

To Shareholders & Investors

KTF

2001

2002 2

Contents



& CDMA2000 1x



FY2001

KTF+KTM (:)

	FY2001	FY2000	(%)
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I.	789,104	142,602	453.4%
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1. PCS			
	3,986,078	3,271,707	21.8%
PCS	2,901,193	2,349,386	23.5%
	941,600	873,507	7.8%
	111,665	29,191	282.5%
	31,620	19,623	61.1%
	3,209,156	3,124,628	2.7%
가	1,808,669	1,472,939	22.8%
	1,400,487	1,651,689	-15.2%
	776,922	147,080	428.2%

2.			
	1,032,060	1,072,289	-3.8%
가	1,019,878	1,076,768	-5.3%
	12,182	4,478	

II.	228,801	169,469	35.01%
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1.	252,920	187,340	35.01%
2. /	4,215	25,910	
3.	19,904	43,781	-54.54%

VI.	560,303	26,868	
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VII.		4,077	
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VIII.	560,303	22,791	
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IX.	124,494	227,255	-45.22%
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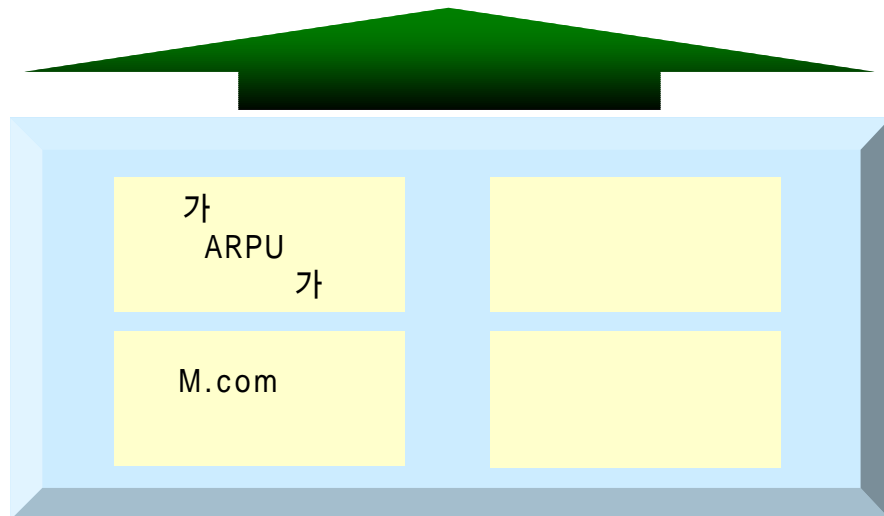
X.	435,809	250,046	
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• _____

 M.com



	(:)	
	2001	2000
PCS	39,861	32,717
	7,891	1,426
EBITDA	14,075	6,138
	4,358	2,500
	33%	31%



2001 12

(:)

6,496,392	4,464,396
1,547,239	2,242,130
	2,222,266
1,489,080	
58,159	
	2,031,996
4,949,153	
	920,290
632,002	1,132,834
4,307,778	10,481
9,373	31,609

가

	4 Q - 2 0 0 1	3 Q - 2 0 0 1	2 Q - 2 0 0 1
	3,490	3,944	3,869
1	1,293	1,736	1,851
	3,436	3,878	3,785
	33 (\$25.1mn) +	184 (\$127mn) +	184 (\$141mn) +
	237 (JPY23.6bn)	258 (JPY23.6bn)	246 (JPY23.6bn)



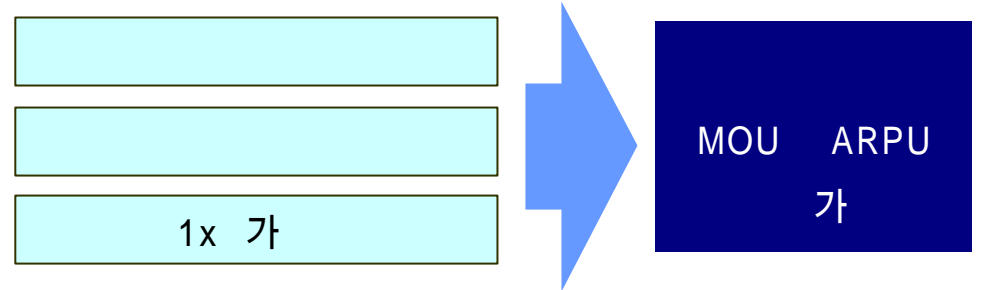
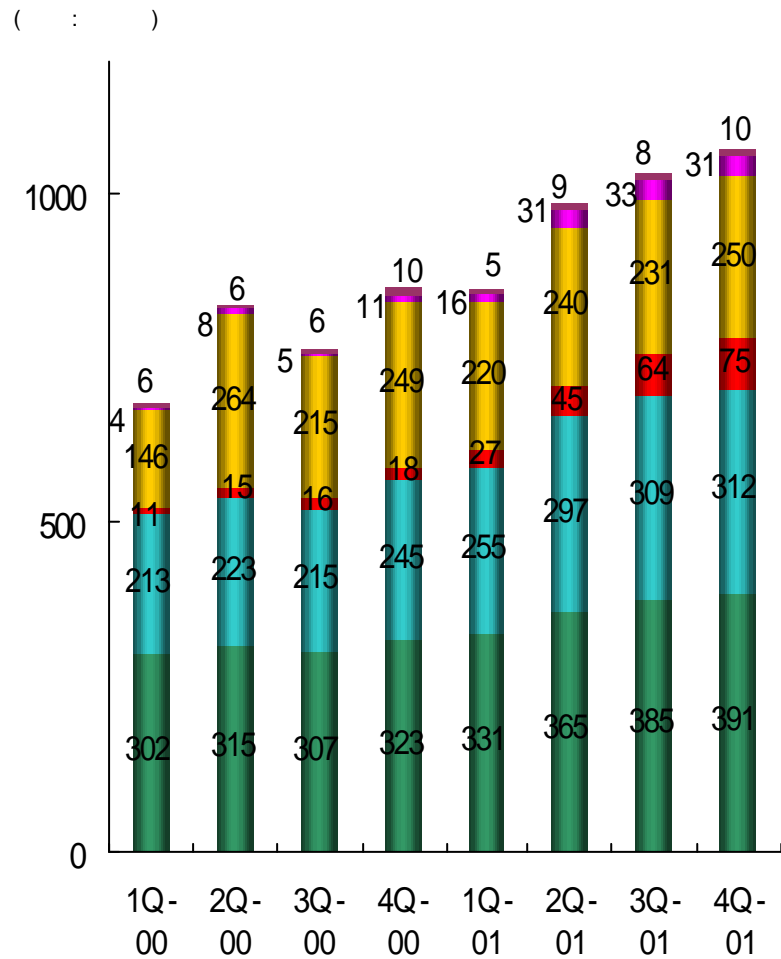
	4Q - 01	3Q - 01
	220%	286%
	169%	222%
	3.27	4.17
EBITDA	5.90	6.38
ROA	11%	8%
ROE	39%	33%
EBITDAmargin	36%	43%
EPS	995	762

* ROA ROE (X4)

4Q 가
 - Qualcomm BW
 - : 1,851,350 ,
 가 : 54,000 (5,000)

