
Data Book
The Interim Financial Result of FY 3/2003

November 8, 2002

KDDI Corporation

The Interim Financial Result of FY 3/2003

Million Yen

		FY 3/01			FY 3/02			FY 3/03	YoY change	
		First half	Second half	Full year	First half	Second half	Full year	First half		
Consolidated	Operating revenues	1,406,589	1,409,791	2,816,381	1,464,332	1,369,466	2,833,799	1,393,212	-71,120	-4.9%
	Telecom	1,110,120	1,082,516	2,192,636	1,149,691	1,097,453	2,247,145	1,093,611	-56,080	-4.9%
	Voice transmission	967,678	904,058	1,871,736	921,948	845,781	1,767,730	809,227	-112,721	-12.2%
	Data transmission	69,967	103,401	173,368	149,402	160,698	310,101	202,880	53,478	35.8%
	Dedicated lines	25,422	41,051	66,473	44,953	43,026	87,979	46,793	1,840	4.1%
	Other	47,053	34,005	81,058	33,387	47,946	81,333	34,709	1,322	4.0%
	Other business	296,469	327,275	623,744	314,641	272,012	586,654	299,601	-15,040	-4.8%
	Operating income	57,808	40,986	98,794	41,408	60,888	102,297	59,763	18,355	44.3%
	Ordinary income	39,985	19,584	59,570	23,570	55,185	78,756	42,439	18,869	80.1%
	Extraordinary income or loss	8,286	-1,787	6,498	-6,303	-51,568	-57,871	-2,490	-	-
	Net income	16,841	4,827	21,668	6,694	6,284	12,979	20,446	13,752	205.4%
	Total assets*	2,187,904	-	3,639,363	3,459,291	-	3,203,441	2,924,883	-534,408	-15.4%
	Stockholders' equity*	347,343	-	845,090	850,169	-	857,080	856,503	6,334	0.7%
	Stockholders' equity ratio*	15.9%	-	23.2%	24.6%	-	26.8%	29.3%	-	-
	Stockholders' equity per share*	¥144,854	-	¥199,273	¥200,471	-	¥202,106	¥203,130	¥2,659	1.3%
	Free cash flow	-57,698	-112,304	-170,002	-22,789	313,389	290,600	80,851	-	-
	Depreciation	193,909	211,108	407,615	211,778	212,203	423,981	192,689	-19,089	-9.0%
	Capex	289,834	270,340	560,174	192,139	182,383	374,522	126,281	-65,858	-34.3%
	EBITDA	248,962	264,891	513,853	256,825	287,980	544,805	257,466	641	0.2%
	EBITDA margin	17.7%	18.8%	18.2%	17.5%	21.0%	19.2%	18.5%	1.0%	-
	Interest bearing debt	2,240,856	-	2,097,627	2,049,461	-	1,746,784	1,675,290	-374,171	-18.3%
	Net debt	-	-	1,962,957	1,982,066	-	1,678,188	1,610,509	-371,557	-18.7%

:: We adopted "end-to-end charging" for calls between mobile phone services from April 1, 2001. Due to this change, mobile phone sales have increased (for the FY02/3, consolidated : 101.9 billion yen; au : 84.8 billion yen; TU-KA: 17.1 billion yen), and operating costs have risen by the same amount.

:: FY 3/01 figures are combined figures for the three companies (excluding *)

