

[illegible]

IR , KTF



FY2002

KTF+KTM

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	FY 2002	FY 2001	(%)	4Q-2002	3Q-2002	(%)
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I.	844,190	791,984	6.6%	186,994	226,329	-17.4%
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1. PCS						
	4,241,453	3,960,085	7.1%	1,112,895	1,060,539	4.9%
	3,178,121	2,870,803	10.7%	828,013	796,210	4.0%
	841,153	941,600	-10.7%	219,233	209,465	4.7%
	168,971	111,664	51.3%	52,216	40,924	27.6%
	4,585	4,397	4.3%	1,282	1,225	4.7%
	48,623	31,621	53.8%	12,151	12,715	-4.4%
	3,406,609	3,180,283	7.1%	925,926	839,171	10.3%
	834,844	779,802	7.1%	186,969	221,368	-15.5%

2.						
	1,111,619	1,032,060	7.7%	271,086	319,758	-15.2%
가	1,102,273	1,019,878	8.1%	271,061	314,797	-13.9%
	9,346	12,182	-23.3%	25	4,961	-99.5%

II.	231,748	231,681	0.0%	89,117	63,182	41.0%
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1.	198,142	252,920	-21.7%	56,883	48,182	18.1%
2. /	3,265	4,215	-22.5%	463	946	-148.9%
3.	36,871	17,024	-316.6%	31,771	15,946	99.2%

VI.	612,443	560,303	9.3%	97,877	163,148	-40.0%
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VIII.	612,443	560,303	9.3%	97,877	163,148	-40.0%
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IX.	80,280	124,494	-35.5%	6,170	30,527	-79.8%
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X.	532,163	435,809	22.1%	91,707	132,621	-30.9%
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■ 2001	2002	PCS
	7.1%,	22%
■ 3Q	4Q PCS	4.9%

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	FY 2002	FY 2001	가
가	10,333	9,591	7.7%
PCS	4,241.5	3,960.1	7.1%
	844.2	792.0	6.6%
EBITDA	1,560.3	1,398.5	12%
EBITDA margin	36.8%	35.3%	1.5%p
	612.4	560.3	9.3%



○ 2001 2002 가

1. Data ARPU 가
2. ARPU가 1x가
3. 가 1 가
4. 가

(:)						
	FY 2002	FY 2001	% Change	4Q-02	3Q-02	% Change
PCS	4,241,453	3,960,085	7%	1,112,895	1,060,539	5%
가	68,879	94,769	-27%	15,328	21,199	-28%
	1,577,722	1,472,834	7%	407,405	395,657	3%
	1,253,746	1,173,227	7%	317,644	309,688	3%
가	408,273	213,108	92%	126,605	104,059	22%
()	130,498	83,134	57%	38,969	34,393	13%
	841,153	941,600	-11%	219,233	209,465	5%
KT	168,971	111,664	51%	52,216	40,924	28%
	4,585	4,397	4%	1,282	1,225	5%
	48,623	31,621	54%	12,150	12,715	-4%
	1,111,619	1,032,060	46%	271,086	319,758	-15%
	5,353,073	4,992,145	10%	1,383,981	1,380,297	0%

○ 2002 가 가 , PCS 7% 가

- 가 가 가 259 , 7% 가
 - MagicN 148% 가 CID, 2Ring 가 92% 가 4,083

○ (63.6 → 53.5) 2002 11% , 4Q
 가 5% 2,192

○ 486 00345 374 , 28 , 31 , 26 ,
 , K-merce , , M-Ad.

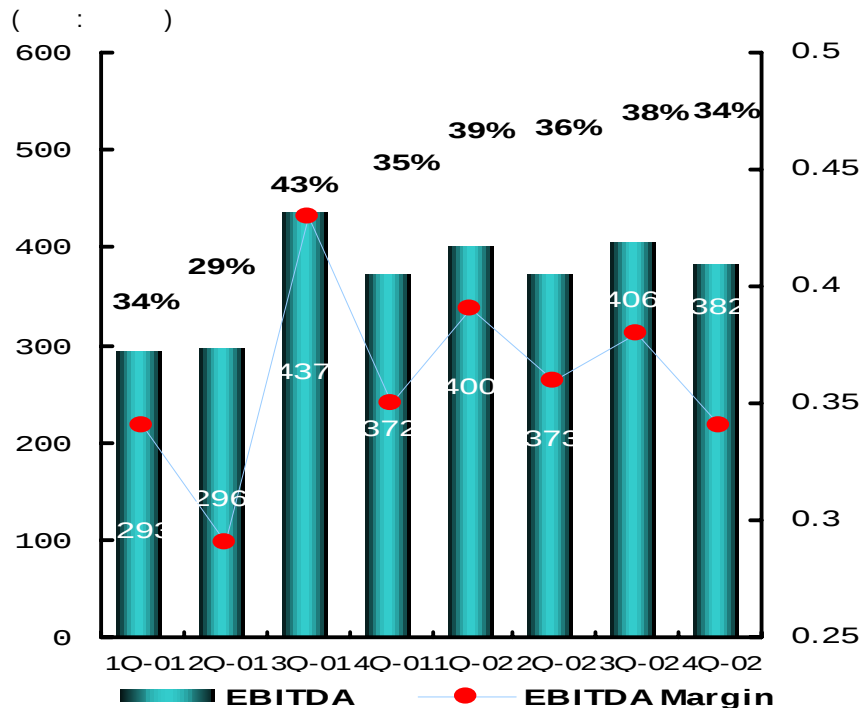
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	FY 2002	FY 2001	% Change	4Q-02	3Q-02	% Change
1.	190,559	158,052	21%	51,575	45,509	13%
2.	315,588	284,710	11%	85,519	80,347	6%
3.	462,118	524,550	-12%	122,781	118,617	4%
4.	6,801	3,286	107%	1,854	1,596	16%
5. CP	33,141	15,965	108%	12,970	9,092	43%
6.	80,885	74,523	9%	22,866	20,478	12%
7. 가	725,500	618,706	17%	194,925	184,517	6%
8.	367,800	338,375	9%	90,989	91,304	0%
9. / /	39,521	36,645	8%	9,906	12,092	-18%
10.	71,597	57,445	25%	34,627	18,348	89%
11.	50,383	11,913	323%	14,009	12,125	16%
12.	871,599	854,191	2%	226,321	220,267	3%
13.	23,555	79,087	-70%	8,410	25,995	
14.	41,451	37,155	12%	10,750	9,901	9%
15.	37,943	4,362		8,671	23,104	-62%
16.	88,169	81,320	8%	29,756	17,869	67%
17. 가	1,102,273	1,019,878	8%	271,061	314,797	-14%
	4,508,882	4,200,162	7%	1,196,987	1,153,968	4%

