

Investor Briefing

Earnings for Q3, 2023

2023. 11. 8.



SK telecom

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The presentation also includes estimated financial and operational results prepared under K-IFRS without external audit, and some numbers are subject to change after a full audit.

3Q23 Financial Results

Business Highlights

Road to Global AI Company

Shareholder Return

Appendix



3Q23 Financial Results

Consolidated

Continued YoY growth thanks to SKT's MNO revenue and SKB's B2B revenue growth

Consolidated Income Statement

(KRW bn)	3Q23	3Q22	YoY	2Q23	QoQ
Revenue	4,403	4,343	1.4%	4,306	2.2%
- SKT	3,148	3,123	0.8%	3,119	0.9%
- SKB	1,069	1,044	2.4%	1,068	0.1%
Operating expenses	3,905	3,878	0.7%	3,843	1.6%
Operating income	498	466	7.0%	463	7.5%
- SKT	407	389	4.7%	379	7.4%
- SKB	83	80	4.4%	83	0.6%
Net income	308	246	25.5%	348	△11.4%
EBITDA	1,426	1,399	1.9%	1,412	1.0%
CAPEX	448	458	△2.2%	826	△45.8%

Consolidated revenue of KRW 4.4tn, up 1.4% YoY

- SKT's MNO revenue growth thanks to roaming growth and SKB's B2B revenue growth with higher Data Center utilization
- Up 2.2% QoQ thanks to (1) normalization of MVNO market, and (2) PS&M revenue recovery with new handset releases

Consolidated operating income of KRW 498bn, up 7% YoY

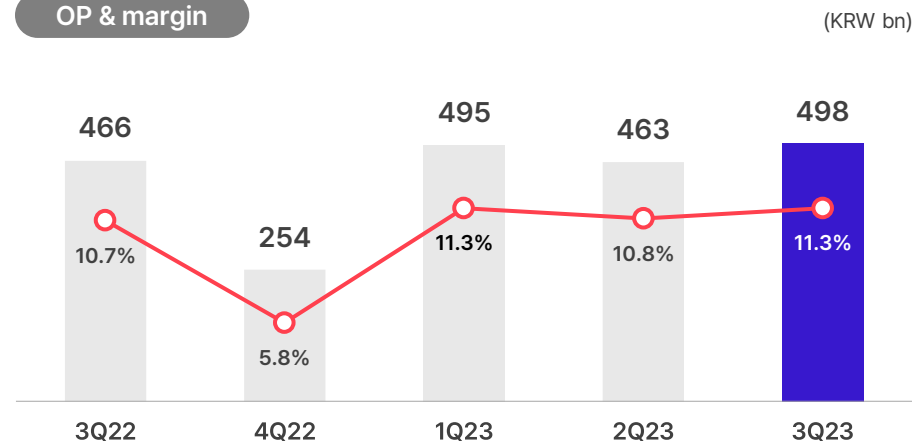
- Higher margin driven by revenue growth and cost efficiency of both SKT and SKB
- Up 7.5% QoQ thanks to reduced losses of PS&M with handset sales rebound and SK Stoa's operating profit achieved through cost efficiency

Consolidated net income of KRW 308.2bn, up 25.5% YoY

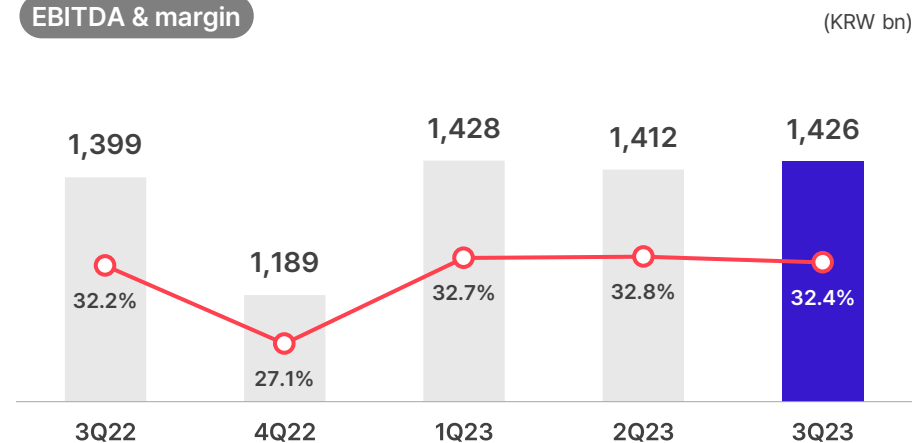
- Down 11.4% QoQ due to the base effect of non-operating income from investment in Joby

Key Metrics

OP & margin



EBITDA & margin



3Q23 Financial Results

Non-consolidated

Stable profitability backed by solid revenue and a downward trend of major expenses

Non-consolidated Income Statement

(KRW bn)	3Q23	3Q22	YoY	2Q23	QoQ
Revenue	3,148	3,123	0.8%	3,119	0.9%
- MNO	2,654	2,625	1.1%	2,618	1.4%
- Other	494	497	△0.6%	501	△1.4%
Operating expenses	2,741	2,734	0.3%	2,740	0.0%
- Marketing expense	749	762	△1.7%	754	△0.7%
- Depreciation ¹⁾	703	705	△0.4%	716	△1.8%
Operating income	407	389	4.7%	379	7.4%
Net income	250	305	△17.9%	273	△8.2%
EBITDA	1,110	1,094	1.4%	1,095	1.3%

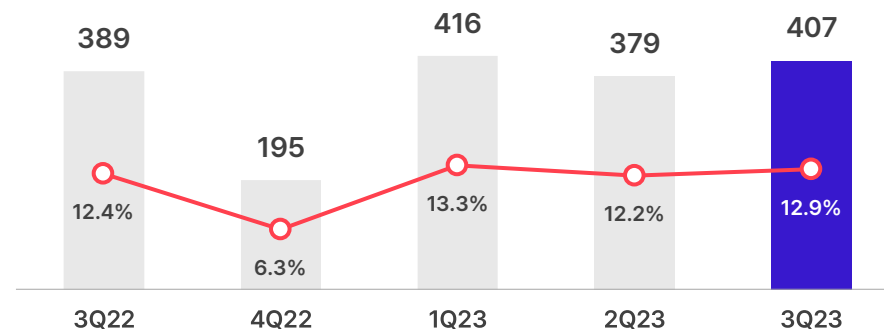
1) R&D related depreciation and amortization included

- **Non-consolidated revenue of KRW 3.15tn, up 0.8% YoY**
 - Solid revenue based on 5G subscribers and continued roaming revenue recovery
 - Ease of MVNO-related competition incurred in Q2
- **Non-consolidated operating income of KRW 407.1bn, up 4.7% YoY**
 - Continued downward trend of marketing expenses and depreciation
- **Non-consolidated net income of KRW 250.4bn, down 17.9%**
 - Base effect due to equity sales of Hana Card in Q3 2022 and Joby-related investment gains in Q2 2023

Key Metrics

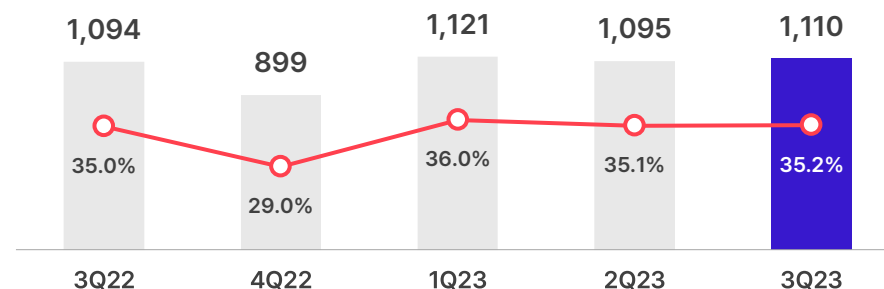
OP & margin

(KRW bn)



EBITDA & margin

(KRW bn)



3Q23 Financial Results

SK Broadband

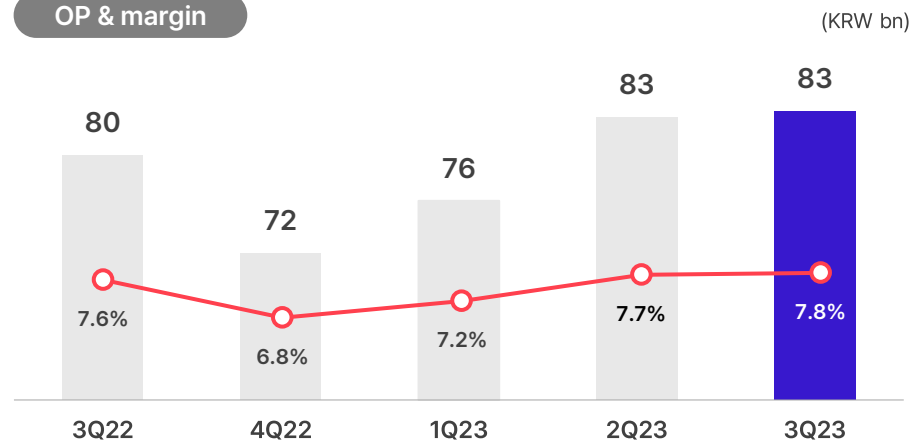
Top-line and bottom-line growth YoY driven by the growth in subscribers with higher ARPU for B2C business on top of continued growth of B2B business centered on Data Centers

