

# KT 1Q25 Earnings Release

2025. 5. | Investor Relations



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## 1-1 1Q25 Highlights

### Financials

Strong OP growth driven by CT/AX and real estate development PJT.\*

**Cons.**

Revenue  
Operating  
Profit

6,845.1 bn (YoY +2.9%)

688.8bn (YoY +36.0%)

**Sep.**

Revenue  
Operating  
Profit

4,682.0bn (YoY -0.3%)

400.1 bn (YoY +1.6%)

\* Recognition of apartment sale revenue began in March

### Shareholder Return

**1Q25  
Dividend<sup>1</sup>**

KRW 600 per share  
(YoY +20%)

**Share Buyback  
& Cancellation<sup>2</sup>**

KRW 250bn  
(Based on value-up plan)

**Dividend  
Procedure<sup>3</sup>**

Dividend amount  
to be announced  
before record date

1)Record date: '25.03.31, 2)Cancellation TBC, considering foreign limits, 3)Year-end/Quarterly dividend(2Q25~)

### Management Strategy

#### AICT Company Transformation

- ✓ Prepare for the launch of Korean AI model and SPC based on MS partnership('25.06~)  
\* Secure Public Cloud
- ✓ Strategic partnership with Palantir
- ✓ Media business innovation based on AI  
- Accelerating AX with media AI Agent, AI Studio Lab

#### Value-up Plan Execution

- ✓ Accelerated transformation into AICT company  
- AI/IT Rev. up +10.2% YoY
- ✓ Completed the sale of 2 second-tier subsidiaries  
- Initech(Mar.31), PlayD(Apr.3)
- ✓ Streamlined low-margin business(20 units)

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## 2-1 FY2028 Financial Target and Action Plans



2028 Target

Consolidated ROE 9% ~ 10%

Action Plan

AI/IT Rev. Up 3x<sup>of 2023</sup>

Consolidated OP Margin 9%

Liquidate Non-Core Assets

Total <sup>KRW</sup>1tr. Share  
Buyback&Cancellation

『Transform into AICT Company』

Innovate core business with AICT,  
Attain top-tier AI/Cloud capabilities

『Increase Profitability』

Enhance OP through  
streamlining low-profit businesses

『Increase Resources  
for Capital Allocation』

Liquidate non-core assets and  
idle real estate

『Additional Share  
Buyback&Cancellations』

Enhance capital efficiency  
through additional returns

Strategy

Integrate AICT into Core Biz. <sup>Telco, Media, NW, IT</sup>, Accelerate Growth of B2B AX and Revamp Management Structure

## 2-2 AICT Transformation

Initiated AICT transformation in terms of business, workforce, and capabilities

### **Foundation for AICT Growth**

#### **Strategic partnerships w/ global big techs**

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Microsoft ('24.06)

Palantir ('25.03)

#### **Establishment of AX division**

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- Launched 'AXD', AX-specialized division('25.03)

### **Innovation in Business·Workforce·Capabilities**

#### **Innovation of workforce structure**

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- Restructured on-site workforce('24.11)
- Established network-focused subsidiaries('25.01)

#### **Upgrade IT workforce and mgmt. frameworks**

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- Merged 'kt NexR' to absorb IT specialists('24.12)
- IT·Data modernization(in progress)

## 2-3 Improving Profitability

Streamlined low-margin businesses to increase profitability

### Streamline low-margin businesses

**Streamlined**

Businesses with limited competencies

**Streamlined 20 different businesses**


including Healthcare, Logistics solutions, Solar energy and etc.

**Revamped**

Businesses with growth potential

**Revamped profit model of 9 businesses**

including Smart city, AICC, C-ITS and etc.



**FY25**  
**Profit increase(expected)**  
**over KRW 50bn**



## 2-4 Asset Efficiency

Portfolio optimization based on financial and strategic values

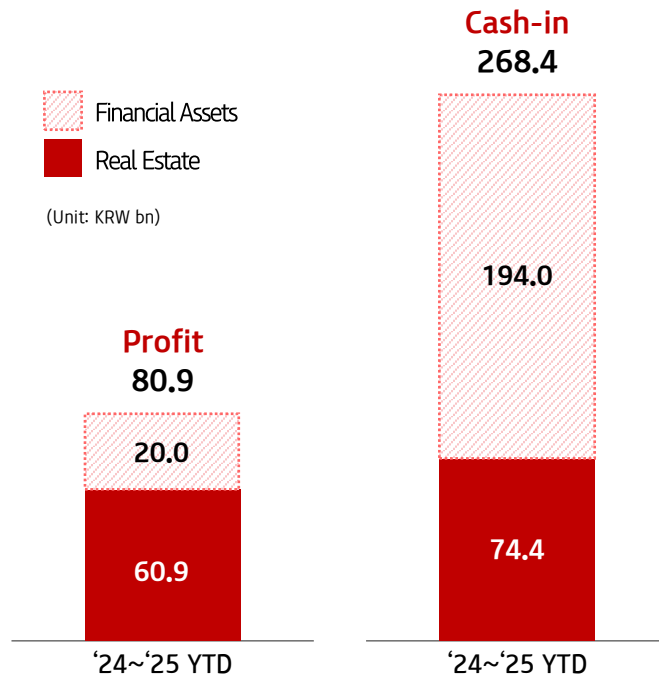
### Asset Efficiency

#### Financial Assets

- **Liquidated 7 Marketable Securities**
  - Webcash, Fadu, Bizplay and etc.
- **Liquidated 5 Subsidiaries**
  - Initech, PlayD, Lolab, KT VH, Juice
- **Merged 2 Subsidiaries**
  - kt NexR - KT, kt service - kt linkus

