%$ | 283,700 | 6.8\% |
|  | VAS | 140,164 | 116,935 | 19.9\% | 135,803 | 3.2\% |
|  | - voice | 38,875 | 46,516 | - 16.4\% | 37,753 | 3.0\% |
|  | - data | 101,289 | 70,419 | 43.8\% | 98,050 | 3.3\% |
|  | (Discount) | $\triangle 66,879$ | $\triangle 43,267$ | 54.6\% | $\triangle 56,433$ | 18.5\% |
|  | Interconnections | 233,298 | 213,049 | 9.5\% | 194,074 | 20.2\% |
|  | KT Resale | 83,021 | 49,690 | 67.1\% | 58,503 | 41.9\% |
|  | Other Rev. $(700,114)$ | 1,654 | 1,529 | 8.2\% | 1,639 | 0.9\% |
|  | Others | 10,485 | 12,892 | - 18.7\% | 10,438 | 0.4\% |
| Handset Sales |  | 318,151 | 218,944 | 45.3\% | 379,873 | -16.2\% |
| Total Sales |  | 1,492,193 | 1,280,954 | 16.5\% | 1,442,073 | 3.5\% |

Wider base of high ARPU subscribers increased call traffic

- Monthly fee : Increased by $7.7 \%$ QoQ to W446.2bn owing to bigger subscriber base and increased subscription to higher monthly fee plans(couples \& rollover etc.)
- Airtime charge : Increased by 6.8\% QoQ backed by higher number of subscribers and rebounded call traffic from seasonal low in 1Q
- Discount : Higher adoptions of long- term discount contract(LTDC) by new subscribers - > jumped by $18.5 \%$ QoQ to W66.9bn
- VAS : Increased by $3.2 \%$ QoQ to W140.2bn in 2 Q 04 due to higher usages of data VAS arose from higher number of subscribers (Excluding changes in payment of CP related fees then VAS sales should increase by $11.6 \%$ to W151.6bn)
- KT Resale : Jumped by 41.9\% QoQ - > higher number of subscribers \& call traffic
- Interconnection : Increased by $20.2 \%$ QoQ - > 1) higher call traffic 2) changes from assumed rate to finalized interconnection rate, which were all reflected in 2Q

O Handset sales : decreased by $16.2 \%$ QoQ to $W 318.2 b n$ due to 1) lower handset shipment to distribution channels 2) appraising long- term handset receivables to present value(W15.2bn decreasing effect of handset sales)

Operating Expenses

| Operating Exp |  |  |  |  | (Unit : W mn) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Description | 2Q- 04 | 2Q-03 | Yoy \% | 1Q- 04 | QoQ \% |
| 1. Labor | 44,630 | 49,292 | - 9.5\% | 59,508 | - 25.0\% |
| 2. Fees | 101,752 | 95,147 | 6.9\% | 96,378 | 5.6\% |
| 3. Interconnection | 122,805 | 120,845 | 1.6\% | 111,090 | 10.5\% |
| 4. Overseas call | 1,358 | 1,410 | - 3.7\% | 1,526 | - 11.1\% |
| 5. Information charge (CP) | 1,026 | 839 | 22.4\% | 668 | 53.8\% |
| 6. Rent | 30,243 | 24,991 | 21.0\% | 26,327 | 14.9\% |
| 7. Depreciations | 274,429 | 203,559 | 34.8\% | 259,140 | 5.9\% |
| 8. Leased line | 93,024 | 89,838 | 3.5\% | 87,549 | 6.3\% |
| 9. Utilities | 11,297 | 9,911 | 14.0\% | 10,573 | 6.8\% |
| 10. Repair \& maintenance | 18,412 | 14,138 | 30.2\% | 5,431 | 239.0\% |
| 11. Lease | 15,327 | 10,015 | 53.0\% | 15,327 | 0.0\% |
| 12. Marketing | 293,088 | 157,721 | 85.8\% | 237,132 | 23.6\% |
| 13. Bad debt | 3,920 | 13,397 | - 70.7\% | 4,969 | - 21.1\% |
| 14. Tax \& obligations | 13,122 | 6,370 | 106.0\% | 15,201 | - 13.7\% |
| 15. USO | 10,000 | 15,183 | - 34.1\% | 10,000 | 0.0\% |
| 16. Others | 21,309 | 23,453 | - 9.1\% | 18,960 | 12.4\% |
| PCS related expenses | 1,055,743 | 836,108 | 26.3\% | 959,778 | 10.0\% |
| Cost of handsets | 334,599 | 217,982 | 53.5\% | 377,685 | - 11.4\% |
| Total | 1,390,342 | 1,054,090 | 31.9\% | 1,337,463 | 4.0\% |