Consolidated Income Statement

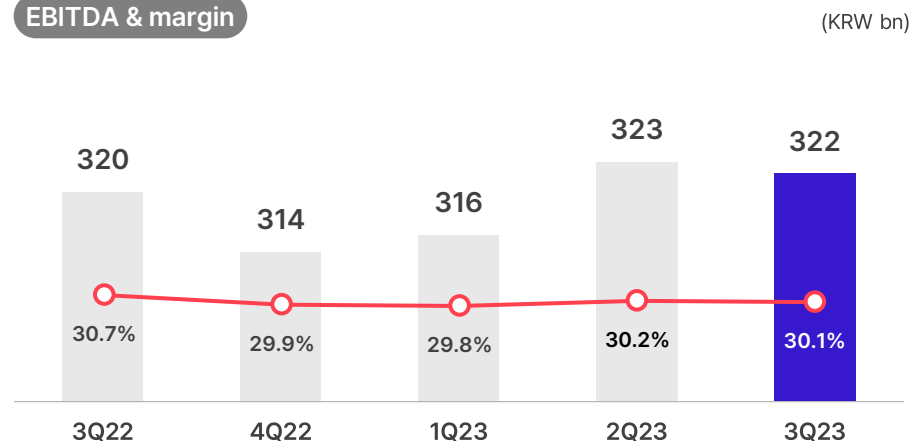
(KRW bn)	3Q23	3Q22	YoY	2Q23	QoQ
Revenue	1,069	1,044	2.4%	1,068	0.1%
- Pay tv	479	477	0.4%	474	1.0%
- Fixed line	268	259	3.3%	265	1.0%
- B2B biz.	322	308	4.7%	329	△2.0%
Operating expenses	986	965	2.2%	986	0.0%
Operating income	83	80	4.4%	83	0.6%
Net income	58	55	4.4%	58	△0.5%
EBITDA	322	320	0.6%	323	△0.3%

Key Metrics

OP & margin



EBITDA & margin



- **SKB consolidated revenue of KRW 1.07tn, up 2.4% YoY**
 - Continued subscriber growth with No. 1 in net adds M/S for IPTV
 - B2B revenue growth sustained thanks to Data Centers
- **SKB consolidated operating income of KRW 83.2bn, up 4.4% YoY**
 - Steady increase in operating income thanks to top-line and bottom-line growth driven by high-tier subscriber growth
- **SKB consolidated net income of KRW 57.8bn, up 4.4% YoY**
 - Net income growth thanks to operating income growth

3Q23 Financial Results

Business Highlights

Road to Global AI Company

Shareholder Return

Appendix



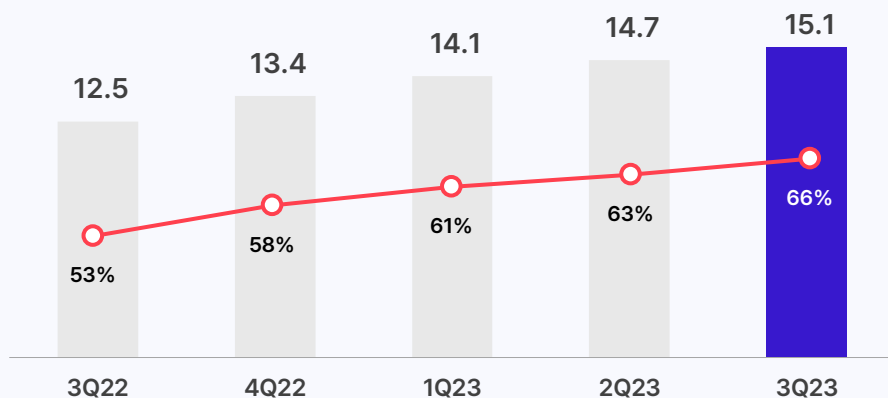
Business Highlights

Fixed & Mobile

5G subscribers and portion

(million)

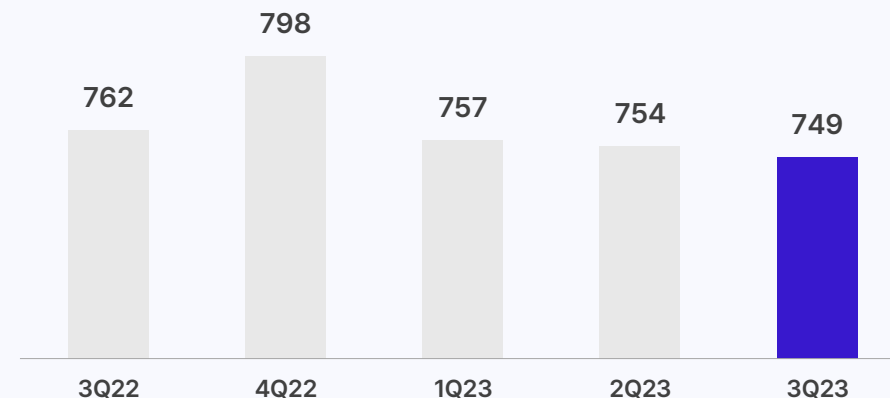
Slower but continued subscriber growth as 5G market matures



Marketing expense

(KRW bn)

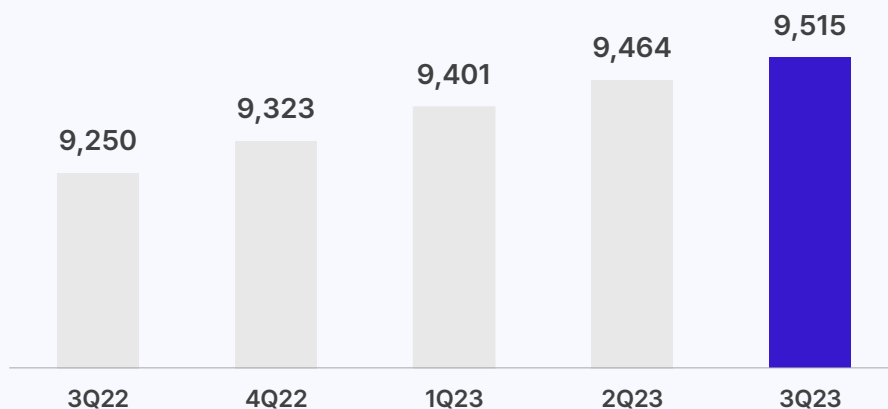
YoY and QoQ decline to maintain a stable trend



Pay tv subscribers (IPTV + CATV)

(1,000)

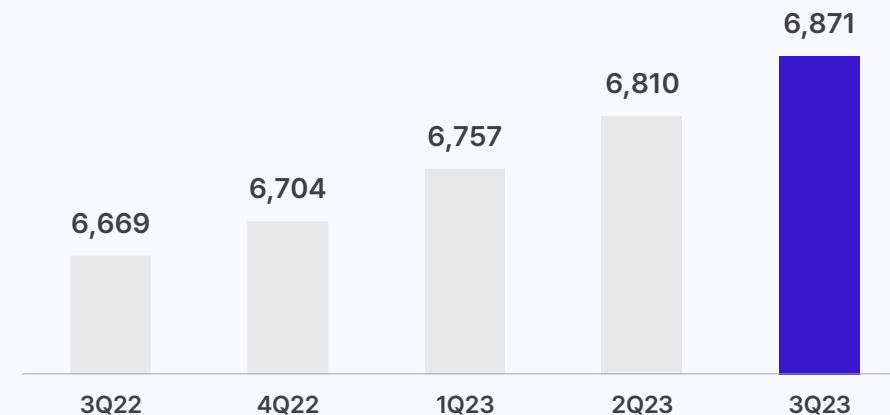
No. 1 in IPTV net adds M/S in Q3 with 9.52 million subscribers



Broadband subscribers

(1,000)

