## FY2008 3Q Earnings Release

## KT Freetel Co., Ltd.

[^0]FY2008 3Q Earnings Release

## I. Financial Highlights

Summary of income statement \& financial ratios]

|  | (In million KRW) | 2008-3Q | 2008-2Q | Q0Q | 2008-3Q | 2007-3Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue |  | 1,501,604 | 1,516,510 | -1.0\% | 1,501,604 | 1,394,326 | 7.7\% |
| Service cost |  | 1,331,861 | 1,530,400 | -13.0\% | 1,331,861 | 1,274,475 | 4.5\% |
| Operating income |  | 169,743 | $(13,890)$ | N/A | 169,743 | 119,851 | 41.6\% |
| EBITDA |  | 440,795 | 264,130 | 66.9\% | 440,795 | 406,482 | 8.4\% |
| Net non-operating accounts |  | $(70,498)$ | $(55,292)$ | 27.5\% | $(70,498)$ | $(40,144)$ | 75.6\% |
|  | Non-operating income | 76,756 | 27,265 | 181.5\% | 76,756 | 11,134 | 589.4\% |
|  | Non-operating expense | 147,254 | 82,557 | 78.4\% | 147,254 | 51,277 | 187.2\% |
| Income before taxes |  | 99,245 | $(69,182)$ | N/A | 99,245 | 79,708 | 24.5\% |
|  | Taxes | 25,641 | $(37,719)$ | N/A | 25,641 | 16,821 | 52.4\% |
| Net income |  | 73,604 | $(31,463)$ | N/A | 73,604 | 62,887 | 17.0\% |

Financial ratios

|  | 2008-3Q | 2008-2Q | Q0Q | 2008-3Q | 2007-3Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marketing cost ratio | 27.7\% | 40.6\% | -12.9\%p | 27.7\% | 27.7\% | 0.0\%p |
| OP margin | 11.3\% | -0.9\% | 12.2\%p | 11.3\% | 8.6\% | 2.7\%p |
| EBITDA margin | 29.4\% | 17.4\% | 11.9\%p | 29.4\% | 29.2\% | 0.2\%p |
| Net income margin | 4.9\% | -2.1\% | 7.0\%p | 4.9\% | 4.5\% | 0.4\%p |
| Effective income tax rate | 25.8\% | N/A | N/A | 25.8\% | 21.1\% | 4.7\%p |
| Net debt/equity ratio | 35.9\% | 30.8\% | 5.1\%p | 35.9\% | 19.2\% | 16.7\%p |
| (If 3G license payable included) | 45.7\% | 40.7\% | 5.0\%p | 45.7\% | 30.9\% | 14.8\%p |
| Total debt/equity ratio | 84.5\% | 83.8\% | 0.7\%p | 84.5\% | 76.1\% | 8.4\%p |

## Service revenue

- Declined by 1.0\% QoQ largely due to reduced revenues from sign-ups and resale
- Rising subscribers and increased revenue per subscriber contributed to 7.7\% 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)


## Service cost

- Fell by $13.0 \%$ QoQ owing to decreased marketing cost


## EBITDA margin

- EBITDA margin improved by $11.9 \%$ p QoQ mainly due to reduced marketing cost


## Non-operating account

- Net loss from non-operating account rose by 27.5\% QoQ mainly because of increased interest expense and losses from equity method accounts
* Normalized service revenue (in million KRW)

| $\mathbf{2 0 0 7 - 1 Q}$ | $\mathbf{2 0 0 7 - 2 Q}$ | $\mathbf{2 0 0 7 - 3 Q}$ | $\mathbf{2 0 0 7 - 4 Q}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8 - 1 Q}$ | $\mathbf{2 0 0 8 - 2 Q}$ | $\mathbf{2 0 0 8 - 3 Q}$ | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $1,337,409$ | $1,381,432$ | $1,398,464$ | $1,454,553$ | $5,571,859$ | $1,431,897$ | $1,516,510$ | $1,501,604$ | $-1.0 \%$ |

