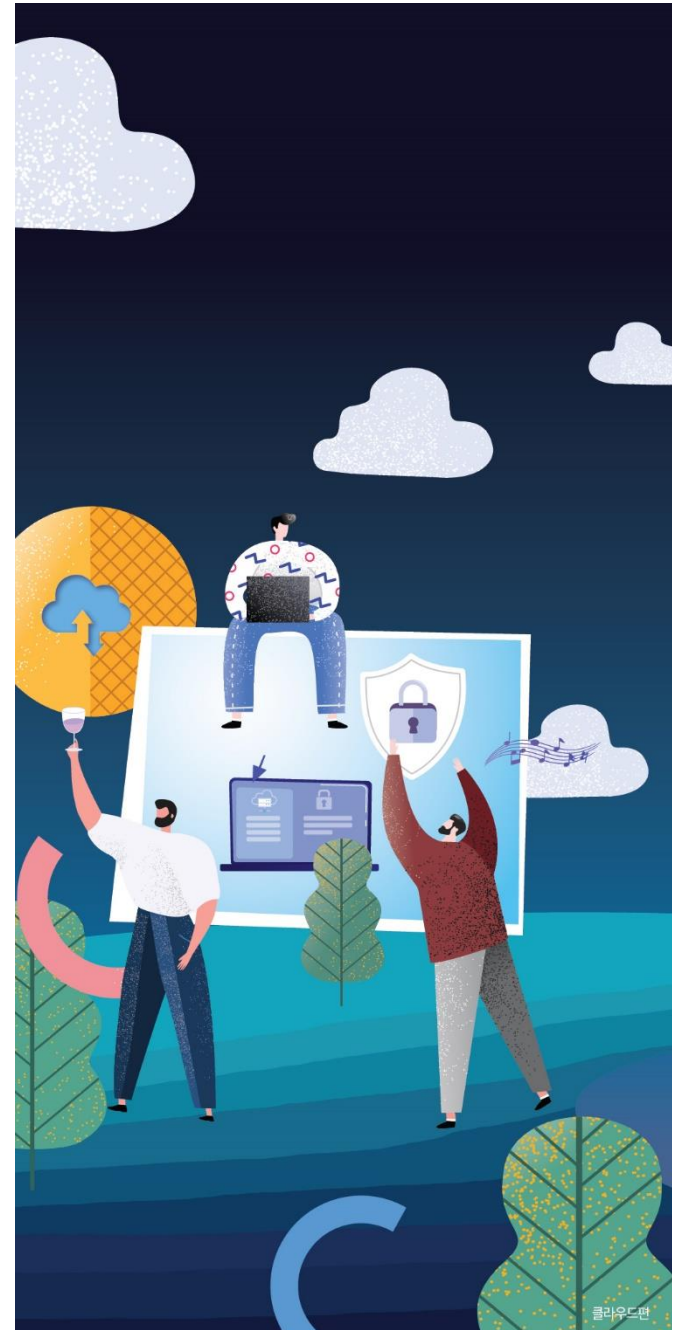


KT 2022 Earnings Release

2023. 2. 9 | Investor Relations

DIGICO **KT**



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1 2022 Highlights

Financials

Record high consolidated rev. since listing, OP exceeds 1.6tr^(Unit: KRW)_(consolidated)/1.0tr_(separate) for 2 consecutive years

Consolidated		KT Separate	
Revenue	25,650.0bn (YoY +3.0%)	Revenue	18,289.3bn (YoY -0.5%)
Operating Profit	1,690.1bn (YoY +1.1%)	Operating Profit	1,168.1bn (YoY +9.4%)

Operations

Expansion of group-level growth centering on the DIGICO portfolio with a high growth rate

DIGICO Accelerating B2B DX orders growth

- FY'22 B2B orders : 3.3tr, YoY +13.2%

Cloud/IDC double-digit growth continues

- Including kt cloud revenue : YoY +15.0%

TELCO Stable growth with premium subs adds

- 5G subs reached to 8.45m, 62% of total subs
- Broadband subs 9.73m, GiGA subs 67%

Partner -ship

Strategic partnerships w/ leading companies

- Mobility: Hyundai Motor Group(Connectivity, IDC/Cloud)
- Finance: Shinhan Financial Group(AICC, smart branch)
- AI: Rebellions/Moreh(AI semiconductor, AI 'MI:DEUM')
- Media/Contents: CJ ENM(contents creator, investor of Studio Genie)

