

KT

# 2024 Earnings Release

2025. 02. | Investor Relations



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The Company has applied new accounting standard of K-IFRS 1115 as of Jan 1<sup>st</sup>, 2018 and K-IFRS 1116 ‘Leases’ as of Jan 1<sup>st</sup>, 2019. There are no obligation to apply the new standard to previous financial statements.

If you have any questions related to this material, please contact the IR department.

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# Contents

**1**      **2024 Highlights**

**2**      **Financial Highlights**

---

**3**      **Business Overview**

---

**4**      **Appendix**

---

# 1 2024 Highlights

## Financials

Record high annual revenue since listing driven by CT, real estate, AX

(Unit: KRW)

### Cons.

Revenue **26,431.2bn** (YoY +0.2%)

Operating Profit **809.5bn** (YoY -50.9%)

### Sep.

Revenue **18,579.7bn** (YoY +1.1%)

Operating Profit **346.5bn** (YoY -70.8%)

\* Excluding one-off expenses (KT: 986.3bn, Subsidiaries: 16bn)

OP(Separate) 1,332.8bn (YoY +12.4%), OP(Consolidated) 1,811.8bn (YoY +9.8%)

## Shareholder return

### Dividend

KRW 500 per share<sup>4Q24</sup>

FY2024 Total DPS 2,000 won  
(Record date: Feb.28, 2025)

### Share Buyback & Cancellation

KRW 250 bn

(Cancellation TBC, considering foreign limits)

## Business Strategy

**2025 Guidance: Consolidated Revenue of Over 28tr.**

### AICT Company Transformation

- ✓ B2B AX Growth through a strategic partnership with Microsoft
  - Korea-customized Secure Public Cloud<sup>25.03</sup> & AI Model<sup>25.06</sup>
- ✓ CT/Media innovation based on AX
- ✓ Innovation in tech capability(incl. AI specialists)
  - IT modernization, fostering AI specialists and consulting department

### Value-Up Plan

- ✓ AICT Transformation: FY28 AI/IT rev. up 3x<sup>of 2023</sup>
- ✓ Improve profitability through streamlining low-profit businesses
- ✓ Liquidate non-core assets
- ✓ Share buyback & cancellation of 1tr. until '28. ₩250bn will be executed in '25

# Contents

---

**1**      **2024 Highlights**

**2**      **Financial Highlights**

**3**      **Business Overview**

---

**4**      **Appendix**

---

# 1 Income Statement

- Revenue growth due to core CT, real estate, and DC growth
- OP decreased by 50.9% due to one-off labor cost

(Unit: KRW bn)

	4Q23	3Q24	4Q24	QoQ	YoY	2023	2024	YoY
<b>Operating Revenue</b>	6,687.7	6,654.6	6,575.6	-1.2%	-1.7%	26,376.3	26,431.2	0.2%
Service Revenue	5,720.2	5,752.0	5,754.7	0.0%	0.6%	22,994.7	23,005.9	0.0%
Sale of goods	967.4	902.7	820.9	-9.1%	-15.1%	3,381.6	3,425.2	1.3%
<b>Operating Expense</b>	6,422.0	6,190.5	7,230.7	16.8%	12.6%	24,726.5	25,621.7	3.6%
<b>Operating Income</b>	265.6	464.1	-655.1	-241.2%	-346.6%	1,649.8	809.5	-50.9%
Margin	4.0%	7.0%	-10.0%	-16.8%p	-13.9%p	6.3%	3.1%	-3.2%p
Margin <sup>1</sup>	4.6%	8.1%	-11.4%	-19.5%p	-16.0%p	7.2%	3.5%	-3.7%p
<b>Non-op. Income/Loss</b>	-277.6	45.0	-321.9	-	-	-325.7	-191.8	41.1%
<b>Income before taxes</b>	-11.9	509.1	-977.1	-	-	1,324.1	617.7	-53.3%
<b>Net Income</b>	-41.7	383.2	-736.6	-	-	988.7	450.1	-54.5%
Margin	-0.6%	5.8%	-11.2%	-17.0%p	-10.6%p	3.7%	1.7%	-2.0%p
<b>EBITDA</b>	1,279.2	1,428.9	318.0	-77.7%	-75.1%	5,459.9	4,687.2	-14.2%
Margin	19.1%	21.5%	4.8%	-16.6%p	-14.3%p	20.7%	17.7%	-3.0%p

1) OP Margin<sup>1</sup> = Operating Income/Service Revenue

## 2 Operating Expenses

- Op. expenses +3.6% YoY due to workforce restructuring despite decline in the selling and service costs

(Unit: KRW bn)