O PCS related operating expenses increased by $10.0 \%$ QoQ to W1,055.7bn - > 1) higher number of new subscribers excluding KT Resale(+9\%) 2) higher acquisition cost per subscriberRent expense increased by $14.9 \%$ QoQ to $W 30.2$ n due to 1) additional deployment of repeaters to improve call quality 2 ) rate increases on rentDepreciation : increased by 5.9\% QoQ to W274.4bn, owing to higher network investment to accommodate increased subscribers \& maintain network quality

O Marketing : increased by $23.6 \%$ QoQ and $85.8 \%$ YoY to W293.1bn
<Per head acquisition cost increased as competition heated in 2Q 04>
ORepair \& Maintenance : increased by 30\% YoY, mainly due to new network facilities and higher demand of repairs and maintenance

O Bad debt : decreased by $21 \%$ QoQ, W3.2bn recovery from bad debt allowance
(bad debt ratio was maintained at same level as before)
O USO : decreased YoY due to changes in allotment forecast conservative FYO4 forecast USO stands at W40.Obn

Interconnections

| Description | 2Q-04 | 2Q-03 | YoY \% | 1Q-04 | QoQ \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 233,298 | 213,049 | 9.5\% | 194,074 | 20.2\% |
| LM | 93,107 | 96,112 | - $3.1 \%$ | 82,062 | 13.5\% |
| MM | 140,191 | 116,936 | 19.9\% | 112,012 | 25.2\% |
| Expenses | 122,805 | 120,845 | 1.6\% | 111,090 | 10.5\% |
| LM | 31,075 | 21,104 | 47.2\% | 19,527 | 59.1\% |
| MM | 91,731 | 99,741 | - 8.0\% | 91,562 | 0.2\% |
| Net Interconnection Income | 110,492 | 92,204 | 19.8\% | 82,985 | 33.1\% |

Changes from assumed rate to finalized interconnection rate changes, which were all reflected in 2 Q

- Interconnection revenue increased by 20.2\% QoQ to W233.3bn - > increased call traffic
- Interconnection expenses increased by $10.5 \%$ QoQ to W122.8bn

Therefore, net interconnection income increased by 19.8\% YoY to W110.5bn

## Marketing Expenses

(Unit : W mn)

| Description | $2 \mathrm{Q}-04$ | $2 \mathrm{Q}-03$ | $\mathrm{YoY} \%$ | $1 Q-04$ | QoQ \% |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Commission | 218,972 | 102,796 | $113.0 \%$ | 157,747 | $38.8 \%$ |
| Promotion | 44,029 | 30,187 | $45.9 \%$ | 41,289 | $6.6 \%$ |
| Advertising | 30,087 | 24,739 | $21.6 \%$ | 38,096 | $-21.0 \%$ |
| Total Marketing Cost | 293,088 | 157,721 | $85.8 \%$ | 237,132 | $23.6 \%$ |

Higher number of KTF- Only subscribers \& acquisition cost per subscribers drove marketing expenses increased by $23.6 \%$ QoQ to W293.1bnAcquisition cost : W115.8bn, Retention cost : W147.2bn, Advertising cost : W30.1bn

| Description | 2Q-04 | 2Q-03 | YoY $\%$ | 1Q- 04 | QoQ \% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Acquistion | 116 | 31 | $269.5 \%$ | 79 | $45.7 \%$ |
|  | Commission | 104 | 25 | $317.8 \%$ | 62 |
|  | Promotion | 12 | 6 | $84.0 \%$ | 17 |
|  | Per Subs.(W) | 117,640 | 61,196 | $92.2 \%$ | 88,111 |
| Retention | 147 | 102 | $44.9 \%$ | 120 | $30.0 \%$ |
| Commission | 115 | 78 | $47.7 \%$ | 95 | $23.5 \%$ |
| Promotion | 32 | 24 | $35.4 \%$ | $20.8 \%$ |  |
| Advertising | 30 | 25 | $21.6 \%$ | 24 | $32.4 \%$ |
| Total Marketing Cost | 293 | 158 | $85.8 \%$ | 237 | $-21.0 \%$ |

