

2003

前 가 .

2004 2 5



LG TeleCom

가

1. Financial Highlight

- 2003 3.7% 가 1 7,377 .
- 15% 9% 가 2,112 1,121 .
- 2003 4 6% 가 4,595 .
- 4 2G 가 65% 135 .

< > (:)

	2003	2002		2003 4	2003 3	
1.	2,227,492	2,237,428	-0.4%	618,476	555,037	11.4%
2.	1,737,739	1,676,114	3.7%	459,501	433,288	6.0%
가	489,753	561,314	-12.7%	158,975	121,749	30.6%
	2,016,340	2,053,139	-1.8%	568,692	498,617	14.1%
	211,152	184,289	14.6%	49,784	56,420	-11.8%
	52,828	73,103	-27.7%	14,335	12,777	12.2%
	151,916	154,139	-1.4%	50,580	30,819	64.1%
	112,064	103,253	8.5%	13,539	38,378	-64.7%
	33,283	30,666	8.5%	4,021	11,398	-64.7%
	78,781	72,587	8.5%	9,518	26,980	-64.7%
EBITDA	559,821	499,286	12.1%	139,077	144,125	-3.5%
EBITDA margin	32%	30%		30%	33%	

2001 (ABS) (870)가 2002 2003 3 . ()

< > (:)

	2003.12.31	2002.12.31		2003.9.30	
	3,358,019	3,111,657	8%	3,312,823	1%
	753,028	486,529	55%	658,212	14%
	287,124	394,111	-27%	344,368	-17%
	1,748,929	1,647,705	6%	1,616,402	8%
	568,938	583,312	-2%	606,839	-6%
	2,402,033	2,235,648	7%	2,278,269	5%
	1,187,874	1,054,066	13%	1,033,169	15%
	1,214,159	1,181,582	3%	1,245,100	-2%
	955,986	876,009	9%	947,554	1%
	251%	255%		240%	
	143%	148%		126%	

2002 2003 3 B/S . (가 가)

2.

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	2003	2002		2003 4	2003 3	
	2,227,492	2,237,428	-0.4%	618,476	555,037	11.4%
	1,737,739	1,676,114	3.7%	459,501	433,288	6.0%
가	28,931	45,347	-36.2%	9,856	7,100	38.8%
	665,791	649,092	2.6%	173,686	163,648	6.1%
	545,462	497,450	9.7%	144,331	136,690	5.6%
	120,999	109,238	10.8%	31,604	30,676	3.0%
가	106,343	76,096	39.7%	28,221	27,626	2.2%
	365,890	364,964	0.3%	97,018	91,736	5.8%
()	(95,677)	(66,074)	44.8%	(25,217)	(24,187)	4.3%
	489,753	561,314	-12.7%	158,975	121,749	30.6%

2003

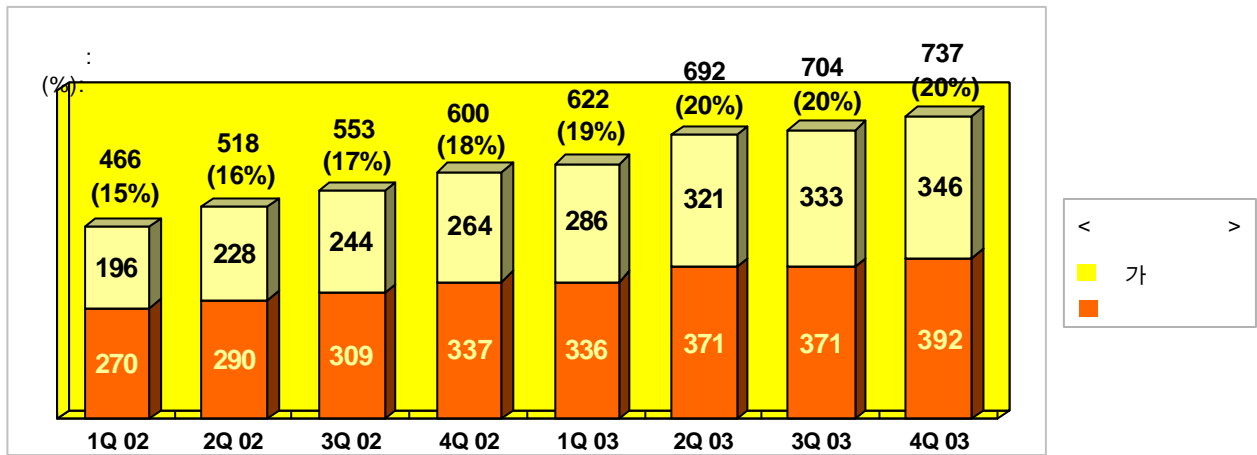
2002

- 2003 3.7% 가 1,737,739 .
4 6.0% 가 4,595 ,
- YoY 가
- 가 (31%) 가 36% ,
ARPU 가(1.2%) 2.6%, 9.7% 가.
- 가 가 23% 가
- QoQ 가
- 가 가 (0.2%) , 가
ARPU 가(5.5% 가) 6.1%,
5.6% 가.