	4Q23	3Q24	4Q24	QoQ	YoY	2023	2024	YoY
Operating Expenses	6,422.0	6,190.5	7,230.7	16.8%	12.6%	24,726.5	25,621.7	3.6%
Labor Cost	1,157.8	1,118.3	2,189.6	95.8%	89.1%	4,549.4	5,622.0	23.6%
General Expense	2,843.7	2,692.6	2,791.2	3.7%	-1.8%	10,871.1	10,866.2	0.0%
- Depreciation	1,013.6	964.8	973.1	0.9%	-4.0%	3,810.1	3,877.7	1.8%
Cost of Service	725.5	699.8	667.5	-4.6%	-8.0%	2,890.0	2,750.4	-4.8%
Selling Expense	645.9	600.8	608.4	1.3%	-5.8%	2,503.9	2,409.6	-3.8%
Cost of Goods sold	1,049.1	1,078.9	974.0	-9.7%	-7.2%	3,912.1	3,973.4	1.6%

### [Selling Expense (KT Separate)]

(Unit: KRW bn)

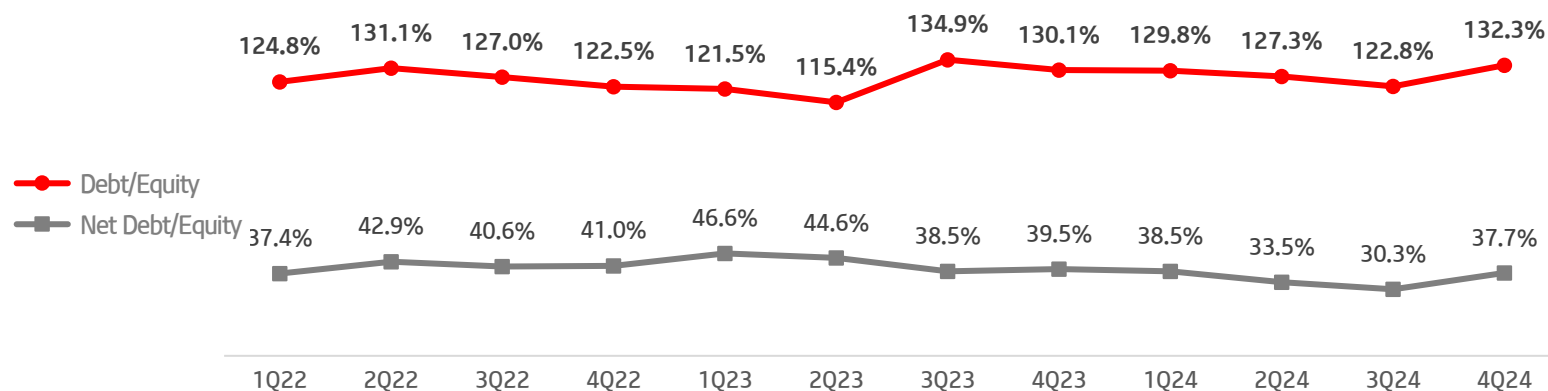
	4Q23	3Q24	4Q24	QoQ	YoY	2023	2024	YoY
Selling Expense	644.2	623.9	630.7	1.1%	-2.1%	2,543.7	2,493.7	-2.0%

### 3 Balance Sheet

- Net debt/equity ratio decreased by YoY -1.9%p

(Unit: KRW bn)

	Dec 31, 2023	Sept 30, 2024	Dec 31, 2024	QoQ	YoY
<b>Assets</b>	42,710.0	42,750.4	41,880.0	-2.0%	-1.9%
Cash & Cash equivalents	2,879.6	3,953.9	3,729.5	-5.7%	29.5%
<b>Liabilities</b>	24,148.9	23,564.0	23,850.4	1.2%	-1.2%
Borrowings	10,218.2	9,768.6	10,520.7	7.7%	3.0%
<b>Equity</b>	18,561.1	19,186.4	18,029.5	-6.0%	-2.9%
Capital Stock	1,564.5	1,564.5	1,564.5	0.0%	0.0%
<b>Net Debt</b>	7,338.6	5,814.7	6,791.2	16.8%	-7.5%
Debt / Equity	130.1%	122.8%	132.3%	9.5%p	2.2%p
Net Debt / Equity	39.5%	30.3%	37.7%	7.4%p	-1.9%p

