## KTF

## FY2006

## Earnings Release

## KT Freetel Co., Ltd.

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## I . Financial Highlights

[ Summary of income statement \& financial ratios ]

|  | 06-4Q | 06-3Q | QoQ | FY06 | FY05 | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue | 1,346,933 | 1,289,143 | 4.5\% | 5,219,958 | 5,008,217 | 4.2\% |
| Service cost (Including handset profit) | 1,165,824 | 1,125,050 | 3.6\% | 4,551,212 | 4,183,421 | 8.8\% |
| (Excluding handset profit) | 1,189,725 | 1,156,696 | 2.9\% | 4,629,320 | 4,201,396 | 10.2\% |
| Operating profit (Including handset profit) | 181,109 | 164,092 | 10.4\% | 668,747 | 824,796 | -18.9\% |
| (Excluding handset profit) | 157,208 | 132,447 | 18.7\% | 590,638 | 806,822 | -26.8\% |
| EBITDA (Including handset profit) | 465,900 | 448,120 | 4.0\% | 1,803,738 | 1,962,955 | -8.1\% |
| (Excluding handset profit) | 441,999 | 416,474 | 6.1\% | 1,725,629 | 1,944,981 | -11.3\% |
| Non-operating income | 25,401 | 27,047 | -6.1\% | 116,509 | 157,953 | -26.2\% |
| Non-operating expense | 72,525 | 64,986 | 11.6\% | 271,486 | 372,096 | -27.0\% |
| Net non-operating accounts | $(47,124)$ | $(37,939)$ | 24.2\% | (154,977) | $(214,143)$ | -27.6\% |
| Ordinary income | 133,985 | 126,154 | 6.2\% | 513,770 | 610,653 | -15.9\% |
| Tax expense | 26,272 | 28,046 | -6.3\% | 102,068 | 63,650 | 60.4\% |
| Net income | 107,713 | 98,108 | 9.8\% | 411,702 | 547,003 | -24.7\% |
| Financial ratio | 06-4Q | 06-3Q | QoQ | FY06 | FY05 | YoY |
| M arketing cost ratio (Including handset margin) | 21.7\% | 20.6\% | 1.1\%p | 21.7\% | 18.7\% | 3.0\%p |
| OP margin (Including handset margin) | 13.4\% | 12.7\% | 0.7\%p | 12.8\% | 16.5\% | -3.7\%p |
| EBITDA margin (Including handset margin) | 34.6\% | 34.8\% | -0.2\%p | 34.6\% | 39.2\% | -4.6\%p |
| (Excluding handset margin) | 32.8\% | 32.3\% | 0.5\%p | 33.1\% | 38.8\% | -5.7\%p |
| Net profit margin | 8.0\% | 7.6\% | 0.4\%p | 7.9\% | 10.9\% | -3.0\%p |
| Effective income tax rate | 19.8\% | 22.2\% | -2.4\%p | 19.9\% | 10.4\% | 9.5\%p |
| Net debt/equity ratio | 18.6\% | 12.0\% | 6.6\%p | 18.6\% | 25.1\% | -6.5\%p |
| Net debt/equity including 3G license pay able | 32.1\% | 25.3\% | 6.8\%p | 32.1\% | 38.5\% | -6.4\%p |
| Total debt/equity ratio | 88.5\% | 85.9\% | 2.6\%p | 88.5\% | 95.9\% | -7.4\%p |

A. Service revenue

1) Increase of wireless data revenue (5.4\%) and resale revenue (11\%) contributed to a positive quarterly growth
2) Rising subscribers and bulging wireless data revenue (14.8\%) were main reasons of yearly revenue growth

## B. EBITDA margin

1) Increased annual marketing cost (20.8\%) and decreased profit from interconnection rate adjustments mainly caused annual EBITDA margin erosion

## C. Net profit

1) Despite of $10.4 \%$ QoQ growth in operating income, $24.2 \%$ deterioration in net non-operating accounts contracted net income growth to $9.8 \%$ QoQ
2) Weakened operating income from heavy marketing expenses and higher corporate tax rate led to $24.7 \%$ YoY drop in net income

## II. Sales



## A. Voice revenue

1) Monthly base fee income increased by $5.9 \%$ YoY mainly due to steady subscriber growth and higher monthly base fee per subscriber
2) Airtime charge fell by $2.5 \%$ YoY due to the growth of high monthly fee plans and 'Carryover Call Plans'.
3) Interconnection revenue rose by $11.7 \%$ QoQ due to reflection of cumulative effect (KRW 19 billion) of rate adjustment in 3Q, but declined by $6.3 \%$ YoY due to $14.2 \%$ drop in interconnection rate
4) Other voice revenue surged by $22.9 \%$ YoY because of higher international calls and roaming incomes

## B. Data revenue

1) Monthly base fee increased by $9 \%$ YoY because more subscribers opted for flat rate service packages
2) Messaging revenue grew by $35.9 \%$ YoY due to steadily growing usages of messaging services
3) Contents revenue soared by $89.5 \%$ YoY mainly because of changes in the accounting method for sourcing music contents, recognizing revenues as gross-base instead of net-base (If contents revenue of last year were recalculated under current method, the growth rate would have been $8 \% \mathrm{YoY}$ )

## C. Resale revenue

1) Increased resale subscribers and revenue sharing adjustment from KRW 87.09 to KRW 88.72 per minute contributed to $11 \%$ growth QoQ and $12.8 \%$ growth YoY

## D. Handset sales

1) Increased number of sign-ups ( $7.6 \%$ growth) and strong handset replacement demand contributed most of $23.4 \%$ YoY growth

