## FY2007 2Q 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 2Q Earnings Release

## I. Financial Highlights

[Summary of income statement \& financial ratios]

| (In million KRW) |  | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue |  | 1,377,236 | 1,333,420 | 3.3\% | 1,377,236 | 1,314,216 | 4.8\% |
| Service cost |  | 1,285,946 | 1,232,768 | 4.3\% | 1,285,946 | 1,161,540 | 10.7\% |
| Operating income |  | 91,289 | 100,652 | -9.3\% | 91,289 | 152,676 | -40.2\% |
| EBITDA |  | 378,918 | 384,112 | -1.4\% | 378,918 | 435,806 | -13.1\% |
| Net non-operating accounts |  | $(28,145)$ | $(21,325)$ | 32.0\% | $(28,145)$ | $(52,496)$ | -46.4\% |
|  | Non-operating income | 19,150 | 27,332 | -29.9\% | 19,150 | 24,485 | -21.8\% |
|  | Non-operating expense | 47,295 | 48,657 | -2.8\% | 47,295 | 76,981 | -38.6\% |
| Income before taxes |  | 63,145 | 79,326 | -20.4\% | 63,145 | 100,180 | -37.0\% |
|  | Taxes | 12,010 | 2,254 | 432.7\% | 12,010 | 19,598 | -38.7\% |
| Net income |  | 51,135 | 77,072 | -33.7\% | 51,135 | 80,582 | -36.5\% |

Financial ratios

|  | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marketing cost ratio | 29.9\% | 27.7\% | 2.2\%p | 29.9\% | 23.1\% | 6.8\%p |
| OP margin | 6.6\% | 7.5\% | -0.9\%p | 6.6\% | 11.6\% | -5.0\%p |
| EBITDA margin | 27.5\% | 28.8\% | -1.3\%p | 27.5\% | 33.2\% | -5.6\%p |
| Net income margin | 3.7\% | 5.8\% | -2.1\%p | 3.7\% | 6.1\% | -2.4\%p |
| Effective income tax rate | 19.0\% | 2.8\% | 16.2\%p | 19.0\% | 19.6\% | -0.5\%p |
| Net debt/equity ratio | 19.4\% | 19.4\% | 0.0\%p | 19.4\% | 18.1\% | 1.3\%p |
| (If 3G license payable included) | 31.1\% | 31.1\% | 0.0\%p | 31.1\% | 31.5\% | -0.4\%p |
| Total debt/equity ratio | 82.9\% | 89.7\% | -6.8\%p | 82.9\% | 86.3\% | -3.4\%p |

## Service revenue

- Increased by 3.3\% QoQ due to the growth of subscribers and usage
- Rising subscribers and data revenue(5.4\%) contributed to $4.8 \%$ YoY growth


## EBITDA margin (including handset profit)

- Slightly declined QoQ due to increased net marketing cost after adjusting profits from handset sales
- Escalated marketing costs(35.4\% YoY) and decreased profits from interconnection mainly caused YoY EBITDA margin erosion


## Taxes

- Taxes jumped by $432.7 \%$ QoQ mainly due to fallen tax credits resulting from declined investment in WCDMA networks and increased tax burden from fines(KRW 5.8 Billion) levied by KCC in 1Q which are not tax deductible


