## FY2005 1Q Earnings Release

## KT Freetel Co., Ltd.

 announce the financial result as soon as we finish the internal closing- 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.
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## I . Financial Highlights

[ Summary of Financial Statement \& Key Ratios]
(Unit: W mn)

|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PCS Revenue | 1,062,200 | 1,174,042 | 1,168,599 | 1,184,368 | 1,204,011 | 13.4\% | 1.7\% |
| PCS Cost | 959,778 | 1,055,743 | 1,022,343 | 1,027,080 | 1,017,957 | 6.1\% | -0.9\% |
| Operating Profit | 104,610 | 101,852 | 154,465 | 168,060 | 190,136 | 81.8\% | 13.1\% |
| Excluding Handset Profit | 102,422 | 118,299 | 146,257 | 157,288 | 186,054 | 81.7\% | 18.3\% |
| EBITDA | 361,561 | 392,728 | 422,644 | 437,978 | 471,771 | 30.5\% | 7.7\% |
| Non-op. Profit | 25,590 | 24,126 | 31,936 | 28,321 | 91,927 | 259.2\% | 224.6\% |
| Non-op. Expense | 73,073 | 82,386 | 89,041 | 86,401 | 107,310 | 46.9\% | 24.2\% |
| Recurring Profit | 57,127 | 44,142 | 97,361 | 109,980 | 174,752 | 205.9\% | 58.9\% |
| Extraordinary Income | - | - | - | - | - |  |  |
| Extraordinary Expense | - | - | - | - | - |  |  |
| Pretax Profit | 57,127 | 44,142 | 97,361 | 109,980 | 174,752 | 205.9\% | 58.9\% |
| Tax | 8,444 | 745 | 5,634 | 9,886 | 17,969 | 112.8\% | 81.8\% |
| Net Profit | 48,683 | 43,397 | 91,728 | 100,094 | 156,784 | 222.0\% | 56.6\% |
| Key Ratios | 04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | QoQ |
| $\square$ Marketing/PCS Revenue | 22.3\% | 25.0\% | 21.4\% | 18.9\% | 18.3\% | -4.0\% | -0.6\% |
| $\square$ Operating Margin | 9.6\% | 10.1\% | 12.5\% | 13.3\% | 15.5\% | 5.8\% | 2.2\% |
| $\square$ EBITDA Margin | 34.0\% | 33.5\% | 36.2\% | 37.0\% | 39.2\% | 5.1\% | 2.2\% |
| $\square$ Net Profit Margin | 4.6\% | 3.7\% | 7.8\% | 8.5\% | 13.0\% | 8.4\% | 4.6\% |
| $\square$ Effective Tax Rate | 14.8\% | 1.7\% | 5.8\% | 9.0\% | 10.3\% | -4.5\% | 1.3\% |
| $\square$ Net Debt Ratio | 103\% | 109\% | 109\% | 98\% | 86\% | -17.2\% | -11.6\% |
| Net Debt Ratio-Including Accrued payment of Spectrum | 121\% | 127\% | 126\% | 115\% | 103\% | -17.8\% | -11.7\% |
| $\square$ Debt Ratio | 168\% | 169\% | 161\% | 150\% | 141\% | -72.8\% | -8.7\% |

A. PCS revenue increased by 1.7\% QoQ and 13.4\% YoY

1) Despite tariff cuts in September FY04, PCS revenue grew by $13.4 \%$ YoY due to ARPU and net subscriber growth
2) Captured $58 \%$ of the total net adds market in $1 Q$
B. Achieved EBITDA margin of 39.2\%, an increase of 2.2\%p QoQ and 5.1\%p YoY
3) Marketing cost decreased by $1.6 \% \mathrm{QoQ}$ and $6.9 \% \mathrm{YoY}$
4) While service revenue grew by $13.4 \%$ YoY and $1.7 \% \mathrm{QoQ}$, other operating costs excluding marketing and depreciation costs only increased by 10.3\%YoY and -2\% QoQ respectively, further showing effective cost control
C. Net profit increased by $56.6 \%$ QoQ and $222 \%$ YoY
5) High non-op. income figures were due to gains on one-time disposition of tangible assets from sale of backbone(FYO4) as well as effects from non-ordinary items

- Gains from backbone sale in FY04 amounted to W48.2bn
- Disposition of obsolete assets amounted to W25bn
(Pg. 7 for details)


## II. Sales

| [ Sales Breakdown ] |  |  |  |  |  | (Unit: W mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | QoQ |
| PCS Revenue | 1,062,200 | 1,174,042 | 1,168,599 | 1,184,368 | 1,204,011 | 13.4\% | 1.7\% |
| Sign-up Fee | 20,298 | 23,260 | 13,272 | 14,717 | 20,258 | -0.2\% | 37.6\% |
| Monthly fee+Airtime | 697,878 | 749,039 | 741,404 | 757,129 | 742,229 | 6.4\% | -2.0\% |
| Monthly fee | 414,178 | 446,180 | 443,934 | 438,990 | 448,122 | 8.2\% | 2.1\% |
| Airtime Charge | 283,700 | 302,859 | 297,470 | 318,140 | 294,107 | 3.7\% | -7.6\% |
| VAS | 135,803 | 140,164 | 156,534 | 159,520 | 141,742 | 4.4\% | -11.1\% |
| -Voice | 37,753 | 38,875 | 36,283 | 35,973 | 37,307 | -1.2\% | 3.7\% |
| -Data | 98,051 | 101,289 | 120,251 | 123,548 | 104,435 | 6.5\% | -15.5\% |
| (Dis count) | $(56,433)$ | $(66,879)$ | $(69,510)$ | $(73,440)$ | $(52,523)$ | -6.9\% | -28.5\% |
| Interconnection | 194,074 | 233,298 | 225,174 | 228,808 | 240,611 | 24.0\% | 5.2\% |
| KT Resale | 58,503 | 83,021 | 89,744 | 84,692 | 99,157 | 69.5\% | 17.1\% |
| Other Rev. $(700,114)$ | 1,639 | 1,654 | 1,791 | 1,863 | 1,842 | 12.4\% | -1.1\% |
| Others | 10,438 | 10,485 | 10,190 | 11,078 | 10,694 | 2.5\% | -3.5\% |
| Handset Sales | 379,873 | 318,151 | 289,664 | 253,921 | 265,155 | -30.2\% | 4.4\% |
| Total Sales | 1,442,073 | 1,492,193 | 1,458,263 | 1,438,289 | 1,469,166 | 1.9\% | 2.1\% |