- 4 2 2 4 5 89 7% 가
- 2G 1x 가 1,068 가 7,255 , 가 294 가 3,678 , 142
가 716
- 2001 4 2G Sales & Lease - back (1,069) 33 가 ,
385 (323%) 가
- 70% : 2.5% 1.46% ,
2002 3Q 4Q
- 2002 2003 (155) 21% 가 ,
4Q

EBITDA & Capex

EBITDA



) EBITDA = + 가 - (- 가)

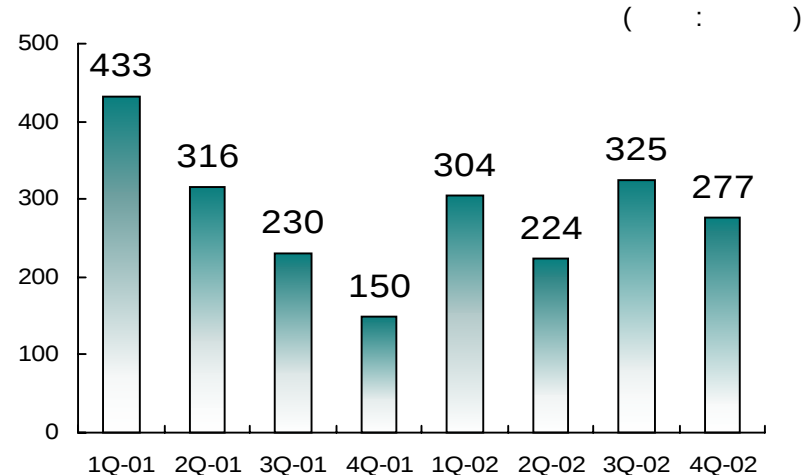
EBITDA margin = EBITDA / PCS

■ 4Q EBITDA (-4.0%p)