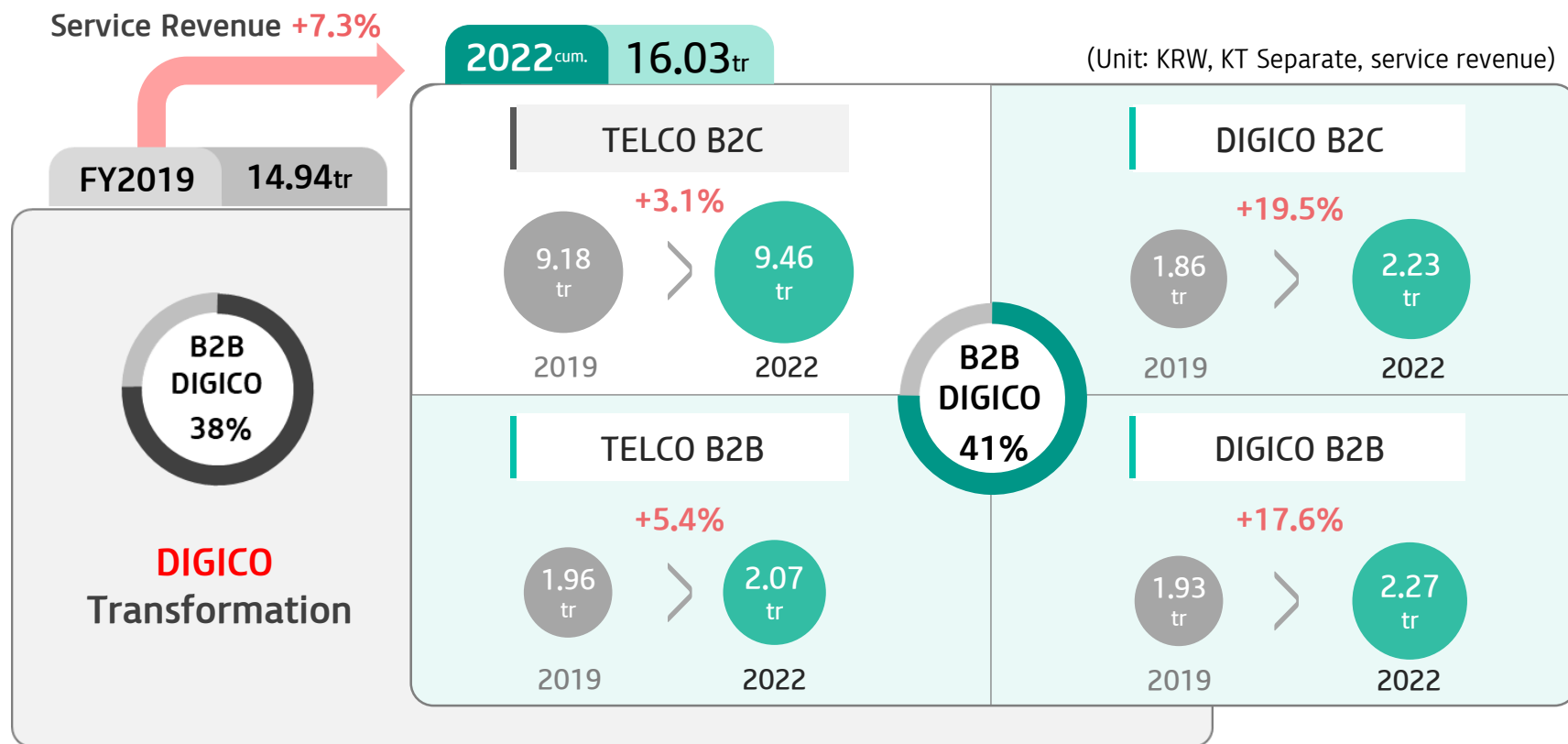
Group Growth

Notable performance from subsidiaries

- Studio Genie: FY22 rev. KRW 110bn +, OP KRW 9.6bn
- Kbank: Continued profit/deposit/loan/client growth
- kt cloud: No.1 in FY22 public sector orders intake

2 DIGICO Transformation

DIGICO B2B continues to expand, accounting for 41% of service revenue in FY22 (38% in '19)



※Cloud/IDC rev.(including kt cloud) reflected in total service rev. and DIGICO B2B

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1 Income Statement

- Revenue up +3.0% YoY mainly through DIGICO·B2B growth and enhanced subsidiaries portfolio including Finance/Real Estate/Media
- Operating income up +1.1% YoY through efficient cost execution and revenue growth despite inflation

(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
Operating Revenue	6,623.6	6,477.2	6,583.0	1.6%	-0.6%	24,898.0	25,650.0	3.0%
Service Revenue	5,758.1	5,744.8	5,705.0	-0.7%	-0.9%	21,727.5	22,685.8	4.4%
Handset Revenue	865.5	732.4	878.0	19.9%	1.4%	3,170.5	2,964.3	-6.5%
Operating Expense	6,254.1	6,024.3	6,431.5	6.8%	2.8%	23,226.2	23,959.9	3.2%
Operating Income	369.4	452.9	151.4	-66.6%	-59.0%	1,671.8	1,690.1	1.1%
Margin	5.6%	7.0%	2.3%	-4.7%p	-3.3%p	6.7%	6.6%	-0.1%p
Margin*	6.4%	7.9%	2.7%	-5.2%p	-3.8%p	7.7%	7.4%	-0.3%p
Non-op. Income/Loss	137.9	-13.9	121.8	Turn black	-11.7%	306.6	204.0	-33.5%
Income before taxes	507.2	439.0	273.2	-37.8%	-46.1%	1,978.4	1,894.1	-4.3%
Net Income	424.4	326.2	242.6	-25.6%	-42.8%	1,459.4	1,387.7	-4.9%
Margin	6.4%	5.0%	3.7%	-1.3%p	-2.7%p	5.9%	5.4%	-0.5%p
EBITDA	1,283.5	1,359.7	1,080.8	-20.5%	-15.8%	5,279.5	5,346.0	1.3%
Margin	19.4%	21.0%	16.4%	-4.6%p	-3.0%p	21.2%	20.8%	-0.4%p

