## (l) LG U+ 4Q 2012 Earnings Release

THE ULTMATE

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.

In addition, this document has been restated as part of the items in the Comparative Income Statement for current period (Year 2012) and prior period (Year 2011) are restated as non-operating Income/Expenses, according to the amendment to financial accounting standards 1001, Presentation of Financial Statements (Disclosure of Operating Income), announced in October 17, 2012. (Restatement will not result any changes on the prior Net Income or Net Assets)

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 4Q 2012, Revenues increased by 12.9\% YoY due to increase in service revenue, decreased by 2.3\% QoQ due to decrease in handset revenue
- Service Revenue increased by $8.8 \%$ YoY and $0.3 \%$ QoQ due to increase in wireless revenues
- Operating Income increased by 7.8\% YoY and turned black QoQ and recorded KRW 72.1 billion due to decrease in marketing expenses

|  |  |  |  |  |  |  | (Unit: KRW billion) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 4Q '11 | 3Q '12 | 4Q '12 | YoY | QoQ | 2011 | 2012 | YoY |
| Revenues | 2,439.9 | 2,821.2 | 2,755.2 | 12.9\% | -2.3\% | 9,186.4 | 10,904.6 | 18.7\% |
| Service Revenue | 1,664.1 | 1,804.4 | 1,810.6 | 8.8\% | 0.3\% | 6,419.4 | 7,013.0 | 9.2\% |
| Handset Revenue | 771.9 | 1,012.8 | 940.3 | 21.8\% | -7.2\% | 2,752.5 | 3,877.6 | 40.9\% |
| Rental Revenue | 3.9 | 4.0 | 4.3 | 9.0\% | 6.3\% | 14.5 | 14.1 | -3.0\% |
| Expenses | 2,373.0 | 2,831.5 | 2,683.1 | 13.1\% | -5.2\% | 8,907.1 | 10,777.9 | 21.0\% |
| Operating Income | 66.9 | (10.3) | 72.1 | 7.8\% | Turn Black | 279.3 | 126.8 | -54.6\% |
| OP Margin | 4.0\% | -0.6\% | 4.0\% | 0.0\%p | 4.6\%p | 4.4\% | 1.8\% | 41.5\%p |
| Operating Income(Guidance Basis) ${ }^{(1)}$ | 120.8 | 43.6 | 126.1 | 4.3\% | 188.9\% | 495.2 | 342.6 | -30.8\% |
| OP Margin(Guidance Basis) ${ }^{(2)}$ | 7.3\% | 2.4\% | 7.0\% | -0.3\%p | 4.5\%p | 7.7\% | 4.9\% | -2.8\%p |
| Non-operating Income | 35.9 | 33.1 | 33.5 | -6.8\% | 1.1\% | 142.4 | 127.9 | -10.2\% |
| Non-operating Expenses | 111.6 | 86.0 | 121.1 | 8.6\% | 40.9\% | 253.3 | 383.8 | 51.6\% |
| Income Before Tax | (8.8) | (63.2) | (15.6) |  |  | 168.5 | (129.2) | Turn Red |
| Income Tax | 55.4 | (24.8) | (4.4) | -107.9\% | -82.3\% | 83.8 | (69.6) | -183.0\% |
| Net Income | (64.2) | (38.4) | (11.2) |  |  | 84.7 | (59.6) | Turn Red |
| EBITDA | 386.0 | 346.3 | 445.3 | 15.4\% | 28.6\% | 1,468.9 | 1,519.8 | 3.5\% |
| EBITDA Margin ${ }^{(3)}$ | 23.2\% | 19.2\% | 24.6\% | 1.4\%p | 5.4\%p | 22.9\% | 21.7\% | -1.2\%p |
| CAPEX | 755.5 | 398.7 | 450.7 | -40.3\% | 13.0\% | 1,715.5 | 1,679.6 | -2.1\% |
| Net Debt | 3,785.3 | 4,349.1 | 3,927.1 | 3.7\% | -9.7\% | 3,785.3 | 3,927.1 | 3.7\% |
| Total Shareholders' Equity | 3,859.4 | 3,730.1 | 3,748.5 | -2.9\% | 0.5\% | 3,859.4 | 3,748.5 | -2.9\% |
| Net Debt to Equity Ratio | 98.1\% | 116.6\% | 104.8\% | 6.7\%p | -11.8\%p | 98.1\% | 104.8\% | 6.8\%p |
| Marketing Expenses | 407.5 | 499.7 | 417.5 | 2.5\% | -16.5\% | 1,513.6 | 1,754.4 | 15.9\% |
| Marketing Exp/Service Revenue | 24.5\% | 27.7\% | 23.1\% | -1.4\%p | -4.6\%p | 23.6\% | 25.0\% | 1.4\%p |