- 가

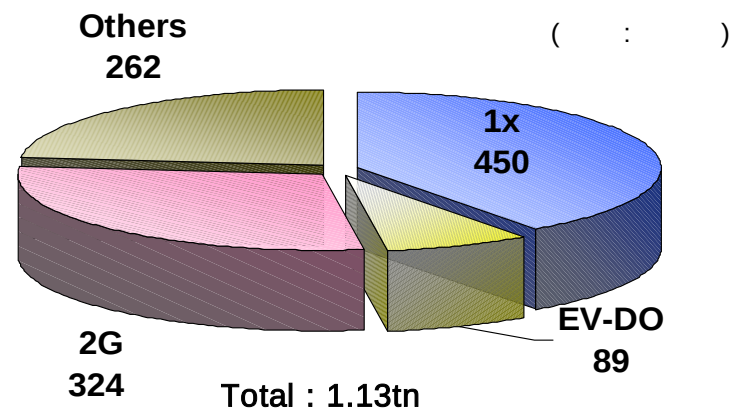
- 3Q 260 , 4Q 84
- 가 163

Capex

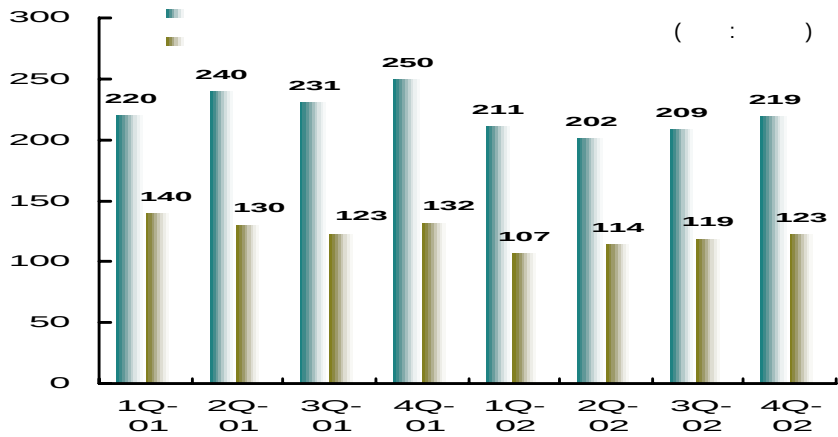


2002

Capex

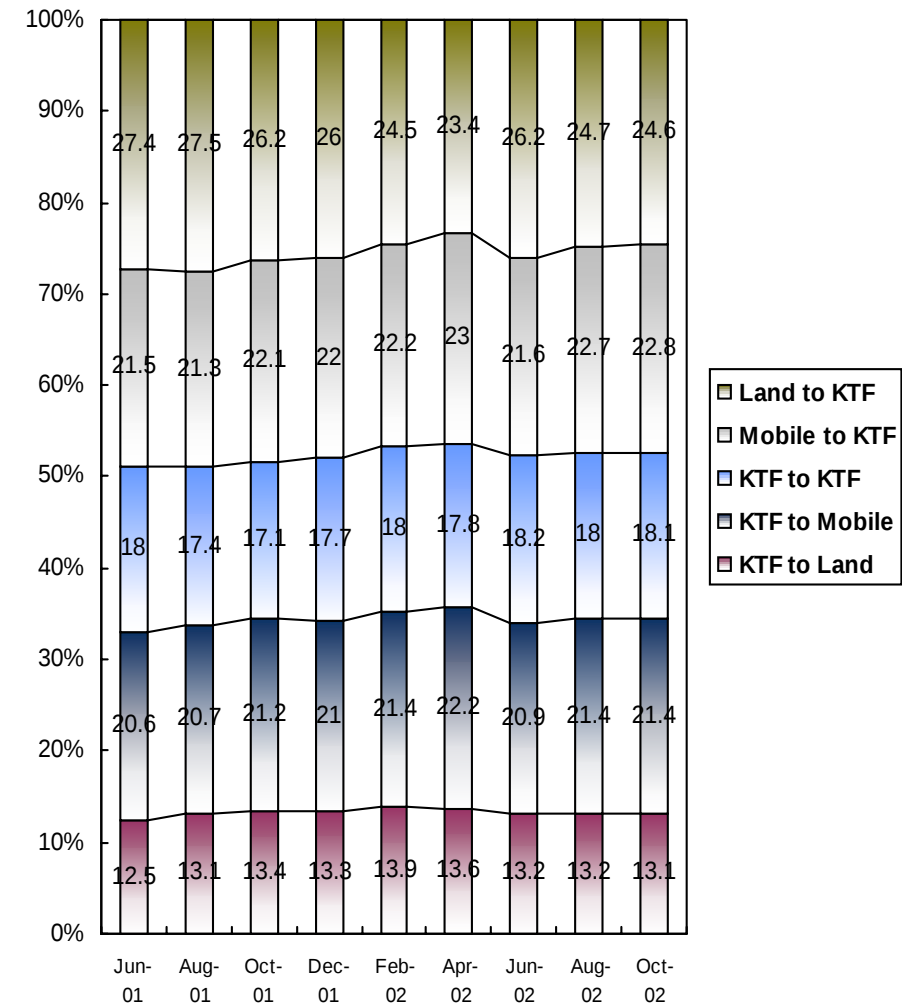


/

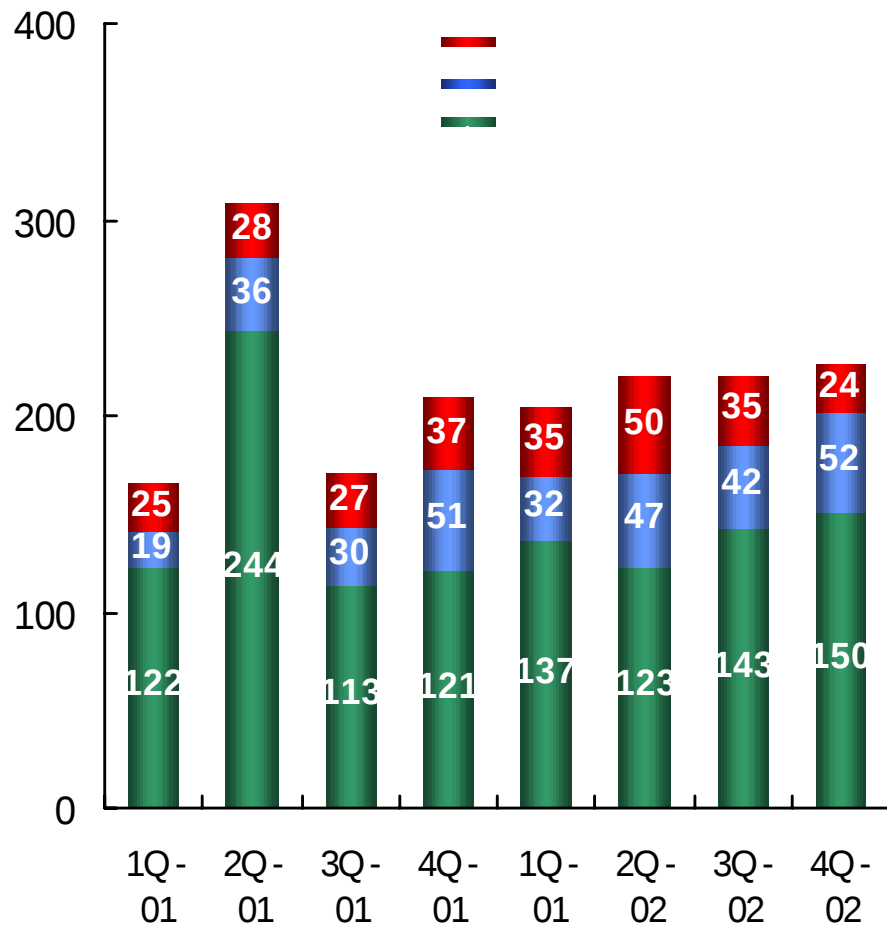


MM		가
-	8,412	11%
	380	(9%)

Descriptions		1Q-01	2Q-01	3Q-01	4Q-01	1Q-02	2Q-02	3Q-02	4Q-02
L M	Rev	121	133	127	135	111	98	99	102
	Exp	22	18	23	21	20	23	23	23
MM	Rev	99	107	104	115	100	104	110	117
	Exp	118	112	100	111	87	91	96	99

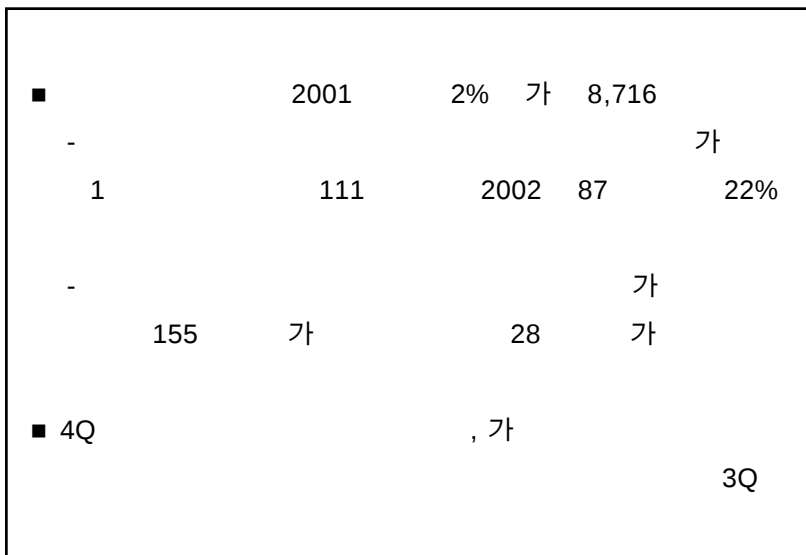


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	FY 2002	FY 2001	% Change	4Q-02	3Q-02	% Change
가	210	386	-46%	61	57	7%
	70	60	17%	17	19	-11%
	280	446	-37%	78	76	3%
1	87,026	110,973	-22%	101,995	80,928	26%
가	343	213	61%	89	84	6%
	103	78	32%	35	24	46%
	446	291	53%	124	108	15%
	145	117	24%	24	35	-31%
	872	854	2%	227	219	4%



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	FY 2002	FY 2001	% Change	4Q-2002	3Q-2002	% Change
	17,950	23,905	-25%	1,665	761	119%
	216,092	276,825	-22%	58,548	48,943	20%
	198,142	252,920	-22%	56,883	48,182	18%
+	3,523	15,670	-78%	436	848	-151%
+	257	11,455	-98%	27	98	-128%
	3,265	4,215	-23%	463	946	-149%
	55,498	86,441	-36%	16,247	11,801	38%
	92,369	69,417	33%	48,017	27,747	73%
	36,871	17,024	-317%	31,771	15,946	99%
	76,971	126,016	-39%	17,476	13,411	30%
	308,719	357,697	-14%	106,593	76,592	39%
	231,748	231,681	0%	89,117	63,182	41%