#### Real Estate

- **Sale/Development of idle assets**
  - Assets with limited holding value



\*Financial assets/Real estate profit/cash flow on a consolidated basis

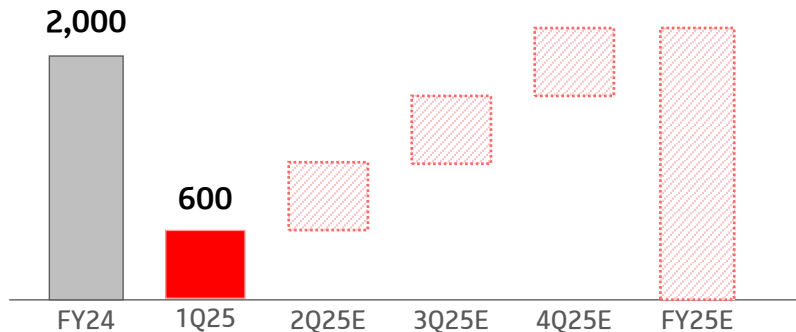
## 2-5 Shareholder Return

Quarterly dividend increased by 20% YoY to KRW 600, share buyback of KRW 250bn ongoing from Feb to Aug. 2025

### 1Q25 Dividend

FY25 quarterly dividend increased by 20% YoY,  
from KRW 500<sup>FY24</sup> to KRW 600<sup>1Q25</sup>

**DPS** (Unit: KRW)



### Share Buyback

Share buyback of KRW 250bn in FY25,  
part of KRW 1tr by FY28

'25.02~'25.08 share buyback via trust contract in progress  
To be cancelled once foreign ownership limit allows

### Dividend Procedure

**Dividend amount to be announced before record date**

Aol on dividend record date amended starting from  
FY24 year-end and FY25 quarterly dividend

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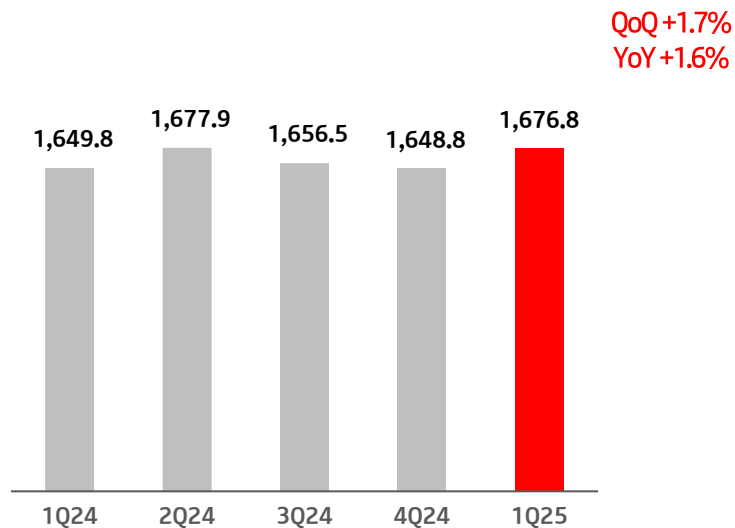
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## 3-1 KT - Wireless

Wireless service revenue up +1.6% YoY with increased 5G penetration and MVNO revenue

### 1Q25 Performance

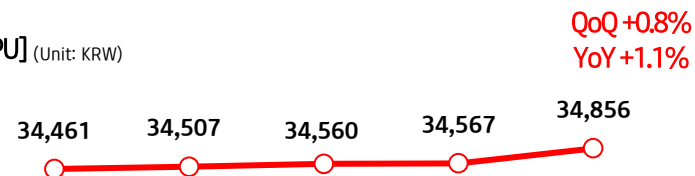
**Service Rev.** (Unit: KRW bn)



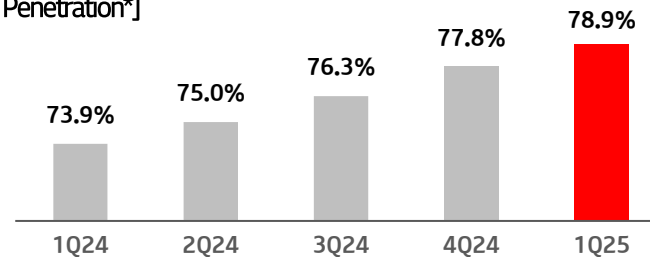
### Highlights

**ARPU & 5G Penetration**

[ARPU] (Unit: KRW)



[5G Penetration\*]



\* (5G Handset Subs.) / (MNO Handset Subs.)

