

To Our Valued Investors & Analysts

KTF

FY01 3Q Earnings Release

Oct.

Contents



- FY01



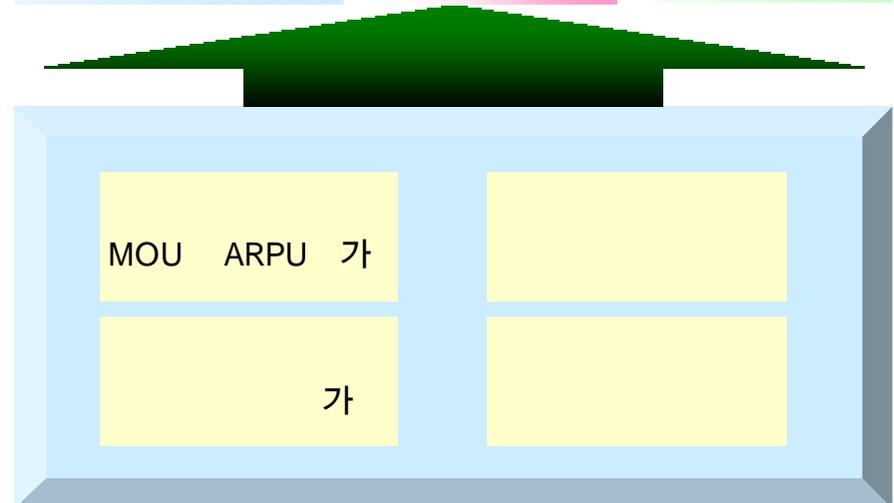
KTF+KTM

	3Q 2001	2Q 2001	(%)	3Q 2000	(%)
I.	272,335	146,140	86.4%	136,682	99.2%
1. PCS					
	1,024,956	1,022,471	0.2%	781,734	31.1%
PCS	751,654	742,061	1.3%	558,539	34.6%
	231,302	240,038	-3.6%	214,894	7.6%
	32,731	31,319	4.5%	5,405	505.6%
	9,269	9,053	2.4%	2,896	220.1%
	761,286	878,590	-13.4%	645,442	17.9%
가	451,293	443,060	1.9%	376,884	19.7%
	309,993	435,530	-28.8%	268,558	15.4%
	263,670	143,881	83.3%	136,292	93.5%
2.					
	181,949	382,136	-52.4%	169,447	7.4%
가	173,284	379,877	-54.4%	169,057	2.5%
	8,665	2,259	283.6%	390	2121.8%
II.					
	71,925	68,053	5.69%	46,524	54.60%
1.	66,085	70,204	-5.87%	51,817	27.54%
2.	13,327	12,189	-209.34%	319	-4277.74%
3.	7,487	10,038	-174.59%	4,974	50.52%
VI.					
	200,410	78,086	156.65%	90,157	122.29%
VII.					
				3,005	
VIII.					
	200,410	78,086	156.65%	93,162	115.12%
IX.					
	63,196	22,036	186.79%	28,414	122.41%
X.					
	137,215	56,050	144.81%	64,748	111.92%

M.com

PCS		31%	가.
EBITDA margin	2	29%	,
	3	43%	.

	3Q -2001	3Q -2000
PCS	10,250	7,817
	2,723	1,367
EBITDA	4,365	2,537
	1,372	647



2001 9

(:)

6,749,394	5,000,030
1,686,430	2,766,415
	2,233,615
1,609,084	
77,346	
	1,749,364
5,062,964	
	911,033
636,696	1,042,197
4,417,143	171,924
9,125	31,942

9	Net Cash Inflow	가
	3,943	(1,736)
		3,878
	184	(\$127) +
	258	(JPY23.6)

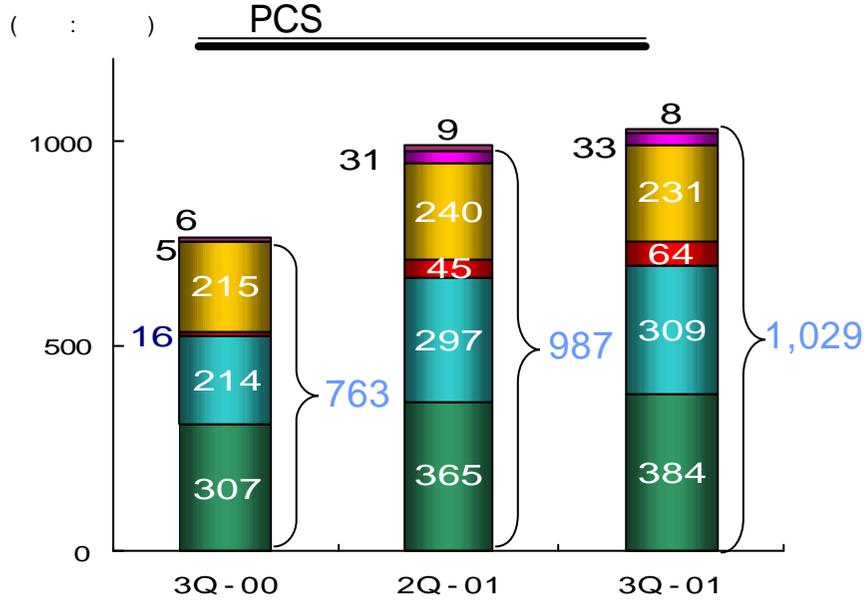


	3Q - 01	2Q - 01
	286%	318%
	282%	313%
	3.86	1.86
EBITDA	6.19	3.75
ROA	8%	3%
ROE	33%	14%
EBITDAmargin	43%	29%
EPS	756.49	309.01

* ROA ROE (X4)



* 가 PCS MOU ARPU



가 / 26% 가

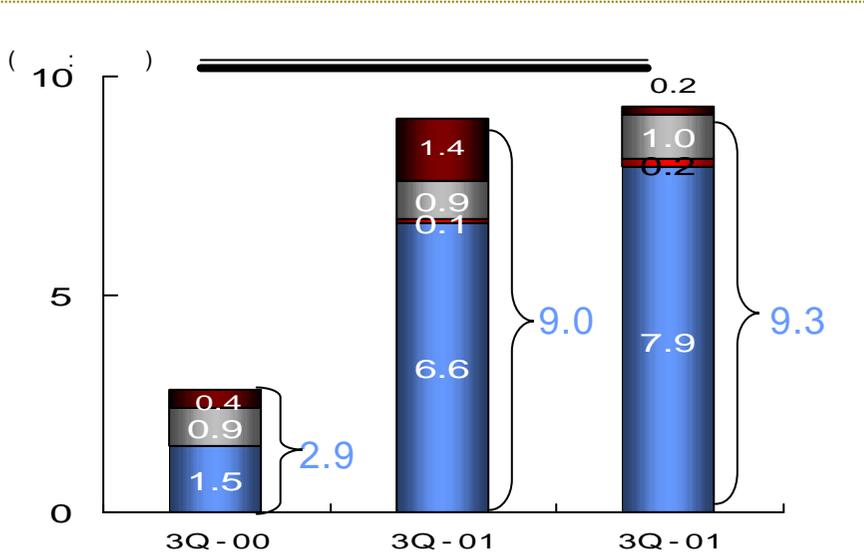
가 MOU ARPU

가 44% 가

가 3

가 8% 가

()



(00345)

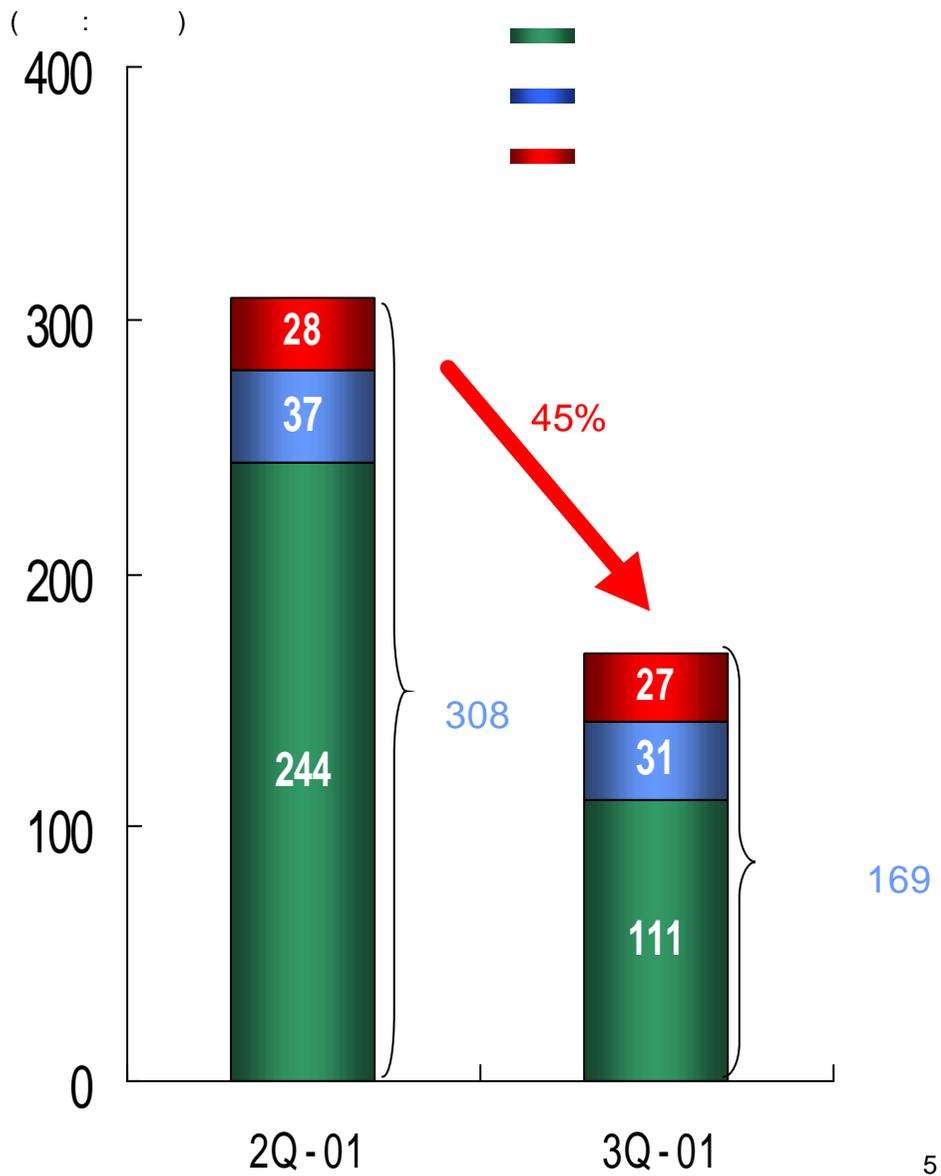
413%

M-Commerce

1

가

()