- 2001 2,529 1,981 548
22% , 4Q
87 18% 가
- 2002 3 : 3,341
- 2002 4 : 3,941
- / 33
- 2002 12 USD 12.8 , JPY
23.6 2,515
- (2001 Dec. → Sep. → 2002 Dec.)
\\USD : 1,326.1 → 1,225.5 → 1,200.4
\\JPY : 10.05 → 9.99 → 10.01
- 2002 4Q ABS
151 2G 221 가

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	FY 2002	FY 2001	% Change	4Q-02	3Q-02	% Change
	612,443	560,303	9%	97,877	163,148	-40%
	80,280	124,494	-36%	6,170	30,527	-80%
	13%	22%		6%	19%	
	532,163	435,809	22%	91,707	132,621	-31%

■ M.com

KTM.com

2001 2 2 가
450 , 2002 531

■

2000 2001
2002

: 3Q 168

■ 2002

- M.com 531
- 526

2002 12 (:)

8,033,227	5,467,603
1,315,196	2,814,676
	2,652,927
1,170,787	
144,409	
	2,565,624
6,718,031	
	920,290
2,049,759	1,132,834
4,657,319	542,644
10,953	30,144

4Q - 2002	3Q - 2002	
3,941	3,341	600
1	1,322	1,043
	3,918	3,266
15 (\$12.8mn) +	23 (\$18.8mn) +	(-) \$6mn
236 (JPY23.6bn)	237 (JPY23.6bn)	

■ KTICOM	가
- 가	2002 4Q KTICOM 72%
(1.3)	KT
- CB 3 7 , 2 , ABS 4 7	(3 1)



	4Q - 02	3Q - 02
	213%	180%
	153%	132%
-adj.	3.19	4.52
EBITDA adj.	6.52	8.29
EBITDAmargin	34.3%	38.3%
	17%	21%

