## KTF

## FY2005 Earnings Release

## KT Freetel Co., Ltd.

$\square$ FY2004 results in this material are restated in accordance with FY2005 accounting principle \& methods for comparison purpose. $\square$ This material is on FY2005 4Q 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.

- 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.
- 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.
$\square$ Company will not take any kind of legal responsibility on your investment decision based on this material.


## I. Financial Highlights

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

|  | 05-3Q | 05-4Q | QoQ | FY04 | FY05 | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service Revenue | 1,266,907 | 1,295,648 | 2.3\% | 4,589,209 | 5,008,217 | 9.1\% |
| Service Cost | 1,076,338 | 1,082,504 | 0.6\% | 4,064,943 | 4,201,396 | 3.4\% |
| Operating Profit | 197,996 | 214,437 | 8.3\% | 528,987 | 824,796 | 55.9\% |
| Excluding Handset Profit | 190,569 | 213,145 | 11.8\% | 524,265 | 806,822 | 53.9\% |
| EBITDA | 475,113 | 497,285 | 4.7\% | 1,614,911 | 1,944,981 | 20.4\% |
| Non-op. Revenue | 18,927 | 26,216 | 38.5\% | 109,973 | 157,953 | 43.6\% |
| Non-op. Expense | 71,591 | 118,193 | 65.1\% | 330,350 | 372,096 | 12.6\% |
| Recurring Profit | 145,331 | 122,460 | -15.7\% | 308,610 | 610,653 | 97.9\% |
| Extraordinary Profit | - | - | - | - | - | - |
| Extraordinary Cost | - | - | - | - | - | - |
| Pretax Profit | 145,331 | 122,460 | -15.7\% | 308,610 | 610,653 | 97.9\% |
| Tax | 15,231 | 12,841 | -15.7\% | 24,709 | 63,650 | 157.6\% |
| Net Profit | 130,100 | 109,619 | -15.7\% | 283,901 | 547,003 | 92.7\% |
|  |  |  |  |  |  |  |
| 주요 비율 | 05-3Q | 05-4Q | QoQ | FY04 | FY05 | YoY |
| $\square$ Marketing/Service revenue | 19.9\% | 19.3\% | -0.6\%p | 21.9\% | 19.1\% | -2.8\%p |
| $\square$ Operating Margin | 15.0\% | 16.5\% | 1.5\%p | 11.4\% | 16.1\% | 4.7\%p |
| $\square$ EBITDA Margin | 37.5\% | 38.4\% | 0.9\%p | 35.2\% | 38.8\% | 3.6\%p |
| $\square$ Net Profit Margin | 10.3\% | 8.5\% | -1.8\%p | 6.2\% | 10.9\% | 4.7\%p |
| $\square$ Effective Tax Rate | 10.5\% | 10.5\% | - | 8.0\% | 10.4\% | 2.4\%p |
| $\square$ Net Debt Ratio | 58.1\% | 25.1\% | -33.0\%p | 97.8\% | 25.1\% | -72.7\%p |
| Net Debt Ratio-Including accrued payment of spectrum | 73.9\% | 38.5\% | -35.4\%p | 114.8\% | 38.5\% | -76.3\%p |
| $\square$ Debt Ratio | 115.0\% | 95.9\% | -19.1\%p | 150.1\% | 95.9\% | -54.2\%p |

A. Service revenue increased by $9.1 \%$ YoY, surpassing yearly guidance of $6.0 \%$.

1) Despite the tariff cut in September 2004, solid service revenue growth was mainly attributed from healthy ARPU and subscriber expansions.
2) In 2005 4Q, the revenue rose by $2.3 \%$ QoQ, owing to seasonality and subscriber growth.
B. Yearly operating profit surged by $55.9 \%$ YoY and EBITDA margin improved by $3.6 \% \mathrm{p}$ to $38.8 \%$.
3) Despite $11.1 \%$ increase of subscriber gross-adds, annual profitability improved due to clean-marketing efforts and relatively stable market situation to the previous year.
4) With slight decrease in marketing expenses, operating profit rose by $8.3 \%$ QoQ, largely benefited from stable ARPU and subscriber growths.
C. Yearly net profit escalated by $92.7 \%$ YoY to $W 547$ bn.
5) In $4 Q 2005$, net profit fell $15.7 \%$ QoQ due to $W 54.9$ bn fixed-asset disposal.

## II. Sales

[ Sales Breakdown ]
(Unit: Wmn )

