# **KT IR PRESENTATION**





August 2020 | Investor Relations

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# <sup>1-1</sup> **Q2 2020 Financial Highlights**

(Unit: KRW bn.)

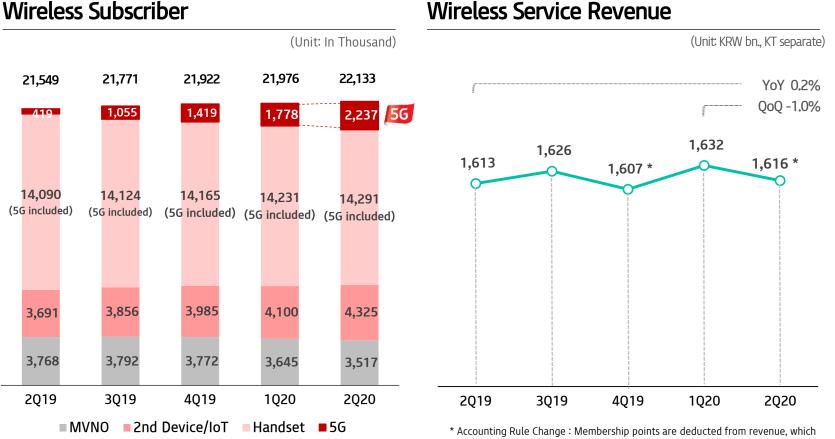
| (Consolidated)    | 2Q19    | 1Q20    | 2Q20    | QoQ    | YoY    |
|-------------------|---------|---------|---------|--------|--------|
| Operating Revenue | 6,098.5 | 5,831.7 | 5,876.5 | 0.8%   | -3.6%  |
| Service Revenue   | 5,225.2 | 5,107.0 | 5,196.6 | 1.8%   | -0.5%  |
| Handset Revenue   | 873.3   | 724.7   | 679.9   | -6.2%  | -22.2% |
| Operating Expense | 5,810.3 | 5,448.6 | 5,534.7 | 1.6%   | -4.7%  |
| Operating Income  | 288.2   | 383.1   | 341.8   | -10.8% | 18.6%  |
| Net Income        | 203.0   | 226.6   | 207.6   | -8.4%  | 2.2%   |
| EBITDA            | 1,191.3 | 1,295.8 | 1,252.6 | -3.3%  | 5.1%   |

#### • OP up 18.6% YoY driven by the growth in Core biz (Wireless/Media/B2B) and cost cutting efforts

- Wireless rev up 0.2% YoY with increases in 5G subscriber, Roaming and MVNO rev declined
- IPTV rev up 0.5% YoY on the growth of high quality subscribers, Home-shopping commission negotiation delayed
- AI/DX rev, including IDC and Cloud, rose by 16.0% YoY due to the increased demand for digital transformation
- 5G subscribers surpassed 2.24M with 16%<sup>1)</sup> penetration
  - Over 60 percent of new 5G subscribers opting for new mobile plan, "Super Plan Plus (+10K for contents)"
- Diversifying growth engines in B2B, Finance and Media biz
  - Invested in Hyundai Robotics in June, Resumed K bank operation in July, and Allied with Netflix in August

#### 1-2 Wireless

- Wireless subscribers reached 22.1M including 2.2M 5G subs, 16% penetration rate of handset user base  $\checkmark$
- Wireless service rev up 0.2% YoY on MNO subs increase despite roaming rev decline and accounting rule change  $\checkmark$ (Revenue would rise up by 2.0% YoY if the effect of accounting rule change is eliminated)

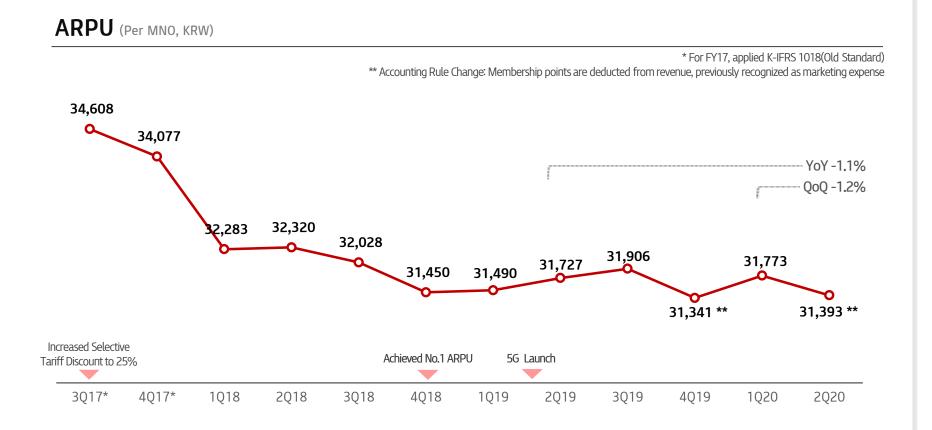


were previously recognized as marketing expense

#### Wireless Subscriber

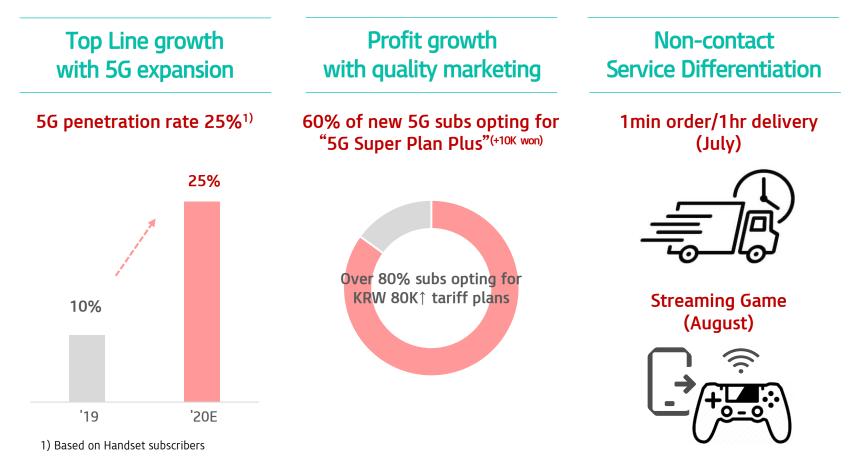
### <sup>1-3</sup> Wireless

 ✓ ARPU maintained its growth trend since 5G launch (w/o accounting change) whereas down -1.2% QoQ with a drop in roaming rev and accounting rule change



