



2013 4Q Earnings Release

January 29, 2014



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.

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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



- Revenues in 4Q increased by 7.0% YoY and 2.4% QoQ due to service revenue growth
- Service Revenue increased by 13.8% YoY and 3.6% QoQ due to increase in wireless and wireline service revenue
- Operating income up by 73.3% YoY due to service revenue growth and down by 16.3% QoQ due to increase in operating expense, recording KRW 124.9 billion

(Unit: KRW billion)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Revenues	2,755.2	2,879.2	2,948.0	7.0%	2.4%	10,904.6	11,450.3	5.0%
Service Revenue	1,810.6	1,990.0	2,061.3	13.8%	3.6%	7,013.0	7,834.7	11.7%
Handset Revenue	940.3	884.7	883.5	-6.0%	-0.1%	3,877.6	3,598.7	-7.2%
Rental Revenue	4.3	4.4	3.3	-23.4%	-26.7%	14.1	16.9	20.3%
Expenses	2,683.1	2,730.0	2,823.1	5.2%	3.4%	10,777.9	10,908.2	1.2%
Operating Income	72.1	149.2	124.9	73.3%	-16.3%	126.8	542.1	327.7%
OP Margin ⁽¹⁾	4.0%	7.5%	6.1%	2.1%p	-1.4%p	1.8%	6.9%	5.1%p
Non-operating Income	33.5	15.6	43.5	30.1%	179.3%	127.9	119.0	-7.0%
Non-operating Expenses	121.1	68.7	109.2	-9.8%	59.0%	383.8	327.2	-14.7%
Income Before Tax	(15.6)	96.1	59.2	Turn Black	-38.4%	(129.2)	333.8	Turn Black
Income Tax	(4.4)	20.5	11.1	-353.0%	-45.9%	(69.6)	54.4	-178.1%
Net Income	(11.2)	75.6	48.1	Turn Black	-36.3%	(59.6)	279.5	Turn Black
EBITDA	445.3	478.4	465.5	4.5%	-2.7%	1,519.8	1,856.8	22.2%
EBITDA Margin ⁽²⁾	24.6%	24.0%	22.6%	-2.0%p	-1.5%p	21.7%	23.7%	2.0%p
CAPEX	450.7	346.7	473.6	5.1%	36.6%	1,679.6	1,567.9	-6.7%
Net Debt	3,927.1	4,162.8	4,103.8	4.5%	-1.4%	3,927.1	4,103.8	4.5%
Total Shareholders' Equity	3,748.5	3,981.7	4,022.6	7.3%	1.0%	3,748.5	4,022.6	7.3%
Net Debt to Equity Ratio	104.8%	104.5%	102.0%	-2.7%p	-2.5%p	104.8%	102.0%	-2.7%p
Marketing Expenses	417.5	463.1	477.2	14.3%	3.0%	1,754.4	1,836.2	4.7%
Marketing Exp/Service Revenue	23.1%	23.3%	23.2%	0.1%p	-0.1%p	25.0%	23.4%	-1.6%p

(1) OP Margin : Operating Income/Service Revenue (2) EBITDA Margin : EBITDA/Service Revenue

2. Wireless Business (LG Uplus Only)



- Wireless Revenues up by 22.2% YoY and 4.3% QoQ due to increased service revenue from LTE subscriber growth
- Wireless Service ARPU up by 11.6% YoY and 2.6% QoQ due to increased number of high value customers
- LTE Subscribers increased by 61.8% YoY to 7.09 million

(Unit: KRW billion)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Wireless Revenues	1,039.0	1,217.6	1,270.1	22.2%	4.3%	3,980.1	4,768.2	19.8%
Service Revenue ⁽¹⁾	940.8	1,077.0	1,122.2	19.3%	4.2%	3,468.4	4,213.1	21.5%
Interconnection	81.5	123.2	131.2	61.0%	6.5%	444.9	487.2	9.5%
Sign-up Fee	16.7	17.4	16.7	0.0%	-4.0%	66.8	67.9	1.6%

(1) Service Revenue : Monthly fee+Usage Charges+VAS+Revenue Discount+Data

(Unit: KRW)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Wireless ARPU ⁽¹⁾	35,012	39,006	40,060	14.4%	2.7%	34,493	38,606	11.9%
Service ARPU ⁽²⁾	31,697	34,495	35,388	11.6%	2.6%	30,050	34,106	13.5%