|  | 05-3Q | 05-4Q | QoQ | FY04 | FY 05 | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service Revenue | 1,266,907 | 1,295,648 | 2.3\% | 4,589,209 | 5,008,217 | 9.1\% |
| Voice Revenue | 980,899 | 1,004,416 | 2.4\% | 3,673,215 | 3,898,913 | 6.1\% |
| Monthly Fee | 423,723 | 428,916 | 1.2\% | 1,614,611 | 1,683,204 | 4.2\% |
| Airtime Charge | 306,952 | 316,273 | 3.0\% | 1,202,168 | 1,230,985 | 2.4\% |
| VAS | 41,314 | 44,419 | 7.5\% | 148,884 | 161,804 | 8.7\% |
| Interconnection | 254,155 | 259,925 | 2.3\% | 881,347 | 1,004,406 | 14.0\% |
| Others | 7,744 | 8,931 | 15.3\% | 26,327 | 31,359 | 19.1\% |
| Sales Discount | $(52,990)$ | $(54,048)$ | 2.0\% | $(200,122)$ | $(212,845)$ | 6.4\% |
| Data Revenue | 156,982 | 159,491 | 1.6\% | 518,927 | 608,339 | 17.2\% |
| M onthly Fee | 39,912 | 41,361 | 3.6\% | 128,671 | 156,472 | 21.6\% |
| Messaging | 39,225 | 42,993 | 9.6\% | 126,923 | 155,131 | 22.2\% |
| Airtime Charge | 63,883 | 62,137 | -2.7\% | 295,295 | 247,604 | -16.2\% |
| Sales Discount | (228) | (201) | -11.6\% | $(66,140)$ | $(2,081)$ | -96.9\% |
| Contents | 10,610 | 9,467 | -10.8\% | 20,921 | 37,031 | 77.0\% |
| Others | 3,579 | 3,735 | 4.4\% | 13,258 | 14,181 | 7.0\% |
| KT Resale | 105,994 | 112,109 | 5.8\% | 315,959 | 416,818 | 31.9\% |
| Others | 23,032 | 19,632 | -14.8\% | 81,108 | 84,147 | 3.7\% |
| Sign-up Fee | 21,074 | 17,909 | -15.0\% | 71,547 | 76,793 | 7.3\% |
| Others | 1,958 | 1,723 | -12.0\% | 9,561 | 7,353 | -23.1\% |
| Handset Sales | 305,378 | 256,457 | -16.0\% | 1,241,609 | 1,043,572 | -16.0\% |
| Total Sales | 1,572,285 | 1,552,105 | -1.3\% | 5,830,818 | 6,051,789 | 3.8\% |

## A. Voice Revenue

1) Monthly fee and airtime charge in total rose $3.3 \%$ YoY, despite the tariff cut in 2004.
2) VAS revenue increased by $8.7 \%$ YoY due to invigorated catch-call service and optional free-call price plan.
3) International roaming revenue primarily contributed to the $19.1 \%$ YoY rise in Others account.
B. Data Revenue
4) Monthly fee grew $21.6 \%$ YoY, mainly attributed by the increased subscriptions of monthly packet plans such as "Fimm Free".
5) Airtime charge declined by $16.2 \%$ YoY largely caused by the incremented subscriptions to monthly packet plans, whereas airtime charge after discount increased $7.1 \%$ YoY.
6) Messaging revenue rose $22.2 \%$ YoY, due to increased subscription to "SMS flat rate plan".
C. KT Resale
7) $31.9 \%$ YoY hike was driven by $11.8 \%$ of subscriber growth as well as incorporation of underestimation made in FY04.
D. Handset Sales
8) Handset sales fell by $16 \%$ YoY, due to dampened handset replacement demand.

## III. Operating Expense

| [ Operating Expenses Breakdown ] |  |  |  |  | (Unit: W mn) |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $05-3 Q$ | $05-4 Q$ | QoQ | FY04 | FY05 | YoY |
| 1. Labor | 57,405 | 60,820 | $5.9 \%$ | 222,064 | 228,063 | $2.7 \%$ |
| 2. Fees | 100,066 | 105,915 | $5.8 \%$ | 405,294 | 400,203 | $-1.3 \%$ |
| 3. Interconnection | 153,761 | 157,069 | $2.2 \%$ | 506,982 | 603,160 | $19.0 \%$ |
| 4. International Calls | 2,275 | 3,870 | $70.1 \%$ | 5,953 | 10,023 | $68.4 \%$ |
| 5. Contents Fee | 903 | 797 | $-11.7 \%$ | 2,874 | 3,335 | $16.1 \%$ |
| 6. Rent | 28,612 | 29,937 | $4.6 \%$ | 113,441 | 114,028 | $0.5 \%$ |
| 7. Depreciation/Amortization | 284,544 | 284,140 | $-0.1 \%$ | $1,090,645$ | $1,138,159$ | $4.4 \%$ |
| 8. Leased Line | 90,286 | 89,725 | $-0.6 \%$ | 357,257 | 360,655 | $1.0 \%$ |
| 9. Utilities | 16,552 | 13,768 | $-16.8 \%$ | 49,362 | 54,533 | $10.5 \%$ |
| 10. Repair \& Maintenance | 18,779 | 23,717 | $26.3 \%$ | 58,302 | 74,337 | $27.5 \%$ |
| 11. Lease | 15,327 | 15,327 | $0.0 \%$ | 61,307 | 61,307 | $0.0 \%$ |
| 12. Marketing | 252,627 | 250,516 | $-0.8 \%$ | $1,005,004$ | 956,165 | $-4.9 \%$ |
| 13. Bad Debt | 9,434 | 29,400 | $211.6 \%$ | 25,448 | 54,282 | $113.3 \%$ |
| 14. Tax \& Dues | 14,173 | 9,040 | $-36.2 \%$ | 45,170 | 44,199 | $-2.1 \%$ |
| 15. USO | 10,000 | $(16,545)$ | $\mathrm{N} / \mathrm{A}$ | 30,557 | 13,455 | $-56.0 \%$ |
| 16. Others | 21,595 | 25,008 | $15.8 \%$ | 85,285 | 85,490 | $0.2 \%$ |
| Sales expenses | $1,076,338$ | $1,082,504$ | $0.6 \%$ | $4,064,943$ | $4,201,396$ | $3.4 \%$ |
| $\quad$ Cost of handsets sold | 297,952 | 255,164 | $-14.4 \%$ | $1,236,887$ | $1,025,598$ | $-17.1 \%$ |
| $\quad$ Total | $1,374,290$ | $1,337,668$ | $-2.7 \%$ | $5,301,831$ | $5,226,993$ | $-1.4 \%$ |