## Net income

- Weakened operating income and increased taxes caused QoQ net income decline

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## II. Sales

| (In million KRW) | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue | 1,377,236 | 1,333,420 | 3.3\% | 1,377,236 | 1,314,216 | 4.8\% |
| Voice revenue | 766,699 | 745,716 | 2.8\% | 766,699 | 740,699 | 3.5\% |
| Monthly base fee | 448,425 | 447,362 | 0.2\% | 448,425 | 434,261 | 3.3\% |
| Airtime charge | 319,800 | 297,345 | 7.6\% | 319,800 | 304,308 | 5.1\% |
| Value added service | 36,946 | 40,009 | -7.7\% | 36,946 | 44,811 | -17.6\% |
| Other voice revenue | 12,586 | 10,804 | 16.5\% | 12,586 | 9,607 | 31.0\% |
| (Voice discount) | $(51,058)$ | $(49,805)$ | 2.5\% | $(51,058)$ | $(52,289)$ | -2.4\% |
| Data revenue | 195,274 | 189,056 | 3.3\% | 195,274 | 185,233 | 5.4\% |
| Monthly base fee | 58,714 | 55,001 | 6.7\% | 58,714 | 52,788 | 11.2\% |
| Messaging (SMS,MMS) | 61,040 | 56,287 | 8.4\% | 61,040 | 54,966 | 11.1\% |
| Wireless data usage | 48,954 | 51,197 | -4.4\% | 48,954 | 57,483 | -14.8\% |
| Contents | 20,358 | 21,076 | -3.4\% | 20,358 | 15,118 | 34.7\% |
| Others | 6,208 | 5,494 | 13.0\% | 6,208 | 4,878 | 27.3\% |
| Interconnection revenue | 249,276 | 234,061 | 6.5\% | 249,276 | 245,201 | 1.7\% |
| Resale revenue | 130,670 | 120,410 | 8.5\% | 130,670 | 117,669 | 11.0\% |
| Other revenue | 35,318 | 44,177 | -20.1\% | 35,318 | 25,414 | 39.0\% |
| Subscription | 25,391 | 25,536 | -0.6\% | 25,391 | 16,516 | 53.7\% |
| Other service revenue | 9,927 | 18,641 | -46.7\% | 9,927 | 8,899 | 11.6\% |
| Handset sales | 427,617 | 431,904 | -1.0\% | 427,617 | 325,042 | 31.6\% |
| Total operating revenue | 1,804,853 | 1,765,324 | 2.2\% | 1,804,853 | 1,639,258 | 10.1\% |

## Voice revenue

- Monthly base fee increased by 3.3\% YoY primarily due to steady subscriber growth
- Airtime charge rose by 7.6\% QoQ due to increased traffic and subscribers base
- VAS revenue dropped by $7.7 \%$ QoQ and $17.6 \%$ YoY mainly caused by decreased revenue from Caller ID service
- Other voice revenue rose by $16.5 \%$ QoQ and $31 \%$ YoY because of higher international calls and roaming incomes


## Data revenue

- Messaging revenue rose by $8.4 \%$ QoQ and $11.1 \%$ YoY owing to steadily growing usages of messaging services
- Wireless data usage revenue fell by $14.8 \%$ YoY primarily because of $30 \%$ data tariff cut effective from February 2007
- Other data revenue rose by $13 \%$ QoQ mainly due to increased revenue from mobile commerce and mobile lottery


## Interconnection revenue

- Interconnection revenue grew by 6.5\% QoQ due to increased incoming traffic


## Resale revenue

- Resale revenue increased by 8.5\% QoQ due to subscribers growth


## Handset sales

- Increased number of sign-ups contributed most of strong 31.6\% YoY growth

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## III. Service cost

| (In million KRW) | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Labor expense | 54,735 | 64,461 | -15.1\% | 54,735 | 51,275 | 6.7\% |
| Commission | 118,906 | 108,948 | 9,1\% | 118,906 | 110,244 | 7.9\% |
| Interconnection | 183,907 | 167,092 | 10.1\% | 183,907 | 163,966 | 12.2\% |
| International call | 4,055 | 3,554 | 14.1\% | 4,055 | 4,708 | -13.9\% |
| Contents fee | 12,621 | 11,837 | 6.6\% | 12,621 | 6,659 | 89.6\% |
| Rent | 39,347 | 35,889 | 9.6\% | 39,347 | 33,997 | 15.7\% |
| Depreciation \& Amortization | 287,628 | 283,460 | 1.5\% | 287,628 | 283,130 | 1.6\% |
| Leased line expense | 98,593 | 97,386 | 1.2\% | 98,593 | 87,829 | 12.3\% |
| Utility | 17,165 | 14,793 | 16.0\% | 17,165 | 13,187 | 30.2\% |
| Repair \& Maintenance | 17,308 | 15,426 | 12.2\% | 17,308 | 18,499 | -6.4\% |
| Lease expense | - | - | - | - | 15,327 | -100.0\% |
| Marketing expense | 434,498 | 431,859 | 0.6\% | 434,498 | 321,693 | 35.1\% |
| Bad debt expense | 7,586 | 21,701 | -65.0\% | 7,586 | 24,525 | -69.1\% |
| Tax \& Dues | 7,105 | 13,848 | -48.7\% | 7,105 | 26,990 | -73.7\% |
| USO | 5,000 | 5,000 | 0.0\% | 5,000 | -2,048 | N/A |
| Others | 20,231 | 20,205 | 0.1\% | 20,231 | 19,176 | 5.5\% |
| Total service cost | 1,308,685 | 1,295,461 | 1.0\% | 1,308,685 | 1,179,156 | 11.0\% |
| (Deducting handset profit) | 22,739 | 62,693 | -63.7\% | 22,739 | 17,616 | 29.1\% |
| Net service cost total | 1,285,946 | 1,232,768 | 4.3\% | 1,285,946 | 1,161,540 | 10.7\% |