※ OP Margin* = Operating Income/Service Revenue

2 Operating Expenses

(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
Operating Expenses	6,254.1	6,024.3	6,431.5	6.8%	2.8%	23,226.2	23,959.9	3.2%
Labor Cost	1,076.1	1,075.3	1,259.3	17.1%	17.0%	4,215.8	4,495.9	6.6%
General Expense	2,601.2	2,586.0	2,771.2	7.2%	6.5%	9,750.6	10,388.5	6.5%
- Depreciation	914.1	906.8	929.4	2.5%	1.7%	3,607.6	3,655.9	1.3%
Cost of Service Provided	987.0	887.6	885.9	-0.2%	-10.3%	3,375.3	3,436.0	1.8%
Selling Expense	620.9	648.4	641.7	-1.0%	3.3%	2,425.7	2,469.3	1.8%
Cost of Handset sold	968.8	827.0	873.5	5.6%	-9.8%	3,458.7	3,170.4	-8.3%

• Selling Expense (KT Separate)

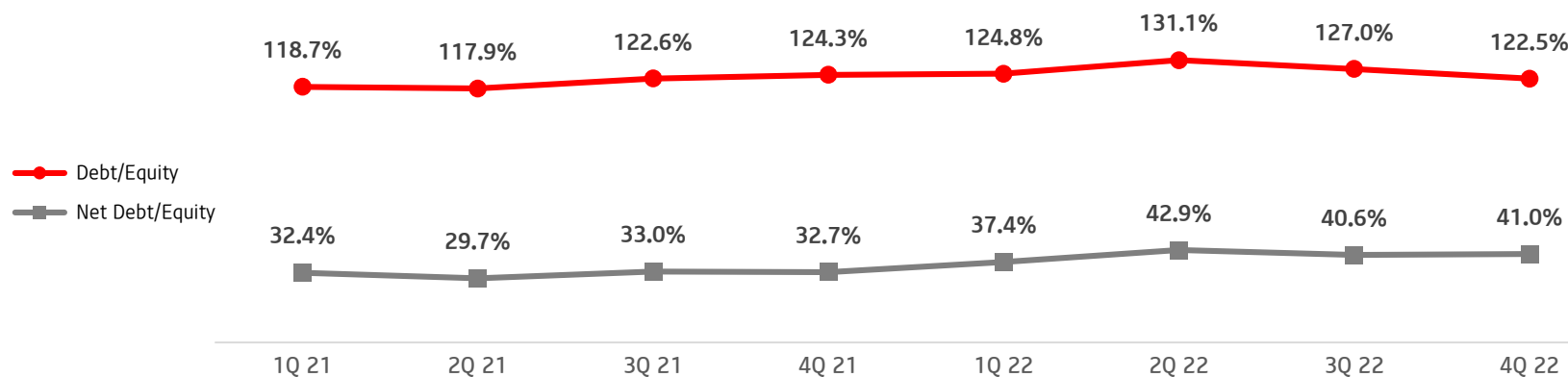
(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
Selling Expense	673.9	650.3	653.6	0.5%	-3.0%	2,568.8	2,574.5	0.2%

