## FY2007 1Q Earnings Release

## KT Freetel Co., Ltd.

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.Company will not take any kind of legal responsibility on your investment decision based on this material.FY2007 1Q Earnings Release

## I. Financial Highlights

[Summary of income statement \& financial ratios]

|  | (In million KRW) | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue |  | 1,333,420 | 1,346,933 | -1.0\% | 1,333,420 | 1,269,666 | 5.0\% |
| Service cost |  | 1,232,768 | 1,165,824 | 5.7\% | 1,232,768 | 1,098,797 | 12.2\% |
| Operating income |  | 100,652 | 181,109 | -44.4\% | 100,652 | 170,869 | -41.1\% |
| EBITDA |  | 384,112 | 465,900 | -17.6\% | 384,112 | 453,912 | -15.4\% |
| Net non-operating accounts |  | $(21,251)$ | $(47,124)$ | -54.9\% | $(21,251)$ | $(17,418)$ | 22.0\% |
|  | Non-operating income | 27,406 | 25,401 | 7.9\% | 27,406 | 39,576 | -30.8\% |
|  | Non-operating expense | 48,657 | 72,525 | -32.9\% | 48,657 | 56,994 | -14.6\% |
| Income before taxes |  | 79,401 | 133,985 | -40.7\% | 79,401 | 153,452 | -48.3\% |
|  | Taxes | 2,329 | 26,272 | -91.1\% | 2,329 | 28,153 | -91.7\% |
| Net income |  | 77,072 | 107,713 | -28.4\% | 77,072 | 125,299 | -38.5\% |

Financial ratios

|  | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marketing cost ratio | 27.7\% | 21.7\% | 6.0\%p | 27.7\% | 21.4\% | 6.3\%p |
| OP margin | 7.5\% | 13.4\% | -5.9\%p | 7.5\% | 13.5\% | -5.9\%p |
| EBITDA margin | 28.8\% | 34.6\% | -5.8\%p | 28.8\% | 35.8\% | -7.0\%p |
| Net income margin | 5.8\% | 8.0\% | -2.2\%p | 5.8\% | 9.9\% | -4.1\%p |
| Effective income tax rate | 2.9\% | 19.6\% | -16.7\%p | 2.9\% | 18.3\% | -15.4\%p |
| Net debt/equity ratio | 19.4\% | 18.6\% | 0.8\%p | 19.4\% | 21.8\% | -2.4\%p |
| (If 3G license payable included) | 31.1\% | 32.1\% | -1.0\%p | 31.1\% | 35.3\% | -4.2\%p |
| Total debt/equity ratio | 89.7\% | 87.2\% | 2.5\%p | 89.7\% | 88.6\% | 1.1\%p |

## Service revenue

- Slightly dropped QoQ due to seasonal effect and lowered interconnection revenue
- Rising subscribers and bulging data revenue(6.2\%) contributed to a positive YoY growth


## EBITDA margin (including handset profit)

- Hike in marketing cost(26.2\%) was a main reason for QoQ EBITDA margin erosion
- Both increased marketing cost and decreased profit from interconnection mainly caused YoY EBITDA margin erosion


## Taxes

- Taxes fell by 91.1\% QoQ due to increased tax credit from WCDMA investment


## Net income

- Damages from operating income resulted in $28.4 \%$ QoQ drop in net income
- Weakened operating income and non-operating accounts caused $38.5 \%$ YoY net income decline

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## II. Sales

| (In million KRW) | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue | 1,333,420 | 1,346,933 | -1.0\% | 1,333,420 | 1,269,666 | 5.0\% |
| Voice revenue | 745,716 | 752,221 | -0.9\% | 745,716 | 720,878 | 3.4\% |
| Monthly base fee | 447,362 | 445,850 | 0.3\% | 447,362 | 425.903 | 5.0\% |
| Airtime charge | 297,345 | 305,186 | -2.6\% | 297,345 | 289,724 | 2.6\% |
| Value added service | 40,009 | 42,268 | -5.3\% | 40,009 | 45,550 | -12.2\% |
| Other voice revenue | 10,804 | 10,089 | 7.1\% | 10,804 | 9,381 | 15.2\% |
| (Voice discount) | $(49,805)$ | $(51,173)$ | -2.7\% | $(49,805)$ | $(49,680)$ | 0.3\% |
| Data revenue | 189,056 | 192,189 | -1.6\% | 189,056 | 178,087 | 6.2\% |
| Monthly base fee | 55,001 | 50,104 | 9.8\% | 55,001 | 53,769 | 2.3\% |
| Messaging (SMS,MMS) | 56,287 | 56,103 | 0.3\% | 56,287 | 46,394 | 21.3\% |
| Wireless data usage | 51,197 | 57,293 | -10.6\% | 51,197 | 60,768 | -15.7\% |
| Contents | 21,076 | 24,030 | -12.3\% | 21,076 | 12,856 | 63.9\% |
| Others | 5,494 | 4,658 | 17.9\% | 5,494 | 4,300 | 27.8\% |
| Interconnection revenue | 234,061 | 243,161 | -3.7\% | 234,061 | 234,777 | -0.3\% |
| Resale revenue | 120,410 | 127,033 | -5.2\% | 120,410 | 111,173 | 8.3\% |
| Other revenue | 44,177 | 32,329 | 36.6\% | 44,177 | 24,752 | 78.5\% |
| Subscription | 25,536 | 19,743 | 29.3\% | 25,536 | 20,885 | 22.3\% |
| Other service revenue | 18,641 | 12,586 | 48.1\% | 18,641 | 3,867 | 382.1\% |
| Handset sales | 431,904 | 297,623 | 45.1\% | 431,904 | 294,331 | 46.7\% |
| Total operating revenue | 1,765,324 | 1,644,556 | 7.3\% | 1,765,324 | 1,563,997 | 12.9\% |