## Labor expense

- Decreased by $15.1 \%$ QoQ due to bonus payment and natural salary increase related with promotion in 1Q


## Interconnection expense

- Rose by $10.1 \%$ QoQ and $12.2 \%$ YoY due to increased outgoing traffic


## Commission

- Rose by 9.1\% QoQ and 7.9\% YoY mainly due to increased 'Frequency usages fee' resulting from enlarged subscribers base


## International calls

- Increased by $14.1 \%$ QoQ due to strong international call traffics and expanding usages of international prepaid card services


## Rent

- Rose by $15.7 \%$ YoY because of increased numbers of WCDMA networks


## Leased line expense

- Increased by $12.3 \%$ YoY due to invigorated investment in WCDMA equipment


## Tax \& Dues

- Decreased by 48.7\% QoQ because of KRW 5.8 Billion of fines from KCC in 1Q

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## IV. Interconnection revenue \& expense

| In million KRW | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interconnection revenue | 249,276 | 234,061 | 6.5\% | 249,276 | 245,201 | 1.7\% |
| LM | 76,257 | 79,268 | -3.8\% | 76,257 | 79,430 | -4.0\% |
| MM | 173,019 | 154,793 | 11.8\% | 173,019 | 165,771 | 4.4\% |
| Interconnection expense | 183,907 | 167,092 | 10.1\% | 183,907 | 163,966 | 12.2\% |
| LM | 31,006 | 29,369 | 5.6\% | 31,006 | 27,440 | 13.0\% |
| MM | 152,901 | 137,723 | 11.0\% | 152,901 | 136,526 | 12.0\% |
| Net interconnection profit | 65,369 | 66,969 | -2.4\% | 65,369 | 81,235 | -19.5\% |
| LM | 45,251 | 49,899 | -9.3\% | 45,251 | 51,990 | -13.0\% |
| MM | 20,118 | 17,070 | 17.9\% | 20,118 | 29,245 | -31.2\% |

## Interconnection revenue

- Rose by $6.5 \%$ QoQ due to increased incoming traffic


## Interconnection expense

- Rose by $10.1 \%$ QoQ due to increased outgoing traffic


## Net interconnection profit

- Slightly declined QoQ mainly due to decreased net profits from LM interconnection
- Dropped by 19.5\% YoY as 2Q 2006 figures were not reflecting rate adjustments which occurred in 3Q 2006 (Increased by $0.9 \%$ YoY if normalized)
[Normalized interconnection revenue \& expense]

| In million KRW | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interconnection revenue | 249,276 | 234,061 | 6.5\% | 249,276 | 235,548 | 5.8\% |
| LM | 76,257 | 79,268 | -3.8\% | 76,257 | 75,644 | 0.8\% |
| MM | 173,019 | 154,793 | 11.8\% | 173,019 | 159,904 | 8.2\% |
| Interconnection expense | 183,907 | 167,092 | 10.1\% | 183,907 | 170,732 | 7.7\% |
| LM | 31,006 | 29,369 | 5.6\% | 31,006 | 27,440 | 13.0\% |
| MM | 152,901 | 137,723 | 11.0\% | 152,901 | 143,291 | 6.7\% |
| Net interconnection profit | 65,369 | 66,969 | -2.4\% | 65,369 | 64,817 | 0.9\% |
| LM | 45,251 | 49,899 | -9.3\% | 45,251 | 48,204 | -6.1\% |
| MM | 20,118 | 17,070 | 17.9\% | 20,118 | 16,613 | 21.1\% |