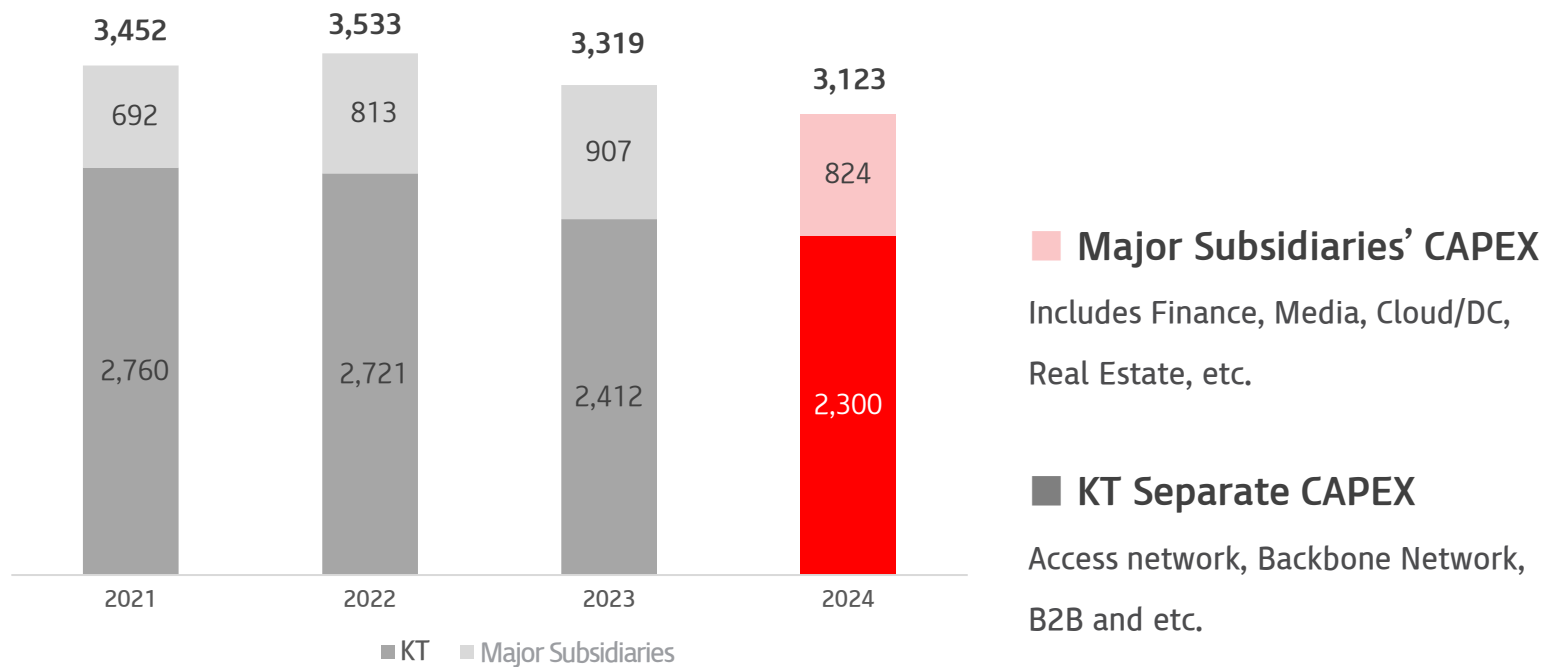




## 4 CAPEX

- 2024 Total CAPEX Execution: KRW 2,299.9bn (KT Separate), KRW 823.5bn (Major Subsidiaries)

(Unit: KRW bn)



# Contents

---

**1**      **2024 Highlights**

---

**2**      **Financial Highlights**

**3**      **Business Overview**

**4**      **Appendix**

---

# 1 KT - Wireless

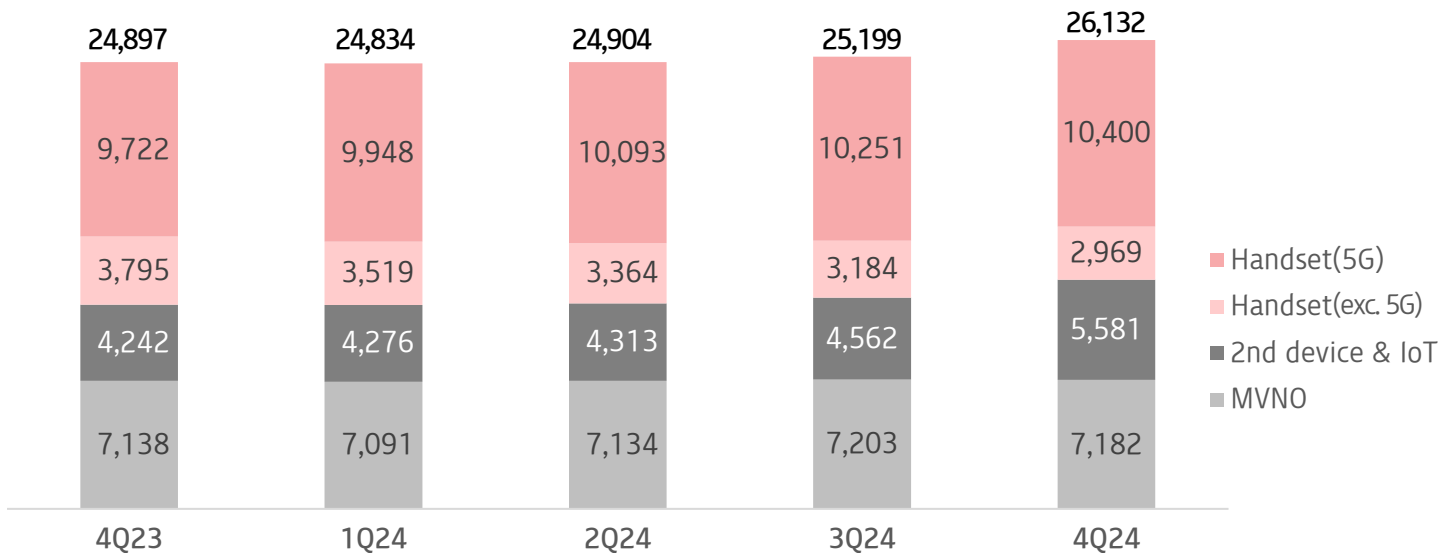
- Wireless service revenue +1.7% YoY with increased 5G penetration (77.8%) and MVNO/roaming
- Expanded customer choice with mid-tier and online-only plans and strengthened online marketing