## A. PCS Revenue:

1) Despite seasonal factors in $1 Q$, up by $1.7 \%$ QoQ from growth of subscribers
2) Increase of subscribers through MNP and expansion of high-end user base contributed to a rise of $13.4 \% \mathrm{YoY}$
B. Sign-up Fee:
3) Increase in QoQ gross adds accounted for 37.6\% hike
(KTF-only gross adds : FY04 4Q 663 thousand $\rightarrow$ FY05 1Q 894 thousand)
4) YoY fall in gross adds resulted in $0.2 \%$ decrease (KTF-only gross adds : FY04 1Q 903 thousand)
C. Monthly Fee \& Airtime Charge:
5) Monthly fee and airtime charge revenues increased by $6.4 \%$ YoY due to the growth of quarterly average subscriber number and an influx of high-end users through MNP
6) Dropped $2 \%$ QoQ from seasonal effects
D. VAS:
7) Data increased $6.5 \%$ YoY but due to changes in accounting procedures for data flat rate package, revenue fell by 15.5\% QoQ
1-1) When assuming changes in accounting methods for FYO4 data flat rate package, data VAS increased 20.9\% YoY and dropped by 0.9\% QoQ

* Details of Changes in Accounting Method
- As of $1^{\text {st }}$ quarter, the Magic $n$ flat rate plan which was previously included in sales discount will be directly deducted from sales
[Readjusment of Data VAS based on new accounting method]
(Unit: W mn)

| I/S-Data VAS Revenue | '04-1Q | '04-2Q | ${ }^{\prime} 04-3 \mathrm{Q}$ | ${ }^{\prime} 04-4 \mathrm{Q}$ | ${ }^{\prime} 05-1 \mathrm{Q}$ | YoY | QoQ |
| ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Magic $n$ Flat Rate Discount | $(11,652)$ | 101,289 | 120,251 | 123,548 | 104,435 | $6.5 \%$ | $-15.5 \%$ |
| FY05 Data VAS Revenue | 86,398 | 86,001 | $(17,693)$ | $(18,162)$ |  |  |  |
| Other Data Discounts | $(596)$ | $(1,008)$ | 102,558 | 105,386 | 104,435 | $20.9 \%$ | $-0.9 \%$ |
| Ater Discount Data VAS Revenue | 85,803 | 84,993 | 101,650 | 104,554 | 103,443 | 20 | $20.6 \%$ |

## E. Interconnection:

1) Interconnection revenue increased $5.2 \% \mathrm{QoQ}$ despite decrease in incoming traffic due to underestimation in 4Q. Increased incoming traffic relative to FY04 1Q influenced rise of $\mathbf{2 4 \%}$ YoY

## F. KT Resale:

1) KT resale subscriber growth, in addition to improved quality of subscribers led to a rise of 69.5\% YoY and 17.1\% QoQ

## G. Handset Sales:

1) Increase in handset demand compared to FY04 4Q marked an upturn of 4.4\% QoQ while falling $\mathbf{3 0 . 2} \%$ on a yearly basis

## III. Operating Expenses

[ Operating Expenses Breakdown]
(Unit: W mn)

|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1. Labor | 59,508 | 44,630 | 57,596 | 60,329 | 61,024 | 2.5\% | 1.2\% |
| 2. Fees | 96,378 | 101,752 | 104,007 | 103,157 | 95,196 | -1.2\% | -7.7\% |
| 3. interconnection | 111,090 | 122,805 | 128,587 | 144,500 | 142,345 | 28.1\% | -1.5\% |
| 4. Overseas calls | 1,526 | 1,358 | 1,423 | 1,646 | 1,843 | 20.8\% | 12.0\% |
| 5. Information Charge(CP) | 668 | 1,026 | 595 | 585 | 742 | 11.2\% | 27.0\% |
| 6. Rent | 26,327 | 30,243 | 27,101 | 29,769 | 27,118 | 3.0\% | -8.9\% |
| 7. Depreciation/Amortization | 259,140 | 274,429 | 276,387 | 280,690 | 285,717 | 10.3\% | 1.8\% |
| 8. Leased line | 87,549 | 93,024 | 89,442 | 87,243 | 91,667 | 4.7\% | 5.1\% |
| 9. Utilities | 10,573 | 11,297 | 14,818 | 12,674 | 12,097 | 14.4\% | -4.5\% |
| 10. Repair \& Maintenance | 5,431 | 18,412 | 15,653 | 18,806 | 13,087 | 140.9\% | -30.4\% |
| 11. Lease | 15,327 | 15,327 | 15,327 | 15,327 | 15,327 | 0.0\% | 0.0\% |
| 12. Marketing | 237,132 | 293,088 | 250,433 | 224,350 | 220,769 | -6.9\% | -1.6\% |
| 13. Bad Debt | 4,969 | 3,920 | 2,971 | 13,587 | 9,781 | 96.8\% | -28.0\% |
| 14. Tax \& Obligations | 15,201 | 13,122 | 7,459 | 9,387 | 13,519 | -11.1\% | 44.0\% |
| 15. USO | 10,000 | 10,000 | 10,000 | 557 | 10,000 | 0.0\% | 1696.1\% |
| 16. Others | 18,960 | 21,309 | 20,544 | 24,473 | 17,726 | -6.5\% | -27.6\% |
| PCS Related Expenses | 959,778 | 1,055,743 | 1,022,343 | 1,027,080 | 1,017,957 | 6.1\% | -0.9\% |
| Cost of Handsets | 377,685 | 334,599 | 281,455 | 243,149 | 261,073 | -30.9\% | 7.4\% |
| Total | 1,337,463 | 1,390,342 | 1,303,798 | 1,270,228 | 1,279,030 | -4.4\% | 0.7\% |