3 Financial Position

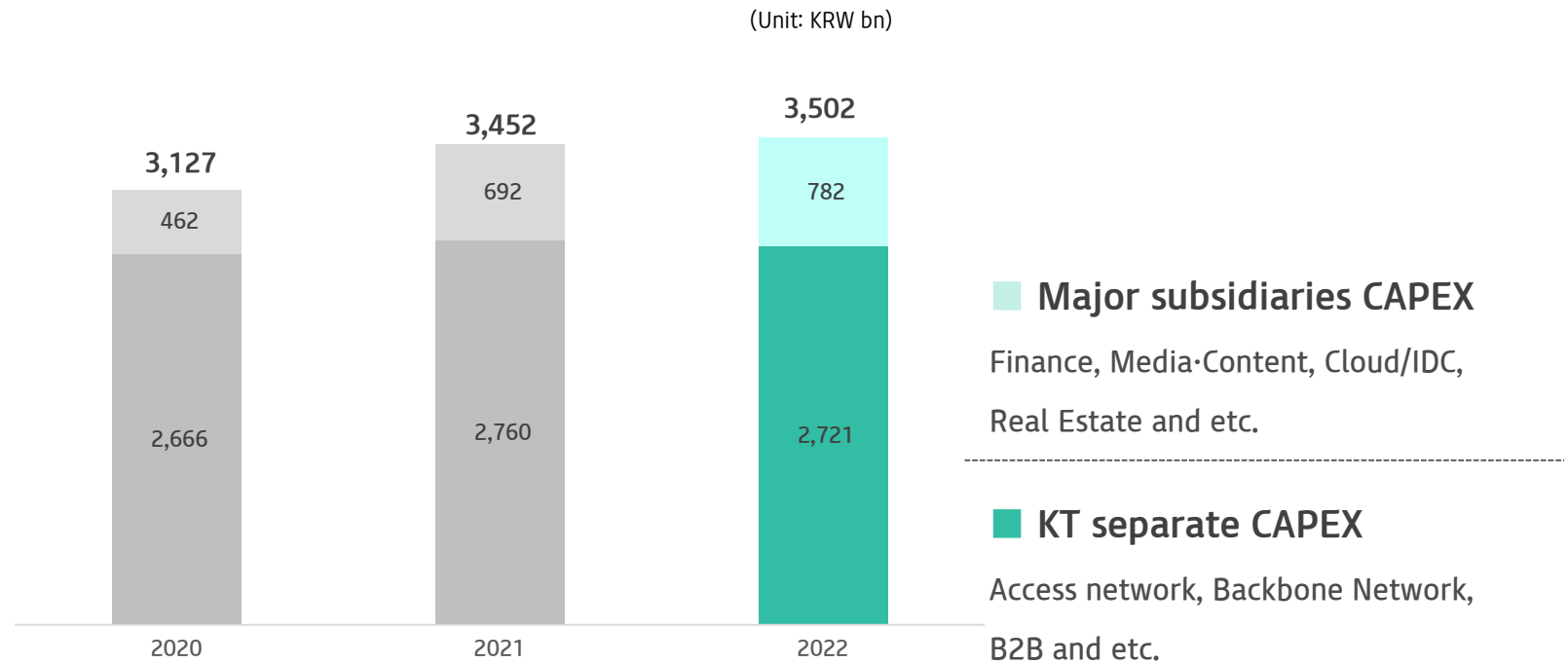
(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY
Assets	37,159.3	40,651.5	40,980.7	0.8%	10.3%
Cash & Cash equivalents	3,019.6	3,095.1	2,449.1	-20.9%	-18.9%
Liabilities	20,592.1	22,745.9	22,566.0	-0.8%	9.6%
Borrowings	8,437.7	10,366.6	10,006.7	-3.5%	18.6%
Equity	16,567.2	17,905.6	18,414.7	2.8%	11.2%
Capital Stock	1,564.5	1,564.5	1,564.5	0.0%	0.0%
Net Debt	5,418.1	7,271.5	7,557.6	3.9%	39.5%
Debt / Equity	124.3%	127.0%	122.5%	-4.5%p	-1.8%p
Net Debt / Equity	32.7%	40.6%	41.0%	0.4%p	8.3%p



4 CAPEX

- 2022 CAPEX execution : KRW 2,720.6 bn(KT separate), KRW 781.7bn(major subsidiaries)



※ Cloud/IDC related investment in 2020 and 2021 are retroactively reflected in subsidiaries' CAPEX

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1 KT - Telco B2C

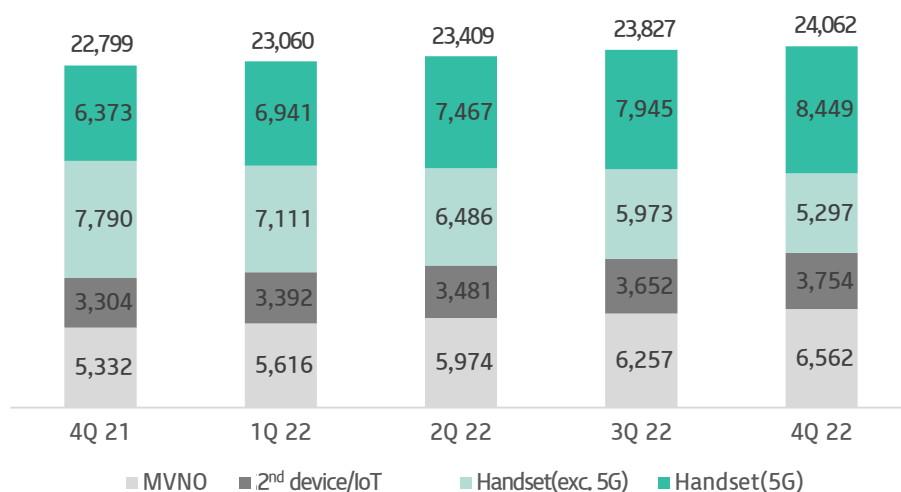
- Telco B2C revenue up +1.3% YoY with mobile/broadband quality subs growth
- 5G subs reached 62% of total handset subs, and GiGA subs continued growth to reach 67%

(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
Telco B2C	2,335.8	2,356.7	2,382.3	1.1%	2.0%	9,339.5	9,464.4	1.3%
Wireless	1,533.1	1,547.0	1,548.3	0.1%	1.0%	6,092.4	6,183.2	1.5%
Broadband	574.8	600.3	605.3	0.8%	5.3%	2,317.7	2,393.0	3.3%
Telephony	227.9	209.4	228.7	9.2%	0.3%	929.4	888.1	-4.4%