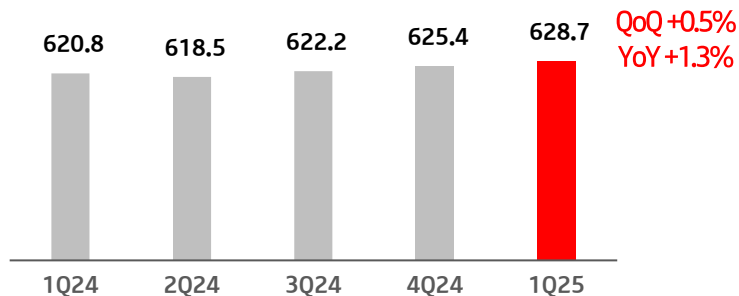
## 3-2 KT - Fixed Line

Broadband revenue +1.3% YoY, due to increase in GiGA subscribers and new value-added services

Media revenue +0.1% YoY, driven by a continued subscriber shift to premium plans and to upgraded set-top boxes

### Broadband

Rev. (Unit: KRW bn)



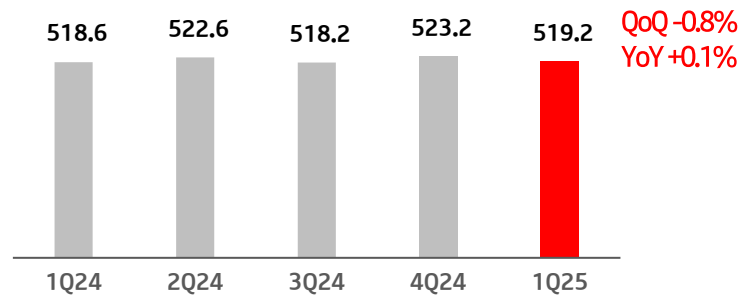
Subscribers (Unit: Thousands)

	1Q24	2Q24	3Q24	4Q24	1Q25	YoY
Total	9,862	9,899	9,928	9,956	9,984	1.2%
GiGA %*	68.5%	68.7%	68.9%	69.2%	69.4%	0.9%p

\* (Cumulative GiGA Subs.) / (Total Broadband Subs.)

### Media

Rev. (Unit: KRW bn)



Subscribers (Unit: Thousands)

	1Q24	2Q24	3Q24	4Q24	1Q25	YoY
Total	9,418	9,423	9,440	9,449	9,438	0.2%
16.5K↑ %*	31.6%	31.8%	32.2%	32.5%	32.8%	1.2%p

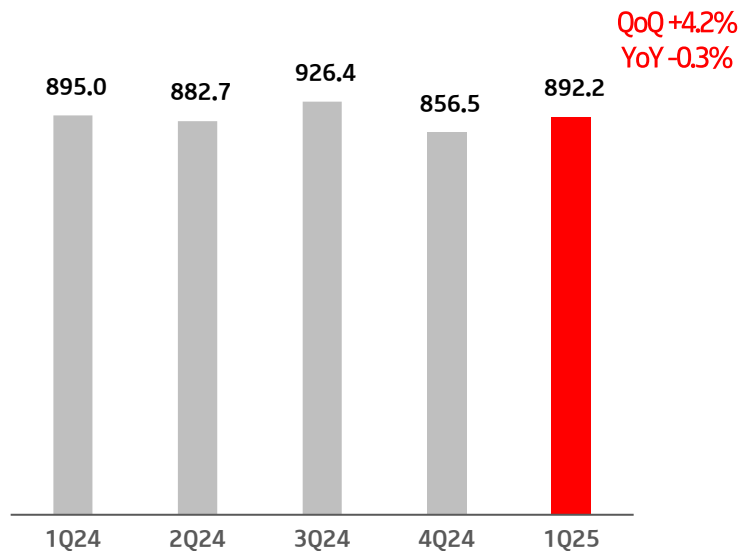
\* (Cumulative 16.5K ↑ Subs.) / (Total IPTV Mass Subs.)

### 3-3 KT - B2B Services

B2B services revenue -0.3% YoY, due to continued streamlining of low-margin businesses  
AI/IT revenue +11.9% YoY, sustaining strong double-digit growth trend