## III. Service cost

|  |  |  |  |  | (In million KRW) |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{0 6 - 4 Q}$ | $\mathbf{0 6 - 3 Q}$ | Q0Q | FY06 | FY05 | YoY |
| 1. Labor expense | 57,333 | 60,569 | $-5.3 \%$ | 227,835 | 228,063 | $-0.1 \%$ |
| 2. Commis ion | 113,991 | 108,883 | $4.7 \%$ | 434,714 | 400,203 | $8.6 \%$ |
| 3. Interconnection | 180,241 | 180,790 | $-0.3 \%$ | 679,462 | 603,160 | $12.7 \%$ |
| 4. International call | 3,173 | 3,939 | $-19.4 \%$ | 16,655 | 10,023 | $66.2 \%$ |
| 5. Contents fee | 10,983 | 8,589 | $27.9 \%$ | 30,775 | 3,335 | $822.7 \%$ |
| 6. Rent | 36,091 | 35,517 | $1.6 \%$ | 134,794 | 114,028 | $18.2 \%$ |
| 7. Depreciation\&Amortization | 284,791 | 284,027 | $0.3 \%$ | $1,134,991$ | $1,138,159$ | $-0.3 \%$ |
| 8. Leased line expense | 93,116 | 88,973 | $4.7 \%$ | 356,129 | 360,655 | $-1.3 \%$ |
| 9. Utility | 15,066 | 17,774 | $-15.2 \%$ | 59,613 | 54,533 | $9.3 \%$ |
| 10. Repair\&Maintenance | 23,442 | 19,178 | $22.2 \%$ | 78,687 | 74,337 | $5.9 \%$ |
| 11. Lease expense | 0 | 1,947 | $-100.0 \%$ | 32,601 | 61,307 | $-46.8 \%$ |
| 12. Marketing expense | 316,318 | 296,670 | $6.6 \%$ | $1,211,461$ | 956,165 | $26.7 \%$ |
| 13. Bad debt expense | 20,874 | 21,261 | $-1.8 \%$ | 89,176 | 54,282 | $64.3 \%$ |
| 14. Tax \& Dues | 12,073 | 4,368 | $176.4 \%$ | 55,015 | 44,199 | $24.5 \%$ |
| 15. USO | $(23)$ | 5,000 | N/A | 7,929 | 13,455 | $-41.1 \%$ |
| 16. Others | 22,255 | 19,210 | $15.9 \%$ | 79,483 | 85,490 | $-7.0 \%$ |
| Total service expense | $\mathbf{1 , 1 8 9 , 7 2 5}$ | $\mathbf{1 , 1 5 6 , 6 9 6}$ | $\mathbf{2 . 9 \%}$ | $\mathbf{4 , 6 2 9 , 3 2 0}$ | $\mathbf{4 , 2 0 1 , 3 9 6}$ | $\mathbf{1 0 . 2 \%}$ |
| Handset margin | 23,901 | 31,646 | $-24.5 \%$ | 78,108 | 17,974 | $334.6 \%$ |
| Net Service cost total | $\mathbf{1 , 1 6 5 , 8 2 4}$ | $\mathbf{1 , 1 2 5 , 0 5 0}$ | $\mathbf{3 . 6 \%}$ | $\mathbf{4 , 5 5 1 , 2 1 2}$ | $\mathbf{4 , 1 8 3 , 4 2 1}$ | $\mathbf{8 . 8 \%}$ |

## A. Labor expense

1) Decreased by $5.3 \%$ QoQ due to bonus payment in $3 Q$
B. Commission (Fees)
2) Rose by $8.6 \%$ YoY due to increased fees for maintaining base stations and outsourcing fees

## C. Interconnection expense

1) Rose by $12.7 \%$ YoY mainly due to increased outgoing traffic for voice and messaging service

## D. International calls

1) Jumped $66.2 \%$ YoY due to soaring international call traffics and expanding usages of international prepaid card services

## E. Contents fee

1) Escalated heavily due to change in accounting method for recognizing contents revenue and expense

## F. Rent

1) Rose by $18.2 \%$ YoY due to increased fees for shared base stations and for general renting

## G. Bad debt expense

1) Temporarily increased due to ABS effect. After reflecting bad debt redemption from ABS in non-operating, the effective ratio stands at $2.1 \%$

## H. Tax \& Dues

1) Soared by $176.4 \%$ QoQ largely due to reflection of settled refund from contribution to 'IT promotion fund' in 3Q.
2) Rose by $24.5 \%$ YoY due to increased fines under handset subsidy rule

## IV. Interconnection revenue \& expense

|  |  |  |  | (In million KRW) |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{0 6 - 4 Q}$ | $\mathbf{0 6 - 3 Q}$ | Q0Q | FY06 | FY05 | YoY |
| Interconnection revenue | $\mathbf{2 4 3 , 1 6 1}$ | $\mathbf{2 1 7 , 7 3 0}$ | $\mathbf{1 1 . 7} \%$ | $\mathbf{9 4 0 , 8 6 9}$ | $\mathbf{1 , 0 0 4 , 4 3 7}$ | $\mathbf{- 6 . 3 \%}$ |
| LM | 78,634 | 70,113 | $12.2 \%$ | 309,666 | 356,919 | $-13.2 \%$ |
| MM | 164,527 | 147,617 | $11.5 \%$ | 631,202 | 647,518 | $-2.5 \%$ |
| Interconnection expense | $\mathbf{1 8 0 , 2 4 1}$ | $\mathbf{1 8 0 , 7 9 0}$ | $\mathbf{- 0 . 3 \%}$ | $\mathbf{6 7 9 , 4 6 2}$ | $\mathbf{6 0 3 , 1 6 0}$ | $\mathbf{1 2 . 7 \%}$ |
| LM | 32,607 | 28,011 | $16.4 \%$ | 115,318 | 112,149 | $2.8 \%$ |
| MM | 147,635 | 152,779 | $-3.4 \%$ | 564,145 | 491,011 | $14.9 \%$ |
| Net interconnection profit | $\mathbf{6 2 , 9 2 0}$ | $\mathbf{3 6 , 9 4 0}$ | $\mathbf{7 0 . 3 \%}$ | $\mathbf{2 6 1 , 4 0 7}$ | $\mathbf{4 0 1 , 2 7 7}$ | $-\mathbf{3 4 . 9 \%}$ |
| LM | 46,028 | 42,102 | $9.3 \%$ | 194,349 | 244,770 | $-20.6 \%$ |
| MM | 16,892 | $(5,162)$ | $-427.2 \%$ | 67,058 | 156,507 | $-57.2 \%$ |

