# (L) LG U+ 1Q 2012 Earnings Release 

As of January 1, 2010 we adopted the Korean International Financial Reporting Standards (K-IFRS).
All financial information contained in this document is based on K-IFRS.

The aforementioned forward-looking statements are influenced by changes in the management environment and relative events, and by their nature, these statements refer to uncertain circumstances. Consequently, due to these uncertainties, the Company's actual future results may differ materially from those expressed or implied by such statements.

The information contained herein should not be utilized for any legal purposes in regards to investors' investment results. The Company hereby expressly disclaims any and all liability for any loss or damage resulting from the investors' reliance on the information contained herein.

In addition, the information contained herein has been prepared in advance, prior to being audited by external auditors, solely for the convenience of investors of the Company, and is subject to change in the process of final auditing by external auditors.

## 1. Financial Highlights

- In 1Q 2012, Revenues increased by 20.6\% YoY due to increase in Handset revenue and Service revenue
- Operating income increased by $68 \% \mathrm{QoQ}$ and net income turned black due to decrease in marketing expenses
- Wireless service ARPU increased by $6.8 \%$ YoY and $1.7 \% \mathrm{QoQ}$ due to the inflow of high-end subscribers
(Unit: KRW billion)

| Classification | 1Q '12 | 4Q '11 | QoQ |  | 1Q '12 | 1Q '11 | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Growth |  |  | Amount | Growth |
| Revenues | 2,552.4 | 2,454.3 | 98.1 | 4.0\% | 2,552.4 | 2,116.5 | 435.8 | 20.6\% |
| Service Revenue | 1,647.4 | 1,663.6 | (16.3) | -1.0\% | 1,647.4 | 1,544.8 | 102.5 | 6.6\% |
| Handset Revenue | 889.3 | 771.9 | 117.4 | 15.2\% | 889.3 | 561.5 | 327.8 | 58.4\% |
| Other Revenue | 15.7 | 18.7 | (3.1) | -16.3\% | 15.7 | 10.1 | 5.5 | 54.6\% |
| Expenses | 2,484.2 | 2,413.7 | 70.5 | 2.9\% | 2,484.2 | 2,026.7 | 457.5 | 22.6\% |
| Operating Income | 68.2 | 40.6 | 27.6 | 68.0\% | 68.2 | 89.9 | (21.7) | -24.1\% |
| OP Margin | 4.1\% | 2.4\% |  | 1.7\%p | 4.1\% | 5.8\% |  | -1.7\%p |
| Operating Income(Guidance Basis) ${ }^{(1)}$ | 122.1 | 94.5 | 27.6 | 29.2\% | 122.1 | 143.8 | (21.7) | -15.1\% |
| OP Margin (Guidance Basis) ${ }^{(2)}$ | 7.4\% | 5.7\% |  | 1.7\%p | 7.4\% | 9.3\% |  | -1.9\%p |
| Non-operating Income | 19.4 | 21.5 | (2.1) | -9.7\% | 19.4 | 13.4 | 6.0 | 44.7\% |
| Non-operating Expenses | 86.7 | 70.9 | 15.7 | 22.2\% | 86.7 | 34.1 | 52.5 | 153.8\% |
| Income Before Tax | 0.9 | (8.8) | 9.8 | Turn Black | 0.9 | 69.2 | (68.2) | -98.6\% |
| Income Tax | (21.1) | 55.4 | (76.5) | -138.2\% | (21.1) | 12.2 | (33.3) | -273.9\% |
| Net Income | 22.1 | (64.2) | 86.3 | Turn Black | 22.1 | 57.0 | (34.9) | -61.3\% |
| EBITDA | 392.9 | 359.7 | 33.3 | 9.3\% | 392.9 | 370.0 | 23.0 | 6.2\% |
| EBITDA Margin ${ }^{(3)}$ | 23.9\% | 21.6\% |  | 2.2\%p | 23.9\% | 23.9\% |  | -0.1\%p |
| CAPEX | 392.0 | 755.5 | (363.5) | -48.1\% | 392.0 | 170.2 | 221.8 | 130.3\% |
| Net Debt | 3,807.2 | 3,785.3 | 21.9 | 0.6\% | 3,807.2 | 2,393.7 | 1,413.5 | 59.1\% |
| Total Shareholders' Equity | 3,817.1 | 3,859.4 | (42.3) | -1.1\% | 3,817.1 | 3,850.5 | (33.4) | -0.9\% |
| Net Debt to Equity Ratio | 99.7\% | 98.1\% |  | 1.7\%p | 99.7\% | 62.2\% |  | 37.6\%p |
| Marketing Expenses | 350.6 | 407.5 | (56.9) | -14.0\% | 350.6 | 358.0 | (7.4) | -2.1\% |
| Marketing Exp / Service Revenue | 21.3\% | 24.5\% |  | -3.2\%p | 21.3\% | 23.2\% |  | -1.9\%p |
| Wireless Service ARPU ${ }^{(4)}$ (KRW) | 26,645 | 26,196 | 449 | 1.7\% | 26,645 | 24,948 | 1,697 | 6.8\% |

