
Data Book

Financial Results of the Fiscal Year ended March 2008

April 24, 2008

KDDI Corporation

Financial Results of the Fiscal Year ended March 2008

Unit: Millions of Yen

Consolidated Statement		FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues		798,401	806,434	857,635	872,790	3,335,260	844,084	890,182	904,400	957,618	3,596,284	3,700,000
	Telecommunications business	637,130	644,204	652,497	659,051	2,592,882	685,626	695,260	689,261	679,750	2,749,897	2,704,000
	Other business	161,271	162,230	205,138	213,739	742,377	158,457	194,922	215,139	277,868	846,387	996,000
Operating income		121,934	107,527	86,632	28,607	344,701	140,904	108,702	121,365	29,480	400,452	443,000
Ordinary income		122,374	104,908	92,294	31,347	350,923	142,726	109,684	123,041	32,475	407,927	440,000
Extraordinary income (loss)		0	103	0	(41,952)	(41,849)	0	209	0	(28,930)	(28,721)	0
Net income		75,646	60,385	55,007	(4,291)	186,747	82,492	63,247	69,026	3,021	217,786	250,000
Total assets	*	2,467,456	2,574,750	2,571,536	-	2,803,240	2,753,013	2,858,098	2,853,745	-	2,879,275	-
Shareholders' equity	*	1,367,258	1,432,130	1,444,645	-	1,537,114	1,604,824	1,670,789	1,719,159	-	1,715,731	-
Shareholders' equity ratio	*	54.7%	54.9%	55.4%	-	54.1%	57.2%	57.3%	59.1%	-	58.5%	-
Shareholders' equity per share (Yen)	*	308,715	323,013	328,255	-	339,806	352,762	367,230	377,786	-	377,278	-
Free cash flows		47,972	152,639	26,815	69,059	296,485	(60,496)	120,274	34,789	(107,021)	(12,454)	(17,000)
Depreciation		78,615	79,722	79,662	87,150	325,149	82,630	86,572	88,513	93,553	351,269	418,000
Capex (cash flow basis)		74,951	101,288	120,376	141,848	438,463	88,776	101,853	127,711	198,662	517,002	590,000
EBITDA		201,733	190,413	172,074	127,479	691,699	225,300	199,424	215,193	129,291	769,209	881,000
EBITDA margin		25.3%	23.6%	20.1%	14.6%	20.7%	26.7%	22.4%	23.8%	13.5%	21.4%	23.8%
Interest bearing debt	*	709,865	596,020	554,247	-	620,471	617,796	572,197	508,680	-	571,945	-
Net debt	*	590,547	436,985	455,291	-	427,817	520,609	400,677	388,908	-	496,399	-
Debt / EBITDA Ratio		-	-	-	-	0.9	-	-	-	-	0.7	-
Debt / Equity Ratio		0.53	0.42	0.39	-	0.41	0.39	0.35	0.30	-	0.34	-

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

Financial Results of the Fiscal Year ended March 2008

Unit: Millions of Yen

Mobile Business		FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues		639,768	643,605	692,656	701,416	2,677,445	674,832	706,350	719,216	762,200	2,862,599	2,911,000
Sales outside the group		634,501	638,479	690,313	699,257	2,662,550	672,505	703,214	716,404	759,557	2,851,679	-
Telecommunications business		495,114	499,380	509,538	513,484	2,017,516	536,978	545,678	538,812	527,740	2,149,208	-
Other business		139,387	139,099	180,775	185,773	645,034	135,526	157,536	177,592	231,817	702,471	-
Sales within the group		5,266	5,126	2,343	2,159	14,895	2,328	3,137	2,812	2,643	10,920	-
Operating income		129,686	113,151	93,029	49,822	385,689	151,297	122,035	138,031	43,681	455,044	497,000
Ordinary income		130,046	114,535	94,677	54,263	393,520	153,186	123,541	140,510	46,251	463,488	503,000
Extraordinary income (loss)		0	(249)	0	(39,590)	(39,838)	0	0	0	(8,030)	(8,030)	0
Net income		77,911	66,884	54,626	10,037	209,458	88,182	71,851	82,382	24,057	266,472	292,000
Free cash flows		49,576	134,903	33,423	76,936	294,838	(28,572)	122,995	59,560	(71,569)	82,414	127,000
Depreciation		46,636	46,975	51,579	54,853	200,044	54,786	55,651	56,876	60,733	228,046	285,000
Capex (cash flow basis)		51,376	70,454	95,987	111,047	328,864	60,964	80,157	95,621	154,982	391,725	436,000
EBITDA		176,830	162,176	148,575	110,552	598,134	207,151	179,674	197,361	108,053	692,239	794,000
EBITDA margin		27.6%	25.2%	21.5%	15.8%	22.3%	30.7%	25.4%	27.4%	14.2%	24.2%	27.3%