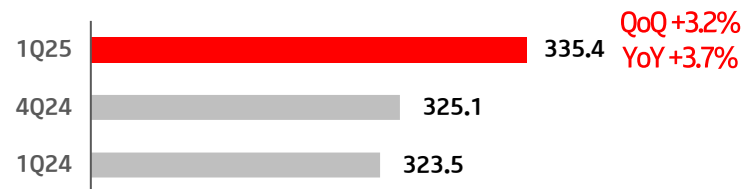
#### 1Q25 Performance

**Rev.** (Unit: KRW bn)



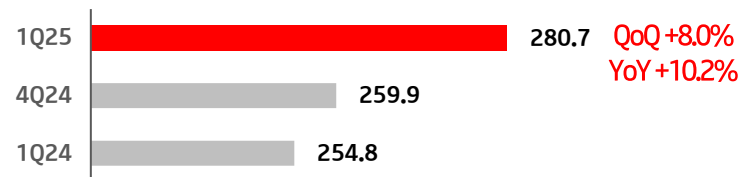
#### Highlights

**Corp. Broadband/Data Rev.** (Unit: KRW bn)



※ Corp. Broadband/Data : Leased line, Kornet, VPN, Global Data

**AI/IT Rev.** (Unit: KRW bn)



※ AI/IT: AX platform-based including AICC, IoT, Multi/Hybrid Cloud, Smart Mobility

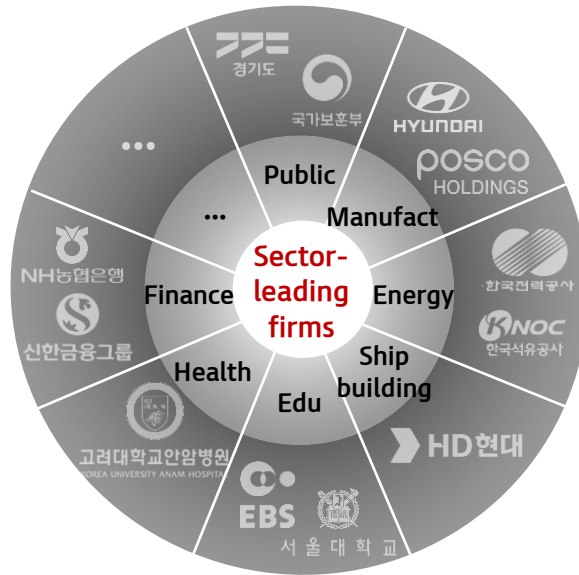
## 3-4 KT - AI Partnership

Marking the foundational year of change and B2B AX growth with the launch of Korean AI model and KT Secure Public Cloud based on the strategic partnership with Microsoft

### FY25 Key Plans

- '25.Jan ○ Commenced Azure, M365 sales to the 30 priority clients and the public sector
- '25.Mar ○ Launched AX Delivery Center (AXD)
- '25.Jun~ ○ Launch **KT Secure Public Cloud** and start collaborative marketing with MS consulting/design/operation
- Launch **Korean AI model (Custom GPT 4o-K)**

### Priority Clients

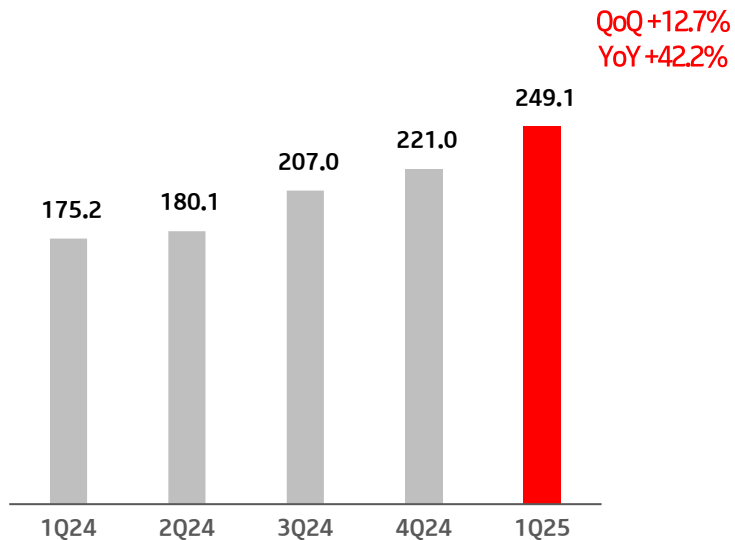


## 3-5 kt cloud

kt cloud revenue +42.2% YoY, supported by increased DC usage from global clients and momentum in design & build operations

### 1Q25 Performance

**Rev.** (Unit: KRW bn)



### Highlights

#### Performance

- DC**
  - Continued revenue growth from global clients
  - Increase in DBO business (Gasan, Gyeongbuk, etc.)
- Cloud**
  - Rev. growth from cloud usage expansion by corp. clients

#### DC Capacity (as of the end of 1Q25)

	Metropolitan Area	Non-Metropolitan Area
# of DC (incl. CDC)	7 (incl. Mokdong, Yongsan)	8 (incl. Gimhae, Songjeong)



## 3-6 Finance

(BC Card) Profitability improved with PLCC<sup>1</sup> expansion and platform rev. growth despite declined transaction volume  
 (K bank) Higher interest costs under the Virtual Asset Protection Act(Jul. 2024) led to decrease in profits