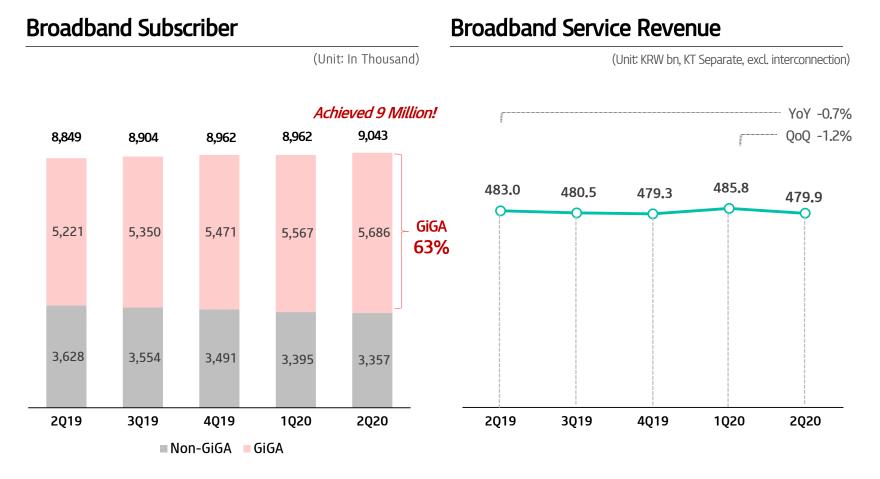
### <sup>1-4</sup> Wireless Strategy in H2 2020

- $\checkmark$  Top Line growth with 5G subscribers and quality marketing
- ✓ Under Non-contact environment, new service launch such as "1min order/1hr delivery" and "Streaming Game"



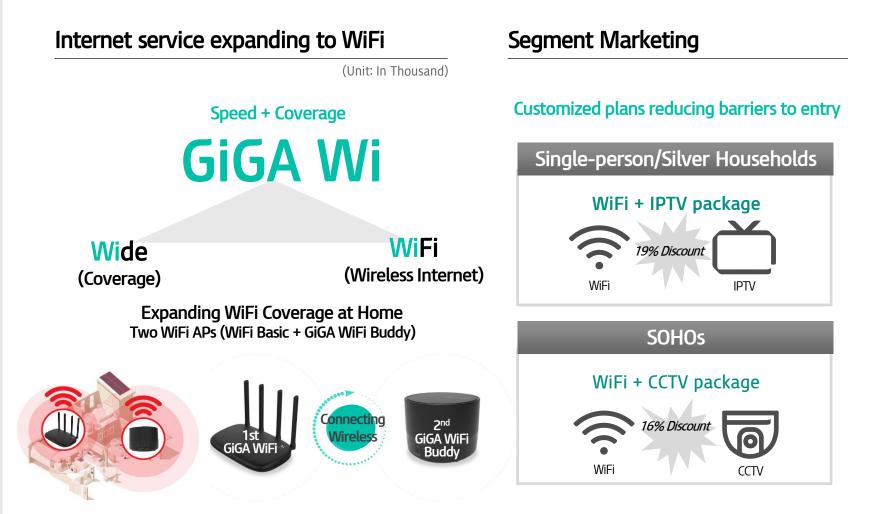
### <sup>1-5</sup> Broadband

- ✓ Broadband subscribers surpassed 9M in May, new subs mainly on GiGA service
- ✓ Revenue down by 0.7% YoY due to intensified retention activities



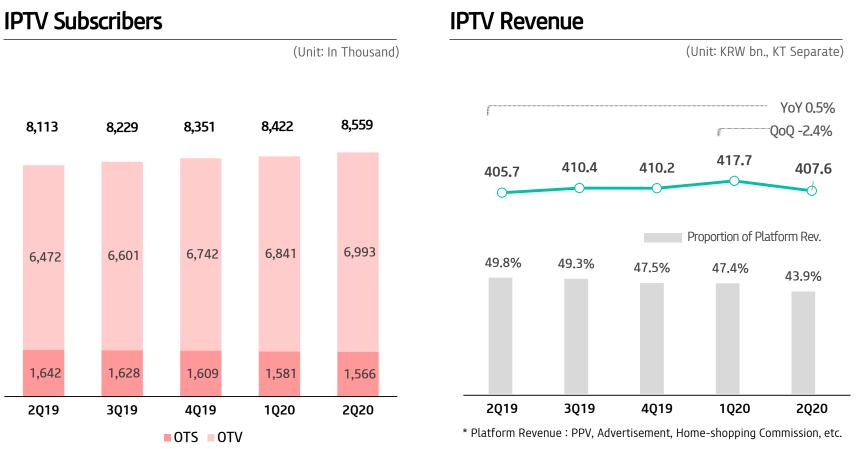
## <sup>1-6</sup> Broadband Strategy in H2 2020

- ✓ GiGA Wi service enriches wifi coverage at home
- ✓ New service package with customized tariff plans, targeting single-person households and SOHOs



