

SK telecom



Investor Briefing

Earnings for Q1, 2024

2024. 5. 8.

Disclaimer

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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.

1Q24 Financial Results

Business Highlights

Shareholder Return

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1Q24 Financial Results

| Consolidated

Continued growth of B2B revenue with stable Fixed & Mobile business and sustained cost stabilization trend

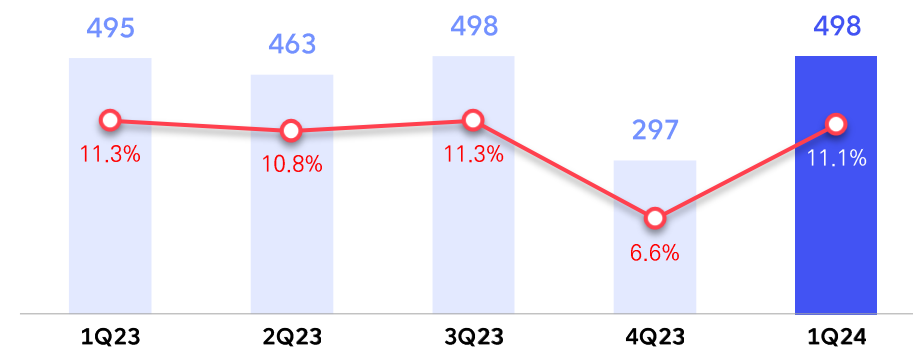
| Consolidated Income Statement

(KRW bn)	1Q24	1Q23	YoY	4Q23	QoQ
Revenue	4,475	4,372	2.3%	4,527	△1.2%
- SKT	3,189	3,117	2.3%	3,204	△0.5%
- SKB	1,092	1,062	2.9%	1,080	1.1%
Operating expense	3,976	3,877	2.5%	4,230	△6.0%
Operating income	498	495	0.8%	297	67.8%
- SKT	436	416	5.0%	254	71.8%
- SKB	78	76	2.5%	67	16.2%
Net income	362	303	19.6%	187	93.1%
- Attributable to owners of the parent company	353	291	21.5%	176	100.6%
EBITDA	1,429	1,428	0.0%	1,237	15.5%
CAPEX	317	212	49.7%	1,256	△74.7%

| Key Metrics

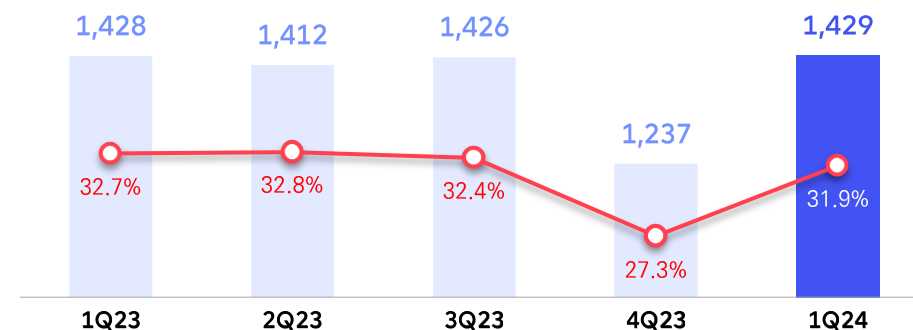
OP & margin

(KRW bn)



EBITDA & margin

(KRW bn)



- Consolidated revenue of KRW 4.5tn, up 2.3% YoY
 - Continued growth of subscribers and revenue of Fixed & Mobile
 - Solid B2B revenue with Data Center and Cloud business growth
- Consolidated operating income of KRW 498.5bn, up 0.8% YoY
 - Continuous stabilization of major costs including D&A
- Consolidated net income of KRW 361.9bn, up 19.6% YoY
 - Increase in non-operating profit related to investment asset

1Q24 Financial Results

| Non-consolidated

Increase in non-consolidated operating income thanks to growth of MNO and solution revenue along with cost stabilization

| Non-consolidated Income Statement

(KRW bn)	1Q24	1Q23	YoY	4Q23	QoQ
Revenue	3,189	3,117	2.3%	3,204	△0.5%
- MNO	2,664	2,627	1.4%	2,655	0.4%
- Other	524	490	6.9%	550	△4.6%
Operating expense	2,752	2,702	1.9%	2,950	△6.7%
- Marketing	719	757	△4.9%	786	△8.4%
- D&A ¹⁾	700	705	△0.7%	710	△1.4%
Operating income	436	416	5.0%	254	71.8%
Net income	492	422	16.6%	114	330.2%
EBITDA	1,137	1,121	1.4%	964	17.9%

1) R&D related depreciation and amortization included

- Non-consolidated revenue of KRW 3.2tn, up 2.3% YoY

- MNO revenue up 1.4% with 5G and roaming user growth
- Continued growth trend of Solution and B2B revenue

- Non-consolidated operating profit of KRW 436.4bn, up 5% YoY

- Continued stabilization of marketing and D&A expenses
- Increase in some recurring expenses such as labor cost and fees

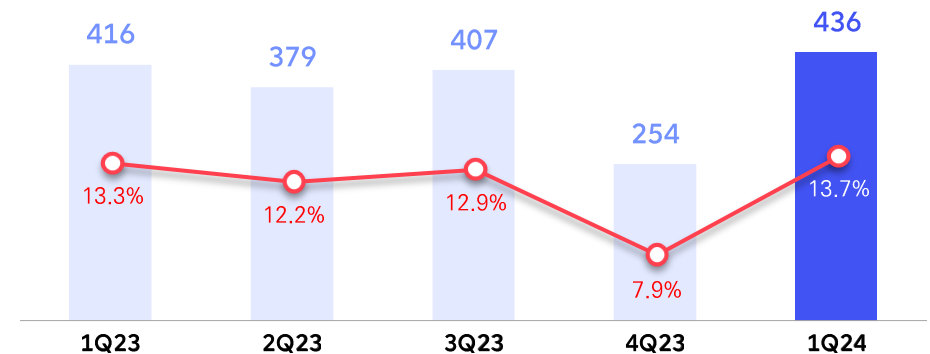
- Non-consolidated net income of KRW 492.1bn, up 16.6% YoY

