## FY2008 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.}

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## I. Financial Highlights

Summary of income statement \& financial ratios]

|  | (In million KRW) | 2008-2Q | 2008-1Q | Q0Q | 2008-2Q | 2007-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue |  | 1,516,510 | 1,431,897 | 5.9\% | 1,516,510 | 1,377,236 | 10.1\% |
| Service cost |  | 1,530,400 | 1,341,050 | 14.1\% | 1,530,400 | 1,285,946 | 19.0\% |
| Operating income |  | $(13,890)$ | $\mathbf{9 0 , 8 4 7}$ | N/A | $(13,890)$ | 91,289 | N/A |
| EBITDA |  | 264,130 | 371,294 | -28.9\% | 264,130 | 378,918 | -30.3\% |
| Net non-operating accounts |  | $(55,292)$ | $(60,034)$ | -7.9\% | $(55,292)$ | $(28,145)$ | 96.5\% |
|  | Non-operating income | 27,265 | 32,595 | -16.4\% | 27,265 | 19,150 | 42.4\% |
|  | Non-operating expense | 82,557 | 92,629 | -10.9\% | 82,557 | 47,295 | 74.6\% |
| Income before taxes |  | $(69,182)$ | 30,813 | N/A | $(69,182)$ | 63,145 | N/A |
|  | Taxes | $(37,719)$ | 10,282 | N/A | $(37,719)$ | 12,010 | N/A |
| Net income |  | $(31,463)$ | 20,531 | N/A | $(31,463)$ | 51,135 | N/A |

Financial ratios

|  | 2008-2Q | 2008-1Q | Q0Q | 2008-2Q | 2007-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marketing cost ratio | 40.6\% | 32.1\% | 8.5\%p | 40.6\% | 29.9\% | 10.7\%p |
| OP margin | -0.9\% | 6.3\% | -7.3\%p | -0.9\% | 6.6\% | -7.5\%p |
| EBITDA margin | 17.4\% | 25.9\% | -8.5\%p | 17.4\% | 27.5\% | -10.1\%p |
| Net income margin | -2.1\% | 1.4\% | -3.5\%p | -2.1\% | 3.7\% | -5.8\%p |
| Effective income tax rate | N/A | 33.4\% | N/A | N/A | 19.0\% | N/A |
| Net debt/equity ratio | 30.8\% | 22.0\% | 8.8\%p | 30.8\% | 19.4\% | 11.4\%p |
| (If 3G license payable included) | 40.7\% | 31.4\% | 9.2\%p | 40.7\% | 31.1\% | 9.6\%p |
| Total debt/equity ratio | 83.8\% | 73.4\% | 10.4\%p | 83.8\% | 82.9\% | 0.9\%p |

## Service revenue

- Rose by 5.9\% QoQ due to increased subscribers and ARPU
- Rising subscribers and data revenue contributed to $10.1 \%$ YoY growth
* Due to accounting changes, KRW 16.5 billion of accrued revenue from delayed payments was reclassified from non-operating income to service revenue in 4Q 2007 (Please refer to the table at the bottom for normalized service revenue)


## EBITDA margin

- Escalated marketing costs from increased subscription for 3G service led to EBITDA margin erosion both QoQ and YoY


## Non-operating account

- Net loss from non-operating account improved by 7.9\% QoQ mainly because of decreased losses from equity method accounts
* Normalized service revenue (in million KRW)

| $\mathbf{2 0 0 7 - 1 Q}$ | $\mathbf{2 0 0 7 - 2 Q}$ | $\mathbf{2 0 0 7 - 3 Q}$ | $\mathbf{2 0 0 7 - 4 Q}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8 - 1 \mathbf { Q }}$ | $\mathbf{2 0 0 8 - 2 Q}$ | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | YoY 9