A. Labor

1) $5.9 \%$ QoQ increase was a result of finalizing the labor \& management negotiation for 2005 wage increase, which was retroactively applied to labor cost in 4Q 2005.
B. Interconnection
2) Increased by $2.2 \%$ QoQ because of rise in outgoing traffic and underestimation in 3Q.
3) Yearly interconnection expense increased by $19 \%$ mainly due to the MM traffic increase, more specifically, $28.1 \%$ increase of outgoing calls to LGT.
C. International Calls
4) Surged by $70.1 \%$ QoQ due to growth of international traffics.
D. Contents Fee
5) $16.1 \%$ yearly increase caused by contract revision with terrestrial broadcasting companies as well as enlarged music license fee from newly launched 'Dosirak' service.
E. Repair \& Maintenance
6) $27.5 \%$ yearly increase attributed to greater maintenance of repeaters and relocation of base stations.
F. Bad Debt
7) $211.6 \%$ increase in $4 Q$ and $113.3 \%$ increase on yearly basis, are mainly from the conservatively revised provisioning method and W 35.5 bn worth of uncollectible AR write-off.
G. USO
8) Reflecting MIC's finalization of USO allocation to each operator for FYO4 and adjustments in FY05.

## VI. Interconnection Revenue \& Expense

[ Interconnection Revenue \& Expense ]
(Unit: $W \mathrm{mn}$ )

|  | 05-3Q | 05-4Q | QoQ | FY04 | FY05 | YoY |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Interconnection Revenue | 254,165 | 259,938 | $2.3 \%$ | 881,353 | $1,004,437$ | $14.0 \%$ |
| LM | 90,798 | 90,417 | $-0.4 \%$ | 353,863 | 356,919 | $0.9 \%$ |
| MM | 163,367 | 169,521 | $3.8 \%$ | 527,490 | 647,518 | $22.8 \%$ |
| Interconnection Expense | 153,761 | 157,069 | $2.2 \%$ | 506,982 | 603,160 | $19.0 \%$ |
| LM | 27,399 | 28,533 | $4.1 \%$ | 103,161 | 112,149 | $8.7 \%$ |
| MM | 126,361 | 128,536 | $1.7 \%$ | 403,821 | 491,011 | $21.6 \%$ |
| LM Interconnection Income | 100,404 | 102,869 | $2.5 \%$ | 374,372 | 401,277 | $7.2 \%$ |
| MM | 63,398 | 61,884 | $-2.4 \%$ | 250,702 | 244,770 | $-2.4 \%$ |

A. Net interconnection income in FY05 rose 14\% YoY because of traffic increase in both MT and MO and reflection of underestimated amount in previous year and interconnection rate change.
B. MM interconnection revenue jumped $22.8 \%$ YoY due to increased terminated calls.
C. Interconnection expense rose $19 \%$ YoY due to increased LM interconnection rate and increased LM and MM traffic.

## VI. Marketing Cost

[ Marketing Cost Breakdown ]

|  | 05-3Q | 05-4Q | QoQ | FY04 | FY05 | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Commission | 196,173 | 183,459 | $-6.5 \%$ | 718,090 | 721,154 | $0.4 \%$ |
| Promotion | 31,768 | 40,427 | $27.3 \%$ | 163,653 | 130,911 | $-20.0 \%$ |
| Advertising | 24,685 | 26,630 | $7.9 \%$ | 123,261 | 104,100 | $-15.5 \%$ |
| Total Marketing Cost | 252,627 | 250,516 | $-0.8 \%$ | $1,005,004$ | 956,165 | $-4.9 \%$ |
| Marketing over sales | $19.9 \%$ | $19.3 \%$ | $-0.6 \% \mathrm{p}$ | $21.9 \%$ | $19.1 \%$ | $-2.8 \% \mathrm{p}$ |
| $\star$ Adjusted Marketing Cost | 245,200 | 249,224 | $1.6 \%$ | $1,000,282$ | 938,191 | $-6.2 \%$ |
| Marketing over sales | $19.4 \%$ | $19.2 \%$ | $-0.2 \% \mathrm{p}$ | $21.8 \%$ | $18.7 \%$ | $-3.1 \% \mathrm{p}$ |

- Note: Adjusted marketing cost - exclude handset sales margin to align with industry standard

|  | 05-3Q | 05-4Q | QoQ | FY04 | FY05 | YoY |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Acquisition | 100,751 | 97,445 | $-3.3 \%$ | 330,533 | 374,862 | $13.4 \%$ |
| Commission | 97,877 | 94,603 | $-3.3 \%$ | 286,951 | 363,514 | $26.7 \%$ |
| Promotion | 2,874 | 2,842 | $-1.1 \%$ | 43,582 | 11,348 | $-74.0 \%$ |
| Per Sub. $(W)$ | 104,213 | 117,935 | $13.2 \%$ | 105,119 | 107,353 | $2.1 \%$ |
| Retention | 127,190 | 126,441 | $-0.6 \%$ | 551,210 | 477,203 | $-13.4 \%$ |
| Commission | 98,296 | 88,856 | $-9.6 \%$ | 431,139 | 357,639 | $-17.0 \%$ |
| Promotion | 28,894 | 37,585 | $30.1 \%$ | 120,071 | 119,564 | $-0.4 \%$ |
| Advertising | 24,685 | 26,630 | $7.9 \%$ | 123,261 | 104,100 | $-15.5 \%$ |
| Total Marketing Cost | 252,627 | 250,516 | $-0.8 \%$ | $1,005,004$ | 956,165 | $-4.9 \%$ |