Operating income		FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Details of Operating revenues												
au		613,958	624,265	678,587	693,818	2,610,628	669,997	703,134	717,204	761,354	2,851,691	2,911,000
TU-KA		25,809	19,341	14,069	7,598	66,817	4,835	3,216	2,012	845	10,908	0

Financial Results of the Fiscal Year ended March 2008

Unit: Millions of Yen

Fixed - line Business		FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	178,781	183,635	173,934	178,000	714,350	176,534	178,055	179,709	184,347	718,646	855,000
	Sales outside the group	149,159	152,350	153,229	155,626	610,364	155,550	156,007	156,640	161,450	629,647	-
	Telecommunications business	135,472	137,798	137,506	137,899	548,675	141,288	141,146	141,404	141,494	565,331	-
	Other business	13,687	14,552	15,723	17,728	61,690	14,263	14,861	15,236	19,956	64,316	-
	Sales within the group	29,623	31,285	20,705	22,373	103,986	20,984	22,048	23,069	22,897	88,999	-
	Operating income (loss)	(9,903)	(6,848)	(8,747)	(23,539)	(49,036)	(13,064)	(16,418)	(18,325)	(16,861)	(64,668)	(58,000)
	Ordinary income (loss)	(9,723)	(7,566)	(8,150)	(21,722)	(47,160)	(12,843)	(16,625)	(17,956)	(17,332)	(64,756)	(62,000)
	Extraordinary income (loss)	0	(3)	0	(43)	(45)	0	(95)	(575)	(18,557)	(19,227)	0
	Net income (loss)	(4,122)	(4,389)	(4,258)	(10,680)	(23,448)	(7,437)	(9,665)	(12,888)	(21,740)	(51,731)	(38,000)
	Free cash flows	3,033	15,748	(1,408)	(11,070)	6,303	(8,476)	(4,145)	(13,995)	(27,280)	(53,897)	(117,000)
	Depreciation	31,011	31,793	27,173	30,704	120,682	27,660	28,364	28,924	30,073	115,021	131,000
	Capex (cash flow basis)	18,392	26,000	19,743	23,912	88,047	24,520	18,977	27,120	39,032	109,649	150,000
	EBITDA	21,752	26,045	20,235	12,858	80,890	15,278	14,032	13,426	15,392	58,129	81,000
	EBITDA margin	12.2%	14.2%	11.6%	7.2%	11.3%	8.7%	7.9%	7.5%	8.3%	8.1%	9.5%

Financial Results of the Fiscal Year ended March 2008

Unit: Millions of Yen

Fixed - line Business Details of Total operating revenues	FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Total operating revenues	178,781	183,635	173,934	178,000	714,350	176,534	178,055	179,709	184,347	718,646	855,000
Operating revenues of KDDI Corporation	136,026	139,726	139,381	140,912	556,045	143,353	143,401	144,348	144,094	575,195	572,000
Voice Services	74,137	76,817	77,315	74,784	303,052	76,034	75,501	75,997	75,899	303,431	294,000
Local call	8,398	8,435	8,485	7,780	33,097	7,812	7,561	7,405	7,079	29,857	-
Long distance call	47,202	49,137	50,751	48,961	196,051	49,951	50,780	51,531	51,673	203,934	-
International call	18,537	19,245	18,079	18,043	73,903	18,271	17,161	17,061	17,146	69,640	-
Data Services	61,863	62,749	* 4 61,984	* 4 65,964	252,559	67,248	67,806	68,244	68,091	271,389	278,000
Data Transmissions	26,349	27,031	26,431	30,578	110,388	30,451	30,394	30,253	29,819	120,917	120,000
Internet * 1	24,973	25,765	25,290	29,572	105,600	29,555	29,569	29,473	29,137	117,734	-
Frame relay, Cell relay and Other data transmission	1,376	1,265	1,142	1,006	4,789	897	825	780	682	3,183	-
Leased circuits	14,071	13,631	13,118	12,536	53,356	13,269	13,116	12,880	12,650	51,915	50,000
IP-VPN	8,360	8,374	8,264	8,483	33,481	8,398	8,631	8,510	9,104	34,643	38,000
Wide-area Ethernet	13,084	13,713	14,171	14,366	55,333	15,130	15,666	16,601	16,518	63,914	70,000
Telegraph and other telecommunications services	27	160	82	165	434	71	94	106	104	376	-
Operating revenues of KNSL	15,637	14,442	13,797	11,984	55,860	12,121	11,647	7,979	55	31,802	0
Others * 2	27,118	29,467	20,757	25,103	102,445	21,061	23,007	27,382	40,198	111,649	283,000
Details : Metal-plus of KDDI Corporation (Voice+Data) * 3	18,430	22,700	24,977	26,403	92,511	28,389	30,219	31,920	32,323	122,851	-
Details : FTTH of KDDI Corporation (Data+Voice+TV)	-	-	-	-	-	* 5 8,480	* 5 8,998	* 5 9,417	9,713	36,609	-