A. Net interconnection profit

1) Increased by $70.3 \%$ QoQ due to reflection of cumulative effect (KRW 32 billion) for new interconnection rate in 3Q
2) Declined by 34.9\% YoY due to interconnection rate adjustment

## B. Interconnection revenue

1) Rose by $11.7 \%$ QoQ due to reflection of cumulative effect (KRW 19 billion) for new interconnection rate in 3Q
2) Dropped by 6.3\% YoY due to rate reduction by $14.2 \%$

## C. Interconnection expense

1) Declined $0.3 \%$ QoQ reflecting both cumulative effect of new interconnection rate reflected in 3Q and KRW 6 billion of settled payment for MMS
2) Increased by $12.7 \%$ YoY due to increased outgoing traffic for voice and messaging service
※ Normalized Interconnection revenue \& expense
(In million KRW)

|  | 06-1Q | 06-2Q | 06-3Q | 06-4Q | Q0Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interconnection revenue | 225,595 | 235,548 | 236,565 | 243,161 | 2.8\% |
| LM | 77,752 | 75,644 | 77,636 | 78,634 | 1.3\% |
| MM | 147,843 | 159,904 | 158,929 | 164,527 | 3.5\% |
| Interconnection expense | 160,869 | 170,732 | 167,620 | 180,241 | 7.5\% |
| LM | 27,260 | 27,440 | 28,011 | 32,607 | 16.4\% |
| MM | 133,610 | 143,291 | 139,609 | 147,635 | 5.7\% |
| Net interconnection profit | 64,725 | 64,817 | 68,945 | 62,920 | -8.7\% |
| LM | 50,492 | 48,204 | 49,625 | 46,028 | -7.2\% |
| MM | 14,233 | 16,613 | 19,320 | 16,892 | -12.6\% |

## V. Marketing cost

(In million KRW)

|  | 06-4Q | $\mathbf{0 6 - 3 Q}$ | Q 0Q | FY06 | FY05 | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales commision | 209,430 | 186,434 | $12.3 \%$ | 812,095 | 721,154 | $12.6 \%$ |
| Sales promotion | 81,490 | 85,710 | $-4.9 \%$ | 280,798 | 130,911 | $114.5 \%$ |
| Advertising | 25,397 | 24,526 | $3.6 \%$ | 118,567 | 104,100 | $\mathbf{1 3 . 9 \%}$ |
| Subracting handset profit | $\mathbf{2 3 , 9 0 1}$ | $\mathbf{3 1 , 6 4 6}$ | $\mathbf{- 2 4 . 5 \%}$ | $\mathbf{7 8 , 1 0 8}$ | $\mathbf{1 7 , 9 7 4}$ | $\mathbf{3 3 4 . 6 \%}$ |
| * Net marketing cost total | 292,417 | 265,025 | $10.3 \%$ | $1,133,353$ | 938,191 | $20.8 \%$ |
| Net Marketing cost ratio | $21.7 \%$ | $20.6 \%$ | $1.1 \% p$ | $21.7 \%$ | $18.7 \%$ | $3.0 \% p$ |

* Net Marketing cost : excluding handset margin to align with peers

|  |  |  | (In million KRW) |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{0 6 - 4 Q}$ | $\mathbf{0 6 - 3 Q}$ | QoQ | FY06 | FY05 | YoY |
| Acqusition cost | $\mathbf{1 7 0 , 7 1 4}$ | $\mathbf{1 3 7 , 0 9 3}$ | $\mathbf{2 4 . 5 \%}$ | $\mathbf{5 7 5 , 1 6 1}$ | $\mathbf{3 7 4 , 8 6 2}$ | $\mathbf{5 3 . 4 \%}$ |
| Sales commission | 130,335 | 99,987 | $30.4 \%$ | 463,796 | 363,515 | $27.6 \%$ |
| Sales promotion | 40,379 | 37,106 | $8.8 \%$ | 111,366 | 11,348 | $881.4 \%$ |
| Acquisiotion cost/subscriber (KRW) | 169,231 | 146,634 | $15.4 \%$ | 153,007 | 107,353 | $42.5 \%$ |
| Adjusted Acquisition cost/subs.*(KRW) | 127,957 | 115,253 | $11.0 \%$ | 124,676 | 89,646 | $39.1 \%$ |
| Retention cost | $\mathbf{1 2 0 , 2 0 6}$ | $\mathbf{1 3 5 , 0 5 1}$ | $\mathbf{- 1 1 . 0 \%}$ | $\mathbf{5 1 7 , 7 3 3}$ | $\mathbf{4 7 7 , 2 0 3}$ | $\mathbf{8 . 5 \%}$ |
| Sales commission | 79,095 | 86,447 | $-8.5 \%$ | 348,301 | 357,639 | $-2.6 \%$ |
| Sales promotion | 41,111 | 48,604 | $\mathbf{- 1 5 . 4 \%}$ | 169,433 | $\mathbf{1 1 9 , 5 6 4}$ | $41.7 \%$ |
| Advertising | $\mathbf{2 5 , 3 9 7}$ | $\mathbf{2 4 , 5 2 6}$ | $\mathbf{3 . 6 \%}$ | $\mathbf{1 1 8 , 5 6 7}$ | $\mathbf{1 0 4 , 1 0 0}$ | $\mathbf{1 3 . 9 \%}$ |
| Subtracting handset profit | $\mathbf{2 3 , 9 0 1}$ | $\mathbf{3 1 , 6 4 6}$ | $\mathbf{- 2 4 . 5 \%}$ | $\mathbf{7 8 , 1 0 8}$ | $\mathbf{1 7 , 9 7 4}$ | $\mathbf{3 3 4 . 6 \%}$ |
| Net marketing cost total | $\mathbf{2 9 2 , 4 1 7}$ | $\mathbf{2 6 5 , 0 2 5}$ | $\mathbf{1 0 . 3 \%}$ | $\mathbf{1 , 1 3 3 , 3 5 3}$ | $\mathbf{9 3 8 , 1 9 1}$ | $\mathbf{2 0 . 8 \%}$ |