## A. Total marketing cost

1) Total marketing cost decreased by $4.9 \%$ YoY, recording $19.3 \%$ of marketing cost over sales, which dropped by $2.8 \%$ prom $21.9 \%$ in FY04.
(After adjustment, total marketing cost dropped by $6.2 \%$ YoY, recording $18.7 \%$ of marketing cost over sales, $3.1 \%$ p lower than that of FYO4)
B. Subscriber acquisition cost
2) Subscriber acquisition cost increased $13.4 \%$ YoY mainly due to jump in subscriber gross-adds.
3) Although acquisition cost per subscriber increased QoQ, total SAC decreased $3.3 \%$ QoQ due to reduction in gross-adds.
C. Subscriber retention cost
4) Yearly subscriber retention cost declined $13.4 \%$ YoY due to reduction in handset replacements.
D. Advertising
5) Annual advertising cost in FY05 decreased by $15.5 \%$ YoY, reflecting softer market competition.

## VII. Non-operating Income \& Expense

[ Non-Operating Items ]
(Unit: $W \mathrm{mn}$ )

|  | 05-3Q | 05-4Q | QoQ | FY04 | FY05 | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest income | 2,525 | 3,397 | $34.6 \%$ | 12,691 | 10,058 | $-20.8 \%$ |
| Interest Expense | 44,973 | 42,516 | $-5.5 \%$ | 220,606 | 184,695 | $-16.3 \%$ |
| Net Interest income | $(42,449)$ | $(39,118)$ | $-7.8 \%$ | $(207,914)$ | $(174,637)$ | $-16.0 \%$ |
| F/X related Gains | 385 | 3,239 | $741.0 \%$ | 25,069 | 14,501 | $-42.2 \%$ |
| F/X related Losses | 49 | 226 | $365.7 \%$ | 1,971 | 593 | $-69.9 \%$ |
| Net F/X Gains | 337 | 3,013 | $795.1 \%$ | 23,098 | 13,908 | $-39.8 \%$ |
| Other Gains | 16,017 | 19,579 | $22.2 \%$ | 72,213 | 133,394 | $84.7 \%$ |
| Other Losses | 26,570 | 75,452 | $184.0 \%$ | 107,775 | 186,807 | $73.3 \%$ |
| $\quad$ Net Other Gains | $(10,553)$ | $(55,872)$ | $429.4 \%$ | $(35,561)$ | $(53,414)$ | $50.2 \%$ |
| Total Non-Op. Gains | 18,927 | 26,216 | $38.5 \%$ | 109,974 | 157,953 | $43.6 \%$ |
| Total Non-Op. Losses | 71,591 | 118,193 | $65.1 \%$ | 330,351 | 372,096 | $12.6 \%$ |
| Total Net Non-Op. Gains | $(52,665)$ | $(91,977)$ | $74.6 \%$ | $(220,377)$ | $(214,143)$ | $-2.8 \%$ |

A. Net interest gains

1) Net interest gain fell by $7.8 \%$ QoQ due to reduction in interest bearing debt.
B. Net $F / X$ gains
2) Net F/X gain soared by $795.1 \%$ QoQ from sharply appreciated Korean Won against Japanese Yen.
C. Net other gains
3) Incorporated $W 53.8$ bn net loss in $4 Q$ from fixed asset disposal including disposal of obsolete networks. (Total net loss from fixed asset disposal in FY05:W58.5 bn)

## VIII. EBITDA Margin \& Capex

(Unit: W mn)

|  | '04-4Q | $05-3 Q$ | $05-4 Q$ | QoQ |
| :--- | :---: | :---: | :---: | :---: |
| D\&A | 280,690 | 284,544 | 284,140 | $-0.1 \%$ |
| EBITDA | 437,978 | 475,113 | 497,285 | $4.7 \%$ |
| EBITDA Margin | $37.0 \%$ | $37.5 \%$ | $38.4 \%$ | $0.9 \% \mathrm{p}$ |
| Capex | 206,500 | 125,521 | 347,828 | $177.1 \%$ |

A. EBITDA rose 4.7\% QoQ thanks to solid operational result in 4Q 2005.
B. Capex in FY05 was $W 713.8$ bn. (Around $W 200$ bn will be carried over to FY06)

## VIII. Balance Sheet

|  |  |  |  | (Unit: W mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 05-4Q | 05-3Q |  | 05-4Q | 05-3Q |
| Asset | 8,200,171 | 7,561,775 | Liability | 4,013,309 | 4,045,156 |
| Current | 2,487,129 | 1,992,050 | Current | 1,726,732 | 1,755,167 |
| Quick | 2,274,312 | 1,805,919 | Fixed | 2,286,577 | 2,289,988 |
| Inventory | 212,818 | 186,131 |  |  |  |
|  |  |  | Equity | 4,186,863 | 3,516,620 |
| Fixed | 5,713,042 | 5,569,726 | Paid in Capital | 1,044,181 | 955,703 |
| Investment | 579,541 | 444,524 | APIC | 1,731,321 | 1,325,489 |
| Tangible | 4,091,233 | 4,058,712 | Retained Earning | 1,419,196 | 1,322,944 |
| Intangible | 1,042,268 | 1,066,490 | Capital adjustment | $\triangle 7,836$ | $\triangle 87,515$ |