■ < >

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	2003	2002		2003 4	2003 3	
	146,975	120,483	22.0%	39,154	37,080	5.6%
	120,999	109,238	10.8%	31,604	30,676	3.0%
(to CP)	25,976	11,244	131.0%	7,549	6,404	17.9%
가	128,519	93,141	38.0%	34,591	33,312	3.8%
	106,343	76,096	39.7%	28,221	27,626	2.2%
(to CP)	22,176	17,045	30.1%	6,370	5,687	12.0%
	275,494	213,624	29.0%	73,745	70,392	4.8%



(:)

	2003	2002		2003 4	2003 3	
	365,890	364,964	0.3%	97,018	91,736	5.8%
L-M	156,881	166,113	-5.6%	40,363	39,887	1.2%
M-M	209,010	198,851	5.1%	56,655	51,849	9.3%
	207,829	197,777	5.1%	56,691	52,006	9.0%
M-L	38,765	35,020	10.7%	9,959	10,047	-0.9%
M-M	169,063	162,757	3.9%	46,732	41,960	11.4%
	158,062	167,187	-5.5%	40,328	39,729	1.5%

M-L

• 2003

가

0.3%, 5.1% 가

• 4

MM

가

1.5%



Mobile LGT	26.0%	-0.1%	25.9%	25.7%	0.5%	26.2%
LGT Mobile	25.0%	0.2%	25.2%	25.3%	0.5%	25.8%
Land LGT	21.1%	-1.2%	19.9%	19.8%	-0.4%	19.4%
LGT Land	14.2%	-0.7%	13.5%	13.5%	0.1%	13.6%
LGT LGT	13.7%	1.8%	15.5%	15.7%	-0.7%	15.0%
	2002		2003	3Q 03		4Q 03

3.

	2003	2002		2003 4	2003 3	
가	2,016,340	2,053,139	-1.8%	568,692	498,617	14.1%
가	88,575	69,785	26.9%	28,525	20,520	39.0%
	287,350	418,408	-31.3%	71,178	72,431	-1.7%
	346,566	313,046	10.7%	88,753	87,180	1.8%
	94,346	59,537	58.5%	35,114	23,933	46.7%
	207,829	197,777	5.1%	56,691	52,006	9.0%
	33,144	30,797	7.6%	8,288	8,070	2.7%
	173,407	165,587	4.7%	43,499	43,722	-0.5%
	32,418	21,291	52.3%	8,181	6,240	31.1%
	115,063	105,776	8.8%	31,974	27,851	14.8%
	156,632	116,401	34.6%	39,178	36,976	6.0%
2G	14,830	3,965		-5,320	4,917	
	8,688	-298		2,298	2,164	
가()	481,011	554,735	-13.3%	157,311	119,686	31.4%
가	1,535,330	1,498,404	2.5%	411,381	378,930	8.6%

*

- 가 2003 가 (10.7% 가),
(7.6% 가), (59% 가) 가
(31%) (2.5%) 가 1 5,353 .

- : 가 2003 4 Bank-On 가
27% 가 .

	2002 12	2003 3	2003 6	2003 9	2003 12
	1,285	1,304	1,298	1,357	1,386
	202	226	217	215	347
	1,487	1,530	1,515	1,572	1,733

- (:)

	2003	2002
	136	200
	(42)	(160)
114	54	
	148	40

- 2002 2003 4

• 2003 가 31%
 2,874 .
 , 4 가 8% 가 가
 가 Bank-On 가 가 가
 10% 712 .

Breakdown (:)

	2003	2002		2003 4	2003 3	
	122,893	257,481	-52%	25,761	28,559	-10%
	62,435	63,830	-2%	16,073	15,675	3%
	58,454	46,833	25%	16,907	15,642	8%
	43,569	50,264	-13%	12,436	12,556	-1%
	287,350	418,408	-31%	71,178	72,431	-2%

4.

