

FY2001 Earnings Release

2002. 2. 21



2001년 재무실적

Financial Highlights

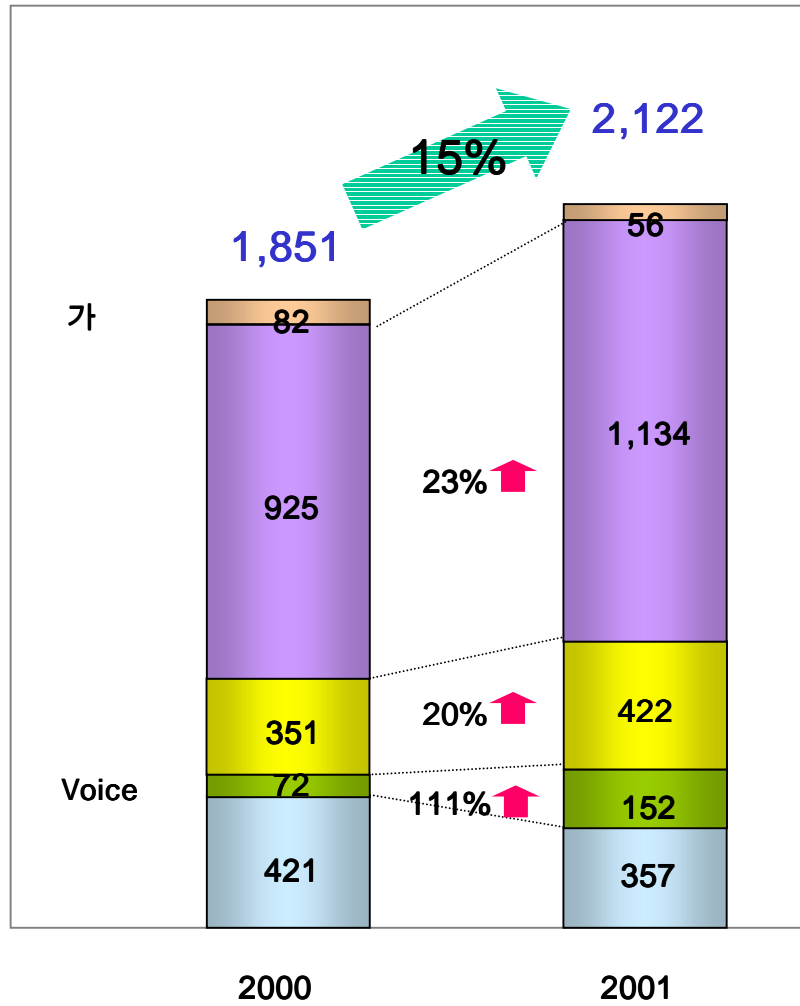
Global CDMA Leader

(:)	2001	2000		4Q 2001	3Q 2001	
	2,122	1,851	14.6%	521	562	-7.3%
1.	1,764	1,430	23.4%	459	465	-1.3%
2.	352	421	-16.4%	63	97	-35.1%
3.	5					
	1,752	2,120	-17.4%	439	456	-3.7%
1.	1,401	1,723	-18.7%	371	360	3.1%
2. 가	351	397	-11.6%	68	96	-29.2%
	370	(269)	-	82	106	-22.6%
	223.1	(376)	-	52.8	71.4	-2.6%
	154.4	(442)	-	36.6	49.4	-2.6%
EBITDA*	628	98	541%	151	174	-13.2%

(:)	2001	2000		4Q 2001	3Q 2001	
	2,766	2,259	22.4%	2,766	2,906	-4.8%
	1,952	2,059	-5.2%	1,952	2,485	-21.4%
	814	201	305%	814	421	93.3%

* EBITDA : + 가 +

()



■ 15% 가 2 1,218

■ 가

- 가 (23%)

- 가 가, 가

Voice 가 (111%)

- MM 가 가 (20%)

	2000	2001	가
LM	2,037	2,167	6%
MM	1,473	2,054	39%

■ Voice

- (Internet, SMS etc.) : 1,019 (94%)

- 가 : 500 (159%)

Voice (_가 &)

7.2% (2000) 11.8% (2001)

Bundle (Khai)