[^0](2) OP Margin(Guidance Basis) : Operating Income(Guidance Basis)/Service Revenue (3) EBITDA Margin : EBITDA/Service Revenue

## 2. Wireless Business (LG Uplus Only)

- Wireless Revenue up by $17.8 \%$ YoY due to increased service revenue from LTE subscriber growth and down by $1.7 \%$ QoQ due to decrease in interconnection revenue
- Wireless Service ARPU up by $18.6 \%$ YoY and $1.5 \%$ QoQ due to increased number of high value subscribers
- LTE Subscribers increased to 4.38 million, up by $686.3 \%$ YoY
(Unit: KRW billion)
(Unit: subscribers in thousands)

| Classification | 4Q '11 | $3 Q^{\prime} 12$ | $4 Q^{\prime} 12$ | YoY | QoQ | 2011 | 2012 | YoY |
| :--- | ---: | ---: | ---: | :---: | ---: | ---: | ---: | :--- |
| Wireless Revenues $^{(1)}$ | 882.3 | $1,057.1$ | $1,039.0$ | $17.8 \%$ | $-1.7 \%$ | $3,413.2$ | $3,980.1$ | $16.6 \%$ |
| Service Revenue $^{(2)}$ | 734.0 | 915.3 | 940.8 | $28.2 \%$ | $2.8 \%$ | $2,826.5$ | $3,468.4$ | $22.7 \%$ |
| Interconnection | 130.1 | 125.1 | 81.5 | $-37.3 \%$ | $-34.8 \%$ | 510.2 | 444.9 | $-12.8 \%$ |
| Sign-up Fee | 18.3 | 16.8 | 16.7 | $-8.7 \%$ | $-0.5 \%$ | 76.5 | 66.8 | $-12.7 \%$ |

(1) Wireless revenues are partially adjusted due to the change in IFRS accounting policy
(2) Service Revenue : Monthly fee+Usage Charges+VAS + Sales Discount+Data
(Unit: KRW)

| Classification | $4 Q^{\prime} 11$ | $3 Q^{\prime} 12$ | $4 Q^{\prime} 12$ | YoY | QoQ | 2011 | 2012 | YoY |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Wireless ARPU $^{(2)}$ | 31,511 | 35,380 | 34,329 | $8.9 \%$ | $-3.0 \%$ | 30,976 | 33,821 | $9.2 \%$ |
| Service ARPU $^{(3)}$ | 26,213 | 30,633 | 31,085 | $18.6 \%$ | $1.5 \%$ | 25,652 | 29,473 | $14.9 \%$ |

(3) Wireless ARPU partially adjusted due to the change in IFRS accounting policy
(4) Service ARPU : Service ARPU excludes Interconnection \& Sign-up fee from Wireless ARPU
(Unit: Subscribers in thousands)

| Classification | 4Q '11 | 3Q '12 | $4 Q^{\prime} 12$ | YoY | QoQ | 2011 | 2012 | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Wireless Subscribers | 9,391 | 10,020 | 10,162 | $8.2 \%$ | $1.4 \%$ | 9,391 | 10,162 | $8.2 \%$ |
| LTE | 557 | 3,564 | 4,380 | $686.3 \%$ | $22.9 \%$ | 557 | 4,380 | $686.3 \%$ |
| CDMA | 8,834 | 6,457 | 5,782 | $-34.5 \%$ | $-10.5 \%$ | 8,834 | 5,782 | $-34.5 \%$ |
| New Subscribers | 981 | 1,162 | 915 | $-6.7 \%$ | $-21.2 \%$ | 4,068 | 4,214 | $3.6 \%$ |
| Churn-outs | 895 | 994 | 774 | $-13.6 \%$ | $-22.1 \%$ | 3,699 | 3,445 | $-6.9 \%$ |
| Churn Rate | $3.2 \%$ | $3.3 \%$ | $2.6 \%$ | $-0.6 \% p$ | $-0.8 \% p$ | $3.4 \%$ | $2.9 \%$ | $-0.4 \% p$ |
| Net Additions | 86 | 168 | 141 | $65.2 \%$ | $-16.1 \%$ | 369 | 769 | $108.3 \%$ |
| Average Subscribers | 9,334 | 9,960 | 10,088 | $8.1 \%$ | $1.3 \%$ | 9,182 | 9,807 | $6.8 \%$ |