(Unit: KRW bn)

	4Q23	3Q24	4Q24	QoQ	YoY	2023	2024	YoY
<b>Wireless</b>	<b>1,732.2</b>	<b>1,740.4</b>	<b>1,717.8</b>	<b>-1.3%</b>	<b>-0.8%</b>	<b>6,869.6</b>	<b>6,959.9</b>	<b>1.3%</b>
Wireless Service	1,646.4	1,656.5	1,648.8	-0.5%	0.1%	6,522.7	6,633.1	1.7%
Interconnection	85.7	83.9	69.0	-17.8%	-19.5%	346.9	326.8	-5.8%

## Wireless Subscribers

(Unit: Thousands)



## 2 KT - Fixed Line

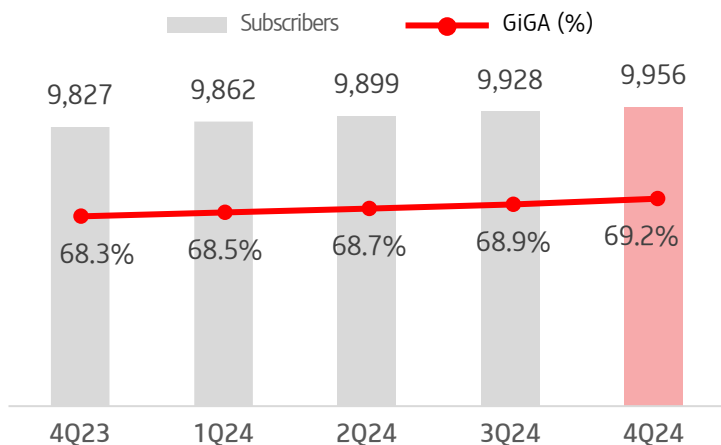
- Broadband rev. +1.1% YoY, due to increase in GiGA subscribers and value-added services
- Media rev. +1.2% YoY, driven by premium subs. expansion and increase in high-quality STB

(Unit: KRW bn)

	4Q23	3Q24	4Q24	QoQ	YoY	2023	2024	YoY
<b>Fixed Line</b>	<b>1,311.4</b>	<b>1,312.6</b>	<b>1,317.1</b>	<b>0.3%</b>	<b>0.4%</b>	<b>5,271.1</b>	<b>5,268.8</b>	<b>0.0%</b>
Broadband	620.3	622.2	625.4	0.5%	0.8%	2,460.0	2,486.9	1.1%
Media	507.8	518.2	523.2	1.0%	3.0%	2,057.1	2,082.6	1.2%
Home Telephony	183.3	172.2	168.6	-2.1%	-8.0%	754.1	699.4	-7.3%

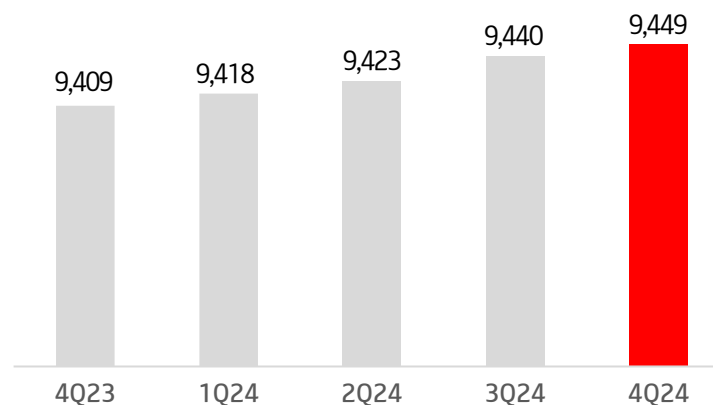
### Broadband Subscribers

(Unit: Thousands)