[^0]
## 2. Wireless Business (LG Uplus Only)

- Wireless Revenue up by $8.7 \%$ YoY and $1.4 \%$ QoQ due to increased service revenue from LTE subscribers growth
- Service ARPU up by $6.8 \%$ YoY and $1.7 \%$ QoQ due to increased number of high-end subscribers
- Wireless churn rate down to $2.9 \%$ due to decreased number of churning out in high-end subscribers



## 3. Wireline Business (LG Uplus Only)

- TPS Revenue up by 3.8\% YoY due to increase in IPTV subscribers
- Data Revenue up by $6.1 \%$ YoY due to increased e-Biz \& solution revenue
- Telephony Revenue down by $1.9 \%$ YoY due to decreased telephony usage

| (Unit: KRW billion) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 1Q '12 | 1Q '11 | YoY | 4Q '11 | QoQ |
| Wireline Revenues | 749.6 | 722.1 | 3.8\% | 778.1 | -3.7\% |
| TPS Revenue | 299.8 | 288.9 | 3.8\% | 302.5 | -0.9\% |
| IPTV | 47.4 | 32.5 | 46.0\% | 44.2 | 7.3\% |
| VoIP | 73.1 | 74.2 | -1.5\% | 73.6 | -0.7\% |
| Broadband | 179.3 | 182.2 | -1.6\% | 184.7 | -2.9\% |
| Data Revenue | 327.7 | 308.7 | 6.1\% | 349.3 | -6.2\% |
| e-Biz ${ }^{(1)}$ | 103.3 | 83.5 | 23.7\% | 98.1 | 5.3\% |
| DLS \& IDLS | 188.0 | 192.1 | -2.2\% | 194.6 | -3.4\% |
| IDC | 33.1 | 30.7 | 7.6\% | 34.3 | -3.5\% |
| Solution | 3.3 | 2.3 | 41.7\% | 22.4 | -85.1\% |
| Telephony Revenue | 122.2 | 124.6 | -1.9\% | 126.3 | -3.2\% |
| Domestic | 30.0 | 27.4 | 9.3\% | 30.2 | -0.7\% |
| International | 56.2 | 58.4 | -3.8\% | 56.8 | -1.1\% |
| Value-Added | 36.1 | 38.8 | -7.0\% | 39.3 | -8.3\% |

(1) e-Biz : Webhard, e-Credit(Payment solution), SMS, Digital signage etc.