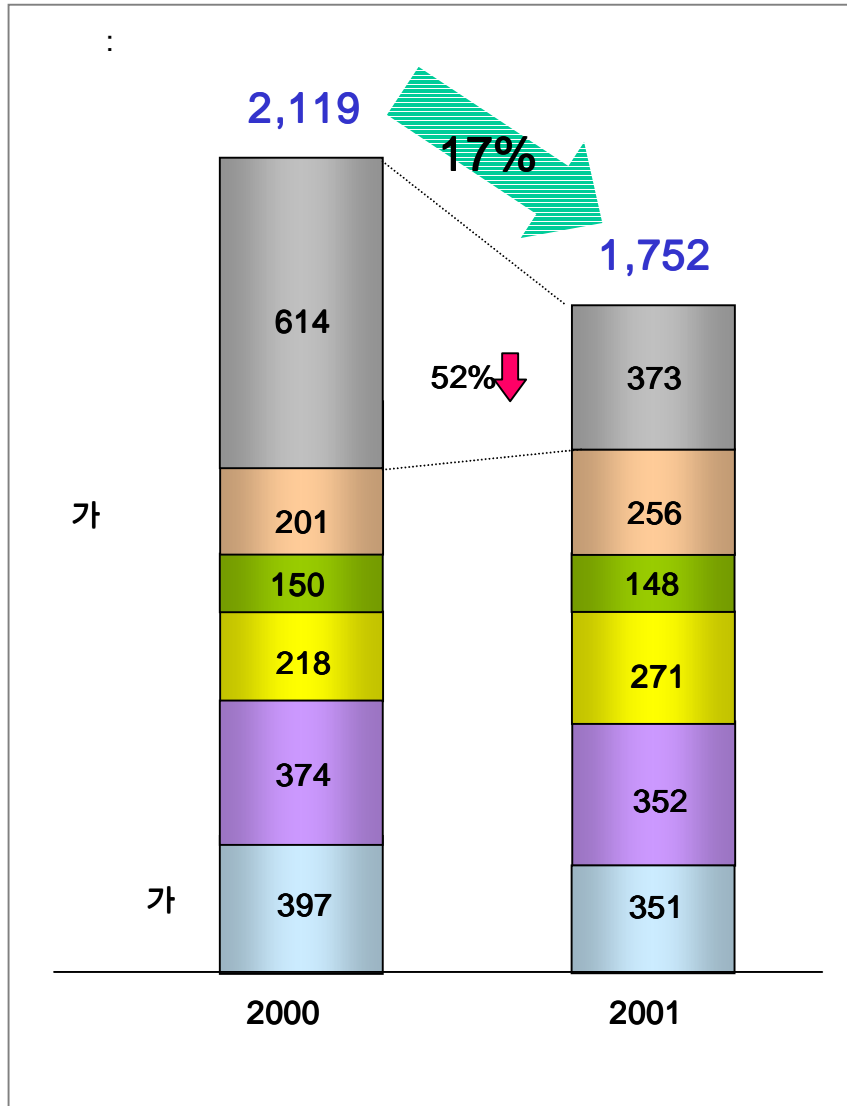
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Global CDMA Leader

		2001	2001				2000
			1Q	2Q	3Q	4Q	
		17,643	3,871	4,536	4,651	4,585	14,296
가		562	98	316	73	74	815
Voice		15,562	3,503	3,882	4,144	4,034	12,762
	(*Bundle)	6,726	1,535	1,633	1,806	1,753	5,632
	/	5,295	1,171	1,351	1,403	1,370	4,081
		(680)	(158)	(152)	(182)	(188)	(460)
	LM	2,167	516	549	567	535	2,037
	MM	2,054	438	502	550	564	1,473
Voice		1,519	270	338	434	477	719
	(SMS &)	700	145	172	173	210	391
	* Bundle (Khai)	237	49	60	65	63	111
	()	83	17	21	24	21	24
	(Voice)	129	30	32	31	35	85
가	가	371	29	52	140	149	108

* Bundle (Khai) : Bundle가 (Khai)) x1,500 ()

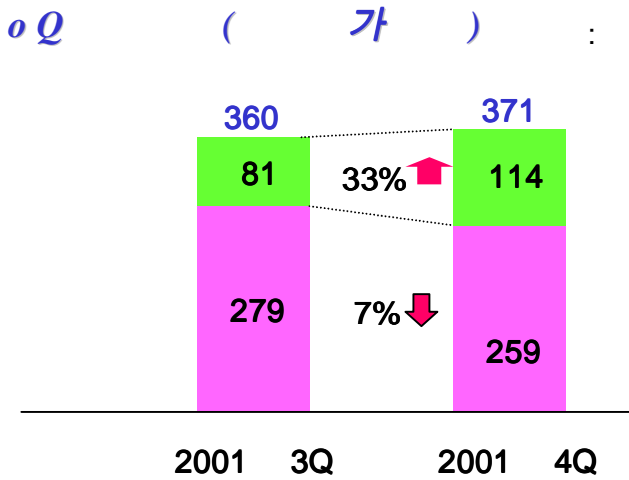
Global CDMA Leader



Y o Y

- 17% 1 7,519
- : 52%

Q o Q



- 2001 4 () 3 가
- < 가 >
- 2002 SKG 2001 4
- (361) SKG Commission .
- < >
- USF() : 135
- 3 : 100