-Note: Adjusted acquisition cost per subs. - exclude handset sales promotion fees from the manufacturers

## A. Net marketing cost total

1) Net marketing cost rose by $20.8 \%$ YoY due to increased subscriber acquisition cost and retention cost
B. Subscriber acquisition cost
2) Soared by $53.4 \%$ YoY due to increased number of sign-ups and unit subscriber acquisition cost
C. Subscriber retention cost
3) Increased by $8.5 \%$ YoY because of increased number of handset replacement

## D. Advertising cost

1) Rose by $13.9 \%$ YoY due to 2006 FIFA World Cup promotion

## VI. Non-operating Income \& Expense

|  |  |  |  |  | (In million KRW) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06-4Q | 06-3Q | QoQ | FY06 | FY05 | YoY |
| Interest income | 8,131 | 8,242 | -1.3\% | 26,352 | 10,058 | 162.0\% |
| Interest expense | 35,115 | 35,025 | 0.3\% | 142,189 | 184,695 | -23.0\% |
| Net interest account | $(26,984)$ | $(26,783)$ | 0.8\% | $(115,837)$ | $(174,637)$ | -33.7\% |
| Gain from FOREX | 338 | 309 | 9.3\% | 7,049 | 14,501 | -51.4\% |
| Loss from FOREX | 61 | 40 | 51.5\% | 1,315 | 593 | 121.8\% |
| Net FOREX account | 277 | 269 | 2.9\% | 5,735 | 13,908 | -58.8\% |
| Other non-operating income | 16,932 | 18,495 | -8.5\% | 83,108 | 133,394 | -37.7\% |
| Other non-operating expense | 37,349 | 29,920 | 24.8\% | 127,982 | 186,807 | -31.5\% |
| Net others account | $(20,417)$ | $(11,425)$ | 78.7\% | $(44,875)$ | $(53,414)$ | -16.0\% |
| Total non-operating income | 25,401 | 27,047 | -6.1\% | 116,509 | 157,953 | -26.2\% |
| Total non-operating expense | 72,525 | 64,986 | 11.6\% | 271,486 | 372,906 | -27.2\% |
| Total net non-operating accounts | $(47,124)$ | $(37,939)$ | 24.2\% | $(154,977)$ | $(214,143)$ | -27.6\% |

A. Non-operating accounts

1) Net interest account improved by $33.7 \%$ YoY due to debt repayment and reduced interest expense
2) Net other non-operating account improved by $16 \%$ YoY due to $28.2 \%$ decrease of disposal loss of fixed asset
VII. EBITDA margin \& CAPEX
(In million KRW)

|  | $\mathbf{0 6 - 4 Q}$ | $\mathbf{0 6 - 3 Q}$ | QoQ | FY06 | FY05 | YoY |
| :--- | :---: | :---: | ---: | ---: | ---: | ---: |
| D\&A | 284,791 | 284,027 | $0.3 \%$ | $1,134,991$ | $1,138,159$ | $-0.3 \%$ |
| EBITDA | $\mathbf{4 6 5 , 9 0 0}$ | $\mathbf{4 4 8 , 1 2 0}$ | $\mathbf{4 . 0 \%}$ | $\mathbf{1 , 8 0 3 , 7 3 8}$ | $\mathbf{1 , 9 6 2 , 9 5 5}$ | $\mathbf{- 8 . 1 \%}$ |
| EBITDA margin | $34.6 \%$ | $34.8 \%$ | $-0.2 \% P$ | $34.6 \%$ | $39.2 \%$ | $-4.6 \%$ p |
| CAPEX | $\mathbf{3 6 6 , 9 7 2}$ | $\mathbf{2 6 4 , 8 7 6}$ | $\mathbf{3 8 . 5 \%}$ | $\mathbf{1 , 2 1 6 , 3 7 2}$ | $\mathbf{7 1 3 , 8 0 1}$ | $\mathbf{7 0 . 4 \%}$ |

## A. EBITDA margin

1) Declined by $4.6 \%$ p YoY due to increased marketing cost and decreased margin from interconnection fees