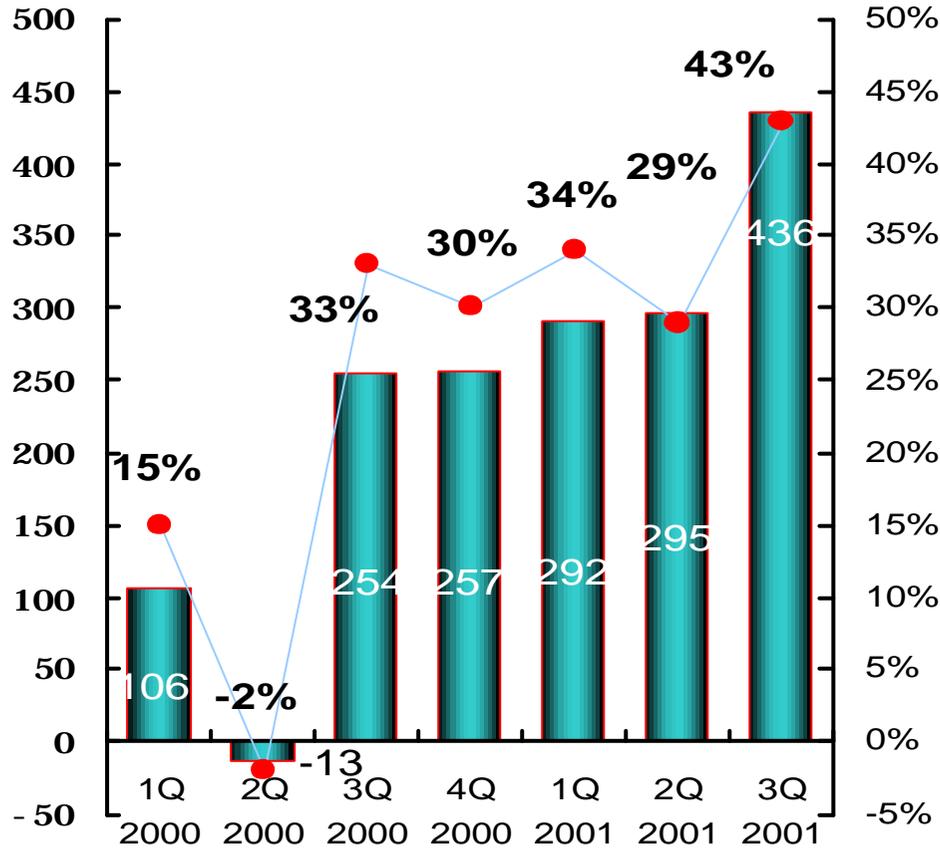


2/4 : SKT STI
가

3/4 :
-

(EBITDA)

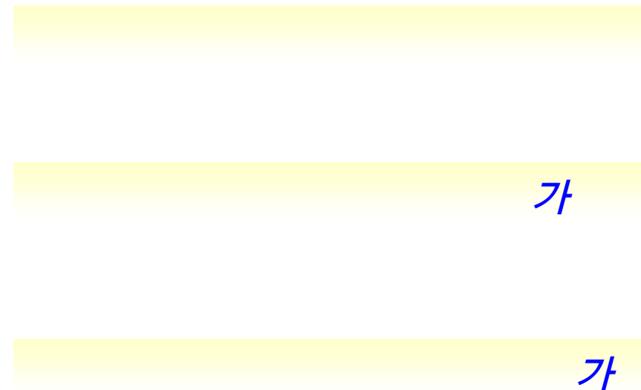
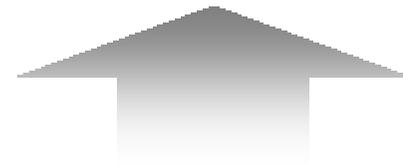
(:)



■ EBITDA ● EBITDA Margin

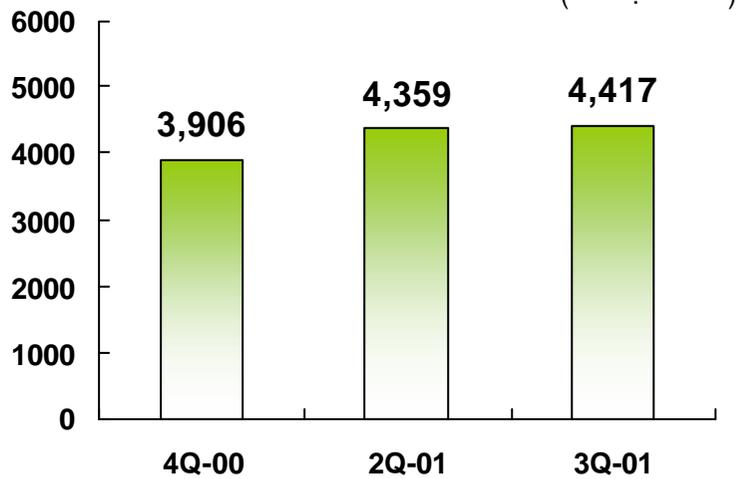
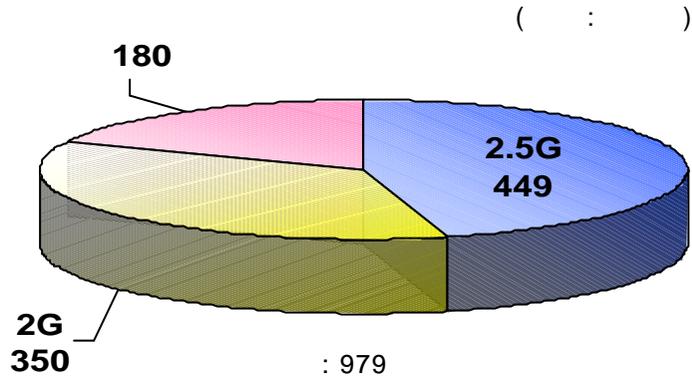
) EBITDA = + 가 -(- 가)
 EBITDA margin = EBITDA / (PCS +)

EBITDA
 1,415 가 ,
 margin 14%P 가
 43%



CAPEX

2001 Capex (9)



2001

Y 2001	
2G	417
2.5G	493
	910
	17
	39
BIZ	13
IT	60
	61
	190
	1,100



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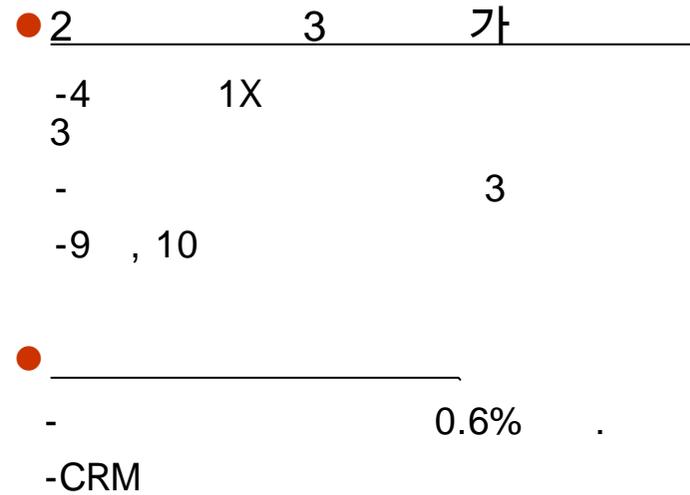
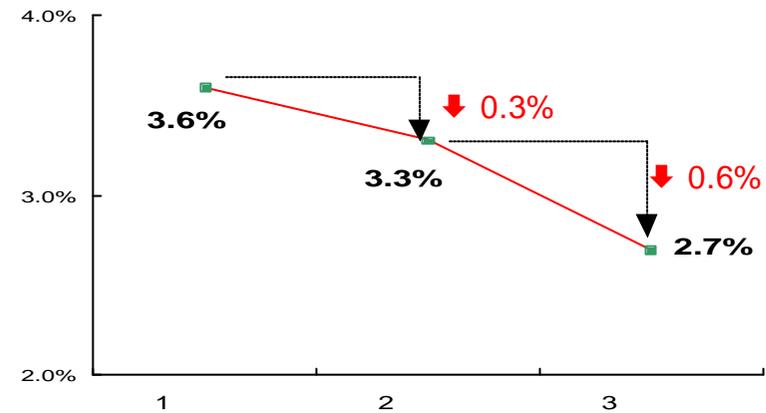
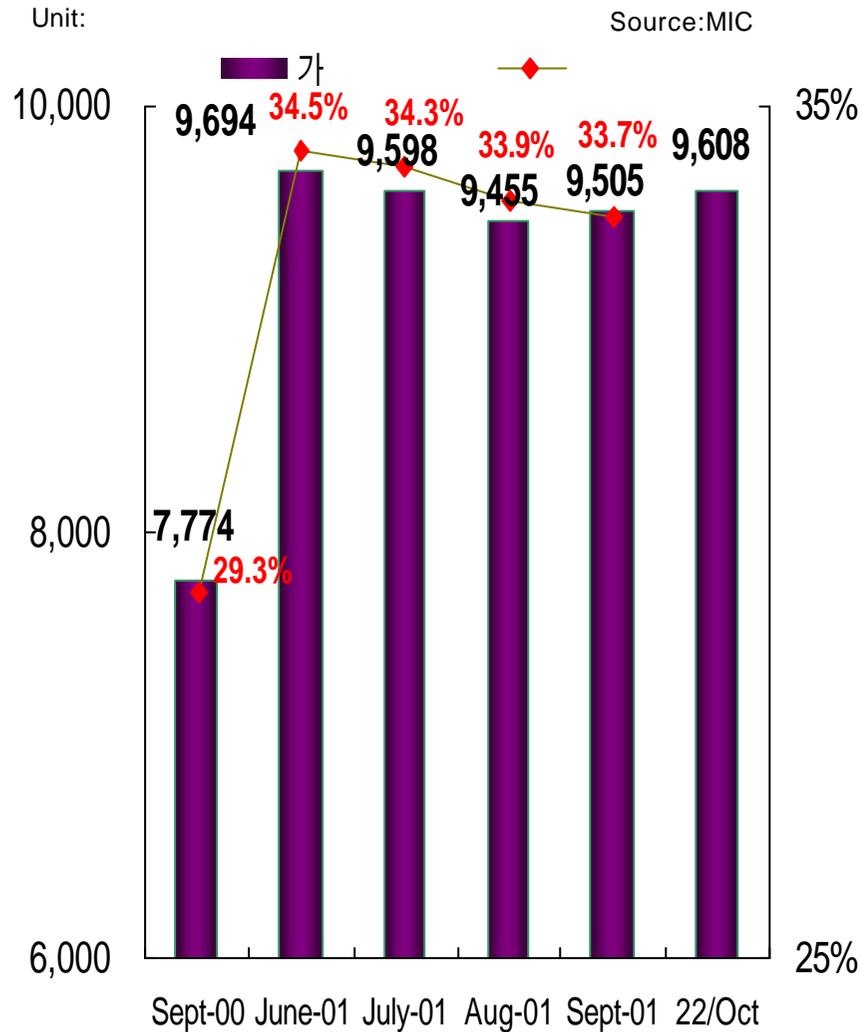
-