(:)

	2003	2002		2003 4	2003 3	
	52,828	73,103	-28%	14,335	12,777	12%
	20,734	22,469	-8%	5,803	4,351	33%
	9,720	7,573	28%	2,091	2,843	-26%
	22,373	43,061	-48%	6,441	5,582	15%
	151,916	154,139	-1%	50,580	30,819	64%
가 *	103,388	109,364	-5%	24,632	24,743	0%
	17,894	20,675	-13%	3,400	3,388	0%
	5,338	903		5,227	3	
	13,923			13,923		
	11,373	23,197	-51%	3,397	2,684	27%
	-99,088	-81,036		-36,244	-18,042	

*

• 2003 203 (28%) 528 ,
120 () 가 97

• 2003 1,519
(가) : cdma 1x Upgrade 2G Channel card 2G
139 42 가 .(4)
() : (60), 가 (28)
(가 31 , 42 , 25)

• 2003 5% 827 .
(:)

	2003	2002		2003 4	2003 3	
()	1,304,248	1,380,296	-6%	1,304,248	1,284,347	2%
	82,653	86,895	-5%	18,830	20,391	-8%

5.

(1) (:)

	2003.12.31	2002.12.31		2003.9.30	
	753,028	486,529	54.8%	658,212	14.4%
	581,923	350,918	65.8%	561,611	3.6%
*	67,377	9,822	586.0%	171,659	-60.7%
	473,307	296,906	59.4%	343,984	37.6%
	141,768	102,620	38.1%	64,107	121.1%
	2,604,992	2,712,128	-4.0%	2,654,610	-1.9%
	287,124	394,219	-27.2%	345,723	-16.9%
	1,748,929	1,734,597	0.8%	1,702,048	2.8%
	568,938	583,312	-2.5%	606,839	-6.2%
	561,011	573,969	-2.3%	598,618	-
	3,358,019	3,198,657	5.0%	3,312,823	1.4%

* : 3 가 ()

- 2003 5% 가 3 3,580
- 2003 (MNP) 38% 가.
- 3G 가 2004 2006 가 (PV) (가 : PV 130 가 130)

(2)

(:)

	2003.12.31	2002.12.31		2003.9.30	
	60,000	290,000	-79%	230,300	-74%
	461,666	204,603	126%	375,421	23%
	638,167	623,808	2%	700,116	-9%
	126,717	237,747	-47%	125,100	1%
()	80,577	27,951	188%	14,128	470%
	1,455	2,750	-47%	1,759	-17%
	1,368,582	1,386,860	-1%	1,446,823	-5%

- 2003 1 3,686 1%
- 2001 10 (ABS) 가 870 (2002 , 2003 9 12) 가

(3) CAPEX

• 2003 4,492 (MNP)

4 가 .

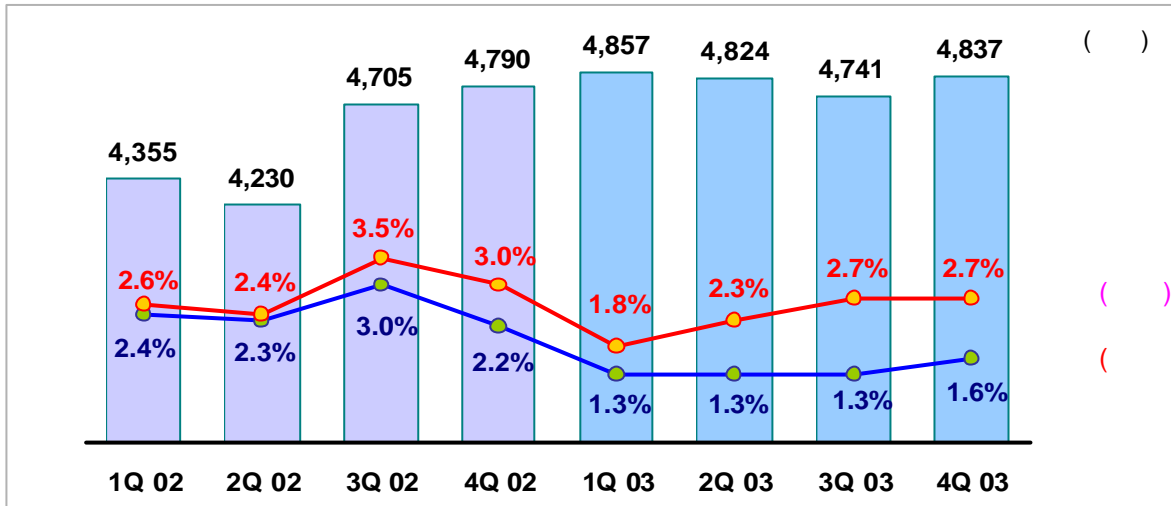
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	2003 total	2002 total	1Q 2003	2Q 2003	3Q 2003	4Q 2003
/	1,648	2,566	311	372	273	691
1x RTT (2.5G)	2,415	521	423	595	385	1,012
IT	281	190	14	21	89	157
	148	303	53	45	33	16
	4,492	3,580	801	1,034	780	1,877
CAPEX/Sales ratio	27%	21%	19%	24%	18%	41%