## Voice revenue

- Monthly base fee increased by $5.0 \%$ YoY primarily due to steady subscriber growth
- Airtime charge fell by $2.6 \%$ QoQ mainly due to seasonal effect of lower usage
- VAS revenue dropped by $5.3 \%$ QoQ and $12.2 \%$ YoY mainly caused by decreased revenue from Caller ID service
- Other voice revenue rose by $7.1 \%$ QoQ and $15.2 \%$ YoY because of higher international calls and roaming incomes


## Data revenue

- Messaging revenue surged by $21.3 \%$ YoY owing to steadily growing usages of messaging services
- Wireless data usage revenue fell by $10.6 \%$ QoQ primarily because of $30 \%$ data tariff cut effective from February 2007 and seasonal effect of lower usage
- Contents revenue dropped by 12.3\% QoQ due to seasonal effect


## Interconnection revenue

- Interconnection rate cut by $1.1 \% \mathrm{QoQ}$ and seasonal effect of lower traffic caused QoQ interconnection revenue drop by 3.7\%


## Resale revenue

- Resale revenue decreased by $5.2 \%$ QoQ because yearly revenue sharing adjustment (from KRW 87.09 to KRW 88.72 per minute) was reflected in 4Q 2006


## Handset sales

- Increased number of sign-ups contributed most of strong 45.1\% QoQ growth

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## III. Service cost

| (In million KRW) | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Labor expense | 64,461 | 57,333 | 12.4\% | 64,461 | 58,658 | 9.9\% |
| Commission | 108,948 | 113,991 | -4.4\% | 108,948 | 101,596 | 7.2\% |
| Interconnection | 167,092 | 180,241 | -7.3\% | 167,092 | 154,465 | 8.2\% |
| International call | 3,554 | 3,173 | 12.0\% | 3,554 | 4,835 | -26.5\% |
| Contents fee | 11,837 | 10,983 | 7.8\% | 11,837 | 4,544 | 160.5\% |
| Rent | 35,889 | 36,091 | -0.6\% | 35,889 | 29,190 | 23.0\% |
| Depreciation \& Amortization | 283,460 | 284,791 | -0.5\% | 283,460 | 283,043 | 0.1\% |
| Leased line expense | 97,386 | 93,116 | 4.6\% | 97,386 | 86,211 | 13.0\% |
| Utility | 14,793 | 15,066 | -1.8\% | 14,793 | 13,586 | 8.9\% |
| Repair \& Maintenance | 15,426 | 23,442 | -34.2\% | 15,426 | 17,569 | -12.2\% |
| Lease expense | - | - | - | - | 15,327 | -100.0\% |
| Marketing expense | 431,799 | 316,318 | 36.5\% | 431,799 | 276,780 | 56.0\% |
| Bad debt expense | 21,701 | 20,874 | 4.0\% | 21,701 | 22,516 | -3.6\% |
| Tax \& Dues | 13,848 | 12,073 | 14.7\% | 13,848 | 11,584 | 19.5\% |
| USO | 5,000 | (23) | N/A | 5,000 | 5,000 | 0.0\% |
| Others | 20,265 | 22,255 | -8.9\% | 20,265 | 18,841 | 7.6\% |
| Total service cost | 1,295,461 | 1,189,725 | 8.9\% | 1,295,461 | 1,103,743 | 17.4\% |
| (Deducting handset profit) | 62,693 | 23,901 | 162.3\% | 62,693 | 4,946 | 1167.5\% |
| Net service cost total | 1,232,768 | 1,165,824 | 5.7\% | 1,232,768 | 1,098,797 | 12.2\% |

## Labor expense

- Increased by $12.4 \%$ QoQ due to bonus payment and natural salary increase related with promotion


## Interconnection expense

- Both seasonally lower outgoing traffic and interconnection rate cut led to a $7.3 \%$ QoQ decrease


## International calls

- Increased by $12 \%$ QoQ due to strong international call traffics and expanding usages of international prepaid card services


## Rent

- Rose by $23 \%$ YoY because of increased fees for shared base stations and for general renting