### IPTV Subscribers

(Unit: Thousands)



### 3 KT - B2B Services

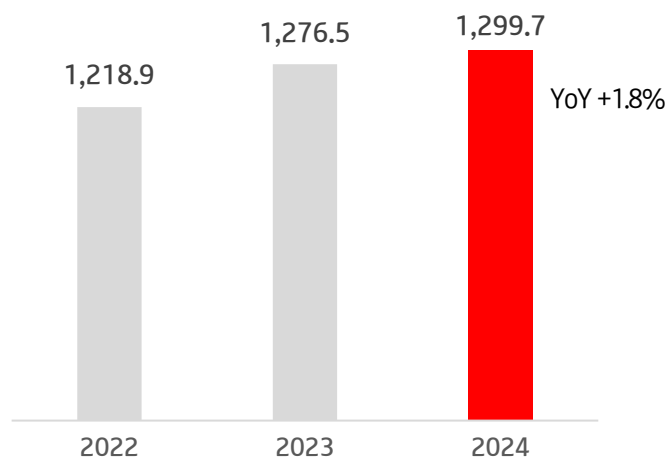
- B2B Service rev. +2.9% YoY, led by growth of service-based businesses including AX platform and Corp. broadband
- Continued to streamline low-margin businesses

(Unit: KRW bn)

	4Q23	3Q24	4Q24	QoQ	YoY	2023	2024	YoY
B2B Service	813.1	926.4	856.5	-7.5%	5.3%	3,460.4	3,560.6	2.9%
Real Estate, etc.	84.6	89.6	104.3	16.4%	23.3%	331.3	364.1	9.9%

#### Corp. Broadband/Data Revenue

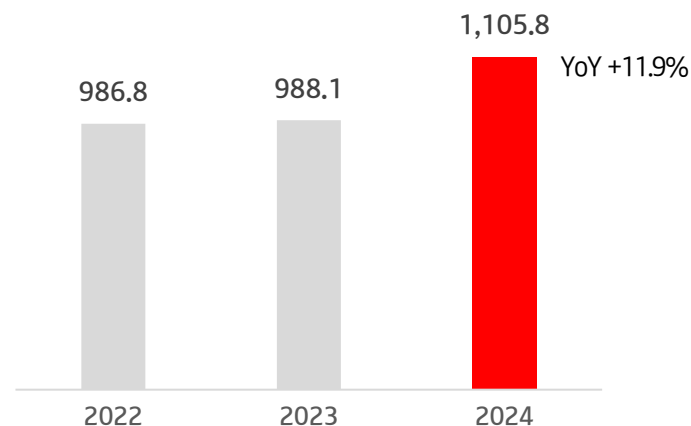
(Unit: KRW bn)



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

#### Revenue of AI/IT

(Unit: KRW bn)



※ AI/IT rev includes:  
AX platform-based including AICC, IoT, Multi/Hybrid Cloud, and Smart Mobility 13

## 4 Major Subsidiaries

- kt cloud rev. +15.5% YoY, due to strong demand for data centers and increased CDN<sup>1)</sup> traffic
- kt estate rev. +1.7% YoY, due to steady growth of hotel and office rentals

1) Content Delivery Network

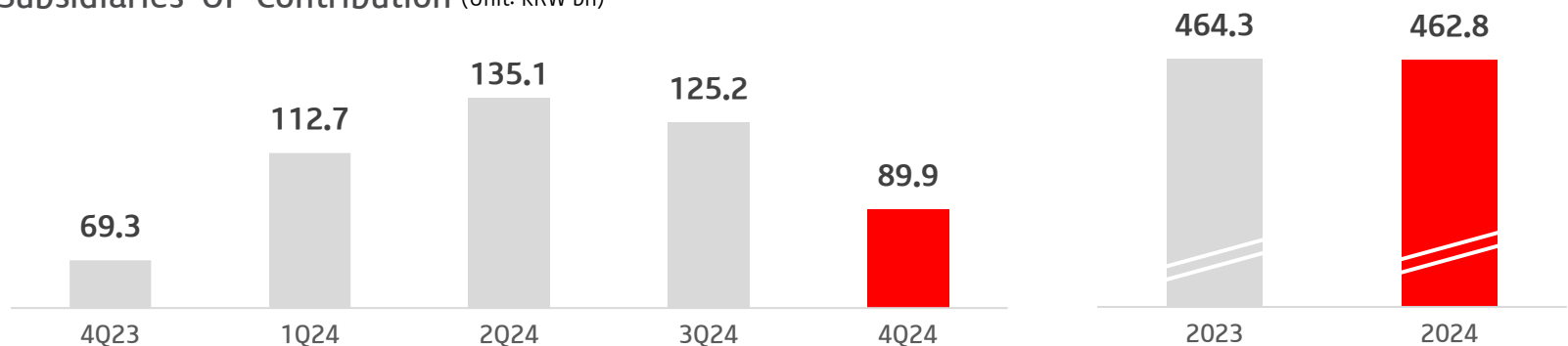
### Revenue of Major Subsidiaries (consolidated)