	4Q 2002	1Q 2003	2Q 2003	3Q 2003	4Q 2003
LGT BTS	3,636	3,689	3,747	3,823	4,050
KTF	534	692	694	756	920
가 BTS	4,170	4,381	4,441	4,579	4,970
cdma 1x BTS	3,055	3,060	3,100	3,150	3,305

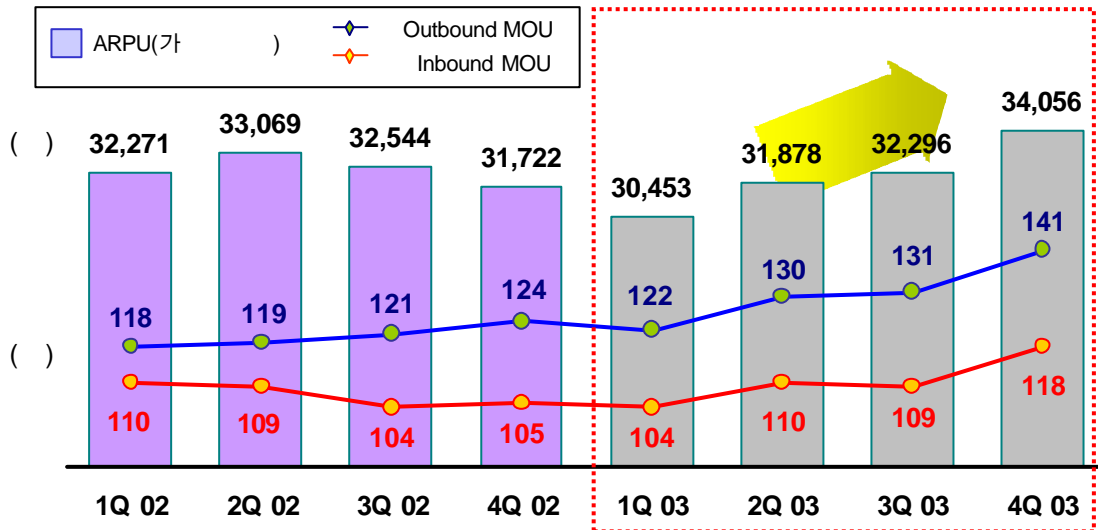
6.

가



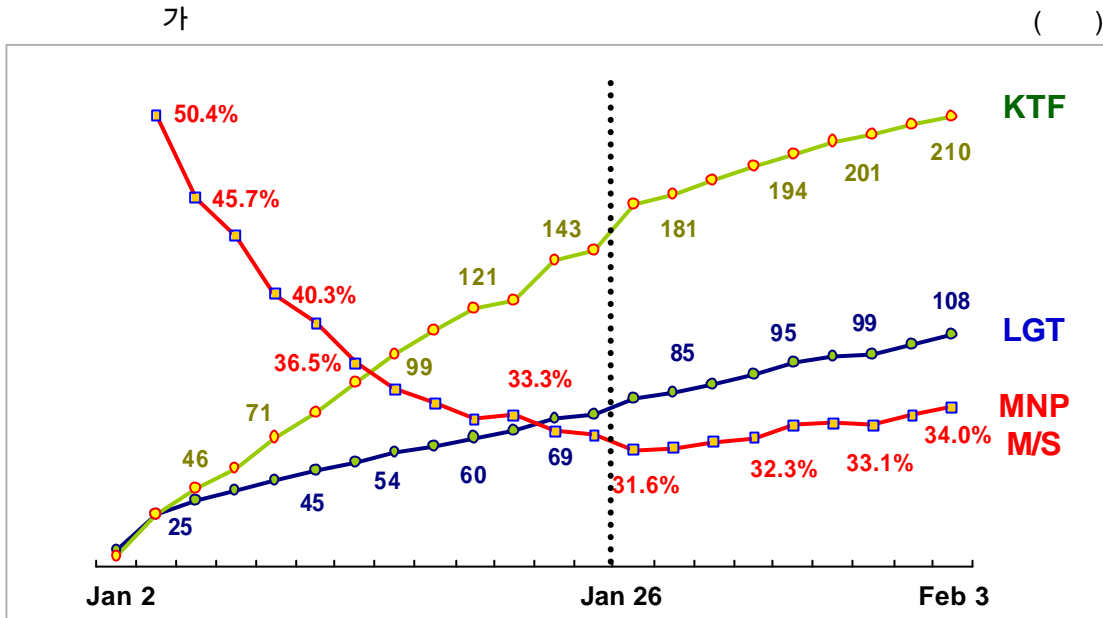
- 2003 (Prepaid)가 307 가 264
가 1% 가 4,837
- 4 9 Launching Bank-ON 가 가 가
2% 가 (12 Bank-ON 가 : 285)