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## V. Marketing cost

| (In million KRW) | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales commission | 276,724 | 319,662 | -13.4\% | 276,724 | 190,370 | 45.4\% |
| Sales promotion | 122,925 | 82,171 | 49.6\% | 122,925 | 87,354 | 40.7\% |
| Advertising | 34,850 | 29,967 | 16.3\% | 34,850 | 43,970 | -20.7\% |
| Subtracting handset profit | 22,739 | 62,693 | -63.7\% | 22,739 | 17,616 | 29.1\% |
| *Net marketing cost total | 411,759 | 369,107 | 11.6\% | 411,759 | 304,077 | 35.4\% |
| Net marketing cost ratio | 29.9\% | 27.7\% | 2.2\%p | 29.9\% | 23.1\% | 6.8\%p |

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

| (In million KRW) | 2007-2Q | $\mathbf{2 0 0 7 - 1 Q}$ | QoQ | 2007-2Q | 2006-2Q | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Acquisition cost | $\mathbf{2 9 0 , 0 4 5}$ | $\mathbf{2 8 5 , 6 5 5}$ | $\mathbf{1 . 5 \%}$ | $\mathbf{2 9 0 , 0 4 5}$ | $\mathbf{1 2 7 , 5 5 1}$ | $\mathbf{1 2 7 . 4 \%}$ |
| Sales commission | 194,405 | 235,597 | $-17.5 \%$ | 194,405 | 96,846 | $100.7 \%$ |
| Sales promotion | 95,640 | 50,058 | $91.1 \%$ | 95,640 | 30,705 | $211.5 \%$ |
| Retention cost | $\mathbf{1 0 9 , 6 0 4}$ | $\mathbf{1 1 6 , 1 7 7}$ | $\mathbf{- 5 . 7 \%}$ | $\mathbf{1 0 9 , 6 0 4}$ | $\mathbf{1 5 0 , 1 7 2}$ | $-\mathbf{- 2 7 . 0 \%}$ |
| Sales commission | 82,318 | 84.065 | $-2.1 \%$ | 82,318 | 93,524 | $-12.0 \%$ |
| Sales promotion | 27,285 | 32,112 | $-15.0 \%$ | 27,285 | 56,648 | $-51.8 \%$ |
| Advertising | $\mathbf{3 4 , 8 5 0}$ | $\mathbf{2 9 , 9 6 7}$ | $\mathbf{1 6 . 3} \%$ | $\mathbf{3 4 , 8 5 0}$ | $\mathbf{4 3 , 9 7 0}$ | $\mathbf{- 2 0 . 7 \%}$ |
| Subtracting handset profit | 22,739 | 62,693 | $-63.7 \%$ | 22,739 | $\mathbf{1 7 , 6 1 6}$ | $\mathbf{2 9 . 1 \%}$ |
| Net marketing cost total | $\mathbf{4 1 1 , 7 5 9}$ | $\mathbf{3 6 9 , 1 0 7}$ | $\mathbf{1 1 . 6 \%}$ | $\mathbf{4 1 1 , 7 5 9}$ | $\mathbf{3 0 4 , 0 7 7}$ | $\mathbf{3 5 . 4 \%}$ |

## Net marketing cost total

- Rose by 11.6\% QoQ due to increased subscriber acquisition cost and advertising cost


## Subscriber acquisition cost

- Slightly increased QoQ due to increased number of sign-ups (12\%)


## Subscriber retention cost

- Declined by 5.7\% QoQ because of decreased number of handset replacements (50.3\%)


## Advertising cost

- Rose by $16.3 \%$ QoQ due to increased exposures to media related with HSDPA marketing