|  | (Unit: Subscribers in thousand) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 1Q '12 | 1Q '11 | YoY | 4Q '11 | QoQ |
| TPS Subscribers | 6,957 | 6,353 | 9.5\% | 6,900 | 0.8\% |
| IPTV | 893 | 678 | 31.7\% | 862 | 3.5\% |
| VoIP | 3,299 | 2,888 | 14.2\% | 3,228 | 2.2\% |
| Broadband | 2,765 | 2,787 | -0.8\% | 2,810 | -1.6\% |
| PSTN Subscribers | 360 | 311 | 15.7\% | 360 | -0.2\% |

■ VoIP Subscriber Trend
(Unit: Subscribers in Thousand)


IPTV Subscriber Trend (Unit: Subscribers in Thousand)


## 4. Expenses Breakdown

| Classification |  |  |  | (Unit: KRW billion) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q '12 | 4Q '11 | QoQ | 1Q '11 | Yoy |
| Operating Expenses | 2,474.0 | 2,373.0 | 4.3\% | 2,021.9 | 22.4\% |
| Wages | 156.9 | 117.4 | 33.7\% | 138.4 | 13.4\% |
| Depreciation | 256.0 | 249.6 | 2.6\% | 221.7 | 15.5\% |
| Amortization | 68.8 | 69.5 | -1.1\% | 58.4 | 17.8\% |
| Telecom Circuit Rent | 68.6 | 76.1 | -9.8\% | 66.8 | 2.7\% |
| Rental | 70.8 | 73.9 | -4.2\% | 68.2 | 3.8\% |
| Outsourcing | 67.6 | 73.1 | -7.5\% | 60.4 | 11.8\% |
| Electricity Fee | 33.1 | 27.7 | 19.5\% | 24.8 | 33.8\% |
| Repair Expense | 19.6 | 25.0 | -21.4\% | 17.9 | 9.9\% |
| Interconnection | 162.4 | 170.2 | -4.6\% | 166.1 | -2.2\% |
| Settlement | 43.0 | 43.6 | -1.2\% | 40.0 | 7.7\% |
| Fees \& Charges | 215.5 | 217.1 | -0.7\% | 192.4 | 12.0\% |
| Sales Commission* | 433.9 | 435.6 | -0.4\% | 468.5 | -7.4\% |
| Advertising* | 50.2 | 69.6 | -28.0\% | 36.3 | 38.1\% |
| Cost of Handsets Sold | 764.6 | 705.2 | 8.4\% | 419.5 | 82.2\% |
| Handset Purchase | 755.8 | 674.1 | 12.1\% | 414.7 | 82.3\% |
| etc | 8.7 | 31.1 | -71.9\% | 4.8 | 81.2\% |
| Ordinary R\&D Expense | 16.7 | 24.7 | -32.5\% | 10.0 | 66.2\% |
| Taxes \& Dues | 9.4 | (6.2) | -252.0\% | 6.6 | 42.3\% |
| Others | 37.0 | 1.0 | 3464.3\% | 25.9 | 42.7\% |
| Other Operating Expenses | 10.2 | 40.6 | -74.9\% | 4.7 | 114.4\% |

* Marketing Expenses items
(Unit: KRW billion)

| Classification | $1 Q^{\prime} 12$ | $4 Q^{\prime} 11$ | QoQ | $1 Q^{\prime} 11$ | YoY |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Total Marketing Expenses | 350.6 | 407.5 | $-14.0 \%$ | 358.0 | $-2.1 \%$ |
| Sales Commission | 433.9 | 435.6 | $-0.4 \%$ | 468.5 | $-7.4 \%$ |
| Advertising | 50.2 | 69.6 | $-28.0 \%$ | 36.3 | $38.1 \%$ |
| Gross Profit from Handset sales | $(133.5)$ | $(97.8)$ | $36.5 \%$ | $(146.8)$ | $-9.1 \%$ |
| Mkt. Exp. / Service Revenue | $21.3 \%$ | $24.5 \%$ | $-3.2 \% \mathrm{p}$ | $23.2 \%$ | $-1.9 \% \mathrm{p}$ |

[^1]- Operating Expenses

Up by $4.3 \%$ QoQ and $22.4 \%$ YoY due to increase in cost of Handsets sold and depreciation expense, etc