Million Yen

		FY 3/01			FY 3/02			FY 3/03	YoY change	
		First half	Second half	Full year	First half	Second half	Full year	First half		
au	Operating revenues	652,798	720,628	1,373,428	789,851	734,702	1,524,553	806,533	16,682	2.1%
	Telecom	508,824	515,655	1,024,480	599,430	556,226	1,155,656	584,995	-14,435	-2.4%
	Other business	143,973	204,973	348,948	190,421	178,476	368,897	221,537	31,116	16.3%
	Operating income	32,515	845	33,361	32,486	24,910	57,396	12,866	-19,620	-60.4%
	Ordinary income	25,123	-4,878	20,246	25,907	27,045	52,952	6,108	-19,799	-76.4%
	Extraordinary income or loss	-383	-552	-935	0	-155,071	-155,071	-4,131	-4,131	-
	Net income	12,361	-5,387	6,976	14,351	-73,064	-58,713	1,175	-13,176	-91.8%
	Free cash flow	-12,600	-111,800	-124,400	-42,454	58,097	15,643	40,063	-	-
	Depreciation	78,529	95,178	173,707	100,274	99,106	199,380	89,289	-10,985	-11.0%
	Capex	149,634	168,474	318,108	111,222	115,128	226,350	82,728	-28,494	-25.6%
	EBITDA	113,901	102,718	216,620	134,912	134,215	269,127	104,204	-30,708	-22.8%
	EBITDA margin	17.4%	14.3%	15.8%	17.1%	18.3%	17.7%	12.9%	-4.9%	-
	NW& Solution	Operating revenues	370,204	341,252	711,456	331,092	320,837	651,929	308,452	-22,640
Telecom		354,823	316,697	671,520	309,856	297,808	607,664	288,647	-21,209	-6.8%
Other business		15,381	24,555	39,936	21,236	23,029	44,265	19,804	-1,432	-6.7%
Operating income		28,826	38,658	67,484	10,326	20,199	30,525	38,789	28,463	275.6%
Ordinary income		25,779	41,246	67,025	5,560	19,312	24,872	37,802	32,242	579.9%
Extraordinary income or loss		8,588	-9,505	-917	0	-17,526	-17,526	-1,852	-1,852	-
Net income		16,725	21,671	38,396	-684	4,821	4,137	21,007	-	-
Free cash flow		-11,400	-9,500	-20,900	17,200	38,285	55,485	31,200	14,000	81.4%
Depreciation		60,902	62,980	123,882	62,780	60,070	122,850	49,749	-13,031	-20.8%
Capex		64,449	52,250	116,700	54,226	32,174	86,400	19,308	-34,918	-64.4%
EBITDA		97,886	105,083	202,969	73,984	83,483	157,467	89,828	15,844	21.4%
EBITDA margin		26.4%	30.8%	28.5%	22.3%	26.0%	24.2%	29.1%	8.6%	-

Telecom revenues of NW&solution

Million Yen

	FY 3/01			FY 3/02			FY 3/03	YoY change	
	First half	Second half	Full year	First half	Second half	Full year	First half		
Voice service	257,430	220,143	477,573	219,763	205,298	425,062	195,415	-24,348	-11.1%
Local call	0	0	0	20,143	31,954	52,097	31,534	11,391	56.6%
Long distance	185,125	156,463	341,589	139,159	121,752	260,911	113,925	-25,234	-18.1%
International	72,305	63,679	135,984	60,462	51,592	112,054	49,956	-10,506	-17.4%
Data service	80,089	92,176	172,265	88,371	89,754	178,125	90,950	2,579	2.9%
Data transmission	48,095	53,479	101,574	48,155	45,907	94,062	45,180	-2,975	-6.2%
Frame relay	14,418	11,675	26,093	11,367	10,426	21,794	9,723	-1,644	-14.5%
Internet	32,375	40,471	72,846	35,830	34,926	70,756	34,807	-1,023	-2.9%
Other data	1,302	1,333	2,635	958	555	1,513	650	-308	-32.2%
Dedicated lines	31,994	38,073	70,067	36,427	35,317	71,744	32,546	-3,881	-10.7%
IP-VPN	0	624	624	3,789	8,530	12,319	13,225	9,436	249.0%
Others	17,300	4,380	21,682	1,721	2,756	4,477	2,283	562	32.7%