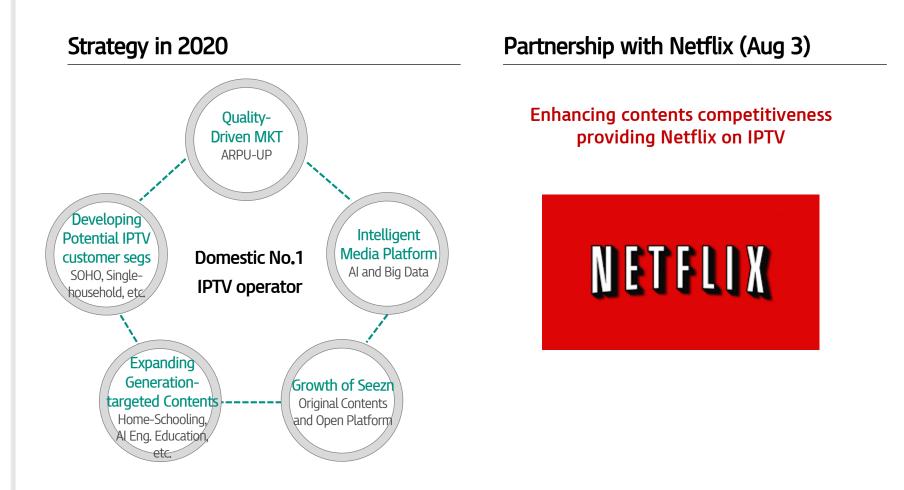
### <sup>1-7</sup> **IPTV**

- ✓ Subscribers over 8.5M in May with steady growth of high ARPU (15K won or more) subscribers
- $\checkmark$  Rev up 0.5% YoY on delay in Home-shopping commission negotiations



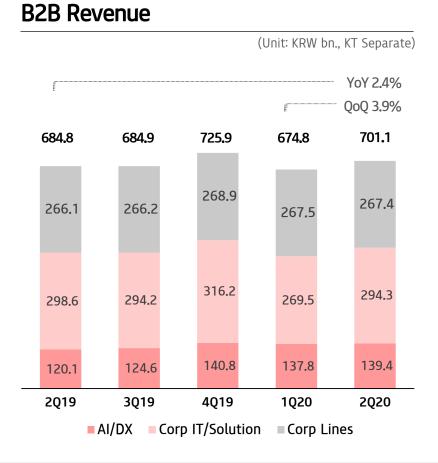
### <sup>1-8</sup> Media Strategy in H2 2020

- Cement No.1 position, enhancing customer satisfaction and focusing on high quality subscribers
- Enhancing contents competitiveness through the partnership with Netflix

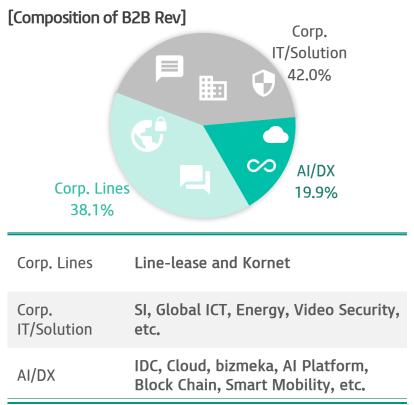


### <sup>1-9</sup> B2B Platform

- ✓ B2B rev rose 2.4% YoY driven by digital transformation demands
- ✓ AI/DX biz rev up 16.0% YoY with demand increase in IDC/Cloud and Block Chain services

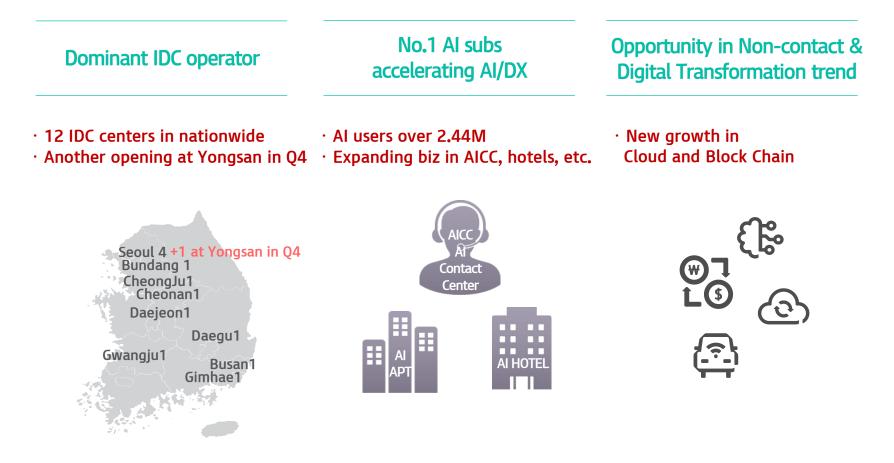


### **B2B Business Status**



### <sup>1-10</sup> B2B Strategy in H2 2020

- ✓ Reinforce B2B competitiveness in 5G, AI, Big Data, IDC and Cloud Infrastructure
- $\checkmark$  Expect new growth opportunities in Digital Transformation accelerated by the pandemic



## <sup>1-11</sup> B2B Platform\_Strategic Partnership with Hyundai Robotics

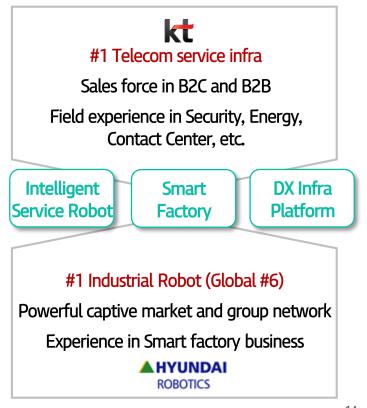
✓ B2B market expansion through collaboration with No.1 domestic robot maker, Hyundai Robotics