Service ARPU Trend
(Unit: KRW)


## 3. Wireline Business (LG Uplus Only)

- Wireline Revenues down by $0.8 \%$ YoY due to decrease in TPS and telephony revenue and up by $3.1 \%$ QoQ due to increase in data revenue
- TPS Revenue down by 3.2\% YoY due to decrease in broadband subscribers and up by $1.7 \%$ QoQ due to IPTV subscriber growth
- Data Revenue up by 4.4\% YoY and 7.7\% QoQ due to increased e-Biz revenue
- Telephony Revenue down by 9.4\% YoY and 6.2\% QoQ due to decreased telephony usage
(Unit: KRW billion)
■ e-Biz Revenue Trend

| Classification | 4Q '11 | 3Q '12 | 4Q '12 | YoY | QoQ | 2011 | 2012 | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Wireline Revenues | 778.1 | 748.3 | 771.8 | -0.8\% | 3.1\% | 3,006.8 | 3,029.5 | 0.8\% |
| TPS Revenue | 302.5 | 287.8 | 292.7 | -3.2\% | 1.7\% | 1,183.5 | 1,180.0 | -0.3\% |
| IPTV | 44.2 | 51.3 | 53.2 | 20.5\% | 3.6\% | 152.1 | 200.7 | 32.0\% |
| VoIP | 73.6 | 68.4 | 72.0 | -2.3\% | 5.1\% | 296.7 | 283.9 | -4.3\% |
| Broadband | 184.7 | 168.0 | 167.5 | -9.3\% | -0.3\% | 734.8 | 695.4 | -5.4\% |
| Data Revenue | 349.3 | 338.5 | 364.7 | 4.4\% | 7.7\% | 1,310.2 | 1,368.0 | 4.4\% |
| e-Biz ${ }^{(1)}$ | 98.1 | 111.1 | 115.9 | 18.2\% | 4.3\% | 362.0 | 438.0 | 21.0\% |
| Leased Line | 194.6 | 185.3 | 186.9 | -4.0\% | 0.8\% | 772.2 | 743.8 | -3.7\% |
| IDC | 34.3 | 34.7 | 34.7 | 1.4\% | 0.0\% | 129.3 | 138.7 | 7.3\% |
| Solution | 22.4 | 7.3 | 27.2 | 21.4\% | 271.3\% | 46.7 | 47.5 | 1.7\% |
| Telephony Revenue | 126.3 | 122.0 | 114.5 | -9.4\% | -6.2\% | 513.0 | 481.5 | -6.1\% |
| Domestic | 30.2 | 27.7 | 26.2 | -13.2\% | -5.4\% | 115.9 | 111.5 | -3.8\% |
| International | 56.8 | 55.3 | 49.7 | -12.4\% | -10.0\% | 235.0 | 220.1 | -6.3\% |
| Value-Added | 39.3 | 39.1 | 38.5 | -2.0\% | -1.4\% | 162.1 | 149.9 | -7.5\% |

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

| (Unit: Subscribers in thousands) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 4Q '11 | 3Q '12 | 4Q '12 | YoY | QoQ | 2011 | 2012 | YoY |
| TPS Subscribers | 6,900 | 7,225 | 7,414 | 7.5\% | 2.6\% | 6,900 | 7,414 | 7.5\% |
| IPTV | 862 | 980 | 1,054 | 22.3\% | 7.6\% | 862 | 1,054 | 22.3\% |
| VoIP | 3,228 | 3,509 | 3,617 | 12.0\% | 3.1\% | 3,228 | 3,617 | 12.0\% |
| Broadband | 2,810 | 2,736 | 2,743 | -2.4\% | 0.3\% | 2,810 | 2,743 | -2.4\% |
| PSTN Subscribers | 360 | 380 | 491 | 36.2\% | 29.0\% | 360 | 491 | 36.2\% |