*1 We add the internet revenues of Metal-plus (including ADSL one) and FTTH on "Internet" and show the TV service of 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.

*3 Including ADSL one.

*4 Corrected as follows.

	3Q	4Q
< Before correction >	62,253	65,695
< After correction >	61,984	65,964

*5 Corrected as follows.

	1Q	2Q	3Q
< Before correction >	7,704	7,819	7,956
< After correction >	8,480	8,998	9,417

Financial Results of the Fiscal Year ended March 2008

Unit: Millions of Yen

Other Business		FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	25,512	26,566	27,376	29,249	108,704	28,061	43,297	44,456	51,345	167,159	69,000
	Sales outside the group	14,741	15,604	14,093	17,906	62,345	16,029	30,962	31,356	36,611	114,958	-
	Sales within the group	10,771	10,962	13,283	11,343	46,359	12,032	12,335	13,100	14,734	52,201	-
	Operating income (loss)	2,032	1,021	2,333	1,471	6,858	2,259	2,930	1,426	2,400	9,014	3,000
	Ordinary income (loss)	2,007	990	2,236	1,835	7,068	2,429	2,435	1,800	2,223	8,887	3,000
	Extraordinary income (loss)	71	(108)	(23)	(418)	(478)	(7)	41	13	(3,047)	(3,000)	0
	Net income (loss)	1,351	580	1,114	526	3,571	1,861	275	368	(1,257)	1,247	1,000

Business Details: Mobile

Subscribers (Thousand)	FY 3/07					FY 3/08					FY 3/09 Mar-09 (Forecast)
	Jun-06	Sep-06	Dec-06		Mar-07	Jun-07	Sep-07	Dec-07		Mar-08	
KDDI Total	25,957	26,403	27,226		28,188	28,709	29,217	29,555		30,339	31,600
au	23,616	24,486	25,798		27,317	28,110	28,744	29,196		30,105	31,600
CDMA 1X WIN	9,460	10,770	12,520		14,549	15,753	17,063	18,126		19,695	24,000
CDMA 1X	13,367	12,997	12,622		12,170	11,805	11,177	10,613		9,993	-
cdmaOne	789	719	656		597	552	503	456		417	-
TU-KA	2,341	1,916	1,428		872	600	473	359		234	0
EZweb	21,023	21,509	22,459		23,533	24,086	24,567	24,891		25,512	27,000
au	20,171	20,895	22,053		23,322	23,945	24,472	24,841		25,505	27,000
TU-KA	852	614	406		211	140	95	50		8	0

ARPU, MOU, Churn		FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
au	ARPU (Yen)	6,810	6,700	6,600	6,380	6,610	6,430	6,400	6,230	5,990	6,260	5,660
	Voice (Yen)	4,840	4,700	4,570	4,320	4,590	4,350	4,270	4,090	3,820	4,130	3,480
	Data (Yen)	1,970	2,000	2,030	2,060	2,020	2,080	2,130	2,140	2,170	2,130	2,180
	MOU (Minutes)	150	150	148	140	147	139	139	137	132	137	127
	Churn rate (%)	1.04	0.95	1.00	1.07	1.02	0.97	1.03	0.89	0.90	0.95	0.91
TU-KA	ARPU (Yen)	3,380	3,050	2,790	2,120	2,960	2,170	1,900	1,520	810	1,750	-
	MOU (Minutes)	78	68	61	50	67	44	39	30	14	35	-
	Churn rate (%)	5.7	6.4	9.2	15.1	8.2	11.8	7.6	8.7	13.2	10.2	-

Business Details: Fixed - line (Part 1)