- Wages
- Up by $33.7 \%$ QoQ and $13.4 \%$ YoY due to wage increase and allocation of year-end incentive
- Depreciation
- Up by $2.6 \%$ QoQ and $15.5 \%$ YoY due to nationwide LTE network deployment
- Electricity Fee
- Up by $19.5 \%$ QoQ and $33.8 \%$ YoY due to increased number of LTE base stations
- Fees \& Charges
- Up by $12 \%$ YoY due to increased e-credit related commissions
- Cost of Handsets Sold
- Up by $8.4 \%$ QoQ and $82.2 \%$ YoY due to increased LTE handset sales
- Advertising
- Down by $28 \%$ due to reduced amount of sales promotion
- Others
- Up QoQ due to return of bad debt expense recorded in 4Q 2011


## ■ Other Operating Expenses

Down by $74.9 \%$ QoQ due to impairment of LG Uplus' company Building in Yongsan recognized in 4Q 2011

■ Marketing Expenses
Down by $14 \%$ QoQ due to improved profit from handset sales, decreased advertising expense and sales commission

- Gross Profit from Handset Sales
- Up by $36.5 \%$ QoQ due to increased handset revenue from interest on handset installment sales


## 5. Non Operating Income \& Expenses / CAPEX

(Unit: KRW billion)

| Classification | $1 Q^{\prime}$ '12 | 4Q '11 | QoQ | 1Q '11 | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Non Operating Income | 19.4 | 21.5 | $-9.7 \%$ | 13.4 | $44.7 \%$ |
| Interest Income | 18.9 | 21.3 | $-11.3 \%$ | 13.0 | $45.5 \%$ |
| Others | 0.5 | 0.2 | $171.2 \%$ | 0.4 | $22.1 \%$ |
| Non Operating Expenses | 86.7 | 70.9 | $22.2 \%$ | 34.1 | $153.8 \%$ |
| Interest Expense | 48.6 | 49.4 | $-1.7 \%$ | 33.7 | $44.3 \%$ |
| Loss on A/R sold | 37.5 | 18.6 | $102.2 \%$ | - | - |
| Others | 0.5 | 2.9 | $-82.2 \%$ | 0.4 | $16.4 \%$ |
| Non Operating Balance | $(67.2)$ | $(49.4)$ | $36.1 \%$ | $(20.7)$ | $224.6 \%$ |

(Unit: KRW billion)

| Classification | $1 Q^{\prime} 12$ | $4 Q^{\prime} 11$ | QoQ | $1 Q^{\prime} 11$ | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: |
| CAPEX ${ }^{(1)}$ | 392.0 | 755.5 | $-48.1 \%$ | 170.2 | $130.3 \%$ |
| Wireless Network | 255.1 | 423.6 | $-39.8 \%$ | 44.1 | $477.9 \%$ |
| Wireline Network | 85.4 | 175.6 | $-51.4 \%$ | 72.2 | $18.2 \%$ |
| Other (IT, etc) | 51.6 | 156.3 | $-67.0 \%$ | 53.8 | $-4.1 \%$ |
| CAPEX / Service Revenue | $23.8 \%$ | $45.4 \%$ | $-21.6 \% p$ | $11.0 \%$ | $12.8 \% \mathrm{p}$ |

(1) CAPEX includes Construction in Progress.