- ※ KRW 149.5bn of dividend income from SK Broadband recognized

| Key Metrics

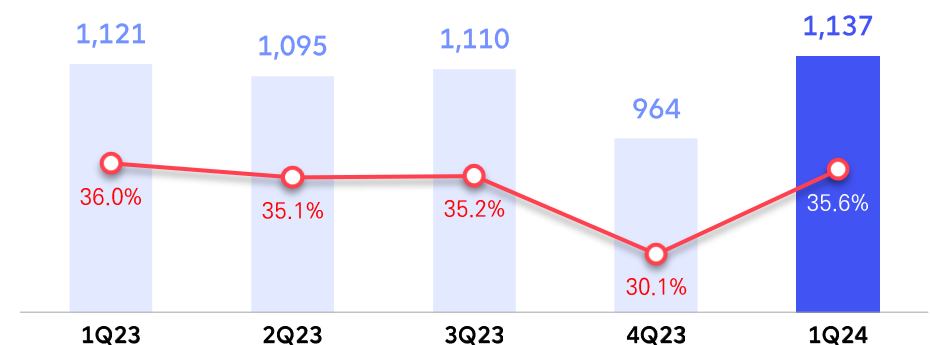
OP & margin

(KRW bn)



EBITDA & margin

(KRW bn)



Revenue and operating income improved YoY thanks to the solid growth of pay TV subscribers and good performance of B2B business driven by Data Centers

Consolidated Income Statement

(KRW bn)	1Q24	1Q23	YoY	4Q23	QoQ
Revenue	1,092	1,062	2.9%	1,080	1.1%
- Pay TV	476	472	0.7%	480	△1.0%
- Fixed line	276	264	4.4%	270	2.1%
- B2B business	340	325	4.7%	330	3.3%
Operating expense	1,014	985	2.9%	1,013	0.1%
Operating income	78	76	2.5%	67	16.2%
Net income	52	51	2.9%	36	43.0%
EBITDA	319	316	0.9%	308	3.4%

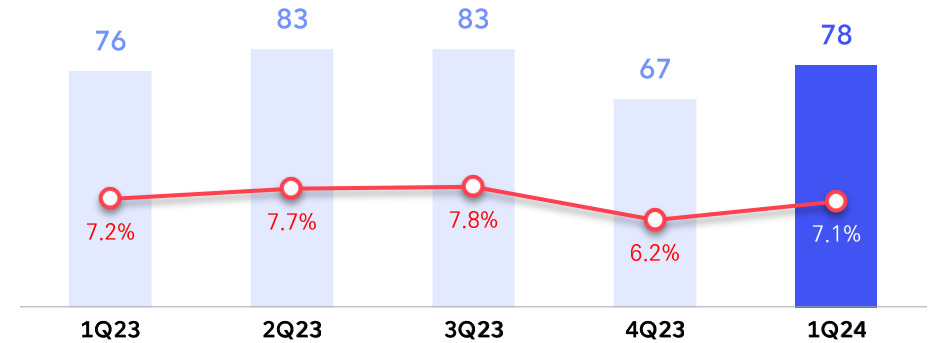
* Include businesses discontinued in 2023 and Q1, 2024

- SKB consolidated revenue of KRW 1.09tn, up 2.9% YoY
 - Continued subscriber growth with larger net adds for broadband and pay TV
 - B2B revenue growth thanks to traffic increase and higher DC utilization rates
- SKB consolidated operating income of KRW 78.1bn, up 2.5% YoY
 - Thanks to the growing share of high-tier subscribers, etc.
- SKB consolidated net income of KRW 52bn, up 2.9% YoY
 - As a result of operating income growth

Key Metrics

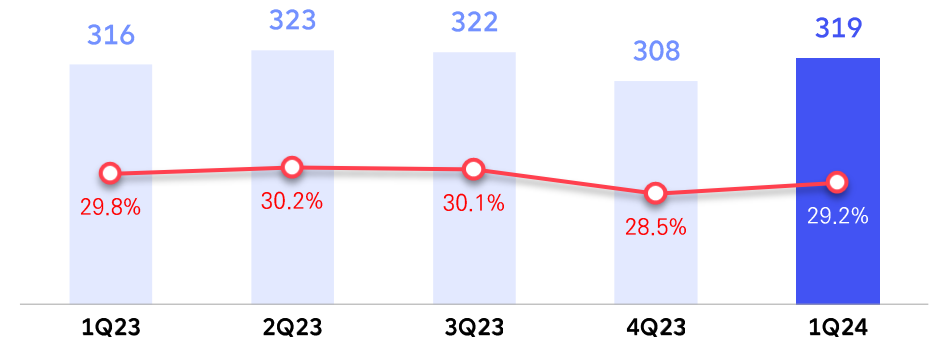
OP & margin

(KRW bn)



EBITDA & margin

(KRW bn)