1)PLCC : Private Label Credit Card

### BC Card

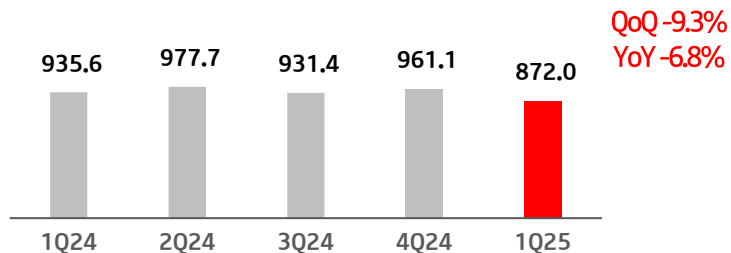
- Rev. declined as card transactions slowed in response to broader economic uncertainty
  - 1Q25 Rev. KRW 872.0bn (QoQ -9.3%, YoY -6.8%)
- OP increased by cost control and higher dividend income
  - 1Q25 OP KRW 35.8bn (QoQ +160.2%, YoY +3.2%)

### K bank

- Despite loan/deposit growth, higher VASP<sup>2</sup> interest expense led to lower profit
  - 1Q25 OP KRW 15.6bn (QoQ +53.4%, YoY -69.6%)
- Decision to restart IPO process
  - Plan to disclose timing to the market once confirmed

2)VASP : Virtual Asset Service Provider

### BC Card Rev. (Unit: KRW bn)



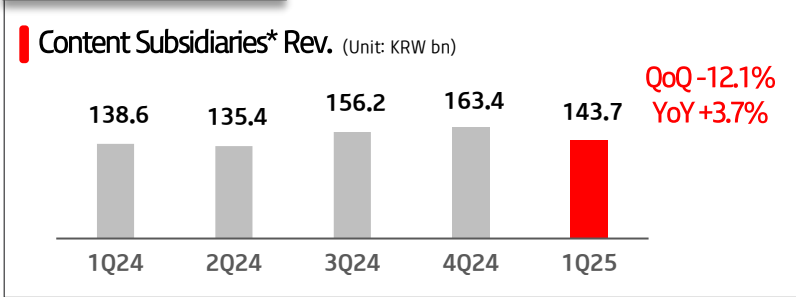
### K bank Performance

	1Q24	2Q24	3Q24	4Q24	1Q25	YoY
Deposit (KRW tr)	24.0	21.9	22.0	28.6	27.8	15.9%
Loan (KRW tr)	14.8	15.7	16.2	16.3	16.9	14.8%
Client (10K)	1,033	1,147	1,205	1,274	1,363	32.0%

### 3-7 Media/Content

Content subsidiaries posted +3.7% YoY rev. growth, led by strong performances from KT Studiogenie and KT Millie’s Library

#### 1Q25 Performance



#### FY25 Key Plans

- Optimizing content creation/distribution portfolio
- Reducing production costs utilizing AI
- Adopting AI agent to improve customer experience and build win-win model

#### FY25 KT Original Content Production Plan



‘Mother and Mom’  
(‘25.03)



‘New Recruit3’  
(‘25.04)



‘Tastefully Yours’  
(‘25.05)



‘My Troublesome Star’  
(Scheduled for ‘25.2H)



‘Ms. Incognito’  
(Scheduled for ‘25.2H)

Targeting 7 original content releases

\* Content Subsidiaries : Nasmedia(PlayD incl.), KT Studiogenie(Genie music, Storywiz, and others incl.)

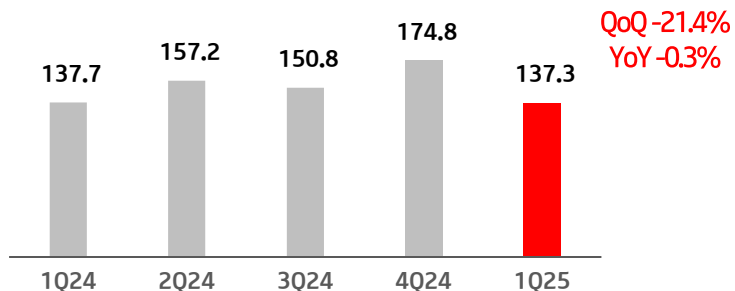
## 3-8 Real Estate

Established a stable revenue growth stream through hotel business expansion and new development projects

### kt estate

- Diversified asset portfolio across office, rental housing, and hotels
- KT Daejeon HR center: all 864 units sold

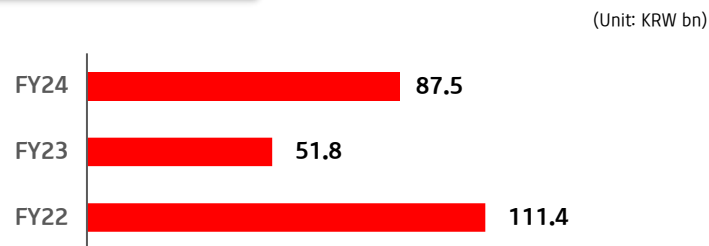
kt estate Rev. (Unit: KRW bn)