No. 2 in broadband subscriber net adds M/S in Q3 with 6.87 million subscribers

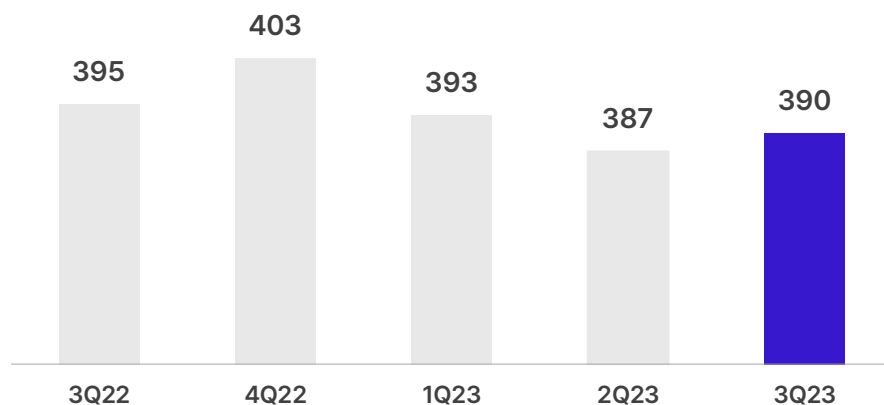


Business Highlights

Media

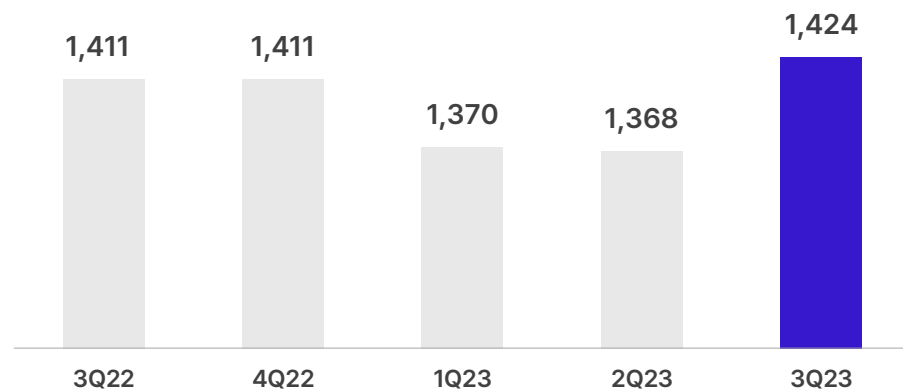
Media revenue

(KRW bn)



PPM¹⁾ subscribers

(1,000)

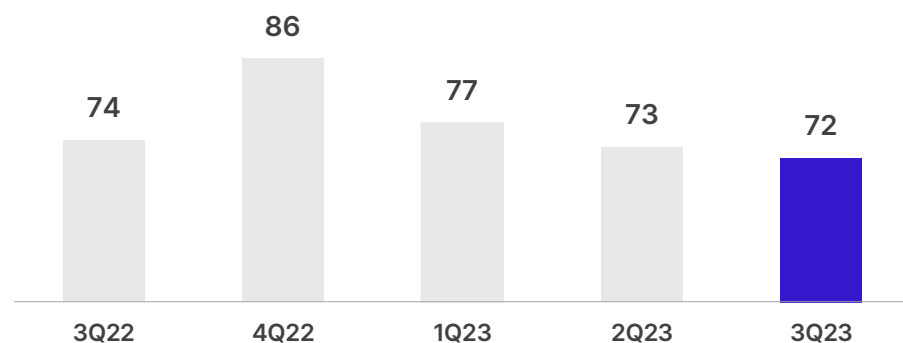


1) Pay Per Month

- **Media revenue of KRW 390.2bn, down 1.4% YoY**
 - Up 1% QoQ thanks to PPC revenue recovery despite lower earnings due to the recession across the media industry
- **PPM subscribers grew 0.9% YoY thanks to improved content supply and efforts to acquire new subscribers**
 - YoY subscriber growth by ramping up content marketing and curation based on the increased supply of box office hits
- **SK Stoa revenue of KRW 71.5bn, down 3.5% YoY**
 - Operating profit achieved through cost saving and product portfolio restructuring centered on high-margin items despite the commerce industry-wide recession

SK Stoa revenue

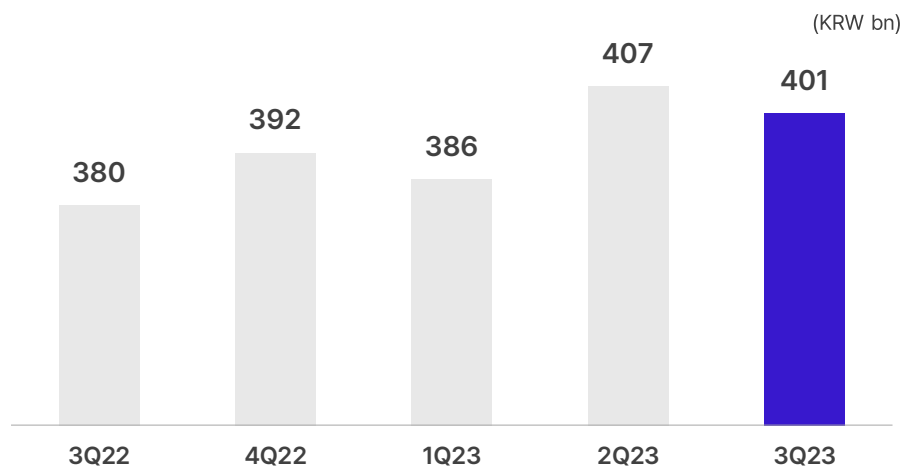
(KRW bn)



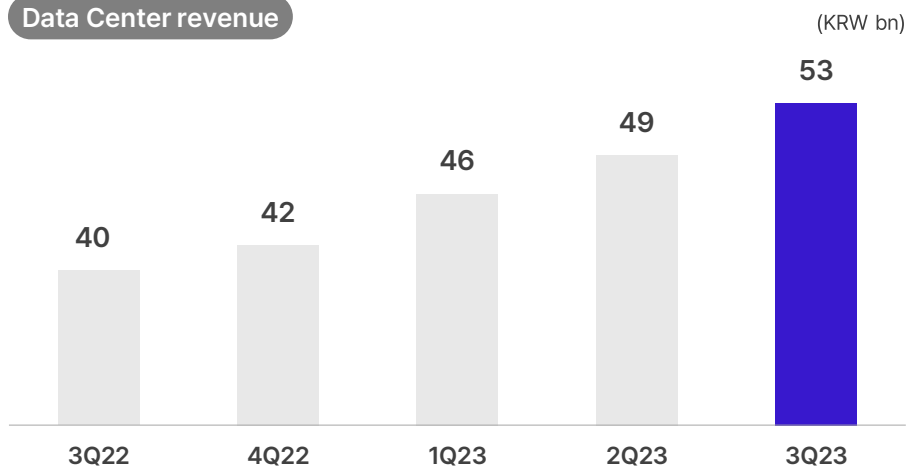
Business Highlights

Enterprise

Enterprise revenue

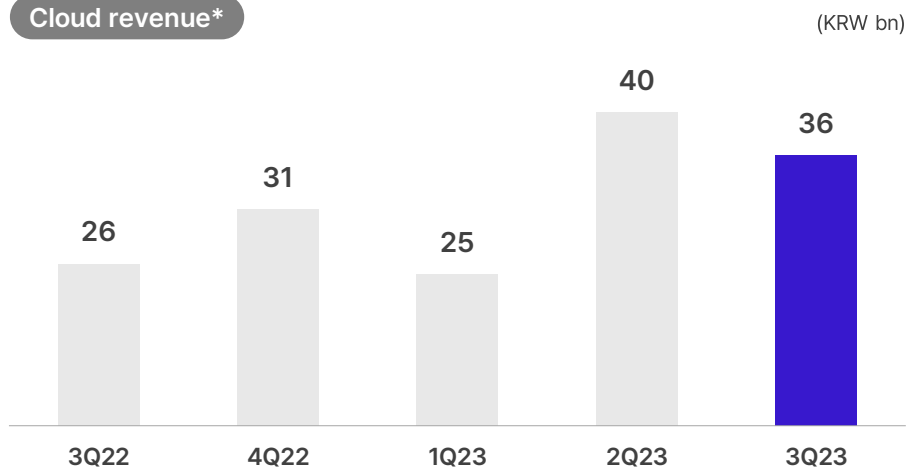


Data Center revenue



- **Enterprise revenue of KRW 400.6bn, up 5.8% YoY**
 - Continued scale-up on the back of Data Center capacity growth through higher utilization and increase in Cloud orders
- **Data Center revenue of KRW 53.4bn, up 32.5% YoY**
 - Continued YoY revenue growth thanks to sustained increase in the utilization of new Data Centers
- **Cloud revenue of KRW 36.2bn, up 38.7% YoY**
 - Share of recurring MSP revenue surpassing 90% for six consecutive quarters to be a stable business model