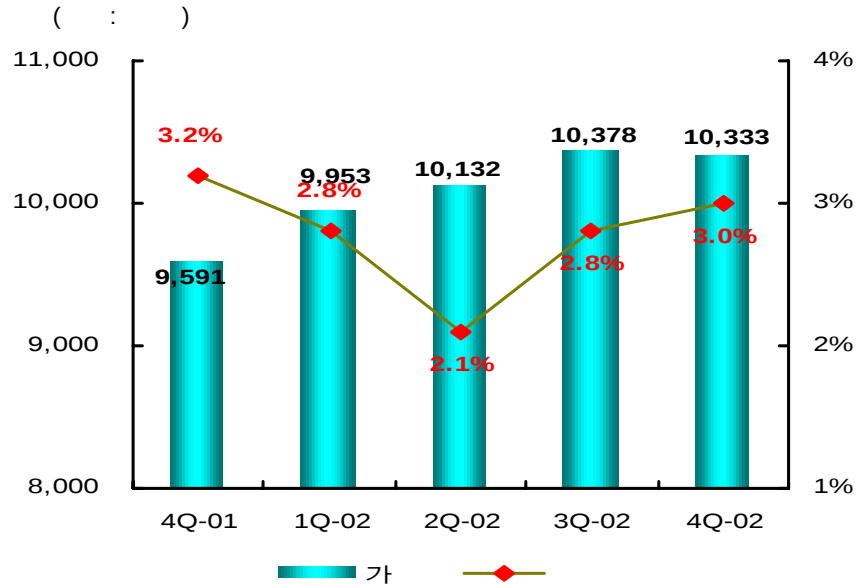
	530
	792
()	2,518
	100
	1



가 &

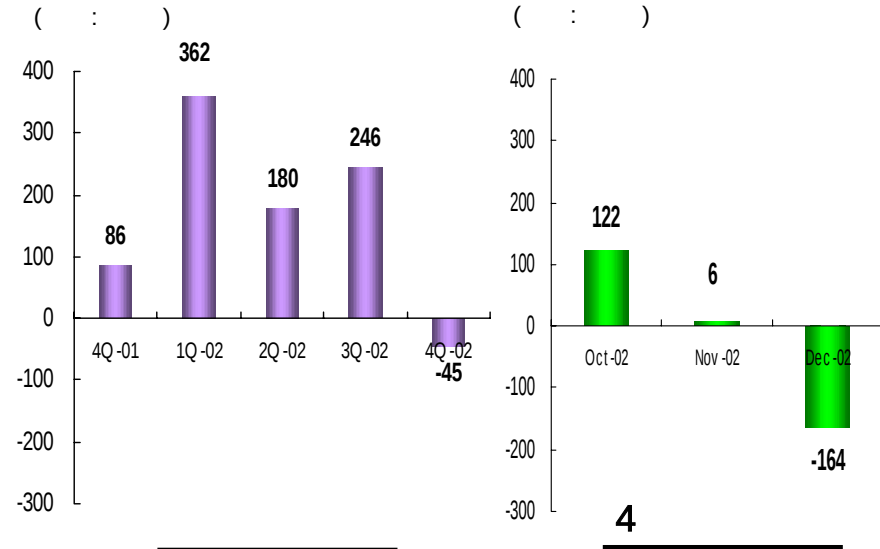
가

Trend



* 가

가

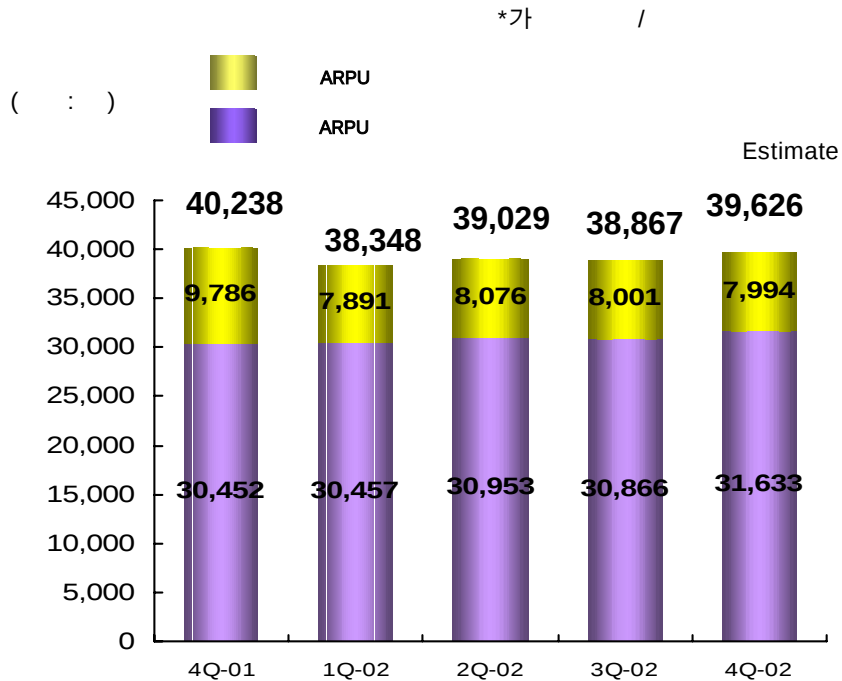


- 가 (3Q 0.4%)
4 down cool
가 가
- 가 (3Q 0.2%)
churn-out , 가

- 가 (4Q: 45)
- 가
가 가
ARPU

ARPU & MOU

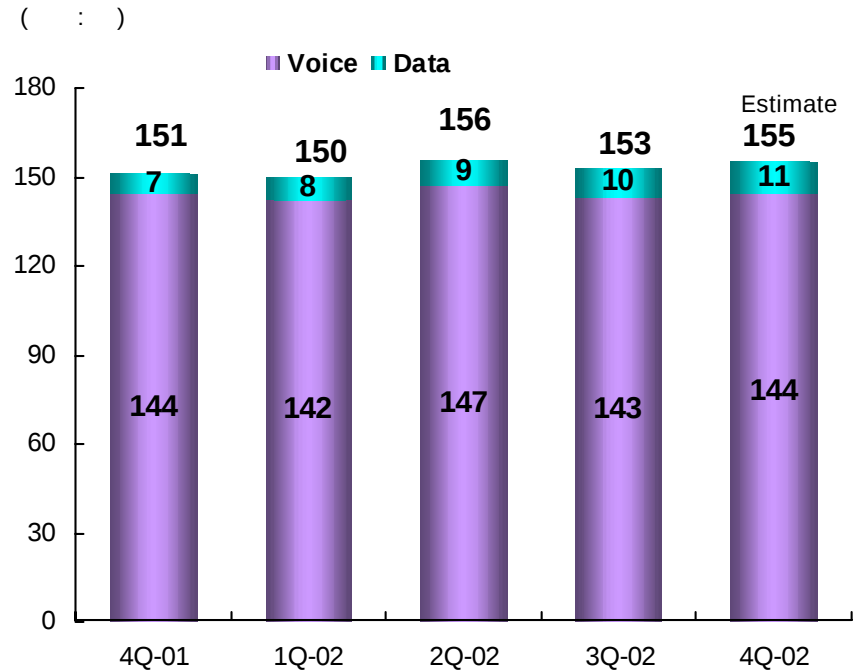
ARPU *



■ ARPU 가 (3Q 2% 가)

ARPU 가 Data
Catchcall, CID 2Ring
가 가 가

Outgoing MOU



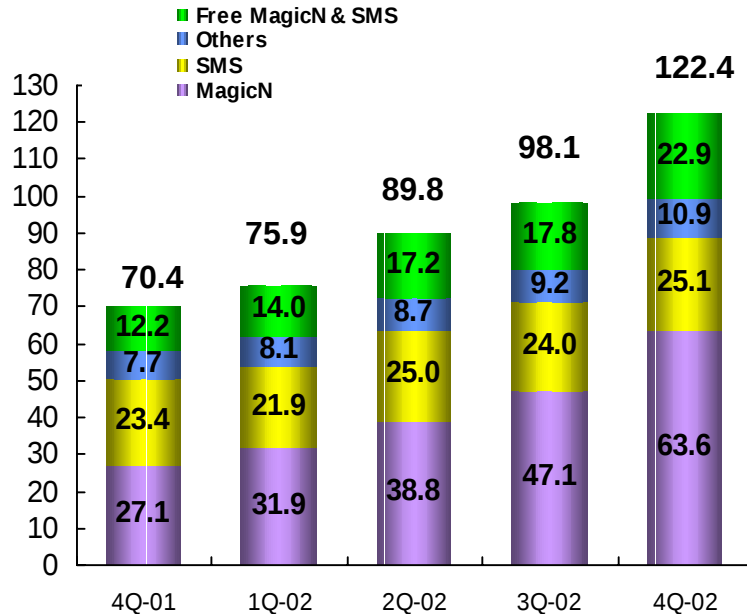
■ MOU 가 (3Q 1.3% 가)

가 가
Catch Call 가
가 가

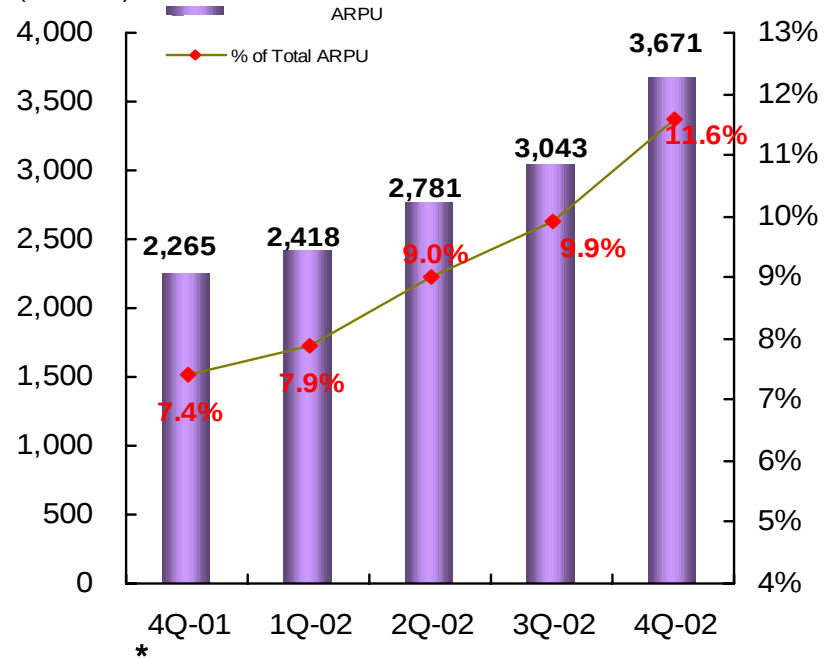
ARPU



(:)



(:)



