
Data Book

Financial Results for the 1st Quarter of FY 3/2008

July 23, 2007

KDDI Corporation

Financial Results for the 1st Quarter of FY 3/08

Unit: Millions of Yen

Consolidated Statement		FY 3/07					FY 3/08		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
	Operating revenues	798,401	806,434	857,635	872,790	3,335,260	844,084	24.1%	3,500,000
	Telecommunications business	637,130	644,204	652,497	659,051	2,592,882	685,626	25.0%	2,739,000
	Other business	161,271	162,230	205,138	213,739	742,377	158,457	20.8%	761,000
	Operating income	121,934	107,527	86,632	28,607	344,701	140,904	36.1%	390,000
	Ordinary income	122,374	104,908	92,294	31,347	350,923	142,726	36.6%	390,000
	Extraordinary income (loss)	0	103	0	(41,952)	(41,849)	0	-	0
	Net income	75,646	60,385	55,007	(4,291)	186,747	82,492	37.5%	220,000
	Total assets *	2,467,456	2,574,750	2,571,536	-	2,803,240	2,753,013	-	-
	Net assets	1,367,258	1,432,130	1,444,645	-	1,537,114	1,604,824	-	-
	Net assets ratio	54.7%	54.9%	55.4%	-	54.1%	57.2%	-	-
	Net assets per share (Yen)	308,715	323,013	328,255	-	339,806	352,762	-	-
	Free cash flows	47,972	152,639	26,815	69,059	296,485	(60,496)	-	2,000
	Depreciation	78,615	79,722	79,662	87,150	325,149	82,630	22.6%	366,000
	Capex (cash flow basis)	74,951	101,288	120,376	141,848	438,463	88,776	17.8%	500,000
	EBITDA	201,733	190,413	172,074	127,479	691,699	225,300	29.3%	770,000
	EBITDA margin	25.3%	23.6%	20.1%	14.6%	20.7%	26.7%	-	22.0%
	Interest bearing debt *	709,865	596,020	554,247	-	620,471	617,796	-	-
	Net debt *	590,547	436,985	455,291	-	427,817	520,609	-	-
	Debt / EBITDA Ratio	-	-	-	-	0.9	-	-	-
	Debt / Equity Ratio	0.52	0.42	0.39	-	0.41	0.38	-	-

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

Financial Results for the 1st Quarter of FY 3/08

Unit: Millions of Yen

Mobile Business		FY 3/07					FY 3/08		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
	Operating revenues	639,768	643,605	692,656	701,416	2,677,445	674,832	24.4%	2,763,000
	Sales outside the group	634,501	638,479	690,313	699,257	2,662,550	672,505	-	-
	Telecommunications business	495,114	499,380	509,538	513,484	2,017,516	536,978	-	-
	Other business	139,387	139,099	180,775	185,773	645,034	135,526	-	-
	Sales within the group	5,266	5,126	2,343	2,159	14,895	2,328	-	-
	Operating income	129,686	113,151	93,029	49,822	385,689	151,297	34.5%	438,000
	Ordinary income	130,046	114,535	94,677	54,263	393,520	153,186	34.6%	443,000
	Extraordinary income (loss)	0	(249)	0	(39,590)	(39,838)	0	-	0
	Net income	77,911	66,884	54,626	10,037	209,458	88,182	34.9%	253,000
	Free cash flows	49,576	134,903	33,423	76,936	294,838	(28,572)	-	126,000
	Depreciation	46,636	46,975	51,579	54,853	200,044	54,786	23.4%	234,000
	Capex (cash flow basis)	51,376	70,454	95,987	111,047	328,864	60,964	16.5%	370,000
	EBITDA	176,830	162,176	148,575	110,552	598,134	207,151	30.4%	681,000
	EBITDA margin	27.6%	25.2%	21.5%	15.8%	22.3%	30.7%	-	24.6%

Details of Operating revenues		FY 3/07					FY 3/08		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
	au	613,958	624,265	678,587	693,818	2,610,628	669,997	24.3%	2,756,000
	TU-KA	25,809	19,341	14,069	7,598	66,817	4,835	69.1%	7,000