## Leased line expense

- Increased by $13 \%$ YoY due to invigorated investment in WCDMA equipment


## Tax \& Dues

- Increased by 14.7\% QoQ because of KRW 5.8 Billion of fines from KCC

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## IV. Interconnection revenue \& expense

| In million KRW | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interconnection revenue | 234,061 | 243,161 | -3.7\% | 234,061 | 234,777 | -0.3\% |
| LM | 79,268 | 78,634 | 0.8\% | 79,268 | 81,489 | -2.7\% |
| MM | 154,793 | 164,527 | -5.9\% | 154,793 | 153,288 | 1.0\% |
| Interconnection expense | 167,092 | 180,241 | -7.3\% | 167,092 | 154,465 | 8.2\% |
| LM | 29,369 | 32,607 | -9.9\% | 29,369 | 27,260 | 7.7\% |
| MM | 137,723 | 147,635 | -6.7\% | 137,723 | 127,205 | 8.3\% |
| Net interconnection profit | 66,969 | 62,920 | 6.4\% | 66,969 | 80,312 | -16.6\% |
| LM | 49,899 | 46,028 | 8.4\% | 49,899 | 54,230 | -8.0\% |
| MM | 17,070 | 16,892 | 1.1\% | 17,070 | 26,083 | -34.6\% |

## Interconnection revenue

- Decreased by 3.7\% QoQ due to $1.1 \%$ rate cut and seasonally lower traffic


## Interconnection expense

- Fell by $7.3 \%$ QoQ as a result of rate cut and seasonality


## Net interconnection profit

- Improved by 6.4\% QoQ as the decrease of interconnection expense outweighs the decrease of interconnection revenue
- Declined by $16.6 \%$ YoY as 1Q 2006 figures were not reflecting rate adjustments which occurred in 3Q 2006 (Increased by 3.5\% YoY if normalized)
[Normalized interconnection revenue \& expense]

| In million KRW | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | Y0Y |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interconnection revenue | 234,061 | 243,161 | -3.7\% | 234,061 | 225,595 | 3.7\% |
| LM | 79,268 | 78,634 | 0.8\% | 79,268 | 77,752 | 1.9\% |
| MM | 154,793 | 164,527 | -5.9\% | 154,793 | 147,843 | 4.7\% |
| Interconnection expense | 167,092 | 180,241 | -7.3\% | 167,092 | 160,869 | 3.9\% |
| LM | 29,369 | 32,607 | -9.9\% | 29,369 | 27,260 | 7.7\% |
| MM | 137,723 | 147,635 | -6.7\% | 137,723 | 133,610 | 3.1\% |
| Net interconnection profit | 66,969 | 62,920 | 6.4\% | 66,969 | 64,725 | 3.5\% |
| LM | 49,899 | 46,028 | 8.4\% | 49,899 | 50,492 | -1.2\% |
| MM | 17,070 | 16,892 | 1.1\% | 17,070 | 14,233 | 19.9\% |

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## V. Marketing cost

| (In million KRW) | 2007-1Q | 2006-4Q | QoQ | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales commission | 319,662 | 209,430 | 52.6\% | 319,662 | 225.862 | 41.5\% |
| Sales promotion | 82,171 | 81,490 | 0.8\% | 82,171 | 26,244 | 213.1\% |
| Advertising | 29,967 | 25,397 | 18.0\% | 29,967 | 24,674 | 21.4\% |
| Subtracting handset profit | 62,693 | 23,901 | 162.3\% | 62,693 | 4,946 | 1167.5\% |
| *Net marketing cost total | 369,107 | 292,417 | 26.2\% | 369,107 | 271,834 | 35.8\% |
| Net marketing cost ratio | 27.7\% | 21.7\% | 6.0\%p | 27.7\% | 21.4\% | 6.3\%p |

* Net marketing cost: excluding handset profit to align with peers

| (In million KRW) | 2007-1Q | 2006-4Q | QoQ | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost | 285,655 | 170,714 | 67.3\% | 285,655 | 139,802 | 104.3\% |
| Sales commission | 235,597 | 130,335 | 80.8\% | 235,597 | 136,627 | 72.4\% |
| Sales promotion | 50,058 | 40,379 | 24.0\% | 50,058 | 3,175 | 1476.6\% |
| Acquisition cost/subscriber (KRW) | 227,678 | 169,231 | 34.5\% | 227,678 | 142,175 | 60.1\% |
| *Adjusted acquisition cost/subs.(KRW) | 176,540 | 127,957 | 38.0\% | 176,540 | 121,077 | 45.8\% |
| Retention cost | 116,177 | 120,206 | -3.4\% | 116,177 | 112,303 | 3.4\% |
| Sales commission | 84.065 | 79,095 | 6.4\% | 84.065 | 89,235 | -5.8\% |
| Sales promotion | 32,112 | 41,111 | -21.9\% | 32,112 | 23,069 | 39.2\% |
| Advertising | 29,967 | 25,397 | 18.0\% | 29,967 | 24,674 | 21.4\% |
| Subtracting handset profit | 62,693 | 23,901 | 162.3\% | 62,693 | 4,946 | 1167.5\% |
| Net marketing cost total | 369,107 | 292,417 | 26.2\% | 369,107 | 271,834 | 35.8\% |

* Adjusted acquisition cost per subscriber: excluding handset sales promotion fees from handset manufacturers


## Net marketing cost total

- Rose by 26.2\% QoQ due to increased subscriber acquisition cost and advertising cost