A. As a result of capital alliance with NTT-Docomo in 4Q 2005, paid-in capital and APIC increased $9.3 \%$ QoQ and $30.6 \%$ QoQ, respectively.
B. Debt-to-equity ratio improved by $19.1 \%$ p QoQ to $95.9 \%$ while net debt-to-equity ratio improved by $33.0 \%$ p to $25.1 \%$. Accrued payments from W-CDMA spectrum license are excluded from net debt. (When included, net debt-to-equity ratio stands at $38.5 \%$ )
C. Inventory asset increased by $14.3 \%$ QoQ due to higher handset inventory.
D. $30.4 \%$ QoQ increase of investment asset attributes to increase of ABS related hold-to-maturity.
[ Breakdown of interest bearing debt ]
(Unit: $W \mathrm{mn}$ )

|  | $05-4 \mathrm{Q}$ | 05-3Q | QoQ |
| :--- | ---: | ---: | ---: |
| Interest bearing debt | $2,016,557$ | $2,409,680$ | $-16.3 \%$ |
| Payable within 1 year | 340,280 | 713,054 | $-52.3 \%$ |
| Net debt | $1,050,706$ | $2,043,998$ | $-48.6 \%$ |
| Foreign debt | $\nexists 47$ bn | $\neq 47 \mathrm{bn}$ | - |

A. Interest bearing debt consists of $W 339.9$ bn in current portion of long-term debt and W 1,676.7 bn in debentures after excluding accrued payments from W-CDMA spectrum license of $W 559.5$ bn.

## IX. Operational Results

A. Subscribers
(Unit: Thousands)

|  | 04-4Q | 05-1Q | 05-2Q | 05-3Q | 05-4Q |
| ---: | ---: | ---: | ---: | ---: | ---: |
| Total No. of Subs |  |  |  |  |  |
| KT resale | 2,230 | 2,473 | 2,526 | 2,512 | 2,493 |
| Quarterly adds | 795 | 1,290 | 1,011 | 1,139 | 993 |
| Quarterly churn-outs | 775 | 977 | 887 | 1,025 | 970 |
| Quarterly net adds | 20 | 313 | 124 | 114 | 23 |
| Excluding KT resale | 9,499 | 9,569 | 9,640 | 9,767 | 9,809 |
| Quarterly adds | 663 | 894 | 805 | 967 | 826 |
| Quarterly churn-outs | 639 | 824 | 734 | 839 | 784 |
| Quarterly net adds | 23 | 70 | 71 | 127 | 42 |

B. Subscribers by Network
(Unit: Thousands)

|  |  | $04-4 Q$ | $05-1 Q$ | $05-2 Q$ | $05-3 Q$ | $05-4 Q$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| EV-DO |  | 3,055 | 3,512 | 3,852 | 4,225 | 4,392 |
|  | VOD | 835 | 938 | 1,106 | 1,360 | 1,523 |
| $1 \times$ |  | 7,440 | 7,537 | 7,492 | 7,367 | 7,336 |
| $2 G$ |  | 1,234 | 993 | 822 | 687 | 575 |
|  |  | 11,729 | 12,042 | 12,166 | 12,279 | 12,302 |

* Including KT resale
C. ARPU

|  |  |  |  |  |  | (Unit: Won) |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
|  |  | $04-4 \mathrm{Q}$ | 05-1Q | 05-2Q | 05-3Q | 05-4Q |
| After | ARPU-exclude interconn. | 30,147 | 29,437 | 30,331 | 30,350 | 30,814 |
| Discount | ARPU-include interconn. | 38,578 | 37,521 | 39,071 | 38,978 | 39,519 |
| Net-based | Data ARPU | 5,144 | 5,028 | 5,154 | 5,394 | 5,433 |
|  | Proportion to total ARPU | $17 \%$ | $17 \%$ | $17 \%$ | $18 \%$ | $18 \%$ |
| Gross-based | Data ARPU | 6,102 | 6,092 | 6,166 | 6,425 | 6,562 |
|  | Proportion to total ARPU | $20 \%$ | $21 \%$ | $20 \%$ | $21 \%$ | $21 \%$ |

[^0]| 1 X |  | $04-4 \mathrm{Q}$ | $05-1 \mathrm{Q}$ | $05-2 \mathrm{Q}$ | 05-3Q | 05-4Q |
| :---: | :---: | ---: | ---: | ---: | ---: | ---: |
|  | Data ARPU | 4,527 | 4,510 | 4,401 | 4,497 | 4,501 |
|  | Total ARPU | 31,377 | 30,431 | 31,069 | 30,798 | 31,119 |
| EV-DO | Data ARPU | 9,087 | 8,093 | 7,388 | 7,399 | 6,737 |
|  | Total ARPU | 43,430 | 40,493 | 40,366 | 39,915 | 39,264 |
| VOD | Data ARPU | 11,732 | 10,499 | 9,486 | 10,417 | 10,410 |
|  | Total ARPU | 48,014 | 44,629 | 43,837 | 44,962 | 45,572 |
| 2 2G | Data ARPU | 2,226 | 1,930 | 1,669 | 1,876 | 2,060 |
|  | Total ARPU | 16,660 | 15,484 | 15,011 | 14,069 | 13,658 |

* 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.