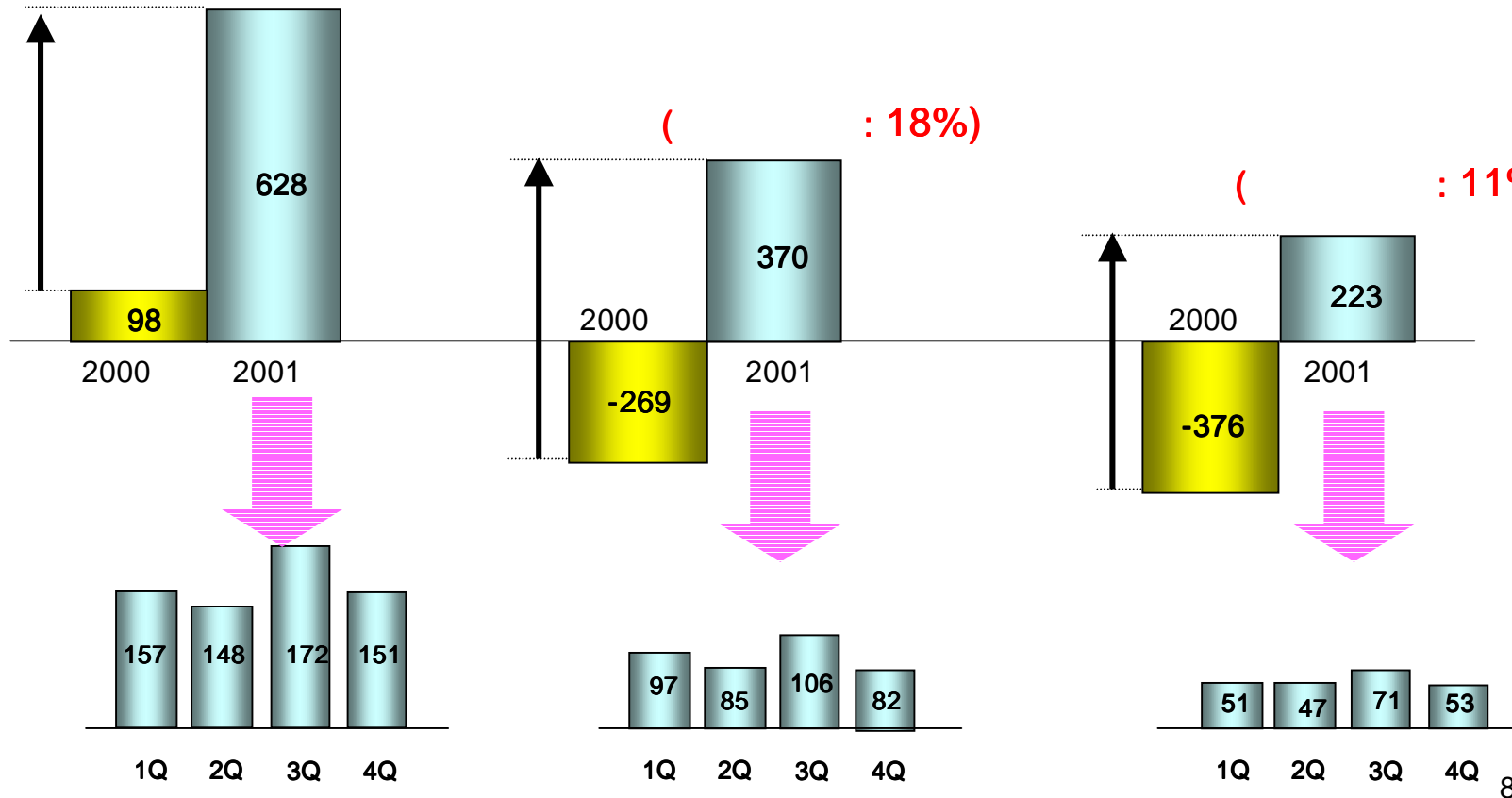
Global CDMA Leader

		2001	2001				2000
			1Q	2Q	3Q	4Q	
(/ / /)		762	179	174	246	163	681
		501	115	124	117	145	897
가		2,563	596	629	656	682	3,661
	(가)	2,482	373	1,153	516	439	4,983
	(-SKG)	638	0	20	138	479	0
		3,119	373	1,173	655	918	4,983
		363	62	90	78	133	426
		251	26	57	78	89	728
		3,733	461	1,321	811	1,140	6,137
ML		301	75	89	65	73	255
		68	31	3	17	17	76
	*	299	72	73	77	77	231
	MM	2,044	453	535	587	469	1,618
		2,711	630	699	746	636	2,180
()*		84	54	57	54	(81)	198
	()	61	13	13	17	18	50
		144	67	71	70	(63)	248
		998	194	227	265	313	633
		1,481	380	348	393	360	1,501
가()		3,507	728	1,136	962	681	3,970
		1,120	240	251	295	335	1,288
		17,519	3,590	4,978	4,561	4,391	21,196

* USF() , .