## Subscriber acquisition cost

- Soared by 67.3\% QoQ due to increased number of sign-ups (24.4\%) and unit subscriber acquisition cost


## Subscriber retention cost

- Declined by 3.4\% QoQ because of decreased number of handset replacements (16.4\%)


## Advertising cost

- Rose by $18 \%$ QoQ due to increased exposures to media related with 'SHOW' brand launching

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## VI. Non-operating Income \& Expense

| (In million KRW) | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 8,560 | 8,131 | 5.3\% | 8,560 | 5,402 | 58.5\% |
| Interest expense | 34,621 | 35,115 | -1.4\% | 34,621 | 36,778 | -5.9\% |
| Net interest account | $(26,061)$ | $(26,984)$ | -3.4\% | $(26,061)$ | $(31,375)$ | -16.9\% |
| Gain from FOREX | 21 | 338 | -93.7\% | 21 | 5,017 | -99.6\% |
| Loss from FOREX | 269 | 61 | 339.1\% | 269 | 499 | -46.1\% |
| Net FOREX account | (248) | 277 | N/A | (248) | 4,517 | N/A |
| Other non-operating income | 18,825 | 16,932 | 11.2\% | 18,825 | 29,157 | -35.4\% |
| Other non-operating expense | 13,766 | 37,349 | -63.1\% | 13,766 | 19,717 | -30.2\% |
| Net others account | 5,059 | $(20,417)$ | N/A | 5,059 | 9,441 | -46.4\% |
| Total non-operating income | 27,406 | 25,401 | 7.9\% | 27,406 | 39,576 | -30.8\% |
| Total non-operating expense | 48,657 | 72,525 | -32.9\% | 48,657 | 56,994 | -14.6\% |
| Total net non-operating accounts | $(21,251)$ | $(47,124)$ | -54.9\% | $(21,251)$ | $(17,417)$ | 22.0\% |

## Non-operating accounts

- Improved by 54.9\% QoQ due to decreased interest expense and reduced disposal loss of fixed assets


## VII. EBITDA margin \& CAPEX

| (In million KRW) | 2007-1Q | 2006-4Q | Q0Q | 2007-1Q | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| D\&A | 283,460 | 284,791 | -0.5\% | 283,460 | 283,043 | 0.1\% |
| Operating income | 100,652 | 181,109 | -44.4\% | 100,652 | 170,869 | -41.1\% |
| EBITDA | 384,112 | 465,900 | -17.6\% | 384,112 | 453,912 | -15.4\% |
| EBITDA margin | 28.8\% | 34.6\% | -5.8\%p | 28.8\% | 35.8\% | -6.9\%p |
| CAPEX | 333,946 | 366,972 | -9.0\% | 333,946 | 274,960 | 21.5\% |

## EBITDA margin

- Declined by 5.8\%p QoQ mainly due to increased marketing cost


## CAPEX

- Rose by 21.5\% QoQ due to active investment in HSDPA

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## VIII. Balance Sheet

| (In million KRW) | 2007-1Q | 2006-4Q | 2006-1Q | (In million KRW) | 2007-1Q | 2006-4Q | 2006-1Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 8,094,804 | 8,068,028 | 7,893,819 | Liabilities | 3,827,797 | 3,757,996 | 3,707,699 |
| Current asset | 2,384,028 | 2,428,715 | 2,323,479 | Current | 2,511,428 | 2,027,912 | 1,492,326 |
| Quick asset | 2,260,378 | 2,298,443 | 2,120,690 | Non-current | 1,316,369 | 1,730,084 | 2,215,373 |
| Inventory | 123,650 | 130,273 | 202,789 |  |  |  |  |
|  |  |  |  | Equity | 4,267,007 | 4,310,032 | 4,186,120 |
| Non-current asset | 5,710,775 | 5,639,313 | 5,570,340 | Paid-in capital | 1,044,181 | 1,044,181 | 1,044,181 |
| Investment | 185,428 | 469,256 | 442,582 | APIC | 1,728,150 | 1,728,150 | 1,731,271 |
| Tangible asset | 4,279,379 | 4,216,444 | 4,105,805 | Capital adjustment | 3,239 | 3,188 | 2,961 |
| Intangible asset | 939,024 | 953,612 | 1,021,953 | *AOC income/loss | 3,880 | 6,643 | 1,356 |
| Other non-CA | 306,944 | 301,840 | 310,578 | Retained earnings | 1,487,557 | 1,527,869 | 1,406,350 |

*AOC income/loss: Accumulated Other Comprehensive income/loss

## Leverage

- Total Debt/Equity ratio and Net Debt/Equity ratio stood at $89.7 \%$ and $19.4 \%$ respectively
- Total Debt/Equity ratio and Net Debt/Equity ratio rose by $2.5 \%$ p and $0.8 \%$ p QoQ each due to decreased retained earnings after paying cash dividends
- Net Debt/Equity ratio improved by $2.4 \%$ p YoY owing to reduced debt and increased retained earnings
* Long-term payable related to WCDMA license is excluded in calculating Net Debt/Equity ratio (31.0\% if included)
[ Interest-bearing debt breakdown]

| (In million KRW) | 2007-1Q | 2006-4Q | QoQ | 2006-1Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing debt | 1,678,239 | 1,677,923 | 0.0\% | 1,715,995 | -2.2\% |
| Payable within one year | 819,621 | 499,764 | 64.0\% | 39,001 | 2001.6\% |
| Net debt | 826,253 | 802,195 | 3.0\% | 912,297 | -9.4\% |