A. Labor Expense:

1) Post MNP labor expense increased only by $1.2 \% \mathrm{QoQ}$ and $2.5 \% \mathrm{YoY}$ while the labor expense to sales ratio fell by $0.03 \%$ p and $0.5 \%$ p respectively
B. Depreciation \& Amortization:
2) Rose $1.8 \%$ QoQ from amortization of the W-CDMA spectrum license and new investments
C. Interconnection Expense:
3) Down $1.5 \%$ QoQ from decrease in outgoing traffic while increasing $28.1 \%$ on a yearly basis due to relative rise in outgoing traffic
D. Leased Line Expense:
4) Increased by 5.1\% QoQ, 4.7\% YoY due to temporary overlap of lines from transferring regional mobile switching station

## E. Repair Maintenance:

1) Declined by 30\% QoQ from reduced maintenance expenditure for switching and transmission equipment but recorded a yearly upsurge due to a relatively low figure in FYO4 1Q
F. Marketing Expense:
2) Down $1.6 \%$ QoQ, $6.9 \%$ YoY from cooling market conditions and decrease in SAC

## G. Bad Debt Expense:

1) Decreased 28\% QoQ due to temporary increase in $4 Q$ dealer related bad debt

## H. USO:

1) Due to conservative forecasting of USO in $1 Q-3 Q, 4 Q$ settlement of costs resulted in relatively lower costs in the 4 Q . Accordingly QoQ figures steeply increased while YoY numbers were in level

## I. Taxes \& Obligations:

1) Rose by $44 \%$ in $1 Q$ from a W5bn fine levied by MIC

## IV. Interconnection Revenue \& Expense

[ Interconnection Revenue \& Expenses]
(Unit: W mn)

|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | QoQ |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total Int. Revenue | 194,074 | 233,298 | 225,174 | 228,808 | 240,611 | $24.0 \%$ | $5.2 \%$ |
| LM | 82,062 | 93,107 | 92,426 | 86,268 | 90,511 | $10.3 \%$ | $4.9 \%$ |
| MM | 112,012 | 140,191 | 132,748 | 142,540 | 150,100 | $34.0 \%$ | $5.3 \%$ |
| Total Int. Expenses | 111,090 | 122,805 | 128,587 | 144,500 | 142,345 | $28.1 \%$ | $-1.5 \%$ |
| LM | 19,527 | 31,075 | 26,548 | 26,011 | 29,114 | $49.1 \%$ | $11.9 \%$ |
| MM | 91,562 | 91,731 | 102,039 | 118,489 | 113,231 | $23.7 \%$ | $-4.4 \%$ |
| Net Interconnection Income | 82,985 | 110,492 | 96,588 | 84,307 | 98,266 | $18.4 \%$ | $16.6 \%$ |
| LM | 62,535 | 62,032 | 65,878 | 60,256 | 61,397 | $-1.8 \%$ | $1.9 \%$ |
| MM | 20,449 | 48,460 | 30,709 | 24,051 | 36,869 | $80.3 \%$ | $53.3 \%$ |

A. Despite a decrease in incoming traffic, interconnection revenues went up by $5.2 \%$ QoQ from adjustment of underestimation in 4Q. The same item rose $\mathbf{2 4 \%}$ YoY from increase in incoming traffic relative to FY04.
B. Both decrease in outgoing traffic and MM rate cuts account for a 1.5\% QoQ drop in interconnection expenses. It grew by 28.1\% YoY from increase in outgoing traffic relative to FYO4.

- Correspondingly, net interconnection income grew by 16.6\% QoQ and 18.4\% YoY


## V. Marketing Costs

[Marketing Expenses ]
(Unit: W mn)

|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | Q0Q |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Commission | 157,747 | 218,972 | 182,976 | 158,395 | 167,163 | $6.0 \%$ | $5.5 \%$ |
| Promotion | 41,289 | 44,029 | 38,441 | 39,893 | 28,345 | $-31.3 \%$ | $-28.9 \%$ |
| Advertising | 38,096 | 30,087 | 29,016 | 26,062 | 25,261 | $-33.7 \%$ | $-3.1 \%$ |
| Total Marketing Cost | 237,132 | 293,088 | 250,433 | 224,350 | 220,769 | $-6.9 \%$ | $-1.6 \%$ |


|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition | 79,476 | 115,435 | 62,504 | 73,118 | 85,830 | 8.0\% | 17.4\% |
| Commission | 62,436 | 103,500 | 55,529 | 65,486 | 82,471 | 32.1\% | 25.9\% |
| Promotion | 17,040 | 11,935 | 6,975 | 7,632 | 3,359 | -80.3\% | -56.0\% |
| Per Sub.(W) | 88,075 | 117,255 | 105,051 | 110,363 | 96,013 | 9.0\% | -13.0\% |
| Retention | 119,560 | 147,567 | 158,913 | 125,170 | 109,678 | -8.3\% | -12.4\% |
| Commission | 95,311 | 115,472 | 127,448 | 92,908 | 84,692 | -11.1\% | -8.8\% |
| Promotion | 24,249 | 32,095 | 31,466 | 32,262 | 24,986 | 3.0\% | -22.6\% |
| Advertising | 38,096 | 30,087 | 29,016 | 26,062 | 25,261 | -33.7\% | -3.1\% |
| Total Marketing Cost | 237,132 | 293,088 | 250,433 | 224,350 | 220,769 | -6.9\% | -1.6\% |