## B. CAPEX

1) CAPEX for 2006 rose by $70.4 \%$ YoY due to active investments in HSDPA

## VIII. Balance Sheet

|  |  |  |  |  | (In million KRW) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY06 | 06-3Q | FY05 |  | FY06 | 06-3Q | FY05 |
| Asset | 8,068,028 | 8,113,846 | 8,200,171 | Liabilities | 3,757,996 | 3,750,327 | 4,013,309 |
| Current asset | 2,428,715 | 2,574,264 | 2,487,129 | Current | 2,027,912 | 1,824,289 | 1,726,732 |
| Quick Asset | 2,298,443 | 2,428,139 | 2,274,312 | Non-current | 1,730,084 | 1,926,038 | 2,286,577 |
| Inventory | 130,273 | 146,124 | 212,818 |  |  |  |  |
|  |  |  |  | Equity | 4,310,032 | 4,363,519 | 4,186,863 |
| Non-current asset | 5,639,313 | 5,539,582 | 5,713,042 | Paid-in-capital | 1,044,181 | 1,044,181 | 1,044,181 |
| Investment | 469,256 | 426,785 | 579,541 | APIC | 1,728,150 | 1,728,150 | 1,731,321 |
| T angible Asset | 4,216,444 | 4,137,900 | 4,091,233 | Retained earnings | 1,527,869 | 1,585,040 | 1,419,196 |
| Intangible Asset | 953,612 | 974,897 | 1,042,268 | Capital adjustment | 9,832 | 6,148 | $(7,836)$ |

## A. Leverage

1) Total Debt/Equity ratio and Net Debt/Equity ratio stood at $88.5 \%$ and $18.6 \%$ respectively as of the end of 2006
2) Total Debt/Equity ratio and Net Debt/Equity ratio went up by $2.6 \%$ p and $6.6 \%$ poQ each due to decreased retained earnings after buyback and cancellation of treasury stocks
3) Total Debt/Equity ratio and Net Debt/Equity ratio improved by 7.4\%p and 6.5\%p YoY respectively owing to repayment of debt and increase of retained earnings.

* Long-term payable related to WCDMA license is excluded in calculating Net debt/Equity ratio (Net debt/Equity ratio of 32.1\% if included)
[ Interest-bearing debt breakdown]


## (In million KRW)

|  | FY06 | $\mathbf{0 6 - 3 Q}$ | QoQ | FY05 | YoY |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Interest-bearing debt | $1,677,923$ | $1,677,609$ | $0.0 \%$ | $2,016,557$ | $-16.8 \%$ |
| Payable within one year | 499,764 | 299,798 | $66.7 \%$ | 339,862 | $47.0 \%$ |
| Net debt | $\mathbf{8 0 2 , 1 9 5}$ | $\mathbf{5 2 4 , 8 2 8}$ | $\mathbf{5 2 . 8 \%}$ | $\mathbf{1 , 0 5 0 , 7 0 6}$ | $-23.7 \%$ |

## A. Interest-bearing debt

1) Interest-bearing debt comprises of KRW 500 billion of current portion of long-term debt and KRW 1.18 trillion of long-term debt
2) Long-term payable of KRW 583 billion for WCDMA license is not included in calculating interestbearing debt

- Current portion of long-term payable: KRW 89 billion
- Long-term payable: KRW 494 billion


## IX. Operation highlight

| A. Subscriber trend |  |  |  |  | ('000) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06-4Q | 06-3Q | 06-2Q | 06-1Q | 05-4Q |
| Total No. of Subs. | 12,914 | 12,773 | 12,634 | 12,539 | 12,302 |
| KT resale subs. | 2,704 | 2,640 | 2,598 | 2,553 | 2,493 |
| Quarterly addition | 1,290 | 1,181 | 1,075 | 1,238 | 993 |
| Quarterly deactivation | 1,149 | 1,042 | 980 | 1,002 | 970 |
| Quarterly net addition | 141 | 139 | 95 | 237 | 23 |
| KTF-only (excluding resale subs.) | 10,132 | 10,132 | 10,036 | 9,986 | 9,809 |
| Quarterly addition | 1,009 | 935 | 832 | 983 | 826 |
| Quarterly deactivation | 932 | 838 | 782 | 806 | 784 |
| Quaterly net addition | 77 | 86 | 50 | 177 | 42 |

B. Subscriber breakdown by handset type
(‘000)

|  |  | $\mathbf{0 6 - 4 Q}$ | $\mathbf{0 6 - 3 Q}$ | $\mathbf{0 6 - 2 Q}$ | $\mathbf{0 6 - 1 Q}$ | $\mathbf{0 5 - 4 Q}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| EV-DO |  | 5,370 | 5,110 | 4,774 | 4,594 | 4,392 |
|  | VOD | 2,948 | 2,515 | 2,100 | 1,770 | 1,523 |
| 1 X |  | 7,200 | 7,277 | 7,354 | 7,440 | 7,336 |
| 2G |  | 344 | 386 | 506 | 504 | 575 |
|  | Total | $\mathbf{1 2 , 9 1 4}$ | $\mathbf{1 2 , 7 7 3}$ | $\mathbf{1 2 , 6 3 4}$ | $\mathbf{1 2 , 5 3 9}$ | $\mathbf{1 2 , 3 0 2}$ |

* Including KT resale sub.
C. ARPU
(KRW)

|  | $\mathbf{0 6 - 4 Q}$ | $\mathbf{0 6 - 3 Q}$ | $\mathbf{0 6 - 2 Q}$ | $\mathbf{0 6 - 1 Q}$ | $\mathbf{0 5 - 4 Q}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| ARPU-excluding interconnect. | 30,965 | 30,567 | 30,881 | 30,263 | 30,727 |
| ARPU-including interconnect. | 38,889 | 38,287 | 38,690 | 37,983 | 39,483 |
| Data ARPU (Net basis) | 6,282 | 6,018 | 6,172 | 5,983 | 5,733 |
| Contribution to ARPU (Net) | $20 \%$ | $20 \%$ | $20 \%$ | $20 \%$ | $19 \%$ |
| Data ARPU (Gross basis) | 7,083 | 6,788 | 6,949 | 7,033 | 6,859 |
| Contribution to ARPU (Gross) | $23 \%$ | $22 \%$ | $23 \%$ | $23 \%$ | $22 \%$ |

