
Data Book
The Financial Results for FY 3/2003

May 8, 2003

KDDI Corporation

The Financial Results for FY 3/2003

Million Yen

		FY 3/01			FY 3/02			FY 3/03		
		First half	Second half	Full year	First half	Second half	Full year	First half	Second half	Full year
Consolidated	Operating revenues	1,406,589	1,409,791	2,816,381	1,464,332	1,369,466	2,833,799	1,393,212	1,392,131	2,785,343
	Telecom	1,110,120	1,082,516	2,192,636	1,149,691	1,097,453	2,247,145	1,093,611	1,098,276	2,191,887
	Voice transmission	967,678	904,058	1,871,736	921,948	845,781	1,767,730	809,227	765,282	1,574,509
	Data transmission	69,967	103,401	173,368	149,402	160,698	310,101	202,880	247,778	450,658
	Dedicated lines	25,422	41,051	66,473	44,953	43,026	87,979	46,793	47,148	93,941
	Other	47,053	34,005	81,058	33,387	47,946	81,333	34,709	38,070	72,779
	Other business	296,469	327,275	623,744	314,641	272,012	586,654	299,601	293,855	593,456
	Operating income	57,808	40,986	98,794	41,408	60,888	102,297	59,763	80,889	140,652
	Ordinary income	39,985	19,584	59,570	23,570	55,185	78,756	42,439	70,772	113,211
	Extraordinary income or loss	8,286	-1,787	6,498	-6,303	-51,568	-57,871	-2,490	5	-2,485
	Net income	16,841	4,827	21,668	6,694	6,284	12,979	20,446	36,913	57,359
	Total assets*	2,187,904	-	3,639,363	3,459,291	-	3,203,441	2,924,883	-	2,782,038
	Stockholders' equity*	347,343	-	845,090	850,169	-	857,080	856,503	-	894,711
	Stockholders' equity ratio*	15.9%	-	23.2%	24.6%	-	26.8%	29.3%	-	32.1%
	Stockholders' equity per share*	¥144,854	-	¥199,273	¥200,471	-	¥202,106	¥203,130	-	¥212,222
	Free cash flow	-57,698	-112,304	-170,002	-22,789	313,389	290,600	80,851	224,483	305,334
	Depreciation	193,909	211,108	407,615	211,778	212,203	423,981	192,689	196,271	388,968
	Capex	289,834	270,340	560,174	192,139	182,383	374,522	126,281	119,919	246,200
	EBITDA	248,962	264,891	513,853	256,825	287,980	544,805	257,466	306,025	563,491
	EBITDA margin	17.7%	18.8%	18.2%	17.5%	21.0%	19.2%	18.5%	22.0%	20.2%
Interest bearing debt	2,240,856	-	2,097,627	2,049,461	-	1,746,784	1,675,290	-	1,497,020	
Net debt	-	-	1,962,957	1,982,066	-	1,678,188	1,610,509	-	1,375,165	