■ IPTV Subscriber Trend
(Unit: subscribers in thousands)


## 4. Expense Breakdown

(Unit: KRW billion)

| Classification | 4Q '11 | 3Q '12 | 4Q '12 | Yoy | QoQ | 2011 | 2012 | Yor |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Expenses | 2,373.0 | 2,831.5 | 2,683.1 | 13.1\% | -5.2\% | 8,907.1 | 10,777.9 | 21.0\% |
| Wages | 117.4 | 158.9 | 164.3 | 40.0\% | 3.4\% | 532.2 | 637.4 | 19.8\% |
| Depreciation | 249.6 | 279.5 | 291.9 | 17.0\% | 4.4\% | 934.5 | 1,097.2 | 17.4\% |
| Amortization | 69.5 | 77.2 | 81.3 | 17.0\% | 5.3\% | 255.1 | 295.9 | 16.0\% |
| Telecom Circuit Rent | 76.1 | 70.5 | 76.3 | 0.3\% | 8.2\% | 272.3 | 284.2 | 4.4\% |
| Rental | 73.9 | 74.5 | 77.4 | 4.7\% | 3.9\% | 280.3 | 294.4 | 5.0\% |
| Outsourcing | 73.1 | 65.5 | 79.4 | 8.6\% | 21.1\% | 264.7 | 277.5 | 4.8\% |
| Electricty Fee | 27.7 | 39.9 | 38.2 | 37.7\% | -4.4\% | 104.1 | 138.0 | 32.6\% |
| Repair Expense | 25.0 | 25.3 | 28.6 | 14.5\% | 12.8\% | 88.0 | 99.9 | 13.4\% |
| Interconnection | 170.2 | 166.9 | 115.1 | -32.4\% | -31.1\% | 670.7 | 608.3 | -9.3\% |
| Settlement | 43.6 | 43.7 | 41.1 | -5.7\% | -6.0\% | 166.9 | 171.7 | 2.9\% |
| Fees $\&$ Charges | 217.1 | 233.4 | 241.3 | 11.2\% | 3.4\% | 828.2 | 922.3 | 11.4\% |
| Sales Comission* | 435.6 | 612.8 | 478.5 | 9.8\% | -21.9\% | 1,828.1 | 2,151.7 | 17.7\% |
| Advertising* | 69.6 | 61.9 | 80.1 | 15.1\% | 29.5\% | 218.2 | 260.3 | 19.3\% |
| Cost of Handsets Sold | 705.2 | 852.8 | 835.9 | 18.5\% | -2.0\% | 2,289.6 | 3,294.6 | 43.9\% |
| Handset Purchase* | 674.1 | 837.9 | 799.2 | 18.6\% | -4.6\% | 2,219.8 | 3,220.0 | 45.1\% |
| Etc | . 1 | 4.9 | 36.7 | 17.9\% | 145.7\% | 69.8 | 74.7 | 7.0\% |
| Ordinary R\&D Expense | 24.7 | 17.1 | 18.7 | -24.1\% | 9.5\% | 63.6 | 71.1 | 11.9\% |
| Taxes \& Dues | (6.2) | 9.1 | 9.6 | -255.5\% | 5.7\% | 20.0 | 30.9 | 54.6\% |
| Others | 1.0 | 42.6 | 25.6 | 2362.2\% | -39.9\% | 90.5 | 142.4 | 57.5\% |

* Marketing Expense items

|  |  |  |  |  |  |  | (Unit: KRW billion) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 4Q '11 | 3Q '12 | 4Q '12 | YoY | QoQ | 2011 | 2012 | YoY |
| Total Marketing Expenses | 407.5 | 499.7 | 417.5 | 2.5\% | -16.5\% | 1,513.6 | 1,754.4 | 15.9\% |
| Sales Commission | 435.6 | 612.8 | 478.5 | 9.8\% | -21.9\% | 1,828.1 | 2,151.7 | 17.7\% |
| Advertising | 69.6 | 61.9 | 80.1 | 15.1\% | 29.5\% | 218.2 | 260.3 | 19.3\% |
| Gross Profit from Handset Sales | (97.8) | (174.9) | (141.1) | 44.3\% | -19.3\% | (532.7) | (657.6) | 23.4\% |
| Mkt. Exp. / Service Revenue | 24.5\% | 27.7\% | 23.1\% | -1.4\%p | -4.6\%p | 23.6\% | 25.0\% | 1.4\%p |