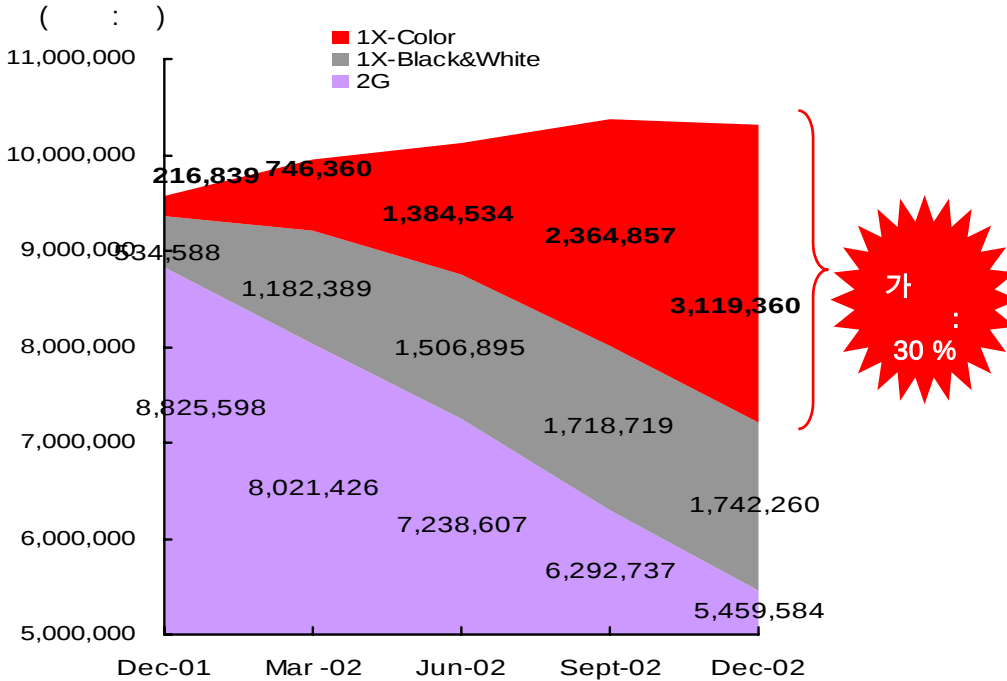
■ 가 (3Q 25%)
 MagicN 가 (3Q 35%)
 Killer Application 가(VOD)
 2Ring 가

■ ARPU 가 (3Q 21% 가)
 Multimedia Game
 ■ ARPU 가(3Q 1.7% 가)
 :

CDMA2000-1X 가

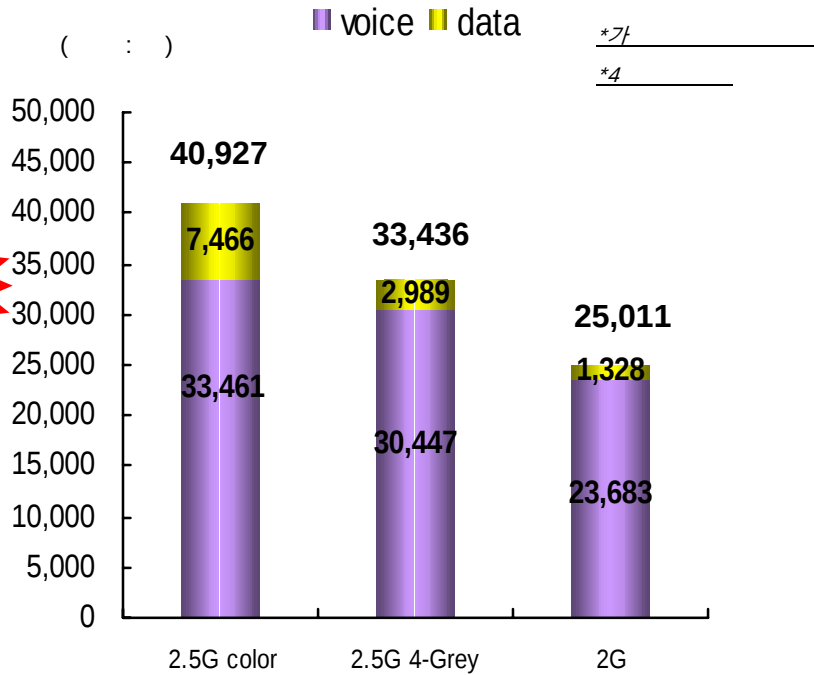
ARPU

1X 가 Trend



■ 1X 가 가(3Q 32% 가)
Line-up 가
2G 가

1X가 ARPU



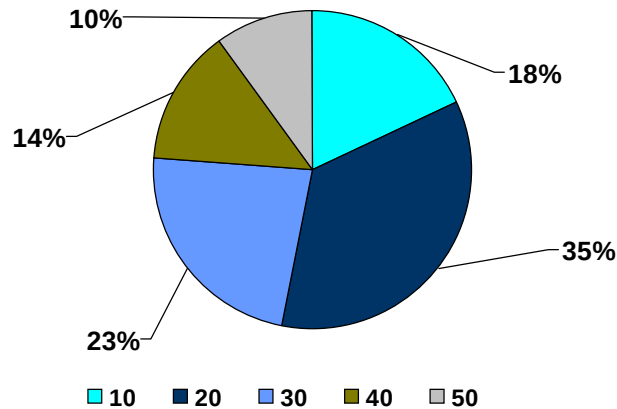
■ 1X 가 ARPU
ARPU: 2G 64%
ARPU: 2G 462%
1X 가 ARPU 가
(VOD)
User-friendly Interface(BREW Platform)
가