- FY01

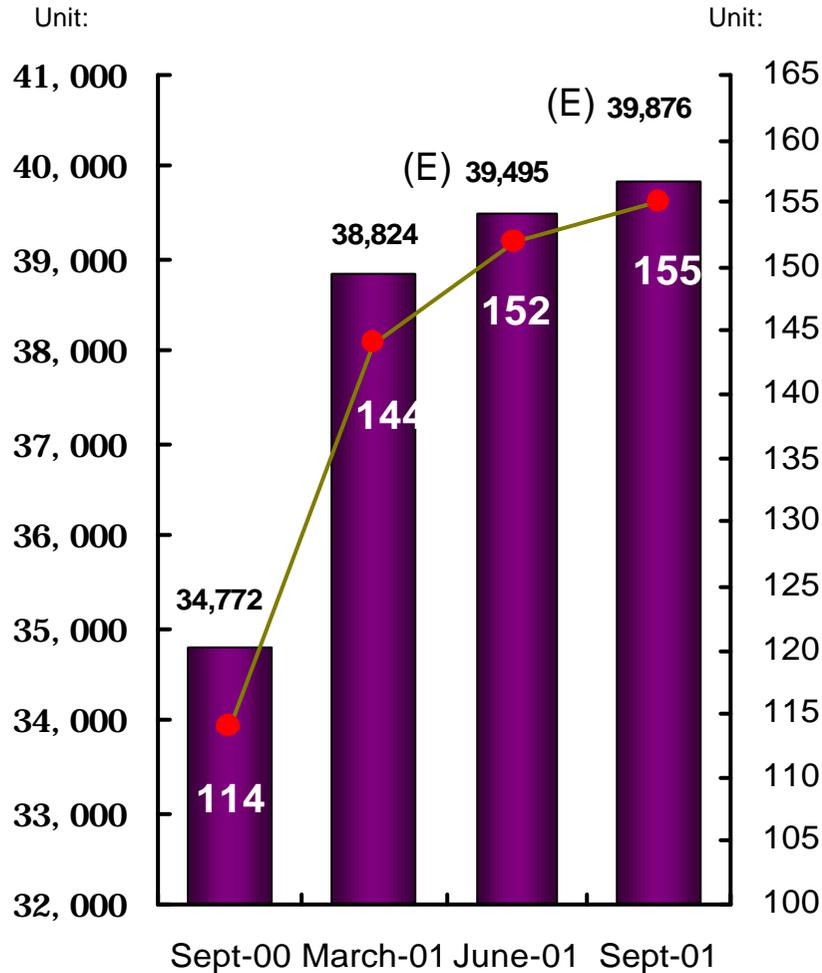
-

가

가



ARPU & MOU



- MOU- 3 36% 가
- ARPU- 3 15% 가

▶ ARPU MOU가 가

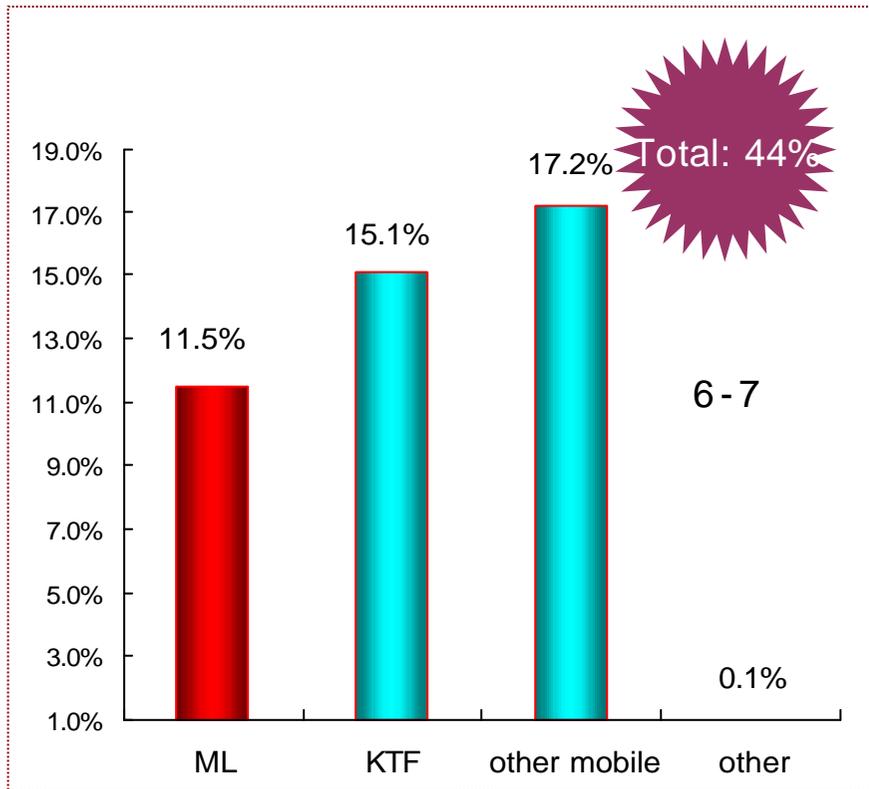
1. 가
- 2.
- 3.
4. 가 가
5. M-commerce, Viz 가
- 6.