:: 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		
		First half	Second half	Full year	First half	Second half	Full year	First half	Second half	Full year
au	Operating revenues	652,798	720,628	1,373,428	789,851	734,702	1,524,553	806,533	819,740	1,626,273
	Telecom	508,824	515,655	1,024,480	599,430	556,226	1,155,656	584,995	612,249	1,197,244
	Other business	143,973	204,973	348,948	190,421	178,476	368,897	221,537	207,492	429,029
	Operating income	32,515	845	33,361	32,486	24,910	57,396	12,866	40,920	53,786
	Ordinary income	25,123	-4,878	20,246	25,907	27,045	52,952	6,108	35,707	41,815
	Extraordinary income or loss	-383	-552	-935	0	-155,071	-155,071	-4,131	-119	-4,250
	Net income	12,361	-5,387	6,976	14,351	-73,064	-58,713	1,175	19,830	21,005
	Free cash flow	-12,600	-111,800	-124,400	-42,454	58,097	15,643	40,063	47,490	96,571
	Depreciation	78,529	95,178	173,707	100,274	99,106	199,380	89,289	86,679	175,968
	Capex	149,634	168,474	318,108	111,222	115,128	226,350	82,728	56,078	167,300
	EBITDA	113,901	102,718	216,620	134,912	134,215	269,127	104,204	140,888	245,092
	EBITDA margin	17.4%	14.3%	15.8%	17.1%	18.3%	17.7%	12.9%	17.2%	15.1%
BBC& Solution	Operating revenues	370,204	341,252	711,456	331,092	320,837	651,929	308,452	293,422	601,874
	Telecom	354,823	316,697	671,520	309,856	297,808	607,664	288,647	267,399	556,046
	Other business	15,381	24,555	39,936	21,236	23,029	44,265	19,804	26,023	45,827
	Operating income	28,826	38,658	67,484	10,326	20,199	30,525	38,789	21,501	60,290
	Ordinary income	25,779	41,246	67,025	5,560	19,312	24,872	37,802	22,557	60,359
	Extraordinary income or loss	8,588	-9,505	-917	0	-17,526	-17,526	-1,852	-1,219	-3,071
	Net income	16,725	21,671	38,396	-684	4,821	4,137	21,007	11,257	32,264
	Free cash flow	-11,400	-9,500	-20,900	17,200	38,285	55,485	31,200	87,621	116,927
	Depreciation	60,902	62,980	123,882	62,780	60,070	122,850	49,749	55,648	105,397
	Capex	64,449	52,250	116,700	54,226	32,174	86,400	19,308	-13,426	40,800
	EBITDA	97,886	105,083	202,969	73,984	83,483	157,467	89,828	86,981	176,809
	EBITDA margin	26.4%	30.8%	28.5%	22.3%	26.0%	24.2%	29.1%	29.6%	29.4%

Telecom revenues of BBC&solution

Million Yen

	FY 3/01			FY 3/02			FY 3/03		
	First half	Second half	Full year	First half	Second half	Full year	First half	Second half	Full year
Voice service	257,430	220,143	477,573	219,763	205,298	425,062	195,415	175,833	371,248
Local call	0	0	0	20,143	31,954	52,097	31,534	28,775	60,309
Long distance	185,125	156,463	341,589	139,159	121,752	260,911	113,925	99,797	213,722
International	72,305	63,679	135,984	60,462	51,592	112,054	49,956	47,261	97,217
Data service	80,089	92,176	172,265	88,371	89,754	178,125	90,950	90,104	181,054
Data transmission	48,095	53,479	101,574	48,155	45,907	94,062	45,180	44,590	89,770
Frame relay	14,418	11,675	26,093	11,367	10,426	21,794	9,723	8,784	18,507
Internet	32,375	40,471	72,846	35,830	34,926	70,756	34,807	35,249	70,056
Other data	1,302	1,333	2,635	958	555	1,513	650	557	1,207
Dedicated lines	31,994	38,073	70,067	36,427	35,317	71,744	32,546	27,929	60,475
IP-VPN	0	624	624	3,789	8,530	12,319	13,225	17,584	30,809
Others	17,300	4,380	21,682	1,721	2,756	4,477	2,283	1,462	3,745