1Q24 Financial Results

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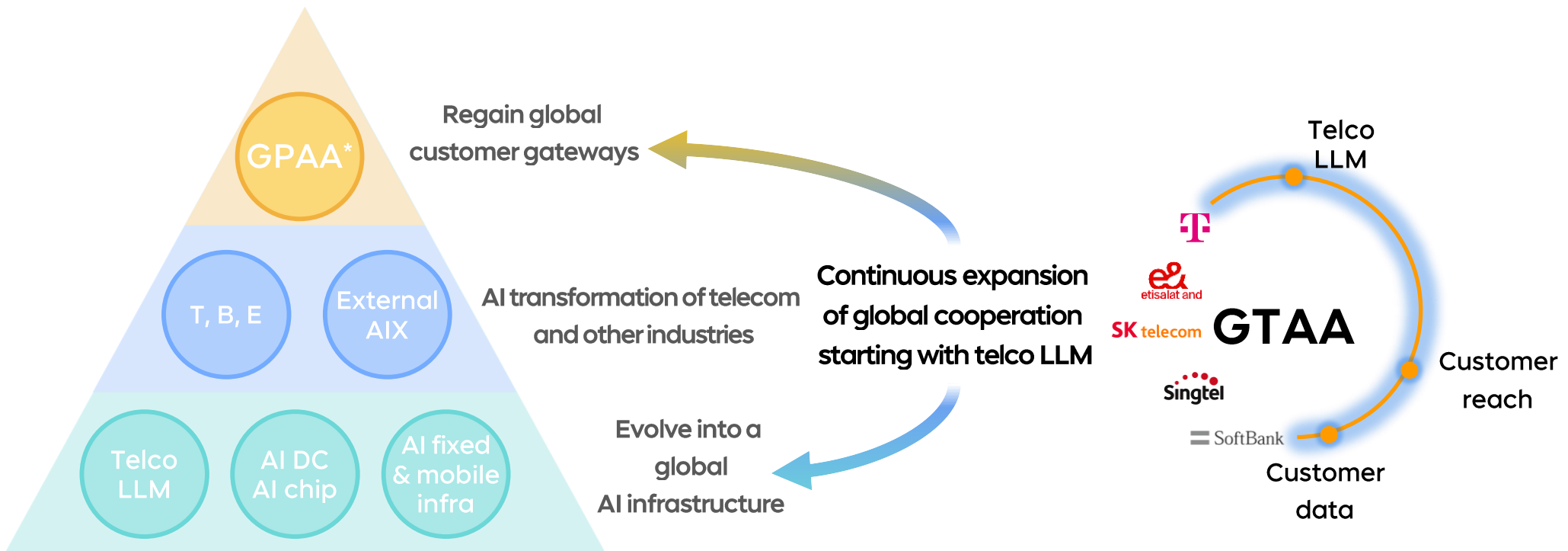
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Transform as a Global AI Company by developing telco-specific LLM based on the customer base and data secured through the GTAA (Global Telco AI Alliance) and aiming to provide diverse AI services such as GPAA and AI DC solutions on the common platform



* GPAA: Global Personal AI Assistant

While continuously advancing A., we aim to strengthen dominance over customer touchpoints centered on telcos by developing a separate Global PAA tailored for the global market

| Status and Records of A.

A. well established in the market

- Continue to innovate customers' AI experience through call recording, summary and real-time interpretation, with the cumulative subscribers of more than 4 million as of April

Vertical expansion as a multi-agent

- Solidify its position as Korea's No.1 PAA by enhancing competitiveness in the core areas such as phone, scheduling and other daily tasks
- Vertical expansion as a multi-agent, such as in music and commerce

Develop use cases for global expansion

- Test use cases as references for global expansion

| Global PAA Initiative

Vision for PAA

- Personal assistant that handles daily tasks efficiently and makes pre-emptive suggestions through AI

Establishing global services

- Expand services for customers such as AI search engine through partnerships with companies such as Perplexity, an AI startup in the U.S.

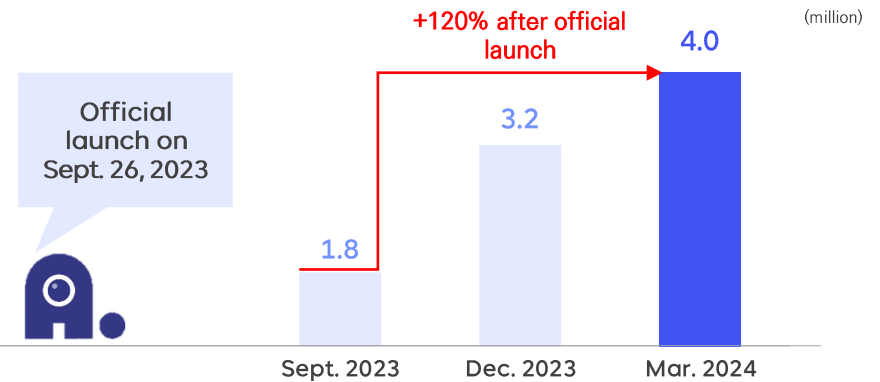
Expansion through the GTAA

- Global expansion of Global PAA through the GTAA on the common AI platform built for telco LLM



Cumulative subscribers of A.

Subscribers of A. services growing with call recording and summary features now available for not only i-Phone but Android users



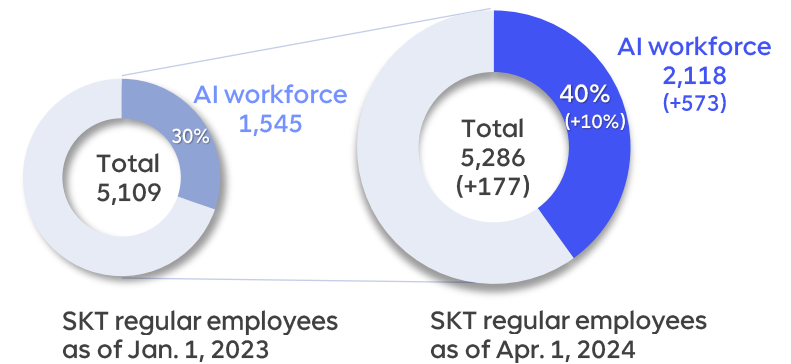
AI personnel and share

Share of AI personnel* at 40% as of April 2024 thanks to active AI talent recruitment efforts