- Non Operating Income \& Expenses

Net loss up by $\mathbf{3 6 . 1 \%}$ QoQ and $224.6 \%$ YoY due to increase in loss on account receivables sold

- Loss on Account Receivables Sold
- Up QoQ due to increase in the size of handset receivables disposed
- Net Interest Expense
- Up QoQ \& YoY due to increase in net borrowings
- CAPEX

Down by 48.1\% QoQ due to decrease in wireline/wireless network investment

- Wireless Network
- Down by 39.8\% QoQ due to decrease in LTE network deployment and CDMA network investment


## 6. Consolidated Statements of Financial Position

| (Unit: KRW billion) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 2012. 3 | 2011. 12 | QoQ | 2011. 3 | YoY |
| Total Assets | 11,296.7 | 11,048.5 | 2.2\% | 8,465.1 | 33.4\% |
| Current Assets | 2,884.4 | 2,623.2 | 10.0\% | 2,065.2 | 39.7\% |
| Cash \& Cash Equivalents ${ }^{(1)}$ | 265.7 | 131.6 | 102.0\% | 254.6 | 4.4\% |
| Non-current Assets | 8,412.2 | 8,425.3 | -0.2\% | 6,400.0 | 31.4\% |
| Property Plant and Equipment | 5,765.5 | 5,631.5 | 2.4\% | 4,819.1 | 19.6\% |
| Intangible Assets | 1,094.0 | 1,153.9 | -5.2\% | 466.0 | 134.8\% |
| Total Liabilities | 7,479.6 | 7,189.2 | 4.0\% | 4,614.6 | 62.1\% |
| Current Liabilities | 3,668.5 | 3,960.4 | -7.4\% | 2,855.5 | 28.5\% |
| Short-term Borrowings | 220.0 | 270.0 | -18.5\% | 202.5 | 8.7\% |
| Current Portion of Long Term Debt | 546.6 | 1,024.3 | -46.6\% | 788.7 | -30.7\% |
| Non-current Liabilities | 3,811.1 | 3,228.7 | 18.0\% | 1,759.2 | 116.6\% |
| Corporate Bond etc. ${ }^{(2)}$ | 3,306.4 | 2,622.6 | 26.1\% | 1,657.1 | 99.5\% |
| Total Shareholders' Equity | 3,817.1 | 3,859.4 | -1.1\% | 3,850.5 | -0.9\% |
| Retained Earnings | 1,118.5 | 1,161.3 | -3.7\% | 1,145.7 | -2.4\% |
| Net Debt | 3,807.2 | 3,785.3 | 0.6\% | 2,393.7 | 59.1\% |
| Net Debt to Equity Ratio ${ }^{(3)}$ | 99.7\% | 98.1\% | 1.7\%p | 62.2\% | 37.6\%p |
| Debt to Equity Ratio ${ }^{(4)}$ | 196.0\% | 186.3\% | 9.7\%p | 119.8\% | 76.1\%p |

(1) Cash \& Cash Equivalents = Cash \& Cash Equivalents + Short-term AFS financial assets + Financial Institution Deposits (2) Corporate Bond etc. : Corporate Bond + Long-term borrowings + Capital Lease
(3) Net Debt to Equity Ratio : Net Debt / Total Shareholders' Equity
(4) Debt to Equity Ratio : Total Liabilities / Total Shareholders' Equity

## ■ Assets

- Current Assets
- Up by $10 \%$ QoQ and 39.7 \% YoY due to increase in cash \& cash equivalents
- Non-current Assets
- Up by 31.4\% YoY due to increased tangible assets from LTE network

■ Liabilities

- Current Liabilities
- Down by 7.4\% QoQ due to decrease in short-term borrowings and current portion of long term debt
- Non-current Liabilities
- Up by $18 \%$ QoQ and $116.6 \%$ YoY due to increase in borrowings and account payables from cost of handsets purchased