PCS

* 가 PCS MOU ARPU



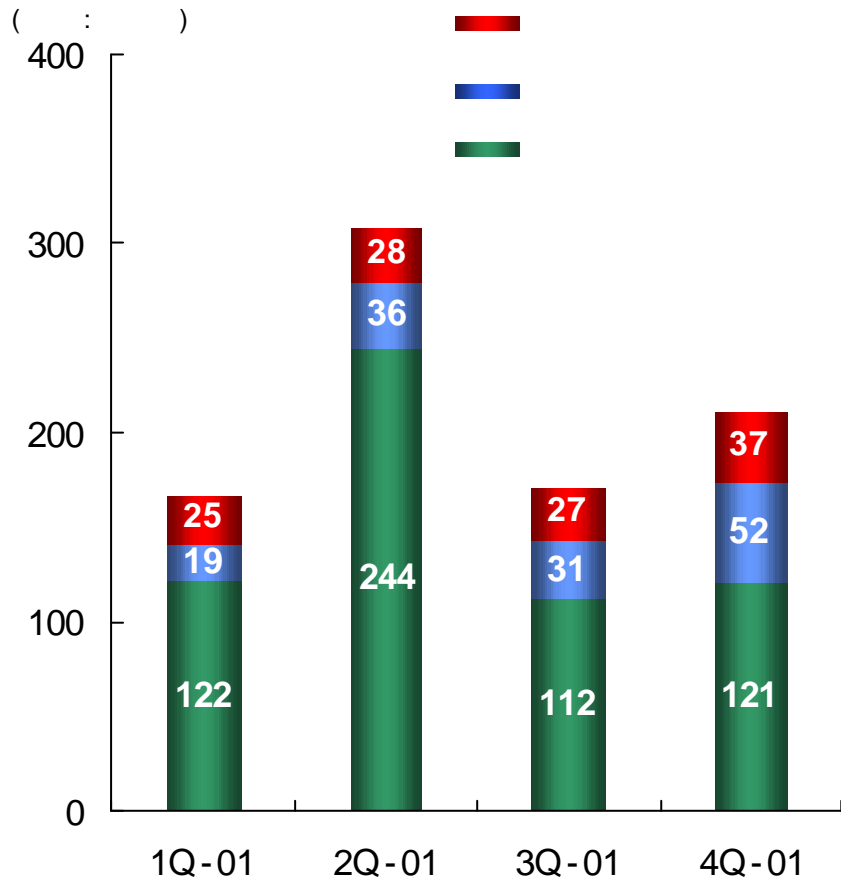
1x 가

- 가 가 / 가
18% 가

- 가 가
31% 가

가 (MagicN + SMS +)
4

가 /



	1Q-2001	2Q-2001	3Q-2001	4Q-2001
가	81	201	53	51
	8	19	13	20
가	89	220	66	71
	41	43	59	70
	11	17	18	32
	52	60	77	102
	25	28	27	37
	166	308	170	210

2Q : 가
Acquisition cost / sub. = 110

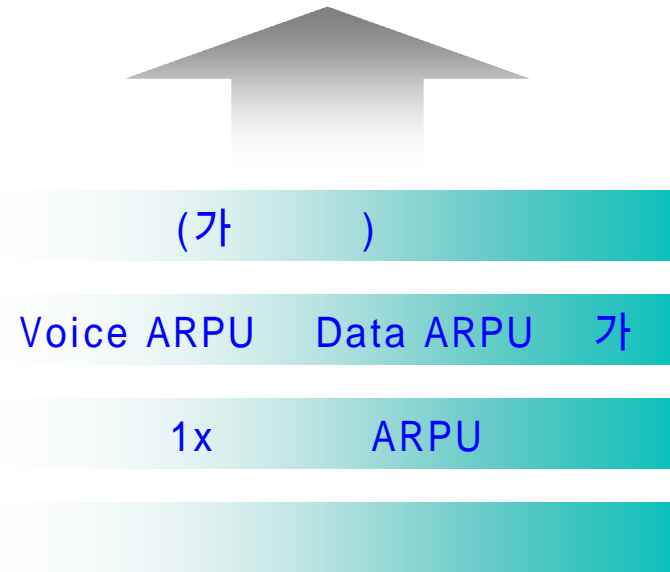
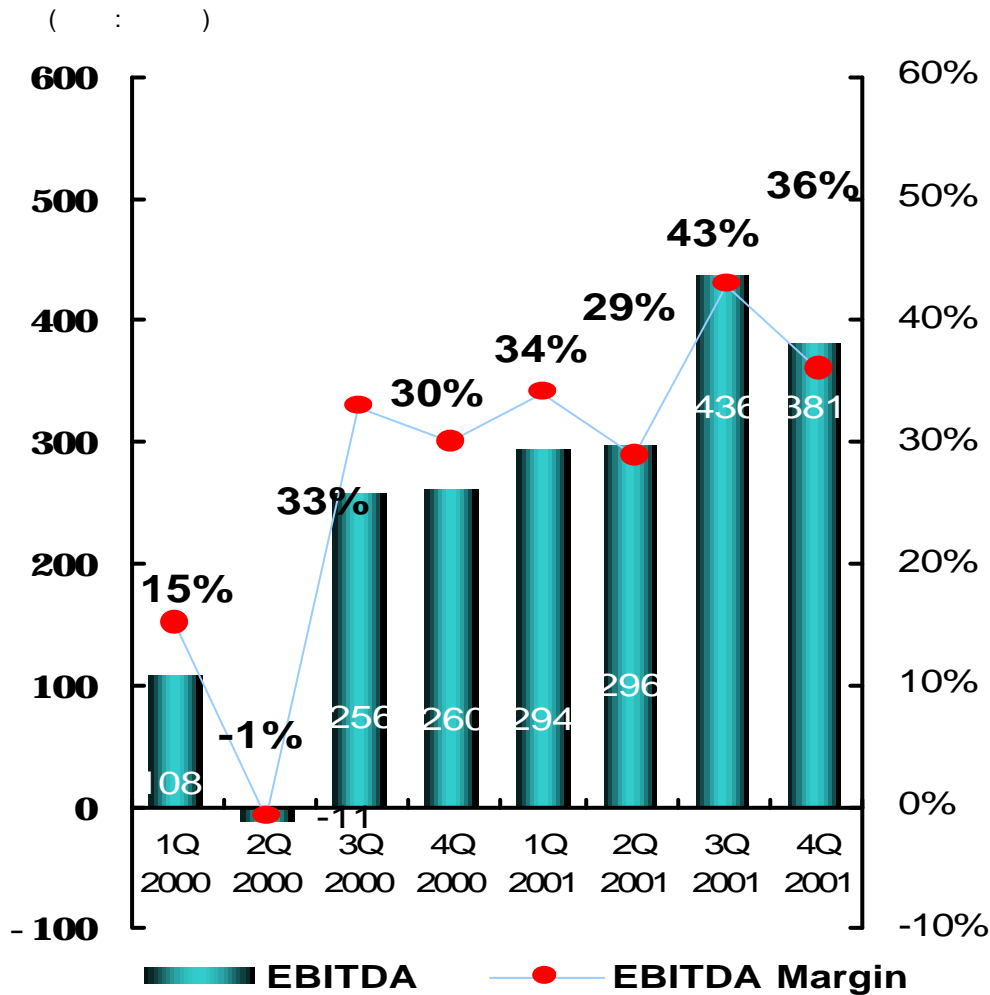
4Q : 가 ARPU 가
Acquisition cost / sub. = 69