## EBITDA \& Capex

|  |  |  |  | (Unit : W mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Description | 2Q-04 | 2Q-03 | Yoy \% | 1Q-04 | QoQ \% |
| EBITDA | 392,728 | 429,460 | - 8.6\% | 361,561 | 8.6\% |
| EBITDA Margin | 33.5\% | 40.4\% | -6.9\% p | 34.0\% | - 0.5\% p |
| Capex | 278 bn | 209 bn | 33.0\% | 305 bn | - 8.9\% |

O EBITDA increased by $8.6 \%$ QoQ to W 392.7 bn \& EBITDA margin slightly fell by $0.5 \% \mathrm{p}$ to $33.5 \%$Expanded network capacity to accommodate increased subscribers and improve service quality

## Non- operating items

| (unit: w mn) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Description | 2Q-04 | 2Q-03 | Yoy \% | 1Q-04 | QoQ \% |
| Interest Income | 1,247 | 1,772 | - 29.6\% | 2,117 | -41.1\% |
| Interest Expenses | 55,761 | 71,002 | - 21.5\% | 55,701 | 0.1\% |
| Net Interest Gains | $\triangle 54,513$ | $\triangle 69,230$ | - 21.3\% | $\triangle 53,584$ | 1.7\% |
| F/X related Gains | 6,260 | 1,646 | 280.3\% | 8,103 | - 22.7\% |
| F/X related Losses | 221 | $\triangle 10,329$ | - 102.1\% | 930 | - 76.3\% |
| Net F/X Gains | 6,040 | 11,976 | - 49.6\% | 7,173 | -15.8\% |
| Other Gains | 16,618 | 14,150 | 17.4\% | 15,370 | 8.1\% |
| Other Losses | 25,854 | 30,220 | - 14.4\% | 16,441 | 57.3\% |
| Net Others Gains | $\triangle 9,236$ | $\triangle 16,070$ | - $42.5 \%$ | $\triangle 1,072$ | 761.9\% |
| Total Non-Op. Gains | 24,126 | 17,568 | 37.3\% | 25,590 | - 5.7\% |
| Total Non-Op. Losses | 81,836 | 90,893 | - 10.0\% | 73,073 | 12.0\% |
| Total Net Non-Op. Gains | $\triangle 57,710$ | $\triangle 73,324$ | - 21.3\% | $\triangle 47,483$ | 21.5\% |

Total net non- operating losses narrowed by $21.3 \%$ YoY, but widened by $21.5 \%$ QoQ to W57.7bn

1. Interest income decreased due to greater demand of cash on marketing and investment
2. Net F/X gains from Korean Won's appreciation against Japanese's Yen

$$
(\text { Won } / \text { Yen }=11.18 \text { in } 4 Q 03 \rightarrow 10.91 \text { in } 1 Q 04 \rightarrow 10.63 \text { in } 2 Q 04)
$$

Income Tax

| Description | 2Q-04 | 2Q-03 | YoY $\%$ | 1Q-04 | QoQ \% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Pre-tax Income | 44,142 | 153,539 | $-71.3 \%$ | 57,127 | $-22.7 \%$ |
| Tax | 745 | 20,656 | $-96.4 \%$ | 8,444 | (Unit: wmn$)$ |
| Effective Tax Rate | $1.7 \%$ | $13.5 \%$ | $-11.8 \% \mathrm{p}$ | $14.8 \%$ | $-13.1 \% \mathrm{p}$ |