Million Yen

		FY 3/01			FY 3/02			FY 3/03		
		First half	Second half	Full year	First half	Second half	Full year	First half	Second half	Full year
TUKA	Operating revenues	184,086	184,910	368,997	190,617	167,643	358,260	161,992	156,078	318,070
	Telecom	147,594	144,594	292,189	150,879	135,399	286,278	129,449	125,963	255,412
	Other business	36,492	40,316	76,808	39,737	32,244	71,982	32,543	30,115	62,658
	Operating income	8,615	-307	8,307	-3,276	7,060	3,784	-1,000	7,200	6,200
	Ordinary income	5,972	-2,190	3,782	-6,113	3,934	-2,178	-4,375	4,519	144
	Extraordinary income or loss	-423	-737	-1,161	-14	-26	-40	-1,695	-18	-1,713
	Net income	4,840	-2,668	2,171	-4,514	1,238	-3,276	-7,105	3,878	-3,227
	Free cash flow	-15,640	-65,242	-80,882	-727	15,558	14,831	21,543	30,594	52,137
	Depreciation	23,002	26,147	49,149	28,714	30,523	59,237	29,788	30,191	59,979
	Capex	35,751	66,490	102,241	20,056	19,120	39,176	9,371	6,829	16,200
EBITDA	31,912	26,409	58,320	25,633	37,767	63,400	28,950	37,521	66,471	
EBITDA margin	17.3%	14.3%	15.8%	13.4%	22.5%	17.7%	17.9%	24.0%	20.9%	
Poket	Operating revenues	131,378	120,505	251,883	108,717	102,290	211,008	100,325	97,254	197,579
	Telecom	124,204	113,139	237,344	101,576	94,293	195,870	92,237	89,754	181,991
	Other business	7,173	7,365	14,539	7,141	7,996	15,137	8,087	7,501	15,588
	Operating income	-9,172	-3,726	-12,898	-1,349	8,009	6,659	9,098	11,169	20,267
	Ordinary income	-11,645	-6,096	-17,742	-3,412	6,448	3,035	7,685	10,057	17,742
	Extraordinary income or loss	-195	-180	-376	-4,994	16,672	11,678	-649	4,345	-649
	Net income	-11,879	-6,311	-18,190	-8,443	23,101	14,658	7,011	10,019	17,030
	Free cash flow	5,260	6,531	11,791	-1,562	15,991	14,429	14,388	28,627	43,015
	Depreciation	30,404	31,108	61,512	19,338	19,552	38,890	19,472	20,111	39,583
	Capex	18,914	14,034	32,948	11,083	5,967	17,050	7,472	4,228	11,700
EBITDA	21,598	28,295	49,893	18,165	29,384	47,548	30,070	32,178	62,248	
EBITDA margin	16.4%	23.5%	19.8%	16.7%	28.7%	22.5%	30.0%	33.1%	31.5%	
Others	Operating revenues	171,733	144,636	0	146,543	130,428	0	91,979	104,677	196,656
	Telecom	35,515	37,950	0	40,483	61,207	0	46,911	49,585	96,496
	Other business	136,217	106,686	0	106,059	69,220	0	45,066	55,093	100,159
	Operating income	-3,516	3,051	0	1,608	2,455	0	-182	-820	-1,002
	Ordinary income	-5,005	-10,005	0	2,601	2,510	0	-3,401	-2,014	-5,415
	Extraordinary income or loss	-854	-11,056	0	-649	-12,270	0	1,752	-4759	-3,007
Net income	-7,425	-23,893	0	49	-11,626	0	-2,513	-7,355	-9,868	

:: 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	Mar.03	
au		11,798	12,214		13,054	14,049	
	CDMA2000 1 X	-	-		2,652	6,806	
	cdmaOne	9,851	10,822		9,955	7,208	
	PDC	1,947	1,392		447	35	
TUKA		4,020	3,891		3,864	3,783	
Ezweb		8,594	9,639		11,150	12,541	
	au	7,298	8,228		9,585	10,854	
	TUKA	1,296	1,410		1,565	1,687	
Pocket(PHS)		2,953	2,942		2,953	2,975	
	AIR H"	75	334		568	765	
	Data Transfer Users	691	958		1,186	1,390	

ARPU MOU chrun rate			FY 3/02			FY 3/03		
			First half	Second half	Full year	First half	Second half	Full year
au	ARPU(Total)	(Yen)	8,480	7,690	8,080	7,610	7,530	7,570
		voice	7,610	6,780	7,190	6,530	6,270	6,400
		data	870	910	890	1,080	1,260	1,170
	CDMA	(Yen)	9,280	8,270	8,750	7,960	7,600	7,770
		voice	8,190	7,210	7,680	6,790	6,320	6,540
		data	1,090	1,060	1,070	1,170	1,280	1,230
	CDMA2000 1X	(Yen)	-	-	-	9,840	8,990	9,190
		voice	-	-	-	7,300	6,890	6,990
		data	-	-	-	2,540	2,100	2,200
	MOU	(minutes)	193	186	189	184	181	182
Churn	(%)	2.6	2.5	2.6	1.9	1.8	1.8	
	cdma	2.3	2.3	2.3	1.8	1.6	1.7	
TUKA	ARPU	(Yen)	6,040	5,540	5,790	5,370	5,290	5,330
	MOU	(minutes)	151	146	149	152	152	152
	Churn	(%)	3.3	2.9	3.1	2.5	2.4	2.4
Pocket (PHS)	ARPU	(Yen)	5,460	5,190	5,330	5,080	4,940	5,010
	MOU	(minutes)	190	179	185	179	176	177
	Churn	(%)	3.6	2.8	3.2	2.7	2.6	2.7

* CDMA 2000 1x ARPU is the reference figures only Kanto and Chubu regions.