ARPU / MOU



- 2003 4 ARPU 5.5% 가 34,056
- 2003 4 MOU / 8% 가 141 () 118 ()
- Bank-ON High ARPU 가 2003
가 Quality가

■ MNP



• 2003 1 1

2

KTF

•

가 가

LGT

LGT

■ Bank-On

• 2003 9

Chip

Mobile Banking

4

285

가)

• 700 (KB)

• 가 (Tariff)

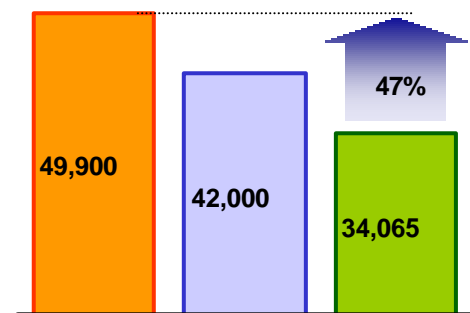
LG

• Bank-ON High-ARPU
ARPU

• MNP 900

Bank-ON

POS(Point of Sale)



Bank-ON

Bank-ON 가
4 ARPU

LGT

(:)

	2003 12	2002 12	2003 9
I.			
1.	611,260	383,909	589,058
1) 가	7,377	9,822	171,659
2)	473,307	296,906	343,984
3)	32	8	29
4)	5,467	9,137	10,485
5) 가	60,000		
6)	33,990	34,000	32,274
7)	1,750	1,045	3,180
8)	379	972	483
9)	27,360	29,004	25,858
10)	1,598	3,015	1,105
2.	141,768	102,620	69,155
1)	138,201	101,056	68,097
2)	3,566	1,564	1,058
	753,028	486,529	658,212
II.			
1.	287,124	394,219	345,723
1)	897	1,109	4,110
2)	60,582	134,995	119,268
3) 가	36,848	38,380	39,018
4)	1,800	14,558	2,000
5)	8,865	8,420	5,733
6)	10,235	12,642	6,660
7)	118,496	101,430	115,512
8)	49,402	82,685	53,423
2.	1,748,929	1,734,597	1,702,048
1)	47,712	47,671	47,671
2)	1,453,992	1,479,194	1,408,493
3)	98,953	101,431	99,446
4)	7,095	8,527	7,644
5)	38,078	51,190	41,094
6)	74	271	84
7)	103,025	46,313	97,616
3.	568,938	583,312	606,839
1)	87	32	35
2)	5		1
3)	207	160	130
4)	5,472	6,749	5,730
5)	2,154	2,402	2,325
6)	561,011	573,969	598,618
	2,604,992	2,712,128	2,654,610
	3,358,019	3,198,657	3,312,823

	2003 12	2002 12	2003 9
III.	2,402,033	2,322,648	2,365,269
1.	1,187,874	1,054,066	1,120,169
1)	104,489	54,141	56,735
2)	63,939	294,367	243,592
3)	117,181	179,152	96,031
4)	287,839	178,679	183,510
5)	15,279	20,821	19,461
6)	19,754	12,157	18,779
7)	109,544	102,355	119,403
8)	461,666	204,603	375,421
9)	5,629	5,026	4,293
10)	2,554	2,766	2,944
2.	1,214,159	1,268,582	1,245,100
1)	638,167	623,808	700,116
2)	126,717	237,747	125,100
3)	9,218	10,122	9,705
4)	419,340	379,671	390,498
5)	19,263	14,483	17,923
6)	1,455	2,750	1,759
	2,402,033	2,322,648	2,365,269
IV.			
1.	1,386,392	1,386,392	1,386,392
	1,386,392	1,386,392	1,386,392
2.	11,579	11,579	11,579
	11,579	11,579	11,579
3.	-422,677	-501,458	-432,196
1)	-501,458	-574,045	-501,458
2)	78,781	72,587	69,263
4.	-19,308	-20,504	-18,222
1) 가			1,754
2) 가	-17,853	-17,754	-18,217
3) 가	-1,455	-2,750	-1,759
	955,986	876,009	947,554
	3,358,019	3,198,657	3,312,823