Financial Results for the 1st Quarter of FY 3/08

Unit: Millions of Yen

Fixed - line Business		FY 3/07					FY 3/08		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues		178,781	183,635	173,934	178,000	714,350	176,534	24.1%	733,000
Sales outside the group		149,159	152,350	153,229	155,626	610,364	155,550	-	-
Telecommunications business		135,472	137,798	137,506	137,899	548,675	141,288	-	-
Other business		13,687	14,552	15,723	17,728	61,690	14,263	-	-
Sales within the group		29,623	31,285	20,705	22,373	103,986	20,984	-	-
Operating income (loss)		(9,903)	(6,848)	(8,747)	(23,539)	(49,036)	(13,064)	-	(56,000)
Ordinary income (loss)		(9,723)	(7,566)	(8,150)	(21,722)	(47,160)	(12,843)	-	(60,000)
Extraordinary income (loss)		0	(3)	0	(43)	(45)	0	-	0
Net income (loss)		(4,122)	(4,389)	(4,258)	(10,680)	(23,448)	(7,437)	-	(35,000)
Free cash flows		3,033	15,748	(1,408)	(11,070)	6,303	(8,476)	-	(95,000)
Depreciation		31,011	31,793	27,173	30,704	120,682	27,660	22.3%	124,000
Capex (cash flow basis)		18,392	26,000	19,743	23,912	88,047	24,520	21.0%	117,000
EBITDA		21,752	26,045	20,235	12,858	80,890	15,278	20.9%	73,000
EBITDA margin		12.2%	14.2%	11.6%	7.2%	11.3%	8.7%	-	10.0%

Financial Results for the 1st Quarter of FY 3/08

Unit: Millions of Yen

Fixed - line Business	FY 3/07					FY 3/08		
	1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Details of Total operating revenues								
Total operating revenues	178,781	183,635	173,934	178,000	714,350	176,534	24.1%	733,000
Operating revenues of KDDI Corporation	136,026	139,726	139,381	140,912	556,045	143,353	24.3%	589,000
Voice Services	74,137	76,817	77,315	74,784	303,052	76,034	24.2%	314,000
Local call	8,398	8,435	8,485	7,780	33,097	7,812	-	-
Long distance call	47,202	49,137	50,751	48,961	196,051	49,951	-	-
International call	18,537	19,245	18,079	18,043	73,903	18,271	-	-
Data Services	61,863	62,749	62,253	65,695	252,559	67,248	24.7%	272,000
Data Transmissions	26,349	27,031	26,431	30,578	110,388	30,451	24.0%	127,000
Internet * 1	24,973	25,765	25,290	29,572	105,600	29,555	-	-
Frame relay, Cell relay and Other data transmission	1,376	1,265	1,142	1,006	4,789	897	-	-
Leased circuits	14,071	13,631	13,118	12,536	53,356	13,269	26.0%	51,000
IP-VPN	8,360	8,374	8,264	8,483	33,481	8,398	25.4%	33,000
Wide-area Ethernet	13,084	13,713	14,171	14,366	55,333	15,130	24.4%	62,000
Telegraph and other telecommunications services	27	160	82	165	434	71	-	-
Operating revenues of KNSL	15,637	14,442	13,797	11,984	55,860	12,121	22.4%	54,000
Others * 2	27,118	29,467	20,757	25,103	102,445	21,061	23.4%	90,000
Details : KDDI METAL PLUS of KDDI Corporation (Voice+Data)	18,430	22,700	24,977	26,403	92,511	28,389	-	-
Details : HIKARI-one (FTTH) of KDDI Corporation (Voice+Data+TV)	-	-	-	-	-	7,704	-	-

*1 We add the revenues of internet option of KDDI METAL PLUS on "Internet" and show the TV service of HIKARI-one (FTTH) in the "Other Business".

*2 "Others" includes the revenues of other business of the KDDI parent company, sales within the KDDI parent company, other KNSL revenue, company revenue in the Fixed-line business and adjustments in the Fixed-line business.

Financial Results for the 1st Quarter of FY 3/08

Unit: Millions of Yen

Other Business		FY 3/07					FY 3/08		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
	Operating revenues	25,512	26,566	27,376	29,249	108,704	28,061	18.0%	156,000
	Sales outside the group	14,741	15,604	14,093	17,906	62,345	16,029	-	-
	Sales within the group	10,771	10,962	13,283	11,343	46,359	12,032	-	-
	Operating income (loss)	2,032	1,021	2,333	1,471	6,858	2,259	28.2%	8,000
	Ordinary income (loss)	2,007	990	2,236	1,835	7,068	2,429	30.4%	8,000
	Extraordinary income (loss)	71	(108)	(23)	(418)	(478)	(7)	-	0
	Net income (loss)	1,351	580	1,114	526	3,571	1,861	62.0%	3,000

Business Details: Mobile

Subscribers (Thousand)		FY 3/07					FY 3/08	
		Jun-06	Sep-06	Dec-06		Mar-07	Jun-07	Mar-08 (Forecast)
KDDI Total		25,957	26,403	27,226			28,188	28,709
au		23,616	24,486	25,798		27,317	28,110	30,000
CDMA 1X WIN		9,460	10,770	12,520		14,549	15,753	18,750
CDMA 1X		13,367	12,997	12,622		12,170	11,805	-
cdmaOne		789	719	656		597	552	-
TU-KA		2,341	1,916	1,428		872	600	0
EZweb		21,023	21,509	22,459		23,533	24,086	25,620
au		20,171	20,895	22,053		23,322	23,945	25,620
TU-KA		852	614	406		211	140	0