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## II. Service Revenue

| (In million KRW) | 2008-2Q | 2008-1Q | Q0Q | 2008-2Q | 2007-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue | 1,516,510 | 1,431,897 | 5.9\% | 1,516,510 | 1,377,236 | 10.1\% |
| Voice revenue | 825,935 | 787,243 | 4.9\% | 825,935 | 766,699 | 7.7\% |
| Monthly base fee | 457,567 | 449,221 | 1.9\% | 457,567 | 448,425 | 2.0\% |
| Airtime charge | 373,423 | 337,245 | 10.7\% | 373,423 | 319,800 | 16.8\% |
| Value added service | 31,586 | 33,368 | -5.3\% | 31,586 | 36,946 | -14.5\% |
| Other voice revenue | 23,897 | 20,721 | 15.3\% | 23,897 | 12,586 | 89.9\% |
| (Voice discount) | $(60,537)$ | $(53,312)$ | 13.6\% | $(60,537)$ | $(51,058)$ | 18.6\% |
| Data revenue | 227,149 | 213,530 | 6.4\% | 227,149 | 195,274 | 16.3\% |
| Monthly base fee | 69,480 | 66,151 | 5.0\% | 69,480 | 58,714 | 18.3\% |
| Messaging (SMS,MMS) | 65,203 | 59,535 | 9.5\% | 65,203 | 61,040 | 6.8\% |
| Wireless data usage | 62,154 | 58,268 | 6.7\% | 62,154 | 48,954 | 27.0\% |
| Contents | 22,833 | 22,645 | 0.8\% | 22,833 | 20,538 | 12.2\% |
| Others | 7,479 | 6,931 | 7.9\% | 7,479 | 6,208 | 20.5\% |
| Interconnection revenue | 258,971 | 242,679 | 6.7\% | 258,971 | 249,276 | 3.9\% |
| Resale revenue | 147,272 | 140,109 | 5.1\% | 147,272 | 130,670 | 12.7\% |
| Other revenue | 57,183 | 48,336 | 18.3\% | 57,183 | 35,318 | 61.9\% |
| Subscription | 31,886 | 32,537 | -2.0\% | 31,886 | 25,391 | 25.6\% |
| Other service revenue | 25,297 | 15,798 | 60.1\% | 25,297 | 9,927 | 154.8\% |
| Handset sales | 775,739 | 650,923 | 19.2\% | 775,739 | 427,617 | 81.4\% |
| Total operating revenue | 2,292,249 | 2,082,820 | 10.1\% | 2,292,249 | 1,804,853 | 27.0\% |

## Voice revenue

- Airtime charge rose by $10.7 \%$ QoQ due to increased 3G subscribers and outgoing call traffics
- VAS revenue dropped by $14.5 \%$ YoY mainly caused by decreased revenue from Caller ID service
- Other voice revenue rose by $15.3 \%$ QoQ due to increased roaming usage


## Data revenue

- Messaging revenue grew by 9.5\% QoQ owing to increased messaging usage
- Wireless data usage revenue rose by $6.7 \%$ QoQ thanks to increased number of 3G subscribers
- Contents revenue climbed by $12.2 \%$ YoY mainly because of increased platform revenue related with contents downloading


## Interconnection revenue

- Interconnection revenue rose by $6.7 \%$ QoQ due to increased call traffic


## Resale revenue

- Resale revenue rose by $12.7 \%$ YoY due to 3G subscribers growth


## Handset sales

- Surged by 19.2\% QoQ due to strong inflow of new subscriptions and migrations from 2G to 3G