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## II. Service Revenue

| (In million KRW) | 2008-3Q | 2008-2Q | Q0Q | 2008-3Q | 2007-3Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service revenue | 1,501,604 | 1,516,510 | -1.0\% | 1,501,604 | 1,394,326 | 7.7\% |
| Voice revenue | 830,940 | 825,935 | 0.6\% | 830,940 | 772,373 | 7.6\% |
| Monthly base fee | 474,114 | 457,567 | 3.6\% | 474,114 | 447,358 | 6.0\% |
| Airtime charge | 369,745 | 373,423 | -1.0\% | 369,745 | 321,675 | 14.9\% |
| Value added service | 32,339 | 31,586 | 2.4\% | 32,339 | 33,761 | -4.2\% |
| Other voice revenue | 24,737 | 23,897 | 3.5\% | 24,737 | 19,162 | 29.1\% |
| (Voice discount) | $(69,994)$ | $(60,537)$ | 15.6\% | $(69,994)$ | $(49,583)$ | 41.2\% |
| Data revenue | 235,363 | 227,149 | 3.6\% | 235,363 | 199,168 | 18.2\% |
| Monthly base fee | 70,823 | 69,480 | 1.9\% | 70,823 | 58,498 | 21.1\% |
| Messaging (SMS,MMS) | 68,428 | 65,203 | 4.9\% | 68,428 | 59,730 | 14.6\% |
| Wireless data usage | 64,074 | 62,154 | 3.1\% | 64,074 | 52,144 | 22.9\% |
| Contents | 24,080 | 22,833 | 5.5\% | 24,080 | 22,274 | 8.1\% |
| Others | 7,957 | 7,479 | 6.4\% | 7,957 | 6,521 | 22.0\% |
| Interconnection revenue | 250,472 | 258,971 | -3.3\% | 250,472 | 253,727 | -1.3\% |
| Resale revenue | 137,907 | 147,272 | -6.4\% | 137,907 | 134,338 | 2.7\% |
| Other revenue | 46,922 | 57,183 | -17.9\% | 46,922 | 34,721 | 35.1\% |
| Subscription | 21,847 | 31,886 | -31.5\% | 21,847 | 21,534 | 1.5.\% |
| Other service revenue | 25,076 | 25,297 | -0.9\% | 25,076 | 13,187 | 90.2\% |
| Handset sales | 519,306 | 775,739 | -33.1\% | 519,306 | 386,346 | 34.4\% |
| Total operating revenue | 2,020,910 | 2,292,249 | -11.8\% | 2,020,910 | 1,780,672 | 13.5\% |

## Voice revenue

- Monthly base fee rose by $3.6 \%$ QoQ due to increased sign-ups for tariff plans of high monthly base fees
- Airtime charge slightly fell by $1.0 \%$ QoQ due to seasonal effect
- Other voice revenue grew by $29.1 \% \mathrm{QoQ}$ due to increased roaming usage


## Data revenue

- Messaging revenue rose by $4.9 \%$ QoQ owing to increased messaging usage
- Wireless data usage revenue grew by $3.1 \%$ QoQ thanks to increased number of 3G subscribers
- Contents revenue climbed by $5.5 \%$ QoQ mainly because of increased platform revenue related with contents downloading


## Interconnection revenue

- Interconnection revenue dropped by 3.3\% QoQ due to seasonally low call traffic