ARPU, MOU, Churn			FY 3/07					FY 3/08	
			1Q	2Q	3Q	4Q	Total	1Q	Total (Forecast)
au	ARPU (Yen)	6,810	6,700	6,600	6,380	6,610	6,430	6,150	
	Voice (Yen)	4,840	4,700	4,570	4,320	4,590	4,350	4,100	
	Data (Yen)	1,970	2,000	2,030	2,060	2,020	2,080	2,050	
	MOU (Minutes)	150	150	148	140	147	139	133	
	Churn rate (%)	1.04	0.95	1.00	1.07	1.02	0.97	1.04	
TU-KA	ARPU (Yen)	3,380	3,050	2,790	2,120	2,960	2,170	-	
	MOU (Minutes)	78	68	61	50	67	44	-	
	Churn rate (%)	5.7	6.4	9.2	15.1	8.2	11.8	-	

Business Details: Fixed - line (Part 1)

Active Lines	*1	
Voice Domestic Active Line	(Thousand)	
Voice International Active Line	(Thousand)	

FY 3/07				
1Q	2Q	3Q	4Q	Total
5,203	4,883	4,576	4,272	4,734
380	361	335	310	346

FY 3/08	
1Q	Total (Forecast)
4,048	-
286	-

ARPU for Fixed Line		
Voice Domestic Active Line	*1	(Yen)
Voice Int'l Active Line	*1	(Yen)
KDDI METAL PLUS ARPU (Voice+Data)		(Yen)
HIKARI-one (FTTH) ARPU (Voice+Data+TV)		(Yen)
DION (includes ADSL)	*2	(Yen)

FY 3/07				
1Q	2Q	3Q	4Q	Total
1,410	1,410	1,430	1,360	1,400
3,370	3,620	3,480	3,610	3,520
3,090	3,370	3,400	3,380	3,320
-	-	-	-	-
2,190	2,320	2,320	2,350	2,290

FY 3/08	
1Q	Total (Forecast)
1,370	-
3,840	-
3,390	-
4,600	-
2,420	-

* 1 Does not include revenue from DDL direct lines, KDDI METAL PLUS, Hikari-one, FreeCall DX/S, DOD or other direct connections.

* 2 Does not include services such as DDL direct lines, KDDI METAL PLUS, Hikari-one, Super World Card or International mobile.

Number of Subscribers to Fixed Line Services		
Myline Registration	*3	(Thousand)
Local		(Thousand)
In-prefecture Long Distance		(Thousand)
Out-prefecture Long Distance		(Thousand)
International		(Thousand)
KDDI METAL PLUS		(Thousand)
DION		(Thousand)
of which ADSL		(Thousand)
HIKARI-one (FTTH)		(Thousand)
KDDI Internet (Corporate use)		(Thousand)
IP-VPN	*4	(Thousand)
Wide-area Ethernet	*4	(Thousand)

FY 3/07				
Jun-06	Sep-06	Dec-06	Mar-07	
6,780	6,410	6,080	5,790	
4,407	4,145	3,908	3,710	
5,446	5,144	4,866	4,630	
6,055	5,731	5,429	5,167	
6,473	6,130	5,807	5,530	
2,223	2,441	2,607	2,813	
2,829	2,785	2,751	2,725	
1,555	1,545	1,531	1,512	
181	192	216	592	
55	57	58	60	
58	58	58	59	
40	42	44	46	

FY 3/08	
Jun-07	Mar-08 (Forecast)
5,520	-
3,528	-
4,412	-
4,931	-
5,271	-
3,010	3,200
2,702	-
1,495	1,500
635	900
61	-
61	-
47	-

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

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

Business Details: Fixed - line (Part 2)

Local call traffic *1	FY 3/07					FY 3/08
	1Q	2Q	3Q	4Q	Total	1Q
Calls (million)	689	647	613	542	2,491	524
Minutes (million)	1,286	1,161	1,083	971	4,501	931

Long-distance calls traffic *1	FY 3/07					FY 3/08
	1Q	2Q	3Q	4Q	Total	1Q
Calls (million)	2,518	2,553	2,555	2,436	10,062	2,484
Minutes (million)	2,764	2,621	2,521	2,289	10,194	2,271

International call traffic *2	FY 3/07					FY 3/08
	1Q	2Q	3Q	4Q	Total	1Q
Calls (million)	136	147	137	141	561	140
Minutes (million)	704	767	735	763	2,970	760

*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.

(Does not include figures from KDDI METAL PLUS, HIKARI-one, 050IP and other VoIPs)

*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.

(Does not include figures from KDDI METAL PLUS and HIKARI-one)