## Interest-bearing debt

- Interest-bearing debt comprises of KRW 820 billion of current portion of long-term debt and KRW 859 billion of long-term debt
- Long-term payable of KRW 499 billion for WCDMA license is not included in calculating interest-bearing debt
- Current portion of long-term payable: KRW 105 billion
- Long-term payable: KRW 394 billion

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## IX. Operation highlight

## A. Subscriber trend

| ('000) | 2007-1Q | 2006-4Q | 2006-3Q | 2006-2Q | 2006-1Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total number of subs. | 13,156 | 12,914 | 12,773 | 12,634 | 12,539 |
| KT resale subs. | 2,807 | 2,704 | 2,640 | 2,598 | 2,553 |
| Quarterly addition | 1,625 | 1,290 | 1,181 | 1,075 | 1,238 |
| Quarterly deactivation | 1,382 | 1,149 | 1,042 | 980 | 1,002 |
| Quarterly net addition | 242 | 141 | 139 | 95 | 237 |
|  |  |  |  |  |  |
| KTF-only (excluding resale subs.)) | 10,350 | 10,210 | 10,132 | 10,036 | 9,986 |
| Quarterly addition | 1,255 | 1,009 | 935 | 832 | 983 |
| Quarterly deactivation | 1,115 | 932 | 838 | 782 | 806 |
| Quarterly net addition | 140 | 77 | 96 | 50 | 177 |

## B. Subscriber breakdown by handset type

| ('000) | $2007-1 Q$ |  | $2006-4 Q$ |  | 2006-2Q |
| :---: | ---: | ---: | ---: | ---: | ---: |

* Including KT resale sub.
C. ARPU

| (KRW) | 2007-1Q | 2006-4Q | 2006-3Q | 2006-2Q | 2006-1Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ARPU-excluding interconnect. | 30,382 | 30,965 | 30,567 | 30,881 | 30,263 |
| ARPU-including interconnect. | 37,978 | 38,889 | 38,287 | 38,690 | 37,983 |
| Data ARPU (Net basis) | 6,141 | 6,282 | 6,018 | 6,172 | 5,983 |
| Contribution to ARPU (Net) | 20\% | 20\% | 20\% | 20\% | 20\% |
| Data ARPU (Gross basis) | 6,925 | 7,083 | 6,788 | 6,949 | 7,033 |
| Contribution to ARPU (Gross) | 23\% | 23\% | 22\% | 23\% | 23\% |

* Including KT resale sub.

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\# Appendix 1 : Income Statement

