# Earnings Release Q1 2006

**April 24, 2006** 





The financial results for 1<sup>st</sup> quarter of 2006 have been prepared on an unaudited basis, and may be subject to change during the independent auditing process.

Furthermore, forward-looking statements in this document are subject to known and unknown risks and uncertainties that may cause actual results to differ from those stated or implied by such statements.





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- Strong sales of SKY, the domestic brand and outstanding performance in LATAM.
- Sales rose by 110% qoq to 387.6 b. KRW and shipment up by 218% qoq to 2,382 K units.
- Back in black: More sales came with earnings growth.

(Unit: Bill KRW, K Units, %)	Q1 2006	Q4 2005 (Note1)	Q1 2005 ( Note2)	QoQ	YoY
Sales	387.6	184.3	196.3 (319.9)	110%	97% (21%)
Shipment	2,382	749	1,509 (1,764)	218%	<b>58%</b> (35%)
Operating Profit	17.6 (4.5%)	-21.0	8.1 (NA)	-	117% -
Recurring Profit	10.3 (2.7%)	-21.0	1.5 (NA)	-	580% -
Net Profit	6.2 (1.6%)	NA	1.2 (NA)	-	418% -

Note1) Figures represent those of the merger entity (i.e. SKYTT's Oct05 & Nov05 P&L + Merger entity's Dec's P&L)

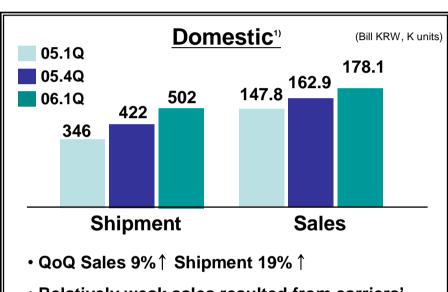
Figures in parenthesis are unaudited and provided as a reference. These represent a simple sum of Pantech and SKYTT in Q1 of the pre-merger period in 2005.





Note2) Figures represent those of Pantech in pre-merger period of 2005.

- Domestic: High-end demand was in retreat until subsidy returned late March.
- Export : LATAM sales helped recover weak performance in other regions, which is largely owing to more severe competition around the globe.



- Relatively weak sales resulted from carriers' targeted promotion for low-ends during the presubsidy periods.
- High-end sales on a rise since subsidy became in effect (from March 27<sup>th</sup>)



- QoQ Sales 103% ↑, Shipment 62% ↑
- Q1 updates for strategic markets:
  - Russia : Sluggish demand in Q1.
    Regulatory constraints and more intense competition ahead.
  - LATAM: Q1 Sales above expectation. New models in the pipeline for Q2.
  - Asia: Reshuffling dist. channels in progress

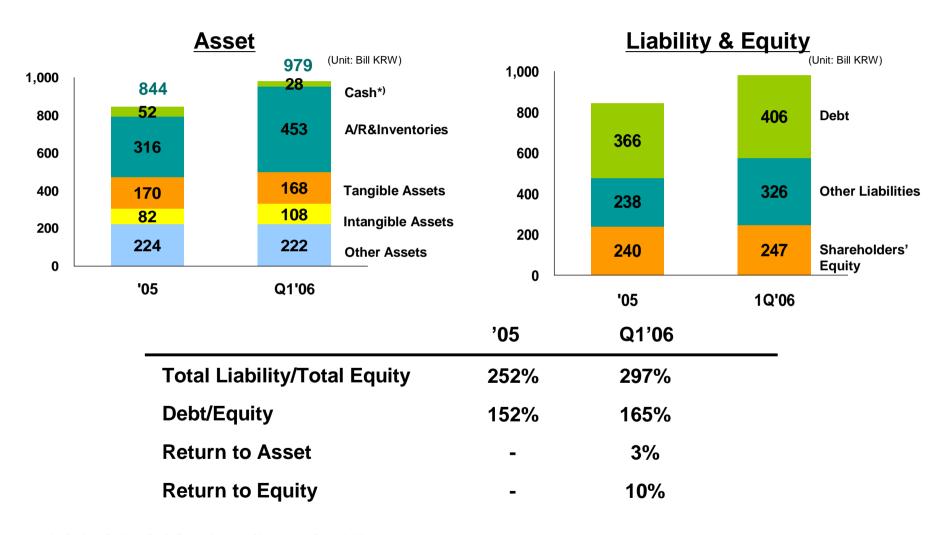
Note1) Figures representing Q4'05 & Q1'05 are un-audited estimation of Pantech's domestic ODM sales and SKYTT's domestic sales.

Note2) Figures representing Q4'05 are estimated data for Pantech's Q4'05 export sales. They are un-audited and provided for as a reference.





Asset and liability increased by 135 bill KRW, 128 bill KRW, respectively since FY'05.



<sup>\*</sup> Cash = Cash & Cash Equivalents + Short-term financial investments



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### II. Outlook

- Keep the growth momentum thru. subsidy-driven high-end sales and the first sales to North America throughout Q2.
- Will have more competitive lineups to come in H2 and the merger synergy to be in full-scale effect from Q4.

#### **Market Trends**

- Domestic subsidy expected to expand the market and to continue to boost demand for high-ends.
- Price competition to become more serious everywhere and every segments.
- Network development to get accelerated.

- Domestic : HSDPA

- Overseas : UMTS

 Slim factor to become a commonality, and design to be regarded as a major key buying factor.

#### **Business Outlook**

- Domestic
  - Q2: High-end sales like IM-U100 likely to go on, and SKY's slim models will be ready.
  - H2: Expansion into PCS markets to help improve both sales and earnings in prospect.
- Export
  - Q2 : Sales to LATAM and N. America to be principal revenue drivers.
  - H2: More carriers' business to secure in order to maintain growth target and profitability.
- Bring in 3G lineups to the market in H2.
- Share design development between domestic and export operation.
- Full-blown merger synergy starts from Q4.

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