### Gwangjin Development Project<sup>NCP</sup>

- **Strengthened pj. management**
  - (APT) Lotte Eastpole 631 units(28% occupancy as of March)
  - (Rental housing/Public Office) Scheduled for occupancy by 2Q25
  - (Office/Hotel/Retail) Scheduled for occupancy within 2025

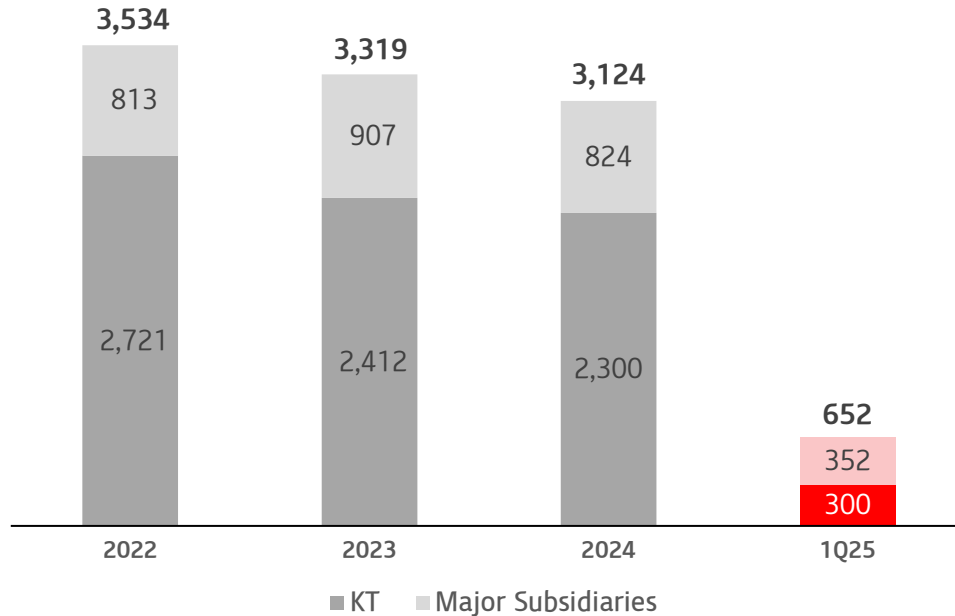
### Profit by Selling Properties



### 3-9 CAPEX

1Q25 CAPEX execution : KRW 300bn(KT separate), KRW 351.8bn(Major subsidiaries)

(Unit: KRW bn)



#### ■ Major Subsidiaries' CAPEX

Includes Finance, Media, Cloud/IDC, Real Estate and etc.

#### ■ KT Separate CAPEX

Access network, Backbone Network, B2B and etc.

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# 1 K-IFRS Income Statement

(Unit: KRW bn)

Consolidated	1Q24	2Q24	3Q24	4Q24	1Q25	KT Separate	1Q24	2Q24	3Q24	4Q24	1Q25
Operating revenue	6,654.6	6,546.4	6,654.6	6,575.6	6,845.1	Operating revenue	4,694.8	4,548.3	4,765.0	4,571.6	4,682.0
Service revenue	5,722.7	5,776.6	5,752.0	5,754.7	5,700.4	Service revenue	4,040.6	4,048.0	4,069.0	3,995.8	4,044.5
Sale of goods	931.9	769.8	902.7	820.9	1,144.7	Sale of goods	654.2	500.3	696.0	575.8	637.5
Operating expense	6,148.1	6,052.4	6,190.5	7,230.7	6,156.3	Operating expense	4,301.0	4,189.5	4,426.1	5,316.6	4,281.9
Cost of Service	5,101.2	5,178.9	5,111.6	6,256.7	5,174.0	Cost of Service	3,624.7	3,696.8	3,688.7	4,713.8	3,620.7
Labor cost	1,100.9	1,213.2	1,118.3	2,189.6	1,121.8	Labor cost	540.7	631.3	534.6	1,545.1	460.2
General expense	2,674.2	2,708.3	2,692.6	2,791.2	2,655.8	General expense	1,777.1	1,804.2	1,832.7	1,905.9	1,875.7
Cost of service	726.5	656.6	699.8	667.5	798.3	Cost of service	673.2	630.6	685.6	620.0	647.5
Selling expense	599.6	600.8	600.8	608.4	598.0	Selling expense	633.7	630.7	635.7	642.8	637.4
Cost of Goods sold	1,046.9	873.5	1,078.9	974.0	982.3	Cost of Goods sold	676.3	492.6	737.3	602.8	661.2
Operating income	506.5	494.0	464.1	-655.1	688.8	Operating income	393.8	358.8	338.9	-745.0	400.1
N-OP income (loss)	22.5	62.7	45.0	-354.9	23.1	N-OP income (loss)	72.4	50.3	69.2	-134.5	48.2
N-OP income	323.1	325.8	35.8	611.5	199.1	N-OP income	309.0	260.0	32.5	538.7	158.2
N-OP expense	310.9	260.1	-11.1	969.7	167.9	N-OP expense	236.6	209.7	-36.7	673.2	110.0
Equity Method (G/L)	10.2	-3.0	-1.9	3.3	-8.2						
Income bf tax	529.0	556.7	509.1	-1,010.1	711.8	Income bf tax	466.1	409.2	408.0	-879.5	448.3
Income tax	136.0	146.2	125.9	-240.4	145.0	Income tax	112.1	94.7	98.2	-228.1	82.9
Net income	393.0	410.5	383.2	-736.6	566.8	Net income	354.0	314.5	309.8	-618.5	365.4
NI contribution to KT	375.5	393.0	357.3	-655.6	539.8						
EBITDA	1,480.2	1,460.2	1,428.9	318.0	1,657.4	EBITDA	1,199.1	1,162.9	1,144.8	70.4	1,210.6
EBITDA Margin	22.2%	22.3%	21.5%	4.8%	24.2%	EBITDA Margin	25.5%	25.6%	24.0%	1.5%	25.9%