2002 : 가
가 1x 가

3Q 4Q 가
- 3Q 가 59 4Q 가 101
- multi-pack

EBITDA

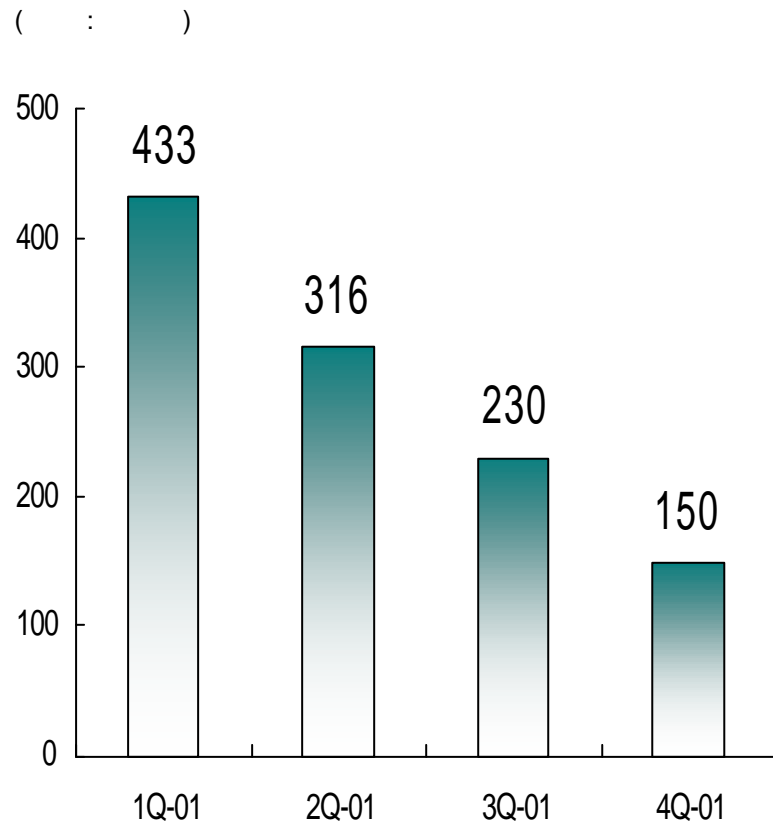


3Q	4Q	EBITDA margin
-	가 399	- 가 112
-	가 276	- 가 101

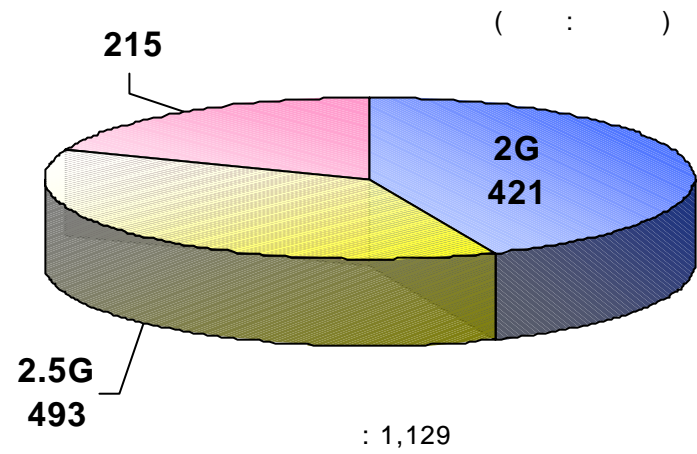
) EBITDA = + 가 - (- 가) +
 EBITDA margin = EBITDA / (PCS +)

CAPEX

Capex



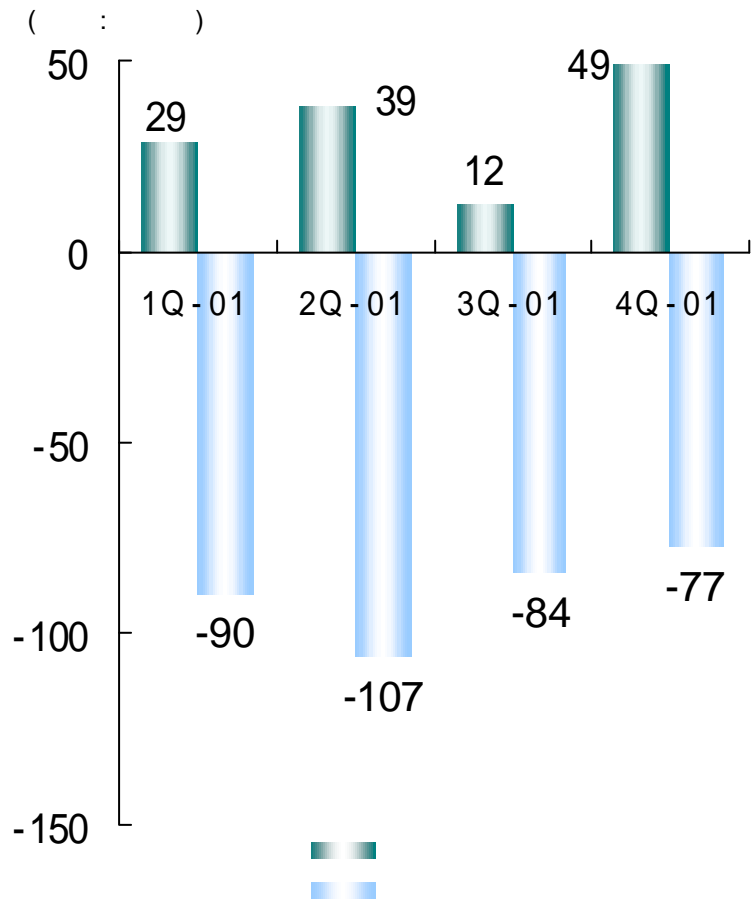
FY2001 Capex



2001	가	
-	가	128
4Q	Sales & Lease back	
BSC	가	1,069
- 2004		33
		2G PCX



2001 3Q



가

(7.8% 4Q 5%)

	1Q-01	2Q-01	3Q-01	4Q-01
	35	85	45	74
	665	787	705	611
	630	702	661	537

4Q / 241

- USD 25.1 , JPY 236 (270)

- 4Q (Sep to Dec)

\ /USD : 1,309.1 1,326.1

\ /JPY : 10.9539 10.05

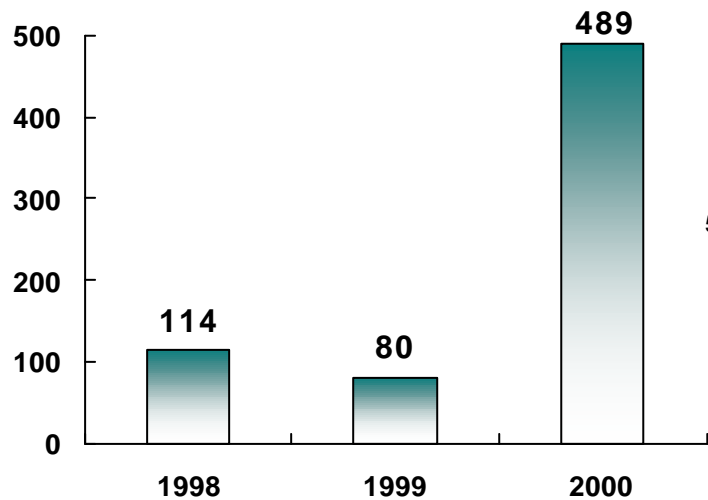
M.com

가
M.com
(2000 4Q)
: 2,316



가
M.com
,
M.com
.