## Resale revenue

- Resale revenue fell by 6.4\% QoQ due to decreased subscribers


## Handset sales

- Declined by 33.1\% QoQ due to decreased number of subscriptions

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## III. Service Cost

| (In million KRW) | 2008-3Q | 2008-2Q | QoQ | 2008-3Q | 2007-3Q | Y0Y |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Labor expense | 63,953 | 57,452 | 11.3\% | 63,953 | 62,176 | 2.9\% |
| Commission | 124,359 | 125,841 | -1.2\% | 124,359 | 117,796 | 5.6\% |
| Interconnection | 210,646 | 215,843 | -2.4\% | 210,646 | 179,765 | 17.2\% |
| International call | 5,744 | 8,027 | -28.4\% | 5,744 | 6,059 | -5.2\% |
| Contents fee | 10,877 | 13,299 | -18.2\% | 10,877 | 12,903 | -15.7\% |
| Rent | 42,904 | 43,627 | -1.7\% | 42,904 | 39,228 | 9.4\% |
| Depreciation \& Amortization | 271,052 | 278,020 | -2.5\% | 271,052 | 286,631 | -5.4\% |
| Leased line expense | 91,664 | 89,279 | 2.7\% | 91,664 | 95,818 | -4.3\% |
| Utility | 19,775 | 16,793 | 17.8\% | 19,775 | 20,593 | -4.0\% |
| Repair \& Maintenance | 16,493 | 16,496 | 0.0\% | 16,493 | 18,495 | -10.8\% |
| Marketing expense | 415,790 | 616,054 | -32.5\% | 415,790 | 386,202 | 7.7\% |
| Bad debt expense | 16,195 | 6,330 | 155.9\% | 16,195 | 8,318 | 94.7\% |
| Tax \& Dues | 5,819 | 6,781 | -14.2\% | 5,819 | 8,706 | -33.2\% |
| USO | 5,000 | 5,000 | 0.0\% | 5,000 | 5,000 | 0.0\% |
| Others | 31,589 | 31,557 | 0.1\% | 31,589 | 26,785 | 17.9\% |
| Total service cost | 1,331,861 | 1,530,400 | -13.0\% | 1,331,861 | 1,274,475 | 4.5\% |

## Labor expense

- Increased by 11.3\% QoQ due to bonus payment in 3Q for 'Chuseok' holiday


## Interconnection

- Dropped by 2.4\% QoQ due to decreased seasonally low call traffic


## Contents fee

- Fell by 18.2\% QoQ due to decreased contents revenue


## Depreciation \& Amortization

- Declined by 5.4\% QoQ due to completion of depreciation period and disposal of some 2G equipment


## Bad debt expense

- Climbed by 155.9\% QoQ due to increased amount of receivables subject to applying allowance


## Others

- Rose by $17.9 \%$ YoY due to increased cost related with expanding usage of international roaming service

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## IV. Interconnection Revenue \& Expense

| In million KRW | 2008-3Q | 2008-2Q | Q0Q | 2008-3Q | 2007-3Q | Y0Y |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interconnection revenue | 250,472 | 258,971 | -3.3\% | 250,472 | 253,727 | -1.3\% |
| LM | 73,297 | 76,772 | -4.5\% | 73,297 | 78,564 | -6.7\% |
| MM | 177,174 | 182,199 | -2.8\% | 177,174 | 175,163 | 1.1\% |
| Interconnection expense | 210,646 | 215,843 | -2.4\% | 210,646 | 179,765 | 17.2\% |
| LM | 36,099 | 40,322 | -10.5\% | 36,099 | 31,257 | 15.5\% |
| MM | 174,547 | 175,521 | -0.6\% | 174,547 | 148,507 | 17.5\% |
| Net interconnection profit | 39,825 | 43,128 | -7.7\% | 39,825 | 73,962 | -46.2\% |
| LM | 37,198 | 36,450 | 2.1\% | 37,198 | 47,307 | -21.4\% |
| MM | 2,627 | 6,678 | -60.7\% | 2,627 | 26.655 | -90.1\% |