Ezweb Pacet traffic	FY 3/02			FY 3/03		
	First half	Second half	Full year	First half	Second half	Full year
Total traffic(million packets)	223,383	273,551	496,934	397,703	594,018	991,721
Number of packets per user per day	199	204	202	244	323	286

BBC & Solutions business data (1)

Number of Major Services Line			FY 3/02			FY 3/03		
			First half	Second half	Full year	First half	Second half	Full year
Voice Domestic Active Line	*1	(units of 1,000)	9,892	9,705	9,798	9,435	8,994	9,127
Voice International Active Line	*1	(units of 1,000)	1,277	994	1,135	932	808	831

			9/01	3/02		9/02	3/03	
DION		(units of 1,000)	2,022	2,150		2,270	2,373	
	ADSL	(units of 1,000)	-	130		265	498	
DION Internet (enterprize)		(units of 1,000)	17	17		17	21	
FR/CR	*2	(units of 1,000)	57	52		43	32	
IP-VPN	*2	(units of 1,000)	16	30		42	54	
Domestic Dedicated lines (64k)		(units of 1,000)	159	256		346	695	
International Dedicated lines (64k)		(units of 1,000)	33	79		100	74	

Fixed Line			FY 3/02			FY 3/03		
ARPU			First half	Second half	Full year	First half	Second half	Full year
Voice Domestic Active Line	*3	(¥)	1,960	2,060	2,010	1,930	1,800	1,860
Voice International Active Line	*4	(¥)	4,310	4,440	4,370	4,340	3,790	4,060
DION (included ADSL)	*5	(¥)	2,540	2,330	2,430	2,160	2,090	2,130

Myline registration share

		9/01	3/02	9/02	3/03
KDDI	Local	13.3%	13.2%	13.2%	13.3%
	In-prefecture LD	16.1%	16.2%	16.2%	16.3%
	Out prefecture LD	21.3%	21.2%	20.9%	20.6%
	International	25.0%	25.3%	25.1%	24.8%
NTT Group	Local	73.8%	73.8%	73.8%	73.6%
	In-prefecture LD	67.7%	67.2%	66.5%	66.0%
	Out prefecture LD	58.3%	57.3%	57.0%	57.1%
	International	54.7%	53.4%	53.2%	53.4%
Others	Local	13.0%	13.0%	13.0%	13.1%
	In-prefecture LD	16.2%	16.6%	17.3%	17.7%
	Out prefecture LD	20.1%	21.5%	22.1%	22.3%
	International	20.3%	21.3%	21.7%	21.8%

*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.

BBC & Solutions business data (2)

Local calls traffic *1		FY 3/02			FY 3/03		
		First half	Second half	Full year	First half	Second half	Full year
Call units	(in millions)	1,436	2,298	3,734	2,315	2,158	4,473
Call minutes	(in millions)	4,626	7,174	11,800	6,978	6,248	13,226

Long-distance calls traffic *1		FY 3/02			FY 3/03		
		First half	Second half	Full year	First half	Second half	Full year
Call units	(in millions)	7,476	6,090	13,566	6,075	5,626	11,701
Call minutes	(in millions)	13,674	11,653	25,327	10,354	9,297	19,651

International calls traffic *2		FY 3/02			FY 3/03		
		First half	Second half	Full year	First half	Second half	Full year
Call units	(in millions)	242	279	521	280	282	562
	Outgoing	110	94	204	96	98	194
	Incoming	121	143	264	138	140	278
	Relayed	11	41	52	46	44	90
Call minutes	(in millions)	1,151	1,300	2,451	1,320	1,361	2,681
	Outgoing	536	460	996	460	490	950
	Incoming	541	644	1,185	620	627	1,247
	Relayed	74	196	270	240	244	484

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

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