(1) LG Uplus subscribers only

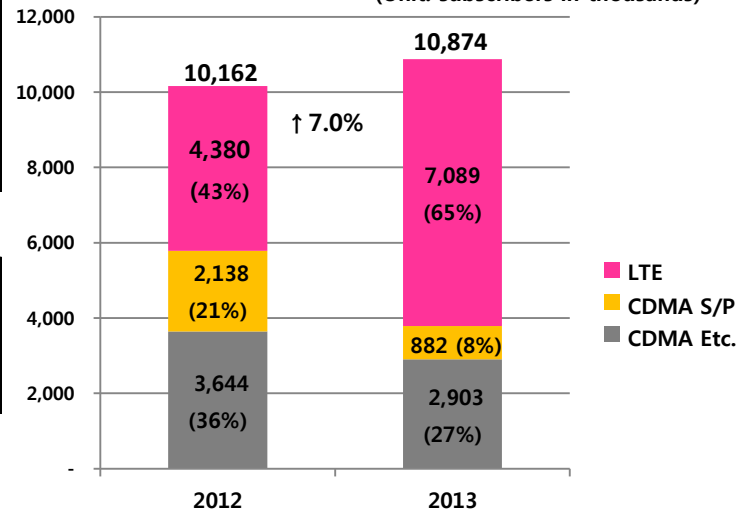
(2) Service ARPU : Excludes Interconnection & Sign-up fee from Wireless ARPU

(Unit: Subscribers in thousands)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Wireless Subscribers	10,162	10,713	10,874	7.0%	1.5%	10,162	10,874	7.0%
LTE	4,380	6,549	7,089	61.8%	8.2%	4,380	7,089	61.8%
CDMA	5,782	4,164	3,785	-34.5%	-9.1%	5,782	3,785	-34.5%
New Subscribers	915	978	1,004	9.7%	2.7%	4,214	3,940	-6.5%
Churn-outs	774	786	843	9.0%	7.3%	3,445	3,227	-6.3%
Churn Rate	2.56%	2.47%	2.60%	0.0%p	0.1%p	2.9%	2.6%	-0.4%p
Net Additions	141	192	161	13.9%	-16.2%	769	712	-7.4%
Average Subscribers	10,088	10,619	10,795	7.0%	1.7%	9,807	10,506	7.1%

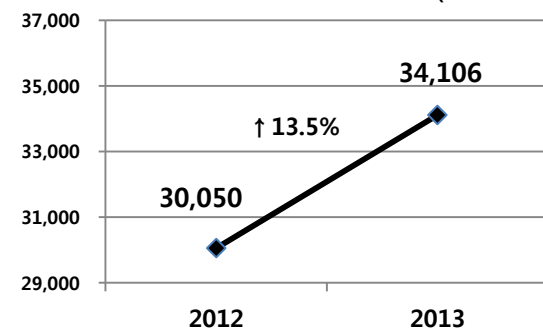
Wireless Subscriber Trend

(Unit: subscribers in thousands)



Service ARPU Trend

(Unit: KRW)



2. Wireless Business (LG Uplus Only)



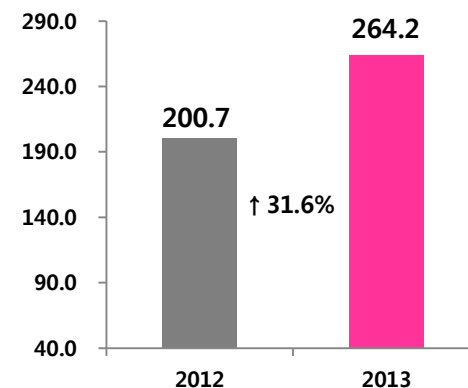
- Wireline Revenues up by 2.1% YoY and 2.1% QoQ due to TPS revenue growth
- TPS Revenue up by 8.6% YoY and 4.6% QoQ due to increase in IPTV revenue
- Data Revenue up by 1.7% QoQ due to growth in e-Biz revenue but down by 1.0% YoY due to decrease in solution revenue
- Telephony Revenue down by 4.8% YoY and 3.4% QoQ due to decreased telephony usage