## Interconnection revenue

- Dropped by 3.3\% QoQ due to decreased incoming call traffic


## Interconnection expense

- Declined by 2.4\% QoQ due to decreased outgoing call traffic


## Net interconnection profit

- Fell by 7.7\% QoQ due to decreased incoming call traffic


## V. Marketing Cost

| (In million KRW) | 2008-3Q | 2008-2Q | Q0Q | 2008-3Q | 2007-3Q | Y0Y |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition cost | 247,402 | 461,955 | -46.4\% | 247,402 | 249,381 | -0.8\% |
| Retention cost | 138,348 | 121,499 | 13.9\% | 138,348 | 107,711 | 29.2\% |
| Advertising | 30,039 | 32,601 | -7.9\% | 30,039 | 29,709 | 1.1\% |
| Marketing cost total | 415,790 | 616,054 | -32.5\% | 415,790 | 386,202 | 7.7\% |

## Marketing cost total

- Fell by $32.5 \%$ QoQ mainly due to decreased expenses from acquisition and advertising


## Subscriber acquisition cost

- Dropped by 46.4\% QoQ due to declined number of sign-ups and decreased acquisition cost per sub.


## Subscriber retention cost

- Rose by $13.9 \%$ QoQ due to increases of subscribers and handset replacements


## Advertising cost

- Declined by 7.9\% QoQ due to decreased exposures to media advertisement related with WCDMA marketing

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## VI. Non-operating Income \& Expense

| (In million KRW) | 2008-3Q | 2008-2Q | QoQ | 2008-3Q | 2007-3Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 2,687 | 7,224 | -62.8\% | 2,687 | 5,129 | -47.6\% |
| Interest expense | 31,634 | 25,546 | 23.8\% | 31,634 | 30,807 | 2.7\% |
| Net interest account | $(28,946)$ | $(18,322)$ | 58.0\% | $(28,946)$ | $(25,678)$ | 12.7\% |
| Gain from FOREX | 2,418 | 2,345 | 3.1\% | 2,418 | 349 | 592.7\% |
| Loss from FOREX | 67,171 | 17,481 | 284.3\% | 67,171 | 174 | 38,407.2\% |
| Net FOREX account | $(64,752)$ | $(15,136)$ | 327.8\% | $(64,752)$ | 175 | N/A |
| Gain from equity method | 208 | 1,974 | -89.5\% | 208 | $(4,405)$ | N/A |
| Loss from equity method | 31,132 | 20,848 | 49.3\% | 31,132 | 6,765 | 360.2\% |
| Net equity method account | $(30,924)$ | $(18,874)$ | 63.8\% | $(30,924)$ | $(11,170)$ | 176.8\% |
| Other non-operating income | 71,443 | 15,722 | 354.4\% | 71,443 | 10,061 | 610.1\% |
| Other non-operating expense | 17,318 | 18,682 | -7.3\% | 17,318 | 13,531 | 28.0\% |
| Net others account | 54,125 | $(2,960)$ | N/A | 54,125 | $(3,470)$ | N/A |
| Total non-operating income | 76,756 | 27,265 | 181.5\% | 76,756 | 11,134 | 589.4\% |
| Total non-operating expense | 147,254 | 82,557 | 78.4\% | 147,254 | 51,277 | 187.2\% |
| Total net non-operating accounts | $(70,498)$ | $(55,292)$ | 27.5\% | $(70,498)$ | $(40,144)$ | 75.6\% |

## Non-operating accounts

- Net loss rose by 27.5\% QoQ mainly due to increases in interest expense and losses from equity method accounts - Although foreign currency denominated debts resulted in increased FOREX loss, 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) | 2008-3Q | 2008-2Q | QoQ | 2008-3Q | 2007-3Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| D\&A | 271,052 | 278,020 | -2.5\% | 271,052 | 286,631 | -5.4\% |
| Operating income | 169,743 | $(13,890)$ | N/A | 169,743 | 119,851 | 41.6\% |
| EBITDA | 440,795 | 264,130 | 66.9\% | 440,795 | 406,482 | 8.4\% |
| EBITDA margin | 29.4\% | 17.4\% | 11.9\%p | 29.4\% | 29.2\% | 0.2\%p |
| CAPEX | 248,323 | 209,693 | 18.4\% | 248,323 | 198,368 | 25.2\% |

