
Data Book

Financial Results for the Year ended March 2005

April 28, 2005

KDDI Corporation

Financial Results for the FY 3/05

Unit: Millions of Yen

Consolidated Statement		FY 3/04	FY 3/05			FY 3/05 Total *2 Excluding DDI Pocket	FY 3/06 Total (Forecast)
			1H	2H	Total		
Operating revenues		2,846,098	1,471,324	1,448,716	2,920,039	2,833,167	2,976,000
Telecommunications business		2,268,726	1,179,127	1,121,439	2,300,566	2,223,364	2,326,000
Voice traffic		1,468,961	*3 725,473	679,623	1,405,096	1,327,894	-
Digital and data transmission		635,322	379,518	395,058	774,576	774,576	-
Leased circuits		82,502	33,298	29,438	62,736	62,736	-
Others		81,941	40,838	17,320	58,158	58,158	-
Other business		577,372	292,197	327,277	619,473	609,803	650,000
Operating income		292,105	162,427	133,749	296,176	290,700	289,000
Ordinary income		274,548	156,275	130,069	286,344	281,434	287,000
Extraordinary income (loss)		(82,447)	(20,763)	27,950	7,187	(20,487)	0
Net income		117,025	77,842	122,750	200,592	168,977	287,000
Total assets	*1	2,639,581	2,521,547	-	2,472,322	2,472,322	-
Shareholders' equity	*1	1,009,391	1,078,698	-	1,162,192	1,162,192	-
Shareholders' equity ratio	*1	0	0	-	0	-	-
Shareholders' equity per share	*1	¥239,515	¥255,642	-	¥278,170	-	-
Free cash flows		404,232	113,140	289,027	402,167	198,491	43,000
Depreciation		365,700	183,308	166,599	349,907	331,248	335,000
Capex (cash flow basis)		253,257	115,543	226,848	342,391	-	440,000
EBITDA		688,027	351,777	312,478	664,255	639,627	643,000
EBITDA margin		24.2%	23.9%	21.6%	22.7%	22.6%	21.6%
Interest bearing debt	*1	1,179,764	1,010,574	-	864,627	-	-
Net debt	*1	983,246	878,178	-	642,095	-	-
Debt / EBITDA Ratio		1.7	2.9	-	1.3	-	-
Debt / Equity Ratio		1.17	0.94	-	0.74	-	-

*1 These figures are as of the end of each financial year.

*2 1H of FY 3/05 results and effect of PHS divestiture have been deducted from these consolidated figure for 3/05 results excluding DDI Pocket .

*3 From FY 2005, KDDI no longer classifies profit according to "Voice traffic", "Digital and Data transmission", "Leased circuits" and "Others". For reference, however, we have included these figures in the consolidated statements shown here.

Financial Results for the FY 3/05

Unit: Millions of Yen

au business (New Standard) *1		FY 3/04	FY 3/05			FY 3/06
			1H	2H	Total	Total (Forecast)
	Operating revenues	1,831,786	1,012,329	1,080,373	2,092,702	2,245,000
	Sales outside the group	1,817,333	1,001,270	1,066,573	2,067,843	-
	Telecommunications business	1,367,038	765,959	792,445	1,558,404	-
	Other business	450,295	235,310	274,128	509,439	-
	Sales within the group	14,453	11,059	13,800	24,859	-
	Operating income	239,469	143,619	129,487	273,106	314,000
	Ordinary income	229,114	141,293	128,614	269,907	313,000
	Extraordinary income (loss)	1	(44)	(24)	(68)	-
	Net income	129,995	83,297	77,860	161,157	186,000
	Free cash flows	207,251	43,985	88,576	132,561	119,000
	Depreciation	184,857	100,147	101,510	201,657	201,000
	Capex (cash flow basis)	161,181	87,017	146,484	233,501	280,000
	EBITDA	437,651	246,549	234,838	481,387	524,000
	EBITDA margin	23.9%	24.5%	21.7%	23.0%	23.4%

*1 To be consistent with the segmentation used in our IR presentations and the financial statements, we have changed to double-ledger transaction for sales and cost of sales on transactions between “au” and Fixed-line business segments at KDDI principle only. These previously were used to be cancelled out. This change has no effect on operating income. Figures for FY 3/04 have also been stated this way for the purpose of comparison.