Effective tax rate is estimated at around 8 ~ 9\% for FY2004

## III. Balance Sheet

As of June 31, 2004

| Asset | 8,166,556 | Liabilities | 5,124,665 |
| :---: | :---: | :---: | :---: |
| Current | 1,530,518 | Current | 2,4477, $3,444_{\text {n }}$ |
| Quick | 1,307,612 | Fixed | 2,677,321 |
| Inventory | 222,905 |  |  |
|  |  | Equity | 3,041,891 |
| Fixed | 6,636,038 | Capital | 955,703 |
|  | 678,727 | APIC | 1,325,489 |
|  | 4,770,295 | Retained Earnings | 846,542 |
|  | 1,187,016 | Capital Adjustment | $\triangle 85,842$ |Debt/Equity ratio : 168\% \& Net Debt/Equity ratio : 109\% as end of 2Q 04 Debt/Equity ratio : 176\% \& Net Debt/Equity ratio : 114\% as end of 2Q 03 (Long- term payable for W- CDMA license fee is not included)Interest Bearing Debt in 2Q04


| Description | $2 \mathrm{Q}-2004$ | $1 Q-2004$ | $\mathrm{Q} 0 \mathrm{Q} \%$ |
| :--- | :---: | :---: | :---: |
| Interest bearing | 3,351 | 3,205 | $4.6 \%$ |
| Current portion | 1,249 | 1,299 | $-3.8 \%$ |
| Net debt | 3,324 | 3,105 | $7.1 \%$ |
| Foreign currency denominated | $(\$ 0.2 \mathrm{mn})+$ <br>  | $(\$ 0.3 \mathrm{mn})+$ <br> $(J P Y 14.2 \mathrm{bn})$ | $(-\$ 0.1 \mathrm{mn})+$ |

```
- >Short- term borrowings :W 500bn
    Current portion of LT debt:W 749bn
    Bonds :W2,102bn
```


## IV. Key Operating Data

Subscribers

| Description |  |  | (Unit : '000) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q- 03 | 3Q- 03 | 4Q- 03 | 1Q- 04 | 2Q- 04 |
| Total No. of Subs | 10,488 | 10,448 | 10,442 | 11,292 | 11,946 |
| KT Resale | 1,655 | 1,573 | 1,555 | 1,999 | 2,301 |
| Quarterly Adds | 657 | 561 | 618 | 1,480 | 1,443 |
| Quarterly Churn-out | 544 | 600 | 625 | 630 | 788 |
| Net Adds | 113 | - 40 | - 7 | 850 | 655 |
| KTF-only (excluding KT Resale) | 8,833 | 8,876 | 8,887 | 9,293 | 9,646 |
| Quarterly Adds | 513 | 514 | 519 | 902 | 984 |
| Quarterly Churn-out | 446 | 471 | 507 | 497 | 631 |
| Net Adds | 66 | 42 | 11 | 406 | 353 |

Subscribers by Networks

| Description | 2Q-03 | 3Q-03 | 4Q-03 | 1Q-04 | 2Q-04 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| EV-DO | 223 | 437 | 816 | 1,719 | 2,319 |
| 1X | 6,172 | 6,555 | 6,656 | 7,139 | 7,679 |
| 2G | 4,093 | 3,456 | 2,970 | 2,433 | 1,948 |
| Total | 10,488 | 10,448 | 10,442 | 11,292 | 11,946 |
| Fimm | 545 | 874 | 1,330 | 2,629 | 3,799 |
| Color Display | 4,674 | 5,351 | 5,911 | 7,471 | 8,799 |

## ARPU

| ARPU | $2 Q-03$ | $3 Q-03$ | $4 Q-03$ | $1 Q-04$ | $2 Q-04$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ARPU - exclude interconn. | 31,267 | 30,864 | 30,632 | 30,774 | 31,949 |
| ARPU - include interconn. | 39,176 | 38,618 | 38,499 | 38,466 | 39,770 |
| ARPU - include sign-up fee | 39,569 | 39,010 | 38,892 | 39,210 | 40,589 |
| Data ARPU - Net basis | 3,296 | 3,481 | 3,744 | 4,180 | 4,527 |
| \% of sales | $10.5 \%$ | $11.3 \%$ | $12.2 \%$ | $13.6 \%$ | $14.2 \%$ |
| Data ARPU - Gross basis | 4,799 | 5,114 | 5,435 | 5,996 | 6,310 |
| $\%$ of sales | $15.0 \%$ | $16.1 \%$ | $17.2 \%$ | $18.9 \%$ | $19.2 \%$ |