(Unit: KRW billion)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Wireline Revenues	771.8	771.8	788.0	2.1%	2.1%	3,029.5	3,060.6	1.0%
TPS Revenue	292.7	303.8	317.9	8.6%	4.6%	1,180.0	1,210.5	2.6%
IPTV	53.2	68.7	79.8	50.0%	16.1%	200.7	264.2	31.6%
VoIP	72.0	68.6	69.8	-3.0%	1.7%	283.9	282.5	-0.5%
Broadband	167.5	166.5	168.3	0.5%	1.1%	695.4	663.8	-4.6%
Data Revenue	364.7	355.1	361.1	-1.0%	1.7%	1,368.0	1,400.3	2.4%
e-Biz ⁽¹⁾	115.9	126.0	130.4	12.5%	3.5%	438.0	490.6	12.0%
IDC	34.7	40.2	36.7	5.6%	-8.6%	138.7	154.7	11.6%
Leased Line	186.9	180.8	180.7	-3.3%	-0.1%	743.8	724.2	-2.6%
Solution	27.2	8.1	13.3	-50.9%	64.7%	47.5	30.9	-35.1%
Telephony Revenue	114.5	112.9	109.0	-4.8%	-3.4%	481.5	449.8	-6.6%
Value-Added	38.5	39.0	40.5	5.1%	3.8%	149.9	157.8	5.3%
Domestic	26.2	26.1	26.3	0.4%	0.8%	111.5	107.9	-3.3%
International	49.7	47.8	42.2	-15.1%	-11.7%	220.1	184.1	-16.3%

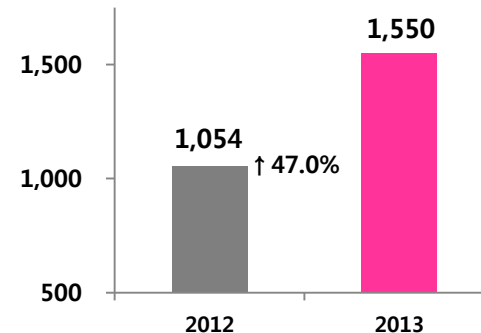
■ IPTV Revenue Trend

(Unit: KRW billion)



■ IPTV Subscriber Trend

(Unit: subscribers in thousands)



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

(Unit: Subscribers in thousands)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
TPS Subscribers	7,414	8,402	8,599	16.0%	2.3%	7,414	8,599	16.0%
IPTV ⁽¹⁾	1,054	1,439	1,550	47.0%	7.7%	1,054	1,550	47.0%
VoIP	3,617	4,062	4,121	13.9%	1.5%	3,617	4,121	13.9%
Broadband	2,743	2,901	2,928	6.7%	0.9%	2,743	2,928	6.7%
PSTN Subscribers	491	491	516	5.3%	5.3%	491	516	5.3%

(1) B2B IPTV subscribers are included

4. Expense Breakdown



(Unit: KRW billion)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Operating Expenses	2,683.1	2,730.0	2,823.1	5.2%	3.4%	10,777.9	10,908.2	1.2%
Wages	164.3	182.4	222.7	35.6%	22.1%	637.4	752.7	18.1%
Depreciation	291.9	302.1	309.3	6.0%	2.4%	1,097.2	1,204.3	9.8%
Amortization	81.3	27.1	31.2	-61.6%	15.1%	295.9	110.3	-62.7%
Telecom Circuit Rent	76.3	67.7	85.0	11.4%	25.5%	284.2	289.7	1.9%
Rental	77.4	77.2	79.2	2.4%	2.6%	294.4	307.3	4.4%
Outsourcing	79.4	72.3	87.7	10.4%	21.3%	277.5	310.6	11.9%
Electricity Fee	38.2	45.5	38.5	0.8%	-15.4%	138.0	157.8	14.3%
Repair Expense	28.6	28.0	30.8	7.7%	10.1%	99.9	109.9	10.0%
Interconnection	115.1	163.7	170.7	48.4%	4.2%	608.3	641.4	5.4%
Settlement	41.1	44.5	42.8	4.3%	-3.9%	171.7	177.7	3.5%
Fees & Charges	241.3	286.2	276.8	14.7%	-3.3%	922.3	1,073.7	16.4%
Sales Commission*	478.5	580.9	618.9	29.4%	6.5%	2,151.7	2,338.0	8.7%
Advertising*	80.1	80.1	82.0	2.4%	2.4%	260.3	284.8	9.4%
Cost of Handsets Sold	835.9	706.9	690.8	-17.4%	-2.3%	3,294.6	2,903.4	-11.9%
Handset Purchase*	799.2	686.9	659.8	-17.5%	-4.0%	3,220.0	2,812.1	-12.7%
Etc	36.7	20.0	31.0	-15.4%	55.3%	74.7	91.3	22.3%
Ordinary R&D Expense	18.7	17.7	19.2	2.4%	8.3%	71.1	58.7	-17.5%
Taxes & Dues	9.6	8.3	5.0	-47.9%	-40.2%	30.9	25.8	-16.4%
Others	25.6	39.3	32.5	27.2%	-17.3%	142.4	162.0	13.7%