[^0]D. ARPU by handset type

|  |  |  |  |  | (KRW) |  |
| :---: | :---: | ---: | ---: | ---: | ---: | ---: |
|  |  | $\mathbf{0 6 - 4 Q}$ | $\mathbf{0 6 - 3 Q}$ | $\mathbf{0 6 - 2 Q}$ | $\mathbf{0 6 - 1 Q}$ | $\mathbf{0 5 - 4 Q}$ |
| 1 X | Data ARPU | 4,713 | 4,571 | 4,620 | 4,501 | 4,597 |
|  | Total ARPU | 29,841 | 29,923 | 30,485 | 30,336 | 31,216 |
| EV-DO | Data ARPU | 8,631 | 7,451 | 6,965 | 6,708 | 6,844 |
|  | Total ARPU | 40,253 | 38,905 | 38,650 | 38,053 | 39,371 |
| VOD | Data ARPU | 12,981 | 12,006 | 11,416 | 10,706 | 10,588 |
|  | Total ARPU | 48,554 | 47,414 | 46,576 | 45,016 | 45,750 |
| $2 G$ | Data ARPU | 2,733 | 3,144 | 3,643 | 2,781 | 2,060 |
|  | Total ARPU | 10,699 | 12,153 | 13,886 | 13,930 | 13,658 |

