



# 1. Financial Highlight

- 2002 2 2,665 , 7% 가 ,  
2002 4/4 12% 5,959  
3% 가 4,457 .
- 2002 4 EBITDA 1,178 , 349 , 37 ,  
2002 EBITDA, , 4,909 , 1,776 , 726  
22%, 52%, 53% . (2002 EBITDA margin : 29%)

가 가 가 .

	1Q 2002	2Q 2002	3Q 2002	4Q 2002
가	415,426	246,932	879,029	518,966
가	78,897	-62,583	413,318	84,694

< > ( : )

	Y2002	Y2001		4Q 2002	3Q 2002	
1. PCS	2,266,495	2,121,779	6.8%	595,893	674,314	-11.6%
2. 가	1,704,403	1,764,298	-3.4%	445,749	432,694	3.0%
	562,091	357,481	57.2%	150,144	241,620	-37.9%
	2,088,888	1,751,918	19.2%	560,961	698,101	-19.6%
	177,606	369,861	-52.0%	34,933	-23,787	
	73,103	57,010	28.2%	9,534	9,351	2.0%
	147,456	203,789	-27.6%	39,270	30,038	30.7%
	103,253	223,082	-53.7%	5,197	-44,475	
	30,666	68,709	-55.4%	1,543	-13,209	-
	72,587	154,373	-53.0%	3,654	-31,266	
EBITDA	490,941	627,855	-21.8%	117,843	56,729	107.7%
EBITDA margin	29%	36%		26%	13%	

< > ( : )

	2002.12.31	2001.12.31		2002.9.30	
	3,111,657	2,766,171	12%	3,099,815	0%
	486,522	734,419	-34%	511,808	-5%
	394,119	413,870	-5%	357,312	10%
	1,647,705	1,606,671	3%	1,654,900	0%
	583,312	11,211	5103%	575,795	1%
	2,235,648	1,951,974	15%	2,227,068	0%
	1,054,066	1,469,933	-28%	1,011,329	4%
	1,181,582	482,041	145%	1,215,739	-3%
	876,009	814,197	8%	872,747	0%
	255%	240%		255%	
	148%	126%		141%	

2.

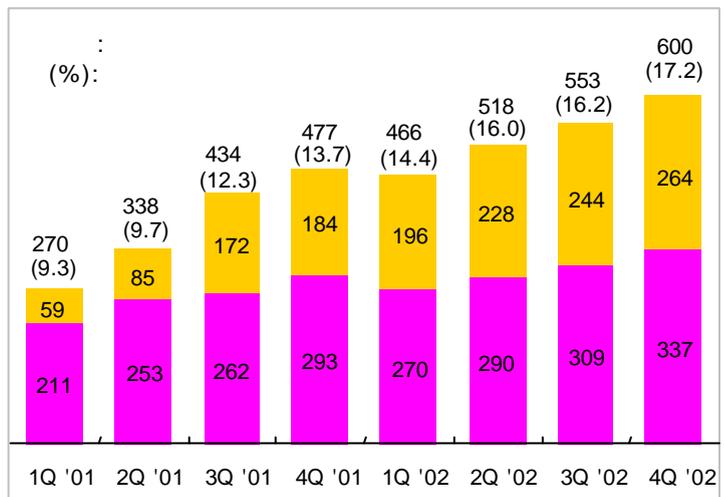
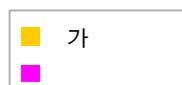
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	Y2002	Y2001		4Q 2002	3Q 2002	
	2,266,495	2,121,779	7%	595,893	674,314	-12%
PCS	1,704,403	1,764,298	-3%	445,749	432,694	3%
가	45,347	56,176	-19%	12,299	19,075	-36%
	649,092	672,617	-3%	165,661	160,802	3%
	497,450	529,504	-6%	130,633	123,552	6%
가	120,483	101,933	18%	33,653	30,884	9%
	93,141	49,945	86%	26,365	24,397	8%
	364,964	422,085	-14%	96,043	90,480	6%
( )	(66,074)	(67,962)	-3%	(18,905)	(16,496)	15%
	561,314	352,391	59%	149,935	241,330	-38%
	778	5,091	-85%	210	290	-28%