Cloud revenue*

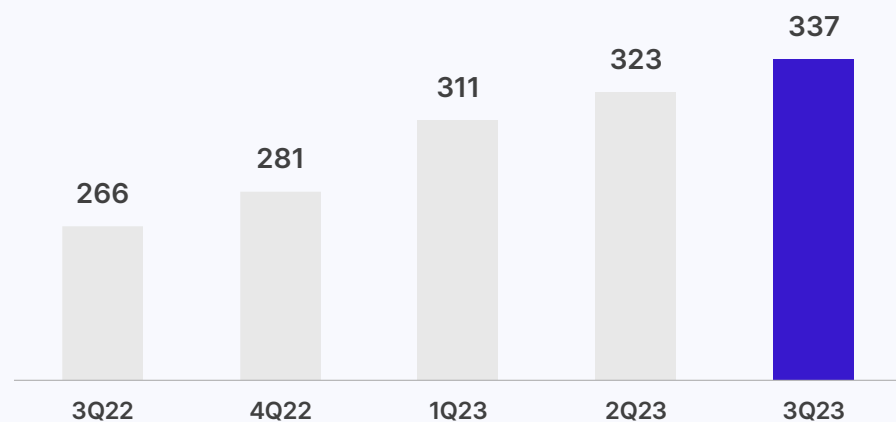


*Cloud revenue adjusted with Enterprise business re-organization

Subscription GMV

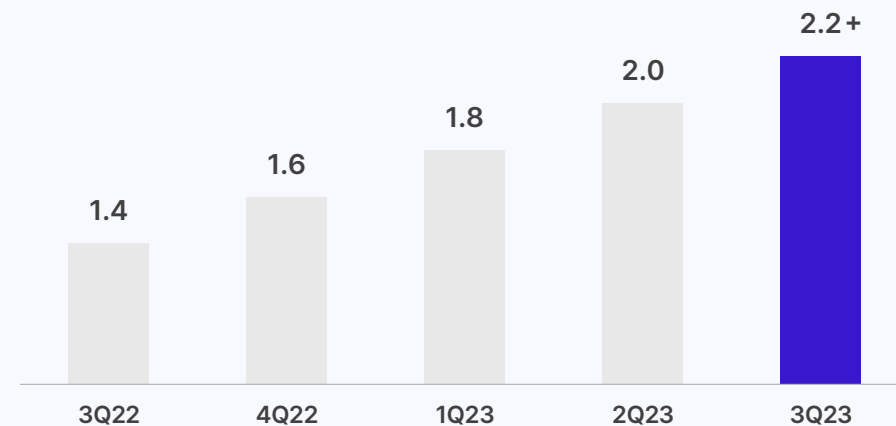
(KRW bn)

* Recalculated due to changes in GMV basis and addition of businesses



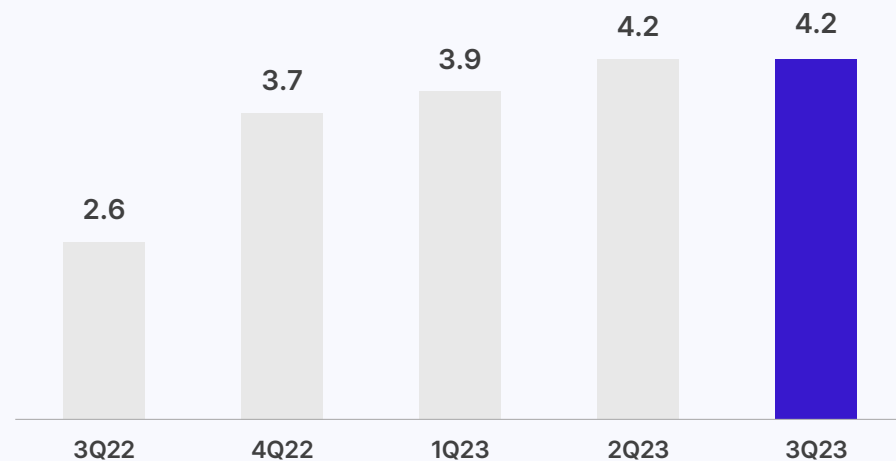
Subscription subscribers (T universe)

(million)



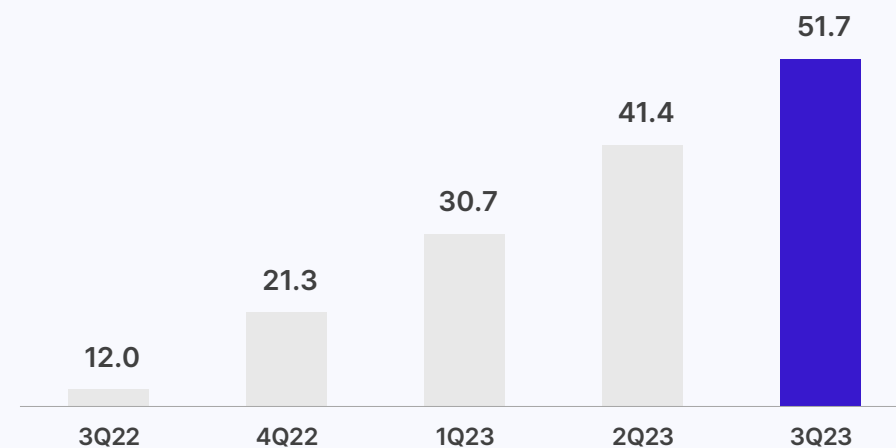
ifland MAU

(million)



ifland cumulative downloads

(million)

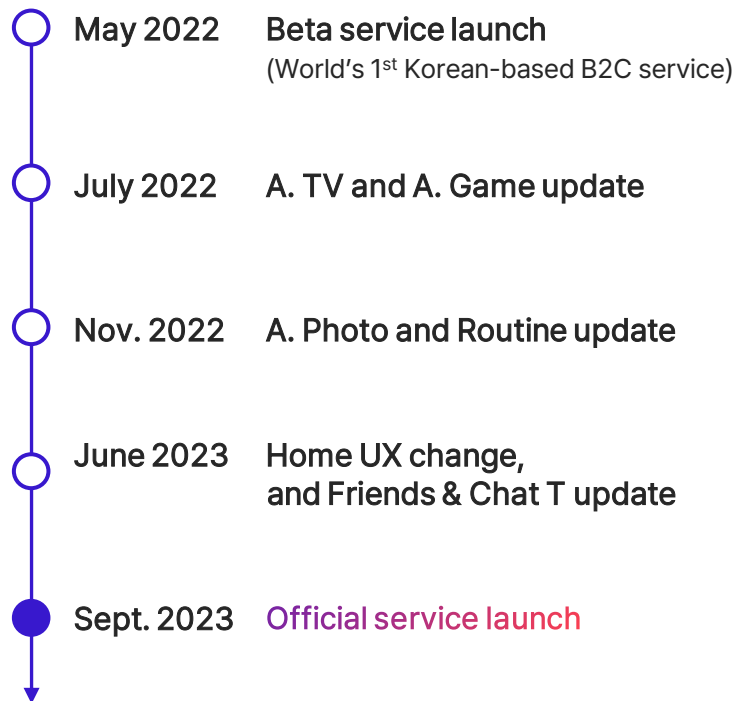


Business Highlights

Official launch of A. service

Official launch of A.(A dot) to utilize communication AI for innovation and gain leadership in the AI service market by evolving into a personal AI assistant that offers AI services in customers' daily lives

History



Killer services

1 AI Communication service

- Innovative user experience before, during and after a phone call, including a call summary and real-time interpretation during a call
- Differentiated experience for our MNO customers with call recording and summary service for i-Phone

2 AI Life Assistant service

- Personalized recommendations for daily life and expanded connections among services
- AI-supported daily life services, including AI sleep care, AI securities & news, AI motion profile, and AI music

3 AI Conversation service

- **Main Agent**: A.'s main agent that recommends content and carries out tasks based on conversation
- **Chat T**: provides informative content by using ChatGPT / GPT4.0
- **Friends**: capable of emotional conversations using an empathetic agent developed together with Scatter Lab



Business Highlights

ifland economic system

Introduce virtual currency that can be purchased via in-app transactions to promote creation and consumption of quality content and accelerate user acquisition

Overview of the ifland economic system

1 Content marketplace

- Trade valued items such as avatar costumes and space decoration items, motion items, volumetric items, and NFT items
- Trade items created at ifland studio