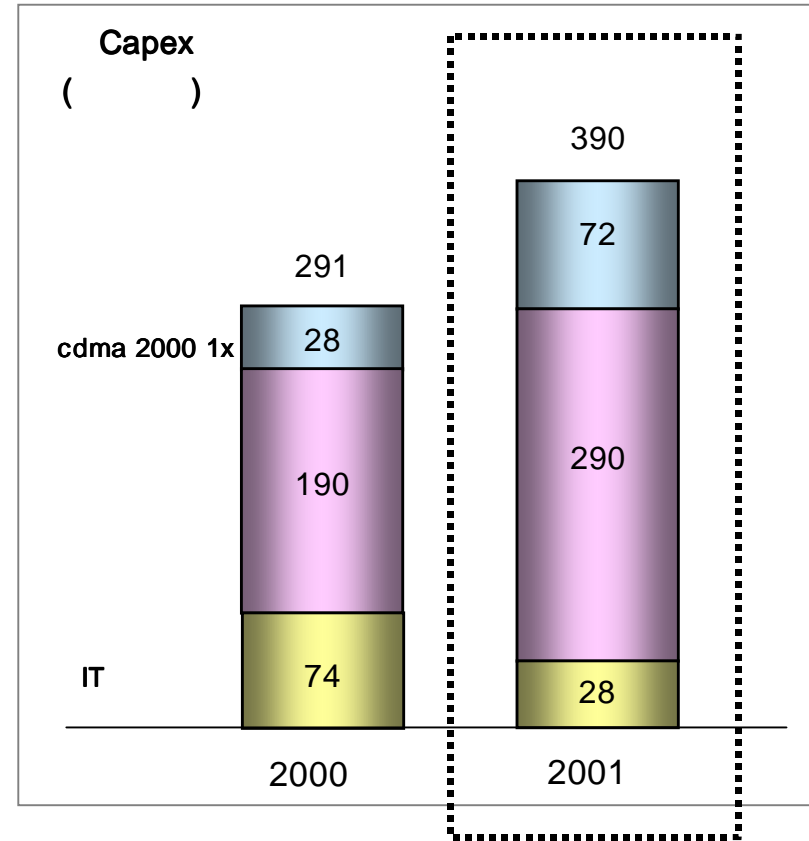
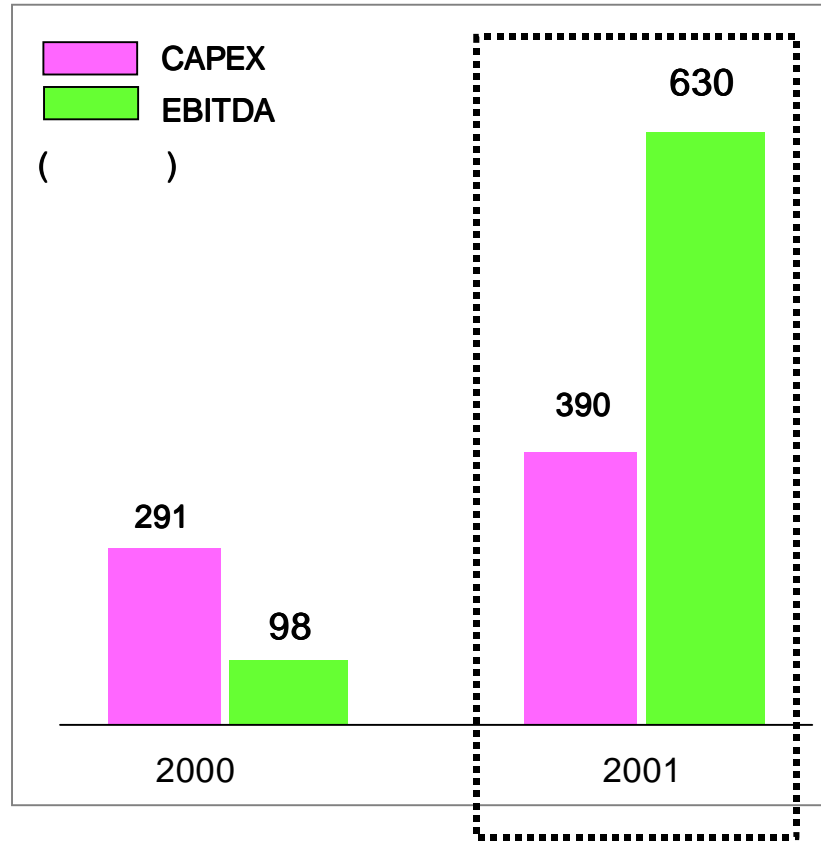
EBITDA

(EBITDA Margin : 36%)