Million Yen

		FY 3/01			FY 3/02			FY 3/03	YoY change	
		First half	Second half	Full year	First half	Second half	Full year	First half		
TUKA	Operating revenues	184,086	184,910	368,997	190,617	167,643	358,260	161,992	-28,625	-15.0%
	Telecom	147,594	144,594	292,189	150,879	135,399	286,278	129,449	-21,430	-14.2%
	Other business	36,492	40,316	76,808	39,737	32,244	71,982	32,543	-7,194	-18.1%
	Operating income	8,615	-307	8,307	-3,276	7,060	3,784	-1,000	-	-
	Ordinary income	5,972	-2,190	3,782	-6,113	3,934	-2,178	-4,375	-	-
	Extraordinary income or loss	-423	-737	-1,161	-14	-26	-40	-1,695	-	-
	Net income	4,840	-2,668	2,171	-4,514	1,238	-3,276	-7,105	-	-
	Free cash flow	-15,640	-65,242	-80,882	-727	15,558	14,831	21,543	-	-
	Depreciation	23,002	26,147	49,149	28,714	30,523	59,237	29,788	1,074	3.7%
	Capex	35,751	66,490	102,241	20,056	19,120	39,176	9,371	-10,685	-53.3%
EBITDA	31,912	26,409	58,320	25,633	37,767	63,400	28,950	3,317	12.9%	
EBITDA margin	17.3%	14.3%	15.8%	13.4%	22.5%	17.7%	17.9%	-4.5%	-	
Poket	Operating revenues	131,378	120,505	251,883	108,717	102,290	211,008	100,325	-8,392	-7.7%
	Telecom	124,204	113,139	237,344	101,576	94,293	195,870	92,237	-9,339	-9.2%
	Other business	7,173	7,365	14,539	7,141	7,996	15,137	8,087	946	13.2%
	Operating income	-9,172	-3,726	-12,898	-1,349	8,009	6,659	9,098	-	-
	Ordinary income	-11,645	-6,096	-17,742	-3,412	6,448	3,035	7,685	-	-
	Extraordinary income or loss	-195	-180	-376	-4,994	16,672	11,678	-649	-	-
	Net income	-11,879	-6,311	-18,190	-8,443	23,101	14,658	7,011	-	-
	Free cash flow	5,260	6,531	11,791	-1,562	15,991	14,429	14,388	-	-
	Depreciation	30,404	31,108	61,512	19,338	19,552	38,890	19,472	134	0.7%
	Capex	18,914	14,034	32,948	11,083	5,967	17,050	7,472	-3,611	-32.6%
EBITDA	21,598	28,295	49,893	18,165	29,384	47,548	30,070	11,905	65.5%	
EBITDA margin	16.4%	23.5%	19.8%	16.7%	28.7%	22.5%	30.0%	13.3%	-	
Others	Operating revenues	171,733	144,636	0	146,543	130,428	0	91,979	-54,564	-37.2%
	Telecom	35,515	37,950	0	40,483	61,207	0	46,911	6,428	15.9%
	Other business	136,217	106,686	0	106,059	69,220	0	45,066	-60,993	-57.5%
	Operating income	-3,516	3,051	0	1,608	2,455	0	-182	-1,790	-111.3%
	Ordinary income	-5,005	-10,005	0	2,601	2,510	0	-3,401	-6,002	-230.8%
	Extraordinary income or loss	-854	-11,056	0	-649	-12,270	0	1,752	-	-
Net income	-7,425	-23,893	0	49	-11,626	0	-2,513	-2,562	-5228.6%	

:: We redefined the life span of equipment and facilities in our Pocket business from six to nine years in the year ending March 31, 2002.

As a result, depreciation costs during the fiscal year fell 23,637 million yen.

Mobile business data

Subscribers ('000)		Sep. 01	Mar.02	Sep.02
au		11,798	12,214	13,054
	cdmaOne	9,851	10,822	9,955
	CDMA2000 1X	-	-	2,652
	PDC	1,947	1,392	447
TUKA		4,020	3,891	3,864
Ezweb		8,594	9,639	11,150
	au	7,298	8,228	9,585
	TUKA	1,296	1,410	1,565
Pocket(PHS)		2,953	2,942	2,953
	AIR H"	75	334	568
	Data Transfer Users	691	958	1,186

ARPU MOU chrun rate			FY 3/02			FY 3/03
			First half	Second half	Full year	First half
au	ARPU(Total)	(Yen)	8,480	7,690	8,080	7,610
		data	870	910	890	1,080
		voice	7,610	6,780	7,190	6,530
	CDMA	(Yen)	9,280	8,270	8,750	7,960
		data	1,090	1,060	1,070	1,170
		voice	8,190	7,210	7,680	6,790
	CDMA2000 1X	(Yen)	-	-	-	9,840
		data	-	-	-	2,540
		voice	-	-	-	7,300
	MOU	(minutes)	193	186	189	184
	Churn	(%)	2.6	2.5	2.6	1.9
cdma		2.3	2.3	2.3	1.8	
PDC		4.0	3.8	3.9	3.8	
TUKA	ARPU	(Yen)	6,040	5,540	5,790	5,370
	MOU	(minutes)	151	146	149	152
	Churn	(%)	3.3	2.9	3.1	2.5
Pocket (PHS)	ARPU	(Yen)	5,460	5,190	5,330	5,080
	MOU	(minutes)	190	179	185	179
	Churn	(%)	3.6	2.8	3.2	2.7