* AI personnel: those directly and indirectly involved in tasks related to AI business

[AI workforce composition]

- PhD holders: 187
- MA holders: 672
- ※ Developers: 1,203



AIX external

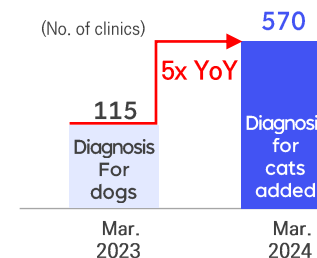
A real-size Joby aircraft on display for VR at MWC 2024



※ Gov't demonstration project (K-UAM Grand Challenge)

- [Stage 1] Open ground (Sept. 2024)
- [Stage 2] Semi-urban & urban (Dec. 2024-)

Expanded partner clinics and scope of diagnosis and global expansion of X Caliber, a veterinary imaging solution



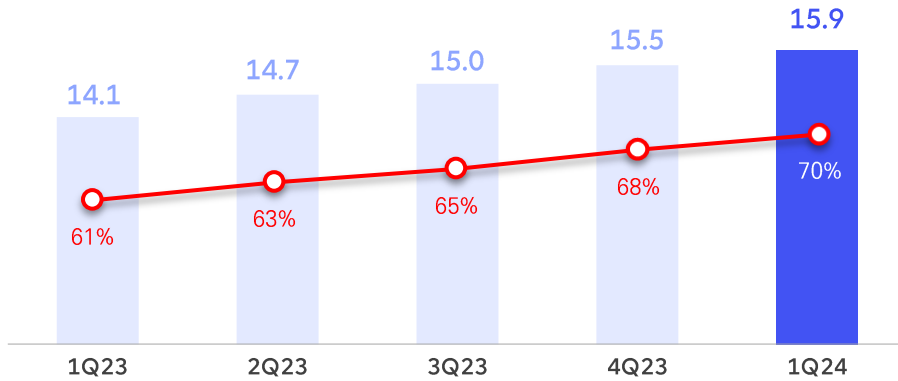
※ Global expansion in 2024

- Australia (ATX Medical) commercial contract signed
- Japan (Aincom Group), Singapore (Smitech-ASIA) MOU signed
- Commercialization in the U.S., Europe and Southeast Asian planned for 2024

| 5G Subscribers and Portion

Sound subscriber growth with high sales of Galaxy S24

(million)

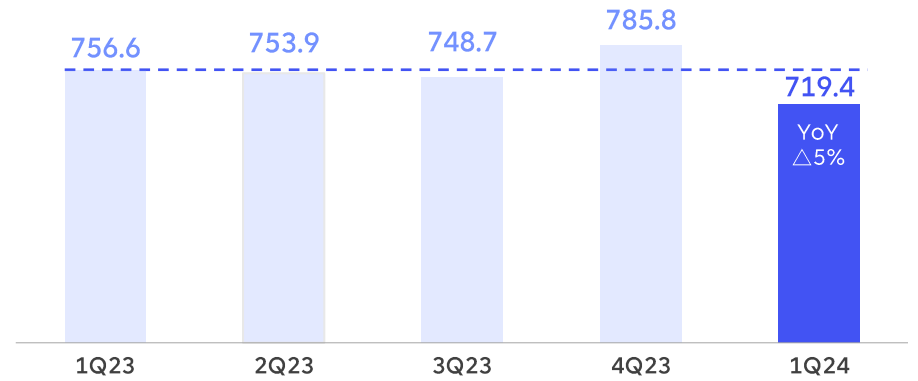


※ No. of 5G handset subscribers tallied based on the revised criteria of the Ministry of Science and ICT from Q3 2023

| Marketing Expense

Continued stabilization with a 5% decline in marketing expense YoY

(KRW bn)

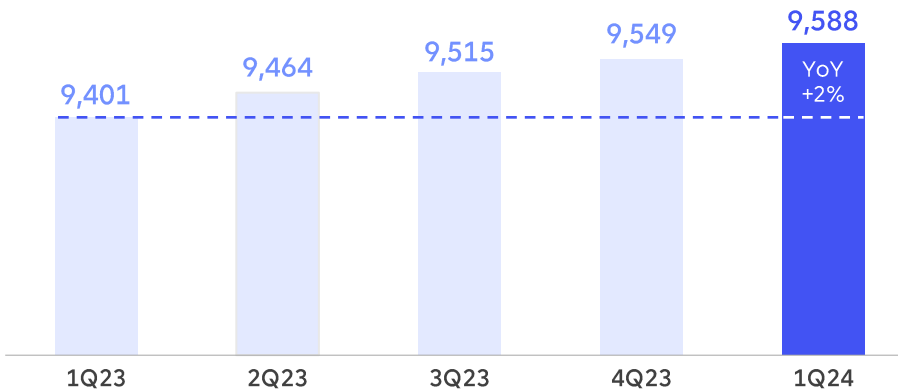


※ On a non-consolidated basis

| Pay TV Subscribers

Pay TV subscribers reach 9.59mn thanks to net adds of IPTV subscribers

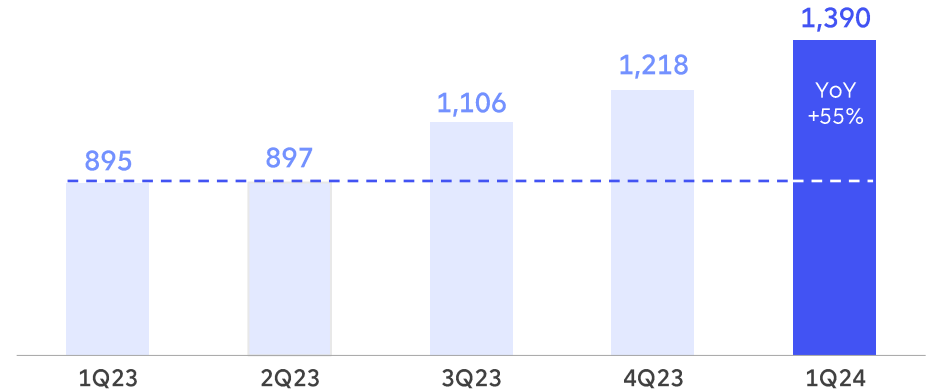
(1,000)



| Roaming Users

YoY 55% growth thanks to family roaming, baro roaming pricing change, and effects of promotion