M.com



5



M.com
: 2001 4Q 450
: 2,300

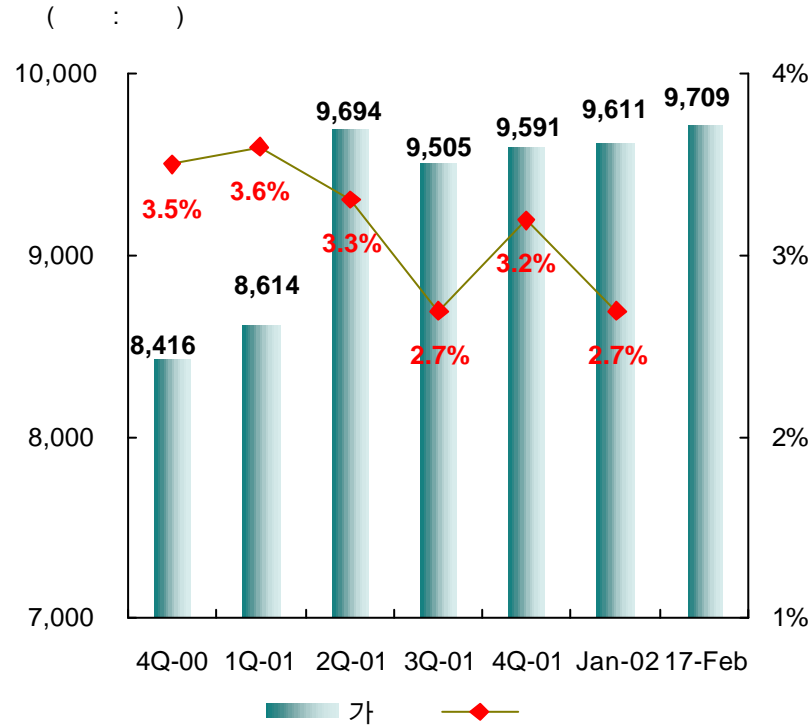
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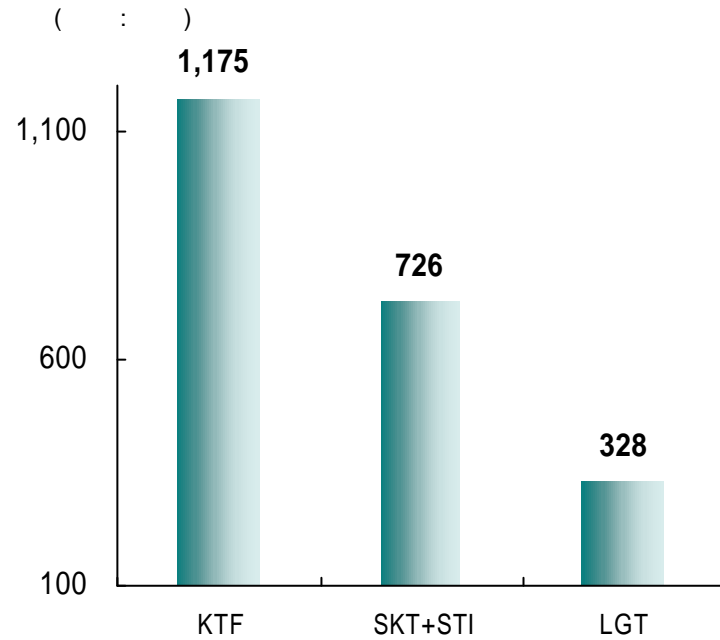
& CDMA2000 1x