| KTF |  |  |  |  |  |  |  |  |  | it : W mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Descriptions | '06 1Q |  | '06 2Q |  | '06 3Q |  | '06 4Q |  | '07 1Q |  |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
| 1. Total Sales |  | 1,563,997 |  | 1,639,258 |  | 1,659,539 |  | 1,644,556 |  | 1,765,324 |
| PCS Service | 1,253,824 |  | 1,292,600 |  | 1,264,146 |  | 1,321,359 |  | 1,300,207 |  |
| Activations | 20,885 |  | 16,516 |  | 18,433 |  | 19,743 |  | 25,536 |  |
| Monthly Fee | 479,672 |  | 487,050 |  | 490,804 |  | 495,955 |  | 502,364 |  |
| Airtime charge | 289,724 |  | 304,308 |  | 301,087 |  | 305,186 |  | 297,345 |  |
| Value-added service | 166,258 |  | 172,636 |  | 170,636 |  | 180,631 |  | 168,768 |  |
| (PCS discount) | $(50,370)$ |  | $(52,547)$ |  | $(50,681)$ |  | $(52,109)$ |  | 50,003 |  |
| Interconnection | 234,777 |  | 245,201 |  | 217,730 |  | 243,161 |  | 234,061 |  |
| Resale | 111,173 |  | 117,669 |  | 114,425 |  | 127,033 |  | 120,410 |  |
| Fees from other services | 1,705 |  | 1,767 |  | 1,710 |  | 1,759 |  | 1,726 |  |
| Other Services | 15,842 |  | 21,616 |  | 24,997 |  | 25,575 |  | 33,214 |  |
| Handset rental | 134 |  | 126 |  | 124 |  | 130 |  | 646 |  |
| Overseas call | 6,531 |  | 6,316 |  | 5,126 |  | 4,747 |  | 5,201 |  |
| M-commerce | 2,330 |  | 2,365 |  | 2,403 |  | 2,767 |  | 2,701 |  |
| International Roaming | 1,841 |  | 2,373 |  | 3,485 |  | 4,347 |  | 4,669 |  |
| Other overseas service | 105 |  | 88 |  | 59 |  | 150 |  | 404 |  |
| K-merce Lottery | 73 |  | 71 |  | 41 |  | 15 |  | 97 |  |
| M-Ad. | 1,293 |  | 807 |  | 1,251 |  | 969 |  | 1,454 |  |
| Credit card service | 565 |  | 1,572 |  | 1,082 |  | 896 |  | 1,205 |  |
| MNP port-out service | 11 |  | 11 |  | 13 |  | 14 |  | 18 |  |
| Professional Sports | 383 |  | 225 |  | 225 |  | 343 |  | 401 |  |
| Rental Income | 2,577 |  | 7,662 |  | 5,504 |  | 7,031 |  | 12,443 |  |
| Others |  |  |  |  | 5,684 |  | 4,165 |  | 3,975 |  |
| Handset | 294,331 |  | 325,042 |  | 370,397 |  | 297,623 |  | 431,904 |  |
| Handset (Handset discount) | 295,312 |  | 326,468 |  | 371,741 |  | 298,600 |  | 433,639 |  |
| (Handset discount) | (982) |  | $(1,426)$ |  | $(1,344)$ |  | (977) |  | $(1,736)$ |  |
| II. Operating Expense |  | 1,393,128 |  | 1,486,582 |  | 1,495,447 |  | 1,463,447 |  | 1,664,672 |
| Salary \& Bonus | 41,927 |  | 35,786 |  | 42,600 |  | 39,181 |  | 44,561 |  |
| Fees for temporary employee | 155 |  | 151 |  | 197 |  | 165 |  | 178 |  |
| Out-sourcing employee | 2,611 |  | 1,941 |  | 2,271 |  | 1,843 |  | 2,654 |  |
| Retirement | 4,384 |  | 2,998 |  | 2,803 |  | 3,931 |  | 6,641 |  |
| Fringe benefits \& others | 7,319 |  | 7,728 |  | 9,091 |  | 8,811 |  | 7,549 |  |
| Rent | 29,190 |  | 33,997 |  | 35,517 |  | 36,091 |  | 35,889 |  |
| Lease | 15,327 |  | 15,327 |  | 1,947 |  |  |  |  |  |
| Service fee \& commission | 101,370 |  | 109,836 |  | 108,171 |  | 113,115 |  | 107,714 |  |
| Depreciations | 257,963 |  | 257,933 |  | 258,793 |  | 259,395 |  | 257,747 |  |
| Amortizations | 25,080 |  | 25,197 |  | 25,235 |  | 25,396 |  | 25,713 |  |
| Tax \& dues | 11,584 |  | 26,990 |  | 4,368 |  | 12,073 |  | 13,848 |  |
| Fare | 1,413 |  | 1,968 |  | 2,042 |  | 1,977 |  | 1,934 |  |
| Insurance | 627 |  | 219 |  | 487 |  | 149 |  | 138 |  |
| Interconnections | 154,465 |  | 163,966 |  | 180,790 |  | 180,241 |  | 167,092 |  |
| Overseas call cost | 4,835 |  | 4,708 |  | 3,939 |  | 3,173 |  | 3,554 |  |
| Leased line cost | 86,211 |  | 87,829 |  | 88,973 |  | 93,116 |  | 97,386 |  |
| CP info usage charge | 4,544 |  | 6,659 |  | 8,589 |  | 10,983 |  | 11,837 |  |
| Universal service obligations sharing | 5,000 |  | 2,048 |  | 5,000 |  | 23 |  | 5,000 |  |
| Vehicles | 613 |  | 627 |  | 664 |  | 641 |  | 619 |  |
| Educations | 2,129 |  | 2,526 |  | 2,054 |  | 2,950 |  | 2,623 |  |
| Ordinary R\&D | 1,069 |  | 1,296 |  | 1,333 |  | 2,480 |  | 830 |  |
| Awards | 132 |  | 145 |  | 1,552 |  | 452 |  | 256 |  |
| Entertainment | 418 |  | 504 |  | 529 |  | 549 |  | 483 |  |
| Sales commission | 225,862 |  | 190,370 |  | 186,434 |  | 209,430 |  | 319,662 |  |
| Sales promotions | 26,244 |  | 87,354 |  | 85,710 |  | 81,495 |  | 82,171 |  |
| Advertisement | 24,674 |  | 43,970 |  | 24,526 |  | 25,397 |  | 29,967 |  |
| Bad Debt | 22,516 |  | 24,525 |  | 21,261 |  | 20,874 |  | 21,701 |  |
| Travel \& Car fare | 1,780 |  | 1,548 |  | 1,217 |  | 1,568 |  | 1,493 |  |
| Utilities | 13,813 |  | 13,596 |  | 18,487 |  | 15,943 |  | 16,028 |  |
| Communications | 7,268 |  | 6,748 |  | 6,581 |  | 6,588 |  | 7,047 |  |
| Repair \& Maintenance | 17,569 |  | 18,499 |  | 19,178 |  | 23,442 |  | 15,426 |  |
| Office supplies | 2,808 |  | 2,573 |  | 2,516 |  | 2,602 |  | 4,034 |  |
| Other researchs | 1,054 |  | 1,793 |  | 2,018 |  | 3,331 |  | 1,787 |  |
| Book \& Printing | 111 |  | 149 |  | 191 |  | 381 |  | 140 |  |
| Conference \& managerial events | 1,682 |  | 1,749 |  | 1,631 |  | 1,982 |  | 1,759 |  |
| Cost of Handset sold | 289,385 |  | 307,426 |  | 338,751 |  | 273,722 |  | 369,211 |  |
| Others |  |  |  |  |  |  |  |  | - |  |