CDMA2000-1X

2.5G 가

*KT Resale

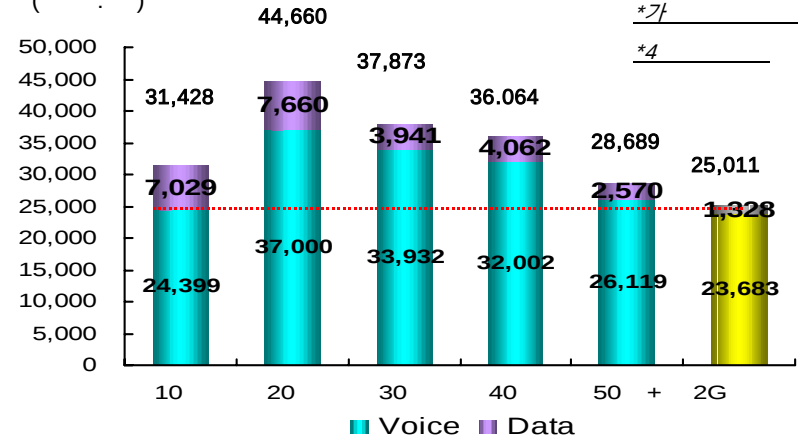
*2002 12



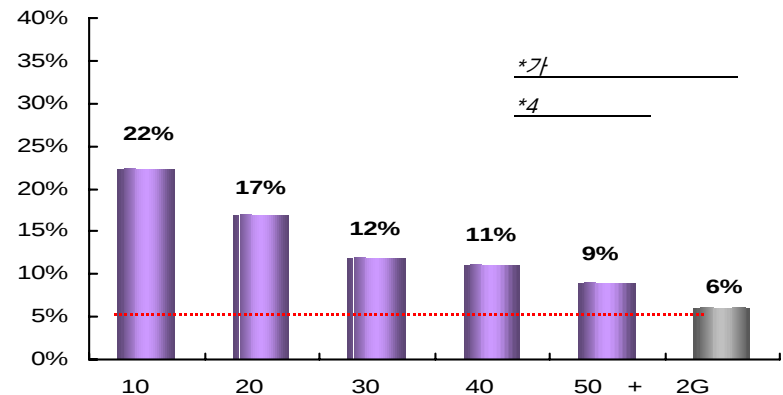
- 1X가 10, 20 가 (53%)
10-20 가
10-20 가 target marketing
- 10 /20 가 ARPU
(10 : 22%, 20 : 17%)
가 on-line game
Open strategy CP

2.5G ARPU

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2.5G Data ARPU

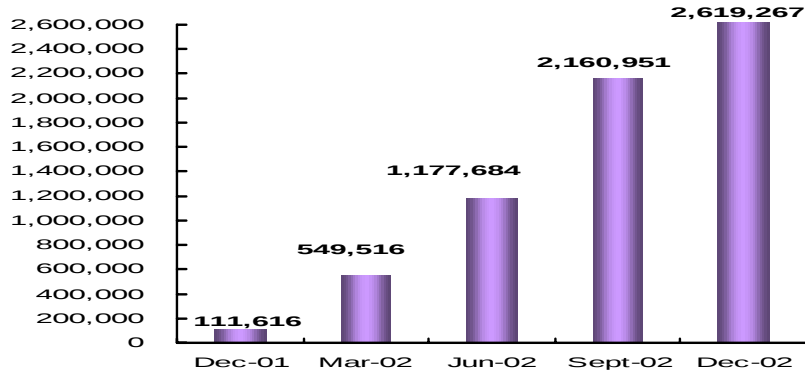


Multi-pack

(2001.11)

Multi-pack 가

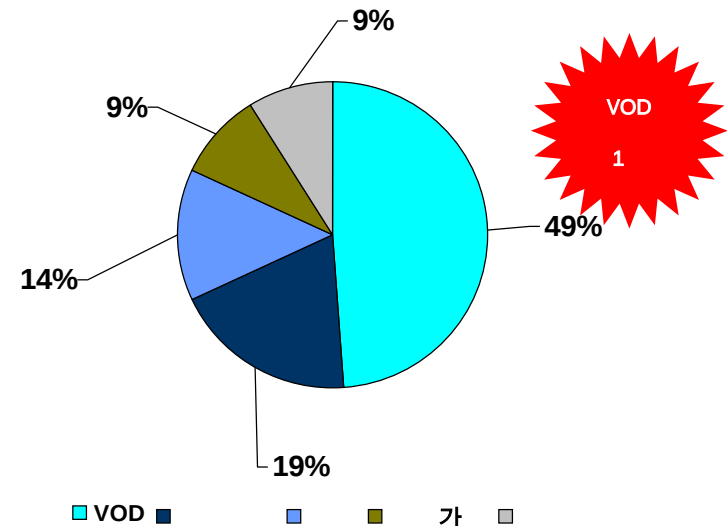
(:)



Multi-pack

• 10

*2002 12



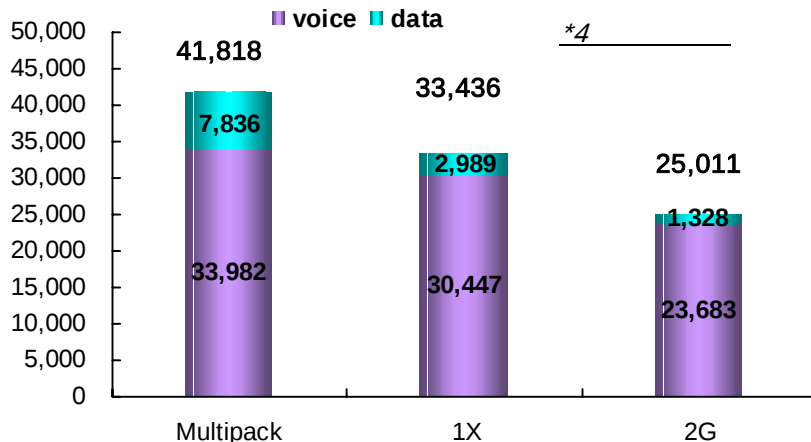
Multi-pack 가

ARPU

(:)

*가

*4



가

ARPU (2G 490%)

Icon user - friendly interface

- VOD, Peer to peer Game, Stand - alone Game, 가 (: 641)

가

(:)

가	4Q-2001	1Q-2002	2Q-2002	3Q-2002	4Q-2002
	1,012	1,229	816	1,112	903
	927	868	637	866	948
	85	361	180	246	45
가	9,591	9,952	10,132	10,378	10,333
	33.0%	32.8%	32.8%	32.4%	31.9%
	898	896	618	943	762
	850	684	506	722	839
	48	212	112	221	77
가	1,147	1,297	1,366	1,391	1,422
1X 가	751	1,929	2,891	4,084	4,862
Multi-pack가	112	550	1,178	2,161	2,619

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	2000	2001	2002	KTICOM
	1,761	1,683	1,809	285
	2,016	901	813	26
	3,777	2,584	2,622	311

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	2G	1X	EV-DO
	6,269	2,413	1,217
Coverage	98%	85%	42%