가

가



2001 가

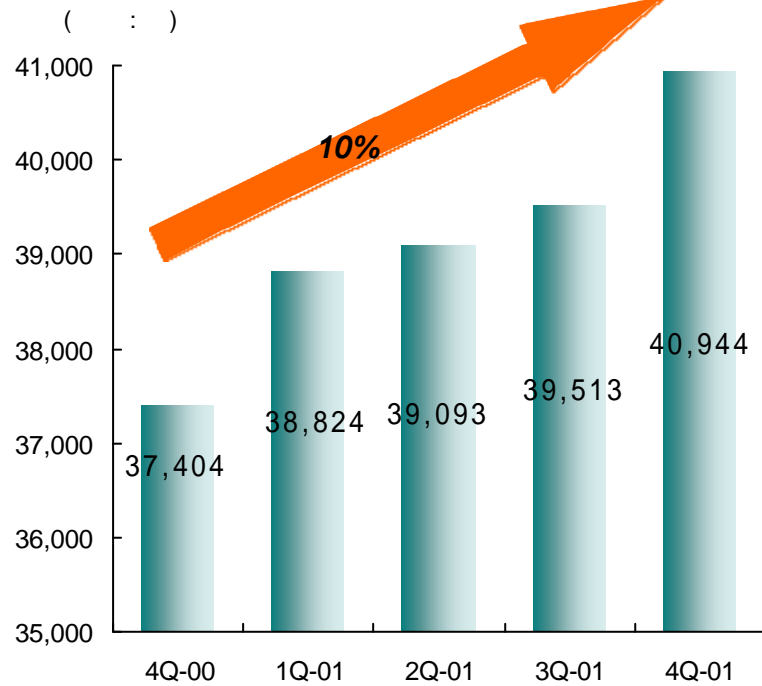


■ 4/4 가 3 86,000 ->
 가 가 , 가
 ■ 4/4 , 가 가

■ 2001 가 1,175 , 가 14%
 KTM.com 가 →

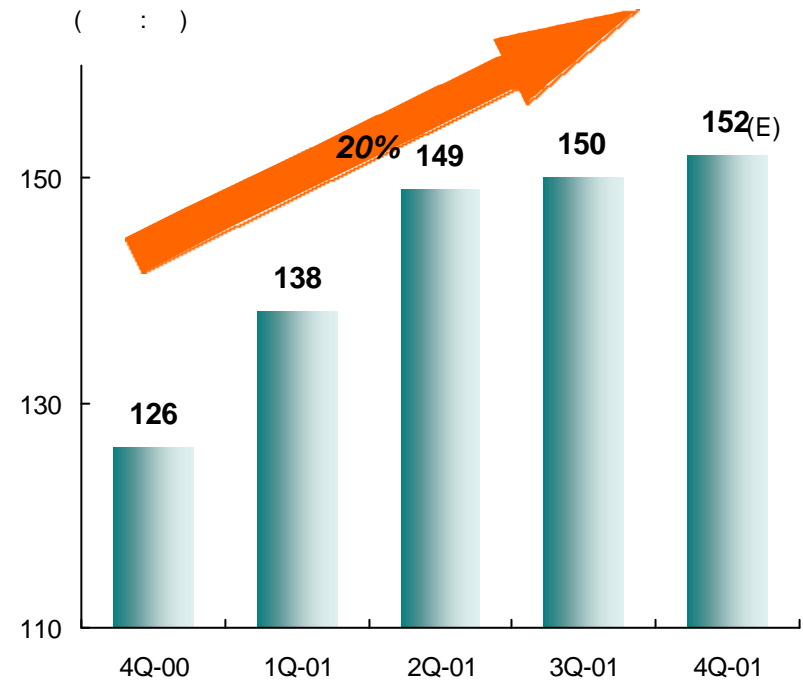
ARPU & MOU

ARPU *



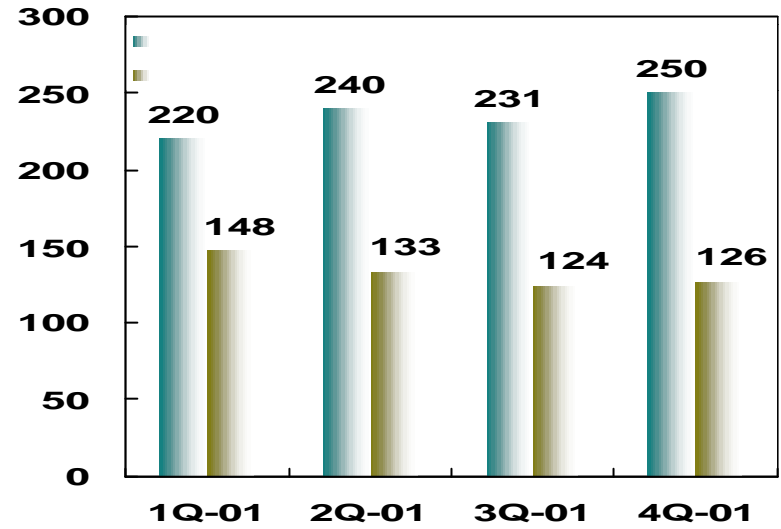
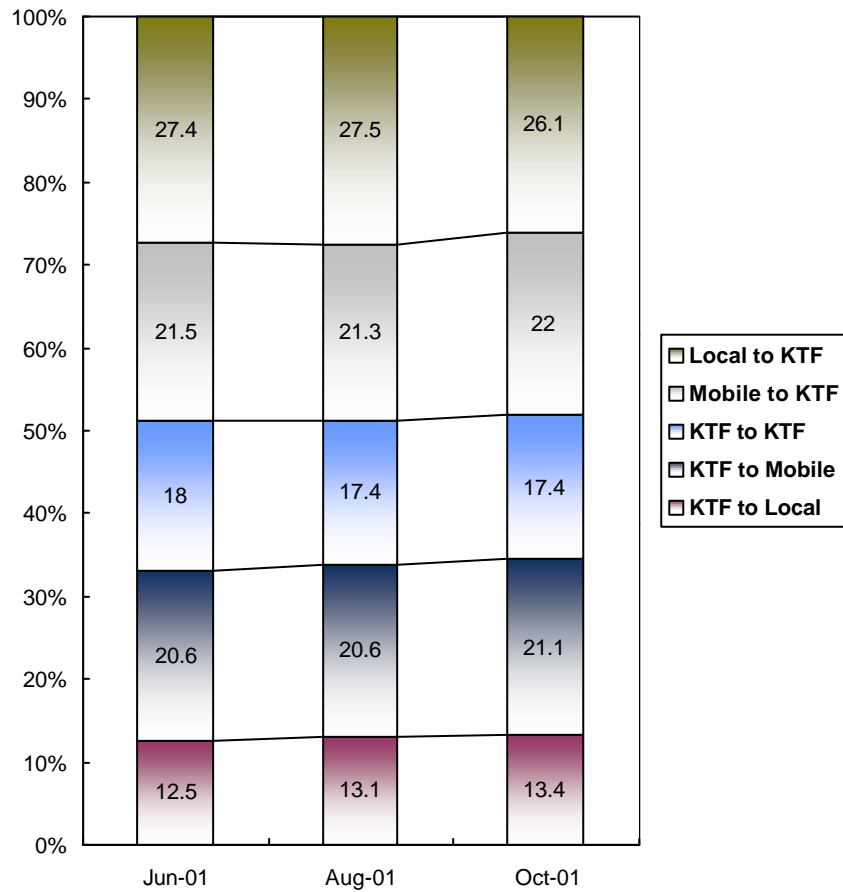
* ARPU

Outgoing MOU



4		10%, 20% 가		ARPU MOU	
■	가	ARPU	MOU	가	
■	, 1x	4	ARPU 3	3.6%	

Call Traffic



가
- M.com
가
- 가 10%
(3Q)

	1Q-01	2Q-01	3Q-01	4Q-01
LM	121	133	127	135
MM	99	107	104	115
ML	23	18	23	20
	7	3	1	-6
MM	118	112	100	112

Contents



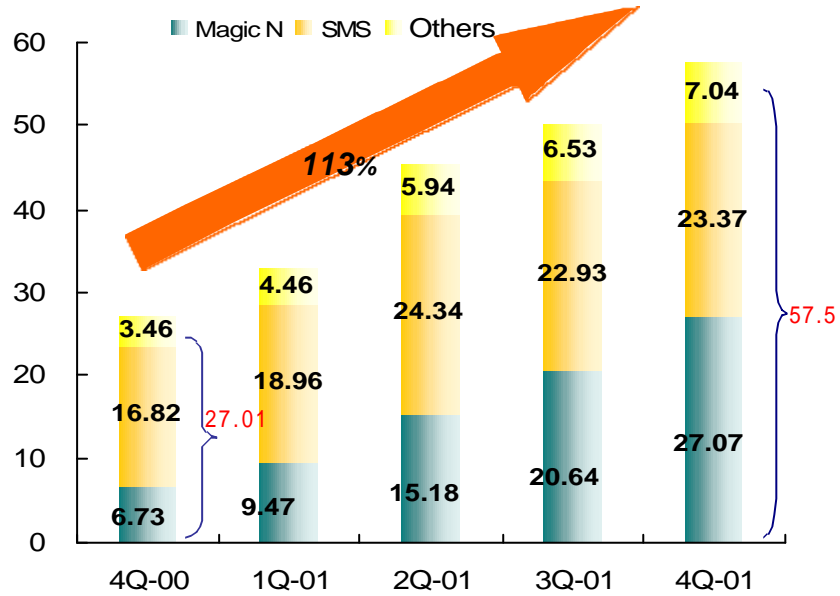
& CDMA2000 1x



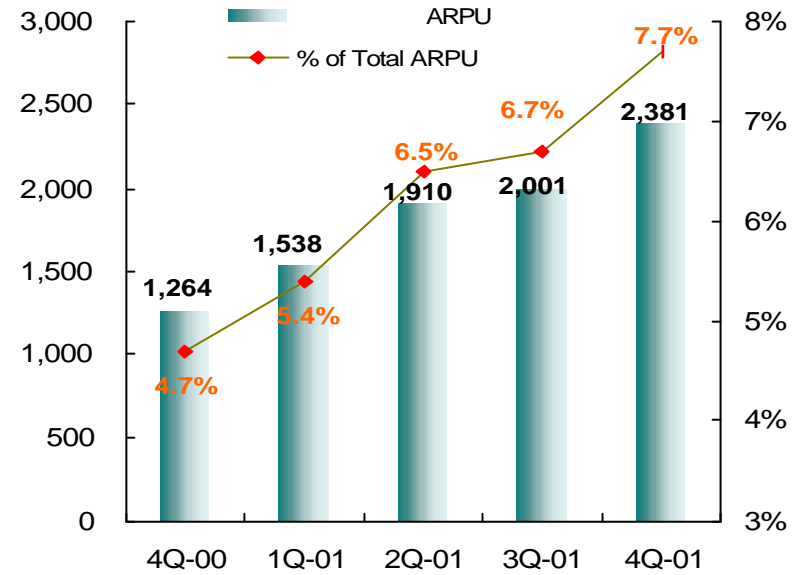
ARPU

ARPU

(단위: 원)