## A. Acquisition Cost:

1) QoQ SAC decreased but total cost increased $17.4 \%$ QoQ due to increase in subscriber gross adds
2) YoY SAC increase led to a rise of $8 \% \mathrm{YoY}$ in acquisition costs due to 3 way MNP versus 1 way MNP
B. Retention Cost:
3) QoQ retention cost lowered by $12.4 \%$ aided by lower numbers in subscriber handset change cost and handset changes
4) YoY decreased by $8.3 \%$ even though handset change cost increased

## VI. Non-Operating Income \& Expense

## [ Non-Operating Items ]

(Unit: W mn)

|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | '05-1Q | YoY | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 2,117 | 1,247 | 693 | 8,634 | 1,926 | -9.0\% | -77.7\% |
| Interest Expense | 55,701 | 55,761 | 55,747 | 53,397 | 48,767 | -12.4\% | -8.7\% |
| Net Interest Income | $(53,584)$ | $(54,513)$ | $(55,054)$ | $(44,763)$ | $(46,841)$ | -12.6\% | 4.6\% |
| F/X Related Gains | 8,103 | 6,260 | 4,084 | 6,622 | 7,314 | -9.7\% | 10.5\% |
| F/X Related Losses | 930 | 221 | 100 | 721 | 261 | -72.0\% | -63.8\% |
| Net F/S Gains | 7,173 | 6,040 | 3,985 | 5,901 | 7,053 | -1.7\% | 19.5\% |
| Other Gains | 15,370 | 16,618 | 27,159 | 13,066 | 82,687 | 438.0\% | 532.8\% |
| Other Losses | 16,442 | 25,855 | 33,194 | 32,284 | 58,282 | 254.5\% | 80.5\% |
| Net Other Gains | $(1,072)$ | $(9,236)$ | $(6,035)$ | $(19,218)$ | 24,404 | -2377.2\% | -227.0\% |
| Total Non-op. Gains | 25,590 | 24,126 | 31,936 | 28,321 | 91,927 | 259.2\% | 224.6\% |
| Total Non-op. Losses | 73,073 | 81,836 | 89,041 | 86,401 | 107,310 | 46.9\% | 24.2\% |
| Total Net Non-op. Gains | $(47,483)$ | $(57,710)$ | $(57,104)$ | $(58,080)$ | $(15,384)$ | -67.6\% | -73.5\% |

A. Net Interest Income:

1) Interest income decreased $77.7 \% \mathrm{QoQ}$ due to interest gains of 7 billion Won from clearing off of $2^{\text {nd }}$ ABS issues in FYO4 4Q
2) Continuous decrease in interest bearing debt as well as a fall in interest rates influenced interest expense to decrease by $8.7 \%$ QoQ and $12.4 \%$ YoY
B. Net Foreign Exchange Gains:
3) Following the appreciation of the won, net foreign exchange gains increased $19.5 \% \mathrm{QoQ}$

## C. Net Other Non-Op. Gains:

1) Due to non-ordinary items in the 1Q, net other non-op. gains posted positive figures
[ FY05 1Q Non-ordinary Non-Op. Items]

| Amount | Category |  |
| :---: | :---: | :--- |
| Liquidation of Mobilians Holdings <br> $(770$ thousand shares) | W+7.7bn | Gains on Disposition of <br> Available-for-Sale Securities |
| Backbone Sale | W+48.2bn | Gains on Disposition of <br> Tangible Assets |
| Disposition of Obsolete Assets | W-25.0bn | Loss on Disposition of Tangible <br> Assets |
| Total | $W+30.9 \mathrm{bn}$ |  |

VII. EBITDA Margin \& Capex
(Unit: W mn)

|  | '04-1Q | '04-2Q | '04-3Q | '04-4Q | ${ }^{\prime}$ '05-1Q | YoY | Q0Q |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| D\&A | 259,140 | 274,429 | 276,387 | 280,690 | 285,717 | $10.3 \%$ | $1.8 \%$ |
| EBITDA | 361,561 | 392,728 | 422,644 | 437,978 | 471,771 | $30.5 \%$ | $7.7 \%$ |
| EBITDA Margin(\%) | $34.0 \%$ | $33.5 \%$ | $36 \%$ | $37.0 \%$ | $39 \%$ | $5.1 \%$ p | $2.2 \%$ p |
| Capex | 306,600 | 278,200 | 154,200 | 206,500 | 90,600 | $-70.5 \%$ | $-566.1 \%$ |

A. Depreciation expense maintained $4 Q$ levels while increasing 10.3\% YoY.

Capex fell by 56\% QoQ at 90.6 bn
B. EBITDA increased 30.5\% YoY and 7.7\% QoQ due to decline in marketing costs