* Marketing Expense items

■ Operating Expenses

Up by 5.2% YoY and 3.4% QoQ due to increased sales commission and wages

- Wages
- Up by 35.6% YoY and 22.1% QoQ due to increased personnel, wage and yearend incentives, etc.
- Depreciation
- Up by 6.0% YoY and 2.4% QoQ due to increase in CAPEX
- Amortization
- Down by 61.6% YoY due to completed customer value related amortization which occurred from the merger, and up by 15.1% QoQ due to 2.6GHz spectrum amortization
- Interconnection
- Up by 48.4% YoY due to subscriber growth and change in interconnection rate, and up by 4.2% QoQ due to subscriber growth
- Fees & Charges
- Up by 14.7% YoY due to increased e-credit commissions, but down by 3.3% QoQ due to decreased one-offs
- Sales Commission
- Up by 29.4% YoY due to increase in wireless handset sales
- Cost of Handsets Sold
- Down by 17.4% YoY and 2.3% QoQ due to decrease in wireless handset unit cost

(Unit: KRW billion)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Total Marketing Expenses	417.5	463.1	477.2	14.3%	3.0%	1,754.4	1,836.2	4.7%
Sales Commission	478.5	580.9	618.9	29.4%	6.5%	2,151.7	2,338.0	8.7%
Advertising	80.1	80.1	82.0	2.4%	2.4%	260.3	284.8	9.4%
Gross Profit from Handset Sales	(141.1)	(197.8)	(223.8)	58.6%	13.1%	(657.6)	(786.6)	19.6%
Mkt. Exp. / Service Revenue	23.1%	23.3%	3.0%	0.1%p	-0.1%p	25.0%	23.4%	-1.6%p

■ Marketing Expenses

Up by 14.3% YoY due to increase in wireless handset sales, and up by 3.0% QoQ due to increase in sales commission

- Gross Profit from Handset Sales
- Up by 58.6% YoY and 13.1% QoQ due to decreased purchasing cost of wireless handsets

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

5. Non-operating Income & Expenses / CAPEX



(Unit: KRW billion)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Non-operating Income	33.5	15.6	43.5	30.1%	179.3%	127.9	119.0	-7.0%
Interest Income	14.8	9.6	12.9	-12.6%	34.3%	69.7	58.7	-15.9%
Others	18.7	6.0	30.6	63.9%	414.0%	58.1	60.3	3.8%
Non-operating Expenses	121.1	68.7	109.2	-9.8%	59.0%	383.8	327.2	-14.7%
Interest Expense	56.7	52.4	54.6	-3.6%	4.2%	212.6	209.9	-1.3%
Loss on A/R sold	19.0	6.0	18.3	-3.7%	203.5%	94.5	44.7	-52.7%
Loss on impairment/disposal of tangible Asset	31.5	3.1	8.0	-74.6%	160.2%	40.4	19.2	-52.4%
Others	14.0	7.2	28.4	102.0%	294.7%	36.3	53.5	47.3%
Non-operating Balance	(87.7)	(53.1)	(65.7)	-25.0%	23.7%	(256.0)	(208.3)	-18.6%

(Unit: KRW billion)

Classification	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY
Capital Expenditure⁽¹⁾	450.7	346.7	473.6	5.1%	36.6%	1,679.6	1,567.9	-6.7%
Wireless Network	322.0	222.5	225.8	-29.9%	1.5%	1,196.4	969.6	-19.0%
Wireline Network	106.1	108.4	229.5	116.4%	111.8%	358.2	497.4	38.9%
Other (IT, etc)	22.6	15.8	18.3	-19.3%	15.3%	125.0	100.9	-19.3%
Capital Expenditure/Service Revenue	24.9%	17.4%	17.4%	-7.5%p	0.0%p	26.7%	24.0%	24.0%p