## 2 K-IFRS Balance Sheet

(Unit: KRW bn)

Consolidated	1Q24	2Q24	3Q24	4Q24	1Q25
<b>Assets</b>	<b>42,710.0</b>	<b>43,144.4</b>	<b>42,750.4</b>	<b>41,880.0</b>	<b>42,185.6</b>
<b>Current assets</b>	<b>14,997.4</b>	<b>15,175.2</b>	<b>15,197.0</b>	<b>14,251.9</b>	<b>14,458.5</b>
Cash & cash equivalents	3,000.7	3,786.7	3,953.9	3,716.7	3,133.0
Trade & other receivables	4,571.4	4,161.7	4,304.2	3,987.3	4,217.8
Inventories	899.1	964.0	903.2	940.2	853.9
Other current asset	6,526.2	6,262.7	6,035.7	5,607.8	6,253.8
- Prepaid_Contract cost	1,249.2	1,233.6	1,236.7	1,233.6	1,325.3
- Contract assets	620.4	611.1	625.6	577.4	597.9
<b>Non-current assets</b>	<b>27,712.6</b>	<b>27,969.2</b>	<b>27,553.4</b>	<b>27,628.0</b>	<b>27,727.1</b>
Trade & other rec	381.2	398.4	357.0	381.8	336.3
Tangible assets	14,585.7	14,591.7	14,509.1	14,825.8	14,398.1
Other current assets	12,745.7	12,979.1	12,687.3	12,420.4	12,992.7
- Prepaid_Contract cost	465.1	471.4	485.2	504.6	462.3
- Contract assets	229.3	226.3	225.3	223.4	208.3
<b>Liabilities</b>	<b>24,127.8</b>	<b>24,162.5</b>	<b>23,564.0</b>	<b>23,883.4</b>	<b>23,847.3</b>
<b>Current liabilities</b>	<b>14,046.1</b>	<b>14,095.2</b>	<b>14,644.5</b>	<b>13,874.7</b>	<b>13,134.6</b>
Trade & other payables	8,282.4	8,052.3	7,712.9	7,394.8	6,952.5
Short-term borrowings	3,538.6	3,595.0	4,358.7	3,904.8	3,649.1
Others	2,225.1	2,447.9	2,572.9	2,575.2	2,533.0
- Contract liabilities	239.3	231.2	230.6	226.4	244.1
<b>Non-current liabilities</b>	<b>10,081.7</b>	<b>10,067.3</b>	<b>8,919.5</b>	<b>10,008.7</b>	<b>10,712.7</b>
Trade & other payables	554.1	556.1	573.4	578.4	372.4
Long-term borrowings	6,612.8	6,555.6	5,409.9	6,615.9	7,520.5
Others	2,914.8	2,955.4	2,936.2	2,814.3	2,819.9
- Contract liabilities	48.7	43.6	48.7	46.9	48.4
<b>Equity</b>	<b>18,582.2</b>	<b>18,981.9</b>	<b>19,186.4</b>	<b>17,996.5</b>	<b>18,338.3</b>
Retained earnings	14,361.5	14,452.7	14,675.2	13,779.8	14,197.4