## VIII. Balance Sheet

(Unit: W mn)

|  | 10-2005 | 4Q-2004 |  | 10-2005 | 4Q-2004 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 7,812,658 | 7,960,429 | Liability | 4,576,069 | 4,777,673 |
| Current | 1,855,213 | 1,687,501 | Current | 2,246,832 | 2,366,726 |
| Quick | 1,618,062 | 1,451,733 | Fixecd | 2,329,237 | 2,410,947 |
| Inventory | 237,150 | 235,769 |  |  |  |
|  |  | 285,760 | Equity | 3,236,589 | 3,182,757 |
| Fixed | 5,957,446 | 6,272,928 | Paid in Capital | 955,703 | 955,703 |
| Investment | 514,106 | 532,939 | APIC | 1,325,489 | 1,325,488 |
| Tangible | 4,327,916 | 4,600,893 | Retained Earnir | 1,042,343 | 985,275 |
| Intangible | 1,115,424 | 1,139,096 | Capital Adjustm | $(86,945)$ | $(83,709)$ |

A. 1Q debt ratio improved 9\%p to $141 \%$ while net debt marked $86 \%$

1) Long-term accrued payments from W-CDMA spectrum license are excluded from net debt calculation (Net debt reaches 103\% including accrued payments)
[ Interest Bearing Debt Breakdown ]

|  | '04-4Q | '05-1Q | QoQ |
| :--- | :---: | :---: | :---: |
| Interest Bearing Debt | $3,149,470$ | $2,895,477$ | $-8 \%$ |
| Payable within 1yr. | $1,330,288$ | $1,174,933$ | $-12 \%$ |
| Net Debt | $3,114,065$ | $2,792,467$ | $-10 \%$ |
| Foreign Debt | Yen14.2bn | Yen14.2bn | $0 \%$ |

A. Interest bearing debt consists of W200bn in short term borrowings, W974.9bn in current portion of long-term debt and W1.721trn in debentures

- Above interest bearing debt excludes W543bn in accrued payments for WCDMA spectrum license


## IX. Operational Results

## A. Subscribers

(Unit: ‘000)

|  | $\mathbf{4 Q - 0 3}$ | $\mathbf{1 Q - 0 4}$ | $\mathbf{2 Q - 0 4}$ | $\mathbf{3 Q - 0 4}$ | $\mathbf{4 Q} \mathbf{- 0 4}$ | $\mathbf{1 Q} \mathbf{- 0 5}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Total No. of Subs | 10,442 | 11,292 | 11,946 | 11,709 | 11,729 | 12,042 |
| KT Resale | 1,555 | 1,999 | 2,301 | 2,234 | 2,230 | 2,473 |
| Quarterly Adds | 618 | 1,480 | 1,443 | 681 | 795 | 1,290 |
| Quartely Churn-out | 625 | 630 | 788 | 918 | 775 | 977 |
| Net Adds | -7 | 850 | 655 | -237 | 20 | 313 |
| KTF-only (Exclude KT Resale) | 8,887 | 9,293 | 9,646 | 9,476 | 9,499 | 9,569 |
| Quartely Adds | 519 | 902 | 984 | 595 | 663 | 894 |
| Quartely Churn-out | 507 | 497 | 631 | 765 | 639 | 824 |
| Net Adds | 11 | 406 | 353 | -170 | 23 | 70 |

## B. Subscribers by Network

(Unit: ‘000)

|  | 1Q-04 | 2Q-04 | 3Q-04 | 4Q-04 | 1Q-05 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| EV-DO |  | 1,719 | 2,319 | 2,760 | 3,055 | 3,512 |
|  | VOD | 533 | 698 | 770 | 835 | 939 |
| $1 X$ |  | 7,139 | 7,679 | 7,482 | 7,440 | 7,537 |
| 2G |  | 2,433 | 1,948 | 1,467 | 1,234 | 993 |
|  | Total | 11,292 | 11,946 | 11,709 | 11,729 | 12,042 |

* Including KT Resale Subscribers
C. ARPU
(Unit: Won)

|  |  | $04-1 Q$ | $04-2 Q$ | $04-3 Q$ | $04-4 Q$ | $05-1 Q$ |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| After | ARPU-exclude interconn. | 28,738 | 29,587 | 29,604 | 30,127 | 29,408 |
| Discount | ARPU-include interconn. | 36,453 | 37,608 | 37,466 | 38,558 | 37,298 |
| Before | Data ARPU | 4,195 | 4,519 | 4,878 | 5,005 | 4,762 |
| Discount | Proportion to After Dis. ARPU | $15 \%$ | $15 \%$ | $16 \%$ | $17 \%$ | $16 \%$ |
| Gross | Data ARPU | 6,011 | 6,310 | 6,671 | 6,886 | 6,797 |
| Based | Proportion to After Dis. ARPU | $21 \%$ | $21 \%$ | $23 \%$ | $23 \%$ | $23 \%$ |

[^0]
## D. ARPU by Network

(Unit: Won)

|  |  | $1 \mathrm{Q}-04$ | $2 \mathrm{Q}-04$ | $3 \mathrm{Q}-04$ | $4 \mathrm{Q}-04$ | $1 \mathrm{Q}-05$ |
| :---: | :---: | :---: | :---: | :---: | ---: | ---: |
| $1 \times$ | data ARPU | 4,107 | 4,304 | 4,463 | 4,634 | 4,524 |
|  | Total ARPU | 31,723 | 31,936 | 31,248 | 31,377 | 30,527 |
| EV-DO | data ARPU | 12,723 | 10,893 | 10,036 | 9,246 | 8,093 |
|  | Total ARPU | 48,624 | 46,915 | 44,686 | 43,430 | 40,493 |
| VOD | data ARPU | 17,545 | 14,648 | 12,834 | 11,718 | 10,474 |
|  | Total ARPU | 56,119 | 53,435 | 49,653 | 47,972 | 44,580 |
| 2 G | data ARPU | 1,295 | 1,353 | 1,543 | 2,229 | 1,893 |
|  | Total ARPU | 19,607 | 18,806 | 16,952 | 16,660 | 15,182 |