- 2002 7% 가 2 2,665 ,  
 - 2002 1 ( 6.3%) ( 9%)  
 3%  
 - 가 Handset 59% 가
- 2002 4 12% 5,959 ;  
 - 3 가 가 ( ) 가 38%,  
 36% ,  
 - ( 9%) 가 ( 8%) 가 ,  
 4 3% 가 4,457

- 가 , 2002  
 41% 가 ( )  
 11% 16% 가 .

- 가 ,  
 - (FeelRing),  
 가 .  
 - 2.5G color handset 가 .





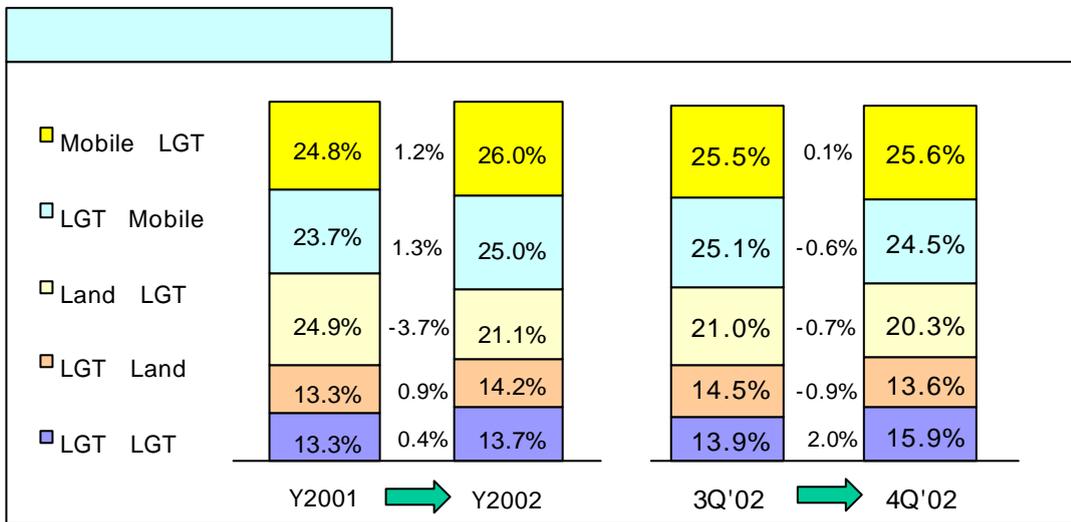
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	Y2002	Y2001		4Q 2002	3Q 2002	
	364,964	422,085	-13.5%	96,043	90,480	6.1%
L-M	166,113	216,699	-23.3%	42,605	40,501	5.2%
M-M	198,851	205,386	-3.2%	53,438	49,979	6.9%
	197,777	241,251	-18.0%	50,366	47,740	5.5%
M-L	35,020	36,851	-5.0%	8,824	8,900	-0.9%
M-M	162,757	204,400	-20.4%	41,543	38,840	7.0%
	167,187	180,835	-7.5%	45,677	42,740	6.9%

• 2002 14% 3,650 , 18% 1,978 .

• 2002 2002 가 가 가 2002 4 6.1%, 5.5% 가 .

• , 2002 Land to LGT , LGT 가 .( ) .



3.