* Excluding KT resale subs., excluding interconnection revenue, Data ARPU as Gross basis
\# 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 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | nit : W mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Descriptions | 2005. 1~3 |  | 2005. 4~6 |  | 2005. 7~9 |  | 2005. 10~12 |  | 2006. 1~3 |  | 2006. $4 \sim 6$ |  | 2006. 7 ~ 9 |  | 2006. $10 \sim 12$ |  |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Total Sales |  | 1,469,166 |  | 1,458,233 |  | 1,572,285 |  | 1,552,105 |  | 1,563,997 |  | 1,639,258 |  | 1,659,539 |  | 1,644,556 |
| PCS Service | 1,193,317 |  | 1,230,690 |  | 1,255,351 |  | 1,283,048 |  | 1,253,824 |  | 1,292,600 |  | 1,264,146 |  | 1,321,359 |  |
| Activations | 20,258 |  | 17,552 |  | 21,074 |  | 17,910 |  | 20,885 |  | 16,516 |  | 18,433 |  | 19,743 |  |
| Monthly Fee | 448,122 |  | 457,641 |  | 463,635 |  | 470,278 |  | 479,672 |  | 487,050 |  | 490,804 |  | 495,955 |  |
| Airtime charge | 294,107 |  | 313,653 |  | 306,952 |  | 316,273 |  | 289,724 |  | 304,308 |  | 301,087 |  | 305,186 |  |
| Value-added service | 141,742 |  | 145,781 |  | 155,032 |  | 158,730 |  | 166,258 |  | 172,636 |  | 170,636 |  | 180,631 |  |
| (PCS discount) | $(52,523)$ |  | $(54,935)$ |  | $(53,218)$ |  | $(53,965)$ |  | $(50,370)$ |  | $(52,547)$ |  | $(50,681)$ |  | $(52,109)$ |  |
| Interconnection | 240,611 |  | 249,723 |  | 254,165 |  | 259,938 |  | 234,777 |  | 245,201 |  | 217,730 |  | 243,161 |  |
| Resale | 99,157 |  | 99,557 |  | 105,994 |  | 112,109 |  | 111,173 |  | 117,669 |  | 114,425 |  | 127,033 |  |
| Fees from other services | 1,842 |  | 1,718 |  | 1,716 |  | 1,775 |  | 1,705 |  | 1,767 |  | 1,710 |  | 1,759 |  |
| Other Services | 10,694 |  | 10,961 |  | 11,556 |  | 12,600 |  | 15,842 |  | 21,616 |  | 24,997 |  | 25,575 |  |
| Handset rental | 120 |  | 68 |  | 82 |  | 192 |  | 134 |  | 126 |  | 124 |  | 130 |  |
| Overseas call | 5,597 |  | 5,742 |  | 5,639 |  | 6,050 |  | 6,531 |  | 6,316 |  | 5,126 |  | 4,747 |  |
| M-commerce | 2,186 |  | 2,151 |  | 2,168 |  | 2,121 |  | 2,330 |  | 2,365 |  | 2,403 |  | 2,767 |  |
| International Roaming | 1,074 |  | 1,417 |  | 1,607 |  | 2,289 |  | 1,841 |  | 2,373 |  | 3,485 |  | 4,347 |  |
| Other overseas service | 249 |  | 295 |  | 231 |  | 96 |  | 105 |  | 88 |  | 59 |  | 150 |  |
| K-merce Lottery | 60 |  | 55 |  | 67 |  | 67 |  | 73 |  | 71 |  | 41 |  | 15 |  |
| M-Ad. | 670 |  | 668 |  | 889 |  | 1,027 |  | 1,293 |  | 807 |  | 1,251 |  | 969 |  |
| Credit card service | 335 |  | 330 |  | 639 |  | 369 |  | 565 |  | 1,572 |  | 1,082 |  | 896 |  |
| MNP port-out service | 9 |  | 9 |  | 9 |  | 9 |  | 11 |  | 11 |  | 13 |  | 14 |  |
| Professional Sports | 394 |  | 226 |  | 225 |  | 381 |  | 383 |  | 225 |  | 225 |  | 343 |  |
| Rental Income |  |  |  |  |  |  |  |  | 2,577 |  | 7,662 |  | 5,504 |  | 7,031 |  |
| Others |  |  |  |  |  |  |  |  |  |  |  |  | 5,684 |  | 4,165 |  |
| Handset | 265,155 |  | 216,582 |  | 305,378 |  | 256,457 |  | 294,331 |  | 325,042 |  | 370,397 |  | 297,623 |  |
| Handset | 265,634 |  | 217,331 |  | 306,493 |  | 257,371 |  | 295,312 |  | 326,468 |  | 371,741 |  | 298,600 |  |
| (Handset discount) | (480) |  | (749) |  | $(1,115)$ |  | (914) |  | (982) |  | $(1,426)$ |  | $(1,344)$ |  | (977) |  |
| II. Operating Expense |  | 1,279,030 |  | 1,236,006 |  | 1,374,290 |  | 1,337,668 |  | 1,393,128 |  | 1,486,582 |  | 1,495,447 |  | 1,463,447 |
| Salary \& Bonus | 43,679 |  | 33,962 |  | 41,919 |  | 44,216 |  | 41,927 |  | 35,786 |  | 42,600 |  | 39,181 |  |
| Fees for temporary employee | 260 |  | 250 |  | 191 |  | 190 |  | 155 |  | 151 |  | 197 |  | 165 |  |
| Out-sourcing employee | 2,309 |  | 1,680 |  | 2,210 |  | 1,734 |  | 2,611 |  | 1,941 |  | 2,271 |  | 1,843 |  |
| Retirement | 5,214 |  | 2,627 |  | 2,620 |  | 3,992 |  | 4,384 |  | 2,998 |  | 2,803 |  | 3,931 |  |
| Fringe benefits \& others | 6,816 |  | 7,455 |  | 6,899 |  | 7,736 |  | 7,319 |  | 7,728 |  | 9,091 |  | 8,811 |  |
| Rent | 27,118 |  | 28,361 |  | 28,612 |  | 29,937 |  | 29,190 |  | 33,997 |  | 35,517 |  | 36,091 |  |
| Lease | 15,327 |  | 15,327 |  | 15,327 |  | 15,327 |  | 15,327 |  | 15,327 |  | 1,947 |  | - |  |
| Service fee \& commission | 95,196 |  | 99,027 |  | 100,066 |  | 105,916 |  | 101,370 |  | 109,836 |  | 108,171 |  | 113,115 |  |
| Depreciations | 261,213 |  | 259,218 |  | 258,878 |  | 258,452 |  | 257,963 |  | 257,933 |  | 258,793 |  | 259,395 |  |
| Amortizations | 24,503 |  | 24,541 |  | 25,665 |  | 25,688 |  | 25,080 |  | 25,197 |  | 25,235 |  | 25,396 |  |
| Tax\& dues | 13,519 |  | 7,467 |  | 14,173 |  | 9,040 |  | 11,584 |  | 26,990 |  | 4,368 |  | 12,073 |  |
| Fare | 1,234 |  | 2,308 |  | 2,214 |  | 2,194 |  | 1,413 |  | 1,968 |  | 2,042 |  | 1,977 |  |
| Insurance | 381 |  | 356 |  | 371 |  | 7 |  | 627 |  | 219 |  | 487 |  | 149 |  |
| Interconnections | 142,345 |  | 149,985 |  | 153,761 |  | 157,069 |  | 154,465 |  | 163,966 |  | 180,790 |  | 180,241 |  |
| Overseas call cost | 1,843 |  | 2,035 |  | 2,275 |  | 3,869 |  | 4,835 |  | 4,708 |  | 3,939 |  | 3,173 |  |
| Leased line cost | 91,667 |  | 88,976 |  | 90,286 |  | 89,726 |  | 86,211 |  | 87,829 |  | 88,973 |  | 93,116 |  |
| CP info usage charge | 742 |  | 893 |  | 903 |  | 797 |  | 4,544 |  | 6,659 |  | 8,589 |  | 10,983 |  |
| Universal service obligations sh | 10,000 |  | 10,000 |  | 10,000 |  | 16,545 |  | 5,000 |  | 2,048 |  | 5,000 |  | 23 |  |
| Vehicles | 489 |  | 581 |  | 619 |  | 594 |  | 613 |  | 627 |  | 664 |  | 641 |  |
| Educations | 1,711 |  | 1,871 |  | 2,214 |  | 2,535 |  | 2,129 |  | 2,526 |  | 2,054 |  | 2,950 |  |
| Ordinary R\&D | 475 |  | 1,130 |  | 3,401 |  | 4,098 |  | 1,069 |  | 1,296 |  | 1,333 |  | 2,480 |  |
| Awards | 1,035 |  | 970 |  | 1,351 |  | 417 |  | 132 |  | 145 |  | 1,552 |  | 452 |  |
| Entertainment | 427 |  | 494 |  | 498 |  | 509 |  | 418 |  | 504 |  | 529 |  | 549 |  |
| Sales commission | 167,163 |  | 174,359 |  | 196,173 |  | 183,459 |  | 225,862 |  | 190,370 |  | 186,434 |  | 209,430 |  |
| Sales promotions | 28,345 |  | 30,371 |  | 31,768 |  | 40,427 |  | 26,244 |  | 87,354 |  | 85,710 |  | 81,495 |  |
| Advertisement | 25,261 |  | 27,524 |  | 24,685 |  | 26,630 |  | 24,674 |  | 43,970 |  | 24,526 |  | 25,397 |  |
| Bad Debt | 9,781 |  | 5,667 |  | 9,434 |  | 29,400 |  | 22,516 |  | 24,525 |  | 21,261 |  | 20,874 |  |
| Travel \& Car fare | 1,387 |  | 1,449 |  | 1,296 |  | 1,787 |  | 1,780 |  | 1,548 |  | 1,217 |  | 1,568 |  |
| Utilities | 12,097 |  | 12,117 |  | 16,552 |  | 13,768 |  | 13,813 |  | 13,596 |  | 18,487 |  | 15,943 |  |
| Communications | 7,911 |  | 7,574 |  | 7,420 |  | 7,359 |  | 7,268 |  | 6,748 |  | 6,581 |  | 6,588 |  |
| Repair \& Maintenance | 13,087 |  | 18,754 |  | 18,779 |  | 23,717 |  | 17,569 |  | 18,499 |  | 19,178 |  | 23,442 |  |
| Office supplies | 2,802 |  | 2,894 |  | 2,454 |  | 3,254 |  | 2,808 |  | 2,573 |  | 2,516 |  | 2,602 |  |
| Other researchs | 805 |  | 2,334 |  | 1,358 |  | 2,968 |  | 1,054 |  | 1,793 |  | 2,018 |  | 3,331 |  |
| Book \& Printing | 167 |  | 285 |  | 175 |  | 228 |  | 111 |  | 149 |  | 191 |  | 381 |  |
| Conference \& managerial event | 1,647 |  | 1,756 |  | 1,790 |  | 2,011 |  | 1,682 |  | 1,749 |  | 1,631 |  | 1,982 |  |
| Cost of Handset sold | 261,073 |  | 211,409 |  | 297,952 |  | 255,164 |  | 289,385 |  | 307,426 |  | 338,751 |  | 273,722 |  |
| Others |  |  | 0 |  | 0 |  | 0 |  |  |  | - |  | - |  | - |  |



