



2004 3

☐	2003	2004
☐	2004 3	가
☐	가	가
☐		가
☐		가
☐		가

- FY2003 results in this material are restated in accordance with FY2004 accounting principle & methods for comparison purpose.
- This material is on FY2004-3Q pre-closing result which is not reviewed nor audited by external auditor. And the more, all the numbers herein are still under the risk of material change according to accounting closing of company. Therefore, we will re-announce the financial result as soon as we finish the internal closing.
- 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.

. Financial Highlights

■ PCS

- KTF

MNP

가

0.1% 가.

0.5%

9.0%

14.6%

EBITDA

Margin

33.5%

36.2%

2.7%p 가.

1,545

917

161%

(:)

	3Q -04	3Q -03	%	2Q -04	%
PCS	1,168,599	1,061,091	10.1%	1,174,042	-0.5%
	289,664	241,772	19.8%	318,151	-9.0%
PCS	1,022,343	856,225	19.4%	1,055,743	-3.2%
가	281,455	239,905	17.3%	334,599	-15.9%
	154,465	206,733	-25.3%	101,852	51.7%
	31,936	13,002	145.6%	24,126	32.4%
	89,041	99,312	-10.3%	81,836	8.8%
	97,361	120,423	-19.2%	44,142	120.6%
	5,634	16,340	-65.5%	745	656.2%
	91,728	104,083	-11.9%	43,397	111.4%
EBITDA	422,644	417,734	1.2%	392,728	7.6%
EBITDA Margin	36.2%	39.4%	-3.2%p	33.5%	2.7%p
	161%	170%	-9.0%p	168%	-7.0%p

(:)

	3Q -04	3Q -03	%	2Q -04	%
PCS	1,168,599	1,061,091	10.1%	1,174,042	-0.5%
가	13,272	10,397	27.7%	23,260	-42.9%
	443,934	389,950	13.8%	446,180	-0.5%
	297,470	295,416	0.7%	302,859	-1.8%
가	156,534	125,417	24.8%	140,164	11.7%
-	36,283	50,147	-27.6%	38,875	-6.7%
-	120,251	75,271	59.8%	101,289	18.7%
()	69,510	47,264	47.1%	66,879	3.9%
	225,174	207,143	8.7%	233,298	-3.5%
KT	89,744	63,466	41.4%	83,021	8.1%
	1,791	1,658	8.0%	1,654	8.3%
	10,190	14,908	-31.6%	10,485	-2.8%
	289,664	241,772	19.8%	318,151	-9.0%
	1,458,263	1,302,863	11.9%	1,492,193	-2.3%

- PCS 9 , 0.5% .
- 가 ,
- ARPU 가가 .
- 가 : 가 , 42.9% .
- : 2 가 가 9
- 0.5% .
- : , 1.8% 2,975 .
- 가 : ARPU 가 CP 11.7% 가.
- KT : ARPU MOU 가 8.1% 가.
- : 가 3.5% 2,252 .
- 9.0% 2,897 가 .



(:)

	3Q -04	3Q -03	%	2Q -04	%
1.	57,596	46,307	24.4%	44,630	29.1%
2.	104,008	94,880	9.6%	101,752	2.2%
3.	128,587	116,293	10.6%	122,805	4.7%
4.	1,423	1,540	-7.6%	1,358	4.8%
5. CP	595	752	-20.8%	1,026	-42.0%
6.	27,101	25,481	6.4%	30,243	-10.4%
7. 가	276,387	212,868	29.8%	274,429	0.7%
8.	89,442	89,918	-0.5%	93,024	-3.9%
9. / /	14,818	13,062	13.4%	11,297	31.2%
10.	15,653	15,280	2.4%	18,412	-15.0%
11.	15,327	10,015	53.0%	15,327	0.0%
12.	250,433	169,954	47.4%	293,088	-14.6%
13.	2,971	12,574	-76.4%	3,920	-24.2%
14.	7,459	7,676	-2.8%	13,122	-43.2%
15.	10,000	15,819	-36.8%	10,000	0.0%
16.	20,543	23,806	-13.7%	21,309	-3.6%
PCS	1,022,343	856,225	19.4%	1,055,743	-3.2%
가	281,455	239,905	17.3%	334,599	-15.9%
	1,303,798	1,096,130	18.9%	1,390,342	-6.2%

- 2004 3 PCS 3.2%
- 1 223 .
- 가
- 24.4% 가 , 29.1% 가 .

○ 2,504 14.6% .
7 가 가가 ,

○ , 400 .