(1) Capital Expenditure includes Construction in Progress

■ Non-operating Income & Expenses

Non-operating balance down YoY due to property related costs decrease, up QoQ due to reflection of fine from KCC

- Interest Income
 - Down by 12.6% YoY due to decrease in interest income from account receivables, and up by 34.3% QoQ due to increase in cash & cash equivalents
- Loss on Account Receivables Sold
 - Up by 203.5% QoQ due to increase in size of handset receivables factored

■ CAPEX

Up by 5.1% YoY and 36.6% QoQ due to wireline network investment increase

- Wireless Network
 - Down by 29.9% YoY due to decrease in LTE network deployment
- Wireline Network
 - Up by 116.4% YoY and 111.8% QoQ due to increase in IDC deployment

6. Consolidated Statements of Financial Position



(Unit: KRW billion)

Classification	2012. 12	2013. 9	2013. 12	YoY	QoQ
Total Assets	11,088.7	11,354.4	11,775.0	6.2%	3.7%
Current Assets	2,572.9	2,723.9	2,697.1	4.8%	-1.0%
Cash & Cash Equivalents ⁽¹⁾	365.6	311.4	433.6	18.6%	39.3%
Non-current Assets	8,515.8	8,630.5	9,077.9	6.6%	5.2%
Property, Plant and Equipment	6,078.8	6,258.5	6,392.7	5.2%	2.1%
Intangible Assets	890.8	827.0	1,258.6	41.3%	52.2%
Total Liabilities	7,340.2	7,372.7	7,752.4	5.6%	5.2%
Current Liabilities	3,537.5	3,618.1	3,738.1	5.7%	3.3%
Short-term Borrowings	50.0	0.0	0.0	-100.0%	
Current Portion of Long-term Debt	971.8	1,172.0	1,234.7	27.0%	5.4%
Non-current Liabilities	3,802.7	3,754.6	4,014.3	5.6%	6.9%
Corporate Bond etc. ⁽²⁾	3,270.9	3,302.2	3,302.7	1.0%	0.0%
Total Shareholders' Equity	3,748.5	3,981.7	4,022.6	7.3%	1.0%
Retained Earnings	347.4	574.9	617.5	77.8%	7.4%
Net Debt	3,927.1	4,162.8	4,103.8	4.5%	-1.4%
Net Debt to Equity Ratio⁽³⁾	104.8%	104.5%	102.0%	-2.7%p	-2.5%p
Debt to Equity Ratio⁽⁴⁾	195.8%	185.2%	192.7%	-3.1%p	7.6%p

■ Assets

- Current Assets
 - Up by 4.8% YoY due to increase in Cash & Cash Equivalents, but down by 1.0% QoQ due to decrease in account receivables
- Non-current Assets
 - Up by 6.6% YoY and 5.2% QoQ due to increased intangible assets from acquisition of 2.6GHz spectrum

■ Liabilities

- Current Liabilities
 - Up by 5.7% YoY and 3.3% QoQ due to increase in current portion of long-term debt
- Non-current Liabilities
 - Up by 5.6% YoY and 6.9% QoQ due to increase in long term payables from 2.6GHz spectrum acquisition

■ Shareholders' Equity

- Retained Earnings
 - Increased by 77.8% YoY and 7.4% QoQ due to net income turning black

(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

7. Consolidated Statements of Income / Financial Position



(Unit: KRW billion)