■ Shareholders' Equity

- Retained Earnings
- Down by 3.7\% QoQ due to decrease from dividends payout


## 7. Consolidated Statements of Income / Financial Position

| Consolidated Statements of Income | 1Q '12 | 4Q '11 | QoQ | 1Q '11 | YoY | Consolidated Statements of Financial Position | 2012. 3 | 2011. 12 | QoQ | 2011. 3 | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 2,552.4 | 2,454.3 | 4.0\% | 2,116.5 | 20.6\% | Current Assets | 2,884.4 | 2,623.2 | 10.0\% | 2,065.2 | 39.7\% |
| Service Revenue | 1,647.4 | 1,663.6 | -1.0\% | 1,544.8 | 6.6\% | Cash and Cash Equivalents | 249.6 | 118.9 | 109.9\% | 218.3 | 14.3\% |
| Handset Revenue | 889.3 | 771.9 | 15.2\% | 561.5 | 58.4\% | Short Term Loans \& Accounts Receivables | 1,960.5 | 2,012.8 | -2.6\% | 1,517.1 | 29.2\% |
| Other Revenue | 15.7 | 18.7 | -16.3\% | 10.1 | 54.6\% | Inventories | 561.9 | 372.2 | 51.0\% | 264.6 | 112.4\% |
| Expenses | 2,484.2 | 2,413.7 | 2.9\% | 2,026.7 | 22.6\% | Other Current Assets | 112.5 | 119.3 | -5.7\% | 65.2 | 72.4\% |
| Operating Expenses | 2,474.0 | 2,373.0 | 4.3\% | 2,021.9 | 22.4\% | Non Current Assets | 8,412.2 | 8,425.3 | -0.2\% | 6,400.0 | 31.4\% |
| Wages | 156.9 | 117.4 | 33.7\% | 138.4 | 13.4\% | Available for Sales Securities | 72.4 | 72.0 | 0.6\% | 71.0 | 2.0\% |
| Depreciation | 256.0 | 249.6 | 2.6\% | 221.7 | 15.5\% | Property Plant and Equipment | 5,765.5 | 5,631.5 | 2.4\% | 4,819.1 | 19.6\% |
| Amortization | 68.8 | 69.5 | -1.1\% | 58.4 | 17.8\% | Intangible Assets | 1,094.0 | 1,153.9 | -5.2\% | 466.0 | 134.8\% |
| Telecom Circuit Rent | 68.6 | 76.1 | -9.8\% | 66.8 | 2.7\% | Long-term Loans \& Long trade Receivables | 979.8 | 1,099.7 | -10.9\% | 546.2 | 79.4\% |
| Rental | 70.8 | 73.9 | -4.2\% | 68.2 | 3.8\% | Investment in Properties | 32.1 | 27.9 | 14.7\% | 45.9 | -30.2\% |
| Outsourcing | 67.6 | 73.1 | -7.5\% | 60.4 | 11.8\% | Other Non-current Assets | 468.6 | 440.4 | 6.4\% | 451.8 | 3.7\% |
| Electricity Fee | 33.1 | 27.7 | 19.5\% | 24.8 | 33.8\% | Total Assets | 11,296.7 | 11,048.5 | 2.2\% | 8,465.1 | 33.4\% |
| Repair Expense | 19.6 | 25.0 | -21.4\% | 17.9 | 9.9\% |  |  |  |  |  |  |
| Interconnection | 162.4 | 170.2 | -4.6\% | 166.1 | -2.2\% | Current Liabilities | 3,668.5 | 3,960.4 | -7.4\% | 2,855.5 | 28.5\% |
| Settlement | 43.0 | 43.6 | -1.2\% | 40.0 | 7.7\% | Accounts Payable and Other Payables | 3,352.9 | 3,727.5 | -10.1\% | 2,449.1 | 36.9\% |
| Fees \& Charges | 215.5 | 217.1 | -0.7\% | 192.4 | 12.0\% | Other Current Liabilities | 315.6 | 232.9 | 35.5\% | 406.0 | -22.3\% |
| Sales Commission | 433.9 | 435.6 | -0.4\% | 468.5 | -7.4\% | Risk Hedge Derivatives Liability | 0.0 | 0.0 |  | 0.3 | -100.0\% |