(Unit: KRW bn)

	4Q23	3Q24	4Q24	QoQ	YoY	2023	2024	YoY
BC Card	1,026.9	931.4	961.1	3.2%	-6.4%	4,025.0	3805.8	-5.4%
Skylife	262.2	256.9	257.0	0.0%	-2.0%	1,038.7	1022.9	-1.5%
Content Subsidiaries <sup>2)</sup>	194.6	156.2	163.4	4.6%	-16.0%	687.0	593.5	-13.6%
kt cloud	182.1	207.0	221.0	6.8%	21.3%	678.3	783.2	15.5%
KT Estate	194.0	147.5	165.9	12.5%	-14.5%	594.5	604.9	1.7%

2) Nasmedia(PlayD incl.), KT Studiogenie(Genie music, Storywiz, and others incl.)

### Subsidiaries' OP Contribution (Unit: KRW bn)



# Contents

---

**1**      **2024 Highlights**

---

**2**      **Financial Highlights**

---

**3**      **Business Overview**

---

**4**      **Appendix**

# 1 K-IFRS Income Statement

(Unit: KRW bn)

Consolidated	4Q23	1Q24	2Q24	3Q24	4Q24	2023	2024	KT Separate	4Q 23	1Q24	2Q24	3Q24	4Q24	2023	2024
Operating revenue	6,687.7	6,654.6	6,546.4	6,654.6	6,575.6	26,376.3	26,431.2	Operating revenue	4,592.0	4,694.8	4,548.3	4,765.0	4,571.6	18,371.4	18,579.7
Service revenue	5,720.2	5,722.7	5,776.6	5,752.0	5,754.7	22,994.7	23,005.9	Service revenue	3,941.2	4,040.6	4,048.0	4,069.0	3,995.8	15,932.4	16,153.4
Sale of goods	967.4	931.9	769.8	902.7	820.9	3,381.6	3,425.2	Handset revenue	650.8	654.2	500.3	696.0	575.8	2,439.0	2,426.3
Operating expense	6,422.0	6,148.1	6,052.4	6,190.5	7,230.7	24,726.5	25,621.7	Operating expense	4,395.7	4,301.0	4,189.5	4,426.1	5,316.6	17,186.0	18,233.2
Cost of Service	5,372.9	5,101.2	5,178.9	5,111.6	6,256.7	20,814.4	21,648.3	Cost of Service	3,707.7	3,624.7	3,696.8	3,688.7	4,713.8	14,626.7	15,724.0
Labor cost	1,157.8	1,100.9	1,213.2	1,118.3	2,189.6	4,549.4	5,622.0	Labor cost	530.5	540.7	631.3	534.6	1,545.1	2,278.5	3,251.7
General expense	2,843.7	2,674.2	2,708.3	2,692.6	2,791.2	10,871.1	10,866.2	General expense	1,925.0	1,777.1	1,804.2	1,832.7	1,905.9	7,219.6	7,320.0
Cost of service	725.5	726.5	656.6	699.8	667.5	2,890.0	2,750.4	Cost of service	594.2	673.2	630.6	685.6	620.0	2,529.7	2,609.4
Selling expense	645.9	599.6	600.8	600.8	608.4	2,503.9	2,409.6	Selling expense	657.9	633.7	630.7	635.7	642.8	2,598.8	2,542.9
Cost of Goods sold	1,049.1	1,046.9	873.5	1,078.9	974.0	3,912.1	3,973.4	Cost of Devices sold	688.1	676.3	492.6	737.3	602.8	2,559.3	2,509.0
Operating income	265.6	506.5	494.0	464.1	-655.1	1,649.8	809.5	Operating income	196.3	393.8	358.8	338.9	-745.0	1,185.4	346.5
N-OP income (loss)	-277.6	22.5	62.7	45.0	-321.9	-325.7	-191.8	N-OP income (loss)	-91.6	72.4	50.3	69.2	-101.5	-30.1	90.3
N-OP income	105.8	323.1	325.8	35.8	589.7	788.6	1,274.5	N-OP income	50.0	309.0	260.0	32.5	538.7	703.0	1,140.1
N-OP expense	340.7	310.9	260.1	-11.1	915.0	1,070.9	1,474.8	N-OP expense	141.6	236.6	209.7	-36.7	640.2	733.1	1,049.8
Equity Method (G/L)	-42.7	10.2	-3.0	-1.9	3.3	-43.4	8.6								
Income bf tax	-11.9	529.0	556.7	509.1	-977.1	1,324.1	617.7	Income bf tax	104.8	466.1	409.2	408.0	-846.5	1,155.3	436.8
Income tax	29.7	136.0	146.2	125.9	-240.4	335.4	167.7	Income tax	7.0	112.1	94.7	98.2	-228.1	222.0	76.9
Net income	-41.7	393.0	410.5	383.2	-736.6	988.7	450.1	Net income	97.8	354.0	314.5	309.8	-618.5	933.3	359.9
NI contribution to KT	54.5	375.5	393.0	357.3	-622.6	1,009.9	503.3								
EBITDA	1,279.2	1,480.2	1,460.2	1,428.9	318.0	5,459.9	4,687.2	EBITDA	1,031.5	1,199.1	1,162.9	1,144.8	70.4	4,368.7	3,577.2
EBITDA Margin	19.1%	22.2%	22.3%	21.5%	4.8%	20.7%	17.7%	EBITDA Margin	22.5%	25.5%	25.6%	24.0%	1.5%	23.8%	19.3%