▶ 가 ARPU가 가

■ ARPU-including LM&MM intercon. ● Outgoing MOU

Call Traffic

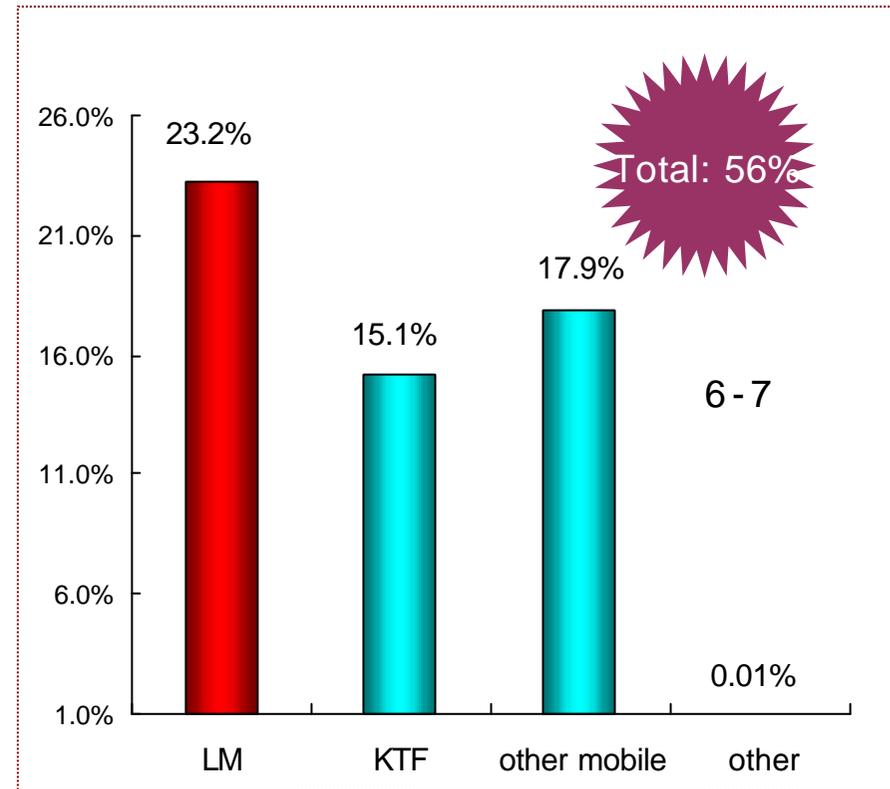
Outgoing



3Q

- LM: 241
- MM: 1,000

Incoming



3Q

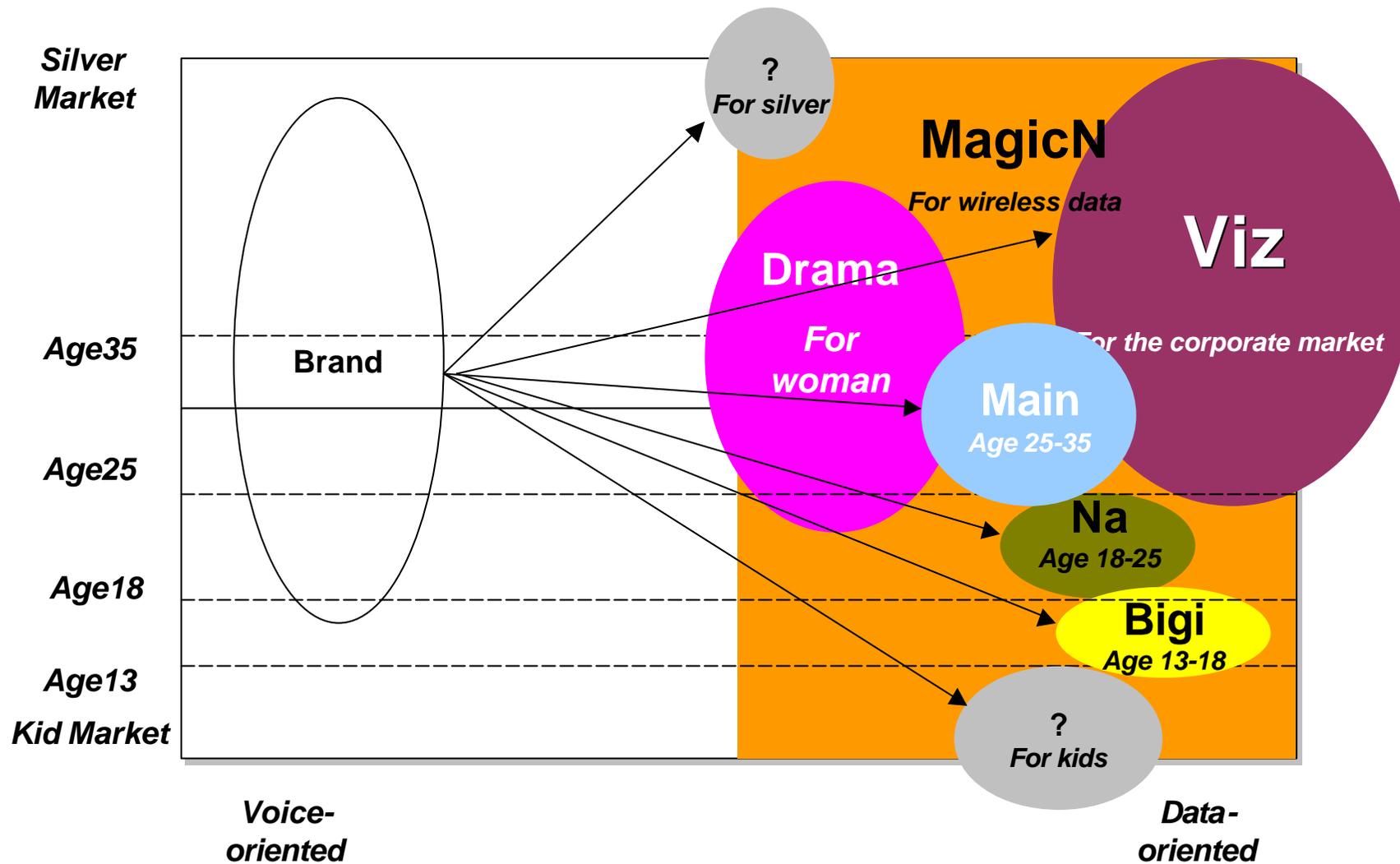
- LM: 1,725
- MM: 1,038

*

KTF 가

KTF

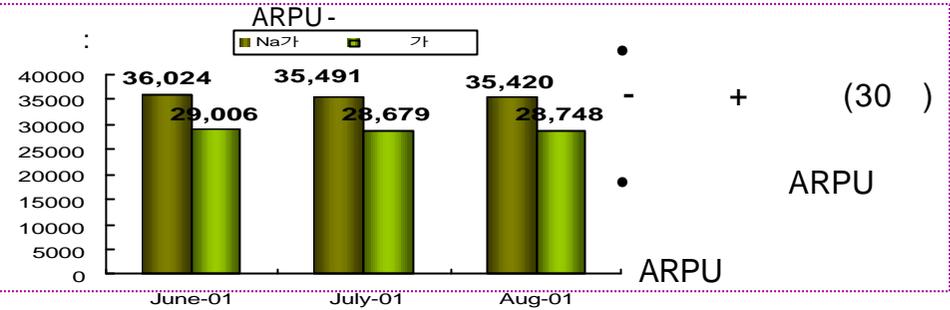
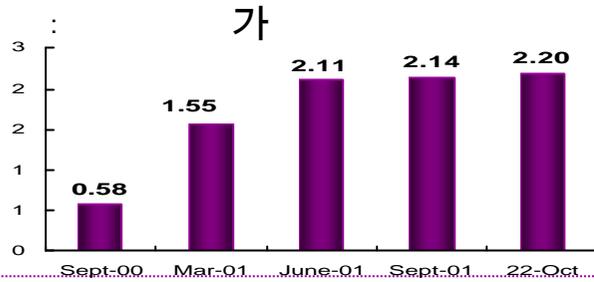
가 , 가 가 ARPU 가



18-25



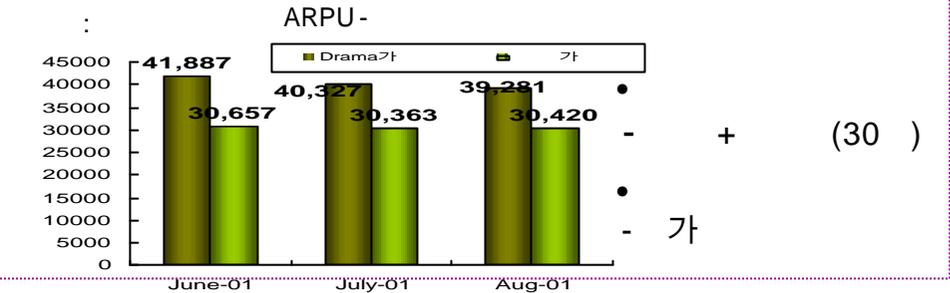
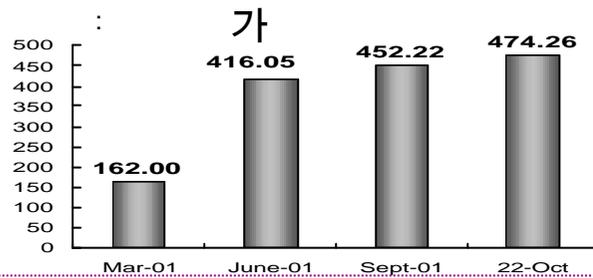
2000 5



+ (30)
ARPU



2000 12

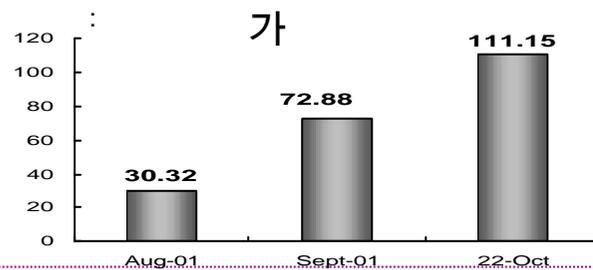


+ (30)
가

13-18



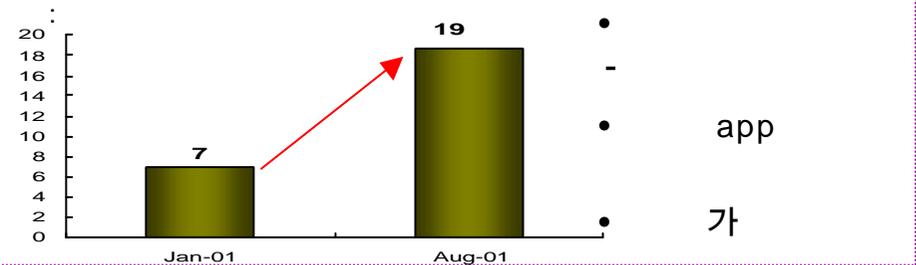
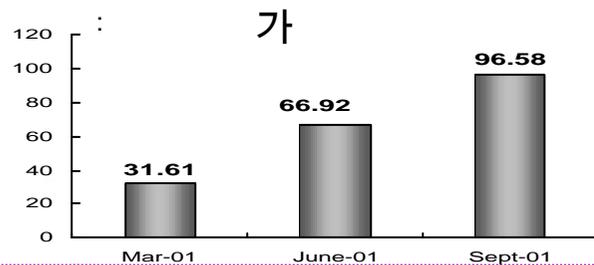
2001 8



- First-experience market
- 10 : 30%
-



2001 1



app
가



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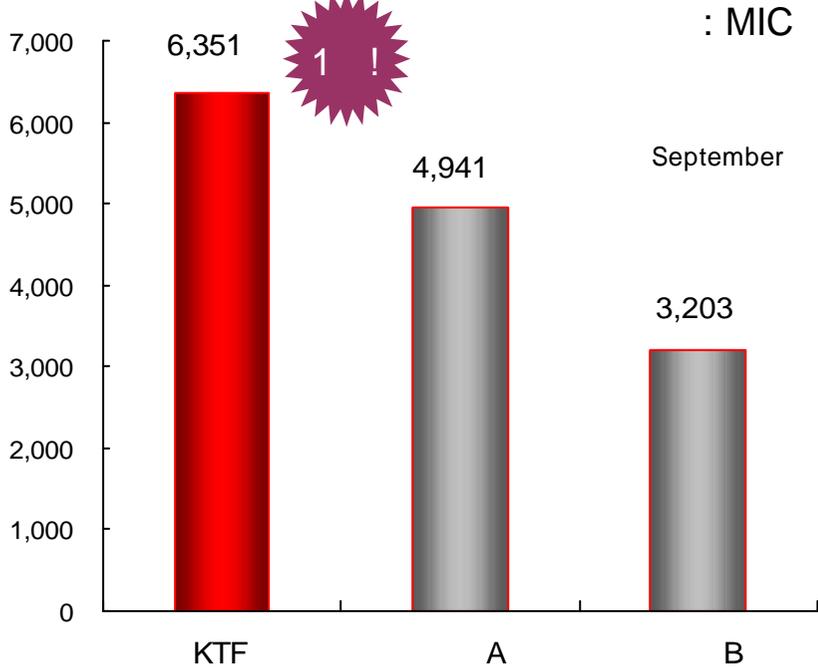
- FY01