CAPEX & EBITDA

Global CDMA Leader



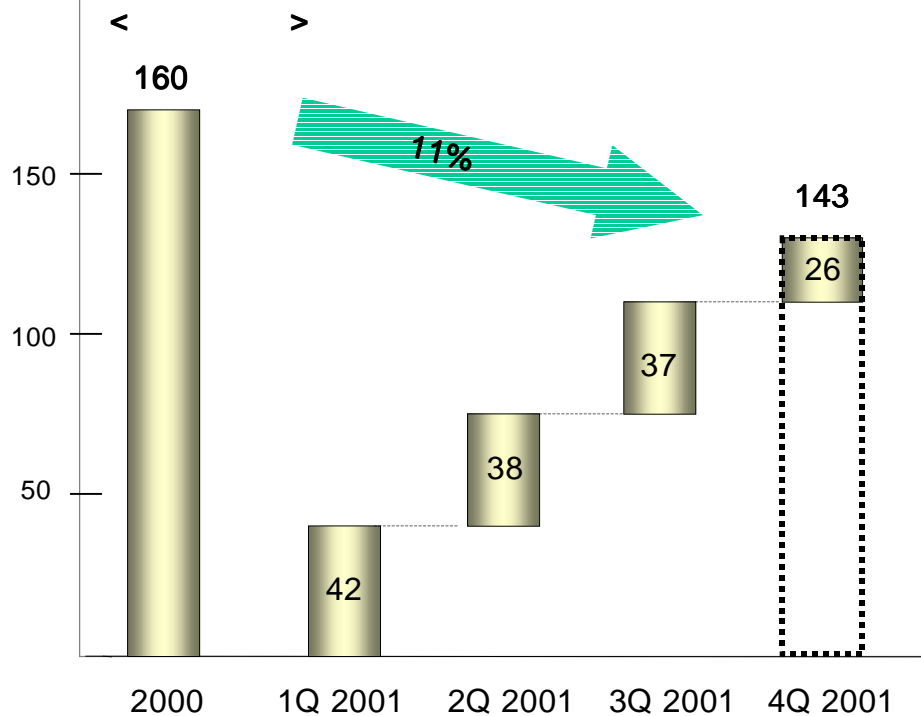
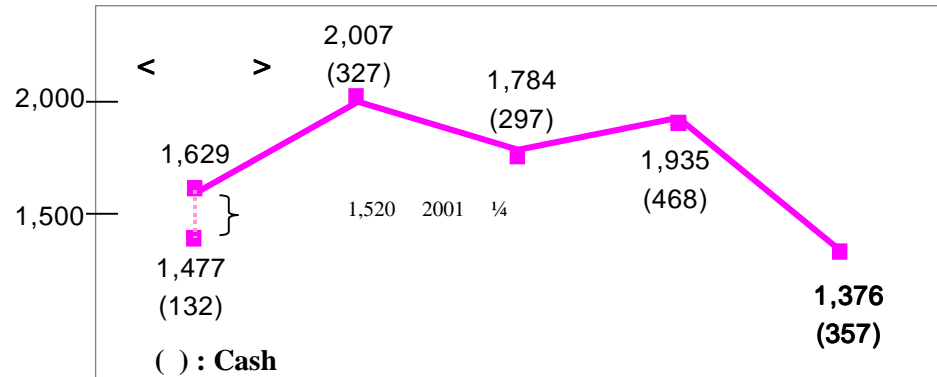
- cdma 2000 1x Network

Network Evolution

- 가
- EBITDA (543% ↑)
- EBITDA

- cdma 2000 1x Capex (2000 ~ 2001)
- 2,150 Upgrade (2001 : 3,300)
- Coverage : 97 / 90%
- cdma 2000 1x Capex (2000~2001) : 100billion won

()



- | | 2000 | 2001 |
|--------------|--------------|------|
| 16,294 ('00) | 13,757 ('01) | 16% |
| 14,974 ('00) | 10,187 ('01) | 32% |