| KTF |  |  |  |  |  |  |  |  |  | Unit : W mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Descriptions | 2004. 10-12 |  | 2005. 1 ~ 3 |  | 2005. 4-6 |  | 2005. 7-9 |  | 2005. 10-12 |  |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
|  |  |  |  |  |  |  |  |  |  |  |
| I . Total Sales |  | 1,438,289 |  | 1,469,166 |  | 1,458,233 |  | 1,572,285 |  | 1,552,105 |
| PCS Service | 1,173,290 |  | 1,193,317 |  | 1,230,690 |  | 1,255,351 |  | 1,283,048 |  |
| Activations | 14,717 |  | 20,258 |  | 17,552 |  | 21,074 |  | 17,910 |  |
| Monthly Fee | 438,990 |  | 448,122 |  | 457,641 |  | 463,635 |  | 470,278 |  |
| Airtime charge | 318,140 |  | 294,107 |  | 313,653 |  | 306,952 |  | 316,273 |  |
| Value-added service | 159,520 |  | 141,742 |  | 145,781 |  | 155,032 |  | 158,730 |  |
| (PCS discount) | $(73,440)$ |  | $(52,523)$ |  | $(54,935)$ |  | $(53,218)$ |  | $(53,965)$ |  |
| Interconnection | 228,808 |  | 240,611 |  | 249,723 |  | 254,165 |  | 259,938 |  |
| Resale | 84,692 |  | 99,157 |  | 99,557 |  | 105,994 |  | 112,109 |  |
| Fees from other services | 1,863 |  | 1,842 |  | 1,718 |  | 1,716 |  | 1,775 |  |
| Other Services | 11,078 |  | 10,694 |  | 10,961 |  | 11,556 |  | 12,600 |  |
| Handset rental | 337 |  | 120 |  | 68 |  | 82 |  | 192 |  |
| Overseas call | 5,052 |  | 5,597 |  | 5,742 |  | 5,639 |  | 6,050 |  |
| M-commerce | 2,081 |  | 2,186 |  | 2,151 |  | 2,168 |  | 2,121 |  |
| International Roaming | 1,293 |  | 1,074 |  | 1,417 |  | 1,607 |  | 2,289 |  |
| Other overseas service | 642 |  | 249 |  | 295 |  | 231 |  | 96 |  |
| K-merce Lottery | 68 |  | 60 |  | 55 |  | 67 |  | 67 |  |
| M-Ad. | 931 |  | 670 |  | 668 |  | 889 |  | 1,027 |  |
| Credit card service | 316 |  | 335 |  | 330 |  | 639 |  | 369 |  |
| MNP port-out service | 6 |  | 9 |  | 9 |  | 9 |  | 9 |  |
| Professional Sports | 353 |  | 394 |  | 226 |  | 225 |  | 381 |  |
| Handset | 235,921 |  | 265,155 |  | 216,582 |  | 305,378 |  | 256,457 |  |
| Handset <br> (Handset discount) | $\begin{array}{r} 254,502 \\ (581) \end{array}$ |  | $\begin{array}{r} 265,634 \\ (480) \end{array}$ |  | $\begin{array}{r} 217,331 \\ (749) \end{array}$ |  | $\begin{array}{r} 306,493 \\ (1,115) \end{array}$ |  | $\begin{array}{r} 257,371 \\ (914) \end{array}$ |  |
| II. Operating Expense |  | 1,270,228 |  | 1,279,030 |  | 1,236,006 |  | 1,374,290 |  | 1,337,668 |
| Salary \& Bonus | 44,012 |  | 43,679 |  | 33,962 |  | 41,919 |  | 44,216 |  |
| Fees for temporary employee | 251 |  | 260 |  | 250 |  | 191 |  | 190 |  |
| Out-sourcing employee | 1,991 |  | 2,309 |  | 1,680 |  | 2,210 |  | 1,734 |  |
| Retirement | 3,652 |  | 5,214 |  | 2,627 |  | 2,620 |  | 3,992 |  |
| Fringe benefits \& others | 7,739 |  | 6,816 |  | 7,455 |  | 6,899 |  | 7,736 |  |
| Rent | 29,770 |  | 27,118 |  | 28,361 |  | 28,612 |  | 29,937 |  |
| Lease | 15,327 |  | 15,327 |  | 15,327 |  | 15,327 |  | 15,327 |  |
| Service fee \& commission | 103,157 |  | 95,196 |  | 99,027 |  | 100,066 |  | 105,916 |  |
| Depreciations | 256,218 |  | 261,213 |  | 259,218 |  | 258,878 |  | 258,452 |  |
| Amortizations | 24,472 |  | 24,503 |  | 24,541 |  | 25,665 |  | 25,688 |  |
| Tax \& dues | 9,387 |  | 13,519 |  | 7,467 |  | 14,173 |  | 9,040 |  |
| Fare | 2,648 |  | 1,234 |  | 2,308 |  | 2,214 |  | 2,194 |  |
| Insurance | 423 |  | 381 |  | 356 |  | 371 |  | 7 |  |
| Interconnections | 144,500 |  | 142,345 |  | 149,985 |  | 153,761 |  | 157,069 |  |
| Overseas call cost | 1,646 |  | 1,843 |  | 2,035 |  | 2,275 |  | 3,869 |  |
| Leased line cost | 87,243 |  | 91,667 |  | 88,976 |  | 90,286 |  | 89,726 |  |
| CP info usage charge | 585 |  | 742 |  | 893 |  | 903 |  | 797 |  |
| Universal service obligations sh | 557 |  | 10,000 |  | 10,000 |  | 10,000 |  | 16,545 |  |
| Vehicles | 540 |  | 489 |  | 581 |  | 619 |  | 594 |  |
| Educations | 2,309 |  | 1,711 |  | 1,871 |  | 2,214 |  | 2,535 |  |
| Ordinary R\&D | 4,403 |  | 475 |  | 1,130 |  | 3,401 |  | 4,098 |  |
| Awards | 374 |  | 1,035 |  | 970 |  | 1,351 |  | 417 |  |
| Entertainment | 511 |  | 427 |  | 494 |  | 498 |  | 509 |  |
| Sales commission | 158,394 |  | 167,163 |  | 174,359 |  | 196,173 |  | 183,459 |  |
| Sales promotions | 39,893 |  | 28,345 |  | 30,371 |  | 31,768 |  | 40,427 |  |
| Advertisement | 26,062 |  | 25,261 |  | 27,524 |  | 24,685 |  | 26,630 |  |
| Bad Debt | 13,587 |  | 9,781 |  | 5,667 |  | 9,434 |  | 29,400 |  |
| Travel \& Car fare | 1,435 |  | 1,387 |  | 1,449 |  | 1,296 |  | 1,787 |  |
| Utilities | 12,674 |  | 12,097 |  | 12,117 |  | 16,552 |  | 13,768 |  |
| Communications | 7,357 |  | 7,911 |  | 7,574 |  | 7,420 |  | 7,359 |  |
| Repair \& Maintenance | 18,806 |  | 13,087 |  | 18,754 |  | 18,779 |  | 23,717 |  |
| Office supplies | 3,368 |  | 2,802 |  | 2,894 |  | 2,454 |  | 3,254 |  |
| Other researchs | 1,783 |  | 805 |  | 2,334 |  | 1,358 |  | 2,968 |  |
| Book \& Printing | 172 |  | 167 |  | 285 |  | 175 |  | 228 |  |
| Conference \& managerial event | 1,833 |  | 1,647 |  | 1,756 |  | 1,790 |  | 2,011 |  |
| Cost of Handset sold | 243,149 |  | 261,073 |  | 211,409 |  | 297,952 |  | 255,164 |  |
| Others | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |


| KTF |  |  |  |  |  |  | (Unit : W mn) |  |  | (Unit : W mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Descriptions | 2004. 10~12 |  | 2005. 1~3 |  | 2005. 4~6 |  | 2005. 7~9 |  | 2005. $10 \sim 12$ |  |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
|  |  |  |  |  |  |  |  |  |  |  |
| III. Operating Income |  | 168,060 |  | 190,136 |  | 222,227 |  | 197,996 |  | 214,437 |
| IV.Non-operating gains |  | 28,321 |  | 91,927 |  | 20,884 |  | 18,927 |  | 26,216 |
| Interest | 8,634 |  | 1,926 |  | 2,210 |  | 2,525 |  | 3,397 |  |
| Disposition of ST sales securitid | 0 |  | 0 |  | 0 |  | 477 |  | 8,236 |  |
| Evaluation of ST sales securitie | 0 |  | 0 |  | 300 |  | -147 |  | (56) |  |
| Disposition of Available-for-sale | 0 |  | 7,735 |  | 54 |  | -54 |  | $(7,734)$ |  |
| Evaluation of Available-for-sale | 0 |  | 0 |  | 57 |  | -57 |  | (0) |  |
| Dividend | 190 |  | 301 |  | - |  |  |  | 0 |  |
| Rent | 2,768 |  | 1,294 |  | 2,663 |  | 1,658 |  | 3,609 |  |
| Equity method evaluation | $(3,105)$ |  | 892 |  | (178) |  | 754 |  | 2,045 |  |
| FX transactions | 249 |  | 178 |  | 6,791 |  | 178 |  | 64 |  |
| FX translations | 6,373 |  | 7,136 |  | $(3,228)$ |  | 207 |  | 3,175 |  |
| Disposition of Investment | 38 |  | 284 |  |  |  | 110 |  | 0 |  |
| Disposition of tangible asset | 132 |  | 57,238 |  | 74 |  | 66 |  | 1,049 |  |
| Disposition of Intangible asset | 0 |  | 0 |  | 16 |  | -3 |  | 142 |  |
| Collection of bad debt | 2,134 |  | 0 |  | 61 |  | 0 |  | 200 |  |
| Gain from Derivatives | 0 |  | 0 |  | 0 |  | 0 |  | (0) |  |
| Tax refund | 0 |  | 2,099 |  | 0 |  | 0 |  | 566 |  |
| Others | 5,709 |  | 5,594 |  | 4,750 |  | 6,677 |  | 4,093 |  |
| Miscellaneous gains | 5,200 |  | 7,250 |  | 7,301 |  | 6,535 |  | 7,433 |  |
| V .Non-operating losses |  | 86,401 |  | 107,310 |  | 75,001 |  | 71,591 |  | 118,193 |
| Interest | 53,397 |  | 48,767 |  | 48,439 |  | 44,973 |  | 42,516 |  |
| FX transactions | 13 |  | 110 |  | 29 |  | 169 |  | 45 |  |
| FX translations | 708 |  | 150 |  | 29 |  | 121 |  | 181 |  |
| Donation | 9,767 |  | 5,221 |  | 4,573 |  | 4,702 |  | 4,776 |  |
| Equity method evaluation | $(1,425)$ |  | 314 |  | 2,215 |  | $(1,474)$ |  | 385 |  |
| Disposition of ST sales securitig | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of ST sales securitie | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Disposition of Inventories | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of Inventories | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Disposition of Investment | 3,526 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Evaluation of Invest. securities | 8,936 |  | 7,452 |  | 3,516 |  | 3,376 |  | 10,787 |  |
| Disposition of Tangible asset | 3,998 |  | 36,433 |  | 9,426 |  | 16,189 |  | 54,897 |  |
| Disposition of Intangible asset | 13 |  | 3 |  | 4 |  | 8 |  | 33 |  |
| Loss from derivatives | 0 |  | 0 |  | 7,948 |  | 0 |  | 0 |  |
| Evaluation loss from derivatives | 667 |  | 5,119 |  | $(4,251)$ |  | 221 |  | 1,252 |  |
| Loss sharing for overseas call | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Others | 1,407 |  | 642 |  | (17) |  | 477 |  | 136 |  |
| Loss from disaster | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Selling Trade receivable-ABS | 2,947 |  | 2,974 |  | 2,965 |  | 2,947 |  | 2,975 |  |
| Other bad debt | 1,758 |  | 0 |  | - |  | - |  | - |  |
| Miscellaneous losses | 689 |  | 125 |  | 125 |  | 123 |  | 210 |  |
| VI. Ordinary Income |  | 109,980 |  | 174,752 |  | 168,110 |  | 145,331 |  | 122,460 |
| VII. Pretax Income |  | 109,980 |  | 174,752 |  | 168,110 |  | 145,331 |  | 122,460 |
| VII. Tax |  | 9,886 |  | 17,969 |  | 17,609 |  | 15,231 |  | 12,841 |
| IX. Net Income |  | 100,094 |  | 156,784 |  | 150,500 |  | 130,100 |  | 109,619 |