### B2B biz expansion with Hyundai Robotics

#### 50 billion won invested into Hyundai Robotics, acquiring 10% strake (June 16, 2020)

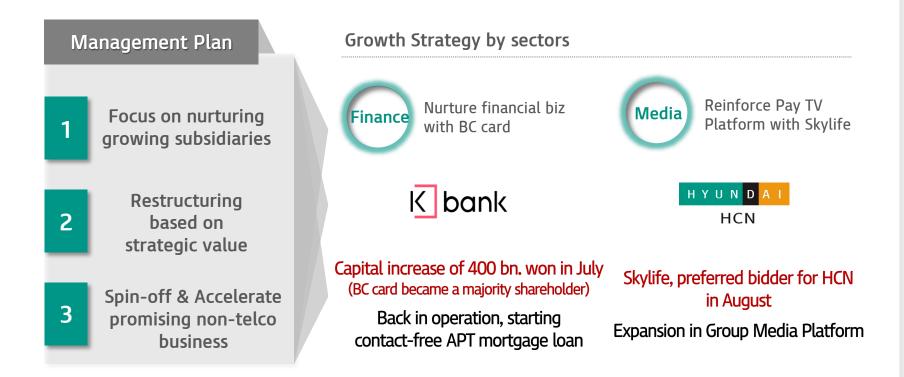
| <ul> <li>Expanding new B2B field; Smart Robot market</li> <li>Entering large companies' B2B DX market,<br/>obtaining reference and business opportunities</li> </ul> |  |  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|--|--|
| <ul> <li>Vision: Global smart robot solution leader<br/>(Revenue targeting 1 trillion won in 2024)</li> </ul>  |  |  |  |  |  |  |  |  |  |
| <ul> <li>Established: May 01, 2020<br/>(Spun off from Hyundai Heavy Industries Holdings)</li> </ul>  |  |  |  |  |  |  |  |  |  |
| Rev/OP in 2019 (KRW) : 258.4bn/25.4bn  |  |  |  |  |  |  |  |  |  |
| <ul> <li>Biz field and Composition of Rev</li> </ul>   |  |  |  |  |  |  |  |  |  |
| Ind Robot Cleaning Robot SVC Smart Factory   |  |  |  |  |  |  |  |  |  |
| 60% 27% <mark>7%</mark> 6%   |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |

### Advantages and Synergy



### <sup>1-12</sup> Business Portfolio of Subsidiary companies

- ✓ Augment KT's growth potential through new investment by main subsidiaries
- $\checkmark$  1 trillion won up in revenue through subsidiaries restructuring by 2022

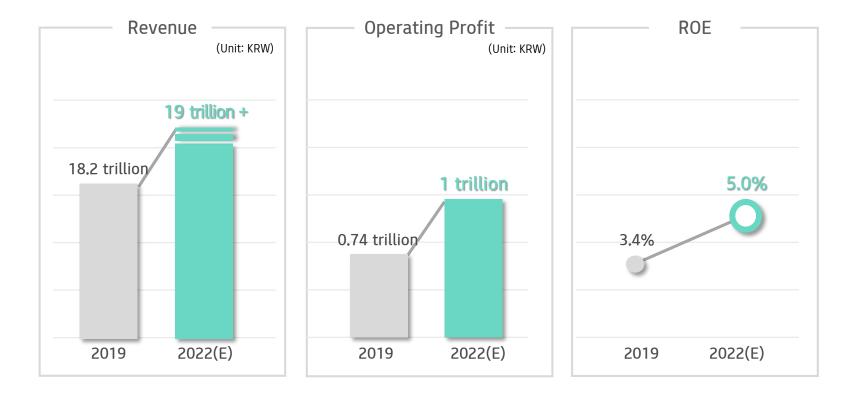


X Business Performance of Hyundai HCN in 2019

- Rev 292.9bn won, OP 48.9bn won, NI 37.8bn won
- # of Subscribers: CATV 1.31M, Internet 0.27M, VoIP 0.12M

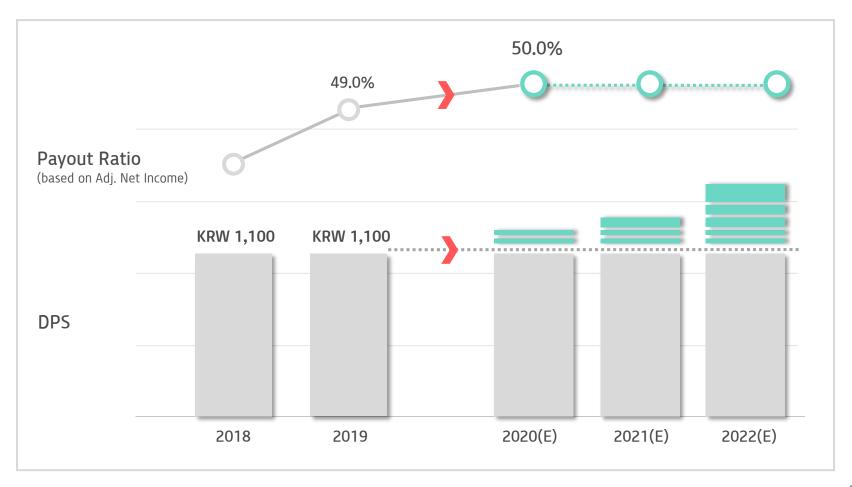
### 1-13 Mid-term Financial Guidance (K-IFRS/ KT Separate)

- ✓ FY2022 Revenue KRW 19 trillion (or higher) and Operating Profit KRW 1 trillion
- ✓ FY2022 ROE 5%, FY2022 EPS 50% higher than that of FY2019



### 1-14 **Dividend Policy** (K-IFRS/ KT Separate)

- ✓ FY2020 ~ FY2022 Dividend Payout Ratio to be 50% of Adjusted KT Separate Net Income
- ✓ Maintain at least FY2019 DPS (KRW 1,100)



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### <sup>2-1</sup> Income Statement

 $\cdot$  Service revenue down 3.6% YoY due to the decline in Handset sales, BC card and Real estate sales affected by COVID-19, despite the solid growth in core Wireless and B2B biz

· Operating profit up 18.6% YoY with cost cutting efforts

- KT Separate OP: KRW 252.7 billion (YoY +32.2%) / Affiliates' OP contributed: KRW 89.1 billion (YoY -8.2%)