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## III. Service Cost

| (In million KRW) | 2008-2Q | $\mathbf{2 0 0 8 - 1 Q}$ | $\mathbf{Q 0 Q}$ | $\mathbf{2 0 0 8 - 2 Q}$ | $\mathbf{2 0 0 7 - 2 Q}$ | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Labor expense | 57,452 | 69,436 | $-17.3 \%$ | 57,452 | 54,735 | $5.0 \%$ |
| Commission | 125,841 | 117,726 | $6.9 \%$ | 125,841 | 118,906 | $5.8 \%$ |
| Interconnection | 215,843 | 188,517 | $14.5 \%$ | 215,843 | 183,907 | $17.4 \%$ |
| International call | 8,027 | 7,354 | $9.2 \%$ | 8,027 | 4,055 | $98.0 \%$ |
| Contents fee | 13,299 | 8,935 | $48.8 \%$ | 13,299 | 12,621 | $5.4 \%$ |
| Rent | 43,627 | 40,902 | $6.7 \%$ | 43,627 | 39,347 | $10.9 \%$ |
| Depreciation \& Amortization | 278,020 | 280,447 | $-0.9 \%$ | 278,020 | 287,628 | $-3.3 \%$ |
| Leased line expense | 89,279 | 96,724 | $-7.7 \%$ | 89,279 | 98,593 | $-9.4 \%$ |
| Utility | 16,793 | 17,254 | $-2.7 \%$ | 16,793 | 17,165 | $-2.2 \%$ |
| Repair \& Maintenance | 16,496 | 13,085 | $26.1 \%$ | 16,496 | 17,308 | $-4.7 \%$ |
| Marketing expense | 616,054 | 460,307 | $33.8 \%$ | 616,054 | 411,759 | $49.6 \%$ |
| Bad debt expense | 6,330 | 20 | $31550.0 \%$ | 6,330 | 7,586 | $-16.6 \%$ |
| Tax \& Dues | 6,781 | 9,855 | $-31.2 \%$ | 6,781 | 7,105 | $-4.6 \%$ |
| USO | 5,000 | 4,700 | $6.4 \%$ | 5,000 | 5,000 | $0.0 \%$ |
| Others | 31,557 | 25,788 | $22.4 \%$ | 31,557 | 20,231 | $56.0 \%$ |
| Total service cost | $\mathbf{1 , 5 3 0 , 4 0 0}$ | $\mathbf{1 , 3 4 1 , 0 5 0}$ | $\mathbf{1 4 . 1 \%}$ | $\mathbf{1 , 5 3 0 , 4 0 0}$ | $\mathbf{1 , 2 8 5 , 9 4 6}$ | $\mathbf{1 9 . 0 \%}$ |

## Labor expense

- Decreased by 17.3\% QoQ due to bonus payments in 1Q


## Commission

- Rose by 6.9\% QoQ due to increased use of service for base station maintenance


## International calls

- Surged by $98.0 \%$ YoY due to increased usage of international call service and international prepaid service


## Contents fee

- Climbed by 48.8\% QoQ due to expanded contents usage and temporarily increased settlement for CP billing


## Depreciation \& Amortization

- Declined by 3.3\% YoY due to completion of depreciation period and disposal of some 2G equipment


## Bad debt expense

- Bad debt expense returned to normal level in 2Q after temporary decline of bad debt expense in 1Q mainly due to return of bad debt allowance (KRW 3.2 bil)


## Others

- Surged by $56.0 \%$ YoY due to increased cost related with expanding usage of international roaming service

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## IV. Interconnection Revenue \& Expense

| In million KRW | 2008-2Q | 2008-1Q | QoQ | 2008-2Q | 2007-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interconnection revenue | 258,971 | 242,679 | 6.7\% | 258,971 | 249,276 | 3.9\% |
| LM | 76,772 | 73,852 | 4.0\% | 76,772 | 76,257 | 0.7\% |
| MM | 182,199 | 168,827 | 7.9\% | 182,199 | 173,019 | 5.3\% |
| Interconnection expense | 215,843 | 188,517 | 14.5\% | 215,843 | 183,907 | 17.4\% |
| LM | 40,322 | 36,861 | 9.4\% | 40,322 | 31,006 | 30.0\% |
| MM | 175,521 | 151,657 | 15.7\% | 175,521 | 152,901 | 14.8\% |
| Net interconnection profit | 43,128 | 54,162 | -20.4\% | 43,128 | 65,369 | -34.0\% |
| LM | 36,450 | 36,991 | -1.5\% | 36,450 | 45,251 | -19.5\% |
| MM | 6,678 | 17,171 | -61.1\% | 6,678 | 20.118 | -66.8\% |