Consolidated Statements of Income									Consolidated Statements of Financial position					
	4Q '12	3Q '13	4Q '13	YoY	QoQ	2012	2013	YoY	2012. 12	2013. 09	2013. 12	YoY	QoQ	
Revenues	2,755.2	2,879.2	2,948.0	7.0%	2.4%	10,904.6	11,450.3	5.0%	Current Assets	2,572.9	2,723.9	2,697.1	4.8%	-1.0%
Service Revenue	1,810.6	1,990.0	2,061.3	13.8%	3.6%	7,013.0	7,834.7	11.7%	Cash and Cash Equivalents	341.4	276.1	398.3	16.7%	44.3%
Handset Revenue	940.3	884.7	883.5	-6.0%	-0.1%	3,877.6	3,598.7	-7.2%	Short-term Loans & Accounts Receivables	1,772.8	1,840.6	1,774.9	0.1%	-3.6%
Rental Revenue	4.3	4.4	3.3	-23.4%	-26.7%	14.1	16.9	20.3%	Inventories	346.4	481.5	394.5	13.9%	-18.1%
Expenses	2,683.1	2,730.0	2,823.1	5.2%	3.4%	10,777.9	10,908.2	1.2%	Other Current Assets	112.3	125.8	129.4	15.2%	2.8%
Operating Expenses	2,683.1	2,730.0	2,823.1	5.2%	3.4%	10,777.9	10,908.2	1.2%	Non Current Assets	8,515.8	8,630.5	9,077.9	6.6%	5.2%
Wages	164.3	182.4	222.7	35.6%	22.1%	637.4	752.7	18.1%	Available for Sales Securities	84.6	85.5	81.4	-3.8%	-4.9%
Depreciation	291.9	302.1	309.3	6.0%	2.4%	1,097.2	1,204.3	9.8%	Property, Plant and Equipment	6,078.8	6,258.5	6,392.7	5.2%	2.1%
Amortization	81.3	27.1	31.2	-61.6%	15.1%	295.9	110.3	-62.7%	Intangible Assets	890.8	827.0	1,258.6	41.3%	52.2%
Telecom Circuit Rent	76.3	67.7	85.0	11.4%	25.5%	284.2	289.7	1.9%	Long-term Loans & Long Trade Receivables	866.5	867.2	778.5	-10.2%	-10.2%
Rental	77.4	77.2	79.2	2.4%	2.6%	294.4	307.3	4.4%	Investment in Properties	92.5	92.7	95.8	3.6%	3.3%
Outsourcing	79.4	72.3	87.7	10.4%	21.3%	277.5	310.6	11.9%	Other Non-current Assets	502.6	499.6	471.0	-6.3%	-5.7%
Electricity Fee	38.2	45.5	38.5	0.8%	-15.4%	138.0	157.8	14.3%	Total Assets	11,088.7	11,354.4	11,775.0	6.2%	3.7%
Repair Expense	28.6	28.0	30.8	7.7%	10.1%	99.9	109.9	10.0%	Current Liabilities	3,537.5	3,618.1	3,738.1	5.7%	3.3%
Interconnection	115.1	163.7	170.7	48.4%	4.2%	608.3	641.4	5.4%	Accounts Payable & Other Payables	3,285.3	3,311.7	3,427.8	4.3%	3.5%
Settlement	41.1	44.5	42.8	4.3%	-3.9%	171.7	177.7	3.5%	Other Liabilities	252.2	306.4	308.1	22.2%	0.6%
Fees & Charges	241.3	286.2	276.8	14.7%	-3.3%	922.3	1,073.7	16.4%	Risk hedge derivatives liability	.0	0.0	2.3		
Sales Comission	478.5	580.9	618.9	29.4%	6.5%	2,151.7	2,338.0	8.7%	Non-current Liabilities	3,802.7	3,754.6	4,014.3	5.6%	6.9%
Advertising	80.1	80.1	82.0	2.4%	2.4%	260.3	284.8	9.4%	Accounts Payable & Other Payables	3,681.4	3,608.1	3,907.2	6.1%	8.3%
Cost of Handsets Sold	835.9	706.9	690.8	-17.4%	-2.3%	3,294.6	2,903.4	-11.9%	Other Liabilities	116.6	143.3	106.7	-8.5%	-25.5%
Handset purchase	799.2	686.9	659.8	-17.5%	-4.0%	3,220.0	2,812.1	-12.7%	Others	4.8	3.2	0.4	-91.5%	-87.3%
Etc	36.7	20.0	31.0	-15.4%	55.3%	74.7	91.3	22.3%	Total Liabilities	7,340.2	7,372.7	7,752.4	5.6%	5.2%
Ordinary R&D Expense	18.7	17.7	19.2	2.4%	8.3%	71.1	58.7	-17.5%	Shareholders' Equity	3,746.8	3,980.1	4,020.9	7.3%	1.0%
Taxes & Dues	9.6	8.3	5.0	-47.9%	-40.2%	30.9	25.8	-16.4%	Capital Stock	2,574.0	2,574.0	2,574.0	0.0%	0.0%
Others	25.6	39.3	32.5	27.2%	-17.3%	142.4	162.0	13.7%	Capitlal Surplus	836.6	836.6	836.6	0.0%	0.0%
Operating Income	72.1	149.2	124.9	Turn Black	-16.3%	126.8	542.1	327.7%	Retained Earnings	347.4	574.9	617.5	77.8%	7.4%
Non-operating Income	33.5	15.6	43.5	30.1%	179.3%	127.9	119.0	-7.0%	Accumulated Other Comprehensive Income	(7.0)	(5.3)	(7.1)	1.9%	34.4%
Non-operating Expenses	121.1	68.7	109.2	-9.8%	59.0%	383.8	327.2	-14.7%	Other Shareholders' Equity	(4.1)	0.0	0.0	-100.0%	
Income Before Tax	(15.6)	96.1	59.2	Turn Black	-38.4%	(129.2)	333.8	Turn Black	Non-controlling Interest	1.7	1.6	1.7	-0.1%	8.7%
Income Tax	(4.4)	20.5	11.1	-353.0%	-45.9%	(69.6)	54.4	-178.1%	Total Shareholders' Equity	3,748.5	3,981.7	4,022.6	7.3%	1.0%
Net Income	(11.2)	75.6	48.1	Turn Black	-36.3%	(59.6)	279.5	Turn Black	Total Liabilities and Shareholders' Equity	11,088.7	11,354.4	11,775.0	6.2%	3.7%