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## VI. Non-operating Income \& Expense

| (In million KRW) | 2007-2Q | 2007-1Q | QoQ | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 5,538 | 8,560 | -35.3\% | 5,538 | 4,577 | 21.0\% |
| Interest expense | 31,989 | 34,621 | -7.6\% | 31,989 | 35,271 | -9.3\% |
| Net interest account | $(26,451)$ | $(26,061)$ | 1.5\% | $(26,451)$ | $(30,695)$ | -13.8\% |
| Gain from FOREX | 129 | 21 | 503.0\% | 129 | 1,385 | -90.7\% |
| Loss from FOREX | -107 | 269 | N/A | -107 | 713 | N/A |
| Net FOREX account | 235 | (248) | N/A | 235 | 671 | -64.9\% |
| Other non-operating income | 13,483 | 18,750 | -28.1\% | 13,483 | 18,523 | -27.2\% |
| Other non-operating expense | 15,413 | 13,766 | 12.0\% | 15,413 | 40,996 | -62.4\% |
| Net others account | $(1,929)$ | 4,984 | N/A | $(1,929)$ | $(22,473)$ | -91.4\% |
| Total non-operating income | 19,150 | 27,332 | -29.9\% | 19,150 | 24,485 | -21.8\% |
| Total non-operating expense | 47,295 | 48,657 | -2.8\% | 47,295 | 76,981 | -38.6\% |
| Total net non-operating accounts | $(28,145)$ | $(21,325)$ | 32.0\% | $(28,145)$ | $(52,496)$ | -46.4\% |

## Non-operating accounts

- Aggravated by $32 \%$ QoQ mainly due to decreased gains from both interest account and equity method


## VII. EBITDA margin \& CAPEX

| (In million KRW) | 2007-2Q | 2007-1Q | Q0Q | 2007-2Q | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| D\&A | 287,628 | 283,460 | 1.5\% | 287,628 | 283,130 | 1.6\% |
| Operating income | 91,289 | 100,652 | -9.3\% | 91,289 | 152,676 | -40.2\% |
| EBITDA | 378,918 | 384,112 | -1.4\% | 378,918 | 435,806 | -13.1\% |
| EBITDA margin | 27.5\% | 28.8\% | -1.3\%p | 27.5\% | 33.2\% | -5.7\%p |
| CAPEX | 315,890 | 333,946 | -5.4\% | 315,890 | 309,564 | 2.0\% |

## EBITDA margin

- Declined by 1.4\%p QoQ mainly due to increased marketing cost


## CAPEX

- Rose by $2 \%$ YoY due to active investment in HSDPA

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## VIII. Balance Sheet

| (In million KRW) | 2007-2Q | 2007-1Q | 2006-2Q | (In million KRW) | 2007-2Q | 2007-1Q | 2006-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 7,898,440 | 8,094,804 | 7,948,108 | Liabilities | 3,579,613 | 3,827,797 | 3,681,486 |
| Current asset | 2,156,393 | 2,384,028 | 2,362,454 | Current | 2,261,031 | 2,511,428 | 1,762,817 |
| Quick asset | 1,962,213 | 2,260,378 | 2,182,744 | Non-current | 1,318,582 | 1,316,369 | 1,918,669 |
| Inventory | 194,179 | 123,650 | 179,680 |  |  |  |  |
|  |  |  |  | Equity | 4,318,828 | 4,267,007 | 4,266,621 |
| Non-current asset | 5,742,048 | 5,710,775 | 5,585,684 | Paid-in capital | 1,044,181 | 1,044,181 | 1,044,181 |
| Investment | 190,349 | 185,428 | 124,133 | APIC | 1,728,150 | 1,728,150 | 1,731,271 |
| Tangible asset | 4,327,707 | 4,279,379 | 4,152,542 | Capital adjustment | 3,239 | 3,239 | 3,037 |
| Intangible asset | 917,481 | 939,024 | 998,817 | *AOC income/loss | 4,566 | 3,880 | 1,199 |
| Other non-CA | 306,512 | 306,944 | 310,192 | Retained earnings | 1,538,692 | 1,487,557 | 1,486,932 |