## \# Appendix 2 : Balance Sheet

## Balance Sheet

| (Unit:W mn) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q-2005 | 3Q-2005 | 4Q-2004 |  | 4Q-2005 | 3Q-2005 | 4Q-2004 |
| Assets | 8,200,171 | 7,561,775 | 7,960,432 | Liabilities | 4,013,309 | 4,045,156 | 4,777,671 |
| Current | 2,487,129 | 1,992,050 | 1,687,502 | Current | 1,726,732 | 1,755,167 | 2,366,724 |
| Quick | 2,274,312 | 1,805,919 | 1,451,733 |  |  |  |  |
| Cash | 287,823 | 253,512 | 28,887 | Trade payable | 293,889 | 211,868 | 222,099 |
| ST Securities | 430,000 | 50,000 |  | Other payable | 715,332 | 419,910 | 499,382 |
| Available-for-sale Securities | 248,028 | 62,171 | 6,518 | Shor-term borrowings |  |  | 300,000 |
| Trade receivables | 1,064,561 | 1,223,659 | 1,181,886 | Advances from customer | 32,967 | 28,556 | 25,987 |
| Other receivables | 106,259 | 70,574 | 97,688 | Withholdings | 101,268 | 137,600 | 124,352 |
| Shor-term loans | 7,777 | 7,866 | 19,606 | Accrued expenses | 136,719 | 142,955 | 142,709 |
| Advanced payment | 23,153 | 35,136 | 29,401 | Current portion of | 339,862 | 733,283 | 1,030,288 |
| Prepaid expenses | 12,472 | 10,726 | 11,178 | long-term debt |  |  |  |
| Accrued income | 2,330 | 1,962 | 1,448 | Unpaid income tax | 93,658 | 78,557 | 21,907 |
| Deferred tax | 91,899 | 90,207 | 74,953 | Unpaid Dividends |  |  |  |
| Others | 8 | 107 | 168 | Others | 13,037 | 2,438 |  |
| Inventory | 212,818 | 186,131 | 235,769 |  |  |  |  |
| Non-Current | 5,713,042 | 5,569,726 | 6,272,930 | Non-Current Bonds | $\begin{array}{r} 2,286,577 \\ 1,676,695 \end{array}$ | $\begin{array}{r} 2,289,988 \\ 1,676,397 \end{array}$ | $\begin{array}{r} 2,410,947 \\ 1,199,182 \end{array}$ |
| Investment | 579,541 | 444,524 | 532,941 | Long-term borrowings |  |  |  |
| Long-term financial investment | 16 | 16 | 19 | Long-term payables | 559,540 | 554,056 | 538,207 |
| Investment securities | 14,799 | 14,113 | 55,706 | Others | 50,342 | 59,536 | 53,558 |
| Equity method security | 77,285 | 67,182 | 18,905 |  |  |  |  |
| Hold-to-maturity | 104,305 | 2,558 | 88,667 |  |  |  |  |
| Long-term Receivables | 55,958 | 58,576 | 83,046 |  |  |  |  |
| Long-term loans | 36,591 | 37,952 | 37,746 |  |  |  |  |
| Guarantee deposit | 219,473 | 194,053 | 205,101 |  |  |  |  |
| Deferred income tax | 58,124 | 58,869 | 34,218 | Equity | 4,186,863 | 3,516,620 | 3,182,757 |
| Others | 12,990 | 11,205 | 9,533 |  |  |  |  |
| Tangible | 4,091,233 | 4,058,712 | 4,600,893 | Capital Stock | 1,044,181 | 955,703 | 955,703 |
| Land | 119,546 | 119,490 | 121,840 |  |  |  |  |
| Buildings | 276,570 | 279,125 | 181,017 | APIC | 1,731,321 | 1,325,489 | 1,325,488 |
| Structure | 74,086 | 72,695 | 69,600 |  |  |  |  |
| Equipment \& Machinery | 3,372,016 | 3,363,686 | 3,809,389 | Retained Earnings | 1,419,196 | 1,322,944 | 985,275 |
| Vehicles | 2,638 | 3,153 | 4,096 |  |  |  |  |
| Construction in progress | 40,577 | 28,454 | 183,279 | Capital Adjustment | $(7,836)$ | $(87,515)$ | $(83,709)$ |
| Others | 205,801 | 192,109 | 231,672 |  |  |  |  |
| Intangible | 1,042,268 | 1,066,490 | 1,139,096 |  |  |  |  |


[^0]:    * Excluding KT resale