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## ARPU by Network

| Description |  | 2Q-03 | 3Q-03 | 4Q-03 | 1Q-04 | 2Q-04 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1X | data ARPU | 4,476 | 4,395 | 4,240 | 4,107 | 4,304 |
|  | total ARPU | 35,792 | 34,504 | 33,116 | 31,723 | 31,936 |
| EV-DO | data ARPU | 15,936 | 14,726 | 13,990 | 12,723 | 10,893 |
|  | total ARPU | 54,479 | 52,202 | 49,983 | 48,624 | 46,915 |
| 2G | data ARPU | 1,175 | 1,271 | 1,372 | 1,295 | 1,353 |
|  | total ARPU | 23,489 | 22,252 | 21,090 | 19,607 | 18,806 |
| Fimm | data ARPU | 12,171 | 11,968 | 11,945 | 11,404 | 10,108 |
|  | total ARPU | 47,066 | 46,127 | 45,288 | 44,780 | 43,645 |

※ Gross based, excluding interconnections and KT Resale subscribers

## ARPU Comparison after Discount

(Unit : W)

| Description | Jan- 04 | Feb- 04 | Mar-04 | A pr-04 | May-04 | Jun- 04 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| ARPU | 30,313 | 30,274 | 31,733 | 31,580 | 32,220 | 32,048 |
| (Discount) | 1,909 | 2,040 | 2,248 | 2,340 | 2,386 | 2,393 |
| ARPU after disct. | 28,404 | 28,234 | 29,485 | 29,239 | 29,835 | 29,654 |

※ Excluding interconnections, sign-up fee and KT Resale subscribers
※ Excluding changes in payment of CP related fees from collection based to billing basedContinuous growth of ARPU after discount

- Reflecting larger EV- DO subscribers base \& higher ARPU users from MNP
- Despite sales discount increase a from high adoption of long- term discount contracts