	2000	2001
	1026%	240%
	746%	125%

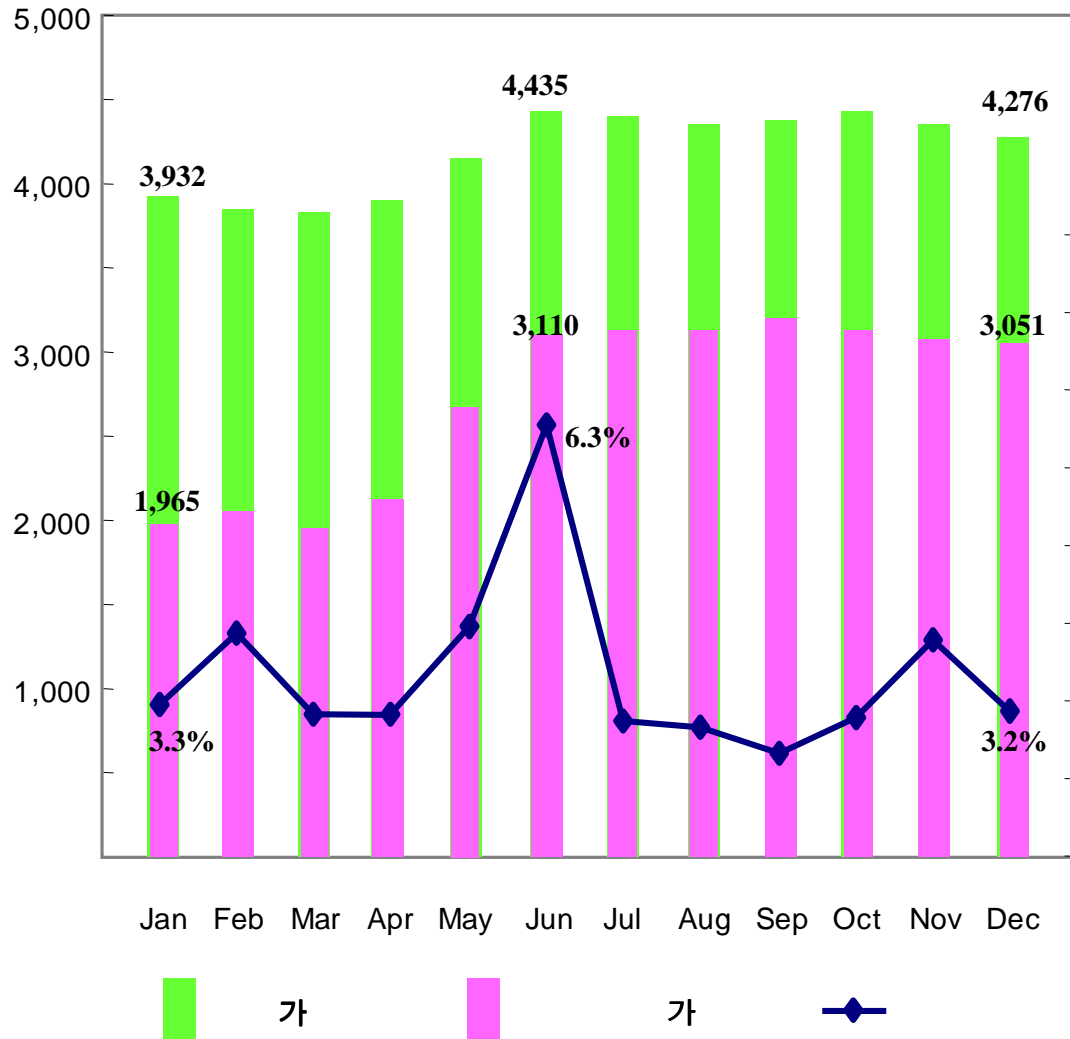
- | 2001 | 2000 | 11% | 1,428 |
|------|--------|-------|-------|
| | 2000 | 2001 | |
| | 11.70% | 9.45% | |

2001	2000	2001
	11.70%	9.45%

- 2001

(2001 : 7.67%)