* Excluding KT Resale and interconnection, gross based


## Appendix 1: Income Statement

* This material is not reviewed nor audited by external auditor, and reflecting pre-closing numbers. Use for analysis purpose only.
[Unit: W mn]

| Descriptions | 2004.1-3 |  | 2004. 4-6 |  | 2004. 7 -9 |  | 2004. 10-12 |  | 2005. 1-3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
| 1. Total Sales |  | 1,442,073 |  | 1,492,193 |  | 1,458,263 |  | 1,438,289 |  | 1,469,166 |
| PCS Service | 1,051,762 |  | 1,163,557 |  | 1,158,409 |  | 1,173,290 |  | 1,193,317 |  |
| Activations | 20,298 |  | 23,260 |  | 13,272 |  | 14,717 |  | 20,258 |  |
| Nonthly Fee | 414,178 |  | 446,180 |  | 443,934 |  | 438,990 |  | 448,122 |  |
| Airtime charge | 283,700 |  | 302,859 |  | 297,470 |  | 318,140 |  | 294,107 |  |
| Value-added senvice | 135,803 |  | 140,164 |  | 156,534 |  | 159,520 |  | 141,742 |  |
| (PCS discount) | $(56,433)$ |  | (66,879) |  | (69,510) |  | $(73,440)$ |  | $(5,523)$ |  |
| Interconnection | 194,074 |  | 233,298 |  | 225,174 |  | 228,808 |  | 240,611 |  |
| Resale | 58,503 |  | 83,021 |  | 89,744 |  | 84,692 |  | 99,157 |  |
| Fees from other services | 1,639 |  | 1,654 |  | 1,791 |  | 1,863 |  | 1,842 |  |
| Other Services | 10,438 |  | 10,485 |  | 10,190 |  | 11,078 |  | 10,694 |  |
| Handsetrental | 66 |  | 290 |  | 336 |  | 337 |  | 120 |  |
| Overseas call | 5,851 |  | 4,916 |  | 4,401 |  | 5,052 |  | 5,597 |  |
| M-commerce | 1,685 |  | 1,872 |  | 2,039 |  | 2,081 |  | 2,186 |  |
| International Roaming | 927 |  | 1,098 |  | 1,126 |  | 1,293 |  | 1,074 |  |
| Other overseas senvice | 202 |  | 459 |  | 231 |  | 642 |  | 249 |  |
| K-merce Lottery | 14 |  | 18 |  | 39 |  | 68 |  | 60 |  |
| M-Ad. | 933 |  | 696 |  | 741 |  | 931 |  | 670 |  |
| Credit Card Senvice | 463 |  | 910 |  | 1,044 |  | 316 |  | 335 |  |
| MNP port-out service |  |  | 0 |  | 8 |  | 6 |  | 9 |  |
| Professional Sports | 298 |  | 225 |  | 225 |  | 353 |  | 394 |  |
| Handset | 379,873 |  | 318,151 |  | 289,664 |  | 235,921 |  | 265,155 |  |
| Handset | 381,215 |  | 319,030 |  | 290,452 |  | 254,502 |  | 265,634 |  |
| (Handsetdiscount) | $(1,342)$ |  | (879) |  | (788) |  | (581) |  | (480) |  |
| II. Operating Expense |  | 1,337,463 |  | 1,390,342 |  | 1,303,798 |  | 1,270,228 |  | 1,279,030 |
| Salary \& Bonus | 43,746 |  | 32,146 |  | 41,836 |  | 44,012 |  | 43,679 |  |
| Fees for temporaryemployee | 407 |  | 251 |  | 440 |  | 251 |  | 260 |  |
| Ou-sourcing employee | 2,617 |  | 1,688 |  | 2,449 |  | 1,991 |  | 2,309 |  |
| Retirement | 4,017 |  | 2,181 |  | 2,310 |  | 3,652 |  | 5,214 |  |
| Fringe benefits \& others | 7,148 |  | 6,870 |  | 6,146 |  | 7,739 |  | 6,816 |  |
| Rent | 26,327 |  | 30,43 |  | 27,101 |  | 29,770 |  | 27,118 |  |
| Lease | 15,327 |  | 15,327 |  | 15,327 |  | 15,327 |  | 15,327 |  |
| Serice fee \& commission | 96,378 |  | 101,752 |  | 104,008 |  | 103,157 |  | 95,196 |  |
| Depreciations | 234,771 |  | 249,985 |  | 251,927 |  | 256,218 |  | 261,213 |  |
| Amoritazions | 24,369 |  | 24,444 |  | 24,461 |  | 24,472 |  | 24,503 |  |