(1) Gross Profit from Handset Sales = Handset Revenue - Handset Purchase

## ■ Operating Expenses

Up by 13.1\% YoY due to increase in cost of handsets sold, depreciation expense, etc and down by $5.2 \%$ QoQ due to decrease in sales commission

- Wages
- Up by $40.0 \%$ YoY and $3.4 \%$ QoQ due to year-end incentives, increased personnel and wage, etc.
- Depreciation
- Up by 17.0\% YoY and 4.4\% QoQ due to nationwide LTE network deployment
- Rental

Up by 4.7\% YoY and 3.9\% QoQ due to increased number of LTE network base stations

- Electricity Fee
- Up by $37.7 \%$ YoY due to increased electricity fee and number of LTE base stations
- Fees \& Charges
- Up by $11.2 \%$ YoY and $3.4 \%$ QoQ due to increased e-credit commissions
- Cost of Handsets Sold
- Up by $18.5 \%$ YoY due to increase in LTE handsets sold
- Advertising
- Up by $15.1 \%$ YoY and $29.5 \%$ QoQ due to increase in TV commercials and other sales promotions


## ■ Marketing Expenses <br> Down by 16.5\% QoQ due to decrease in total size of newly acquired LTE subscribers and LTE related commissions

- Gross Profit from Handset Sales
- Up by 44.3\% YoY due to increased number of LTE handsets sold leading to higher handset sales revenue


## 5. Non-operating Income \& Expenses / CAPEX

the ultimate
(Unit: KRW billion)

| Classification | 4Q '11 | $3 Q$ | '12 | $4 Q^{\prime} 12$ | YoY | QoQ | 2011 | 2012 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| YoY |  |  |  |  |  |  |  |  |
| Non-operating Income | 35.9 | 33.1 | 33.5 | $-6.8 \%$ | $1.1 \%$ | 142.4 | 127.9 | $-10.2 \%$ |
| Interest Income | 21.3 | 17.9 | 14.8 | $-30.7 \%$ | $-17.3 \%$ | 70.8 | 69.7 | $-1.5 \%$ |
| Others | 14.5 | 15.2 | 18.7 | $28.3 \%$ | $22.6 \%$ | 71.6 | 58.1 | $-18.9 \%$ |
| Non-operating Expenses | 111.6 | 86.0 | 121.1 | $8.6 \%$ | $40.9 \%$ | 253.3 | 383.8 | $51.6 \%$ |
| Interest Expense | 49.4 | 55.8 | 56.7 | $14.6 \%$ | $1.5 \%$ | 166.1 | 212.6 | $28.0 \%$ |
| Loss on A/R sold | 18.6 | 18.7 | 19.0 | $2.1 \%$ | $1.5 \%$ | 18.6 | 94.5 | $409.2 \%$ |
| Loss on impairment/disposal of tangible Asset | 26.1 | 3.1 | 31.5 | $20.7 \%$ | $906.3 \%$ | 26.8 | 40.4 | $50.9 \%$ |
| Others | 17.5 | 8.3 | 14.0 | $-19.6 \%$ | $68.6 \%$ | 41.8 | 36.3 | $-13.1 \%$ |
| Non-operating Balance | $(75.7)$ | $(52.9)$ | $(87.7)$ | $15.9 \%$ | $65.9 \%$ | $(110.8)$ | $(256.0)$ | $131.0 \%$ |


|  |  |  |  |  |  |  | (Unit: KRW billion) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 4Q '11 | 3Q '12 | 4Q '12 | YoY | QoQ | 2011 | 2012 | Yoy |
| Capital Expenditure ${ }^{(1)}$ | 75.5 | 398.7 | 450.7 | -40.3\% | 13.0\% | 1,715.5 | 1,679.6 | -2.1\% |
| Wireless Network | 423.6 | 292.0 | 322.0 | -24.0\% | 10.3\% | 846.0 | 1,196.4 | 41.4\% |
| Wireline Network | 175.6 | 88.6 | 106.1 | -39.6\% | 19.7\% | 437.6 | 358.2 | -18.1\% |
| Other (IT, etc) | 156.3 | 18.0 | 22.6 | -85.5\% | 25.5\% | 432.0 | 125.0 | -71.1\% |
| Capital Expenditure/Service Revenue | 45.4\% | 22.1\% | 24.9\% | -20.5\%p | 2.8\%p | 26.7\% | 24.0\% | 21.2\%p |