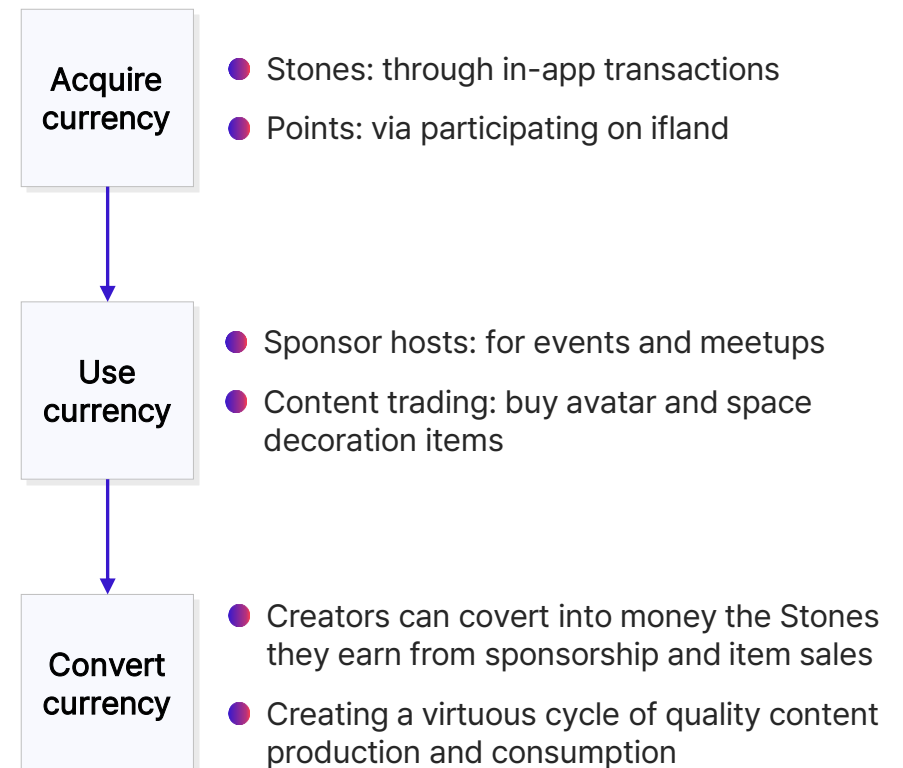
2 Payment system (in-app transactions)

- Buy a virtual currency named 'Stone' through in-app purchases at the app store
- Use Stones to buy premium items and sponsor hosts

3 Web3 wallet

- NFT items launched by linking to the NFT marketplace 'TopPort'
- Buy NFT items to decorate ifhomes or avatars

How the economic system works



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Shareholder return

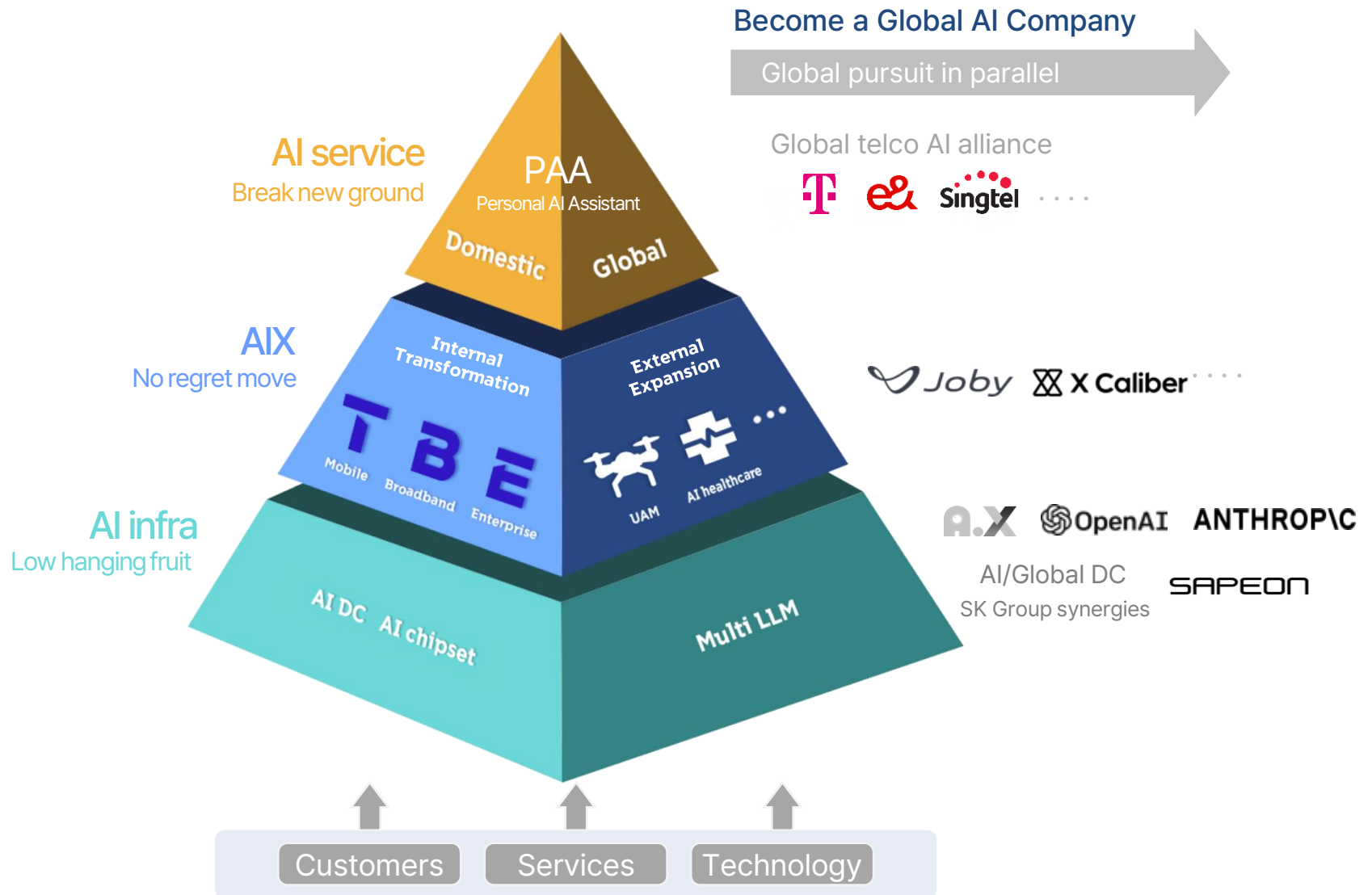
Appendix



Road to Global AI Company

AI Pyramid

Aim to become a global AI company through the AI Pyramid strategy in three key areas including AI infrastructure, AIX (AI transformation), and AI service



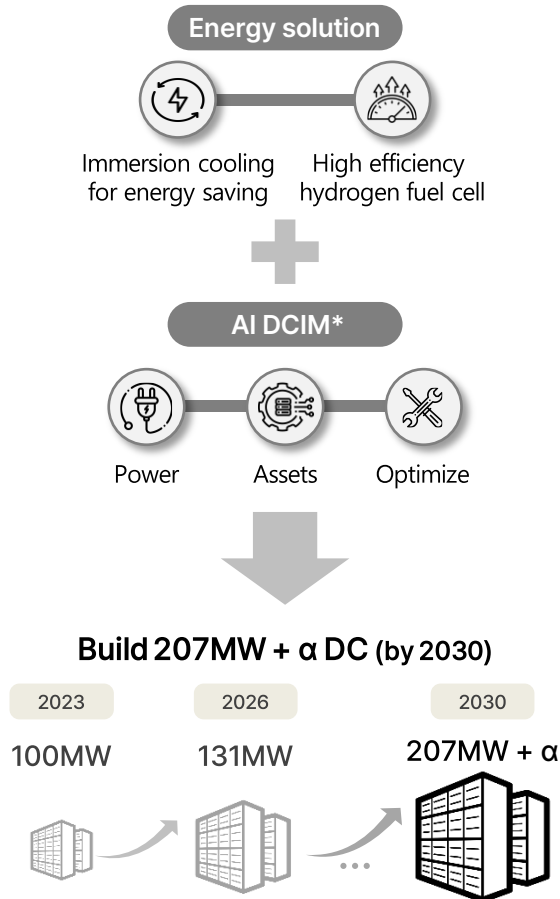
Road to Global AI Company

AI Infrastructure

Plan to secure and advance infrastructure capabilities that support an AI Company, including AI Data Centers, AI Semiconductors, and Multi-LLMs

AI Data Center

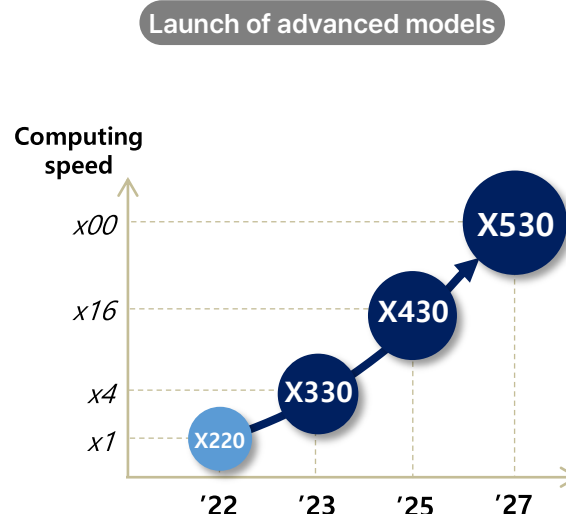
Clean energy solutions and DC management through AI