## EBITDA Margin

- Improved by $11.9 \%$ p QoQ largely due to decreased marketing cost


## CAPEX

- Rose by $18.4 \%$ QoQ due to increased investment in WCDMA

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## VIII. Balance Sheet

| (In million KRW) | 2008-3Q | 2008-2Q | 2007-3Q | (In million KRW) | 2008-3Q | 2008-2Q | 2007-3Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset | 7,892,620 | 7,732,934 | 7,684,547 | Liabilities | 3,614,862 | 3,525,314 | 3,321,552 |
| Current asset | 2,000,590 | 1,897,290 | 2,039,763 | Current | 2,235,850 | 2,203,994 | 1,995,451 |
| Quick asset | 1,757,136 | 1,619,253 | 1,914,876 | Non-current | 1,379,012 | 1,321,320 | 1,326,102 |
| Inventory | 243,454 | 278,037 | 124,887 |  |  |  |  |
|  |  |  |  | Equity | 4,277,759 | 4,207,620 | 4,362,995 |
| Non-current asset | 5,892,030 | 5,835,644 | 5,644,784 | Paid-in capital | 1,044,181 | 1,044,181 | 1,044,181 |
| Investment | 390,136 | 343,406 | 183,632 | APIC | 1,728,150 | 1,728,150 | 1,728,150 |
| Tangible asset | 4,192,963 | 4,202,052 | 4,257,978 | Capital adjustment | 153 | $(122,408)$ | $(18,720)$ |
| Intangible asset | 805,155 | 829,830 | 897,755 | *AOC income/loss | 3,771 | 2,849 | 7,804 |
| Other non-CA | 503,775 | 460,356 | 305,419 | Retained earnings | 1,501,504 | 1,554,849 | 1,601,579 |

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

## Leverage

- Total Debt/Equity ratio and Net Debt/Equity ratio stood at $84.5 \%$ and $35.9 \%$ respectively
- Net Debt/Equity ratio rose by $5.1 \%$ p QoQ due to increased borrowings
* Long-term payable related to WCDMA license is excluded in calculating Net Debt/Equity ratio ( $45.7 \%$ if included) ${ }^{`}$


## [ Interest-bearing debt breakdown]

| (In million KRW) | 2008-3Q | 2008-2Q | QoQ | 2007-3Q | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing debt | 1,719,338 | 1,351,894 | 27.2\% | 1,378,754 | 24.7\% |
| Payable within one year | 686,967 | 371,726 | 84.8\% | 519,858 | 32.1\% |
| Net debt | 1,534,497 | 1,295,735 | 18.4\% | 837,675 | 83.2\% |

## Interest-bearing debt

- Interest-bearing debt comprised of KRW 73 billion of short-term borrowing, KRW 590 billion of current portion of long-term debt, KRW 24 billion of current portion of long-term borrowings, KRW 937 billion of long-term debt and KRW 95 billion of long-term borrowings
- Long-term payable of KRW 420 billion for WCDMA license is not included in calculating interest-bearing debt - Current portion of long-term payable: KRW 127 billion
- Long-term payable: KRW 293 billion

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## IX. Operation highlight

## A. Subscriber trend

| ('000) | 2008-3Q | 2008-2Q | 2008-1Q | 2007-4Q | 2007-3Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total number of subs. | 14,259 | 14,165 | 13,940 | 13,721 | 13,583 |
| KT resale subs. | 2,860 | 2,906 | 2,939 | 2,927 | 2,916 |
| Quarterly addition | 1,788 | 2,350 | 2,343 | 1,838 | 1,715 |
| Quarterly deactivation | 1,695 | 2,125 | 2,124 | 1,701 | 1,643 |
| Quarterly net addition | 93 | 225 | 219 | 137 | 72 |
| KTF-only (excluding resale subs.)) | 11,398 | 11,259 | 11,002 | 10,794 | 10,667 |
| Quarterly addition | 1,448 | 1,939 | 1,880 | 1,466 | 1,416 |
| Quarterly deactivation | 1,309 | 1,681 | 1,672 | 1,339 | 1,316 |
| Quarterly net addition | 139 | 258 | 208 | 126 | 100 |