(1) Capital Expenditure includes Construction in Progress

Non-operating Income \& Expenses
Non-operating balance decreased YoY and QoQ due to increase in interest expense and loss on impairment and disposal of tangible asset

- Net Interest Expense
- Up YoY \& QoQ due to decrease in interest income from account receivables sold, etc.
- Loss on impairment and disposal of tangible asset
- Up YoY \& QoQ due to increased impairment loss and disposal of tangible asset


## ■ Capital Expenditure

Down by $\mathbf{4 0 . 3 \%}$ YoY due to decrease in wireline/wireless network investments

- Wireless Network
- Down by 24.0\% YoY due to decrease in LTE network deployment


## 6. Consolidated Statements of Financial Position

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|  |  |  |  | (Unit: KRW billion) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Classification | 2011. 12 | 2012. 9 | 2012. 12 | YoY | QoQ |
| Total Assets | 11,048.5 | 11,259.7 | 11,088.7 | 0.4\% | -1.5\% |
| Current Assets | 2,623.2 | 2,611.2 | 2,572.9 | -1.9\% | -1.5\% |
| Cash \& Cash Equivalents ${ }^{(1)}$ | 131.6 | 161.2 | 365.6 | 177.9\% | 126.8\% |
| Non-current Assets | 8,425.3 | 8,648.5 | 8,515.8 | 1.1\% | -1.5\% |
| Property, Plant and Equipment | 5,631.5 | 5,979.8 | 6,078.8 | 7.9\% | 1.7\% |
| Intangible Assets | 1,153.9 | 966.2 | 890.8 | -22.8\% | -7.8\% |
| Total Liabilities | 7,189.2 | 7,529.6 | 7,340.2 | 2.1\% | -2.5\% |
| Current Liabilities | 3,960.4 | 3,370.4 | 3,537.5 | -10.7\% | 5.0\% |
| Short-term Borrowings | 270.0 | 120.0 | 50.0 | -81.5\% | -58.3\% |
| Current Portion of Long-term Debt | 1,024.3 | 783.9 | 971.8 | -5.1\% | 24.0\% |
| Non-current Liabilities | 3,228.7 | 4,159.2 | 3,802.7 | 17.8\% | -8.6\% |
| Corporate Bond etc. ${ }^{(2)}$ | 2,622.6 | 3,606.4 | 3,270.9 | 24.7\% | -9.3\% |
| Total Shareholders' Equity | 3,859.4 | 3,730.1 | 3,748.5 | -2.9\% | 0.5\% |
| Retained Earnings | 1,161.3 | 365.3 | 347.4 | -70.1\% | -4.9\% |
| Net Debt | 3,785.3 | 4,349.1 | 3,927.1 | 3.7\% | -9.7\% |
| Net Debt to Equity Ratio ${ }^{(3)}$ | 98.1\% | 116.6\% | 104.8\% | 6.7\%p | -11.8\%p |
| Debt to Equity Ratio ${ }^{(4)}$ | 186.3\% | 201.9\% | 195.8\% | 9.5\%p | -6.0\%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
- Down by 1.9\% YoY due to decrease in account receivables, etc
- Non-current Assets
- Up by 1.1\% YoY due to increased property, plant and equipment from LTE network investments

■ Liabilities

- Current Liabilities
- Down by $10.7 \%$ YoY due to redemption of short-term borrowings and current portion of long-term debt
- Non-current Liabilities
- Up by $17.8 \%$ YoY due to increase in borrowings


## ■ Shareholders' Equity

- Retained Earnings
- Down by $70.1 \%$ YoY and $4.9 \%$ QoQ due to treasury shares cancellation and net loss