## Interconnection revenue

- Rose by 6.7\% QoQ due to increased incoming call traffic


## Interconnection expense

- Increased by $14.5 \%$ QoQ due to elevated outgoing call traffic


## Net interconnection profit

- Fell by 20.4\% QoQ because of more traffic increase from outgoing calls than traffic increase from incoming calls


## V. Marketing Cost

| (In million KRW) | 2008-2Q | 2008-1Q | Q0Q | 2008-2Q | 2007-2Q | Y0Y |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost | 461,955 | 323,744 | 42.7\% | 461,955 | 268,573 | 72.0\% |
| Retention cost | 121,499 | 112,482 | 8.0\% | 121,499 | 108,337 | 12.1\% |
| Advertising | 32,601 | 24,081 | 35.4\% | 32,601 | 34,850 | -6.5\% |
| Marketing cost total | 616,054 | 460,307 | 33.8\% | 616,054 | 411,759 | 49.6\% |

## Marketing cost total

- Rose by 33.8\% QoQ mainly due to increases in new subscriptions and 3G migration


## Subscriber acquisition cost

- Climbed by 42.7\% QoQ due to strong inflow of sign-ups and 3G migration


## Subscriber retention cost

- Rose by 8.0\% QoQ due to increases of subscribers and handset replacements


## Advertising cost

- Increased by 35.4\% QoQ due to expanded exposures to media advertisement related with WCDMA marketing

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## VI. Non-operating Income \& Expense

| (In million KRW) | 2008-2Q | 2008-1Q | QoQ | 2008-2Q | 2007-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 7,224 | 4,670 | 54.7\% | 7,224 | 5,538 | 30.4\% |
| Interest expense | 25,546 | 27,659 | -7.6\% | 25,546 | 31,989 | -20.1\% |
| Net interest account | $(18,322)$ | $(22,989)$ | -20.3\% | $(18,322)$ | $(26,451)$ | -30.7\% |
| Gain from FOREX | 2,345 | 313 | 648.2\% | 2,345 | 129 | 1721.8\% |
| Loss from FOREX | 17,481 | 10,668 | 63.9\% | 17,481 | (107) | N/A |
| Net FOREX account | $(15,136)$ | $(10,355)$ | 46.2\% | $(15,136)$ | 235 | N/A |
| Gain from equity method | 1,974 | 297 | 564.7\% | 1,974 | 4,036 | -51.1\% |
| Loss from equity method | 20,848 | 37,449 | -44.3\% | 20,848 | 5,022 | 315.2\% |
| Net equity method account | $(18,874)$ | $(37,152)$ | -49.2\% | $(18,874)$ | (986) | 1814.2\% |
| Other non-operating income | 15,722 | 27,314 | -42.4\% | 15,722 | 9,447 | 66.4\% |
| Other non-operating expense | 18,682 | 16,852 | 10.9\% | 18,682 | 10,391 | 79.8\% |
| Net others account | $(2,960)$ | 10,462 | N/A | $(2,960)$ | (944) | 213.6\% |
| Total non-operating income | 27,265 | 32,595 | -16.4\% | 27,265 | 19,150 | 42.4\% |
| Total non-operating expense | 82,557 | 92,629 | -10.9\% | 82,557 | 47,295 | 74.6\% |
| Total net non-operating accounts | $(55,292)$ | $(60,034)$ | -7.9\% | $(55,292)$ | $(28,145)$ | 96.5\% |

## Non-operating accounts

- Improved by 7.9\% QoQ mainly due to decreased losses from equity method accounts
- Although foreign currency denominated debts resulted in increased loss from FOREX, the loss was totally hedged through profits from derivative transaction(SWAP) as reflected in other non-operating income


## VII. EBITDA margin \& CAPEX

| (In million KRW) | 2008-2Q | 2008-1Q | QoQ | 2008-2Q | 2007-2Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| D\&A | 278,020 | 280,447 | -0.9\% | 278,020 | 287,628 | -3.3\% |
| Operating income | $(13,890)$ | 90,847 | N/A | $(13,890)$ | 91,289 | N/A |
| EBITDA | 264,130 | 371,294 | -28.9\% | 264,130 | 378,918 | -30.3\% |
| EBITDA margin | 17.4\% | 25.9\% | -8.5\%p | 17.4\% | 27.5\% | -10.1\%p |
| CAPEX | 209,693 | 283,768 | -26.1\% | 209,693 | 315,890 | -33.6\% |