가

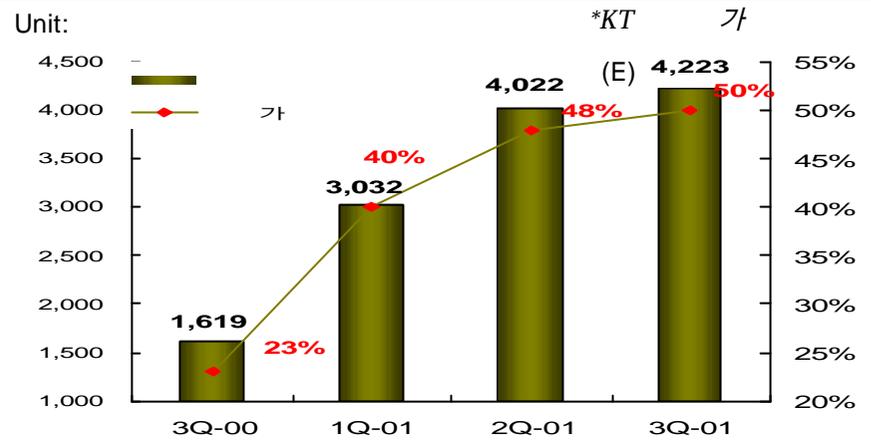
adopter 가 early
KTF 가
-) +

Unit:



가

Unit:



SMS/

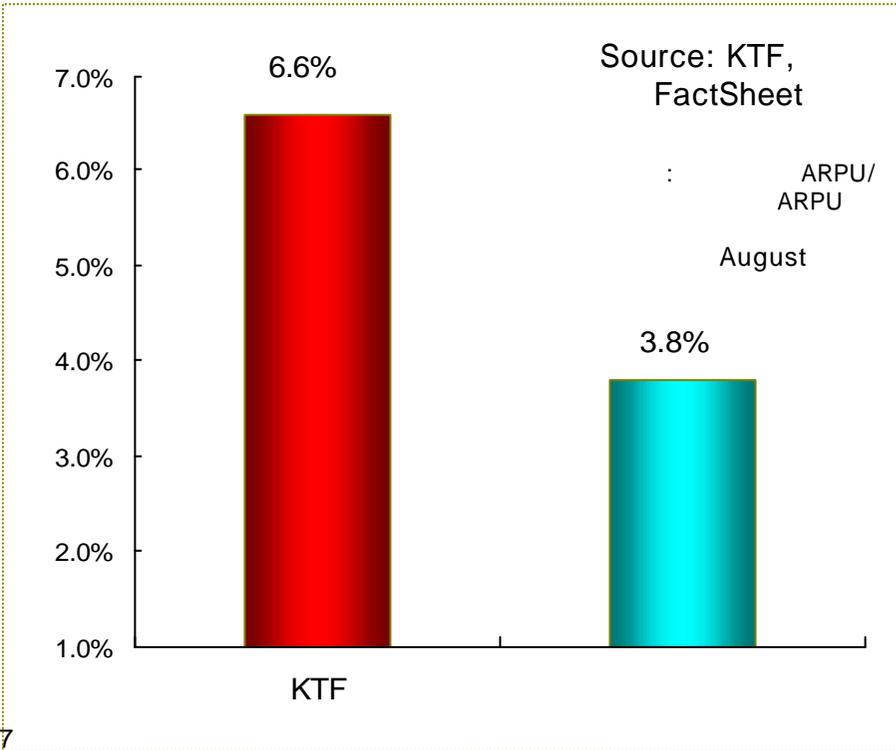
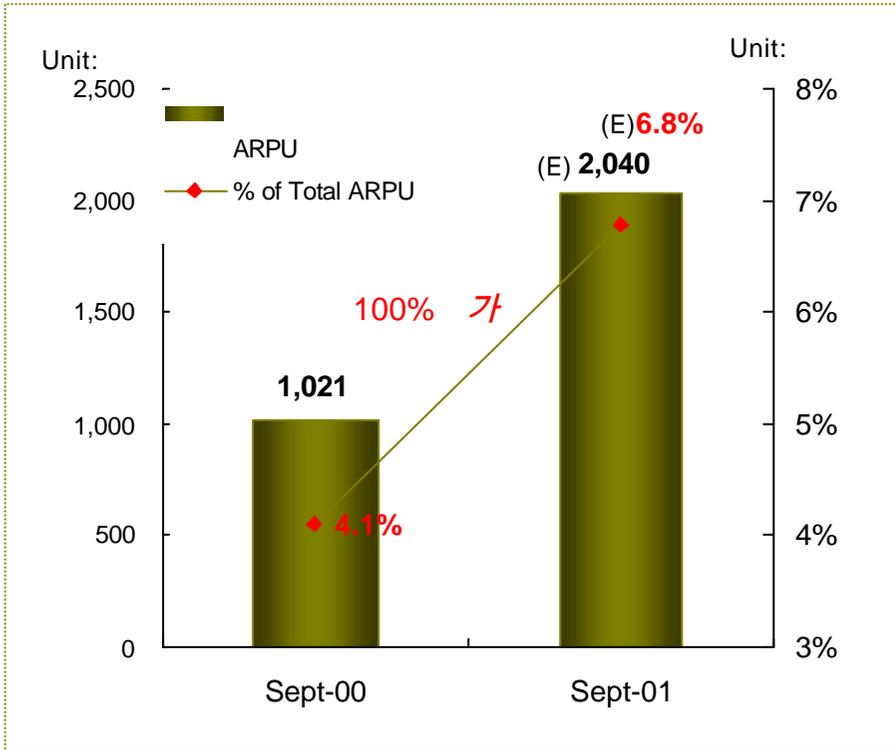
ARPU

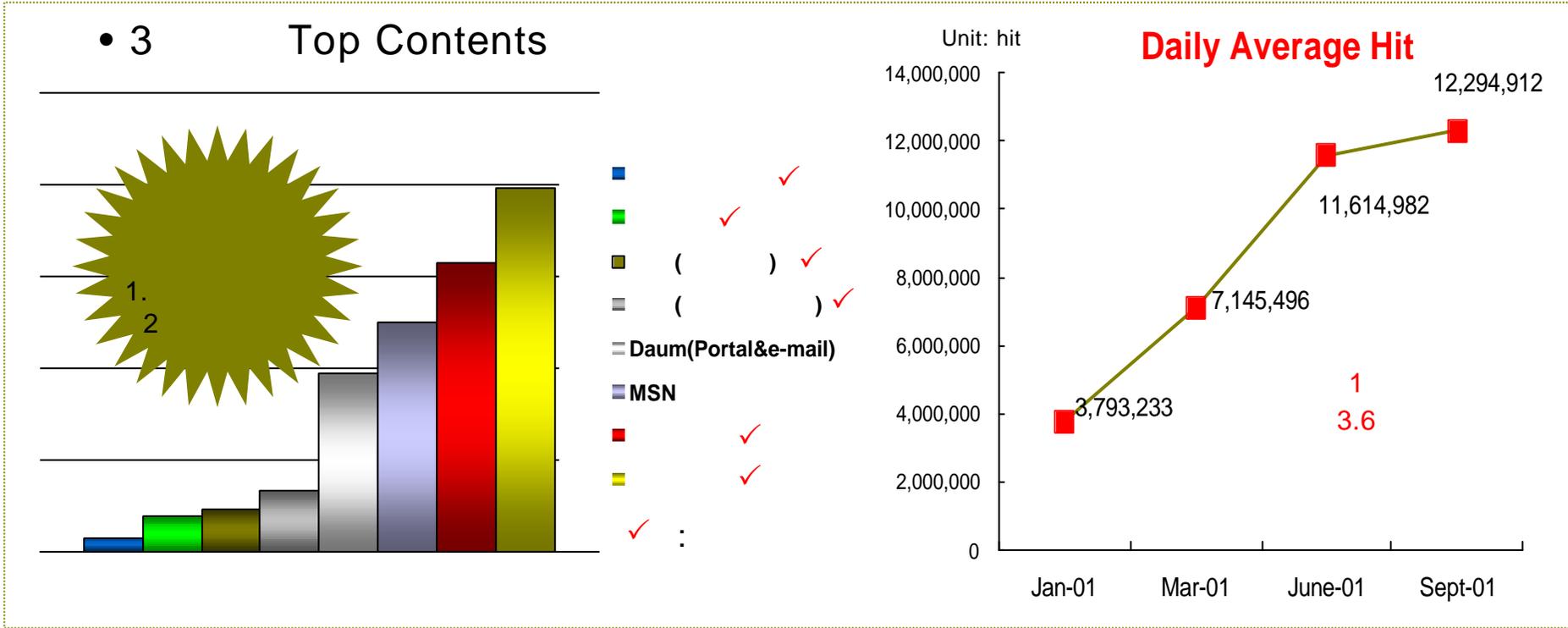
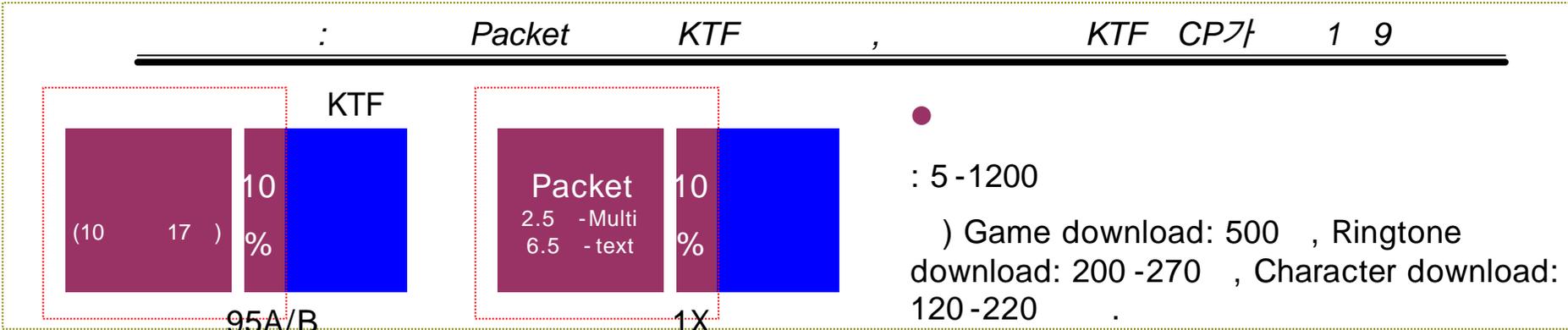
ARPU 가
(9 100% 가)

- ▶ ARPU (9 ARPU 100% 가) ARPU 16% 가,
- ▶ , 가, 1X

가 ARPU

- ▶ 가 ARPU
- ▶ SKT , MagicN ,
- 가







Contents



- FY01



KTF CDMA1X

1.