## 7. Consolidated Statements of Income / Financial Position

(Unit: KRW billion)

| Consolidated Statements of Income | 4Q '11 | 3Q '12 | 4Q '12 | YoY | QoQ | 2011 | 2012 | YoY | Consolidated Statements of Financial Position | 2011. 12 | 2012. 9 | 2012. 12 | YoY | QoQ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 2,439.9 | 2,821.2 | 2,755.2 | 12.9\% | -2.3\% | 9,186.4 | 10,904.6 | 18.7\% | Current Assets | 2,623.2 | 2,611.2 | 2,572.9 | -1.9\% | -1.5\% |
| Service Revenue | 1,664.1 | 1,804.4 | 1,810.6 | 8.8\% | 0.3\% | 6,419.4 | 7,013.0 | 9.2\% | Cash and Cash Equivalents | 118.9 | 144.2 | 341.4 | 187.0\% | 136.8\% |
| Handset Revenue | 771.9 | 1,012.8 | 940.3 | 21.8\% | -7.2\% | 2,752.5 | 3,877.6 | 40.9\% | Short-term Loans \& Accounts Receivables | 2,012.8 | 1,901.1 | 1,772.8 | -11.9\% | -6.7\% |
| Rental Revenue | 3.9 | 4.0 | 4.3 | 9.0\% | 6.3\% | 14.5 | 14.1 | -3.0\% | Inventories | 372.2 | 445.7 | 346.4 | -6.9\% | -22.3\% |
| Expenses | 2,373.0 | 2,831.5 | 2,683.1 | 13.1\% | -5.2\% | 8,907.1 | 10,777.9 | 21.0\% | Other Current Assets | 119.3 | 120.3 | 112.3 | -5.9\% | -6.7\% |
| Operating Expenses | 2,373.0 | 2,831.5 | 2,683.1 | 13.1\% | -5.2\% | 8,907.1 | 10,777.9 | 21.0\% | Non Current Assets | 8,425.3 | 8,648.5 | 8,515.8 | 1.1\% | -1.5\% |
| Wages | 117.4 | 158.9 | 164.3 | 40.0\% | 3.4\% | 532.2 | 637.4 | 19.8\% | Available for Sales Securities | 72.0 | 75.3 | 84.6 | 17.5\% | 12.4\% |
| Depreciation | 249.6 | 279.5 | 291.9 | 17.0\% | 4.4\% | 934.5 | 1,097.2 | 17.4\% | Property, Plant and Equipment | 5,631.5 | 5,979.8 | 6,078.8 | 7.9\% | 1.7\% |
| Amortization | 69.5 | 77.2 | 81.3 | 17.0\% | 5.3\% | 255.1 | 295.9 | 16.0\% | Intangible Assets | 1,153.9 | 966.2 | 890.8 | -22.8\% | -7.8\% |
| Telecom Circuit Rent | 76.1 | 70.5 | 76.3 | 0.3\% | 8.2\% | 272.3 | 284.2 | 4.4\% | Long-term Loans \& Long Trade Receivables | 1,099.7 | 1,036.2 | 866.5 | -21.2\% | -16.4\% |
| Rental | 73.9 | 74.5 | 77.4 | 4.7\% | 3.9\% | 280.3 | 294.4 | 5.0\% | Investment in Properties | 27.9 | 82.3 | 92.5 | 231.0\% | 12.4\% |
| Outsourcing | 73.1 | 65.5 | 79.4 | 8.6\% | 21.1\% | 264.7 | 277.5 | 4.8\% | Other Non-current Assets | 440.4 | 508.7 | 502.6 | 14.1\% | -1.2\% |
| Electricty Fee | 27.7 | 39.9 | 38.2 | 37.7\% | -4.4\% | 104.1 | 138.0 | 32.6\% | Total Assets | 11,048.5 | 11,259.7 | 11,088.7 | 0.4\% | -1.5\% |
| Repair Expense | 25.0 | 25.3 | 28.6 | 14.5\% | 12.8\% | 88.0 | 99.9 | 13.4\% |  |  |  |  |  |  |
| Interconnection | 170.2 | 166.9 | 115.1 | -32.4\% | -31.1\% | 670.7 | 608.3 | -9.3\% | Current Liabilities | 3,960.4 | 3,370.4 | 3,537.5 | -10.7\% | 5.0\% |
| Settlement | 43.6 | 43.7 | 41.1 | -5.7\% | -6.0\% | 166.9 | 171.7 | 2.9\% | Accounts Payable and Other Payables | 3,727.5 | 3,150.7 | 3,285.3 | -11.9\% | 4.3\% |