## EBITDA Margin

- Deteriorated by 8.5\%p QoQ largely due to increased marketing cost


## CAPEX

- Declined by 33.6\% YoY due to the decreased investment in WCDMA

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## VIII. Balance Sheet

| (In million KRW) | 2008-2Q | 2008-1Q | 2007-2Q | (In million KRW) | 2008-2Q | 2008-1Q | 2007-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 7,732,934 | 7,555,582 | 7,898,440 | Liabilities | 3,525,314 | 3,197,945 | 3,579,613 |
| Current asset | 1,897,290 | 1,773,988 | 2,156,393 | Current | 2,203,994 | 2,105,025 | 2,261,031 |
| Quick asset | 1,619,253 | 1,597,540 | 404,354 | Non-current | 1,321,320 | 1,092,919 | 1,318,582 |
| Inventory | 278,037 | 176,448 | 194,179 |  |  |  |  |
|  |  |  |  | Equity | 4,207,620 | 4,357,637 | 4,318,828 |
| Non-current asset | 5,835,644 | 5,781,594 | 5,742,048 | Paid-in capital | 1,044,181 | 1,044,181 | 1,044,181 |
| Investment | 343,406 | 331,963 | 190,349 | APIC | 1,728,150 | 1,728,150 | 1,728,150 |
| Tangible asset | 4,202,052 | 4,256,664 | 4,327,707 | Capital adjustment | $(122,408)$ | (647) | 3,239 |
| Intangible asset | 829,830 | 851,588 | 917,481 | *AOC income/loss | 2,849 | (359) | 4,566 |
| Other non-CA | 460,356 | 341,378 | 306,512 | Retained earnings | 1,554,849 | 1,586,312 | 1,538,692 |

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

## Leverage

- Total Debt/Equity ratio and Net Debt/Equity ratio stood at $83.8 \%$ and $30.8 \%$ respectively
- Net Debt/Equity ratio rose by $8.8 \%$ p QoQ due to increased borrowings and treasury shares
* Long-term payable related to WCDMA license is excluded in calculating Net Debt/Equity ratio ( $40.7 \%$ if included) ${ }^{`}$


## [ Interest-bearing debt breakdown]

| (In million KRW) | $\mathbf{2 0 0 8 - 2 Q}$ | $\mathbf{2 0 0 8 - 1 Q}$ | $\mathbf{Q 0 Q}$ | $\mathbf{2 0 0 7 - 2 Q}$ | YoY |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :--- |
| Interest-bearing debt | $1,351,894$ | $1,100,634$ | $22.8 \%$ | $\mathbf{1 , 3 7 8 , 5 1 3}$ | $-1.9 \%$ |  |
| Payable within one year | 371,726 | 359,778 | $3.3 \%$ | 519,757 | $-28.5 \%$ |  |
| Net debt | $\mathbf{1 , 2 9 5 , 7 3 5}$ | $\mathbf{9 5 8 , 8 5 6}$ | $\mathbf{3 5 . 1 \%}$ | $\mathbf{8 3 7 , 7 7 2}$ | $\mathbf{5 4 . 7 \%}$ |  |

## Interest-bearing debt

- Interest-bearing debt comprised of KRW 360 billion of current portion of long-term debt, KRW 12 billion of current portion of long-term borrowings, KRW 918 billion of long-term debt and KRW 63 billion of long-term borrowings
- Long-term payable of KRW 415 billion for WCDMA license is not included in calculating interest-bearing debt - Current portion of long-term payable: KRW 126 billion
- Long-term payable: KRW 289 billion