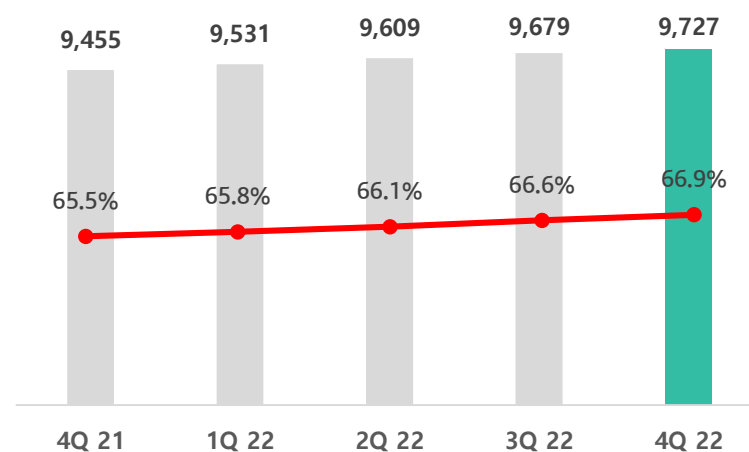
Wireless Subscribers

(Unit: Thousands)



Broadband Subscribers (GiGA portion)

(Unit: Thousands)



2 KT - DIGICO B2C

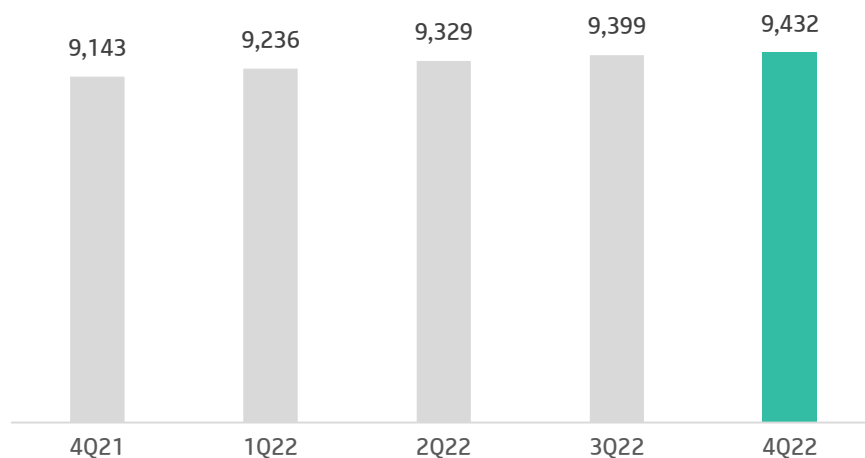
- DIGICO B2C revenue up +3.9% YoY based on balanced growth of media and mobile platform biz
- IPTV revenue up +6.5% YoY with consistent IPTV subs adds and platforms revenue growth

(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
DIGICO B2C	537.4	558.5	565.5	1.3%	5.2%	2,144.4	2,227.7	3.9%
Media	485.9	504.5	509.8	1.1%	4.9%	1,938.7	2,011.0	3.7%
Mobile Platform	51.5	54.1	55.7	3.1%	8.1%	205.8	216.7	5.3%

IPTV

(Unit: Thousands)



※ Number of IPTV subscribers above deviates from MSIT's released figure below following IPTV law
 - Number of KT pay TV subscriber is 8,586,837 in 2H 2022 (6 month average)

DIGICO B2C

Media	IPTV
	***Seezn OTT
	Media and etc.
Mobile Platform	*Finance Platform
	**Contents Market
	IoT

* Finance Platform : Mobile payment, Authentication, Fintech and etc.

** Contents Market : App market payment, One-store, Contents distribution and etc.

*** Seezn OTT : Acquired by Studio Genie in 3Q21

3 KT - TELCO B2B

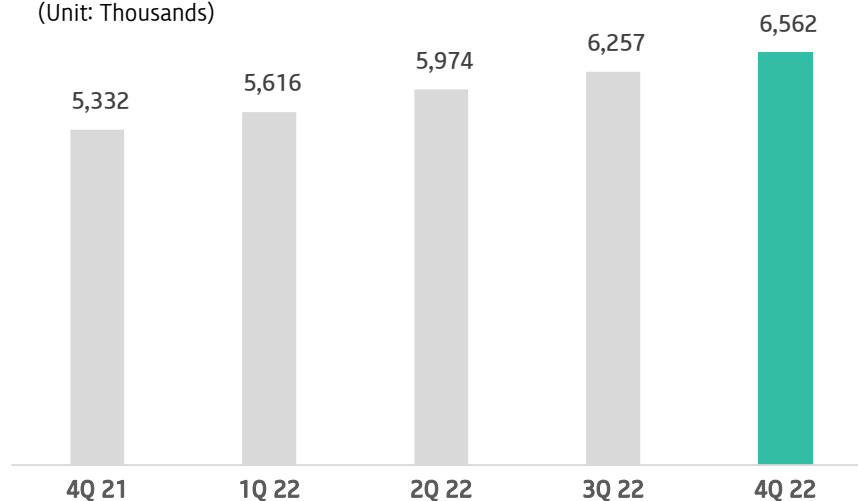
- Corporate broadband/data revenue up +7.7% YoY based on increased data traffic
- Corporate telephony revenue up +7.7% YoY with growth of MVNO market