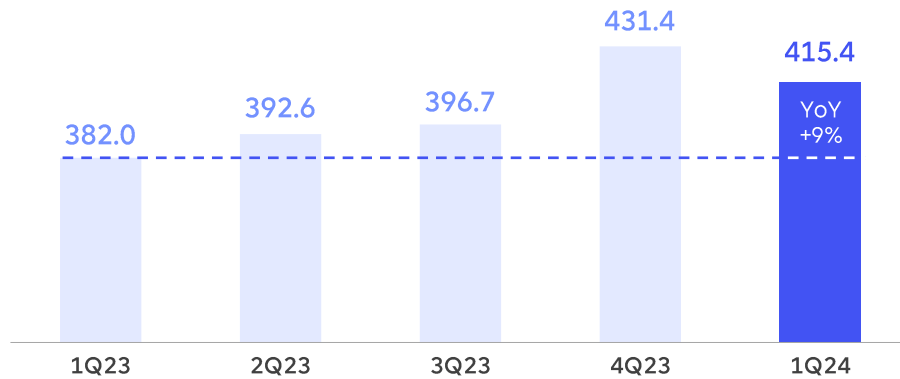
(1,000)



| Enterprise Revenue

Enterprise business posted growth with revenue of KRW 415.4bn, up 9% YoY thanks to increases in Data Center utilization rates and Cloud contracts

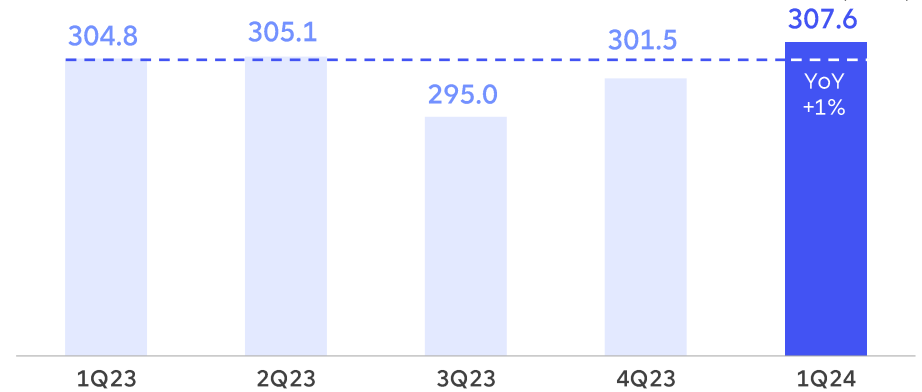
(KRW bn)



| Leased Line Revenue

Increase in customer contracts for fixed line resulting in the revenue of KRW 307.6bn, up 1% YoY

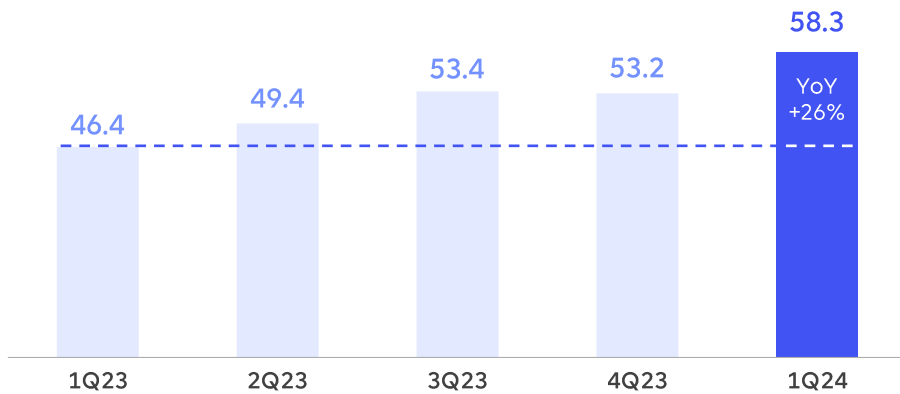
(KRW bn)



| Data Center Revenue

Data Center revenue of KRW 58.3bn, up 26% YoY, with continued revenue growth trend due to higher utilization of new Data Centers

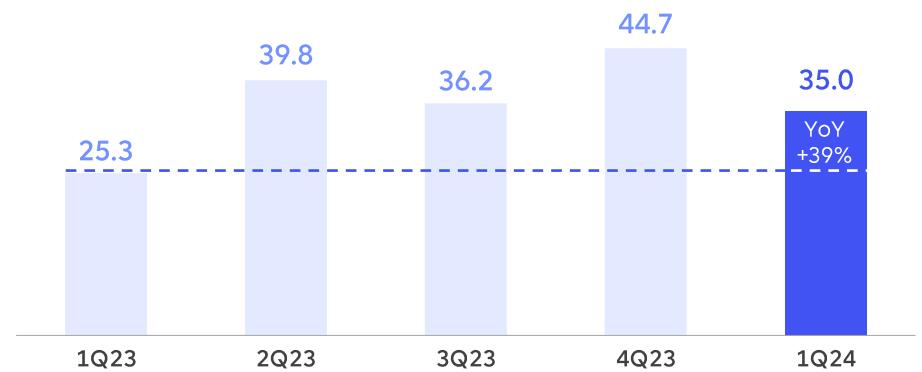
(KRW bn)



| Cloud Revenue

Cloud revenue growth by KRW 9.7bn to KRW 35bn, up 39% YoY

(KRW bn)