(Unit: KRW bn)

|                     | 1Q19    | 2Q19    | 3Q19    | 4Q19    | 1Q20    | 2Q20    | QoQ                  | YoY                  |
|---------------------|---------|---------|---------|---------|---------|---------|----------------------|----------------------|
| Operating Revenue   | 5,834.4 | 6,098.5 | 6,213.7 | 6,195.5 | 5,831.7 | 5,876.5 | 0.8%                 | -3.6%                |
| Service Revenue     | 5,055.5 | 5,225.2 | 5,199.6 | 5,289.8 | 5,107.0 | 5,196.6 | 1.8%                 | -0.5%                |
| Handset Revenue     | 778.9   | 873.3   | 1,014.1 | 905.7   | 724.7   | 679.9   | -6.2%                | -22.2%               |
| Operating Expense   | 5,432.3 | 5,810.3 | 5,901.2 | 6,047.2 | 5,448.6 | 5,534.7 | 1.6%                 | -4.7%                |
| Operating Income    | 402.1   | 288.2   | 312.5   | 148.2   | 383.1   | 341.8   | -10.8%               | 18.6%                |
| Margin              | 6.9%    | 4.7%    | 5.0%    | 2.4%    | 6.6%    | 5.8%    | -0.8%p               | 1.1%p                |
| Non-op. Income/Loss | -4.4    | -4.7    | -42.2   | -120.2  | -15.9   | -34.0   | Deficit<br>Increased | Deficit<br>Increased |
| Income before taxes | 397.7   | 283.5   | 270.3   | 28.1    | 367.2   | 307.9   | -16.2%               | 8.6%                 |
| Net Income          | 259.8   | 203.0   | 213.3   | -6.8    | 226.6   | 207.6   | -8.4%                | 2.2%                 |
| Margin              | 4.5%    | 3.3%    | 3.4%    | -0.1%   | 3.9%    | 3.5%    | -0.4%p               | 0.2%p                |
| EBITDA              | 1,309.5 | 1,191.3 | 1,209.8 | 1,079.3 | 1,295.8 | 1,252.6 | -3.3%                | 5.1%                 |
| Margin              | 22.4%   | 19.5%   | 19.5%   | 17.4%   | 22.2%   | 21.3%   | -0.9%p               | 1.8%p                |

### <sup>2-2</sup> Operating Expenses

(Unit: KRW bn)

|                          | 1Q19    | 2Q19    | 3Q19    | 4Q19    | 1Q20    | 2Q20    | QoQ    | ΥοΥ    |
|--------------------------|---------|---------|---------|---------|---------|---------|--------|--------|
| Operating Expenses       | 5,432.3 | 5,810.3 | 5,901.2 | 6,047.2 | 5,448.6 | 5,534.7 | 1.6%   | -4.7%  |
| Labor Cost               | 983.8   | 1,006.1 | 959.4   | 1,001.8 | 1,003.9 | 983.7   | -2.0%  | -2.2%  |
| General Expense          | 2,327.1 | 2,459.3 | 2,433.5 | 2,579.7 | 2,259.5 | 2,343.3 | 3.7%   | -4.7%  |
| - Depreciation           | 907.4   | 903.0   | 897.4   | 931.0   | 912.7   | 910.8   | -0.2%  | 0.9%   |
| Cost of Service Provided | 685.6   | 711.7   | 759.1   | 798.9   | 759.2   | 833.0   | 9.7%   | 17.0%  |
| Selling Expense          | 572.2   | 613.9   | 592.3   | 499.5   | 551.6   | 587.4   | 6.5%   | -4.3%  |
| Cost of Handset sold     | 863.6   | 1,019.3 | 1,156.9 | 1,167.3 | 874.4   | 787.3   | -10.0% | -22.8% |

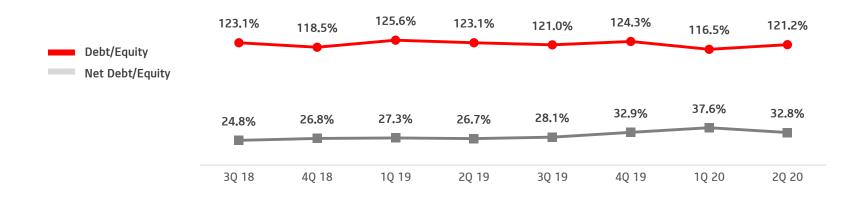
| • Selling Expense (KT Separate) |       |       |       |       |       |       |      |      |  |  |
|---------------------------------|-------|-------|-------|-------|-------|-------|------|------|--|--|
|                                 | 1Q19  | 2Q19  | 3Q19  | 4Q19  | 1Q20  | 2Q20  | QoQ  | ΥοΥ  |  |  |
| Selling Expense                 | 581.0 | 612.4 | 620.3 | 566.0 | 575.8 | 618.9 | 7.5% | 1.1% |  |  |

X Membership points used in FY19 are deducted from selling expense in Q4 2019

### <sup>2-3</sup> Financial Position

(Unit: KRW bn)

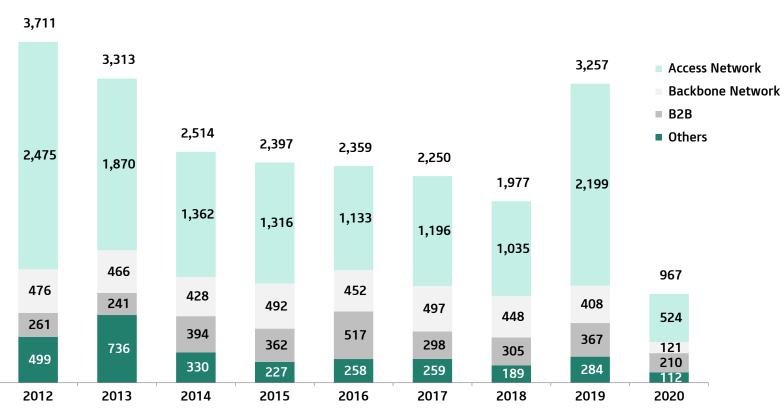
|                         | 2Q 19    | 1Q 20    | 2Q 20    | QoQ    | YoY    |
|-------------------------|----------|----------|----------|--------|--------|
| Assets                  | 33,469.4 | 32,631.0 | 34,003.4 | 4.2%   | 1.6%   |
| Cash & Cash Equivalents | 2,250.1  | 1,627.1  | 2,942.2  | 80.8%  | 30.8%  |
| Liabilities             | 18,464.8 | 17,559.4 | 18,629.6 | 6.1%   | 0.9%   |
| Borrowings              | 6,256.8  | 7,286.9  | 7,987.6  | 9.6%   | 27.7%  |
| Equity                  | 15,004.6 | 15,071.6 | 15,373.8 | 2.0%   | 2.5%   |
| Capital Stock           | 1,564.5  | 1,564.5  | 1,564.5  | 0.0%   | 0.0%   |
| Net Debt                | 4,006.7  | 5,659.8  | 5,045.4  | -10.9% | 25.9%  |
| Debt / Equity           | 123.1%   | 116.5%   | 121.2%   | 4.7%p  | -1.9%p |
| Net Debt / Equity       | 26.7%    | 37.6%    | 32.8%    | -4.7%p | 6.1%p  |