2001



가	가	가
가	2000	2001
가	3,948	4,276
가	1,906	3,051
가		가
가		8.3%
가		60.1%

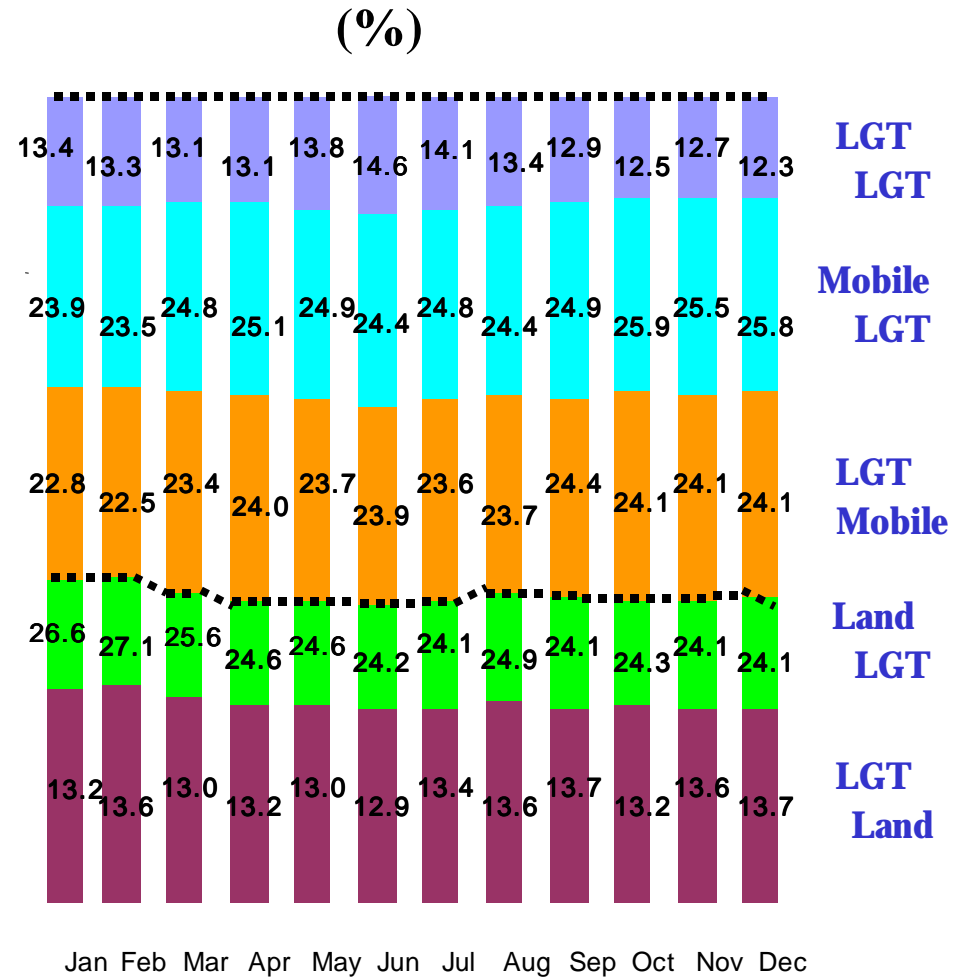
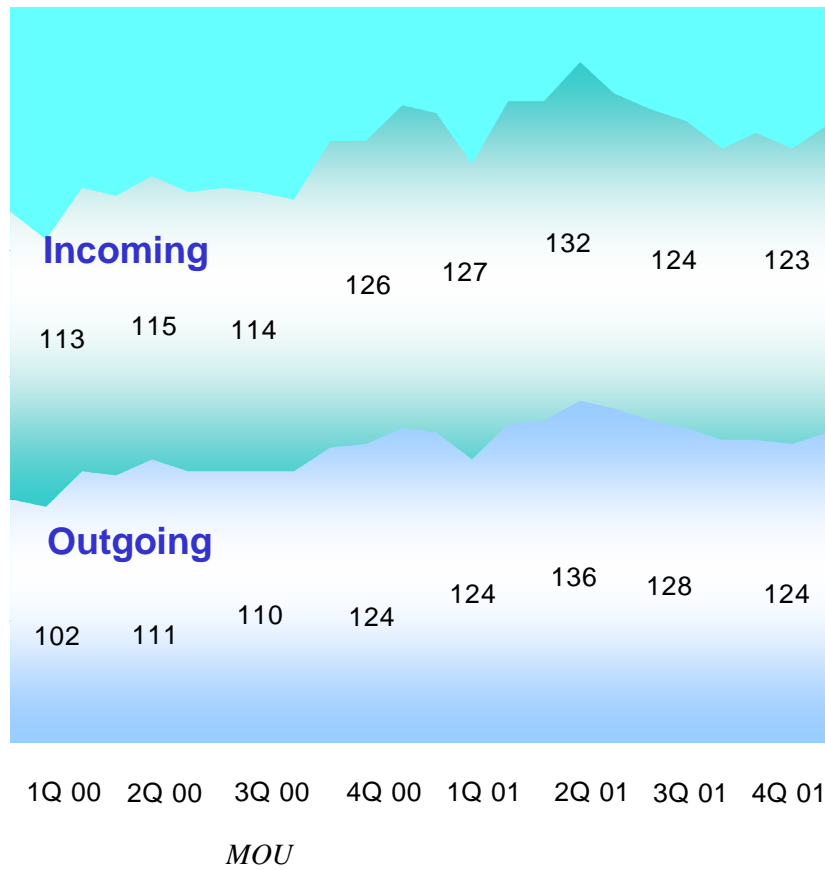
■ : 가
 SKT M/S
 SK
 ■ :
 SKT Marketing 가
 CRM