(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
Telco B2B	500.8	546.4	538.6	-1.4%	7.5%	1,981.2	2,134.6	7.7%
Corp. BB/data	329.9	369.6	364.7	-1.3%	10.6%	1,329.2	1,432.1	7.7%
Corp. telephony	171.0	176.8	173.9	-1.6%	1.7%	652.0	702.5	7.7%

MVNO Subscribers

(Unit: Thousands)



TELCO B2B

Corp. Broadband/Data	Leased Line, KORNET, VPN
	Global Data, Wholesale
	Internet Exchange
Corp. Telephony	MVNO
	Corporate Telephony
	Corporate Intelligent Network

4 KT - DIGICO B2B

- Despite the separation of kt cloud, DIGICO B2B rev. continues to exceed KRW 2tr through growth of AICC, Enterprise DX
- Including kt cloud revenue, DIGICO B2B revenue up +11.4% YoY to KRW 2,272bn

(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
DIGICO B2B	518.6	482.9	436.9	-9.5%	-15.8%	2,038.9	1,940.4	-4.8%
Enterprise DX	261.2	294.6	277.4	-5.8%	6.2%	1,067.3	1,138.9	6.7%
Cloud/IDC	117.2	23.5	21.3	-9.6%	-81.9%	455.9	192.7	-57.8%
AI/New Biz	94.2	117.8	89.2	-24.3%	-5.4%	347.1	422.9	21.9%
Real Estate	45.9	46.9	49.0	4.5%	6.6%	168.7	185.9	10.2%

※ Cloud/IDC revenue including kt cloud

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
Cloud/IDC	117.2	133.1	145.1	9.0%	23.8%	455.9	523.6	14.8%

DIGICO B2B

Enterprise DX	Enterprise Messaging
	Managed, Enterprise IoT
	Global ICT
	ICT and etc.
Cloud/IDC	Cloud
	IDC

AI/ New Biz	AICC, AI Robot
	Smart Mobility
	Smart Space solution
	Blockchain, Energy, Video Security
	New Biz and etc.
Real Estate	

5 Major Subsidiaries

- BC card revenue up +8.8% YoY with increased credit card transaction and finance biz expansion
- Contents subsidiaries revenue up +25.4% YoY with full-fledged operation of Contents biz and growth of digital ads, T-commerce and others

Major Subsidiaries consolidated(each subsidiary)

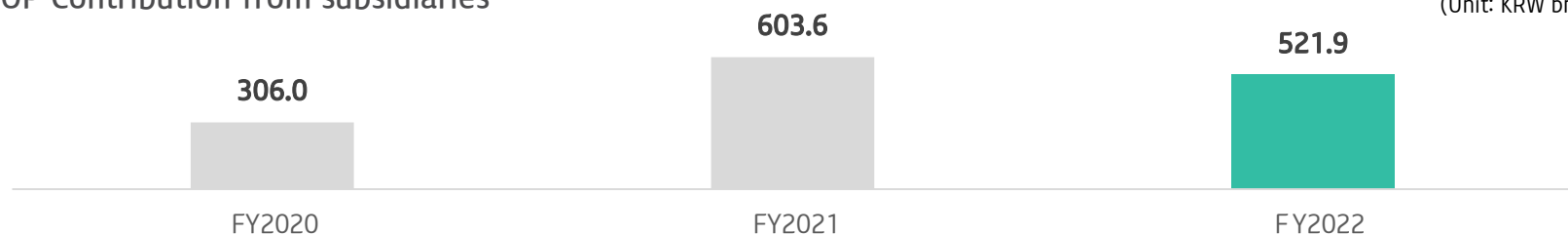
(Unit: KRW bn)

	4Q21	3Q22	4Q22	QoQ	YoY	2021	2022	YoY
BC card	945.2	984.2	1,018.2	3.5%	7.7%	3,579.6	3,895.8	8.8%
Skylife	242.8	268.1	271.1	1.1%	11.6%	763.2	1,034.2	35.5%
Contents Subsidiaries	276.2	301.2	308.8	2.5%	11.8%	929.3	1,165.8	25.4%
KT Estate	336.0	109.2	130.9	19.9%	-61.0%	576.7	488.3	-15.3%
kt cloud	-	144.1	158.3	9.9%	N/A	-	432.1	N/A

※ Contents Subsidiaries : Nasmedia(PlayD incl.), KT alpha, KT Studiogenie(Genie music, Storywiz, KT Seezn and others incl.)