FY2007 1Q Earnings Release

| Descriptions |  |  |  |  |  |  |  |  |  | : W mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | '06 1Q |  | '06 2Q |  | '06 3Q |  | '06 4Q |  | '07 1Q |  |
|  | Amount |  | Amount |  | Amount |  | Amount |  | Amount |  |
|  |  |  |  |  |  |  |  |  |  |  |
| III. Operating Income |  | 170,869 |  | 152,676 |  | 164,092 |  | 181,109 |  | 100,652 |
|  |  |  |  |  |  |  |  |  |  |  |
| IV.Non-operating gains |  | 39,576 |  | 24,486 |  | 27,047 |  | 22,357 |  | 27,406 |
| Interest |  |  |  |  |  |  |  |  |  |  |
| Disposition of ST sales securities | 5,402 2,649 |  | 4,577 2,859 |  | 8,242 |  | 8,131 |  | 8,560 0 |  |
| Evaluation of ST sales securities | 1,414 |  | 1,092 |  | 769 |  | $(3,275)$ |  | 0 |  |
| Disposition of Available-for-sale secu | 8,405 |  | 0 |  | 0 |  | $(8,405)$ |  | 2,414 |  |
| Evaluation of Available-for-sale secur | 3,312 |  | 4,298 |  | 4,883 |  | 0 |  | 0 |  |
| Dividend | 240 |  | 312 |  | 0 |  | 0 |  | 295 |  |
| Rent | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Equity method evaluation | 70 |  | 551 |  | 2,599 |  | 629 |  | 8,532 |  |
| FX transactions | 3,095 |  | 1,104 |  | 23 |  | 1,350 |  | 16 |  |
| FX translations | 1,921 |  | 282 |  | 287 |  | $(1,014)$ |  | 5 |  |
| Disposition of Investment | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Disposition of tangible asset | 67 |  | 87 |  | 47 |  | 578 |  | 31 |  |
| Disposition of Intangible asset | 6 |  | 0 |  | 0 |  | 102 |  | 46 |  |
| Collection of bad debt | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  |
| Gain from Derivatives | 0 |  | 0 |  | 0 |  | 1,494 |  | 803 |  |
| Tax refund | 5,483 |  | 0 |  | 0 |  | 0 |  | 75 |  |
| Others | 859 |  | 2,570 |  | 1,601 |  | 2,605 |  | 1,328 |  |
| Miscellaneous gains | 6,652 |  | 6,753 |  | 5,970 |  | 5,225 |  | 5,302 |  |
| V .Non-operating losses |  | 56,994 |  | 76,982 |  | 64,986 |  | 69,481 |  | 48,657 |
| Interest | 36,778 |  | 35,271 |  | 35,025 |  | 35,115 |  | 34,621 |  |
| FX transactions | 83 |  | 565 |  | 37 |  | 621 |  | 80 |  |
| FX translations | 416 |  | 150 |  | 4 |  | 562 |  | 189 |  |
| Donation | 4,839 |  | 5,073 |  | 4,888 |  | 6,779 |  | 3,881 |  |
| Equity method evaluation | 8,865 |  | 4,722 |  | - |  | 10,973 |  | 128 |  |
| Disposition of ST sales securities | - |  | - |  | 81 |  | 0 |  | - |  |
| Evaluation of ST sales securities | - |  | - |  | - |  | - |  | - |  |
| Disposition of Inventories | - |  | - |  | - |  | - |  | - |  |
| Evaluation of Inventories | - |  | - |  | - |  | - |  | - |  |
| Disposition of Investment | - |  | - |  | - |  | - |  | - |  |
| Evaluation of Invest. securities | - |  | - |  | 586 |  | - |  | - |  |
| Disposition of Tangible asset | 1,896 |  | 4,640 |  | 20,262 |  | 15,998 |  | 9,250 |  |
| Disposition of Intangible asset | 29 |  | 10 |  | 8 |  | 19 |  | 5 |  |
| Loss from derivatives | - |  | 477 |  | - |  | 938 |  | - |  |
| Evaluation loss from derivatives | 938 |  | - |  | - |  | 938 |  | - |  |
| Loss sharing for overseas call | - |  | - |  | - |  | - |  | - |  |
| Others | - |  | 17 |  | - |  | 20,352 |  | - |  |
| Loss from disaster | - |  | - |  | - |  | - |  | - |  |
| Selling Trade receivable-ABS | 2,967 |  | 2,973 |  | 2,949 |  | 1,992 |  | - |  |
| Other bad debt | - |  | 388 |  | 1,146 |  | 139 |  | - |  |
| Miscellaneous losses | 183 |  | 22,695 |  | - |  | - |  | 502 |  |
| VI.Ordinary Income |  | 153,452 |  | 100,180 |  | 126,154 |  | 133,985 |  | 79,401 |
|  |  |  |  |  |  |  |  |  |  |  |
| VII. Pretax Income |  | 153,452 |  | 100,180 |  | 126,154 |  | 133,985 |  | 79,401 |
|  |  |  |  |  |  |  |  |  |  |  |
| VIII. Tax |  | 28,153 |  | 19,598 |  | 28,046 |  | 26,272 |  | 2,329 |
|  |  |  |  |  |  |  |  |  |  |  |
| IX. Net Income |  | 125,299 |  | 80,582 |  | 98,108 |  | 107,713 |  | 77,072 |