For reference: Results according to the accounting standards previously used

Operating revenues	1,825,074	1,005,294	1,070,192	2,075,486	2,220,000
Telecommunications business	1,374,132	769,455	795,648	1,565,103	1,674,000
Other business	450,942	235,839	274,544	510,383	546,000

Financial Results for the FY 3/05

Unit: Millions of Yen

Fixed - line business (New Standard) *1 *2		FY 3/04	FY 3/05			FY 3/06 Total (Forecast)
			1H	2H	Total	
Operating revenues		623,104	296,846	299,195	596,041	612,000
Sales outside the group		529,119	244,421	250,308	494,729	-
Telecommunications business		484,512	226,542	225,090	451,632	-
Other business		44,607	17,879	25,217	43,096	-
Sales within the group		93,984	52,425	48,887	101,312	-
Operating income (loss)		16,421	2,429	(2,739)	(310)	(42,000)
Ordinary income (loss)		15,916	2,997	(3,367)	(370)	(43,000)
Extraordinary income (loss)		(74,466)	(18,022)	(96)	(18,118)	0
Net income (loss)		(29,935)	(8,001)	3,588	(4,413)	(22,000)
Free cash flows		68,559	16,466	(19,532)	(3,066)	(114,000)
Depreciation		83,914	38,593	40,126	78,719	92,000
Capex (cash flow basis)		55,126	17,222	69,382	86,605	150,000
EBITDA		112,202	42,566	44,929	87,494	59,000
EBITDA margin		18.0%	14.3%	15.0%	14.7%	9.6%

*1 Fixed - line business is the new name for the former BBC & Solutions Business.

*2 To be consistent with the segmentation used in our IR presentations and the financial statements, we have changed to double-ledger transaction for sales and cost of sales on transactions between “au” and Fixed-line business segments at KDDI principle only. These previously were used to be cancelled out. This change has no effect on operating income. Figures for FY 3/04 have also been stated this way for the purpose of comparison.

For reference: Results according to the accounting standards previously used

Operating revenues	561,344	258,233	256,960	515,193	520,000
Telecommunications business	512,181	238,539	231,265	469,804	476,000
Other business	49,163	19,694	25,695	45,389	44,000

Financial Results for the FY 3/05

Unit: Millions of Yen

Fixed - line business Details of Operating revenues	*1	FY 3/04 Total	FY 3/05			FY 3/06 Total (Forecast)
			1H	2H	Total	
KDDI Corporation		497,010	233,836	233,395	467,231	469,000
Voice Services		320,581	141,974	135,725	277,699	278,500
Local call		51,884	21,429	19,352	40,781	-
Long distance call		180,678	80,867	76,369	157,236	-
International call		88,019	39,678	40,004	79,682	-
Data Services		174,891	91,666	97,272	188,939	190,000
Data Transmissions		83,558	43,890	49,650	93,540	97,300
Frame relay / Cell relay		10,648	3,863	3,488	7,351	-
Internet		72,073	39,822	45,974	85,795	-
Other data transmission		837	205	188	393	-
Leased circuits		43,812	22,020	19,533	41,553	37,400
IP-VPN		41,796	21,439	22,316	43,755	42,200
Ether VPN		5,724	4,318	5,773	10,091	13,100
Others		1,538	195	398	593	-
KNSL		-	40,358	38,740	79,097	58,000

*1 Fixed line business is the new name for the former BBC & Solutions Business.

Financial Results for the FY 3/05

Unit: Millions of Yen

TU-KA Business (New Standard) *1		FY 3/04 Total	FY 3/05			FY 3/06 Total (Forecast)
			1H	2H	Total	
Operating revenues		274,329	119,200	112,197	231,396	204,000
Sales outside the group		267,929	116,148	109,535	225,682	-
Telecommunication business		223,040	99,774	92,875	192,649	-
Other business		44,890	16,373	16,660	33,034	-
Sales within the group		6,400	3,052	2,662	5,714	-
Operating income		16,304	11,266	7,166	18,431	14,000
Ordinary income		11,385	9,431	5,777	15,209	13,000
Extraordinary income (loss)		1,104	(91)	(93)	(184)	0
Net income		8,043	5,347	5,194	10,541	8,000
Free cash flows		54,951	27,859	30,216	58,075	41,000
Depreciation		53,826	23,554	23,091	46,645	39,000
Capex (cash flow basis)		14,713	3,053	4,600	7,653	4,000
EBITDA		72,097	35,997	30,815	66,811	54,000
EBITDA margin		26.3%	30.2%	27.5%	28.9%	26.5%

*1 To be consisted with segment used in our IR presentation and financial statements, we have changed from a simple sum of results for each individual TU-KA company to fully consolidated figures. The figures shown for FY 3/04 have been calculated using our new standards and are provided for comparison only.