LGT

(:)

	Y2003 Total	Y2002 Total	4Q 2003	3Q 2003
I.	2,227,492	2,237,428	618,476	555,037
1.	1,737,739	1,676,114	459,501	433,288
2.	489,753	561,314	158,975	121,749
II. 가	2,016,340	2,053,139	568,692	498,617
1.	56,060	48,243	14,892	14,156
2.	7,792	1,404	5,334	1,485
3.	6,723	4,855	1,621	1,206
4.	18,000	15,283	6,679	3,674
5.	4,792	4,226	1,359	1,111
6.	11,218	11,288	2,712	2,909
7.	21,210	18,795	5,635	6,408
8.	3,392	1,626	1,496	545
9.	454	423	187	92
10.	28,167	12,697	3,563	6,683
11.	94,346	59,537	35,114	23,933
12. 가	346,566	313,046	88,753	87,180
13.	14,313	13,114	3,383	4,005
14.	11,397	8,511	3,207	2,682
15.	2,182	2,142	533	520
16.	58,454	46,833	16,907	15,642
17.	185,328	321,311	41,834	44,233
18.	115,063	105,776	31,974	27,851
19.	43,569	50,264	12,436	12,556
20.	2,061	2,488	626	542
21.	1,197	1,032	339	302
22.	1,928	3,232	626	561
23.	207,829	197,777	56,691	52,006
24.	33,144	30,797	8,288	8,070
25.	173,407	165,587	43,499	43,722
26.	24,824	14,018	7,088	3,619
27.	24,582	20,415	7,018	5,773
28.	2,812	444	866	700
29.	32,418	21,291	8,181	6,240
30.	2,103	1,951	540	525
31.				
32. 가()	481,011	554,735	157,311	119,686
III.	211,152	184,289	49,784	56,420

	Y2003 Total	Y2002 Total	4Q 2003	3Q 2003
IV.	52,828	73,103	14,335	12,777
1.	20,734	22,469	5,803	4,351
2. 가	699	10,498	699	
3.	36	12,041	5	17
4.		15		
5.	93	87		
6.	9,720	7,573	2,091	2,843
7.	1,610	144	7	10
8.	3,315	5,140	905	983
9.		213		-6
10.	16,621	14,923	4,825	4,579
V.	151,916	154,139	50,580	30,819
1.	96,219	104,483	22,737	22,851
2. 가	4	3,127	2	
3.	52	127	4	1
4.		4,223		
5.		4		
6.	749	315	561	18
7.	5,338	903	5,227	3
8.	7,242	7,558	1,906	1,920
9.	6,065	4,013	1,608	1,599
10.	1,103	867	287	292
11.		2,536		
12. 가	2,108	4,147	881	100
13.		18	-2	
14. 가	17,894	20,675	3,400	3,388
15.	13,923		13,923	
16.	1,217	1,144	45	645
VI.	112,064	103,253	13,539	38,378
VII.	33,283	30,666	4,021	11,398
VIII.	78,781	72,587	9,518	26,980
EBITDA	559,821	499,286	139,077	144,125
EBITDA margin	32.2%	29.8%	30.3%	33.3%

:

• 2001 10 (ABS) (870)가
 2002 2003 1 ~3

• B/S
 : () 가 (870) 가

• P/L
 :
 가

2002

	가	가(+)	1,662	311,384	313,046
		(-)	-8,128	67,664	59,537
		(-)	-218	105,993	105,776
		가(+)	6,683	177,606	184,289
		가(+)	6,683	97,801	104,483

2003 1~3

		1Q 2003		2Q 2003		3Q 2003	
	가	416	84,506	416	86,128	416	87,180
		-2,023	16,469	-2,012	18,831	-2,039	23,933
		-44	26,055	-44	29,183	-44	27,851
		1,651	46,131	1,640	58,817	1,667	56,420
		1,651	25,105	1,640	25,526	1,667	22,851