■ / (:)

	3Q -04	3Q -03	%	2Q -04	%
	225,174	207,143	8.7%	233,298	-3.5%
LM	92,426	91,419	1.1%	93,107	-0.7%
MM	132,748	115,724	14.7%	140,191	-5.3%
	128,587	116,293	10.6%	122,805	4.7%
LM	26,548	21,212	25.2%	31,075	-14.6%
MM	102,039	95,081	7.3%	91,731	11.2%
	96,587	90,850	6.3%	110,492	-12.6%

○ 3.5%

2,252 , SKT MM

4.7% 가 1,286 .

- 12.6% 966 .

■ (:)

	3Q -04	3Q -03	%	2Q -04	%
	182,976	115,159	58.9%	218,972	-16.4%
	38,441	30,216	27.2%	44,029	-12.7%
	29,016	24,579	18.1%	30,087	-3.6%
	250,433	169,954	47.4%	293,088	-14.6%

○ 가
16.4% 1,830 , 12.7% 384 .

(:)

	3Q -04	3Q -03	%	2Q -04	%
가	63	38	64.5%	115	-45.6%
	56	31	77.8%	104	-46.6%
	7	6	16.3%	12	-41.6%
()	104,872	73,334	43.0%	117,311	-10.6%
가	159	108	48.1%	148	7.7%
	127	84	51.8%	116	9.9%
	32	24	34.7%	32	-0.3%
	29	25	18.1%	30	-3.6%
	250	170	46.8%	293	-14.7%

○ 가 625 , 가 1,589 , 290 .

○ 가 가 117 105 10.6% ,
KT 가 가 60 40% 45.6% .

○ 가 7 8 가

7.7% 가.

- , 가 가

ARPU .

■ EBITDA & Capex

(:)

	3Q -04	3Q -03	%	2Q -04	%
EBITDA	422,644	417,734	1.2%	392,728	7.6%
EBITDA Margin	36.2%	39.4%	-3.2%p	33.5%	2.7%p
Capex	154 bn	226 bn	-31.9%	278 bn	-44.6%

○ EBITDA 7.6% 가 4,226 , EBITDA Margin 2.7%p
가 36.2%.

○ 44.6% Capex 1,542 .



(:)

	3Q -04	3Q -03	%	2Q -04	%
	693	766	-9.5%	1,247	-44.4%
	55,747	66,233	-15.8%	55,761	0.0%
	55,054	65,468	-15.9%	54,513	1.0%
+	4,084	781	-622.8%	6,260	-34.8%
+	100	7,760	-98.7%	221	-54.9%
	3,985	8,541	-146.7%	6,040	-34.0%
	27,159	13,018	108.6%	16,618	63.4%
	33,194	25,318	31.1%	25,854	28.4%
	6,035	12,301	-50.9%	9,236	-34.7%
	31,936	13,002	145.6%	24,126	32.4%
	89,041	99,312	-10.3%	81,836	8.8%
	57,104	86,309	-33.8%	57,710	-1.0%

○ 571 33.8% , 1% .

1. 가 .

2. ₩/ ¥ . (4Q 11.18 → 1Q 10.91 → 2Q 10.63 → 3Q 10.34)

(:)

	3Q -04	3Q -03	%	2Q -04	%
	97,361	120,423	-19.2%	44,142	120.6%
	5,634	16,340	-65.5%	745	656.2%
	5.8%	13.6%	-7.8%p	1.7%	4.1%p

- 2004 8 ~ 9 % .

(:)

2004 9

	8,173,327	5,040,589
	1,605,512	2,252,756
	1,358,947	2,787,833
	246,565	
	6,567,814	3,132,737
	737,699	955,703
	4,667,088	1,325,489
	1,163,028	938,269
		86,723

- 3 161%, 109%. (W - CDMA)

- 3Q

	3Q -2004	2Q -2004	
	3,430	3,351	2.4%
1	1,227	1,249	-1.8%
	3,405	3,324	2.4%
		2 (\$0.2mn) +	-\$0.2mn
	147 (JPY14.2bn)	151 (JPY14.2bn)	

- 3 5,800 , 6,468 ,
- 2 2,033 .

■ 가

(:)

	3Q - 03	4Q - 03	1Q - 04	2Q - 04	3Q - 04
Total No. of Subs	10,448	10,442	11,292	11,946	11,709
가	1,573	1,555	1,999	2,301	2,234
	561	618	1,480	1,443	681
	600	625	630	788	918
	- 40	- 7	850	655	- 237
KTF - only ()	8,876	8,887	9,293	9,646	9,476
	514	519	902	984	595
	471	507	497	631	765
	42	11	406	353	- 170

■ 가

(:)

	3Q-03	4Q-03	1Q-04	2Q-04	3Q-04
EV-DO	437	816	1,719	2,319	2,760
1X	6,555	6,656	7,139	7,679	7,482
2G	3,456	2,970	2,433	1,948	1,467
Total	10,448	10,442	11,292	11,946	11,709
Fimm	874	1,330	2,629	3,799	4,611
Color Display	5,351	5,911	7,471	8,799	9,269