( : )

	Y2002	Y2001		4Q 2002	3Q 2002	
가	2,088,888	1,751,918	19.2%	560,961	698,101	-19.6%
가	69,785	76,194	-8.4%	19,914	16,857	18.1%
	418,408	373,284	12.1%	100,344	180,209	-44.3%
	311,384	256,251	21.5%	82,421	80,029	3.0%
	197,777	241,251	-18.0%	50,366	47,740	5.5%
	30,797	29,896	3.0%	8,292	8,713	-4.8%
	165,587	148,073	11.8%	43,219	41,764	3.5%
	340,416	276,299	23.2%	106,223	92,115	15.3%
2G	3,965	8,361		4,917	-4,520	
가( )	-298	6,356		2,230	2,163	
가( )	554,735	350,670	58.2%	150,180	230,673	-34.9%
가	1,534,153	1,401,248	9.5%	410,780	467,428	-12.1%

\*

• 2002 19.2% 가 2,088,888 ,  
 가 가 가 , 가  
 가 9.5% 가 1,534,153 .

• 2002 4 19.6% 5,610 ,  
 3 가  
 12% 4,108 .



• 2002 12% 가 4,184 .  
 (Mini&Power , )  
 가 87%, 39% 가 .

• 2002 4 3 가 ( 41% QoQ)  
 ( 57% QoQ) 44% 1,003 .

( : )

	Y2002	Y2001		4Q 2002	3Q 2002	
	257,481	240,480	7%	57,815	135,007	-57%
	63,830	71,437	-11%	15,421	15,848	-3%
	46,833	25,087	87%	12,398	15,743	-21%
	50,264	36,280	39%	14,710	13,611	8%
	418,408	373,284	12%	100,344	180,209	-44%

4.

( : )

	Y2002	Y2001		4Q 2002	3Q 2002	
	73,103	57,010	28%	9,534	9,351	2%
	17,159	19,322	-11%	3,353	2,357	42%
	12,254	210	5740%	(563)	54	
	43,690	37,478	17%	6,744	6,940	-3%
	147,456	203,789	-28%	39,270	30,038	31%
가	102,681	162,157	-37%	24,469	21,903	12%
가	20,675	8,522	143%	9,931	3,491	184%
가	4,147	1,042	298%	1,771	2,376	-25%
가	2,536				178	
가	145	6,472	-98%	20	115	-82%
가	17,272	25,596	-33%	3,080	1,976	56%
	(74,353)	(146,779)		(29,736)	(20,688)	

\*

•2002 -744 49% .

• ,

-

- (126 ) 2001 : 64

• 2002 26% 가 (2001 3,570 Cash ; )

40% 855

가 6% ( 2002 2,200 가)

( : )

	Y2002	Y2001		4Q 2002	3Q 2002	
	1,293,301	1,024,133	26%	1,293,301	1,231,746	5%
	85,522	142,835	-40%	21,116	19,546	8%

•

- 가 143%(YoY) 가 ; 2002 6

가 ( )

- 2002 가

; 24 (3 ), 16 (4 )

5.

(1) ( : )

	2002.12.31	2002.9.30		2001.12.31	
	486,522	511,808	-4.9%	734,419	-33.8%
	383,902	402,450	-4.6%	651,950	-41.1%
	9,822	39,928	-75.4%	305,851	-96.8%
	296,906	318,943	-6.9%	279,985	6.0%
	972	1,182	-17.7%	1,708	-43.1%
	102,620	80,531	27.4%	82,469	24.4%
	2,625,135	2,587,998	1.4%	2,031,752	29.2%
	394,119	357,304	10.3%	413,870	-4.8%
	1,647,705	1,654,900	-0.4%	1,606,671	2.6%
	583,312	575,795	1.3%	11,211	5102.9%
	573,969	566,004	1.4%	-	-
	3,111,657	3,099,806	0.4%	2,766,171	12.5%

- 2002 12 (3G ) 가 12.5% 가 3 1,117 .
- 2002 12 IT Fund 100 ( 가 ) .

■ CAPEX

- 2002 3,580 1x Upgrade 가 .