| Descriptions | 2004. 1-3 |  | 2004. 4-6 |  | 2004. 7-9 |  | 2004. 10-12 |  | 2005. 1-3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
| Tax\& dues | 15,201 |  | 13,122 |  | 7,459 |  | 9,387 |  | 13,519 |  |
| Fare | 1,829 |  | 2,660 |  | 1,291 |  | 2,648 |  | 1,234 |  |
| Insurance | 461 |  | 516 |  | 321 |  | 423 |  | 381 |  |
| Interconnections | 111,090 |  | 122,805 |  | 128,587 |  | 144,500 |  | 142,345 |  |
| Overseas call cost | 1,526 |  | 1,358 |  | 1,423 |  | 1,646 |  | 1,843 |  |
| Leased line cost | 87,549 |  | 93,024 |  | 89,442 |  | 87,243 |  | 91,667 |  |
| CP info usage charge | 668 |  | 1,026 |  | 595 |  | 585 |  | 742 |  |
| Universal service obligations sharing | 10,000 |  | 10,000 |  | 10,000 |  | 557 |  | 10,000 |  |
| Vehicles | 481 |  | 501 |  | 550 |  | 540 |  | 489 |  |
| Educations | 1,386 |  | 1,333 |  | 1,966 |  | 2,309 |  | 1,711 |  |
| Ordinary R\&D | 1,655 |  | 1,718 |  | 2,737 |  | 4,403 |  | 475 |  |
| Awards | 187 |  | 161 |  | 2,648 |  | 374 |  | 1,035 |  |
| Entertainment | 339 |  | 554 |  | 613 |  | 511 |  | 427 |  |
| Sales commission | 157,747 |  | 218,972 |  | 182,976 |  | 158,394 |  | 167,163 |  |
| Sales promotions | 41,289 |  | 44,029 |  | 38,441 |  | 39,893 |  | 28,345 |  |
| Advertisement | 38,096 |  | 30,087 |  | 29,016 |  | 26,062 |  | 25,261 |  |
| Bad Debt | 4,969 |  | 3,920 |  | 2,971 |  | 13,587 |  | 9,781 |  |
| Travel \& Car fare | 984 |  | 1,149 |  | 1,137 |  | 1,435 |  | 1,387 |  |
| Utilities | 10,573 |  | 11,297 |  | 14,818 |  | 12,674 |  | 12,097 |  |
| Communications | 6,959 |  | 7,016 |  | 7,495 |  | 7,357 |  | 7,911 |  |
| Repair \& Maintenance | 5,431 |  | 18,412 |  | 15,653 |  | 18,806 |  | 13,087 |  |
| Office supplies | 3,679 |  | 2,860 |  | 2,744 |  | 3,368 |  | 2,802 |  |
| Other researchs | 468 |  | 1,877 |  | 1,443 |  | 1,783 |  | 805 |  |
| Book \& Printing | 395 |  | 206 |  | 227 |  | 172 |  | 167 |  |
| Conference \& managerial events | 1,710 |  | 2,252 |  | 1,950 |  | 1,833 |  | 1,647 |  |
| Cost of Handset sold | 377,685 |  | 334,599 |  | 281,455 |  | 243,149 |  | 261,073 |  |
| Others | 0 |  | 0 |  | 35 |  | 0 |  | 0 |  |
| III. Operating Income |  | 104,610 |  | 101,852 |  | 154,465 |  | 168,060 |  | 190,136 |
| IV.Non-operating gains |  | 25,590 |  | 24,126 |  | 31,936 |  | 28,321 |  | 91,927 |
| Interest | 2,117 |  | 1,247 |  | 693 |  | 8,634 |  | 1,926 |  |
| Disposition of short-term sales securities | 206 |  | 231 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of short-term sales securities | 143 |  | (143) |  | 0 |  | 0 |  | 0 |  |
| Disposition of Available-for-sale securities | 0 |  | 0 |  | 0 |  | 0 |  | 7,735 |  |
| Evaluation of short-term sales securities | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Dividend | 84 |  | 315 |  | 0 |  | 190 |  | 301 |  |
| Rent | 2,569 |  | 3,729 |  | 1,387 |  | 2,768 |  | 1,294 |  |
| Equity method evaluation | 2,108 |  | 2,095 |  | 1,534 |  | $(3,105)$ |  | 892 |  |
| FXtransactions | 942 |  | 4,973 |  | 183 |  | 249 |  | 178 |  |
| FXtranslations | 7,161 |  | 1,287 |  | 3,902 |  | 6,373 |  | 7,136 |  |
| Disposition of Investment | 0 |  | 0 |  | 42 |  | 38 |  | 284 |  |
| Disposition of tangible asset | 3 |  | 3 |  | 24 |  | 132 |  | 57,238 |  |
| Disposition of Intangible asset | 0 |  | 26 |  | 0 |  | 0 |  | 0 |  |
| Collection of bad debt |  |  |  |  | 68 |  | 2,134 |  | 0 |  |
| Gain from Derivatives | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Tax refund | 1,162 |  | 0 |  | 0 |  | 0 |  | 2,099 |  |
| Others | 1,991 |  | 3,524 |  | 16,972 |  | 5,709 |  | 5,594 |  |
| Miscellaneous gains | 7,103 |  | 6,837 |  | 7,133 |  | 5,200 |  | 7,250 |  |


| Descriptions | 2004. 1-3 |  | 2004. 4-6 |  | 2004. 7-9 |  | 2004. 10-12 |  | 2005. 1-3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
| V.Non-operating losses |  | 73,073 |  | 81,836 |  | 89,041 |  | 86,401 |  | 107,310 |
| Interest | 55,701 |  | 55,761 |  | 55,747 |  | 53,397 |  | 48,767 |  |
| FXtransactions | 699 |  | 303 |  | 63 |  | 13 |  | 110 |  |
| FXtranslations | 231 |  | (82) |  | 36 |  | 708 |  | 150 |  |
| Donation | 3,107 |  | 2,981 |  | 2,873 |  | 9,767 |  | 5,221 |  |
| Equity method evaluation | 0 |  | 1,792 |  | 675 |  | $(1,425)$ |  | 314 |  |
| Disposition of short-term sales securities | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of short-term sales securities | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Disposition of Inventories | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of Inventories | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Disposition of Investment | 0 |  | 0 |  | 0 |  | 3,526 |  | 0 |  |
| Evaluation of Investment securities | 8,853 |  | 8,635 |  | 19,431 |  | 8,936 |  | 7,452 |  |
| Disposition of Tangible asset | 1,228 |  | 3,901 |  | 4,876 |  | 3,998 |  | 36,433 |  |
| Disposition of Intangible asset | 2 |  | 7 |  | 8 |  | 13 |  | 3 |  |
| Loss from derivatives | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Evaluation loss from derivatives |  |  | 118 |  | 564 |  | 667 |  | 5,119 |  |
| Loss sharing for overseas call | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Others | 786 |  | 4,724 |  | 1,672 |  | 1,407 |  | 642 |  |
| Loss from disaster | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Selling Trade receivable-ABS | 2,334 |  | 3,568 |  | 2,967 |  | 2,947 |  | 2,974 |  |
| Other bad debt | 0 |  | 0 |  | 0 |  | 1,758 |  | 0 |  |
| Miscellaneous losses | 132 |  | 127 |  | 129 |  | 689 |  | 125 |  |
| VI.Ordinary Income |  | 57,127 |  | 44,142 |  | 97,361 |  | 109,980 |  | 174,752 |
|  |  |  |  |  |  |  |  |  |  |  |
| VII. Pretax Income |  | 57,127 |  | 44,142 |  | 97,361 |  | 109,980 |  | 174,752 |
|  |  |  |  |  |  |  |  |  |  |  |
| VIII. Tax |  | 8,444 |  | 745 |  | 5,634 |  | 9,886 |  | 17,969 |
|  |  |  |  |  |  |  |  |  |  |  |
| IX. Net Income |  | 48,683 |  | 43,397 |  | 91,727 |  | 100,094 |  | 156,784 |