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

## Leverage

- Total Debt/Equity ratio and Net Debt/Equity ratio stood at $82.9 \%$ and $19.4 \%$ respectively
- Total Debt/Equity ratio improved by $6.8 \%$ p QoQ due to repayment of debt(KRW 300 billion) and increased retained earnings
- Net Debt/Equity ratio stayed the same QoQ due to decreased cash equivalents
- Net Debt/Equity ratio slightly increased YoY due to decreased cash equivalents
* Long-term payable related to WCDMA license is excluded in calculating Net Debt/Equity ratio (31.1\% if included)


## [ Interest-bearing debt breakdown]

| (In million KRW) | 2007-2Q | 2007-1Q | QoQ | 2006-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing debt | 1,378,513 | 1,678,239 | -17.9\% | 1,677,300 | -17.8\% |
| Payable within one year | 519,757 | 819,621 | -36.6\% | 299,717 | 73.4\% |
| Net debt | 837,772 | 826,253 | 1.4\% | 773,751 | 8.3\% |

## Interest-bearing debt

- Interest-bearing debt comprises of KRW 520 billion of current portion of long-term debt and KRW 859 billion of long-term debt
- Long-term payable of KRW 504 billion for WCDMA license is not included in calculating interest-bearing debt
- Current portion of long-term payable: KRW 106 billion
- Long-term payable: KRW 398 billion

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## IX. Operation highlight

## A. Subscriber trend

| ('000) | 2007-2Q | 2007-1Q | 2006-4Q | 2006-3Q | 2006-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total number of subs. | 13,512 | 13,156 | 12,914 | 12,773 | 12,634 |
| KT resale subs. | 2,945 | 2,807 | 2,704 | 2,640 | 2,598 |
| Quarterly addition | 1,829 | 1,625 | 1,290 | 1,181 | 1,075 |
| Quarterly deactivation | 1,474 | 1,382 | 1,149 | 1,042 | 980 |
| Quarterly net addition | 355 | 242 | 141 | 139 | 95 |
| KTF-only (excluding resale subs.)) | 10,567 | 10,350 | 10,210 | 10,132 | 10,036 |
| Quarterly addition | 1,405 | 1,255 | 1,009 | 935 | 832 |
| Quarterly deactivation | 1,188 | 1,115 | 932 | 838 | 782 |
| Quarterly net addition | 217 | 140 | 77 | 96 | 50 |

## B. Subscriber breakdown by handset type

| ('000) | 2007-2Q | 2007-1Q | 2006-4Q | 2006-3Q | 2006-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| WCDMA | 941 | 140 |  |  |  |
| EVDO | 5,779 | 5,739 | 5,370 | 5,110 | 4,774 |
| 1X | 6,543 | 7,024 | 7,200 | 7,277 | 7,354 |
| 2G | 249 | 253 | 344 | 386 | 506 |
| Total | 13,512 | 13,156 | 12,914 | 12,773 | 12,634 |

* Including KT resale sub.
C. ARPU

| (KRW) | 2007-2Q | 2007-1Q | 2006-4Q | 2006-3Q | 2006-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ARPU-excluding interconnect. | 30,688 | 30,382 | 30,965 | 30,567 | 30,881 |
| ARPU-including interconnect. | 38,488 | 38,134 | 38,903 | 38,264 | 38,690 |
| Data ARPU (Net basis) | 6,199 | 6,141 | 6,284 | 6,018 | 6,172 |
| Contribution to ARPU (Net) | 20\% | 20\% | 20\% | 20\% | 20\% |
| Data ARPU (Gross basis) | 6,911 | 6,925 | 7,085 | 6,788 | 6,949 |
| Contribution to ARPU (Gross) | 23\% | 23\% | 23\% | 22\% | 23\% |

* Based on KTF only subs (excluding KT resale subs).