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## IX. Operation highlight

## A. Subscriber trend

| ('000) | 2008-2Q | 2008-1Q | 2007-4Q | 2007-3Q | 2007-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total number of subs. | 14,165 | 13,940 | 13,721 | 13,583 | 13,512 |
| KT resale subs. | 2,906 | 2,939 | 2,927 | 2,916 | 2,945 |
| Quarterly addition | 2,350 | 2,343 | 1,838 | 1,715 | 1,829 |
| Quarterly deactivation | 2,125 | 2,124 | 1,701 | 1,643 | 1,474 |
| Quarterly net addition | 225 | 219 | 137 | 72 | 355 |
| KTF-only (excluding resale subs.)) | 11,259 | 11,002 | 10,794 | 10,667 | 10,567 |
| Quarterly addition | 1,939 | 1,880 | 1,466 | 1,416 | 1,405 |
| Quarterly deactivation | 1,681 | 1,672 | 1,339 | 1,316 | 1,188 |
| Quarterly net addition | 258 | 208 | 126 | 100 | 217 |

## B. Subscriber breakdown by handset type

| $\left({ }^{\prime} 000\right)$ | $2008-2 Q$ | $2008-1 Q$ | $2007-4 Q$ | $2007-3 Q$ | 2007-2Q |
| :---: | ---: | ---: | ---: | ---: | ---: |
| WCDMA | 6,316 | 4,840 | 3,205 | 2,024 | 941 |
| CDMA | 7,849 | 9,100 | 10,516 | 10,560 | 12,571 |
| Total | $\mathbf{1 4 , 1 6 5}$ | $\mathbf{1 3 , 9 4 0}$ | $\mathbf{1 3 , 7 2 1}$ | $\mathbf{1 3 , 5 8 3}$ | $\mathbf{1 3 , 5 1 2}$ |
| Including KT |  |  |  |  |  |

* Including KT resale sub.
C. ARPU

| (KRW) | 2008-2Q | 2008-1Q | 2007-4Q | 2007-3Q | 2007-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ARPU-excluding interconnect. | 32,012 | 31,044 | 31,064 | 30,569 | 30,720 |
| ARPU-including interconnect. | 40,447 | 38,684 | 39,220 | 38,577 | 38,732 |
| Data ARPU (Net basis) | 6,901 | 6,620 | 6,435 | 6,271 | 6,230 |
| Contribution to ARPU (Net) | 22\% | 21\% | 21\% | 21\% | 20\% |
| Data ARPU (Gross basis) | 7,521 | 7,200 | 7,274 | 6,883 | 6,911 |
| Contribution to ARPU (Gross) | 23\% | 23\% | 23\% | 23\% | 23\% |

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

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\# Appendix 1 : Income Statements