| Advertising | 50.2 | 69.6 | -28.0\% | 36.3 | 38.1\% | Non-current Liabilities | 3,811.1 | 3,228.7 | 18.0\% | 1,759.2 | 116.6\% |
| Cost of Goods Sold | 764.6 | 705.2 | 8.4\% | 419.5 | 82.2\% | Non-current Accounts Payable and Other Payables | 3,717.0 | 3,135.7 | 18.5\% | 1,673.9 | 122.1\% |
| Handset Purchase | 755.8 | 674.1 | 12.1\% | 414.7 | 82.3\% | Other Non-current Liabilities | 94.1 | 93.0 | 1.2\% | 85.3 | 10.3\% |
| Etc | 8.7 | 31.1 | -71.9\% | 4.8 | 81.2\% | Others | 0.0 | 0.1 | -100.0\% | 0.0 |  |
| Ordinary R\&D Expense | 16.7 | 24.7 | -32.5\% | 10.0 | 66.2\% | Total Liabilities | 7,479.6 | 7,189.2 | 4.0\% | 4,614.6 | 62.1\% |
| Taxes \& Dues | 9.4 | (6.2) | -252.0\% | 6.6 | 42.3\% |  |  |  |  |  |  |
| Others | 37.0 | 1.0 | 3464.3\% | 25.9 | 42.7\% | Shareholders' Equity | 3,815.4 | 3,857.7 | -1.1\% | 3,849.0 | -0.9\% |
| Other Operating Expenses | 10.2 | 40.6 | -74.9\% | 4.7 | 114.4\% | Capital Stock | 2,574.0 | 2,574.0 | 0.0\% | 2,574.0 | 0.0\% |
| Operating Income | 68.2 | 40.6 | 68.0\% | 89.9 | -24.1\% | Captial Surplus | 836.6 | 836.6 | 0.0\% | 836.6 | 0.0\% |
|  |  |  |  |  |  | Retained Earnings | 1,118.5 | 1,161.3 | -3.7\% | 1,145.7 | -2.4\% |
| Non-operating Income | 19.4 | 21.5 | -9.7\% | 13.4 | 44.7\% | Accumulated Other Comprehensive Income | (9.7) | (10.3) | -4.9\% | (3.4) | 184.6\% |
| Non-operating Expenses | 86.7 | 70.9 | 22.2\% | 34.1 | 153.8\% | Other Shareholders' Equity | (703.9) | (703.9) | 0.0\% | (703.9) | 0.0\% |
| Income Before Tax | 0.9 | (8.8) | Turn Black | 69.2 | -98.6\% | Non-controlling Interest | 1.7 | 1.6 | 2.0\% | 1.5 | 9.9\% |
| Income Tax | (21.1) | 55.4 | -138.2\% | 12.2 | -273.9\% | Total Shareholders' Equity | 3,817.1 | 3,859.4 | -1.1\% | 3,850.5 | -0.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income | 22.1 | (64.2) | Turn Black | 57.0 | -61.3\% | Total Liabilities and Shareholders' Equity | 11,296.7 | 11,048.5 | 2.2\% | 8,465.1 | 33.4\% |

## IR Contacts

| Contacts | Number | Email |
| :---: | :---: | :---: |
| Daniel Kim | $+82-2-6928-3051$ | ksm@lguplus.co.kr |
| Marc Hong | $+82-2-6928-3053$ | nostalgia@lguplus.co.kr |
| Cathy Kim | $+82-2-6928-3052$ | cathykim28@lguplus.co.kr |
| Daniel Choe | $+82-2-6928-1097$ | danielchoe@lguplus.co.kr |


[^0]:    (1) Operating Income(Guidance Basis) : Operating Income + Customer Value related Amortization expenses due to the merger(Amortization ends in 2012)
    (2) OP Margin(Guidance Basis) : Operating Income(Guidance Basis) / Service Revenue
    (3) EBITDA Margin : EBITDA / Service Revenue (4) Wireless Service ARPU : Wireless Service ARPU excludes sign-up fee \& interconnection ARPU(LG Uplus only)

[^1]:    (1) Gross Profit from handset sales $=$ Handset Revenue - Handset purchase