#### K-IFRS / Separate

### <sup>2-4</sup> **CAPEX**

- FY2020 CAPEX guidance, 3.1 trillion won and 967.3bn won executed in H1 2020
  - Access Network 524.3bn, Backbone Network 121.3bn, B2B communications 209.6bn, others 112.1bn



(Unit: KRW bn)

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### <sup>3-1</sup> K-IFRS Income Statement

(Unit: KRW bn)

| Consolidated          | 1Q 19   | 2Q 19   | 3Q 19   | 4Q 19   | 2019     | 1Q 20   | 2Q 20          | KT Separate             | 1Q 19   | 2Q 19   | 3Q 19   | 4Q 19   | 2019     | 1Q 20   | 2Q 20  |
|-----------------------|---------|---------|---------|---------|----------|---------|----------------|-------------------------|---------|---------|---------|---------|----------|---------|--------|
| Operating revenue     | 5,834.4 | 6,098.5 | 6,213.7 | 6,195.5 | 24,342.0 | 5,831.7 | 5,876.5        | Operating revenue       | 4,334.3 | 4,558.5 | 4,705.7 | 4,606.2 | 18,204.7 | 4,429.1 | 4,339. |
| Service revenue       | 5,055.5 | 5,225.2 | 5,199.6 | 5,289.8 | 20,770.0 | 5,107.0 | 5,196.6        | Service revenue         | 3,645.4 | 3,751.3 | 3,765.9 | 3,768.5 | 14,931.0 | 3,749.0 | 3,743. |
| Device revenue        | 778.9   | 873.3   | 1,014.1 | 905.7   | 3,572.0  | 724.7   | 679 <b>.</b> 9 | Device revenue          | 688.9   | 807.3   | 939.8   | 837.8   | 3,273.7  | 680.1   | 596.   |
| Operating expense     | 5,432.3 | 5,810.3 | 5,901.2 | 6,047.2 | 23,191.0 | 5,448.6 | 5,534.7        | Operating expense       | 4,037.8 | 4,367.4 | 4,508.0 | 4,552.3 | 17,465.5 | 4,129.5 | 4,086. |
| Service expense       | 4,568.7 | 4,791.0 | 4,744.3 | 4,879.9 | 18,983.9 | 4,574.2 | 4,747.4        | Service expense         | 3,325.3 | 3,493.6 | 3,504.9 | 3,551.7 | 13,875.5 | 3,368.7 | 3,444. |
| Labor cost            | 983.8   | 1,006.1 | 959.4   | 1,001.8 | 3,951.1  | 1,003.9 | 983.7          | Labor cost              | 543.6   | 573.7   | 528.5   | 537.5   | 2,183.2  | 555.1   | 535.   |
| General expense       | 2,327.1 | 2,459.3 | 2,433.5 | 2,579.7 | 9,799.6  | 2,259.5 | 2,343.3        | General expense         | 1,595.7 | 1,671.8 | 1,690.7 | 1,800.3 | 6,758.4  | 1,613.2 | 1,656. |
| Cost of svc provided  | 685.6   | 711.7   | 759.1   | 798.9   | 2,955.3  | 759.2   | 833.0          | Cost of svc<br>provided | 588.1   | 618.4   | 649.0   | 688.2   | 2,543.6  | 609.0   | 617.   |
| Selling expense       | 572.2   | 613.9   | 592.3   | 499.5   | 2,277.9  | 551.6   | 587.4          | Selling expense         | 598.0   | 629.7   | 636.7   | 525.7   | 2,390.2  | 591.4   | 635.   |
| Cost of device sold   | 863.6   | 1,0193  | 1,156.9 | 1,167.3 | 4,207.1  | 874.4   | 787.3          | Cost of device sold     | 712.5   | 873.8   | 1,003.1 | 1,000.6 | 3,590.1  | 760.8   | 642.   |
| Operating income      | 402.1   | 288.2   | 312.5   | 148.2   | 1,151.0  | 383.1   | 341.8          | Operating income        | 296.4   | 191.1   | 197.7   | 53.9    | 739.2    | 299.6   | 252.   |
| N-OP income (loss)    | -4.4    | -4.7    | -42.2   | -120.2  | -171.4   | -15.9   | -34.0          | N-OP income (loss)      | 100.7   | -1.8    | -99.5   | -112.0  | -112.6   | 134.2   | -28.   |
| N-OP income           | 181.5   | 199.2   | 208.4   | 94.7    | 683.8    | 290.5   | 85.3           | N-OP income             | 271.7   | 179.4   | 195.2   | 60.1    | 706.4    | 389.0   | 82.    |
| N-OP expense          | 186.5   | 199.1   | 252.3   | 214.0   | 851.9    | 302.9   | 114.5          | N-OP expense            | 170.9   | 181.2   | 294.7   | 172.2   | 819.0    | 254.8   | 110.   |
| Equity Method (G/L)   | 0.7     | -4.8    | 1.7     | -0.9    | -3.3     | -3.5    | -4.8           |                         |         |         |         |         |          |         |        |
| Income bf tax         | 397.7   | 283.5   | 270.3   | 28.1    | 979.7    | 367.2   | 307.9          | Income bf tax           | 397.2   | 189.4   | 98.2    | -58.1   | 626.6    | 433.8   | 224.   |
| Income tax            | 138.0   | 80.5    | 57.0    | 34.9    | 310.4    | 140.6   | 100.3          | Income tax              | 104.5   | 49.7    | 25.8    | 14.8    | 194.8    | 113.8   | 58.    |
| Net income            | 259.8   | 203.0   | 213.3   | -6.8    | 669.3    | 226.6   | 207.6          | Net income              | 292.6   | 139.7   | 72.4    | -72.9   | 431.8    | 320.0   | 165.   |
| NI contribution to KT | 231.1   | 173.9   | 189.7   | 24.4    | 619.2    | 208.3   | 176.6          |                         |         |         |         |         |          |         |        |
| EBITDA                | 1,309.5 | 1,191.3 | 1,209.8 | 1,079.3 | 4,790.0  | 1,295.8 | 1,252.6        | EBITDA                  | 1,108.1 | 997.7   | 999.3   | 872.6   | 3,977.8  | 1,113.5 | 1,063. |
| EBITDA Margin         | 22.4%   | 19.5%   | 19.5%   | 17.4%   | 19.7%    | 22.2%   | 21.3%          | EBITBA                  | 25.6%   | 21.9%   | 21.2%   | 18.9%   | 21.9%    | 25.1%   | 24.5%  |