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Shareholder Return

FY2024~2026 shareholder return policy announced and DPS for Q1 2024 determined at KRW 830

| FY2024~2026 Shareholder Return Policy

- Total amount of shareholder return:
at least 50% of the adjusted profit for the year on a consolidated basis*

*adjusted profit for the year on a basis refers to the profit for the year attributable to owners of the parent company and exclude consolidated non-recurring profit and loss

| Recent Dividend Trend

Category	2021	2022	2023					2024
			1Q23	2Q23	3Q23	4Q23	Total	1Q
Total Dividend (KRW bn)	717.0	723.8	181.3	181.3	179.6	223.3	765.6	176.7
DPS ¹⁾ (KRW)	3,295 ²⁾	3,320	830	830	830	1,050	3,540	830
Dividend yield ³⁾	5.7%	6.8%	1.7%	1.7%	1.6%	2.1%	7.1%	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)	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24
Operating revenue	17,305.0	4,372.2	4,306.4	4,402.6	4,527.3	17,608.5	4,474.6
Operating expenses	15,692.9	3,877.4	3,843.0	3,904.6	4,230.2	15,855.3	3,976.1
Labor cost	2,449.8	617.6	590.8	614.2	665.6	2,488.2	660.6
Commissions paid	5,518.8	1,356.2	1,352.3	1,381.1	1,460.4	5,549.9	1,379.6
Advertising	252.4	43.6	49.2	51.5	91.5	235.8	34.7
Depreciation ¹⁾	3,755.3	933.3	948.8	927.7	939.8	3,749.7	930.1
Network interconnection	715.3	172.5	167.2	160.9	177.8	678.5	176.9
Leased line and frequency usage fees	268.4	72.0	66.9	67.4	69.2	275.5	64.3
Cost of goods sold	1,268.1	314.2	277.3	302.5	372.4	1,266.4	330.3
Others	1,464.8	368.1	390.5	399.3	453.6	1,611.4	399.6
Operating income	1,612.1	494.8	463.4	498.0	297.1	1,753.2	498.5
EBITDA	5,367.4	1,428.1	1,412.2	1,425.7	1,236.9	5,502.9	1,428.6
EBITDA margin	31.0%	32.7%	32.8%	32.4%	27.3%	31.3%	31.9%
Net profit or loss from non-operating items	(375.9)	(73.9)	(13.6)	(97.9)	(79.7)	(265.0)	(57.7)
Equity gains or losses	(81.7)	0.8	8.9	(3.2)	4.5	10.9	4.9
Income from continuing operations before tax	1,236.2	420.9	449.8	400.0	217.4	1,488.2	440.7
Consolidated net income	947.8	302.5	347.8	308.2	187.4	1,145.9	361.9
Attributable to owners of the parent company	912.4	290.5	329.2	297.9	176.0	1,093.6	353.0
Attributable to non-controlling interest	35.4	12.0	18.6	10.3	11.4	52.3	9.0
Basic earnings per share (KRW)	4,118	1,314	1,490	1,346	804	4,954	1,636

1) Depreciation and amortization includes R&D related depreciation

Consolidated Balance Sheet

(KRWbn)	12-31-22	3-31-23	6-30-23	9-30-23	12-31-23	3-31-24
Total assets	31,308.2	30,539.6	30,305.6	29,879.3	30,119.2	30,296.5
Current assets	7,219.2	7,011.5	6,706.0	6,614.6	6,585.6	7,109.6
Cash and short-term financial instruments ¹⁾	2,119.5	1,918.2	1,908.2	1,595.2	1,749.9	2,073.6
Accounts receivable	2,450.4	2,368.3	2,273.4	2,528.6	2,322.9	2,465.6
Other current assets	2,649.3	2,725.0	2,524.4	2,490.8	2,512.8	2,570.4
Non-current assets	24,089.0	23,528.1	23,599.6	23,264.7	23,533.6	23,186.9
PP&E and intangible assets	18,747.5	18,100.6	18,057.4	17,626.0	17,977.2	17,440.6
Investment assets	3,300.4	3,433.6	3,528.6	3,605.7	3,594.8	3,775.3
Other non-current assets	2,041.1	1,993.8	2,013.6	2,033.0	1,961.7	1,971.0
Total liabilities	19,153.0	18,222.8	17,911.9	17,507.7	17,890.8	17,843.5
Current liabilities	8,046.5	7,202.9	6,659.2	6,526.2	6,994.0	7,258.3
Short-term borrowings	143.0	13.0	13.0	13.0	-	-
Accounts payable	2,517.2	1,788.8	1,713.2	1,758.7	2,052.9	1,910.6
Other current liabilities	5,386.4	5,401.1	4,933.0	4,754.5	4,941.1	5,347.8
Non-current liabilities	11,106.5	11,019.9	11,252.7	10,981.5	10,896.8	10,585.2
Bonds payable & long-term borrowings	7,192.2	7,391.6	7,667.7	7,490.2	7,421.9	7,416.0
Deferred tax liabilities	763.8	842.0	825.2	794.8	832.2	900.2
Other non-current liabilities	3,150.5	2,786.3	2,759.8	2,696.6	2,642.7	2,269.0
Total shareholders' Equity	12,155.2	12,316.7	12,393.7	12,371.5	12,228.4	12,453.0
Common stock and additional paid in capital	(11,536.6)	(11,515.1)	(11,515.1)	(11,618.1)	(11,798.2)	(11,587.7)
Retained earnings	22,463.7	22,549.8	22,712.1	22,828.6	22,800.0	22,727.9
Other comprehensive income/loss	391.2	488.4	388.2	339.1	387.2	518.0
Non-controlling interest	836.9	793.7	808.5	821.9	839.4	794.8