## B. Subscriber breakdown by handset type

| $\left({ }^{\prime} 000\right)$ | $2008-3 Q$ | $2008-2 Q$ | $\mathbf{2 0 0 8 - 1 Q}$ | $\mathbf{2 0 0 7 - 4 Q}$ | $\mathbf{2 0 0 7 - 3 Q}$ |
| :---: | ---: | ---: | ---: | ---: | ---: |
| WCDMA | 7,408 | 6,316 | 4,840 | 3,205 | 2,024 |
| CDMA | 6,851 | 7,849 | 9,100 | 10,516 | 10,560 |
| Total | $\mathbf{1 4 , 2 5 9}$ | $\mathbf{1 4 , 1 6 5}$ | $\mathbf{1 3 , 9 4 0}$ | $\mathbf{1 3 , 7 2 1}$ | $\mathbf{1 3 , 5 8 3}$ |
| Including KT |  |  |  |  |  |

* Including KT resale sub.
C. ARPU

| (KRW) | 2008-3Q | 2008-2Q | 2008-1Q | 2007-4Q | 2007-3Q |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ARPU-excluding interconnect. | 31,893 | 32,012 | 31,044 | 31,064 | 30,569 |
| ARPU-including interconnect. | 40,104 | 40,093 | 38,467 | 39,063 | 38,577 |
| Data ARPU (Net basis) | 7,036 | 6,901 | 6,620 | 6,435 | 6,271 |
| Contribution to ARPU (Net) | 22\% | 22\% | 21\% | 21\% | 21\% |
| Data ARPU (Gross basis) | 7,757 | 7,521 | 7,200 | 7,274 | 6,883 |
| Contribution to ARPU (Gross) | 24\% | 23\% | 23\% | 23\% | 23\% |

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\# Appendix 1 : Income Statement