( : )

	2001 total	1Q'02	2Q'02	3Q'02	4Q '02	2002 total
/	2,904	557	1,010	484	515	2,566
1x RTT (2.5G)	720	120	126	171	104	521
IT	137	42	76	50	22	190
	139	32	57	91	123	303
	3,900	751	1,269	796	764	3,580
CAPEX/Sales ratio	22%	18%	31%	18%	17%	21%

	1Q'02	2Q'02	3Q'02	4Q'02
LGT BTS	3,300	3,581	3,621	3,636
KTF		277	277	534
가 BTS	3,300	3,858	3,898	4,170
2.5G BTS	2,545	2,965	3,041	3,055

(2)



( : )

	2002.12.31	2002.9.30		2001.12.31	
	294,367	195,250	51%	395,930	-26%
	204,603	242,320	-16%	523,895	-61%
	623,808	628,409	-1%	274,295	127%
	150,747	165,583	-9%	101,911	48%
	27,951	38,565	-28%	85,111	-67%
	2,750	2,651	4%		
	1,304,227	1,272,778	2%	1,381,142	-6%

• 2002 12 1 3,042 6%

2002 Roll-over

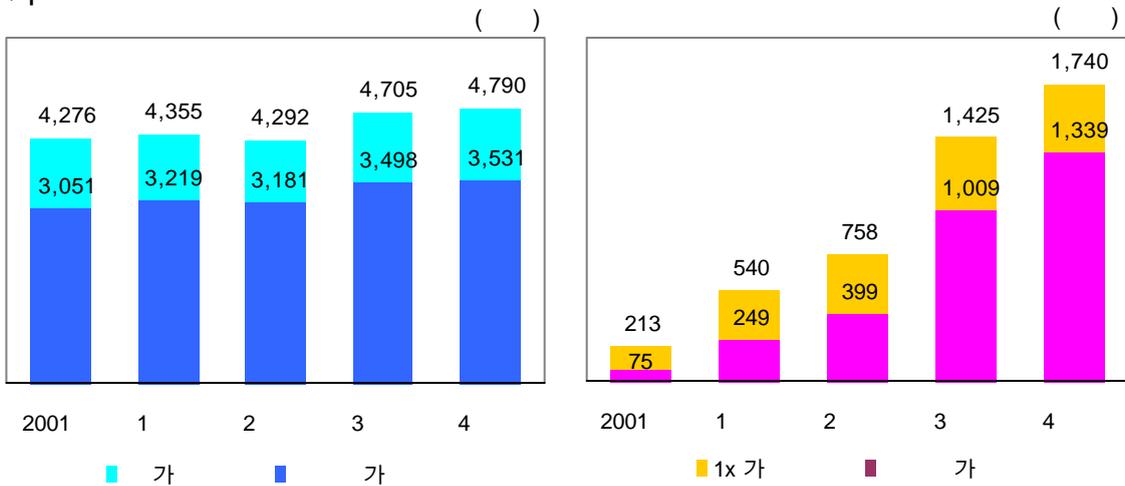
	2001.12.31	2002.12.31
	67%	38%
	33%	62%