| (KRW mn) | '07-1Q | '07-2Q | '07-3Q | '07-4Q | FY 2007 | '08-1Q | '08-2Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 1,765,324 | 1,804,853 | 1,780,672 | 1,942,473 | 7,293,321 | 2,082,820 | 2,292,249 |
| Voice | 745,716 | 766,699 | 772,373 | 793,059 | 3,077,847 | 787,243 | 825,935 |
| Data | 189,056 | 195,274 | 199,168 | 206,899 | 790,397 | 213,530 | 227,149 |
| Interconnection | 234,061 | 249,276 | 253,727 | 268,187 | 1,005,251 | 242,679 | 258,971 |
| Resale | 120,410 | 130,670 | 134,338 | 146,395 | 531,813 | 140,109 | 147,272 |
| Others | 44,177 | 35,318 | 34,721 | 52,336 | 166,551 | 48,336 | 57,183 |
| Handset | 431,904 | 427,617 | 386,346 | 475,596 | 1,721,462 | 650,923 | 775,739 |
| Operating Expense | 1,664,672 | 1,713,563 | 1,660,821 | 1,813,364 | 6,852,421 | 1,991,973 | 2,306,139 |
| Labor expense | 64,461 | 54,735 | 62,176 | 59,689 | 241,062 | 69,436 | 57,452 |
| Commission paid | 108,948 | 118,906 | 117,796 | 120,033 | 465,683 | 117,726 | 125,841 |
| Interconnection | 167,092 | 183,907 | 179,765 | 193,473 | 724,237 | 188,517 | 215,843 |
| International call | 3,554 | 4,055 | 6,059 | 8,181 | 21,849 | 7,354 | 8,027 |
| CP info usage charge | 11,837 | 12,621 | 12,903 | 17,319 | 54,681 | 8,935 | 13,299 |
| Rent | 35,889 | 39,347 | 39,228 | 43,332 | 157,796 | 40,902 | 43,627 |
| D\&A | 283,460 | 287,628 | 286,631 | 284,616 | 1,142,335 | 280,447 | 278,020 |
| Leased line cost | 97,386 | 98,593 | 95,818 | 94,746 | 386,542 | 96,724 | 89,279 |
| Utilities | 14,793 | 17,165 | 20,593 | 17,610 | 70,161 | 17,254 | 16,793 |
| Repair\&Maintenance | 15,426 | 17,308 | 18,495 | 21,624 | 72,853 | 13,085 | 16,496 |
| Lease | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Marketing | 431,859 | 434,498 | 440,374 | 511,278 | 1,818,009 | 593,275 | 756,621 |
| Bad Debt | 21,701 | 7,586 | 8,318 | 7,861 | 45,467 | 20 | 6,330 |
| Taxe \& Dues | 13,848 | 7,105 | 8,706 | 8,095 | 37,755 | 9,855 | 6,781 |
| USO | 5,000 | 5,000 | 5,000 | 3,000 | 18,000 | 4,700 | 5,000 |
| Others | 20,205 | 20,231 | 26,785 | 27,906 | 95,128 | 25,788 | 31,557 |
| Cost of Handset sold | 369,211 | 404,878 | 332,174 | 394,599 | 1,500,862 | 517,956 | 635,172 |
| Operating Income | 100,652 | 91,289 | 119,851 | 129,108 | 440,900 | 90,847 | $(13,890)$ |
| Non-Operating Gains | 27,332 | 19,150 | 11,134 | 8,581 | 66,196 | 32,595 | 27,265 |
| Interest income | 8,560 | 5,538 | 5,129 | 3,299 | 22,526 | 4,670 | 7,224 |
| Disposition of Available-for-sale | 2,414 | 1,095 | 452 | 578 | 4,538 | 2,517 | 0 |
| Gain from FOREX | 21 | 129 | 349 | (41) | 459 | 313 | 2,345 |
| Equity method evaluation | 8,532 | 4,036 | $(4,405)$ | (559) | 7,603 | 297 | 1,974 |
| Others | 7,804 | 8,353 | 9,610 | 5,304 | 31,071 | 24,797 | 15,722 |
| Non-Operating Losses | 48,657 | 47,295 | 51,277 | 72,946 | 220,175 | 92,629 | 82,557 |
| Interest | 34,621 | 31,989 | 30,807 | 29,841 | 127,258 | 27,659 | 25,546 |
| Loss from FOREX | 269 | (107) | 174 | 540 | 877 | 10,668 | 17,481 |
| Donations | 3,881 | 3,891 | 4,129 | 4,222 | 16,123 | 3,731 | 3,758 |
| Equity method evaluation | 128 | 5,022 | 6,765 | 13,788 | 25,702 | 37,449 | 20,848 |
| Disposition of Tangible asset | 9,250 | 5,750 | 7,519 | 21,479 | 43,998 | 2,821 | 3,320 |
| Others | 507 | 750 | 1,883 | 3,077 | 6,217 | 10,300 | 11,604 |
| Income before Taxes | 79,326 | 63,145 | 79,708 | 64,743 | 286,922 | 30,813 | $(69,182)$ |
| Income Tax | 2,254 | 12,010 | 16,821 | 11,693 | 42,777 | 10,282 | $(37,719)$ |
| Net Income | 77,072 | 51,135 | 62,887 | 53,051 | 244,144 | 20,531 | $(31,463)$ |

FY2008 2Q Earnings Release
\# Appendix 2 : Balance Sheet