| (KRW mn) | '07-3Q | '07-4Q | F Y2007 | '08-1Q | '08-2Q | '08-3Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 1,780,672 | 1,942,473 | 7,293,321 | 2,082,820 | 2,292,249 | 2,020,910 |
| Voice | 772,373 | 793,059 | 3,077,847 | 787,243 | 825,935 | 830,940 |
| Data | 199,168 | 206,899 | 790,397 | 213,530 | 227,149 | 235,363 |
| Interconnection | 253,727 | 268,187 | 1,005,251 | 242,679 | 258,971 | 250,472 |
| Resale | 134,338 | 146,395 | 531,813 | 140,109 | 147,272 | 137,907 |
| Others | 34,721 | 52,336 | 166,551 | 48,336 | 57,183 | 46,922 |
| Handset | 386,346 | 475,596 | 1,721,462 | 650,923 | 775,739 | 519,306 |
| Operating Expense | 1,660,821 | 1,813,364 | 6,852,421 | 1,991,973 | 2,306,139 | 1,851,167 |
| Labor expense | 62,176 | 59,689 | 241,062 | 69,436 | 57,452 | 63,953 |
| Commission paid | 117,796 | 120,033 | 465,683 | 117,726 | 125,841 | 124,359 |
| Interconnection | 179,765 | 193,473 | 724,237 | 188,517 | 215,843 | 210,646 |
| International call | 6,059 | 8,181 | 21,849 | 7,354 | 8,027 | 5,744 |
| CP info usage charge | 12,903 | 17,319 | 54,681 | 8,935 | 13,299 | 10,877 |
| Rent | 39,228 | 43,332 | 157,796 | 40,902 | 43,627 | 42,904 |
| D\&A | 286,631 | 284,616 | 1,142,335 | 280,447 | 278,020 | 271,052 |
| Leased line cost | 95,818 | 94,746 | 386,542 | 96,724 | 89,279 | 91,664 |
| Utilities | 20,593 | 17,610 | 70,161 | 17,254 | 16,793 | 19,775 |
| Repair\&Maintenance | 18,495 | 21,624 | 72,853 | 13,085 | 16,496 | 16,493 |
| Lease | 0 | 0 | 0 | 0 | 0 | 0 |
| Marketing | 440,374 | 511,278 | 1,818,009 | 593,275 | 756,621 | 521,888 |
| Bad Debt | 8,318 | 7,861 | 45,467 | 20 | 6,330 | 16,195 |
| Taxe \& Dues | 8,706 | 8,095 | 37,755 | 9,855 | 6,781 | 5,819 |
| USO | 5,000 | 3,000 | 18,000 | 4,700 | 5,000 | 5,000 |
| Others | 26,785 | 27,906 | 95,128 | 25,788 | 31,557 | 31,589 |
| Cost of Handset sold | 332,174 | 394,599 | 1,500,862 | 517,956 | 635,172 | 413,208 |
| Operating Income | 119,851 | 129,108 | 440,900 | 90,847 | $(13,890)$ | 169,743 |
| Non-Operating Income | 11,134 | 8,581 | 66,196 | 32,595 | 27,265 | 76,756 |
| Interest income | 5,129 | 3,299 | 22,526 | 4,670 | 7,224 | 2,687 |
| Disposition of Available-for-sale | 452 | 578 | 4,538 | 2,517 | 0 | 539 |
| Gain from FOREX | 349 | (41) | 459 | 313 | 2,345 | 2,418 |
| Equity method evaluation | $(4,405)$ | (559) | 7,603 | 297 | 1,974 | 208 |
| Others | 9,610 | 5,304 | 31,071 | 24,797 | 15,722 | 70,904 |
| Non-Operating Expense | 51,277 | 72,946 | 220,175 | 92,629 | 82,557 | 147,254 |
| Interest | 30,807 | 29,841 | 127,258 | 27,659 | 25,546 | 31,634 |
| Loss from FOREX | 174 | 540 | 877 | 10,668 | 17,481 | 67,171 |
| Donations | 4,129 | 4,222 | 16,123 | 3,731 | 3,758 | 3,828 |
| Equity method evaluation | 6,765 | 13,788 | 25,702 | 37,449 | 20,848 | 31,132 |
| Disposition of Tangible asset | 7,519 | 21,479 | 43,998 | 2,821 | 3,320 | 12,530 |
| Others | 1,883 | 3,077 | 6,217 | 10,300 | 11,604 | 960 |
| Income before Taxes | 79,708 | 64,743 | 286,922 | 30,813 | $(69,182)$ | 99,245 |
| Income Tax | 16,821 | 11,693 | 42,777 | 10,282 | $(37,719)$ | 25,641 |
| Net Income | 62,887 | 53,051 | 244,144 | 20,531 | $(31,463)$ | 73,604 |