KTF 2G
▶ 95B
(
: ~64.4Kbps)

2G
▶ 95A
(
: ~14.4Kbps)

rollout !

2. 가

10 -20
(45%) cf) : 29%

2G
ARPU

1X

potential !

3.

BREW

▶ Java
20-400

▶ APP
Java

▶ Chip
CP

initiative !

1X

가. 2G 가 ARPU
1X가 ARPU

. 1x

1. 1X 2G 1.7

2. 가
144Kbps 2G 2

3. HDR

. 3G

. 가 가 가 FA

1. 2G 9FA
900 .

2. 가 가 가 가 (2005)
가 가 1 5

CDMA1X 가

10 20 가

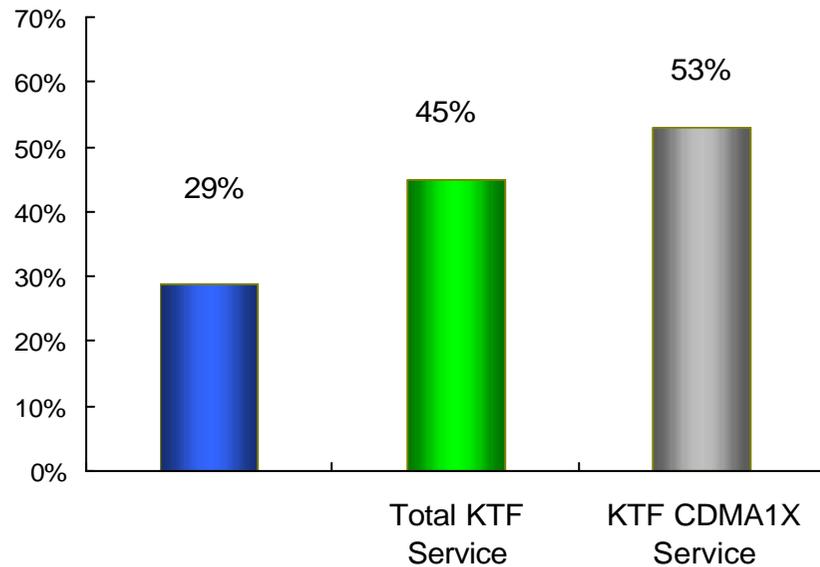
- early adopter 10 , 20 가 KTF
- 10 /20 KTF 1X가
- 10 ,20 .

1X 가

- 가
- 1X가 가
- KTF 1X
- line - up change 1X

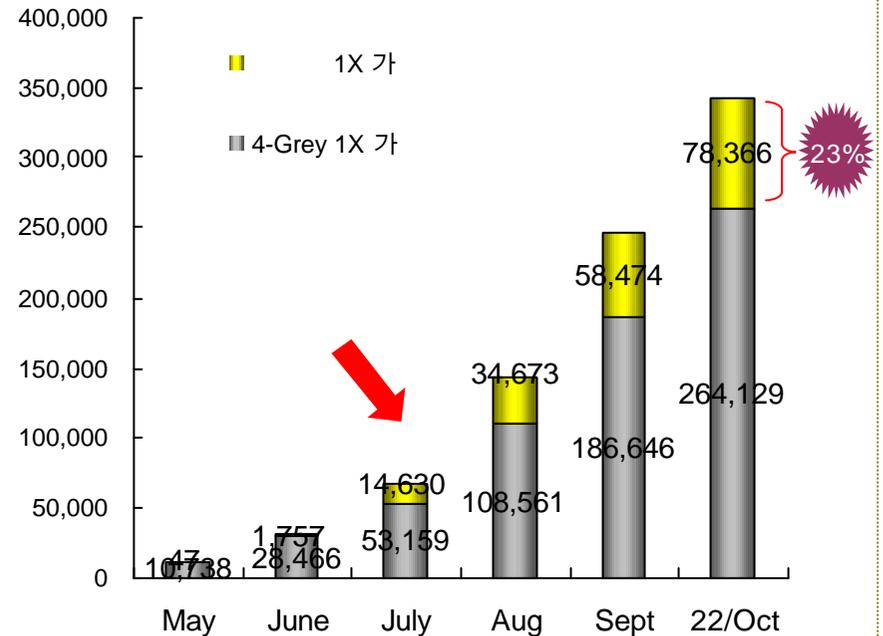
Unit:

10 20 가



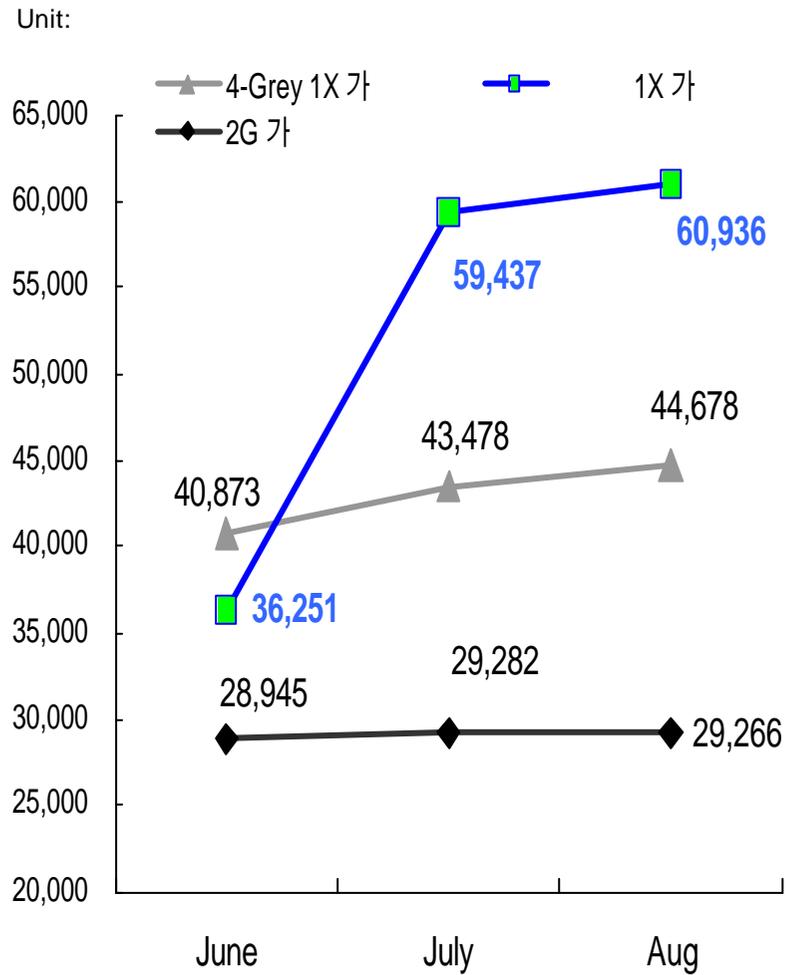
Unit:

*KT Resale

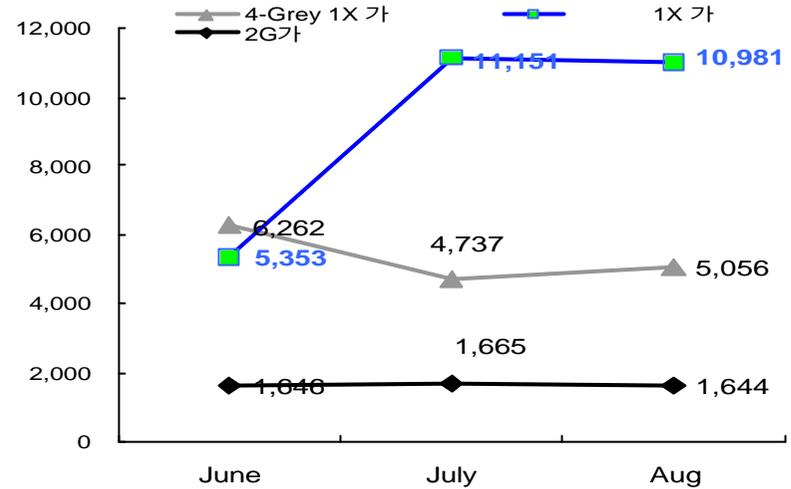


CDMA1X ARPU

2G/1X ARPU



2G/1X ARPU



1X ARPU

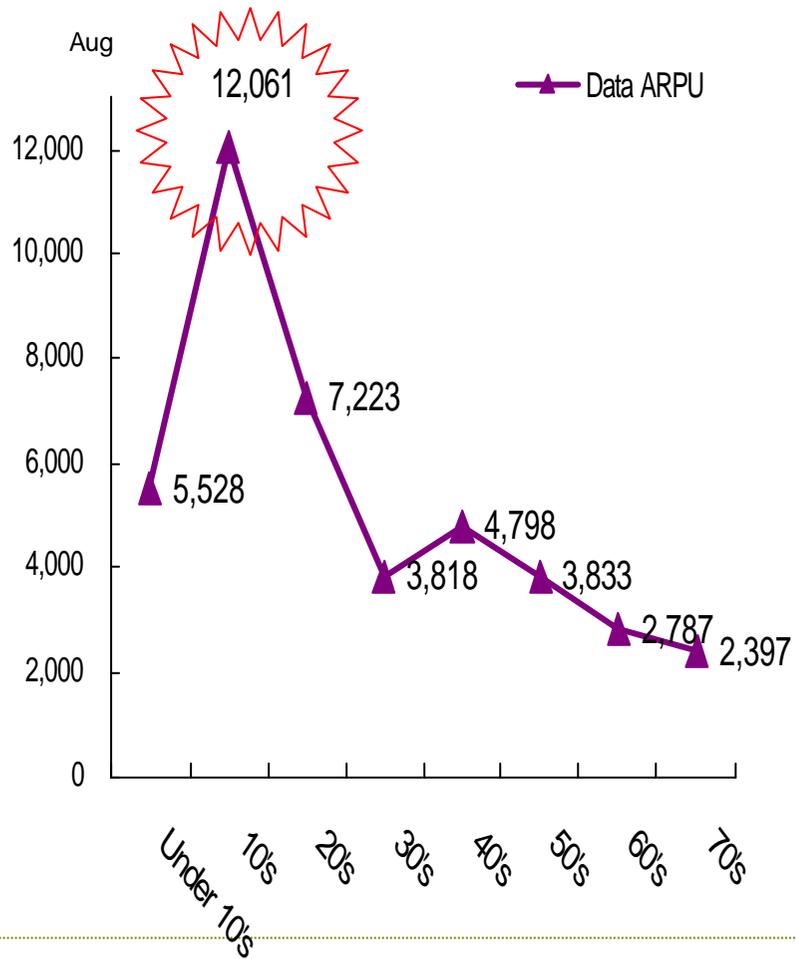
- | | | |
|----|-------|-------|
| 1X | 가 | ARPU가 |
| 1X | 가 | ARPU |
| 2 | , 2G가 | ARPU |
| 9 | | |
- | | | | |
|---|---------|---|---|
| ➔ | 1X ARPU | 가 | 가 |
| | , 1X | 가 | |
| | ARPU | 가 | |