*AI DCIM: Data Center Infrastructure Management that uses AI to gather, monitor and analyze Data Center information

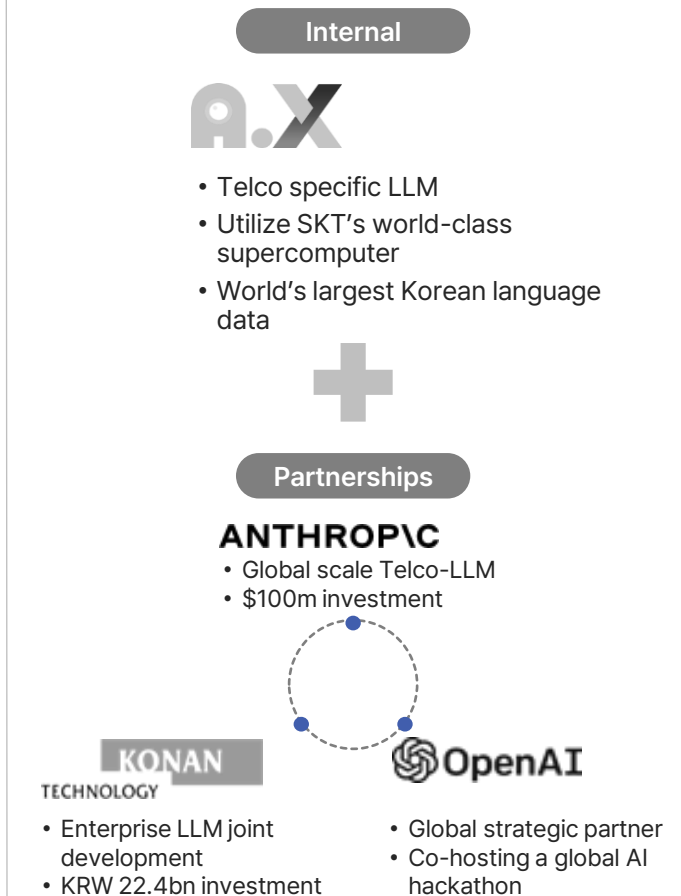
AI Semiconductor

Use AI chips by Sapeon, our subsidiary



Multi-LLM

Develop multi-LLM through internal R&D and external partnerships



Road to Global AI Company

AIX

Internal AIX aims to use AI to innovate customer experience and boost productivity in mobile, broadband and enterprise business while External AIX aims to use AI technology to expand into related areas including mobility and healthcare

Internal AIX (T/B/E)

T

(Mobile)

- AI marketing to save cost and enhance efficiency
- AICC to improve contact center operation and save cost
- AI-based network construction through frequency optimization and use of slimer equipment, as well as maintenance optimization based on AI

B

(Broadband)

- Personalized curation through user identification
- AI home operated by conversing with AI assistant
- Seamless AI shopping and use of AI to generate new content offerings such as English learning for kids and content for seniors

E

(Enterprise)

- Build customized LLMs for clients by applying client data to our multi-LLM
- Packaged offerings of our LLM and solutions (chatbot, call-bot, etc.)
- Offer diverse LLMs and solutions in the marketplace for user convenience

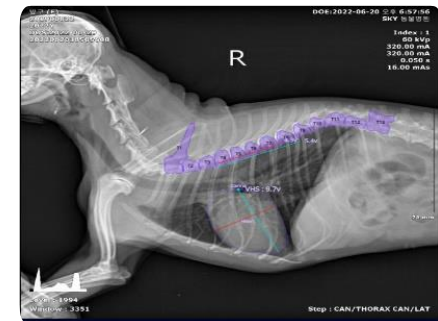
External AIX

Mobility
(UAM)

- Ability to select best sites and manage routes and traffic using Korea's best location data and AI analytics
- Secured world-class aircrafts with USD 100m investment in Joby Aviation
- Aim for commercial UAM service at 2025-end through a consortium with leading Korean players

Health
care

- Use of X-caliber, a vision AI based image diagnosis solution, for quick and accurate veterinary diagnosis



- Already in use by over 300 veterinary clinics in Korea and references being expanded to domestic and overseas clinics as well as insurers

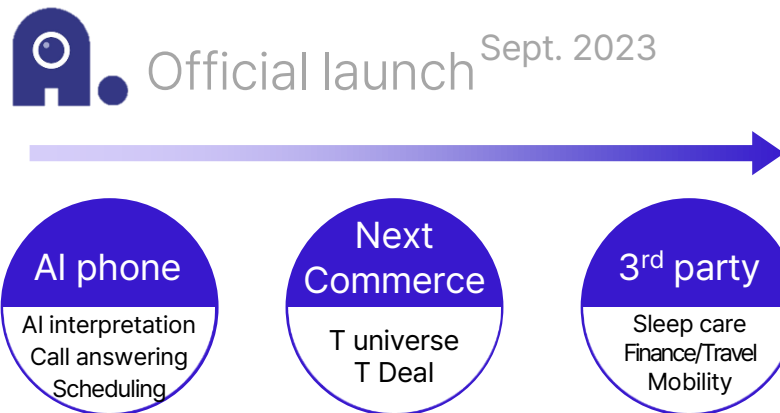
Road to Global AI Company

AI Service

Boost customer engagement with a world-class personal AI assistant and secure economies of scale and global coverage through an alliance with global telcos

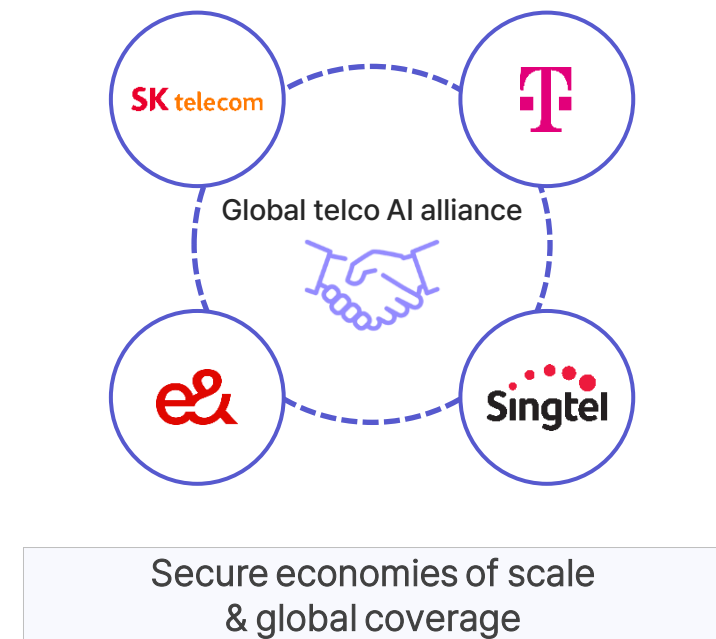
Internal capability (A.)

- Korea's first conversational AI assistant for which additional services have been added since the beta launch in May 2022
- Started with SKT services, now it's offering personalized customer experience through diverse 3rd party plug-ins



Cooperation (Global Personal AI Assistant)

- Global expansion of domestically proven services
- Offer white-label services based on large customer data and telco PoC



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Road to Global AI Company

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Shareholder Return

Q3 DPS determined at KRW 830 and approximately 49% of the treasury shares, with a total value of KRW 300bn, have been purchased according to the previously announced plan as of the trading day on October 30, 2023

Share buy-back and cancellation plan

- Share buy-back amount: KRW 300bn
- Trust contract period: July 27, 2023 – January 26, 2024
- Cancellation: KRW 200bn (Date: February 5, 2024)

Progress in share buy-back

- Progress to date (As of October 30, 2023)
 - Shares purchased: 3,023,410 shares (1.4% of the total shares outstanding)
 - Amount: KRW 146.8bn

Recent dividend trend

Category	2020	2021	2022					2023		
			1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q
Total dividend (KRW bn)	715.1	717.0	180.9	181.0	181.0	181.0	723.8	181.3	181.3	179.6
DPS ¹⁾ (KRW)	2,000	3,295 ²⁾	830	830	830	830	3,320	830	830	830
Dividend yield ³⁾	4.1%	5.7%	1.4%	1.5%	1.6%	1.7%	6.8%	1.7%	1.7%	1.6%

1) Based on the number of shares after stock split (5:1)

2) Total dividend payouts for 2021 divided by the total outstanding shares as of the end of 2021

3) Dividend yield is the ratio between the DPS and the arithmetic mean of the stock prices for one week that ends two trading days before the dividend record date

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Consolidated Income Statement