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

Non-consolidated Income Statement

(KRW bn)	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24
Operating revenue	12,414.6	3,117.3	3,119.2	3,148.4	3,204.3	12,589.2	3,188.7
Mobile service revenue	10,462.7	2,627.0	2,617.9	2,654.1	2,654.5	10,553.6	2,664.3
Interconnection	485.5	115.4	111.5	107.0	111.4	445.2	112.9
Others	1,466.4	374.9	389.8	387.3	438.4	1,590.4	411.5
Operating expenses	11,093.5	2,701.6	2,740.1	2,741.3	2,950.3	11,133.4	2,752.3
Labor cost	993.0	233.1	216.4	229.0	265.5	943.9	265.4
Commissions paid	4,792.1	1,179.4	1,197.9	1,191.3	1,263.3	4,831.9	1,181.5
Marketing commissions	2,901.4	729.6	718.0	713.5	709.5	2,870.6	698.4
Other commissions	1,890.7	449.8	479.9	477.8	553.7	1,961.2	483.1
Advertising	161.3	27.0	35.9	35.2	76.3	174.4	21.0
Depreciation ¹⁾	2,827.6	705.0	715.9	702.6	709.8	2,833.3	700.1
Network interconnection	532.6	124.8	119.0	115.0	131.3	490.1	124.6
Leased line	87.3	24.7	20.1	20.3	21.5	86.6	22.8
Frequency usage fees	103.9	26.3	25.8	25.0	25.3	102.5	25.2
Others	1,595.6	381.3	409.2	422.8	457.4	1,670.6	411.6
Operating income	1,321.1	415.7	379.1	407.1	254.0	1,455.9	436.4
EBITDA	4,148.7	1,120.7	1,095.0	1,109.7	963.8	4,289.2	1,136.5
EBITDA margin	33.4%	36.0%	35.1%	35.2%	30.1%	34.1%	35.6%
Net profit or loss from non-operating items	(174.9)	85.9	(16.5)	(79.6)	(90.8)	(100.9)	130.2
Income from continuing operations before tax	1,146.3	501.6	362.6	327.5	163.2	1,354.9	566.6
Net income	869.5	422.2	272.8	250.4	114.4	1,059.7	492.1

1) Depreciation and amortization includes R&D related depreciation

Non-consolidated Balance Sheet

(KRW bn)	12-31-22	3-31-23	6-30-23	9-30-23	12-31-23	3-31-24
Total assets	26,432.1	25,589.6	24,989.6	24,859.5	24,995.9	25,197.2
Current assets	5,498.5	5,118.4	4,563.5	4,737.6	4,703.8	5,160.5
Cash and short-term financial instruments ¹⁾	1,387.3	872.7	749.2	685.3	817.4	1,001.8
Accounts receivable	1,852.7	1,971.5	1,729.8	1,954.3	1,830.4	2,096.2
Other current assets	2,258.4	2,274.2	2,084.5	2,098.0	2,056.1	2,062.6
Non-current assets	20,933.7	20,471.2	20,426.1	20,121.8	20,292.1	20,036.7
PP&E and intangible assets	13,519.3	12,982.2	12,825.7	12,454.4	12,632.0	12,218.2
Investment assets	5,777.3	5,863.6	5,980.8	6,035.6	6,097.2	6,228.2
Other non-current assets	1,637.0	1,625.3	1,619.6	1,631.8	1,562.9	1,590.3
Total liabilities	16,048.7	14,900.5	14,304.2	14,287.0	14,559.8	14,416.0
Current liabilities	6,236.1	5,283.2	4,909.0	5,018.4	5,505.5	5,731.1
Accounts payable	2,228.2	1,845.8	2,025.2	1,364.6	2,414.1	1,498.0
Other current liabilities	4,007.9	3,437.5	2,883.8	3,653.7	3,091.3	4,233.1
Non-current liabilities	9,812.6	9,617.3	9,395.2	9,268.7	9,054.4	8,684.9
Bonds payable & long-term borrowings	6,345.9	6,461.2	6,307.2	6,260.7	6,057.4	6,017.0
Long-term payables	1,239.5	881.6	885.2	888.9	892.7	533.4
Other non-current liabilities	2,227.3	2,274.5	2,202.7	2,119.1	2,104.3	2,134.5
Total shareholders' equity	10,383.4	10,689.1	10,685.4	10,572.5	10,436.1	10,781.2
Common stock and additional paid in capital	(4,476.2)	(4,456.2)	(4,456.2)	(4,556.5)	(4,735.7)	(4,526.7)
Retained earnings	14,691.5	14,921.3	15,022.6	15,092.1	15,032.5	15,098.8
Other comprehensive income/loss	168.1	224.0	119.0	36.9	139.3	209.2