KT Separate	1Q24	2Q24	3Q24	4Q24	1Q25
<b>Assets</b>	<b>30,334.8</b>	<b>30,464.8</b>	<b>29,957.1</b>	<b>29,528.9</b>	<b>29,041.0</b>
<b>Current assets</b>	<b>7,578.4</b>	<b>7,451.7</b>	<b>7,447.7</b>	<b>6,892.6</b>	<b>7,016.3</b>
Cash & cash equivalents	1,331.6	1,722.5	1,608.7	1,540.6	1,150.6
Trade & other receivables	3,546.3	3,097.6	3,275.6	2,904.8	3,209.5
Inventories	310.3	404.1	264.6	224.7	190.2
Other current asset	2,390.2	2,227.5	2,298.8	2,222.5	2,465.9
- Prepaid_Contract cost	1,335.4	1,312.5	1,318.3	1,308.8	1,405.7
- Contract assets	540.2	548.6	542.0	521.1	521.4
<b>Non-current assets</b>	<b>22,756.4</b>	<b>23,013.1</b>	<b>22,509.4</b>	<b>22,636.3</b>	<b>22,024.7</b>
Trade & other rec	298.8	321.1	278.2	309.1	241.1
Tangible assets	11,214.3	11,264.4	11,185.6	11,477.7	11,068.3
Other current assets	10,281.4	10,472.9	10,116.8	9,953.2	9,856.6
- Prepaid_Contract cost	451.9	453.8	475.3	493.4	454.8
- Contract assets	207.4	204.1	201.7	198.2	182.3
<b>Liabilities</b>	<b>15,335.6</b>	<b>15,166.7</b>	<b>14,513.1</b>	<b>15,108.7</b>	<b>14,409.3</b>
<b>Current liabilities</b>	<b>7,477.8</b>	<b>7,315.1</b>	<b>8,074.9</b>	<b>7,633.2</b>	<b>7,265.4</b>
Trade & other payables	4,864.3	4,694.7	4,421.5	4,585.8	4,258.8
Short-term borrowings	1,914.9	1,789.5	2,860.3	2,434.2	2,263.0
Others	698.5	830.8	793.0	613.2	743.6
- Contract liabilities	227.0	206.9	210.5	208.4	217.8
<b>Non-current liabilities</b>	<b>7,857.9</b>	<b>7,851.6</b>	<b>6,438.2</b>	<b>7,475.5</b>	<b>7,144.0</b>
Trade & other payables	1,074.2	1,063.8	1,010.2	979.4	672.0
Long-term borrowings	5,652.2	5,675.7	4,290.7	5,437.7	5,417.6
Others	1,131.5	1,112.0	1,137.3	1,058.4	1,054.4
- Contract liabilities	36.0	26.4	32.9	34.5	37.5
<b>Equity</b>	<b>14,999.2</b>	<b>15,298.1</b>	<b>15,444.1</b>	<b>14,420.2</b>	<b>14,631.7</b>
Retained earnings	12,390.5	12,404.2	12,579.2	11,717.9	11,965.0

### 3 Subscribers

K-IFRS / Separate

(Unit: Thousands)

Wireless Subscribers	1Q24	2Q24	3Q24	4Q24	1Q25	QoQ	YoY
<b>Total</b>	<b>24,834</b>	<b>24,904</b>	<b>25,199</b>	<b>26,132</b>	<b>26,445</b>	<b>1.2%</b>	<b>6.5%</b>
- MNO	17,743	17,770	17,997	18,950	19,186	1.2%	8.1%
- MVNO	7,091	7,134	7,203	7,182	7,259	1.1%	2.4%
<b>5G Handset<sup>1)</sup></b>	<b>9,948</b>	<b>10,093</b>	<b>10,251</b>	<b>10,400</b>	<b>10,552</b>	<b>1.3%</b>	<b>5.9%</b>
<b>Churn rate<sup>2)</sup></b>	<b>1.1%</b>	<b>1.0%</b>	<b>1.0%</b>	<b>1.1%</b>	<b>1.0%</b>	<b>0.1%p</b>	<b>-0.1%p</b>
<b>ARPU (KRW)<sup>3)</sup></b>	<b>34,461</b>	<b>34,507</b>	<b>34,560</b>	<b>34,567</b>	<b>34,856</b>	<b>0.8%</b>	<b>1.1%</b>

1) 5G Handset : Retroactively applied from 1Q23 based on the change of subscriber disclosure criteria by the MSIT (excludes 5G 2<sup>nd</sup> Device and 5G IoT)

2) Churn rate : Based on MNO subscribers (excludes IoT)

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

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

\*\* Wireless subscribers: Based on MSIT's guidelines for average billed subscribers in quarter (IoT/M2M exc.)

(Unit: Thousands)

Fixed Line Subscribers	1Q24	2Q24	3Q24	4Q24	1Q25	QoQ	YoY
<b>Telephony</b>	<b>11,903</b>	<b>11,748</b>	<b>11,616</b>	<b>11,475</b>	<b>11,320</b>	<b>-1.4%</b>	<b>-4.9%</b>
- PSTN	8,673	8,526	8,395	8,264	8,122	-1.7%	-6.4%
- VoIP	3,230	3,222	3,222	3,211	3,198	-0.4%	-1.0%
<b>Broadband</b>	<b>9,862</b>	<b>9,899</b>	<b>9,928</b>	<b>9,956</b>	<b>9,984</b>	<b>0.3%</b>	<b>1.2%</b>
<b>IPTV (GTV+GTS)</b>	<b>9,418</b>	<b>9,423</b>	<b>9,440</b>	<b>9,449</b>	<b>9,438</b>	<b>-0.1%</b>	<b>0.2%</b>

※ Number of IPTV subscribers above differs from MSIT figures that follow the IPTV law

- Number of KT pay TV subscribers in 1H24 is 8,852,093 (6-month average)