Active Lines *1	FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Voice Domestic Active Line (Thousand)	5,203	4,883	4,576	4,272	4,734	4,048	3,869	3,538	3,454	3,727	-
Voice International Active Line (Thousand)	380	361	335	310	346	286	272	251	231	260	-

ARPU for Active Lines *1	FY 3/07					FY 3/08					FY 3/09 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Voice Domestic Active Line (Yen)	1,410	1,410	1,430	1,360	1,400	1,370	1,350	1,420	1,470	1,400	-
Voice Int'l Active Line (Yen)	3,370	3,620	3,480	3,610	3,520	3,840	3,490	3,850	3,900	3,760	-

* 1 Does not include revenue from DDL direct lines, Metal-plus phone, FTTH, FreeCall DX/S, DOD or other direct connections.

Number of Subscribers to Fixed Line Services	FY 3/07					FY 3/08					FY 3/09 Mar-09 (Forecast)
	Jun-06	Sep-06	Dec-06	Mar-07	Jun-07	Sep-07	Dec-07	Mar-08			
Myline Registration *2 (Thousand)	6,780	6,410	6,080	5,790	5,520	5,280	5,050	4,850	-		
Local (Thousand)	4,407	4,145	3,908	3,710	3,528	3,381	3,232	3,106	-		
In-prefecture Long Distance (Thousand)	5,446	5,144	4,866	4,630	4,412	4,226	4,042	3,882	-		
Out-prefecture Long Distance (Thousand)	6,055	5,731	5,429	5,167	4,931	4,722	4,504	4,323	-		
International (Thousand)	6,473	6,130	5,807	5,530	5,271	5,050	4,821	4,628	-		
KDDI Internet (Corporate use) (Thousand)	55	57	58	60	61	62	64	65	-		
IP-VPN *3 (Thousand)	58	58	58	59	61	65	68	70	-		
Wide-area Ethernet *3 (Thousand)	40	42	44	46	47	49	51	53	-		
au one net (Thousand)	2,829	2,785	2,751	2,725	2,702	2,671	2,626	2,590	-		
of which ADSL (Thousand)	1,555	1,545	1,531	1,512	1,495	1,471	1,437	1,396	1,280		
FTTH (Thousand)	181	192	216	592	635	668	698	710	1,140		
Metal Plus *4 (Thousand)	2,223	2,441	2,607	2,813	3,010	3,172	3,271	3,279	3,080		
Cable-plus phone (Thousand)	-	-	-	-	-	-	-	286	580		
CATV *5 (Thousand)	-	-	-	-	-	-	-	667	700		
Fixed access lines *6 (Thousand)	-	-	-	-	-	-	-	4,827	5,300		

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

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

* 4 Including ADSL one.(ADSL used over Metal-plus)

* 5 Cable TV subs includes number of households with at least one contract via broadcasting, Internet, or telephone.

* 6 Fixed Access Lines is total of FTTH, direct-revenue telephone (Metal-plus, Cable-plus) and Cable TV, counting multiple lines as one access line.

Business Details: Fixed - line (Part 2)

ARPU for Fixed Line	FY 3/07					FY 3/08				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
au one net *1 (Yen)	2,190	2,320	2,320	2,350	2,290	2,340	2,380	2,400	2,430	2,390
FTTH (Data+Voice+TV) (Yen)	-	-	-	-	-	4,600	4,600	4,590	4,590	4,600
Metal-plus (Voice+Data) *2 (Yen)	3,090	3,370	3,400	3,380	3,320	3,390	3,400	3,430	3,440	3,420

* 1 Including ADSL one.(ADSL used over Metal-plus)

* 2 Does not include services such as DDL direct lines, Metal-plus phone, FTTH, Super World Card or International mobile.

Local call traffic *3	FY 3/07					FY 3/08				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Calls (million)	689	647	613	542	2,491	524	494	486	443	1,947
Minutes (million)	1,286	1,161	1,083	971	4,501	931	860	831	769	3,391

Long-distance calls traffic *3	FY 3/07					FY 3/08				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Calls (million)	2,518	2,553	2,555	2,436	10,062	2,484	2,490	2,287	1,739	9,000
Minutes (million)	2,764	2,621	2,521	2,289	10,194	2,271	2,217	2,135	1,966	8,589

International call traffic *4	FY 3/07					FY 3/08				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Calls (million)	136	147	137	141	561	140	160	198	195	693
Minutes (million)	704	767	735	763	2,970	760	886	870	890	3,406

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

*4 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 Metal-plus phone and FTTH)