FY2008 3Q Earnings Release
\# Appendix 2 : Balance Sheet

|  |  |  |  |  |  |  | (KRW mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q-2008 | 2Q-2008 | 3Q-2007 |  | 3Q-2008 | 2Q-2008 | 3Q-2007 |
| Asset | 7,892,620 | 7,732,934 | 7,684,547 | Liabilities | 3,614,862 | 3,525,314 | 3,321,552 |
| Current | 2,000,590 | 1,897,290 | 2,039,763 | Current | 2,235,850 | 2,203,994 | 1,995,451 |
| Quick Asset | 1,757,136 | 1,619,253 | 1,914,876 | Trade payable | 367,898 | 632,003 | 314,964 |
| Cash | 134,189 | 55,533 | 440,138 | Other payable | 679,639 | 746,335 | 728,132 |
| ST Securities <br> Available-for-sale | 450 | 450 | 50,000 | Short-term borrowings | 73,438 | - | - |
| Securities | 50,201 | 176 | 50,940 | Advances from customer | 10,271 | 13,748 | 10,535 |
| Hold-to-maturity | - | - | - | Withholdings | 151,451 | 129,942 | 133,395 |
| Trade receivables | 1,337,450 | 1,381,582 | 1,137,142 | Accrued expenses | 173,008 | 175,409 | 137,005 |
| Other receivables | 51,924 | 40,583 | 70,398 | Current portion of LT debt | 740,765 | 497,475 | 627,520 |
| Short-term loans | 2,720 | 3,274 | 7,561 | Unpaid income tax | 32,872 | 2,248 | 37,891 |
| Advanced payment | 25,754 | 27,143 | 23,028 | Unpaid Dividends | - | - | - |
| Prepaid expenses | 19,151 | 19,948 | 18,179 | Others | 6,508 | 6,834 | 6,009 |
| Accrued income | 114 | 62 | 2,526 |  |  |  |  |
| Deferred tax | 135,182 | 90,503 | 114,964 |  |  |  |  |
| Others | - | - | - |  |  |  |  |
| Inventory | 243,454 | 278,037 | 124,887 |  |  |  |  |
| Non-Current | 5,892,030 | 5,835,644 | 5,644,784 | Non-Current | 1,379,012 | 1,321,320 | 1,326,102 |
| Investment | 390,136 | 343,406 | 183,632 | Bonds | 937,354 | 917,563 | 858,895 |
| LT financial investment | 10 | 13 | 16 | Long-term borrowings | 95,016 | 62,604 | - |
| Investment securities | 15,735 | 16,087 | 32,646 | Long-term payables | 292,561 | 289,391 | 402,066 |
| Equity method security | 206,123 | 232,193 | 100,194 | Others | 54,081 | 51,762 | 65,141 |
| Hold-to-maturity |  |  |  |  |  |  |  |
| Long-term loans | 57,527 | 48,760 | 32,477 |  |  |  |  |
| Others | 110,740 | 46,353 | 18,300 |  |  |  |  |
|  |  |  |  | Equity | 4,277,759 | 4,207,620 | 4,362,995 |
| Tangible Asset | 4,192,963 | 4,202,052 | 4,257,978 |  |  |  |  |
| Land | 118,857 | 119,032 | 119,301 |  |  |  |  |
| Buildings | 340,006 | 342,806 | 263,523 | Capital Stock | 1,044,181 | 1,044,181 | 1,044,181 |
| Structure | 74,230 | 74,246 | 73,873 |  |  |  |  |
| Equipment \& Machinery | 3,430,734 | 3,433,841 | 3,537,014 | APIC | 1,728,150 | 1,728,150 | 1,728,150 |
| Vehicles | 2,153 | 2,451 | 2,878 |  |  |  |  |
| Construction in progress | 44,828 | 36,921 | 80,246 | Capital Adjustment | 153 | $(122,408)$ | $(18,720)$ |
| Others | 182,155 | 192,755 | 181,144 |  |  |  |  |
|  |  |  |  | Accumulative Other | 3,771 | 2,849 | 7,804 |
| Intangible Asset | 805,155 | 829,830 | 897,755 | Comprehensive Gain\&Loss |  |  |  |
| Others | 503,775 | 460,356 | 305,419 | Retained Earnings | 1,501,504 | 1,554,849 | 1,601,579 |
| Long-term Receivables | 198,974 | 126,132 | 40,646 |  |  |  |  |
| Guarantee deposit | 212,665 | 216,686 | 219,223 |  |  |  |  |
| Deferred income tax | 88,997 | 113,607 | 45,550 |  |  |  |  |
| Others | 3,140 | 3,931 |  |  |  |  |  |


[^0]:    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.

[^1]:    * Based on KTF only subs (excluding KT resale subs).