(KRW bn)	1Q22	2Q22	3Q22	4Q22	'22년	1Q23	2Q23	3Q23
Operating revenue	4,277.2	4,289.9	4,343.4	4,394.5	17,305.0	4,372.2	4,306.4	4,402.6
Operating expenses	3,844.8	3,830.3	3,877.9	4,140.0	15,692.9	3,877.4	3,843.0	3,904.6
Labor cost	637.1	593.2	581.5	638.0	2,449.8	617.6	590.8	614.2
Commissions paid	1,310.2	1,370.9	1,384.6	1,453.0	5,518.8	1,356.2	1,352.3	1,381.1
Advertising	49.2	54.9	53.6	94.7	252.4	43.6	49.2	51.5
Depreciation ¹⁾	946.3	940.7	933.5	934.8	3,755.3	933.3	948.8	927.7
Network interconnection	189.4	185.3	180.0	160.6	715.3	172.5	167.2	160.9
Leased line and frequency usage fees	67.6	61.1	68.9	70.8	268.4	72.0	66.9	67.4
Cost of goods sold	307.6	267.7	304.7	388.1	1,268.1	314.2	277.3	302.5
Others	337.3	356.6	371.0	399.9	1,464.8	368.1	390.5	399.3
Operating income	432.4	459.6	465.6	254.5	1,612.1	494.8	463.4	498.0
EBITDA	1,378.7	1,400.3	1,399.1	1,189.3	5,367.4	1,428.1	1,412.2	1,425.7
EBITDA margin	32.2%	32.6%	32.2%	27.1%	31.0%	32.7%	32.8%	32.4%
Net profit or loss from non-operating items	(105.4)	(56.8)	(103.2)	(110.5)	(375.9)	(73.9)	(13.6)	(97.9)
Equity gains or losses	(38.4)	13.6	(51.0)	(5.8)	(81.7)	0.8	8.9	(3.2)
Income from continuing operations before tax	327.0	402.8	362.4	144.0	1,236.2	420.9	449.8	400.0
Income from spun-off operations	220.3	258.1	245.6	223.7	947.8	302.5	347.8	308.2
Consolidated net income	211.3	253.9	234.6	212.7	912.4	290.5	329.2	297.9
Majority interests	9.1	4.3	11.0	11.1	35.4	12.0	18.6	10.3
Minority interests	953	1,147	1,059	959	4,118	1,314	1,490	1,346

1) Depreciation and amortization includes R&D related depreciation

Consolidated Balance Sheet

(KRW bn)	3-31-22	6-30-22	9-30-22	12-31-22	3-31-23	6-30-23	9-30-23
Total assets	30,574.7	30,648.4	30,529.8	31,308.2	30,539.6	30,305.6	29,879.3
Current assets	6,544.8	7,061.2	7,318.7	7,219.2	7,011.5	6,706.0	6,614.6
Cash and short-term financial instruments ¹⁾	1,386.2	1,841.5	1,839.0	2,119.5	1,918.2	1,908.2	1,595.2
Accounts receivable	2,602.3	2,593.5	2,652.5	2,450.4	2,368.3	2,273.4	2,528.6
Other current assets	2,556.3	2,626.3	2,827.2	2,649.3	2,725.0	2,524.4	2,490.8
Non-current assets	24,029.8	23,587.2	23,211.1	24,089.0	23,528.1	23,599.6	23,264.7
PP&E and intangible assets	18,330.4	18,269.4	17,882.1	18,747.5	18,100.6	18,057.4	17,626.0
Investment assets	3,855.3	3,541.5	3,472.1	3,300.4	3,433.6	3,528.6	3,605.7
Other non-current assets	1,844.1	1,776.4	1,856.9	2,041.1	1,993.8	2,013.6	2,033.0
Total liabilities	18,305.2	18,501.8	18,232.7	19,153.0	18,222.8	17,911.9	17,507.7
Current liabilities	6,935.3	7,575.9	7,429.0	8,046.5	7,202.9	6,659.2	6,526.2
Short-term borrowings	168.0	13.0	13.0	143.0	13.0	13.0	13.0
Accounts payable	2,157.7	2,010.1	1,520.5	2,517.2	1,788.8	1,713.2	1,758.7
Other current liabilities	4,609.6	5,552.9	5,895.5	5,386.4	5,401.1	4,933.0	4,754.5
Non-current liabilities	11,369.9	10,925.8	10,803.7	11,106.5	11,019.9	11,252.7	10,981.5
Bonds payable & long-term borrowings	7,423.2	7,064.7	7,015.2	7,192.2	7,391.6	7,667.7	7,490.2
Deferred tax liabilities	978.7	862.8	849.7	763.8	842.0	825.2	794.8
Other non-current liabilities	2,968.0	2,998.3	2,938.8	3,150.5	2,786.3	2,759.8	2,696.6
Total shareholders' Equity	12,269.5	12,146.6	12,297.1	12,155.2	12,316.7	12,393.7	12,371.5
Common stock and additional paid in capital	(11,529.5)	(11,519.0)	(11,507.7)	(11,536.6)	(11,515.1)	(11,515.1)	(11,618.1)
Retained earnings	22,297.1	22,376.7	22,457.0	22,463.7	22,549.8	22,712.1	22,828.6
Other comprehensive income/loss	738.0	500.5	556.0	391.2	488.4	388.2	339.1
Minority interests	763.9	788.3	791.8	836.9	793.7	808.5	821.9

1) Includes cash & cash equivalents and short-term financial instruments

Appendix

Financial Statements - Non-consolidated

Non-consolidated Income Statement

(KRW bn)	1Q22	2Q22	3Q22	4Q22	2022	1Q23	2Q23	3Q23
Operating revenue	3,077.4	3,118.2	3,122.6	3,096.3	12,414.6	3,117.3	3,119.2	3,148.4
Mobile service revenue	2,587.1	2,615.8	2,625.4	2,634.4	10,462.7	2,627.0	2,617.9	2,654.1
Interconnection	132.4	129.3	125.1	98.7	485.5	115.4	111.5	107.0
Others	357.9	373.1	372.2	363.2	1,466.4	374.9	389.8	387.3
Operating expenses	2,720.5	2,737.3	2,733.9	2,901.7	11,093.5	2,701.6	2,740.1	2,741.3
Labor cost	291.9	237.7	214.7	248.7	993.0	233.1	216.4	229.0
Commissions paid	1,154.7	1,177.6	1,193.4	1,266.4	4,792.1	1,179.4	1,197.9	1,191.3
Marketing commissions	727.7	723.5	731.1	719.1	2,901.4	729.6	718.0	713.5
Other commissions	427.0	454.1	462.3	547.3	1,890.7	449.8	479.9	477.8
Advertising	16.9	34.9	30.6	78.9	161.3	27.0	35.9	35.2
Depreciation ¹⁾	713.3	704.5	705.2	704.6	2,827.6	705.0	715.9	702.6
Network interconnection	144.0	140.4	134.2	114.0	532.6	124.8	119.0	115.0
Leased line	20.5	21.2	22.3	23.2	87.3	24.7	20.1	20.3
Frequency usage fees	25.3	25.8	26.3	26.4	103.9	26.3	25.8	25.0
Others	353.7	395.1	407.3	439.6	1,595.6	381.3	409.2	422.8
Operating income	356.9	380.9	388.7	194.6	1,321.1	415.7	379.1	407.1
EBITDA	1,070.3	1,085.4	1,093.9	899.2	4,148.7	1,120.7	1,095.0	1,109.7
EBITDA margin	34.8%	34.8%	35.0%	29.0%	33.4%	36.0%	35.1%	35.2%
Net profit or loss from non-operating items	(18.3)	(52.5)	44.0	(148.1)	(174.9)	85.9	(16.5)	(79.6)
Income from continuing operations before tax	338.6	328.4	432.7	46.6	1,146.3	501.6	362.6	327.5
Net income	252.0	224.5	305.1	87.9	869.5	422.2	272.8	250.4