FY2007 1Q Earnings Release
\# Appendix 2 : Balance Sheet

Balance Sheet

|  | 1Q-2007 | 4Q-2006 | 1Q-2006 |  | 4Q-2006 | 4Q-2006 | 1Q-2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 8,094,804 | 8,068,028 | 7,893,819 | Liabilities | 3,827,797 | 3,757,996 | 3,707,699 |
| Current | 2,384,028 | 2,428,715 | 2,323,479 | Current | 2,511,428 | 2,027,912 | 1,492,326 |
| Quick | 2,260,378 | 2,298,443 | 2,120,690 |  |  |  |  |
| Cash | 580,591 | 584,157 | 63,367 | Trade payable | 406,687 | 304,737 | 284,497 |
| ST Securities | 40,000 | 90,000 | 270,000 | Other payable | 870,061 | 832,230 | 733,405 |
| Available-for-sale Securities | 231,395 | 201,571 | 470,332 | Short-term borrowings |  |  |  |
| Hold-to-maturity |  |  | 74,088 | Advances from customer | 26,654 | 30,239 | 32,577 |
| Trade receivables | 1,177,840 | 1,200,645 | 981,138 | Withholdings | 113,398 | 98,477 | 118,548 |
| Other receivables | 55,850 | 75,068 | 102,934 | Accrued expenses | 91,720 | 122,645 | 107,728 |
| Short-term loans | 8,755 | 9,908 | 9,616 | Current portion of LT debt | 924,781 | 588,880 | 125,075 |
| Advanced payment | 21,904 | 19,955 | 21,203 | Unpaid income tax | 70,618 | 43,904 | 77,379 |
| Prepaid expenses | 16,220 | 13,496 | 15,121 | Unpaid Dividends | 33 | 6,800 | 8,244 |
| Accrued income | 3,107 | 3,256 | 2,596 | Others | 7,476 |  | 4,873 |
| Deferred tax | 124,708 | 100,377 | 110,286 |  |  |  |  |
| Others | 8 | 8 | 8 |  |  |  |  |
| Inventory | 123,650 | 130,273 | 202,789 |  |  |  |  |
| Non-Current | 5,710,775 | 5,639,313 | 5,570,340 | Non-Current Bonds | $\begin{array}{r} 1,316,369 \\ 858,618 \end{array}$ | $\begin{array}{r} 1,730,084 \\ 1,178,159 \end{array}$ | $\begin{array}{r} 2,215,373 \\ 1,676,995 \end{array}$ |
| Investment | 185,428 | 168,910 | 132,004 | Long-term borrowings |  |  |  |
| Long-term financial investment | 16 | 16 | 16 | Long-term payables | 393,666 | 493,877 | 478,868 |
| Investment securities | 26,010 | 29,604 | 13,769 | Others | 64,085 | 58,048 | 59,511 |
| Equity method security | 114,345 | 86,373 | 69,517 |  |  |  |  |
| Long-term loans | 26,303 | 14,966 | 32,387 |  |  |  |  |
| Others | 18,755 | 37,952 | 16,316 |  |  |  |  |
|  |  |  |  | Equity | 4,267,007 | 4,310,032 | 4,186,120 |
| Tangible | 4,279,379 | 4,216,444 | 4,105,805 |  |  |  |  |
| Land | 119,301 | 119,301 | 119,328 |  |  |  |  |
| Buildings | 267,572 | 270,126 | 273,648 | Capital Stock | 1,044,181 | 1,044,181 | 1,044,181 |
| Structure | 71,715 | 72,099 | 72,988 |  |  |  |  |
| Equipment \& Machinery | 3,543,860 | 3,481,712 | 3,376,866 | APIC | 1,728,150 | 1,728,150 | 1,731,271 |
| Vehicles | 1,521 | 1,751 | 2,357 |  |  |  |  |
| Construction in progress | 173,722 | 94,854 | 69,677 | Capital Adjustment | 3,239 | 3,188 | 2,961 |
| Others | 101,688 | 176,601 | 190,941 | Accumlative Other | 3,880 | 6,643 | 1,356 |
| Intangible | 939,024 | 953,612 | 1,021,953 | Comprehensive Gain\&Loss |  |  |  |
| Others | 306,944 | 300,346 | 310,578 | Retained Earnings | 1,487,557 | 1,527,869 | 1,406,350 |
| Long-term Receivables | 50,687 | 53,801 | 49,687 |  |  |  |  |
| Guarantee deposit | 216,262 | 209,400 | 211,902 |  |  |  |  |
| Deferred income tax | 39,994 | 37,145 | 48,989 |  |  |  |  |