## 2 K-IFRS Balance Sheet

(Unit: KRW bn)

Consolidated	4Q23	1Q24	2Q24	3Q24	4Q24	KT Separate	4Q23	1Q24	2Q24	3Q24	4Q24
<b>Assets</b>	<b>42,710.0</b>	<b>42,710.0</b>	<b>43,144.4</b>	<b>42,750.4</b>	<b>41,880.0</b>	<b>Assets</b>	<b>30,308.9</b>	<b>30,334.8</b>	<b>30,464.8</b>	<b>29,957.1</b>	<b>29,528.9</b>
<b>Current assets</b>	<b>14,518.2</b>	<b>14,997.4</b>	<b>15,175.2</b>	<b>15,197.0</b>	<b>14,252.0</b>	<b>Current assets</b>	<b>7,088.6</b>	<b>7,578.4</b>	<b>7,451.7</b>	<b>7,447.7</b>	<b>6,892.6</b>
Cash & cash equivalents	2,879.6	3,000.7	3,786.7	3,953.9	3,729.5	Cash & cash equi.	1,242.0	1,331.6	1,722.5	1,608.7	1,540.6
Trade & other receivables	4,287.3	4,571.4	4,161.7	4,304.2	3,987.3	Trade & other rec.	3,190.3	3,546.3	3,097.6	3,275.6	2,904.8
Inventories	912.3	899.1	964.0	903.2	940.2	Inventories	368.1	310.3	404.1	264.6	224.7
Other current asset	6,438.9	6,526.2	6,262.7	6,035.7	5,595.0	Other current asset	2,288.2	2,390.2	2,227.5	2,298.8	2,222.5
- Prepaid_Contract cost	1,252.1	1,249.2	1,233.6	1,236.7	1,233.6	- Prepaid_Contract cost	1,340.2	1,335.4	1,312.5	1,318.3	1,308.8
- Contract assets	581.8	620.4	611.1	625.6	577.4	- Contract assets	535.8	540.2	548.6	542.0	521.1
<b>Non-current assets</b>	<b>28,191.8</b>	<b>27,712.6</b>	<b>27,969.2</b>	<b>27,553.4</b>	<b>27,628.0</b>	<b>Non-current assets</b>	<b>23,220.4</b>	<b>22,756.4</b>	<b>23,013.1</b>	<b>22,509.4</b>	<b>22,636.3</b>
Trade & other rec	451.7	381.2	398.4	357.0	381.8	Trade & other rec	370.7	298.8	321.1	278.2	309.1
Tangible assets	14,872.1	14,585.7	14,591.7	14,509.1	14,825.8	Tangible assets	11,492.8	11,214.3	11,264.4	11,185.6	11,477.7
Other current assets	12,868.1	12,745.7	12,979.1	12,687.3	12,420.4	Other current assets	10,380.2	10,281.4	10,472.9	10,116.8	9,953.2
- Prepaid_Contract cost	475.4	465.1	471.4	485.2	504.6	- Prepaid_Contract cost	464.2	451.9	453.8	475.3	493.4
- Contract assets	240.1	229.3	226.3	225.3	223.4	- Contract assets	219.1	207.4	204.1	201.7	198.2
<b>Liabilities</b>	<b>24,148.9</b>	<b>24,127.8</b>	<b>24,162.5</b>	<b>23,564.0</b>	<b>23,850.4</b>	<b>Liabilities</b>	<b>15,265.4</b>	<b>15,335.6</b>	<b>15,166.7</b>	<b>14,513.1</b>	<b>15,075.7</b>
<b>Current liabilities</b>	<b>13,147.5</b>	<b>14,046.1</b>	<b>14,095.2</b>	<b>14,644.5</b>	<b>13,841.8</b>	<b>Current liabilities</b>	<b>6,957.5</b>	<b>7,477.8</b>	<b>7,315.1</b>	<b>8,074.9</b>	<b>7,600.2</b>
Trade & other payables	8,054.9	8,282.4	8,052.3	7,712.9	7,361.8	Trade & other payables	4,459.0	4,864.3	4,694.7	4,421.5	4,552.8
Short-term borrowings	3,058.6	3,538.6	3,595.0	4,358.7	3,904.8	Short-term borrowings	1,725.2	1,914.9	1,789.5	2,860.3	2,434.2
Others	2,033.9	2,225.1	2,447.9	2,572.9	2,575.2	Others	773.3	698.5	830.8	793.0	613.2
- Contract liabilities	229.2	239.3	231.2	230.6	226.4	- Contract liabilities	223.9	227.0	206.9	210.5	208.4
<b>Non-current liabilities</b>	<b>11,001.4</b>	<b>10,081.7</b>	<b>10,067.3</b>	<b>8,919.5</b>	<b>10,008.7</b>	<b>Non-current liabilities</b>	<b>8,307.9</b>	<b>7,857.9</b>	<b>7,851.6</b>	<b>6,438.2</b>	<b>7,475.5</b>
Trade & other payables	819.6	554.1	556.2	573.4	578.4	Trade & other payables	1,364.8	1,074.2	1,063.8	1,010.2	979.4
Long-term borrowings	7,159.6	6,612.8	6,555.6	5,409.9	6,615.9	Long-term borrowings	5,834.7	5,652.2	5,675.7	4,290.7	5,437.7
Others	3,022.3	2,914.8	2,955.4	2,936.2	2,814.3	Others	1,108.4	1,131.5	1,112.0	1,137.3	1,058.4
- Contract liabilities	49.6	48.7	43.6	48.7	46.9	- Contract liabilities	35.8	36.0	26.4	32.9	34.5
<b>Equity</b>	<b>18,561.1</b>	<b>18,582.2</b>	<b>18,981.9</b>	<b>19,186.4</b>	<b>18,029.5</b>	<b>Equity</b>	<b>15,043.5</b>	<b>14,999.2</b>	<b>15,298.1</b>	<b>15,444.1</b>	<b>14,453.2</b>
Retained earnings	14,494.4	14,361.5	14,452.7	14,675.2	13,812.8	Retained earnings	12,544.4	12,390.5	12,404.2	12,579.2	11,750.9