1) Depreciation and amortization includes R&D related depreciation

Non-consolidated Balance Sheet

(KRW bn)	3-31-22	6-30-22	9-30-22	12-31-22	3-31-23	6-30-23	9-30-23
Total assets	26,090.8	25,874.8	25,601.1	26,432.1	25,589.6	24,989.6	24,859.5
Current assets	4,767.3	5,056.4	5,189.1	5,498.5	5,118.4	4,563.5	4,737.6
Cash and short-term financial instruments ¹⁾	503.3	740.7	764.5	1,387.3	872.7	749.2	685.3
Accounts receivable	2,106.7	2,048.0	2,071.1	1,852.7	1,971.5	1,729.8	1,954.3
Other current assets	2,157.3	2,267.7	2,353.5	2,258.4	2,274.2	2,084.5	2,098.0
Non-current assets	21,323.5	20,818.5	20,412.0	20,933.7	20,471.2	20,426.1	20,121.8
PP&E and intangible assets	13,427.7	13,413.8	13,030.0	13,519.3	12,982.2	12,825.7	12,454.4
Investment assets	6,315.5	5,924.7	5,785.3	5,777.3	5,863.6	5,980.8	6,035.6
Other non-current assets	1,580.2	1,480.0	1,596.7	1,637.0	1,625.3	1,619.6	1,631.8
Total liabilities	15,309.5	15,367.1	15,085.4	16,048.7	14,900.5	14,304.2	14,287.0
Current liabilities	5,570.8	6,031.8	5,438.1	6,236.1	5,283.2	4,909.0	5,018.4
Accounts payable	1,845.8	2,025.2	1,364.6	2,414.1	1,498.0	1,661.1	1,700.3
Other current liabilities	3,725.1	4,006.6	4,073.5	3,822.0	3,785.2	3,247.9	3,318.1
Non-current liabilities	9,738.6	9,335.3	9,647.2	9,812.6	9,617.3	9,395.2	9,268.7
Bonds payable & long-term borrowings	6,097.0	5,819.5	6,162.8	6,345.9	6,461.2	6,307.2	6,260.7
Long-term payables	1,223.8	1,229.0	1,234.2	1,239.5	881.6	885.2	888.9
Other non-current liabilities	2,417.8	2,286.9	2,250.3	2,227.3	2,274.5	2,202.7	2,119.1
Total shareholders' equity	10,781.3	10,507.7	10,515.8	10,383.4	10,689.1	10,685.4	10,572.5
Common stock and additional paid in capital	(4,468.6)	(4,474.4)	(4,473.0)	(4,476.2)	(4,456.2)	(4,456.2)	(4,556.5)
Retained earnings	14,672.3	14,717.1	14,839.6	14,691.5	14,921.3	15,022.6	15,092.1
Other comprehensive income/loss	577.7	265.1	149.2	168.1	224.0	119.0	36.9

1) Includes cash & cash equivalents and short-term financial instruments

Consolidated Income Statement

(KRW bn)	1Q22	2Q22	3Q22	4Q22	'22년	1Q23	2Q23	3Q23
Operating revenue	1,026.0	1,032.8	1,044.2	1,053.3	4,156.3	1,061.5	1,068.3	1,069.2
Operating expenses	949.9	954.6	964.5	981.5	3,850.6	985.3	985.6	986.0
Labor cost	144.0	145.8	151.0	156.3	596.9	160.6	158.1	164.6
Marketing expense	93.2	91.1	88.8	86.2	359.3	90.0	89.9	92.6
Commissions paid	285.7	290.6	290.9	297.2	1,164.7	284.4	286.4	294.3
Interconnection	30.9	30.5	30.1	29.8	121.2	31.4	30.5	28.3
NW lease expense	30.4	31.8	33.4	34.5	130.0	34.3	34.5	34.9
Others	120.7	122.9	129.9	134.9	508.3	144.5	145.8	132.4
Depreciation	245.1	241.9	240.5	242.6	970.2	240.0	240.4	239.0
Operating income	76.1	78.2	79.7	71.8	305.7	76.1	82.7	83.2
EBITDA	321.2	320.1	320.2	314.4	1,275.9	316.1	323.1	322.2
EBITDA margin	31.3%	31.0%	30.7%	29.9%	30.7%	29.8%	30.2%	30.1%
Non-operating income	(8.8)	(5.4)	(6.2)	(4.9)	(25.3)	(9.4)	(12.0)	(10.0)
Income before tax	67.3	72.7	73.5	66.9	280.4	66.7	70.7	73.2
Net income	50.9	52.9	55.4	58.0	217.3	50.6	58.1	57.8

Consolidated Balance Sheet

(KRW bn)	3-31-22	6-30-22	9-30-22	12-31-22	3-31-23	6-30-23	9-30-23
Assets	5,931.6	6,103.6	6,120.9	6,293.9	6,448.2	6,657.9	6,317.3
Current assets	1,322.7	1,530.2	1,605.1	1,348.3	1,614.8	1,707.4	1,385.4
Cash & cash equivalents	436.7	649.4	583.6	368.0	651.9	563.2	380.8
Short-term financial instruments	10.5	20.5	39.1	10.3	10.9	167.6	46.1
Inventories	22.3	24.8	24.9	20.8	17.6	11.9	16.4
Other current assets	853.1	835.5	957.5	949.2	934.3	964.8	942.2
Non-current assets	4,608.9	4,573.4	4,515.9	4,945.6	4,833.4	4,950.5	4,931.9
Tangible assets	3,013.8	2,976.2	2,975.1	3,116.4	3,000.0	3,139.0	3,145.5
Real estate investments	8.4	8.4	8.3	29.3	29.3	28.1	26.3
Other intangible assets	765.7	745.1	728.3	740.7	727.4	705.9	691.8
Other non-current assets	820.9	843.8	804.1	1,059.2	1,076.7	1,077.5	1,068.3
Liabilities	3,022.7	3,139.1	3,072.9	3,173.5	3,484.4	3,631.9	3,235.6
Current liabilities	1,243.1	1,439.1	1,790.8	1,707.8	1,926.5	1,669.9	1,419.0
Accounts payable	639.1	742.1	775.6	849.1	962.5	849.7	803.9
Short-term borrowings and notes payable	334.2	431.0	777.5	614.5	672.5	572.4	375.4
Other current liabilities	269.9	265.9	237.7	244.3	291.6	247.9	239.7
Non-current liabilities	1,779.6	1,700.0	1,282.1	1,465.6	1,557.9	1,962.0	1,816.6
Long-term trade payables	3.8	3.8	0.9	0.0	0.1	0.1	2.8
Long-term borrowings and notes payable	1,326.3	1,245.2	852.4	846.3	922.5	1,308.0	1,165.0
Other non-current liabilities	449.5	451.0	428.9	619.3	635.3	653.9	648.9
Equity	2,908.9	2,964.6	3,048.0	3,120.5	2,963.8	3,026.1	3,018.8
Common stock	2,007.3	2,007.3	2,007.3	2,010.2	2,010.2	2,010.2	2,010.2
Additional paid in capital	645.7	645.6	645.7	657.7	657.7	657.7	657.7
Retained earnings	253.7	308.3	395.6	454.5	299.7	359.3	419.3
Other comprehensive income/loss	2.2	3.4	(0.6)	(2.0)	(3.9)	(1.1)	(5.5)

Subscribers

(Thousands)	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	YoY	QoQ
SKT											
MNO Subscribers ¹⁾	29,422	29,696	29,832	30,250	30,440	30,452	30,552	31,159	31,168	2.4%	0.0%
Net adds	39	274	136	418	190	12	100	607	9	△95.2%	△98.5%
Activations	788	1,057	837	1,076	914	660	757	1,290	841	△8.0%	△34.8%
Deactivations	750	782	701	658	724	648	657	683	832	14.9%	21.8%
Monthly Churn	0.8%	0.9%	0.8%	0.7%	0.8%	0.7%	0.7%	0.7%	0.9%	0.1%p	0.2%p
Handset subs	23,906	23,750	23,678	23,587	23,402	23,278	23,275	23,205	23,095	△1.3%	△0.5%
LTE subs	19,644	18,782	17,981	17,645	17,201	16,367	15,750	15,871	15,450	△10.2%	△2.7%
5G subs	8,650	9,874	10,879	11,682	12,468	13,393	14,148	14,673	15,146	21.5%	3.2%
Total Mobile Subs ²⁾	31,595	31,884	32,129	32,559	32,831	32,836	33,010	33,723	33,657	2.5%	△0.2%
SKB											
Pay TV Subscribers	8,913	9,000	9,094	9,167	9,250	9,323	9,401	9,464	9,515	2.9%	0.5%
IPTV subs	6,035	6,137	6,246	6,328	6,416	6,504	6,592	6,648	6,695	4.4%	0.7%
CATV subs	2,878	2,863	2,848	2,839	2,834	2,819	2,809	2,815	2,820	△0.5%	0.2%
High speed internet	6,560	6,580	6,608	6,633	6,669	6,704	6,757	6,810	6,871	2.7%	0.9%
CAPEX (KRW bn)											
SKT+SKB	509	1,423	279	806	458	1,492	212	826	448	△2.1%	△45.7%

1) Excludes MVNO & other connections

2) Includes MVNO connections, excludes other connections

ARPU

(KRW)	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	YoY	QoQ
ARPU ¹⁾	30,670	30,740	30,401	30,656	30,633	30,495	30,101	29,920	29,913	△2.3%	0.0%
ARPU including MVNO	28,600	28,820	28,492	28,706	28,636	28,495	28,120	27,683	27,977	△2.3%	1.1%

1) Calculation of SKT MNO revenue (2G/3G/LTE/5G and IoT): Includes revenue from voice/data service (excludes activation fees and interconnection revenue), and revenue from additional service, Reflected revenue discount (discounts from contract and product bundling), Excludes MVNO related revenue

Calculation of SKT mobile subscribers (2G/3G/LTE/5G and IoT): Based on MSIT subscriber statistics (average number of billed connections for the quarter)

SK telecom