ARPU

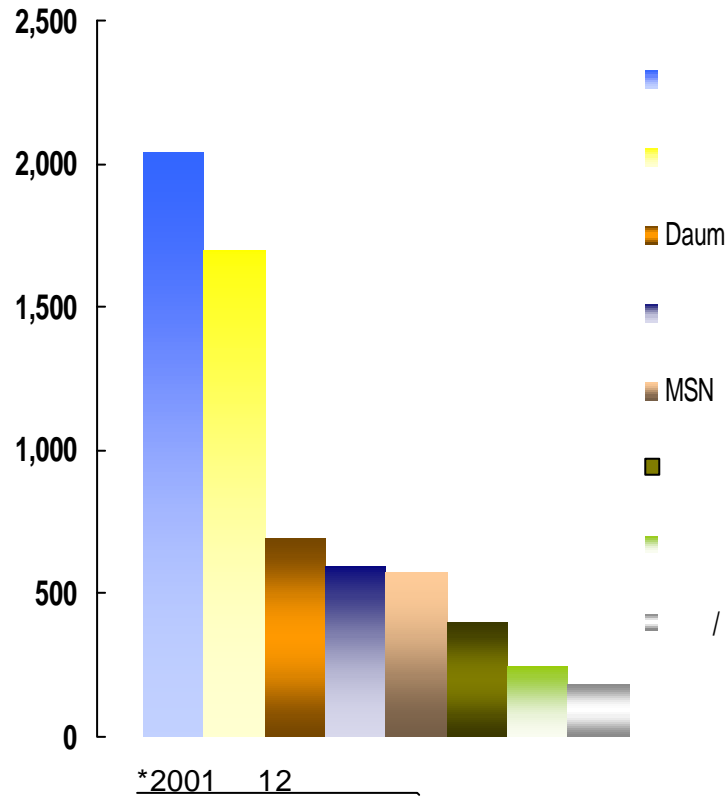


■ 4
 1x
 MagicN
 ,
 113%

■ 4
 88%
 ■ ARPU(
 ARPU가
 7.7%
 ■ 1x
 ARPU

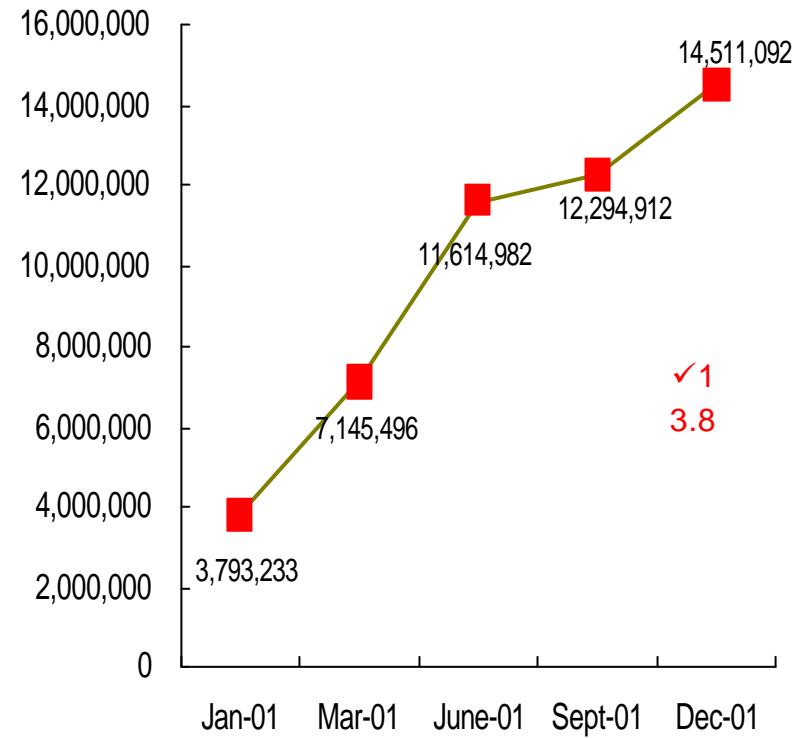
[Empty Title Box]

(' 000hits/)



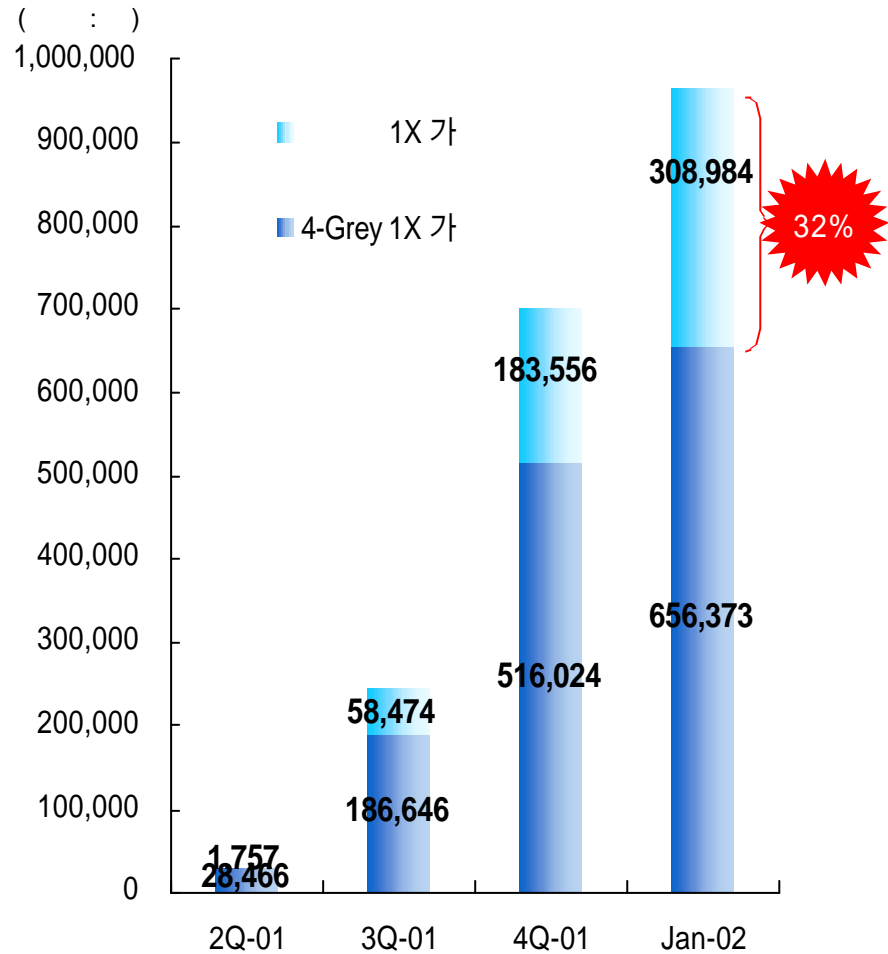
Daily Average Hit

(: hit)