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## \# Appendix 1 : Income Statements

| (KRW mn) | '06-2Q | '06-3Q | '06-4Q | '07-1Q | '07-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 1,639,258 | 1,659,539 | 1,644,556 | 1,765,324 | 1,804,853 |
| Voice | 740,699 | 743,817 | 752,221 | 745,716 | 766,699 |
| Data | 185,233 | 182,333 | 192,189 | 189,056 | 195,274 |
| Interconnection | 245,201 | 217,730 | 243,161 | 234,061 | 249,276 |
| Resale | 117,669 | 114,425 | 127,033 | 120,410 | 130,670 |
| Others | 25,414 | 30,837 | 32,329 | 44,177 | 35,318 |
| Handset | 325,042 | 370,397 | 297,623 | 431,904 | 427,617 |
| Operating Expense | 1,486,582 | 1,495,447 | 1,463,447 | 1,664,672 | 1,713,563 |
| Labor expense | 51,275 | 60,569 | 57,333 | 64,461 | 54,735 |
| Commission paid | 110,244 | 108,883 | 113,991 | 108,948 | 118,906 |
| Interconnection | 163,966 | 180,790 | 180,241 | 167,092 | 183,907 |
| International call | 4,708 | 3,939 | 3,173 | 3,554 | 4,055 |
| CP info usage charge | 6,659 | 8,589 | 10,983 | 11,837 | 12,621 |
| Rent | 33,997 | 35,517 | 36,091 | 35,889 | 39,347 |
| D\&A | 283,130 | 284,027 | 284,791 | 283,460 | 287,628 |
| Leased line cost | 87,829 | 88,973 | 93,116 | 97,386 | 98,593 |
| Utilities | 13,187 | 17,774 | 15,066 | 14,793 | 17,165 |
| Repair\&Maintenance | 18,499 | 19,178 | 23,442 | 15,426 | 17,308 |
| Lease | 15,327 | 1,947 | 0 | 0 | 0 |
| Marketing | 321,693 | 296,670 | 316,318 | 431,859 | 434,498 |
| Bad Debt | 24,525 | 21,261 | 20,874 | 21,701 | 7,586 |
| Taxe \& Dues | 26,990 | 4,368 | 12,073 | 13,848 | 7,105 |
| USO | $(2,048)$ | 5,000 | (23) | 5,000 | 5,000 |
| Others | 19,176 | 19,210 | 22,255 | 20,205 | 20,231 |
| Cost of Handset sold | 307,426 | 338,751 | 273,722 | 369,211 | 404,878 |
| Operating Income | 152,676 | 164,092 | 181,109 | 100,652 | 91,289 |
| Non-Operating Gains | 24,485 | 27,047 | 25,401 | 27,332 | 19,150 |
| Interest income | 4,577 | 8,242 | 8,131 | 8,560 | 5,538 |
| Disposition of Available-for-sale securities | 12 | 0 | 1,158 | 2,414 | 1,095 |
| Gain from FOREX | 1,385 | 310 | 338 | 21 | 129 |
| Equity method evaluation | 551 | 2,599 | 3,672 | 8,532 | 4,036 |
| Others | 17,961 | 15,896 | 12,102 | 7,804 | 8,353 |
| Non-Operating Losses | 76,981 | 64,986 | 72,525 | 48,657 | 47,295 |
| Interest | 35,271 | 35,025 | 35,115 | 34,621 | 31,989 |
| Loss from FOREX | 713 | 40 | 61 | 269 | (107) |
| Donations | 5,073 | 4,888 | 6,779 | 3,881 | 3,891 |
| Equity method evaluation | 4,722 | 0 | $(7,931)$ | 128 | 5,022 |
| Disposition of Tangible asset | 4,640 | 20,262 | 15,998 | 9,250 | 5,750 |
| Others | 26,561 | 4,770 | 22,503 | 507 | 750 |
| Income before Taxes | 100,180 | 126,154 | 133,985 | 79,326 | 63,145 |
| Income Tax | 19,598 | 28,046 | 26,272 | 2,254 | 12,010 |
| Net Income | 80,582 | 98,108 | 107,713 | 77,072 | 51,135 |