• 2002 3 (BBB<sup>0</sup> BBB<sup>+</sup>) Cost가

	2001	2002
	9.45%	7.83%
	8.06%	6.73%

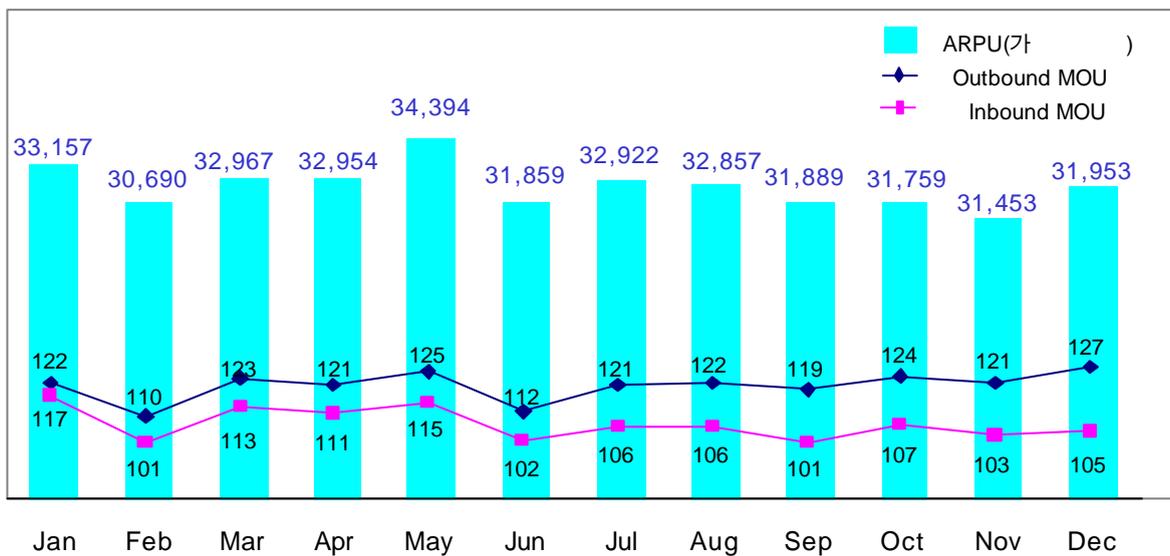
6.

가



- 2002 12 가 12% 가 4,790 .
- N/W , (Mini & Power) , 가 .
- 1x가 가 12 1,740 .
- 2002 12 : 1x 77%

ARPU / MOU



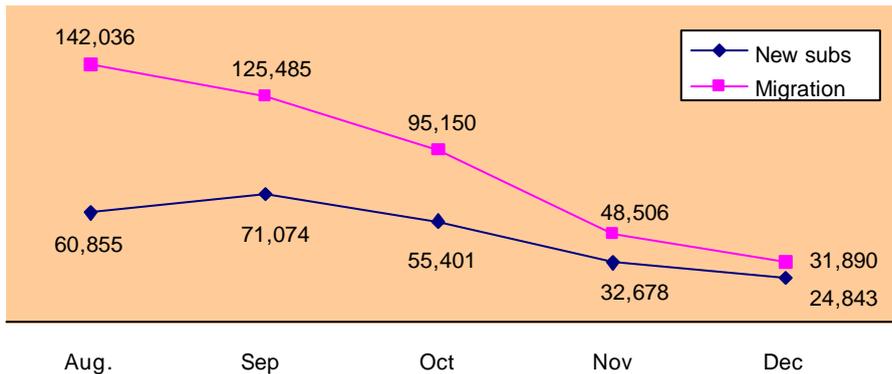
- 4 ARPU 2.6% 31,722
- 4 MOU 2.7% 가 124 , MOU 0.8% 가 105 .

■ Mini / Power Performance

		Aug. '02	Sep. '02	Oct. '02	Nov. '02	Dec. '02
Mini		60,855	131,929	187,330	220,008	244,851
	Migration	142,036	267,521	362,671	411,177	443,067
	가	202,891	399,450	550,001	631,185	687,918
Power		5,721	37,142	56,002	70,489	81,893
	Migration	18,194	51,441	78,920	103,562	120,779
	가	23,915	88,583	134,922	174,051	202,672

- Low -end High -end Mini Power
- Launching
- Impact가 Mini , Migration 가  
12 44% 가 .

Mini



■ Data ARPU ( : )

		1Q 2002	2Q 2002	3Q 2002	4Q 2002
ARPU		6,370	5,893	5,515	4,830
		251,027	399,094	1,009,351	1,339,140
4Gray 2.5G	ARPU	4,295	3,764	3,363	2,876
4Grey 2.5G		288,962	358,782	416,094	401,259
Pure 2G	ARPU	1,804	1,802	1,573	1,341
Pure 2G		3,814,743	3,534,273	3,280,022	3,049,762

- 4 가 33% 가 1,339 가
- (12 가 28% ).
- , First mover impact Data ARPU .