가

Data ARPU

1X 가

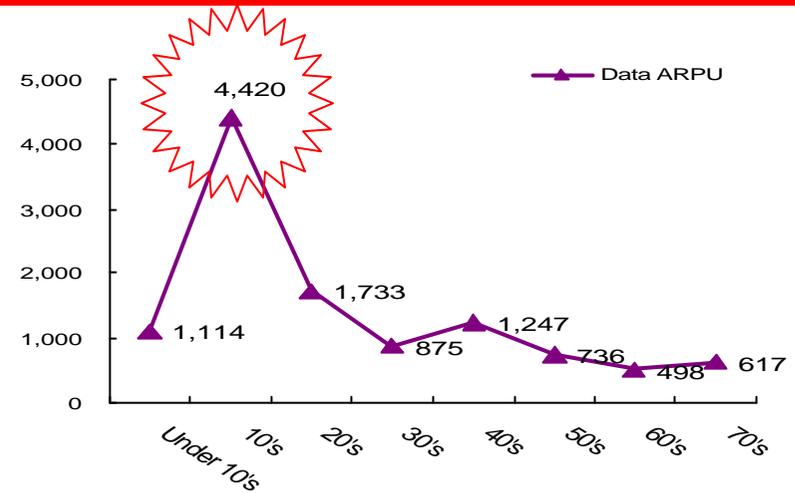
ARPU



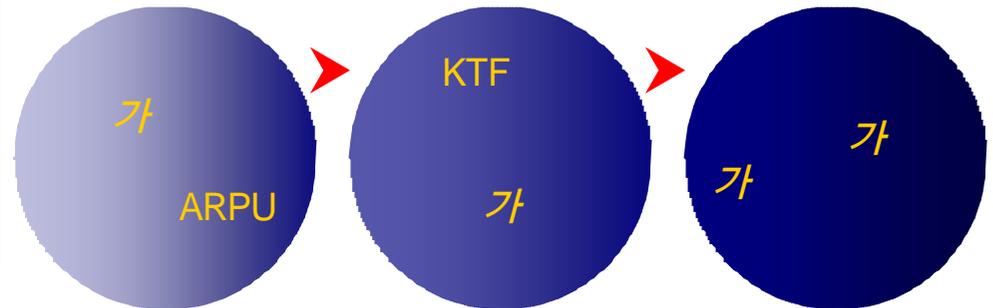
- Case Study -

2G 가

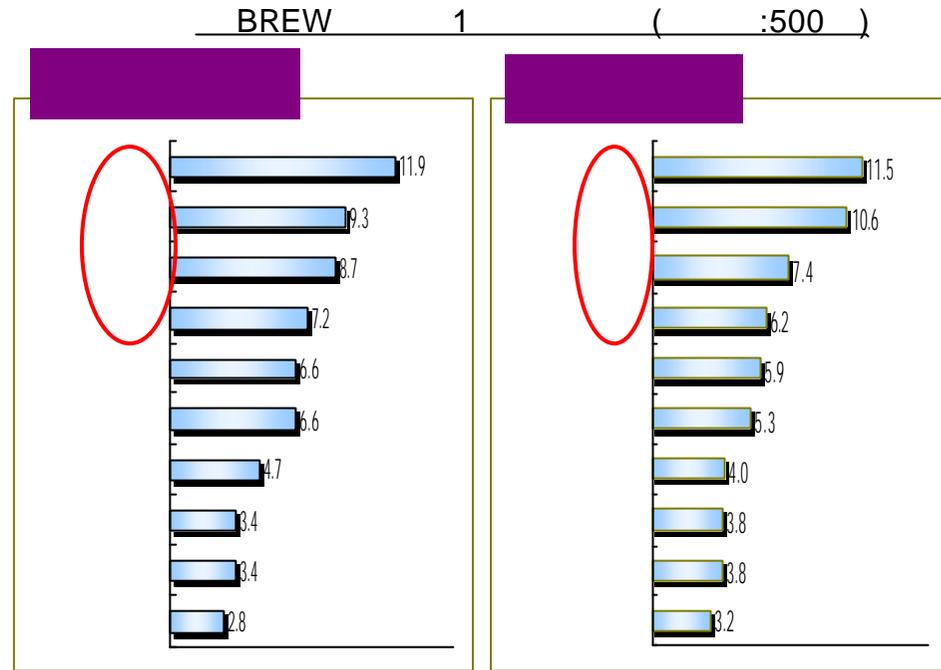
ARPU



KTF

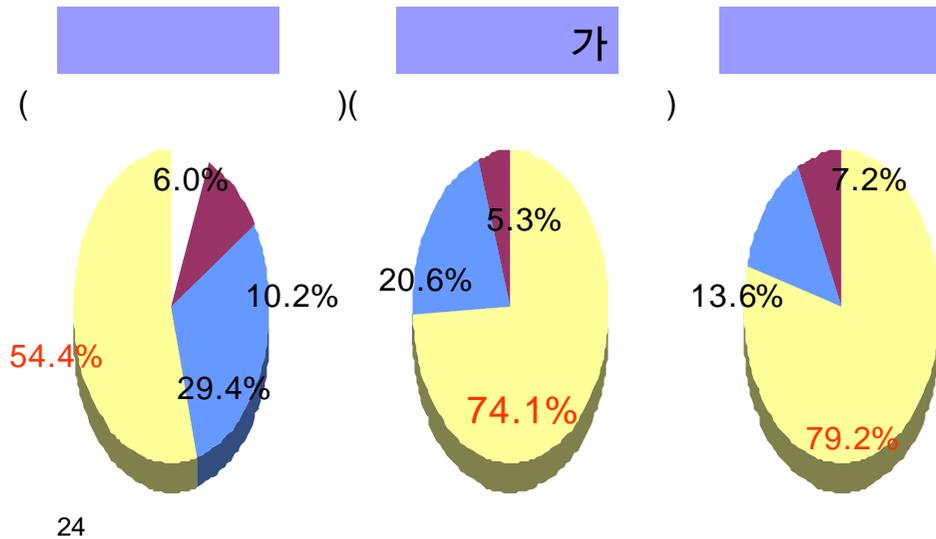


Multipack -BREW



BREW(Binary Runtime Environment for Wireless)

1. : C++ * 가
2. DRIVING FORCE
3. : CP : 400 ,
4. : 가



M-Commerce

KTF M-Commerce

Mobile Banking

16

(NpayMagic)