■ 2002 2 가
 2002 2 19 : 4,305

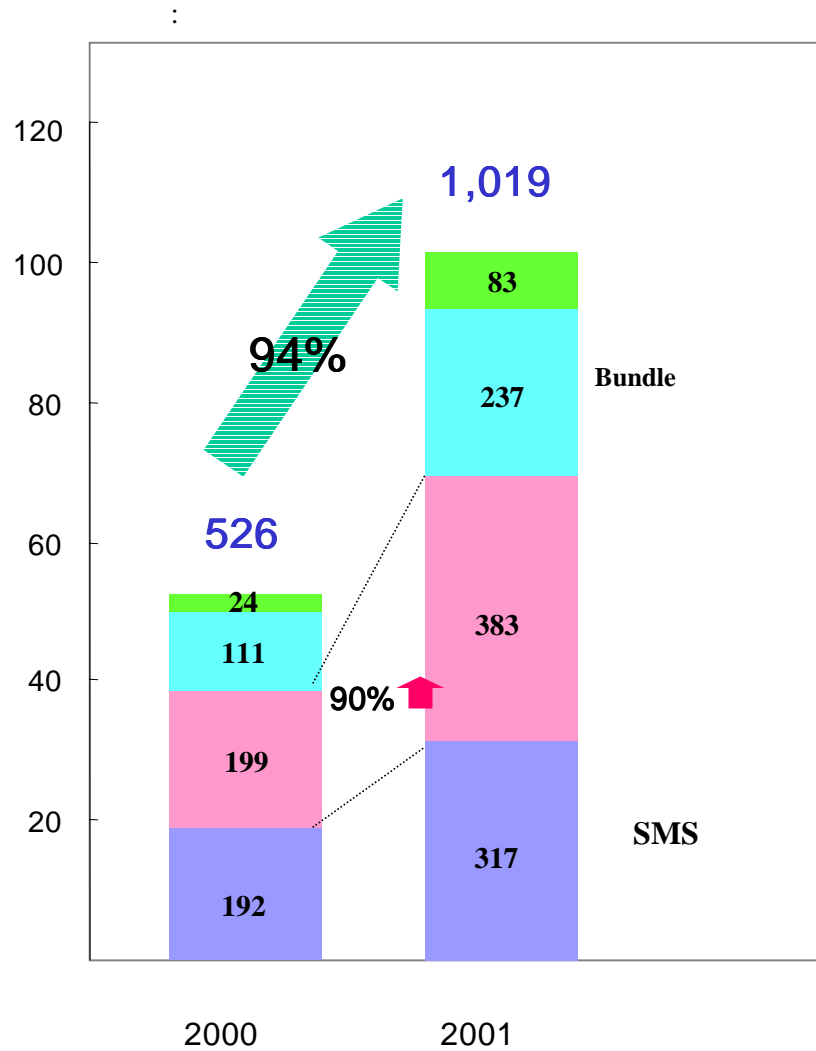
■ MOU Seasonal Trend

■ MM 가

MOU



Global CDMA Leader



■ (가 &)

: 5.3% (2000) 7.9% (2001)

■ CNIP 가

■ 가

- 가 가 가

- Data-voice Bundle (Khai)가 가

- , cdma 1x 가 가 Handset

2001

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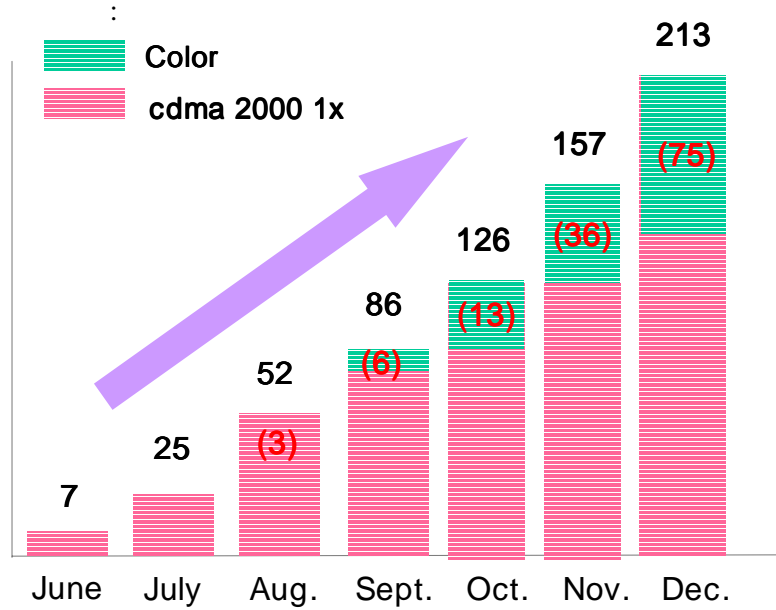
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	1Q	2Q	3Q	4Q
	88	100	99	95
SMS	57	72	73	115
bundle (Khai)	49	60	65	63
()	17	21	24	21
Total	211	253	262	293

* Bundle (Khai)

: Bundle가 (Khai) ×1,500 ()

cdma 2000 1x 가



- cdma 2000 1x 가 (12) : 35% (1)
- 2G가 2.5G가 Migration (2002 Target 가 : 2)
- Coverage : Upgrade Coverage
- Capacity : 2G 2.5G 가 : 2FA Upgrade
- Hot spot : 가

cdma 1x Coverage

	Y2001 -end	Y2002 -end (E)
# of cities	97	120
Population	90%	99%

The widest coverage in Korea (2001)

- 2G
- 2.5G