( 7 2002 12 31 )

		2002. 12		2001. 12	
1.			383,901,571,207		651,949,562,419
1)	가	9,822,295,056		305,850,565,443	
2)		380,777,589,619		343,801,618,725	
( )		(83,871,778,275)	296,905,811,344	(63,816,778,275)	279,984,840,450
3)		9,136,853,422		4,493,651,291	
4)		35,324,174,117		28,673,126,332	
( )		(1,324,009,383)	34,000,164,734	(794,009,383)	27,879,116,949
5)		1,045,043,009		3,341,105,906	
6)		972,397,507		1,708,119,164	
7)		29,004,452,289		25,223,125,576	
8)		3,014,553,846		3,469,037,640	
2.			102,620,295,252		82,469,228,663
1)		99,693,057,721		77,184,824,279	
2)		2,927,237,531		5,284,404,384	
			486,521,866,459		734,418,791,082
1.			394,118,599,323		413,869,773,997
1)		1,108,737,732		1,163,541,120	
2)		134,995,498,007		66,427,958,310	
3)	가	52,944,870,652		120,494,369,504	
4)		8,419,794,758		17,260,023,833	
5)		12,642,162,471		6,887,016,287	
6)		101,322,430,118		88,285,579,618	
7)		82,685,105,585		113,351,285,325	
2.			1,647,704,516,248		1,606,671,435,368
1)		21,087,047,921		20,989,054,561	
2)		2,400,812,417,575		1,997,178,805,942	
( 가 )		(921,618,377,527)	1,479,194,040,048	(640,658,479,058)	1,356,520,326,884
3)		45,503,818,603		45,303,424,323	
( 가 )		(4,381,771,113)	41,122,047,490	(3,245,151,842)	42,058,272,481
4)		14,795,094,074		11,015,257,584	
( 가 )		(6,267,870,263)	8,527,223,811	(3,734,267,253)	7,280,990,331
5)		132,932,917,997		115,781,747,419	
( 가 )		(81,743,038,501)	51,189,879,496	(57,890,021,592)	57,891,725,827
6)		1,703,380,993		1,766,130,150	
( 가 )		(1,431,895,864)	271,485,129	(1,235,171,627)	530,958,523
7)		0		0	
8)		46,312,792,353		121,400,106,761	
3.			583,312,308,471		11,211,240,498
1)		32,006,405		4,376,240	
2)		435,000		164,000	
3)		160,277,054		154,930,610	
4)		6,749,378,997		8,108,046,283	
5)		2,401,673,694		2,943,723,365	
6)		573,968,537,321		0	
			2,625,135,424,042		2,031,752,449,863
			3,111,657,290,501		2,766,171,240,945

( : )

		2002 12		2001 12	
1.			1,054,065,876,117		1,469,933,399,261
1)		54,140,570,357		55,533,733,730	
2)		294,366,651,199		395,929,731,565	
3)		179,152,072,200		58,315,757,636	
4)		178,679,101,713		221,647,582,378	
5)		20,820,953,246		23,160,486,156	
6)		12,156,754,761		18,287,560,675	
7)		102,355,255,501		167,163,099,423	
8)		204,602,787,861		523,895,486,033	
9)		5,026,117,671		5,999,961,665	
10)		2,765,611,608		0	
2.			1,181,582,437,605		482,040,676,623
1)		623,808,433,477		274,295,079,112	
2)		150,747,440,000		101,910,635,000	
3)		10,122,336,960		9,140,383,445	
4)		379,670,823,136		85,110,675,586	
5)		14,483,276,610		11,583,903,480	
6)		2,750,127,422		0	
			2,235,648,313,722		1,951,974,075,884
1.			1,386,392,150,000	1,386,392,150,000	1,386,392,150,000
		1,386,392,150,000			
2.			11,579,091,639	11,579,091,639	11,579,091,639
		11,579,091,639			
2.			(501,458,246,958)		(574,045,197,638)
1)		(574,045,197,638)		(728,418,118,700)	
2)	( )	72,586,950,680		154,372,921,062	
3.			(20,504,017,902)		(9,728,878,940)
1)	가 ( )	(17,753,890,480)		(9,728,878,940)	
2)	가 ( )	(2,750,127,422)		0	
			876,008,976,779		814,197,165,061
			3,111,657,290,501		2,766,171,240,945