■ ARPU

(:)

ARPU	3Q - 03	4Q - 03	1Q - 04	2Q - 04	3Q - 04
ARPU -	30,864	30,632	30,804	31,960	32,057
ARPU -	38,618	38,499	38,496	39,957	39,823
ARPU - 가	39,010	38,892	39,240	40,776	40,291
Data ARPU -	3,481	3,744	4,195	4,519	4,878
	11.3%	12.2%	13.6%	14.1%	15.2%
Data ARPU -	5,114	5,435	6,011	6,310	6,671
	16.1%	17.2%	19.0%	19.7%	20.8%

KT 가

■ ARPU

(:)

		3Q -03	4Q -03	1Q -04	2Q -04	3Q -04
1X	data ARPU	4,395	4,240	4,107	4,304	4,463
	ARPU	34,504	33,116	31,723	31,936	31,248
EV-DO	data ARPU	14,726	13,990	12,723	10,893	10,036
	ARPU	52,202	49,983	48,624	46,915	44,686
2G	data ARPU	1,271	1,372	1,295	1,353	1,543
	ARPU	22,252	21,090	19,607	18,806	16,952
Fimm	data ARPU	11,968	11,945	11,404	10,108	9,446
	ARPU	46,127	45,288	44,780	43,645	42,065

KT 가 , ,

■ ARPU

(:)

	Apr -04	May -04	Jun -04	Jul -04	Aug -04	Sep -04
ARPU	31,594	32,238	32,048	32,493	31,898	31,780
()	2,340	2,386	2,393	2,445	2,441	2,472
ARPU	29,254	29,852	29,654	30,048	29,457	29,308

KT 가 , 가

5 CP

○ ARPU 가 .

- 9 3Q ARPU 가 ,

1.8% 가 .

KTF

(:)

	2003. 7 - 9		2003. 10 - 12		2004. 1 - 3		2004. 4 - 6		2004. 7 - 9	
.		1,302,863		1,284,986		1,442,073		1,492,193		1,458,263
PCS	1,046,183		1,038,075		1,051,762		1,163,557		1,158,409	
가	10,397		10,475		20,298		23,260		13,272	
	389,950		394,301		414,178		446,180		443,934	
	295,416		295,015		283,700		302,859		297,470	
가	125,417		119,999		135,803		140,164		156,534	
(PCS)	(47,264)		(51,705)		(56,433)		(66,879)		(69,510)	
	207,143		211,678		194,074		233,298		225,174	
KT	63,466		56,455		58,503		83,021		89,744	
	1,658		1,859		1,639		1,654		1,791	
	14,908		15,081		10,438		10,485		10,190	
	0		0		66		290		336	
	5,977		5,731		5,851		4,916		4,401	
	2,283		1,868		1,685		1,872		2,039	
	1,021		1,103		927		1,098		1,126	
	3,580		5,512		202		459		231	
K-merce	28		25		14		18		39	
M-Ad.	1,683		705		933		696		741	
	336		77		463		910		1,044	
							0		8	
			61		298		225		225	
	241,772		231,829		379,873		318,151		289,664	
/	241,881		231,913		381,215		319,030		290,452	
()	(109)		(84)		(1,342)		(879)		(788)	
.		1,096,130		1,132,193		1,337,463		1,390,342		1,303,798
/	34,006		32,791		43,746		32,146		41,836	
	231		352		407		251		440	
	1,828		1,632		2,617		1,688		2,249	
	2,575		5,696		4,017		2,181		2,310	
	5,797		6,559		7,148		6,870		6,146	
	25,481		29,912		26,327		30,243		27,101	
	10,015		10,795		15,327		15,327		15,327	
	94,880		94,030		96,378		101,752		104,008	
가	212,050		223,198		234,771		249,985		251,927	
	818		8,828		24,369		24,444		24,461	
	7,676		17,900		15,201		13,122		7,459	
	2,005		2,122		1,829		2,660		1,291	
	491		572		461		516		321	
	116,293		119,805		111,090		122,805		128,587	
	1,540		1,475		1,526		1,358		1,423	
	89,918		87,016		87,549		93,024		89,442	
CP	752		2,812		668		1,026		595	
	15,819		(18,021)		10,000		10,000		10,000	
	486		470		481		501		550	
	1,499		1,965		1,386		1,333		1,966	
	2,691		7,474		1,655		1,718		2,737	
	371		284		187		161		2,648	
	352		353		339		554		613	