### <sup>3-2</sup> K-IFRS Balance Sheet

(Unit: KRW bn)

| Consolidated            | 1Q 19    | 2Q 19    | 3Q 19    | 4Q 19    | 1Q 20             | 2Q 20    | KT Separate             | 1Q 19    | 2Q 19    | 3Q 19    | 4Q 19    | 1Q 20    | 2Q 20    |
|-------------------------|----------|----------|----------|----------|-------------------|----------|-------------------------|----------|----------|----------|----------|----------|----------|
| Assets                  | 33,247.8 | 33,469.4 | 33,661.3 | 34,061.3 | 32,631.0          | 34,003.4 | Assets                  | 26,837.7 | 26,959.8 | 27,076.4 | 27,733.9 | 27,069.1 | 27,578.0 |
| Current assets          | 12,396.1 | 11,818.3 | 11,716.7 | 11,725.1 | 10,887.2          | 12,480.5 | Current assets          | 7,307.3  | 7,052.4  | 6,961.4  | 7,113.2  | 6,884.5  | 7,451.4  |
| Cash & cash equi.       | 2,765.0  | 2,250.1  | 2,128.4  | 2,305.9  | 1,627.1           | 2,942.2  | Cash & cash equi.       | 1,750.1  | 1,394.9  | 1,189.2  | 1,328.4  | 754.1    | 1,422.1  |
| Trade & other rec       | 4,129.5  | 4,364.8  | 4,108.2  | 3,931.5  | 4,121.3           | 4,159.9  | Trade & other rec       | 3,357.8  | 3,451.0  | 3,300.9  | 3,108.0  | 3,490.2  | 3,372.7  |
| Inventories             | 646.4    | 607.6    | 636.2    | 665.5    | 634.7             | 640.6    | Inventories             | 446.4    | 404.8    | 437.6    | 477.1    | 439.4    | 459.5    |
| Other current asset     | 4,855.2  | 4,595.7  | 4,843.9  | 4,822.2  | 4,504.1           | 4,737.8  | Other current asset     | 1,753.1  | 1,801.7  | 2,033.7  | 2,199.7  | 2,200.8  | 2,197.1  |
| - Prepaid_Contract cost | 1,106.3  | 1,165.2  | 1,318.5  | 1,389.5  | 1,362.5           | 1,378.4  | - Prepaid_Contract cost | 1,134.5  | 1,210.6  | 1,368.1  | 1,432.1  | 1,408.2  | 1,431.6  |
| - Contract assets       | 330.9    | 377.8    | 430.6    | 409.8    | 393.7             | 391.2    | - Contract assets       | 300.2    | 339.1    | 384.4    | 382.2    | 359.2    | 349.7    |
| Non-current assets      | 20,851.8 | 21,651.1 | 21,944.6 | 22,336.2 | 21,743.8          | 21,522.9 | Non-current assets      | 19,530.4 | 19,907.4 | 20,115.0 | 20,620.6 | 20,184.6 | 20,126.6 |
| Trade & other rec       | 690.4    | 867.9    | 943.6    | 1,238.0  | 996.7             | 1,123.4  | Trade & other rec       | 641.7    | 806.4    | 888.0    | 1,186.5  | 954.4    | 1,063.8  |
| Tangible assets         | 12,811.1 | 13,192.8 | 13,349.7 | 13,785.3 | 13,497.4          | 13,454.5 | Tangible assets         | 10,656.7 | 10,914.5 | 11,092.4 | 11,448.0 | 11,284.6 | 11,250.6 |
| Other current assets    | 7,350.3  | 7,590.4  | 7,651.3  | 7,312.9  | 7,249.7           | 6,945.0  | Other current assets    | 8,232.0  | 8,186.5  | 8,134.5  | 7,986.2  | 7,945.6  | 7,812.2  |
| - Prepaid_Contract cost | 364.4    | 403.5    | 460.3    | 459.8    | 461.3             | 456.9    | - Prepaid_Contract cost | 351.4    | 398.9    | 457.0    | 444.2    | 448.8    | 446.0    |
| - Contract assets       | 94.1     | 111.3    | 126.5    | 147.3    | 147.2             | 161.6    | - Contract assets       | 84.0     | 101.4    | 112.5    | 95.8     | 93.6     | 98.6     |
| Liabilities             | 18,509.4 | 18,464.8 | 18,430.1 | 18,874.3 | 17,559 <b>.</b> 4 | 18,629.6 | Liabilities             | 14,099.7 | 14,076.5 | 14,122.0 | 14,837.2 | 14,133.3 | 14,466.5 |
| Current liabilities     | 9,926.8  | 9,908.1  | 9,973.8  | 10,074.9 | 9,171.5           | 9,894.9  | Current liabilities     | 6,283.8  | 6,238.7  | 6,471.1  | 6,728.1  | 6,486.4  | 6,562.1  |
| Trade & other payables  | 7,264.0  | 7,980.9  | 7,709.7  | 7,597.5  | 6,524.1           | 6,601.7  | Trade & other payables  | 4,472.4  | 5,118.4  | 5,006.4  | 5,025.7  | 4,560.1  | 4,130.9  |
| Short-term borrowings   | 1,149.0  | 583.6    | 915.7    | 1,185.7  | 1,271.3           | 1,652.3  | Short-term borrowings   | 948.5    | 380.4    | 744.7    | 1,052.5  | 1,168.5  | 1,539.3  |
| Others                  | 1,513.8  | 1,343.6  | 1,348.4  | 1,291.7  | 1,376.2           | 1,640.9  | Others                  | 862.9    | 739.9    | 720.0    | 649.9    | 757.8    | 891.9    |
| - Contract liabilities  | 302.9    | 304.4    | 304.1    | 313.6    | 314.6             | 315.5    | - Contract liabilities  | 302.1    | 306.7    | 304.2    | 314.5    | 316.7    | 316.0    |
| Non-current liabilities | 8,582.5  | 8,556.7  | 8,456.4  | 8,799.5  | 8,387.9           | 8,734.7  | Non-current liabilities | 7,815.9  | 7,837.8  | 7,650.9  | 8,109.1  | 7,646.9  | 7,904.4  |
| Trade & other payables  | 1,132.7  | 1,110.0  | 1,125.6  | 1,082.2  | 801.7             | 811,1    | Trade & other payables  | 1,524.9  | 1,476.1  | 1,454.2  | 1,371.5  | 1,061.2  | 1,051.7  |
| Long-term borrowings    | 5,641.1  | 5,673.2  | 5,492.6  | 6,113.1  | 6,015.6           | 6,335.3  | Long-term borrowings    | 5,502.7  | 5,549.0  | 5,371.1  | 5,975.5  | 5,854.5  | 6,082.7  |
| Others                  | 1,808.7  | 1,773.5  | 1,838.2  | 1,604.1  | 1,570.6           | 1,588.3  | Others                  | 788.3    | 812.6    | 825.6    | 762.1    | 731.2    | 770.0    |
| - Contract liabilities  | 44.3     | 42.7     | 45.0     | 52.0     | 58.5              | 51.5     | - Contract liabilities  | 41.4     | 40.1     | 42.4     | 49.1     | 55.5     | 49.9     |
| Equity                  | 14,738.5 | 15,004.6 | 15,231.1 | 15,187.0 | 15,071.6          | 15,373.8 | Equity                  | 12,738.0 | 12,883.3 | 12,954.3 | 12,896.7 | 12,935.8 | 13,111.5 |
| Retained earnings       | 11,269.5 | 11,438.9 | 11,627.4 | 11,637.2 | 11,575.1          | 11,936.1 | Retained earnings       | 10,741.7 | 10,880.2 | 10,952.9 | 10,870.0 | 10,919.6 | 11,084.8 |