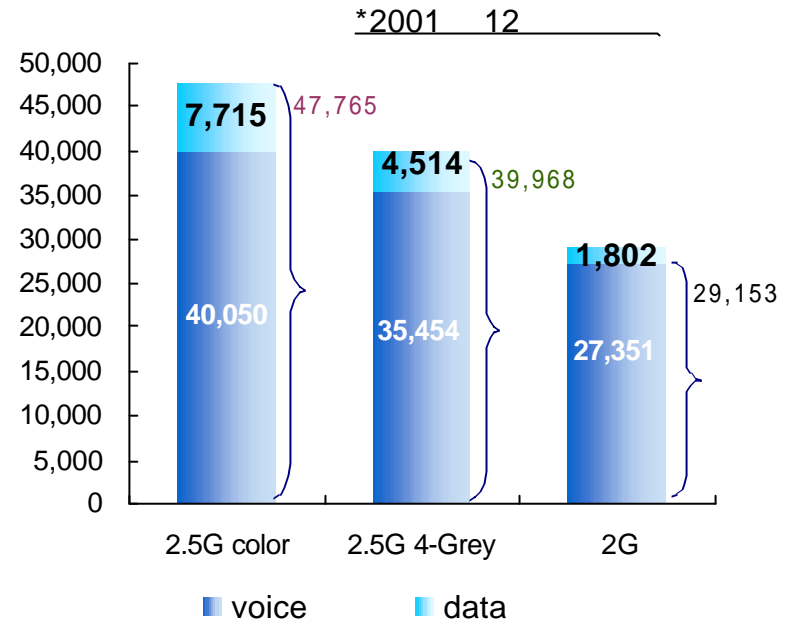


CDMA2000-1X

2.5G 가



2.5G / 2G ARPU



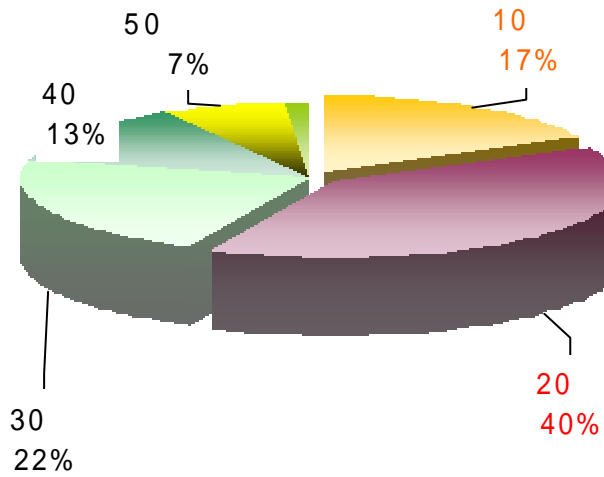
■ 2.5G color	가	ARPU	2G
1.6	.	,	ARPU
color	4	.	.
■ 2.5G ARPU	가		
8			

CDMA2000-1X

2.5G 가

: 57%

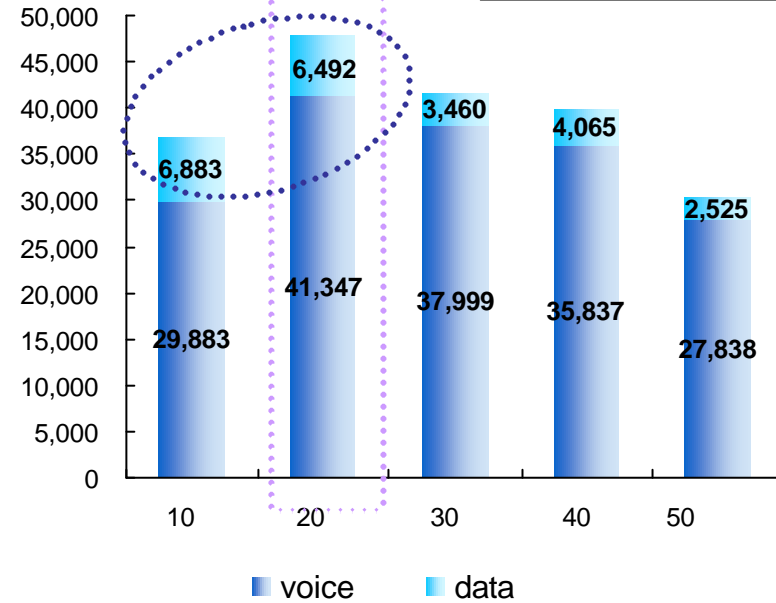
*2001 12



*KT Resale

2.5G ARPU

*2001 12

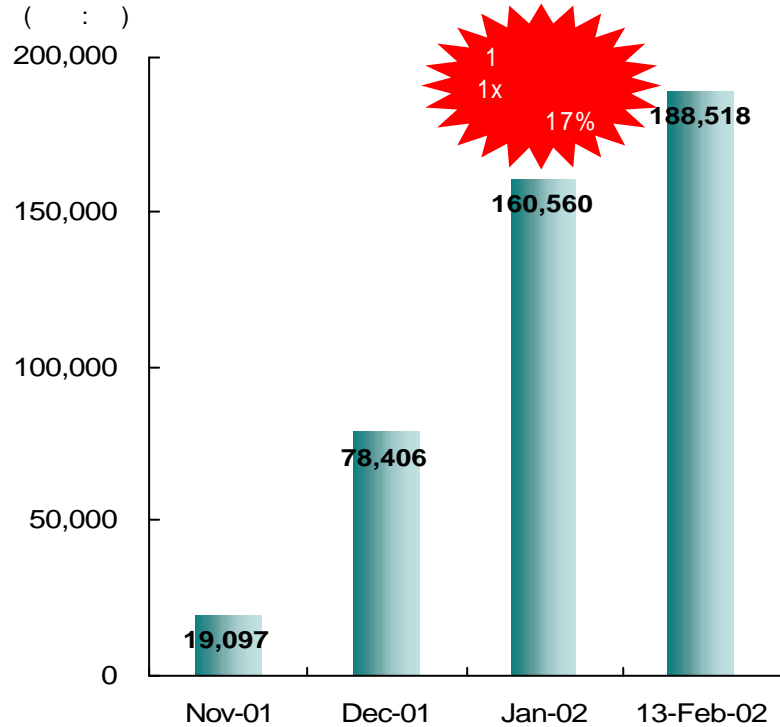


■ 가	2.5G ARPU	20	12
	ARPU	47,840	(12 2.5G ARPU 41,901)
■ 10	2.5G	6,883	12
	2.5G	ARPU 5,307	1.3 ,
		가	1x

Multi-pack

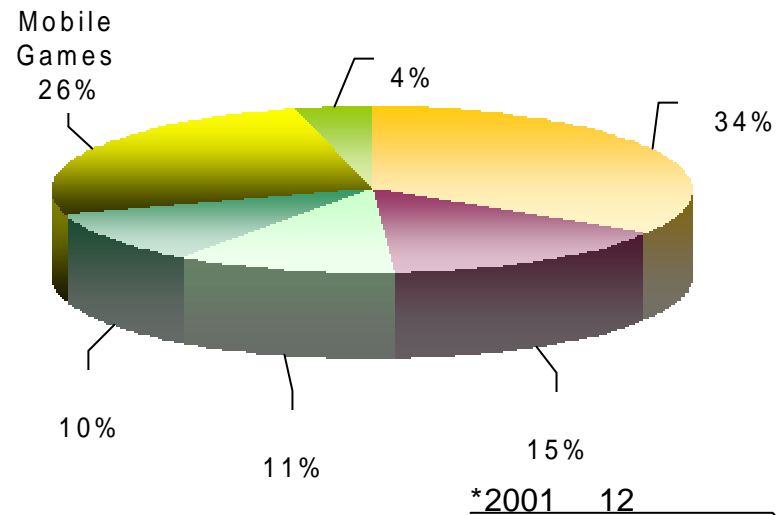
(2001.11)