	2003. 7 - 9		2003. 10 - 12		2004. 1 - 3		2004. 4 - 6		2004. 7 - 9	
	115,159		122,709		157,747		218,972		182,976	
	30,216		39,712		41,289		44,029		38,441	
	24,579		33,040		38,096		30,087		29,016	
	12,574		15,217		4,969		3,920		2,971	
	1,334		1,385		984		1,149		1,137	
	13,062		11,442		10,573		11,297		14,818	
	7,111		7,261		6,959		7,016		7,495	
	15,280		23,828		5,431		18,412		15,653	
	2,625		3,363		3,679		2,860		2,744	
	2,353		3,248		468		1,877		1,443	
	266		136		395		206		227	
	1,411		1,761		1,710		2,252		1,950	
가	239,905		229,326		377,685		334,599		281,455	
	2,680		1,748		0		0		35	
III.		206,733		152,793		104,610		101,852		154,465
IV.		13,002		43,565		25,590		24,126		31,936
	766		19,571		2,117		1,247		693	
	206		22		206		231		0	
가	(39)		(28)		143		(143)		0	
가			7,058		0		0		0	
가			3,579		0		0		0	
	0		0		84		315		0	
	2,303		5,358		2,569		3,729		1,387	
가	0		(3,525)		2,108		2,095		1,534	
	202		108		942		4,973		183	
	(983)		(257)		7,161		1,287		3,902	
	0		0		0		0		42	
	20		86		3		3		24	
	0		0		0		26		0	
									68	
	0		0		0		0		0	
					1,162		0		0	
	3,837		4,760		1,991		3,524		16,972	
	6,690		6,832		7,103		6,837		7,133	
.		99,312		117,598		73,073		81,836		89,041
	66,233		65,083		55,701		55,761		55,747	
	37		34		699		303		63	
	7,723		19,866		231		(82)		36	
	2,148		2,416		3,107		2,981		2,873	
가	586		(2,235)		0		1,792		675	
	0		275		0		0		0	
가	22		(248)		0		0		0	
가	0		666		0		0		0	
	0		10,768		0		0		0	
	0		0		8,853		8,635		19,431	
	22,197		9,632		1,228		3,901		4,876	
	7		10		2		7		8	
	0		34		0		0		0	
가							118		564	
	0		0		0		0		0	

	2003. 7 - 9		2003. 10 - 12		2004. 1 - 3		2004. 4 - 6		2004. 7 - 9	
	224		999		786		4,724		1,672	
	0		11		0		0		0	
	0		10,103		2,334		3,568		2,967	
	134		185		132		127		128	
.		120,423		78,760		57,127		44,142		97,361
.		0		0		0		0		0
.		0		0		0		0		0
.		120,423		78,760		57,127		44,142		97,361
X.		16,340		452		8,444		745		5,634
	16,340		452		8,444		745		5,634	
XI.		104,083		78,307		48,683		43,397		91,728

EBITDA	417,734	382,315	361,561	392,728	422,644
EBITDA Margin	39.4%	36.3%	34.0%	33.5%	36.2%

2004 9 30

KTF

(:)

	3Q -2004	2Q -2004	3Q -2003		3Q -2004	2Q -2004	3Q -2003
	8,173,327	8,166,556	8,253,007		5,040,589	5,124,665	5,195,216
	1,605,512	1,530,518	1,675,866		2,252,756	2,447,344	3,077,798
	1,358,947	1,307,612	1,555,672				
/ 가	23,709	23,984	73,260		266,787	330,774	275,274
					459,272	623,644	543,873
/ 가	1,938	3,309	10,506		580,000	500,000	630,000
	1,145,937	1,147,834	1,346,594		20,263	20,503	16,163
	138,878	81,593	71,445		116,026	91,935	88,039
	5,864	6,688	8,539		135,606	116,485	118,119
	26,755	27,946	20,512		646,804	749,102	1,345,480
	14,622	15,138	24,287				
	1,173	986	317				
	71	136	211		27,997	14,900	58,866
							1,984
	246,565	222,905	120,194				
	6,567,814	6,636,038	6,577,141		2,787,833	2,677,321	2,117,418
					2,203,343	2,102,335	1,559,729
	737,699	678,727	507,591				
	21	21	56		533,217	528,228	514,238
가	70,918	73,031	99,397		51,272	46,757	43,450
	22,735	21,897	5,368				
	82,426	57,361					
	172,582	156,751					
	53,434	56,171	45,631				
	203,914	204,556	236,809				
	122,332	99,969	111,525		3,132,737	3,041,891	3,057,791
	9,338	8,970	8,805				
	4,667,088	4,770,295	4,836,340		955,703	955,703	955,703
	122,099	122,519	123,488				
	183,093	185,310	179,094		1,325,489	1,325,489	1,325,489
	68,737	67,563	65,072				
	3,729,552	3,901,945	3,662,404		938,269	846,542	868,591
	4,322	4,784	6,235				
	321,674	217,383	552,514		(86,723)	(85,842)	(91,992)
	237,610	270,790	247,534				
	1,163,028	1,187,016	1,233,209				
	161%	168%	170%				