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

|  | 2Q-2007 | 1Q-2007 | 2Q-2006 |  | (KRW mn) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 2Q-2007 | 1Q-2007 | 2Q-2006 |
| Assets | 7,898,440 | 8,094,804 | 7,948,108 | Liabilities | 3,579,613 | 3,827,797 | 3,681,486 |
| Current | 2,156,393 | 2,384,028 | 2,362,424 | Current | 2,261,031 | 2,511,428 | 1,762,817 |
| Quick Asset | 1,962,213 | 2,260,378 | 2,182,744 | Trade payable | 571,576 | 406,687 | 268,519 |
| Cash | 404,354 | 580,591 | 212,034 | Other payable | 799,916 | 870,061 | 770,522 |
| ST Securities | 50,000 | 40,000 | 380,000 | Short-term borrowings | - | - | - |
| Available-for-sale Securities | 86,388 | 231,395 | 311,514 | Advances from customer | 15,119 | 26,654 | 31,054 |
| Hold-to-maturity | - | - | 52,458 | Withholdings | 99,384 | 113,398 | 115,853 |
| Trade receivables | 1,190,212 | 1,177,840 | 947,725 | Accrued expenses | 107,924 | 91,720 | 127,248 |
| Other receivables | 67,034 | 55,850 | 117,131 | Current portion of LT debt | 626,161 | 924,781 | 386,773 |
| Short-term loans | 7,383 | 8,755 | 10,494 | Unpaid income tax | 33,963 | 70,618 | 55,052 |
| Advanced payment | 26,199 | 21,904 | 18,491 | Unpaid Dividends | - | 33 | - |
| Prepaid expenses | 17,687 | 16,220 | 13,178 | Others | 6,986 | 7,476 | 7,797 |
| Accrued income | 1,521 | 3,107 | 2,983 |  |  |  |  |
| Deferred tax | 111,428 | 124,708 | 116,728 |  |  |  |  |
| Others | 8 | 8 | 8 |  |  |  |  |
| Inventory | 194,179 | 123,650 | 179,680 |  |  |  |  |
| Non-Current | 5,742,048 | 5,710,775 | 5,585,684 | Non-Current | 1,318,582 | 1,316,369 | 1,918,669 |
| Investment | 190,349 | 185,428 | 124,133 | Bonds | 858,756 | 858,618 | 1,377,583 |
| LT financial investment | 16 | 16 | 16 | Long-term borrowings | - | - | - |
| Investment securities | 27,189 | 26,010 | 13,467 | Long-term payables | 397,843 | 393,666 | 483,878 |
| Equity method security Hold-to-maturity | 113,221 | 114,345 | 65,827 | Others | 61,983 | 64,085 | 57,208 |
| Long-term loans | 31,668 | 26,303 | 28,805 |  |  |  |  |
| Others | 18,256 | 18,755 | 16,018 |  |  |  |  |
|  |  |  |  | Equity | 4,318,828 | 4,267,007 | 4,266,621 |
| Tangible Asset | 4,327,707 | 4,279,379 | 4,152,542 |  |  |  |  |
| Land | 119,301 | 119,301 | 119,328 |  |  |  |  |
| Buildings | 266,306 | 267,572 | 271,028 | Capital Stock | 1,044,181 | 1,044,181 | 1,044,181 |
| Structure | 71,897 | 71,715 | 72,452 |  |  |  |  |
| Equipment \& Machinery | 3,592,912 | 3,543,860 | 3,414,243 | APIC | 1,728,150 | 1,728,150 | 1,731,271 |
| Vehicles | 2,764 | 1,521 | 2,049 |  |  |  |  |
| Construction in progress | 93,411 | 173,722 | 83,407 | Capital Adjustment | 3,239 | 3,239 | 3,037 |
| Others | 181,116 | 101,688 | 190,035 |  |  |  |  |
|  |  |  |  | Accumlative Other | 4,566 | 3,880 | 1,199 |
| Intangible Asset | 917,481 | 939,024 | 998,817 | Comprehensive Gain\&Loss |  |  |  |
| Others | 306,512 | 306,944 | 310,192 | Retained Earnings | 1,538,692 | 1,487,557 | 1,486,932 |
| Long-term Receivables | 42,277 | 50,687 | 52,431 |  |  |  |  |
| Guarantee deposit | 215,061 | 216,262 | 212,913 |  |  |  |  |
| Deferred income tax | 49,174 | 39,994 | 44,848 |  |  |  |  |