## V. Income Statement \& Balance Sheet



| Descriptions | 2003. 4-6 |  | 2003.7-9 |  | 2003.10-12 |  | 2004. 1-3 |  | 2004. 4-6 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
| Sales commission | 102,796 |  | 115,159 |  | 122,709 |  | 157,747 |  | 218,972 |  |
| Sales promotions | 30,187 |  | 30,216 |  | 39,712 |  | 41,289 |  | 44,029 |  |
| Advertisement | 24,739 |  | 24,579 |  | 33,040 |  | 38,096 |  | 30,087 |  |
| Bad Debt | 13,397 |  | 12,574 |  | 15,217 |  | 4,969 |  | 3,920 |  |
| Travel \& Car fare | 1,093 |  | 1,334 |  | 1,385 |  | 984 |  | 1,149 |  |
| Utilities | 9,911 |  | 13,062 |  | 11,442 |  | 10,573 |  | 11,297 |  |
| Communications | 7,277 |  | 7,111 |  | 7,261 |  | 6,959 |  | 7,016 |  |
| Repair \& Maintenance | 14,138 |  | 15,280 |  | 23,828 |  | 5,431 |  | 18,412 |  |
| Office supplies | 2,521 |  | 2,625 |  | 3,363 |  | 3,679 |  | 2,860 |  |
| Other researchs | 1,940 |  | 2,353 |  | 3,248 |  | 468 |  | 1,877 |  |
| Book \& Printing | 264 |  | 266 |  | 136 |  | 395 |  | 206 |  |
| Conference \& managerial events | 1,408 |  | 1,411 |  | 1,761 |  | 1,710 |  | 2,252 |  |
| Cost of Handset sold | 217,982 |  | 239,905 |  | 229,326 |  | 377,685 |  | 334,599 |  |
| Others | 0 |  | 2,680 |  | 1,748 |  | 0 |  | 0 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| III. Operating Income |  | 226,863 |  | 206,733 |  | 152,793 |  | 104,610 |  | 101,852 |
|  |  |  |  |  |  |  |  |  |  |  |
| IV.Non-operating gains |  | 17,568 |  | 13,002 |  | 43,565 |  | 25,590 |  | 24,126 |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest | 1,772 |  | 766 |  | 19,571 |  | 2,117 |  | 1,247 |  |
| Disposition of short-term sales securities | 105 |  | 206 |  | 22 |  | 206 |  | 231 |  |
| Evaluation of short-term sales securities | 67 |  | (39) |  | (28) |  | 143 |  | (143) |  |
| Disposition of Available-for-sale securities |  |  |  |  | 7,058 |  | 0 |  | 0 |  |
| Evaluation of Available-for-sale securities |  |  |  |  | 3,579 |  | 0 |  | 0 |  |
| Dividend | 651 |  | 0 |  | 0 |  | 84 |  | 315 |  |
| Rent | 2,161 |  | 2,303 |  | 5,358 |  | 2,569 |  | 3,729 |  |
| Equity method evaluation | (110) |  | 0 |  | $(3,525)$ |  | 2,108 |  | 2,095 |  |
| FX transactions | 342 |  | 202 |  | 108 |  | 942 |  | 4,973 |  |
| FXtranslations | 1,304 |  | (983) |  | (257) |  | 7,161 |  | 1,287 |  |
| Disposition of Investment | 2,275 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Disposition of tangible asset | 26 |  | 20 |  | 86 |  | 3 |  | 3 |  |
| Disposition of Intangible asset | 0 |  | 0 |  | 0 |  | 0 |  | 26 |  |
| Forward contract | 2 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Tax refund |  |  |  |  |  |  | 1,162 |  | 0 |  |
| Others | 2,067 |  | 3,837 |  | 4,760 |  | 1,991 |  | 3,524 |  |
| Miscellaneous gains | 6,907 |  | 6,690 |  | 6,832 |  | 7,103 |  | 6,837 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| V.Non-operating losses |  | 90,893 |  | 99,312 |  | 117,598 |  | 73,073 |  | 81,836 |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest | 71,002 |  | 66,233 |  | 65,083 |  | 55,701 |  | 55,761 |  |
| FXtransactions | 48 |  | 37 |  | 34 |  | 699 |  | 303 |  |
| FXtranslations | $(10,378)$ |  | 7,723 |  | 19,866 |  | 231 |  | (82) |  |
| Donation | 2,818 |  | 2,148 |  | 2,416 |  | 3,107 |  | 2,981 |  |
| Equity method evaluation | 3,290 |  | 586 |  | $(2,235)$ |  | 0 |  | 1,792 |  |
| Disposition of short-term sales securities | 65 |  | 0 |  | 275 |  | 0 |  | 0 |  |
| Evaluation of short-term sales securities | (39) |  | 22 |  | (248) |  | 0 |  | 0 |  |
| Evaluation of Inventories | 61 |  | 0 |  | 666 |  | 0 |  | 0 |  |
| Disposition of Investment | 0 |  | 0 |  | 10,768 |  | 0 |  | 0 |  |
| Evaluation of Investment securities | 0 |  | 0 |  | 0 |  | 8,853 |  | 8,635 |  |
| Disposition of Tangible asset | 22,487 |  | 22,197 |  | 9,632 |  | 1,228 |  | 3,901 |  |
| Disposition of Intangible asset | 4 |  | 7 |  | 10 |  | 2 |  | 7 |  |
| Loss from forw ard contract | 21 |  | 0 |  | 34 |  | 0 |  | 0 |  |
| Loss from other derivatives |  |  |  |  |  |  |  |  | 118 |  |
| Loss sharing for overseas call | 395 |  | 0 |  | 0 |  | 0 |  | 0 |  |