### <sup>3-3</sup> Subscribers

| Wireless                                    | 1Q 19  | 2Q 19  | 3Q 19  | 4Q 19  | 1Q 20  | 2Q 20                | QoQ    | YoY             |
|---|--------|--------|--------|--------|--------|----------------------|--------|-----------------|
| Subscribers (Unit: Thousands) <sup>1)</sup> |        |        |        |        |        |                      |        |                 |
| Total                                       | 21,333 | 21,549 | 21,771 | 21,922 | 21,976 | 22,133               | 0.7%   | 2.7%            |
| Net additions                               | 213    | 216    | 222    | 150    | 55     | 157                  | 187.6% | -27.2%          |
| Gross additions                             | 1,181  | 1,133  | 1,077  | 1,067  | 930    | 1,030                | 10.8%  | -9.1%           |
| Deactivation <sup>2)</sup>                  | 968    | 917    | 855    | 917    | 875    | 873                  | -0.3%  | -4.8%           |
| Churn rate                                  | 1.5%   | 1.4%   | 1.3%   | 1.4%   | 1.3%   | 1.3%                 | 0.0%p  | -0 <b>.</b> 1%p |
| LTE   | 17,393 | 17,383 | 17,169 | 17,153 | 17,035 | 16,954               | -0.5%  | -2.5%           |
| 5G  |        | 419    | 1,055  | 1,419  | 1,779  | 2,237                | 25.8%  | 433.6%          |
| LTE+5G Penetration rate                     | 81.5%  | 82.6%  | 83.7%  | 84.7%  | 85.6%  | 86.7%                | 1.1%p  | <b>4.1%</b> p   |
| ARPU (KRW) <sup>3)</sup>                    | 31,490 | 31,727 | 31,906 | 31,341 | 31,773 | 31,393 <sup>4)</sup> | -1.2%  | -1.1%           |

Note 1) Subscribers: MSIT's new guidelines for subscriber disclosure (Retroactively applied from 1Q14, MVNO included)

Note 2) Deactivation: Mandatory deactivation included

Note 3) ARPU = Wireless revenue\* / Wireless subscribers\*\*

\* Wireless revenue(3G, LTE, 5G, IoT included): Revenue of Voice and Data usage (Interconnection/Subscription fee excluded), VAS, Contract/ Bundled Discounts, and etc. included

\*\* Wireless subscribers: Based on MSIT's guidelines for average billed subscribers in quarter

Note 4) ARPU would be 31,549 won if the effect of accounting rule change regarding membership points is eliminated

| Fixed Line/IPTV               | 1Q 19  | 2Q 19  | 3Q 19  | 4Q 19  | 1Q 20  | 2Q 20  | QoQ   | YoY            |
|-------------------------------|--------|--------|--------|--------|--------|--------|-------|----------------|
| Subscribers (Unit: Thousands) |        |        |        |        |        |        |       |                |
| Telephony                     | 14,830 | 14,554 | 14,386 | 14,185 | 14,033 | 13,863 | -1.2% | -4.7%          |
| PSTN                          | 11,489 | 11,343 | 11,192 | 11,052 | 10,898 | 10,736 | -1.5% | -5 <b>.</b> 4% |
| VoIP                          | 3,340  | 3,211  | 3,194  | 3,133  | 3,135  | 3,127  | -0.3% | -2.6%          |
| Broadband                     | 8,782  | 8,849  | 8,904  | 8,962  | 8,962  | 9,043  | 0.9%  | 2.2%           |
| IPTV (OTV+OTS)                | 7,966  | 8,113  | 8,229  | 8,351  | 8,422  | 8,559  | 1.6%  | 5.5%           |

X Number of IPTV subscribers above deviates from MSIT's released figure below following IPTV law

- Number of KT pay TV subscriber is 7,377,514 in 2H 2019 (6 month average)