- 2002

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KTF

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	2002. 1 - 3		2002. 4 - 6		2002. 7 - 9		2002. 10 - 12	
.		1,332,217		1,256,578		1,380,297		1,383,981
PCS	1,018,925		1,025,337		1,047,824		1,100,744	
가	20,260		12,092		21,199		15,328	
	383,305		391,353		395,657		407,405	
	310,282		316,132		309,688		317,644	
가	82,245		95,363		104,059		126,605	
(PCS)	(26,737)		(30,399)		(34,393)		(38,969)	
	210,917		201,538		209,465		219,233	
KT	37,606		38,224		40,924		52,216	
	1,046		1,033		1,225		1,282	
	10,893		12,866		12,715		12,150	
	926		926		926		0	
	9,143		9,725		9,436		9,121	
	535		656		806		1,076	
	130		780		975		682	
	22		543		436		429	
M-Ad.	136		233		(289)		107	
	0		2		38		66	
					385		669	
	302,400		218,375		319,758		271,086	
/	302,571		218,497		319,900		271,198	
()	(171)		(121)		(142)		(112)	
.		1,099,706		1,058,221		1,153,968		1,196,987
/	31,302		31,600		31,573		29,407	
	292		302		346		415	
	2,548		1,770		2,230		1,908	
	6,130		3,256		3,554		2,160	
	6,372		5,866		4,972		6,476	
	18,305		19,236		20,478		22,866	
	12,128		12,122		12,125		14,009	
	74,949		74,774		80,347		85,519	
가	169,829		175,253		184,106		194,478	
	595		380		411		447	
	8,246		12,553		9,901		10,750	
	1,311		1,627		2,117		1,791	
	527		851		(413)		379	
	106,698		114,021		118,617		122,781	
	1,636		1,715		1,596		1,854	
	90,007		95,501		91,304		90,989	
CP	4,220		6,859		9,092		12,970	
	6,168				23,104		8,671	

	2002. 1 - 3		2002. 4 - 6		2002. 7 - 9		2002. 10 - 12	
	337		393		448		460	
	1,526		2,176		1,434		2,094	
	2,604		4,861		2,148		10,378	
	264		70		1,400		9,115	
	249		234		288		340	
	137,268		122,960		142,667		150,121	
	32,446		47,193		42,108		51,900	
	34,763		50,382		35,492		24,300	
	20,115		21,025		(25,995)		8,410	
	1,485		1,456		967		1,208	
	8,499		9,024		12,092		9,906	
	6,787		7,114		6,916		7,309	
	7,850		10,772		18,348		34,627	
	2,343		2,210		2,089		3,207	
	1,105		1,510		1,968		2,755	
	166		248		132		151	
	1,325		1,442		1,512		1,754	
가	0		0		7		11	
가	123		202		(325)		0	
가	299,169		217,246		314,797		271,061	
/	16		18		13		12	
	0		0		0		0	
	0		0		0		0	
.		232,511		198,357		226,329		186,994
.		25,423		20,662		13,411		17,476
가	8,030		7,494		761		1,665	
가	0		0		0		0	
가	0		0		0		0	
	137		0		0		0	
가	3,466		2,529		2,803		2,729	
	3,020		(480)		(639)		(1,901)	
	88		650		44		555	
	2,262		110		805		(991)	
	0		52		0		0	
	176		161		72		327	
	0		3		0		0	
	0		0		0		0	
	988		1,694		2,262		3,640	
	7,256		8,448		7,303		11,452	
.		63,643		61,890		76,592		106,593
가	58,865		49,736		48,943		58,548	
	113		50		63		28	
	10		155		(161)		(1)	
가	3,813		3,543		6,417		4,762	
가	0		0		0		122	
가	0		0		0		0	
가	0		0		0		0	

	2002. 1 - 3		2002. 4 - 6		2002. 7 - 9		2002. 10 - 12	
가	0		0		0		0	
	0		399		0		1,757	
	0		38		50		0	
	0		0		0		2,774	
	721		4,964		18,518		22,138	
	0		13		10		5	
	0		2,477		879		0	
	0		0		293		535	
	0		0		1,117		540	
	0		0		0		15,147	
	0		0		270		0	
	121		514		192		237	
.		194,291		157,128		163,148		97,877
.		0		0		0		0
.		0		0		0		0
.		194,291		157,128		163,148		97,877
.		24,539		19,044		30,527		6,170
	24,539		19,044		30,527		6,170	
.		169,751		138,084		132,621		91,706

EBITDA	399,705	372,861	405,885	381,894
EBITDA margin	38.8%	35.9%	38.3%	34.3%
	22.3%	19.0%	20.9%	16.8%
	18.6%	15.0%	14.9%	8.8%
	16.3%	13.2%	12.2%	8.2%
	1,029,817	1,038,203	1,060,539	1,112,895
	3,231	1,129	4,962	25
	1.1%	0.5%	1.6%	0.0%

KTF							(:)		
	4Q - 2002	3Q - 2002	4Q - 2001		4Q - 2002	3Q - 2002	4Q - 2001		
	8,033,227	6,934,948	6,496,392		5,467,603	4,460,406	4,464,396		
	1,315,196	1,669,080	1,547,239		2,814,676	2,126,377	2,242,130		
	1,170,787	1,597,827	1,489,080						
/ 가	22,660	75,665	52,362		394,264	355,792	225,937		
가			2,500		878,751	543,922	544,241		
	1,024,515	1,384,359	1,179,353		530,000	500,000	650,000		
	62,765	63,026	203,600		16,366	7,541	19,328		
	5,276	4,665	20,774		104,277	107,582	114,585		
	36,225	33,617	11,918		54,648	43,812	25,565		
	19,302	36,452	17,394		792,494	543,172	642,838		
	7	43	457				16,246		
	37		722		40,804	21,572			
					3,071	2,984	3,390		
	144,409	71,253	58,159						
	6,718,031	5,265,869	4,949,153		2,652,927	2,334,029	2,222,266		
	2,049,759	653,416	632,002		2,517,606	2,189,897	1,977,771		
가	56	56	75		100,000	107,230	216,994		
	1,699,534	319,395	309,498		536	1,108	2,828		
	44,711	42,953	27,846		34,785	35,794	24,673		
	221,052	219,667	212,407						
	77,681	64,620	75,657						
	6,725	6,725	6,519		2,565,624	2,474,542	2,031,996		
	4,657,319	4,601,896	4,307,778						
	124,401	112,638	100,615		920,290	920,290	920,290		
	181,359	163,803	144,698						
	64,387	62,755	63,735		1,132,834	1,132,834	1,132,834		
	3,642,564	3,467,364	3,457,844						
	5,432	5,570	4,968	(	542,644	450,938	10,481		
	415,849	571,652	319,885						
	223,327	218,114	216,033		(30,144)	(29,520)	(31,609)		
	10,953	10,557	9,373						
Debt-Equity	213%	180%	220%						
Net Debt	3,917,976	3,265,742	3,435,569						
Net Debt-Equity	153%	132%	169%						
Interest-bearing	3,940,636	3,341,407	3,490,431						
Short-term	1,322,494	1,043,172	1,292,838						