8. Factsheet

(Unit: subscribers in thousands)

Classification	1Q '12	2Q '12	3Q '12	4Q '12	1Q '13	2Q '13	3Q '13	4Q '13	YoY	QoQ
Wireless Subscribers	9,554	9,852	10,020	10,162	10,363	10,521	10,713	10,874	7.0%	1.5%
Net Addition	163	298	168	141	201	158	192	161	13.9%	-16.2%
LTE Subscribers	1,484	2,576	3,564	4,380	5,202	5,896	6,549	7,089	61.8%	8.2%
Net Addition	927	1,091	988	816	822	694	653	540	-33.9%	-17.4%
LTE Penetration Rate (%)	15.5%	26.1%	35.6%	43.1%	50.2%	56.0%	61.1%	65.2%	22.1%p	4.1%p
Churn Rate (%)	2.94%	2.89%	3.33%	2.56%	2.63%	2.54%	2.47%	2.60%	0.0%p	0.1%p
Wireless ARPU (KRW)	32,173	34,592	36,072	35,012	37,063	38,200	39,006	40,060	14.4%	2.7%
Service ARPU (KRW)	27,204	29,903	31,224	31,697	32,616	33,834	34,495	35,388	11.6%	2.6%

Classification	1Q '12	2Q '12	3Q '12	4Q '12	1Q '13	2Q '13	3Q '13	4Q '13	YoY	QoQ
TPS Subscribers	6,957	7,102	7,225	7,414	7,793	8,134	8,402	8,599	16.0%	2.3%
Net Addition	57	145	123	189	379	341	268	197	3.8%	-26.6%
IPTV⁽¹⁾	893	938	980	1,054	1,183	1,321	1,439	1,550	47.0%	7.7%
Net Addition	31	45	43	74	128	139	118	111	49.2%	-5.9%
VoIP⁽²⁾	3,299	3,409	3,509	3,617	3,808	3,949	4,062	4,121	13.9%	1.5%
Net Addition	71	110	100	108	192	141	112	59	-45.1%	-47.4%
Broadband	2,765	2,755	2,736	2,743	2,802	2,864	2,901	2,928	6.7%	0.9%
Net Addition	-45	-10	-20	7	59	62	38	27	266.5%	-29.0%
PSTN Subscribers⁽³⁾	451	455	469	491	502	499	491	516	5.3%	5.3%
Net Addition	-3	4	14	21	11	-3	-8	26	20.6%	-410.9%

(1) IPTV subscribers : Retail + B2B subscribers

(2) VoIP subscribers : Corporate +Retail subscribers

(3) PSTN Subscribers : Corporate +Retail(Retail VoIP callforwarding) subscribers



IR Team	Contact	Email
Daniel Kim	+82-2-6928-3051	ksm@lguplus.co.kr
Jay Park	+82-70-4080-6915	imgill@lguplus.co.kr
Marc Hong	+82-2-6928-3050	nostalgia@lguplus.co.kr
Cathy Kim	+82-2-6928-3052	cathykim28@lguplus.co.kr
Claire Park	+82-70-4080-8058	pminyoung86@lguplus.co.kr
Daniel Choe	+82-2-6928-3053	danielchoe@lguplus.co.kr
Irene Huh	+82-2-6928-1097	hyeree1223@lguplus.co.kr