Multi-pack 가



Multi-pack

- 10
- : , ,
- : , ,
- Mobile Games: , ,



■	Multi-pack
■	Icon Interface
■	12 Multi-pack 가 ARPU 50,141 2G
■	ARPU 72%, 1x ARPU 20%

■	, ,
■	VOD, ,Worldcup app.
■	100 Multi-pack -> 600



Contents

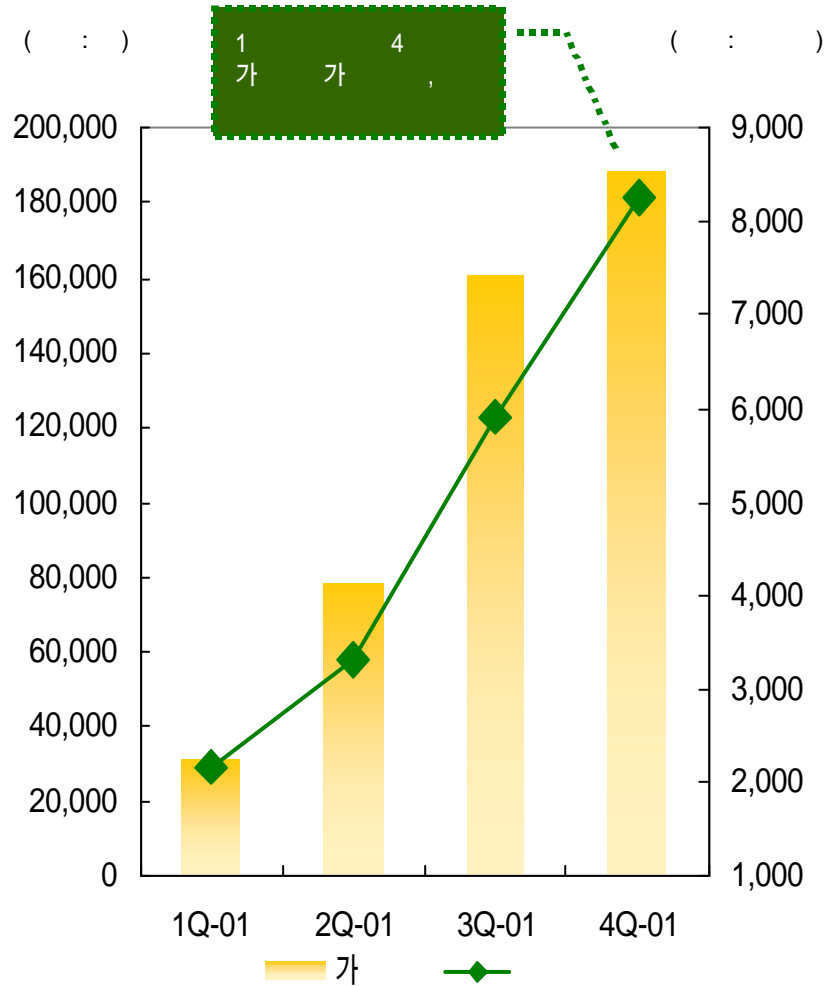


& CDMA2000 1x



VIZ-

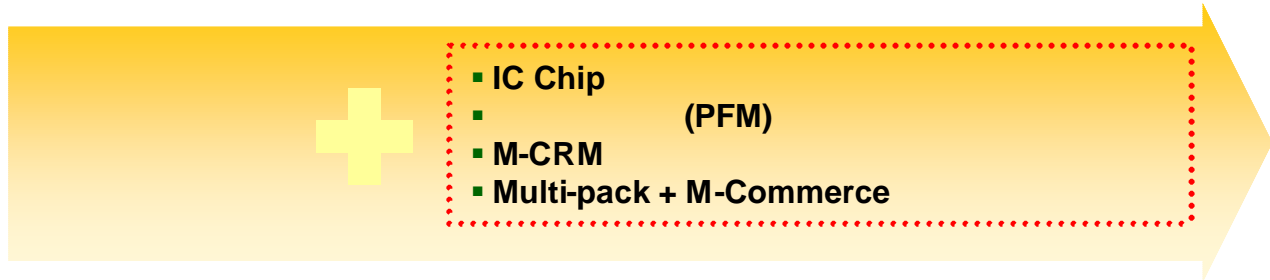
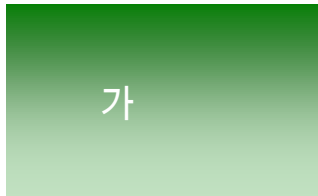
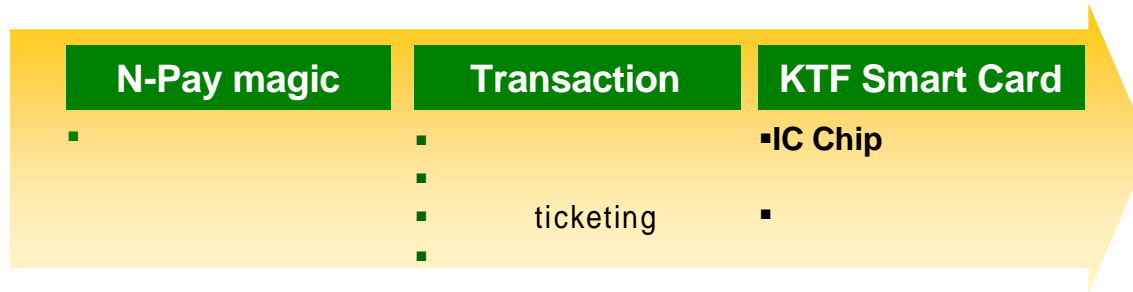
2001 Viz



Solution

	<ul style="list-style-type: none"> • 1x, EV-DO 가 • 2001 51 / 2002 121
PDA	<ul style="list-style-type: none"> • Line-up • 2002 가 3 8 (3)
Telematics ()	<ul style="list-style-type: none"> • (“ ”) • ,
Zone ()	<ul style="list-style-type: none"> • • 2002 가 2 3 / 51 • vertical market
LBS (Location Based Service)	<ul style="list-style-type: none"> • Cell , GPS • geleye: GPS ,CDMA gpsOne solution ▪ : , ,Non-human (,)

M-Commerce -



	2002(E)	2005 (E)
Total market	60	350
KTF	25	200
M/S	42%	57%