## Appendix 2: Balance Sheet

* This material is not reviewed nor audited by external auditor, and reflecting pre-closing numbers. Use for analysis purpose only.
[Unit: W mn]

|  | 1Q-2005 | 4Q-2004 | 1Q-2004 |  | 1Q-2005 | 4Q-2004 | 1Q-2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 7,812,658 | 7,960,429 | 8,042,425 | Liabilities | 4,576,069 | 4,777,673 | 5,041,181 |
| Current | 1,855,213 | 1,687,501 | 1,524,698 | Current | 2,246,832 | 2,366,726 | 2,567,204 |
| Quick | 1,618,062 | 1,451,733 | 1,358,702 |  |  |  |  |
| Cash | 101,101 | 28,887 | 63,608 | Trade payable | 216,703 | 222,099 | 332,172 |
| Available-for-sale Securities | 1,909 | 6,518 | 35,802 | Other payable | 425,448 | 499,382 | 620,732 |
| Trade receivables | 1,209,684 | 1,181,886 | 1,138,380 | Short-term borrowings | 200,000 | 300,000 | 350,000 |
| Other receivables | 170,426 | 97,688 | 66,811 | Advances from customer | 26,375 | 25,987 | 19,711 |
| Short-term loans | 7,105 | 19,606 | 7,094 | Withholdings | 158,477 | 124,352 | 105,547 |
| Advanced payment | 40,263 | 29,401 | 26,992 | Accrued expenses | 95,346 | 142,709 | 88,353 |
| Prepaid expenses | 15,149 | 11,178 | 19,262 | Current portion of | 974,933 | 1,030,288 | 949,411 |
| Accrued income | 1,300 | 1,448 | 641 | long-term debt |  |  | - |
| Deferred tax | 71,027 | 74,953 |  |  |  |  |  |
| Others | 98 | 168 | 112 |  |  |  |  |
|  |  |  |  | Unpaid income tax Unpaid Dividends | $\begin{gathered} 49,835 \\ 99715 \end{gathered}$ | 21,907 | $\begin{array}{r} 7,141 \\ 94,137 \end{array}$ |
| Inventory | 237,150 | 235,769 | 165,995 |  |  |  |  |
| Non-Current | 5,957,446 | 6,272,928 | 6,517,728 |  |  |  |  |
|  |  |  |  | Non-Current | 2,329,237 | 2,410,947 | 2,473,977 |
| Investment | 514,106 | 532,939 | 559,496 | Bonds | 1,720,544 | 1,819,182 | 1,905,150 |
| Long-term financial investment | 16 | 19 | 21 | Long-term borrowings |  |  |  |
| Investment securities | 17,732 | 55,706 | 75,210 | Long-term payables | 543,146 | 538,207 | 523,293 |
| Equity method security | 58,266 | 18,905 | 8,581 | Others | 65,547 | 53,558 | 45,533 |
| Hold-to-maturity | 51,484 | 88,667 | 76,665 |  |  |  |  |
| Long-term Receivables | 73,760 | 83,046 |  |  |  |  |  |
| Long-term loans | 46,808 | 37,746 | 55,965 |  |  |  |  |
| Guarantee deposit | 197,373 | 205,101 | 241,348 |  |  |  |  |
| Deferred income tax | 58,365 | 34,218 | 92,955 |  |  |  |  |
| Others | 10,302 | 9,533 | 8,751 | Equity | 3,236,589 | 3,182,757 | 3,001,243 |
| Tangible | 4,327,916 | 4,600,893 |  |  |  |  |  |
| Land | 119,496 | 121,840 | $122,689$ | Capital Stock | 955,703 | 955,703 | 955,703 |
| Buildings | 174,321 | 181,017 | 187,065 |  |  |  |  |
| Structure | 69,249 | 69,600 | 66,036 | APIC | 1,325,489 | 1,325,488 | 1,325,489 |
| Equipment \& Machinery | 3,616,103 | 3,809,389 | 3,929,839 |  |  |  |  |
| Vehicles | 3,678 | 4,096 | 5,214 | Retained Earnings | 1,042,343 | 985,275 | 803,145 |
| Construction in progress | 127,724 | 183,279 | 144,920 |  |  |  |  |
| Others | 217,345 | 231,671 | 291,688 | Capital Adjustment | $(86,945)$ | $(83,709)$ | $(83,093)$ |
| Intangible | 1,115,424 | 1,139,096 | 1,210,780 |  |  |  |  |


[^0]:    * Excluding KT Resale Subscribers