For reference: Results according to the accounting standards previously used

Operating revenues		276,457	119,677	113,678	233,354	205,000
Telecommunications business		230,435	103,303	95,933	199,235	177,000
Other business		46,022	16,374	17,745	34,119	28,000
Operating income		15,390	10,809	6,702	17,510	13,000
Ordinary income		11,384	9,437	5,772	15,209	13,000
Extraordinary income (loss)		1,104	(91)	(93)	(184)	0
Net income		9,057	6,260	5,356	11,616	8,000
Free cash flows		54,951	27,859	30,216	58,075	-
Depreciation		53,827	23,554	23,092	46,646	39,000
Capex (cash flow basis)		14,713	3,053	4,517	7,570	4,000
EBITDA		71,184	35,540	30,457	65,997	53,000
EBITDA margin		25.7%	29.7%	26.8%	28.3%	25.9%

Financial Results for the FY 3/05

Unit: Millions of Yen

Other Business (New Standard) *1		FY 3/04 Total	FY 3/05		
			1H	2H	Total
Operating revenues		80,371	38,451	42,930	81,381
Sales outside the group		50,680	24,099	22,300	46,399
Sales within the group		29,691	14,352	20,631	34,982
Operating income (loss)		545	(200)	1,151	951
Ordinary income (loss)		921	(234)	953	719
Extraordinary income (loss)		(4,058)	(3,011)	5,104	2,093
Net income (loss)		(3,439)	(3,994)	5,559	1,565

FY 3/06 Total (Forecast)
107,000
-
-
4,000
4,000
32,000
35,000

*1 We have changed our accounting standards from a simple sum of results to fully consolidated figures.
The figures shown for FY 3/04 have been calculated using our new standards and are provided for comparison only

For reference: Results according to the accounting standards previously used

Operating revenues		83,081	40,249	44,838	85,087
Telecommunications business		29,178	14,157	14,503	28,660
Other business		53,903	26,092	30,335	56,427
Operating income		175	340	1,858	2,197
Ordinary income (loss)		(624)	(3)	1,501	1,498
Extraordinary income (loss)		(4,144)	(3,020)	4,960	1,940
Net income (loss)		(4,810)	(3,654)	5,635	1,981

108,000
-
-
7,000
6,000
32,000
37,000

Financial Results for the FY 3/05

Unit: Millions of Yen

DDI Pocket		*1	FY 3/04		FY 3/05		
			Total		1H	2H	Total
	Operating revenues		184,017	86,873	-	86,873	
	Telecommunications business		168,407	77,202	-	77,202	
	Other business		15,609	9,670	-	9,670	
	Operating income		21,093	5,476	-	5,476	
	Ordinary income		19,010	4,910	-	4,910	
	Extraordinary income (loss)		(771)	(702)	-	(702)	
	Net income		19,064	4,002	-	4,002	
	Free cash flows		47,206	20,902	-	20,902	
	Depreciation		38,707	18,659	-	18,659	
	Capex (cash flow basis)		12,909	5,044	-	5,044	
	EBITDA		61,363	24,595	-	24,595	
	EBITDA margin		0	0	-	0	

*1 DDI Pocket performance for the second half of the financial year has been excluded due to its divestiture.

Details of Mobile Business

Subscribers	(Thousand)	Sep-03	Mar-04	Sep-04	Mar-05	Mar-06 (Forecast)
au		15,263	16,959	18,189	19,542	21,540
	CDMA 1X WIN	-	343	1,191	3,252	7,660
	CDMA 1X	10,203	13,166	14,667	14,683	-
	cdmaOne	5,059	3,450	2,331	1,608	-
TU-KA		3,699	3,632	3,588	3,590	3,490
EZweb		13,940	15,700	16,965	18,259	20,130
	au	12,164	13,886	15,125	16,469	18,450
	TU-KA	1,776	1,814	1,848	1,790	1,680
Pocket (PHS)		2,938	2,897	2,926	-	-
	AIR H"	890	990	1,101	-	-
	Data Transmission Users	1,510	1,622	1,763	-	-

ARPU, MOU, Churn		FY 3/04			FY 3/05			FY 3/06 Total (Forecast)	
		1H	2H	Total	1H	2H	Total		
au	ARPU (Total) (Yen)	7,510	7,380	7,440	7,280	7,070	7,170	6,810	
		Voice	5,920	5,690	5,800	5,560	5,320	5,430	5,020
		Data	1,590	1,690	1,640	1,720	1,750	1,740	1,790
	CDMA 1X ARPU *1 (Yen)	8,720	8,240	8,440	7,780	7,450	7,600	-	
		Voice	6,550	6,190	6,340	5,860	5,580	5,710	-
		Data	2,170	2,050	2,100	1,920	1,874	1,900	-
		MOU (Minutes)	178	174	176	170	162	166	-
	Churn rate (%)	1.55	1.44	1.49	1.45	1.44	1.44	1.35	
TU-KA	ARPU (Yen)	5,100	4,930	5,020	4,630	4,310	4,470	4,040	
	MOU (Minutes)	150	140	145	131	120	126	-	
	Churn rate (%)	2.5	2.2	2.4	2.1	2.0	2.0	2.3	
Pocket (PHS)	ARPU (Yen)	4,840	4,660	4,750	4,430	-	-	-	
	MOU (minutes)	192	195	193	214	-	-	-	
	Churn rate (%)	2.7	2.5	2.6	2.3	-	-	-	

*1 CDMA 1X ARPU includes figures for CDMA 1X WIN.

au EZweb Packet traffic *2	FY 3/04			FY 3/05		
	1H	2H	Total	1H	2H	Total
Total packet traffic (million packets)	887,349	1,087,604	1,974,953	1,128,641	1,004,955	2,133,596
Number of packets per EZweb user per day	420	464	443	443	403	424

*2 au EZweb Packet traffic does not include figures for CDMA 1X WIN.