OP Contribution from subsidiaries

(Unit: KRW bn)



※ Including the following one-off real estate sales profits: KRW 261.7bn (AMC) in 2021 and KRW74.6bn (Mapo Solution Center) in 2022

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1 K-IFRS Income Statement

(Unit: KRW bn)

Consolidated	4Q 21	1Q 22	2Q 22	3Q 22	4Q22	2022	KT Separate	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	2022
Operating revenue	6,623.6	6,277.7	6,312.2	6,477.2	6,583.0	25,650.0	Operating revenue	4,669.5	4,608.4	4,517.8	4,590.2	4,572.8	18,289.3
Service revenue	5,758.1	5,565.5	5,670.5	5,744.8	5,705.0	22,685.8	Service revenue	3,892.7	3,962.1	3,937.3	3,944.4	3,923.3	15,767.2
Handset revenue	865.5	712.2	641.7	732.4	878.0	2,964.3	Handset revenue	776.8	646.2	580.5	645.8	649.5	2,522.1
Operating expense	6,254.1	5,651.1	5,853.0	6,024.3	6,431.5	23,959.9	Operating expense	4,577.5	4,178.5	4,214.3	4,266.6	4,461.7	17,121.2
Service expense	5,285.3	4,884.2	5,150.1	5,197.3	5,558.1	20,789.6	Service expense	3,743.2	3,516.0	3,655.4	3,607.9	3,783.7	14,563.0
Labor cost	1,076.1	1,040.4	1,120.9	1,075.3	1,259.3	4,495.9	Labor cost	542.7	549.3	605.8	535.8	689.7	2,380.7
General expense	2,601.2	2,471.0	2,560.2	2,586.0	2,771.2	10,388.5	General expense	1,863.6	1,692.8	1,719.4	1,743.6	1,824.0	6,979.8
Cost of svc provided	987.0	799.6	863.0	887.6	885.9	3,436.0	Cost of svc provided	649.2	646.4	660.2	666.7	605.1	2,578.4
Selling expense	620.9	573.2	606.0	648.4	641.7	2,469.3	Selling expense	687.7	627.4	670.0	661.8	664.9	2,624.2
Cost of device sold	968.8	766.9	703.0	827.0	873.5	3,170.4	Cost of device sold	834.3	662.5	558.9	658.7	678.0	2,558.2
Operating income	369.4	626.6	459.2	452.9	151.4	1,690.1	Operating income	92.0	429.9	303.5	323.6	111.1	1,168.1
N-OP income (loss)	137.9	15.6	80.5	-13.9	121.8	204.0	N-OP income (loss)	66.4	99.2	23.0	1.5	-21.1	102.7
N-OP income	335.8	223.2	445.1	515.8	101.6	1,285.8	N-OP income	268.1	268.7	359.1	468.3	-110.8	985.4
N-OP expense	216.1	204.0	385.7	520.8	-46.1	1,064.5	N-OP expense	201.7	169.6	336.0	466.8	-89.7	882.7
Equity Method (G/L)	18.2	-3.6	21.0	-8.9	-25.9	-17.3							
Income bf tax	507.2	642.2	539.7	439.0	273.2	1,894.1	Income bf tax	158.3	529.1	326.5	325.1	90.1	1,270.8
Income tax	82.9	186.8	176.3	112.8	30.5	506.4	Income tax	27.8	138.1	302.1	84.9	-18.0	507.0
Net income	424.4	455.4	363.4	326.2	242.7	1,387.7	Net income	130.6	391.0	24.4	240.3	108.1	763.8
NI contribution to KT	404.6	409.8	313.1	297.6	242.0	1,262.5							
EBITDA	1,283.5	1,518.3	1,387.2	1,359.7	1,080.8	5,346.0	EBITDA	891.8	1,217.1	1,070.9	1,096.5	889.4	4,273.9
EBITDA Margin	19.4%	24.2%	22.0%	21.0%	16.4%	20.8%	EBITDA Margin	19.1%	26.4%	23.7%	23.9%	19.5%	23.4%

2 K-IFRS Balance Sheet

(Unit: KRW bn)

Consolidated	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22
Assets	37,159.3	37,301.1	39,066.3	40,651.5	40,980.7
Current assets	11,858.4	12,189.9	12,563.7	13,042.2	12,681.6
Cash & cash equi.	3,019.6	2,682.2	2,821.7	3,095.1	2,449.1
Trade & other rec	3,869.8	4,074.7	3,857.6	4,095.0	3,951.8
Inventories	514.1	592.9	513.3	675.7	709.2
Other current asset	4,454.8	4,840.0	5,371.2	5,176.5	5,571.5
- Prepaid_Contract cost	1,305.0	1,304.2	1,316.8	1,313.5	1,307.2
- Contract assets	510.6	522.9	551.9	565.8	565.8
Non-current assets	25,301.0	25,111.3	26,502.5	27,609.3	28,299.1
Trade & other rec	809.4	671.6	670.3	578.0	609.4
Tangible assets	14,464.9	14,272.6	14,540.4	14,466.0	14,772.2
Other current assets	10,026.7	10,167.0	11,291.8	12,565.2	12,917.5
- Prepaid_Contract cost	496.3	486.8	514.8	515.8	510.4
- Contract assets	234.5	225.5	242.8	249.3	236.4
Liabilities	20,592.1	20,707.3	22,161.7	22,745.9	22,566.0
Current liabilities	10,072.4	9,883.5	11,070.8	10,583.6	10,699.3
Trade & other payables	6,641.4	6,548.3	6,545.1	6,795.4	7,371.0
Short-term borrowings	1,731.4	1,583.7	2,773.7	2,052.0	1,827.0
Others	1,699.6	1,751.6	1,752.1	1,736.3	1,501.2
- Contract liabilities	274.6	276.1	274.8	251.6	242.4
Non-current liabilities	10,519.7	10,823.7	11,090.9	12,162.3	11,866.7
Trade & other payables	1,338.8	1,061.8	1,070.6	1,087.9	1,064.1
Long-term borrowings	6,706.3	7,311.3	7,300.9	8,314.6	8,179.6
Others	2,474.7	2,450.7	2,719.4	2,759.8	2,622.9
- Contract liabilities	49.1	44.7	35.0	34.1	41.7
Equity	16,567.2	16,593.8	16,904.6	17,905.6	18,414.7
Retained earnings	13,287.4	13,234.9	13,551.0	13,857.3	14,257.3