### 3 Subscribers

(Unit: Thousands)

Wireless Subscribers	4Q 23	1Q 24	2Q 24	3Q 24	4Q 24	QoQ	YoY
<b>Total</b>	<b>24,897</b>	<b>24,834</b>	<b>24,904</b>	<b>25,199</b>	<b>26,132</b>	<b>3.7%</b>	<b>5.0%</b>
- MNO	17,759	17,743	17,770	17,997	18,950	5.3%	6.7%
- MVNO	7,138	7,091	7,134	7,203	7,182	-0.3%	0.6%
<b>5G Handset<sup>1)</sup></b>	<b>9,722</b>	<b>9,948</b>	<b>10,093</b>	<b>10,251</b>	<b>10,400</b>	<b>1.5%</b>	<b>7.0%</b>
<b>Churn rate<sup>2)</sup></b>	<b>1.1%</b>	<b>1.1%</b>	<b>1.0%</b>	<b>1.0%</b>	<b>1.1%</b>	<b>0.1%p</b>	<b>0.0%p</b>
<b>ARPU (KRW)<sup>3)</sup></b>	<b>34,302</b>	<b>34,461</b>	<b>34,507</b>	<b>34,560</b>	<b>34,567</b>	<b>0.0%</b>	<b>0.8%</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	4Q 23	1Q 24	2Q 24	3Q 24	4Q 24	QoQ	YoY
<b>Telephony</b>	<b>12,035</b>	<b>11,903</b>	<b>11,748</b>	<b>11,616</b>	<b>11,475</b>	<b>-1.2%</b>	<b>-4.7%</b>
- PSTN	8,820	8,673	8,526	8,395	8,264	-1.6%	-6.3%
- VoIP	3,215	3,230	3,222	3,222	3,211	-0.3%	-0.1%
<b>Broadband</b>	<b>9,827</b>	<b>9,862</b>	<b>9,899</b>	<b>9,928</b>	<b>9,956</b>	<b>0.3%</b>	<b>1.3%</b>
<b>IPTV (GTV+GTS)</b>	<b>9,409</b>	<b>9,418</b>	<b>9,423</b>	<b>9,440</b>	<b>9,449</b>	<b>0.1%</b>	<b>0.4%</b>

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

- Number of KT pay TV subscribers in 2H 2024 is 8,852,093 (6-month average)

**kt**