| Fees \& Charges | 217.1 | 233.4 | 241.3 | 11.2\% | 3.4\% | 828.2 | 922.3 | 11.4\% | Other Current Liabilities | 232.9 | 219.8 | 252.2 | 8.3\% | 14.7\% |
| Sales Comission | 435.6 | 612.8 | 478.5 | 9.8\% | -21.9\% | 1,828.1 | 2,151.7 | 17.7\% |  |  |  |  |  |  |
| Advertising | 69.6 | 61.9 | 80.1 | 15.1\% | 29.5\% | 218.2 | 260.3 | 19.3\% | Non-current Liabilities | 3,228.7 | 4,159.2 | 3,802.7 | 17.8\% | -8.6\% |
| Cost of Handsets Sold | 705.2 | 852.8 | 835.9 | 18.5\% | -2.0\% | 2,289.6 | 3,294.6 | 43.9\% | Non-current Accounts Payable \& Other Payables | 3,135.7 | 4,016.7 | 3,681.4 | 17.4\% | -8.3\% |
| Handset Purchase | 674.1 | 837.9 | 799.2 | 18.6\% | -4.6\% | 2,219.8 | 3,220.0 | 45.1\% | Other Non-current Liabilities | 93.0 | 136.8 | 116.6 | 25.4\% | -14.8\% |
| Etc | 31.1 | 14.9 | 36.7 | 17.9\% | 145.7\% | 69.8 | 74.7 | 7.0\% | Others | 0.1 | 5.6 | 4.8 |  |  |
| Ordinary R\&D Expense | 24.7 | 17.1 | 18.7 | -24.1\% | 9.5\% | 63.6 | 71.1 | 11.9\% | Total Liabilities | 7,189.2 | 7,529.6 | 7,340.2 | 2.1\% | -2.5\% |
| Taxes \& Dues | (6.2) | 9.1 | 9.6 | -255.5\% | 5.7\% | 20.0 | 30.9 | 54.6\% |  |  |  |  |  |  |
| Others | 1.0 | 42.6 | 25.6 | 2362.2\% | -39.9\% | 90.5 | 142.4 | 57.5\% | Shareholders' Equity | 3,857.7 | 3,728.5 | 3,746.8 | -2.9\% | 0.5\% |
|  |  |  |  |  |  |  |  |  | Capital Stock | 2,574.0 | 2,574.0 | 2,574.0 | 0.0\% | 0.0\% |
| Operating Income | 66.9 | (10.3) | 72.1 | 7.8\% | Turn Black | 279.3 | 126.8 | -54.6\% | Captial Surplus | 836.6 | 836.6 | 836.6 | 0.0\% | 0.0\% |
|  |  |  |  |  |  |  |  |  | Retained Earnings | 1,161.3 | 365.3 | 347.4 | -70.1\% | -4.9\% |
| Non-operating Income | 35.9 | 33.1 | 33.5 | -6.8\% | 1.1\% | 142.4 | 127.9 | -10.2\% | Accumulated Other Comprehensive Income | (10.3) | (12.2) | (7.0) | -32.0\% | -42.6\% |
| Non-operating Expenses | 111.6 | 86.0 | 121.1 | 8.6\% | 40.9\% | 253.3 | 383.8 | 51.6\% | Other Shareholders' Equity | (703.9) | (35.1) | (4.1) | -99.4\% | -88.3\% |
| Income Before Tax | (8.8) | (63.2) | (15.6) |  |  | 168.5 | (129.2) | Turn Red | Non-controlling Interest | 1.6 | 1.6 | 1.7 | 2.6\% | 5.8\% |
| Income Tax | 55.4 | (24.8) | (4.4) | -107.9\% | -82.3\% | 83.8 | (69.6) | -183.0\% | Total Shareholders' Equity | 3,859.4 | 3,730.1 | 3,748.5 | -2.9\% | 0.5\% |
| Net Income | (64.2) | (38.4) | (11.2) |  |  | 84.7 | (59.6) | Turn Red | Total Liabilities and Shareholders' Equity | 11,048.5 | 11,259.7 | 11,088.7 | 0.4\% | -1.5\% |


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[^0]:    (1) Operating Income(Guidance Basis) : Operating Income + Customer Value related Amortization expenses due to the merger (Amortization ended in 2012)