Ezweb Pacet traffic	FY 3/02			FY 3/03
	First half	Second half	Full year	First half
Total traffic(million packets)	223,383	273,551	496,934	397,703
Number of packets per user per day	199	204	202	244

NW business data

Number of Major Services Line	FY 3/02			FY 3/03
	First half	Second half	Full year	First half
Voice Domestic Active Line *1 (units of 1,000)	9,892	9,705	9,798	9,435
Voice International Active Line *1 (units of 1,000)	1,277	994	1,135	932

	9/02	3/02	9/02
DION (units of 1,000)	2,022	2,150	2,270
ADSL (units of 1,000)	-	130	265
Dedicated lines connection (units of 1,000)	17	17	17
F R · C R *2 (units of 1,000)	57	52	43
I P - V P N *2 (units of 1,000)	16	30	42
Domestic Dedicated lines (64k) (units of 1,000)	159	256	346
International Dedicated lines (64k) (units of 1,000)	33	79	100

Fixed Line	FY 3/02			FY 3/03
	First half	Second half	Full year	First half
ARPU				
Voice Domestic Active Line *3 (円)	1,960	2,060	2,010	1,930
Voice International Active Line *4 (円)	4,310	4,440	4,370	4,340
DION (included ADSL) *5 (円)	2,540	2,330	2,430	2,160

Myline registration share

	9/01	3/02	'9/02	
KDDI	Local	13.3%	13.2%	13.2%
	In-prefecture LD	16.1%	16.2%	16.2%
	Out prefecture LD	21.3%	21.2%	20.9%
	International	25.0%	25.3%	25.1%
NTT Group	Local	73.8%	73.8%	73.8%
	In-prefecture LD	67.7%	67.2%	66.5%
	Out prefecture LD	58.3%	57.3%	57.0%
	International	54.7%	53.4%	53.2%
Others	Local	13.0%	13.0%	13.0%
	In-prefecture LD	16.2%	16.6%	17.3%
	Out prefecture LD	20.1%	21.5%	22.1%
	International	20.3%	21.3%	21.7%

Local calls traffic *6	FY 3/02			FY 3/03
	First half	Second half	Full year	First half
Call units (in millions)	1,436	2,298	3,734	2,315
Call minutes (in millions)	4,626	7,174	11,800	6,978

Long-distance calls traffic *6	FY 3/02			FY 3/03
	First half	Second half	Full year	First half
Call units (in millions)	7,476	6,090	13,566	6,075
Call minutes (in millions)	13,674	11,653	25,327	10,354

International calls traffic *7	FY 3/02			FY 3/03
	First half	Second half	Full year	First half
Call units (in millions)	242	279	521	280
	Outgoing	110	94	204
	Incoming	121	143	264
Relayed	11	41	52	46
Call minutes (in millions)	1,151	1,300	2,451	1,320
	Outgoing	536	460	996
	Incoming	541	644	1,185
Relayed	74	196	270	240

*1 "Actual active lines" means the number of fixed lines that have one or more contacts

per month. (Average monthly contact) The figures for the Fiscal Year ending March 2002 are shown for reference only, due to a change in the method of counting.

*2 Make a count of each access line.

*3 ARPU does not include, unlimited, DDL direct revenue, free call DX/S, DOD and interconnection revenue. (The figures for the Fiscal Year ending March 2002 are shown only as a reference for the same reason as *1.)

*4 ARPU does not include DDL direct revenue, Super World Card and international mobile devices. (The figures for the Fiscal Year ending March 2002 are shown only as a reference for the same reason as *1.)

*5 ARPU in relation to the ISP connection revenue.

*6 Domestic traffic includes DDL direct revenue, free call DX/S, DOD and interconnection.

*7 International traffic includes DDL direct revenue, Super World Card and international mobile devices.