Details of Fixed - line Business (Part 1)

Figures of Active Line *1	FY 3/04			FY 3/05			FY 3/06 Total (Forecast)
	1H	2H	Total	1H	2H	Total	
Voice Domestic Active Line (Thousand)	8,493	8,195	8,344	7,855	7,368	7,612	N.A.
Voice International Active Line (Thousand)	687	640	663	590	548	569	N.A.

*1 Includes any line making a minimum of one call. (Figures shown are the average monthly figures over the period).

ARPU for Fixed Line	FY 3/04			FY 3/05			FY 3/06 Total (Forecast)
	1H	2H	Total	1H	2H	Total	
Voice Domestic Active Line *2 (Yen)	1,760	1,660	1,710	1,510	1,440	1,473	N.A.
Voice Int'l Active Line *3 (Yen)	4,130	3,980	4,060	3,810	3,660	3,770	N.A.
DION(includes ADSL) *4 (Yen)	2,010	2,030	2,020	2,000	2,240	2,120	N.A.

*2 Does not include revenue from DDL direct lines, FreeCall DX/S, DOD or other direct connections.

*3 Does not include services such as DDL direct lines, Super World Card or International mobile.

*4 ARPU from KDDI's consumer ISP.

Number of Subscribers for Fixed Line Services	Sep-03	Mar-04	Sep-04	Mar-05	Mar-06 (Forecast)
Myline Registration *5 (Thousand)	-	-	9,200	8,690	N.A.
Local (Thousand)	6,258	6,311	6,143	5,768	N.A.
In-prefecture Long Distance (Thousand)	7,733	7,808	7,572	7,108	N.A.
Out-prefecture Long Distance (Thousand)	8,431	8,487	8,224	7,770	N.A.
International (Thousand)	8,984	9,011	8,756	8,280	N.A.
Metal Plus (Thousand)	-	-	-	41	2,200
DION (Thousand)	2,489	2,687	2,873	2,885	2,880
of which ADSL (Thousand)	777	1,109	1,428	1,494	1,500
FTTH (Thousand)	-	23	60	91	180
of which KDDI Hikari Plus (Thousand)	-	9	44	79	N.A.
KDDI Internet (Corporate use) (Thousand)	25	31	37	42	N.A.
FR/CR *6 (Thousand)	22	15	11	9	N.A.
VPN (IP-VPN, Ether-VPN) *6 (Thousand)	62	65	63	76	N.A.

*5 Each individual access circuit to the network is counted here.

*6 Each local access circuit to the network is counted here.

*7 DION subs of Hikari Plus have been included in the number of DION from end of Mar-05

*8 Ether-VPN access circuits have been included in the number of VPN from end of Mar-05

Details of Fixed - line Business (Part 2)

Local calls traffic *1	FY 3/04			FY 3/05		
	1H	2H	Total	1H	2H	Total
Call units (million)	2,093	1,967	4,060	1,838	1,729	3,567
Call minutes (million)	5,833	5,145	10,978	4,247	3,755	8,002

Long-distance calls traffic *1	FY 3/04			FY 3/05		
	1H	2H	Total	1H	2H	Total
Call units (million)	5,376	5,204	10,580	*3 4,847	4,661	9,508
Call minutes (million)	8,632	8,088	16,720	7,317	6,692	14,009

International calls traffic *2	FY 3/04			FY 3/05		
	1H	2H	Total	1H	2H	Total
Call units (million)	298	289	587	282	307	589
Outgoing	93	96	189	96	91	187
Incoming	150	150	300	139	142	281
Relayed	55	43	98	47	74	121
Call minutes (million)	1,440	1,352	2,792	1,352	1,510	2,862
Outgoing	472	478	950	476	477	953
Incoming	680	646	1,326	628	645	1,273
Relayed	288	228	516	248	388	636

*1 Domestic (local and long-distance) call traffic figures include those for direct connections such as DDL direct line, Free Call DX/S and DOD.

*2 International call traffic includes figures for services such as DDL direct lines, Super World Card and international calls made from mobile phones over the KDDI network.

*3 The figures for long-distance call traffic (in minutes) that we previously released for the first half of 2005 were incorrect. We have used the correct figures here.