## \# Appendix 2 : Balance Sheet

## Balance Sheet

| 4Q-2006 3Q-2006 4Q-2005 |  |  |  |  | 4Q-2006 3Q-2006 |  | 4Q-2005 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 8,068,028 | 8,113,846 | 8,200,171 | Liabilities | 3,757,996 | 3,750,327 | 4,013,309 |
| Current | 2,428,715 | 2,574,264 | 2,487,129 | Current | 2,027,912 | 1,824,289 | 1,726,732 |
| Quick | 2,298,443 | 2,428,139 | 2,274,312 |  |  |  |  |
| Cash | 584,157 | 260,698 | 287,823 | Trade payable | 304,737 | 340,331 | 293,889 |
| ST Securities | 90,000 | 640,000 | 430,000 | Other payable | 832,230 | 742,445 | 715,332 |
| Available-for-sale Securities | 201,571 | 252,083 | 248,028 | Short-term borrowings |  |  |  |
| Hold-to-maturity |  | 33,749 |  | Advances from customer | 30,239 | 35,469 | 32,967 |
| Trade receivables | 1,200,645 | 966,453 | 1,064,561 | Withholdings | 98,477 | 134,184 | 101,268 |
| Other receivables | 75,068 | 104,693 | 106,259 | Accrued expenses | 122,645 | 124,637 | 136,719 |
| Short-term loans | 9,908 | 10,238 | 7,777 | Current portion of LT debt | 588,880 ${ }^{\text {r }}$ | 395,286 | 339,862 |
| Advanced payment | 19,955 | 19,397 | 23,153 | Unpaid income tax | 43,904 | 51,937 | 93,658 |
| Prepaid expenses | 13,496 | 11,856 | 12,472 | Unpaid Dividends | 6,800 |  |  |
| Accrued income | 3,256 | 4,386 | 2,330 | Others |  | - | 13,037 |
| Deferred tax | 100,377 | 124,577 | 91,899 |  |  |  |  |
| Others | 8 | 8 | 8 |  |  |  |  |
| Inventory | 130,273 | 146,124 | 212,818 |  |  |  |  |
| Non-Current | 5,639,313 | 5,539,582 | 5,713,042 | Non-Current Bonds | $\begin{array}{r} 1,730,084 \\ 1,178,159 \end{array}$ | $\begin{array}{r} 1,926,038 \\ 1,377,811 \end{array}$ | $\begin{array}{r} 2,286,577 \\ 1,676,695 \end{array}$ |
| Investment | 469,256 | 426,785 | 579,541 | Long-term borrowings |  |  |  |
| Long-term financial investment | 16 | 16 | 16 | Long-term payables | 493,877 | 488,878 | 559,540 |
| Investment securities | 29,604 | 25,622 | 14,799 | Others | 58,048 | 59,349 | 50,342 |
| Equity method security | 86,373 | 67,937 | 77,285 |  |  |  |  |
| Hold-to-maturity |  | . | 104,305 |  |  |  |  |
| Long-term Receivables | 53,801 | 63,311 | 55,958 |  |  |  |  |
| Long-term loans | 14,966 | 18,740 | 36,591 |  |  |  |  |
| Guarantee deposit | 209,400 | 208,473 | 219,473 |  |  |  |  |
| Deferred income tax | 37,145 | 26,668 | 58,124 | Equity | 4,310,032 | 4,363,519 | 4,186,863 |
| Derivatives | 1,494 |  |  |  |  |  |  |
| Others | 36,457 | 16,018 | 12,990 |  |  |  |  |
| Tangible | 4,216,444 | 4,137,900 | 4,091,233 | Capital Stock | 1,044,181 | 1,044,181 | 1,044,181 |
| Land | 119,301 | 119,254 | 119,546 |  |  |  |  |
| Buildings | 270,126 | 268,359 | 276,570 | APIC | 1,728,150 | 1,728,150 | 1,731,321 |
| Structure | 72,099 | 71,804 | 74,086 |  |  |  |  |
| Equipment \& Machinery | 3,481,712 | 3,417,920 | 3,372,016 | Retained Earnings | 1,527,869 | 1,585,040 | 1,419,196 |
| Vehicles | 1,751 | 1,816 | 2,638 |  |  |  |  |
| Construction in progress | 94,854 | 83,127 | 40,577 | Capital Adjustment | 9,832 | 6,148 | $(7,836)$ |
| Others | 176,601 | 175,620 | 205,801 |  |  |  |  |
| Intangible | 953,612 | 974,897 | 1,042,268 |  |  |  |  |


[^0]:    * Excluding KT resale sub.