( 7 2002 1~12 )

( : )

	2002 1~12		2001 1~12	
1. PCS		1,704,403,348,616		1,764,297,753,469
2.		561,313,631,807		352,390,543,453
3.		777,607,500		5,090,750,000
		2,266,494,587,923		2,121,779,046,922
	48,243,037,431		53,829,922,910	
	1,403,736,400		1,316,690,646	
	4,854,998,477		5,344,479,457	
	15,282,952,287		15,703,141,457	
	4,226,232,713		3,310,523,662	
	11,287,798,187		9,872,663,849	
	18,794,821,456		16,296,521,069	
	1,626,101,285		1,628,726,511	
	422,854,338		471,254,902	
	12,696,650,361		14,447,687,148	
	67,664,049,575		50,056,141,213	
가	311,383,682,583		256,251,197,871	
	13,113,826,126		9,133,413,989	
	8,511,384,500		6,146,688,678	
	2,141,528,160		1,725,642,314	
	46,832,731,641		25,087,435,847	
	321,310,987,252		311,917,119,601	
	135,059,698,661		99,811,926,792	
	50,263,827,767		36,279,916,302	
	2,487,901,051		1,818,916,546	
	1,032,201,636		953,896,390	
	3,231,839,484		1,732,803,266	
	197,777,290,502		241,250,693,674	
	30,796,775,939		29,895,562,401	
	165,587,339,358		148,073,338,178	
	14,017,807,396		21,334,760,819	
	20,415,435,309		15,770,012,061	
	443,828,930		361,904,949	
	0		67,931,935	
	21,290,760,000		19,615,086,992	
	1,950,810,935		1,741,975,303	
	53,700		106,600	
가( )	554,735,401,979		350,669,517,374	
		2,088,888,345,419		1,751,917,600,706
( )		177,606,242,504		369,861,446,216

( : )

	2002 1~12		2001 1~12	
		73,103,045,330		57,009,794,089
(ABS )	22,469,012,105		19,321,665,783	
가	10,497,929,668		0	
	12,041,374,615		73,067,889	
	14,691,400		33,865,319	
	86,735,940		19,558,738	
	7,573,200,531		8,036,140,513	
	143,786,989		8,678,470,839	
	5,140,277,165		2,276,647,635	
	212,886,903		136,755,122	
	14,923,150,014		18,433,622,251	
		147,456,157,414		203,788,984,443
가	97,800,830,785		154,461,842,524	
	3,126,639,665		25,144,225	
	126,786,367		48,391,858	
	314,520,000		130,150,000	
	903,414,817		10,963,472,914	
	4,222,972,371		2,691,825,869	
	4,012,780,654		6,766,028,974	
	867,490,563		928,982,204	
	7,557,589,631		10,150,226,173	
	0		126,396,169	
	3,518,182		0	
가	4,147,134,987		1,042,439,361	
	17,973,502		6,423,331,437	
가	0		930,435,000	
가	20,674,757,118		8,522,147,370	
	2,536,000,000		0	
	1,143,748,772		578,170,365	
( )		103,253,130,420		223,082,255,862
		103,253,130,420		223,082,255,862
		30,666,179,740		68,709,334,800
		72,586,950,680		154,372,921,062