KT Separate	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22
Assets	29,362.4	29,305.6	30,169.5	31,055.2	30,417.8
Current assets	7,167.0	7,443.7	7,352.7	7,612.4	6,603.5
Cash & cash equi.	1,708.7	1,496.0	1,592.4	1,645.1	966.3
Trade & other rec	3,092.4	3,326.0	3,135.9	3,294.1	3,055.6
Inventories	289.3	333.6	238.7	300.4	349.9
Other current asset	2,076.6	2,288.0	2,385.7	2,372.9	2,231.7
- Prepaid_Contract cost	1,381.5	1,383.2	1,394.1	1,391.1	1,386.3
- Contract assets	450.3	459.1	484.6	499.5	493.4
Non-current assets	22,195.3	21,861.9	22,816.8	23,442.8	23,814.3
Trade & other rec	750.8	608.6	595.2	485.8	527.0
Tangible assets	12,021.1	11,806.6	11,405.0	11,209.0	11,540.2
Other current assets	9,423.4	9,446.7	10,816.5	11,748.0	11,747.1
- Prepaid_Contract cost	486.2	476.3	499.1	500.7	496.8
- Contract assets	169.4	164.3	184.3	194.2	186.0
Liabilities	15,497.5	15,509.5	16,405.9	16,401.5	15,559.7
Current liabilities	6,968.7	6,910.1	7,580.4	6,848.2	6,321.4
Trade & other payables	4,792.1	4,631.1	4,603.9	4,628.6	4,672.6
Short-term borrowings	1,338.2	1,267.7	1,990.4	1,358.0	984.7
Others	838.4	1,011.3	986.2	861.6	664.1
- Contract liabilities	286.4	283.4	266.2	249.7	241.0
Non-current liabilities	8,528.8	8,599.4	8,825.5	9,553.4	9,238.2
Trade & other payables	1,958.0	1,644.4	1,651.9	1,644.0	1,620.6
Long-term borrowings	5,611.4	6,007.6	6,048.3	6,850.7	6,510.8
Others	959.4	947.4	1,125.2	1,058.7	1,106.8
- Contract liabilities	47.9	43.7	34.2	33.1	40.4
Equity	13,864.9	13,796.1	13,763.6	14,653.7	14,858.1
Retained earnings	11,931.5	11,859.8	11,882.2	12,121.9	12,347.4

3 Subscribers

Wireless	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	QoQ	YoY
Subscribers (Unit: Thousands) ¹⁾							
Total	22,799	23,060	23,409	23,827	24,062	1.0%	5.5%
Net additions	64	261	349	418	235	-43.7%	270.5%
Gross additions	1,064	1,039	1,010	984	990	0.7%	-6.9%
Deactivation²⁾	1,000	778	661	566	755	33.4%	-24.5%
Churn rate	1.5%	1.1%	0.9%	0.8%	1.1%	0.3%p	-0.4%p
LTE	14,662	14,454	14,357	14,392	14,261	-0.9%	-2.7%
5G	6,378	6,949	7,479	7,962	8,483	6.5%	33.0%
LTE+5G Penetration rate	92.3%	92.8%	93.3%	93.8%	94.5%	0.7%p	2.2%p
ARPU (KRW)³⁾	31,825	32,308	32,446	32,917	33,542	1.9%	5.4%

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 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 (IoT/M2M excluded)

Fixed Line/IPTV	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	QoQ	YoY
Subscribers (Unit: Thousands)							
Telephony	13,096	12,969	12,842	12,709	12,581	-1.0%	-3.9%
PSTN	9,905	9,768	9,634	9,500	9,376	-1.3%	-5.3%
VoIP	3,191	3,201	3,208	3,209	3,206	-0.1%	0.5%
Broadband	9,455	9,531	9,609	9,679	9,727	0.5%	2.9%
IPTV (OTV+OTS)	9,143	9,236	9,329	9,399	9,432	0.3%	3.2%

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

- Number of KT pay TV subscriber is 8,586,837 in 1H 2022 (6 month average) according to the Ministry of Science and Technology