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

Consolidated Income Statement

(KRW bn)	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24
Operating revenue	4,156.3	1,061.5	1,068.3	1,069.2	1,080.1	4,279.1	1,091.7
Operating expenses	3,850.6	985.3	985.6	986.0	1,012.9	3,969.9	1,013.7
Labor cost	596.9	160.6	158.1	164.6	173.4	656.8	170.6
Marketing expense	359.3	90.0	89.9	92.6	94.1	366.6	96.4
Commissions paid	1,164.7	284.4	286.4	294.3	295.5	1,160.6	296.6
Interconnection	121.2	31.4	30.5	28.3	30.6	120.7	31.2
NW lease expense	130.0	34.3	34.5	34.9	35.5	139.2	34.4
Others	508.3	144.5	145.8	132.4	142.7	565.4	143.7
Depreciation	970.2	240.0	240.4	239.0	241.1	960.5	240.8
Operating income	305.7	76.1	82.7	83.2	67.2	309.2	78.1
EBITDA	1,275.9	316.1	323.1	322.2	308.3	1,269.7	318.9
EBITDA margin	30.7%	29.8%	30.2%	30.1%	28.5%	29.7%	29.2%
Non-operating income	(25.3)	(9.4)	(12.0)	(10.0)	(24.0)	(55.3)	(10.9)
Income before tax	280.4	66.7	70.7	73.2	43.2	253.9	67.2
Net income	217.3	50.6	58.1	57.8	36.4	202.9	52.0

* Include discontinued business as of the end of 2023 and Q1, 2024

Consolidated Balance Sheet

(KRW bn)	12-31-22	3-31-23	6-30-23	9-30-23	12-31-23	3-31-24
Assets	6,293.9	6,448.2	6,657.9	6,317.3	6,447.9	6,586.9
Current assets	1,348.3	1,614.8	1,707.4	1,385.4	1,387.4	1,574.8
Cash & cash equivalents	368.0	651.9	563.2	380.8	354.2	383.5
Short-term financial instruments	10.3	10.9	167.6	46.1	90.0	218.6
Inventories	20.8	17.6	11.9	16.4	15.4	18.3
Other current assets	949.2	934.3	964.8	942.2	927.8	954.4
Non-current assets	4,945.6	4,833.4	4,950.5	4,931.9	5,060.6	5,012.1
Tangible assets	3,116.4	3,000.0	3,139.0	3,145.5	3,312.3	3,203.2
Real estate investments	29.3	29.3	28.1	26.3	25.9	26.2
Other intangible assets	740.7	727.4	705.9	691.8	709.1	696.7
Other non-current assets	1,059.2	1,076.7	1,077.5	1,068.3	1,013.1	1,086.1
Liabilities	3,173.5	3,484.4	3,631.9	3,235.6	3,334.7	3,625.3
Current liabilities	1,707.8	1,926.5	1,669.9	1,419.0	1,388.3	1,493.3
Accounts payable	849.1	962.5	849.7	803.9	808.2	877.9
Short-term borrowings and notes payable	614.5	672.5	572.4	375.4	372.3	362.2
Other current liabilities	244.3	291.6	247.9	239.7	207.8	253.2
Non-current liabilities	1,465.6	1,557.9	1,962.0	1,816.6	1,946.4	2,132.0
Long-term trade payables	0.0	0.1	0.1	2.8	2.6	2.5
Long-term borrowings and notes payable	846.3	922.5	1,308.0	1,165.0	1,305.2	1,399.0
Other non-current liabilities	619.3	635.3	653.9	648.9	638.5	730.6
Equity	3,120.5	2,963.8	3,026.1	3,081.8	3,113.2	2,961.6
Common stock	2,010.2	2,010.2	2,010.2	2,010.2	2,010.2	2,010.2
Additional paid in capital	657.7	657.7	657.7	657.7	667.1	667.1
Retained earnings	454.5	299.7	359.3	419.3	443.7	298.8
Other comprehensive income/loss	(2.0)	(3.9)	(1.1)	(5.5)	(7.8)	

* Include discontinued business as of the end of 2023 and Q1, 2024

| Subscribers

	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	YoY	QoQ
SKT (thousands)											
MNO Subscribers ¹⁾	29,832	30,250	30,440	30,452	30,552	31,159	31,168	31,276	31,662	3.6%	1.2%
Net adds	136	418	190	12	100	607	9	107	387	286.5%	259.6%
Handset subs	23,678	23,587	23,402	23,278	23,275	23,205	23,095	22,977	22,882	△1.7%	△0.4%
Monthly Churn ²⁾	0.8%	0.7%	0.8%	0.7%	0.7%	0.7%	0.9%	0.9%	0.9%	0.2%p	0.1%p
5G subs ²⁾	10,879	11,682	12,468	13,393	14,148	14,673	15,003	15,500	15,932	12.6%	2.8%
LTE subs ²⁾	17,981	17,645	17,201	16,367	15,750	15,871	7,763	7,159	6,918	△56.1%	△3.4%
Total Mobile Subs ³⁾	32,129	32,559	32,831	32,836	33,010	33,723	33,657	33,662	34,106	3.3%	1.3%
SKB (thousands)											
Pay TV Subscribers	9,094	9,167	9,250	9,323	9,401	9,464	9,515	9,549	9,588	2.0%	0.4%
IPTV subs	6,246	6,328	6,416	6,504	6,592	6,648	6,695	6,728	6,762	2.6%	0.5%
CATV subs	2,848	2,839	2,834	2,819	2,809	2,815	2,820	2,821	2,827	0.6%	0.2%
High speed internet	6,608	6,633	6,669	6,704	6,757	6,810	6,871	6,926	6,990	3.5%	0.9%
CAPEX (KRW bn)											
SKT+SKB	279	806	458	1,492	212	826	448	1,256	317	49.7%	△74.7%

1) Excludes MVNO & other connections

2) Mobile handset subscribers only, excluding IoT and tablets, due to changes to subscriber statistics of the Ministry of Science and ICT from Q3 2023

3) Includes MVNO connections, excludes other connections

| ARPU

	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	YoY	QoQ
ARPU ¹⁾	30,401	30,656	30,633	30,495	30,101	29,920	29,917	29,566	29,239	△2.9%	△1.1%
ARPU including MVNO	28,492	28,706	28,636	28,495	28,120	27,683	27,980	27,765	27,649	△1.7%	△0.4%

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, excluding other connections in handsets from Q3 2023)

SK telecom