## Balance Sheet

As of June 30, 2004

| KTF | 2Q-2004 | 1Q-2004 | 2Q-2003 | reflecting pre-closing numbers. |  | (Unit : W mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 2Q-2004 | 1Q-2004 | 2Q-2003 |
| Assets | 8,166,556 | 8,042,425 | 8,152,060 | Liabilities | 5,124,665 | 5,041,181 | 5,200,753 |
| Current | 1,530,518 | 1,524,698 | 1,591,200 | Current | 2,447,344 | 2,567,204 | 2,803,328 |
| Quick | 1,307,612 | 1,358, 702 | 1,454,818 |  |  |  |  |
| Cash | 23,984 | 63,608 | 68,812 | Trade payable | 330,774 | 332,172 | 263,599 |
| Short-term financial investment |  |  |  | Other payable | 623,644 | 620,732 | 652,803 |
| Avalable-for-sale Securities | 3,309 | 35,802 | 14,454 | Short-term borrowings | 500,000 | 350,000 | 280,000 |
| Trade receivables | 1,147,834 | 1,138,380 | 1,238,091 | Advances from customer | 20,503 | 19,711 | 15,097 |
| Other receivables | 81,593 | 66,811 | 73,566 | Withholdings | 91,935 | 105,547 | 125,088 |
| Short-term loans | 6,688 | 7,094 | 9,525 | Accrued expenses | 116,485 | 88,353 | 89,665 |
| Advanced payment | 27,946 | 26,992 | 25,880 | Current portion of | 749,102 | 949,411 | 1,320,649 |
| Prepaid expenses | 15,138 | 19,262 | 24,046 | long-term debt |  |  |  |
| Accrued income | 986 | 641 | 260 |  |  |  |  |
| Others | 136 | 112 | 183 | Unpaid income tax | 14,900 | 7,141 | 54,147 |
|  |  |  |  | Unpaid dividend |  | 94,137 |  |
|  |  |  |  | Others |  |  | 2,280 |
| Inventory | 222,905 | 165,995 | 136,382 |  |  |  |  |
| Non-current | 6,636,038 | 6,517,728 | 6,560,860 | Non-Current | 2,677,321 | 2,473,977 | 2,397,425 |
|  |  |  |  | Bonds | 2,102,335 | 1,905,150 | 1,847,651 |
| Investment | 678, 727 | 559,496 | 483,525 | Long-term borrowings |  |  |  |
| Long-term financial investment | 21 | 21 | 56 | Long-term payables | 528,228 | 523,293 | 509,891 |
| Investment securities | 73,031 | 75,210 | 99,680 | Others | 46,757 | 45,533 | 39,882 |
| Equity method security | 21,897 | 8,581 | 5,954 |  |  |  |  |
| Hold- to-maturity | 57,361 | 76,665 |  |  |  |  |  |
| Long-term Receivables | 156,751 |  |  |  |  |  |  |
| Long-term loans | 56,171 | 55,965 | 44,290 |  |  |  |  |
| Guarantee deposit | 204,556 | 241,348 | 232,584 |  |  |  |  |
| Deferred income tax | 99,969 | 92,955 | 92,156 | Equity | 3,041,891 | 3,001,243 | 2,951,307 |
| Others | 8,970 | 8,751 | 8,805 |  |  |  |  |
| Tangible | 4,770,295 | 4,747,452 | 4,845,636 | Capital Stock | 955,703 | 955,703 | 955,703 |
| Land | 122,519 | 122,689 | 123,689 |  |  |  |  |
| Buildings | 185,310 | 187,065 | 180,672 | APIC | 1,325,489 | 1,325,489 | 1,325,489 |
| Structure | 67,563 | 66,036 | 64,293 |  |  |  |  |
| Equipment \& Machinery | 3,901,945 | 3,929,839 | 3,433,959 | Retained Earnings | 846,542 | 803,145 | 764,508 |
| $\checkmark$ ehicles | 4,784 | 5,214 | 6,502 |  |  |  |  |
| Construction in progress | 217,383 | 144,920 | 807,556 | Capital Adjustment | $(85,842)$ | $(83,093)$ | $(94,392)$ |
| Others | 270,790 | 291,688 | 228,965 |  |  |  |  |
| Intagible | 1,187,016 | 1,210,780 | 1,231,700 |  |  |  |  |
| Debt-Equity | 168\% | 168\% | 176\% |  |  |  |  |

## VI. Appendix

Notes on 2Q 04 Earnings Release

| Item | Notes |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Interconnection | Interconnection revenue increased by W10.9bn and expense decrease by W4.2bn in 1Q due to changes of interconnection rate readjustment changes was retroactively realized in 2 Q |  |  |  |
| Handset sales | Started to appraising long- term handset receivables to present value reduced handset sales in 2Q by W15.2bn. <br> (the portion on 2 Q is W 3.0 b w with remaining amount reflecting the past) |  |  |  |
| Data VAS sales | Policy change of contents usage fee payment to $C P$, from collection based to billing based, temporarily lowered data VAS sales by W11.4bn in 2Q |  |  |  |
| Total | When excluding items above in our income statement(unit: W br |  |  |  |
|  | Descriptions | Current | Excl. non- recurrings | Net Effect |
|  | Revenue | 1,492.2 | 1,504.9 | +12.7 |
|  | Cost | 1,390.3 | 1,394.5 | +4.2 |
|  | Oper. Income | 101.9 | 110.4 | +8.5 |


[^0]:    ※ Excluding KT Resale subscribers