Daum, ()
- -10 3 1

- 6 100 , 5

- / , 가 ,
- -My , 9 가 : 1 ,
- - 5 가

KTF Smart Card

IC Chip

M-Card

*BC,

Mobile
Wallet

Card Slot

m-Smart
Payment

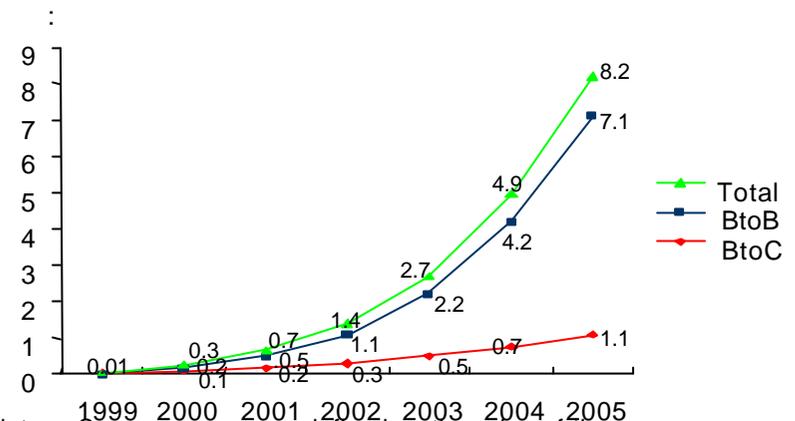
1. 가
- 0.3%

2. 가
e-CRM

3. Lock-in

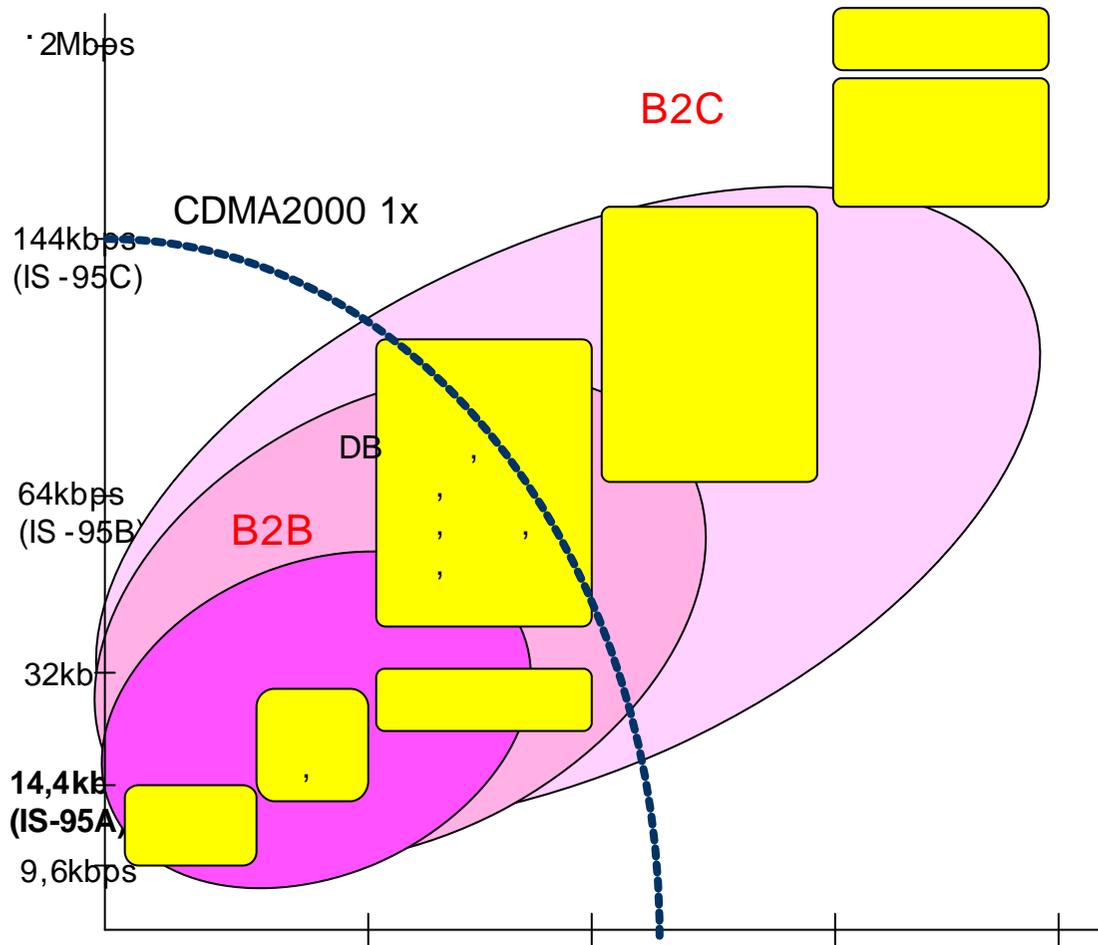
25

M-Commerce



Note: mCommerce revenue defined as the value of the transactions, together with transaction charges and telecommunications costs associated with the transaction, and any subscription fees
Source: Accenture analysis, Ovum 2001

VIZ-



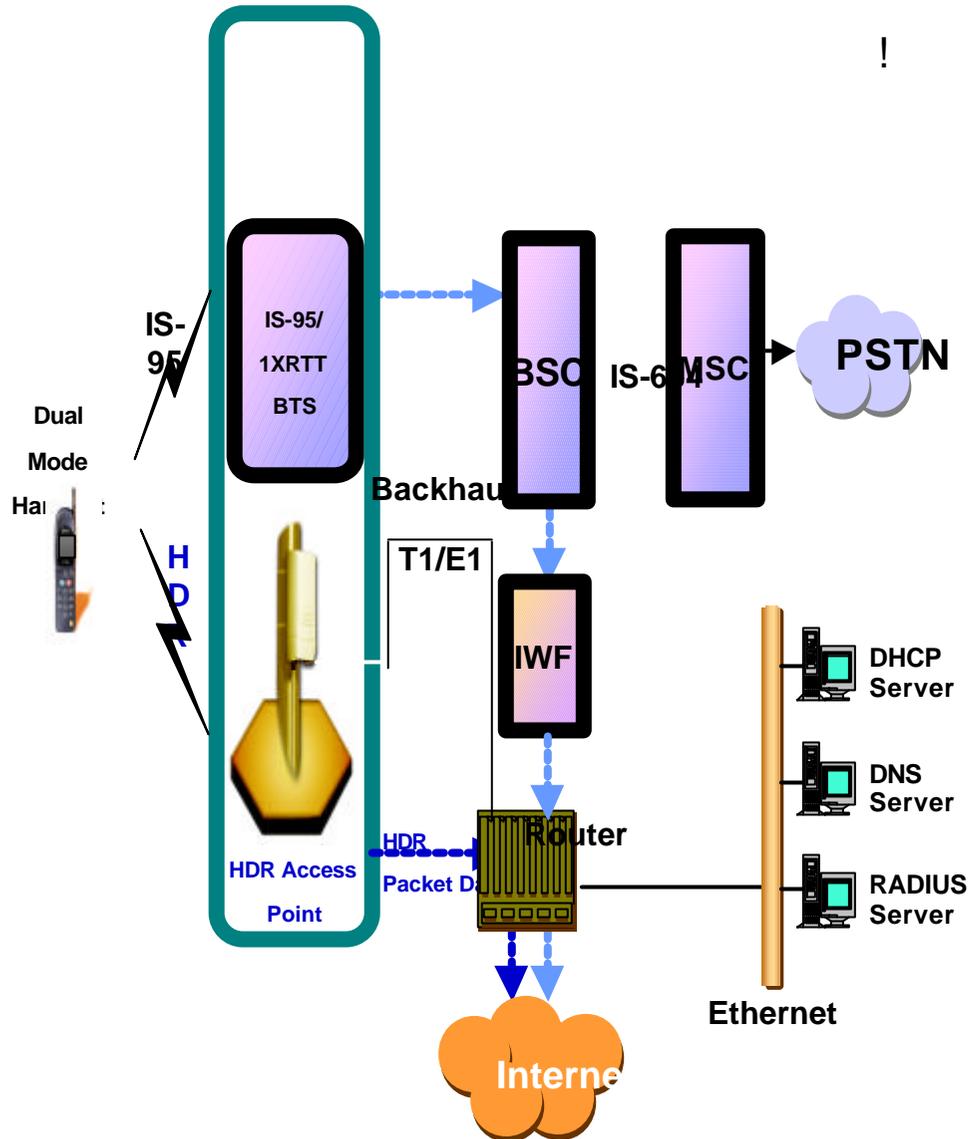
KTF 'Viz'

Mobile Office	• , PDA
Mobile Track	•
Mobile Telemetry	• ,
Mobile Commerce	• , nZone

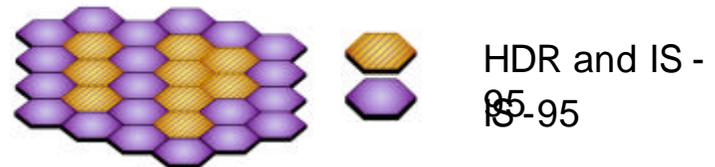
'Viz'

nZone	• : • _____	! !
Tele matics	• : 11 1 • _____	! !

CDMA1X EV-DO(High Data Rate)



- 2002 5
- : ~2.4Mbps
- cell sites, towers and antennas
- HDR
- 95
- Pure Packet Data
- 'always-on'



Contents



• FY01



FY01

가

- 가 가
- KTICOM Dilution

4

1. ()
- Consensus
2. 1X
- 1X 가
3. - niche
4. ARPU 가
- M-Commerce, PDA, Wireless Modem

- : 33.7%
- 1X가 : 0.76 → 1
- : 3 8,610 → 3 9,210

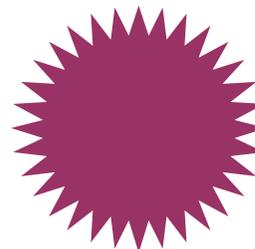
FY01

- : 6920 → 7500
- : 3610 → 4340
- : 2500 → 3000

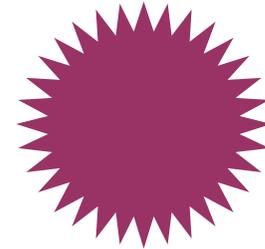
* (3000)

*KT M.com 1 4

KTF



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- FY01



-

ARPU

Case Study

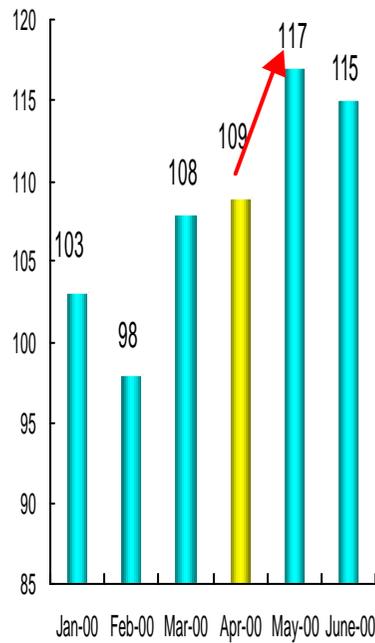
2000 4

(KTF: 5% SKT: 15%)

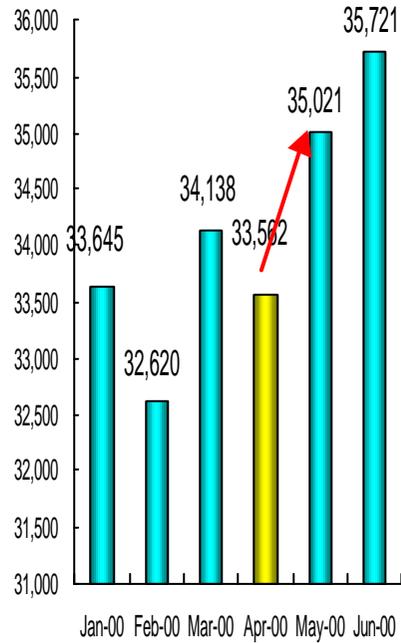
→

MOU ARPU 가

MOU



ARPU



KTF

→

3가 SKT

(1 : 6.4%, 2 : 8.5%, 3 : 10.8%)

→ KTF

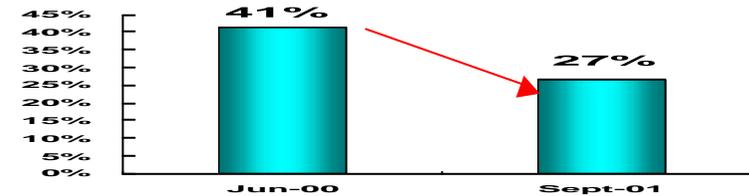
→

→

가 ARPU

(: case study)

가



가

→ 9

120 가