
Data Book

Financial Results for the 1st Half of FY 2010.3

October 23, 2009

KDDI Corporation

Financial Results for the 1st Half of FY 2010.3

Unit: Millions of Yen

Consolidated Statement		FY 2009.3						FY 2010.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q	3Q	4Q	1Q	2Q		Progress			
Operating revenues	870,520	876,813	1,747,334	882,365	867,810	1,750,176	3,497,509	853,730	869,357	1,723,087	49.5%	3,480,000
Telecommunications business	685,209	692,854	1,378,063	687,172	655,440	1,342,612	2,720,675	665,734	665,217	1,330,951	50.2%	2,650,000
Other business	185,311	183,960	369,271	195,193	212,370	407,564	776,835	187,996	204,140	392,136	47.2%	830,000
Operating income	124,374	138,508	262,882	143,849	36,477	180,326	443,207	141,826	109,156	250,983	53.4%	470,000
Ordinary income	124,827	137,403	262,230	143,588	34,637	178,225	440,455	138,447	103,064	241,511	53.7%	450,000
Extraordinary income (loss)	(352)	(525)	(877)	35,395	(80,110)	(44,716)	(45,592)	5,626	34	5,661	-	0
Net income	72,456	78,662	151,118	102,804	(31,186)	71,618	222,736	86,417	58,875	145,292	57.0%	255,000
Total assets *1	3,004,530	-	3,220,041	3,398,174	-	-	3,429,133	3,365,197	-	3,420,390	-	-
Shareholders' equity *1	1,768,786	-	1,846,617	1,922,076	-	-	1,881,329	1,950,710	-	2,013,603	-	-
Shareholders' equity ratio *1	57.5%	-	56.1%	55.3%	-	-	53.7%	56.7%	-	57.6%	-	-
Shareholders' equity per share (Yen) *1	387,571	-	404,920	422,091	-	-	413,339	428,683	-	442,416	-	-
Free cash flows	(74,899)	68,806	(6,094)	(65,580)	8,433	(57,146)	(63,240)	(76,530)	126,076	49,547	-	67,000
Depreciation	94,310	100,780	195,090	107,269	132,265	239,534	434,623	108,435	113,543	221,977	47.0%	472,000
Capex (cash flow basis) *2	129,982	136,133	266,115	152,883	156,075	308,957	575,072	135,157	117,353	252,509	46.8%	540,000
EBITDA	223,388	244,146	467,534	255,323	181,174	436,496	904,030	252,326	226,774	479,099	49.9%	960,000
EBITDA margin	25.7%	27.8%	26.8%	28.9%	20.9%	24.9%	25.8%	29.6%	26.1%	27.8%	-	27.6%
Interest bearing debt *1	722,765	-	783,351	828,142	-	-	874,951	899,428	-	834,070	-	-
Net debt *1	648,371	-	582,805	678,154	-	-	674,641	780,628	-	657,508	-	-
Debt / EBITDA Ratio	-	-	-	-	-	-	1.0	-	-	-	-	-
Debt / Equity Ratio	0.42	-	0.43	0.44	-	-	0.48	0.47	-	0.42	-	-

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

*2 Excludes ¥207.1B cost for buy-back of 4 buildings for the results of FY 2009.3.

Financial Results for the 1st Half of FY 2010.3

Unit: Millions of Yen

Mobile Business		FY 2009.3						FY 2010.3					
		1H		2H		Total	1H			Total (Forecast)			
		1Q	2Q	3Q	4Q		1Q	2Q	Progress				
Operating revenues		679,763	680,908	1,360,671	688,870	669,671	1,358,541	2,719,211	663,182	674,693	1,337,875	50.5%	2,650,000
	Sales outside the group	676,963	678,121	1,355,084	685,773	667,148	1,352,921	2,708,005	660,034	671,220	1,331,254	-	-
	Telecommunications business	529,850	535,804	1,065,653	530,910	503,725	1,034,636	2,100,289	514,542	515,942	1,030,484	-	-
	Other business	147,113	142,317	289,430	154,863	163,423	318,285	607,716	145,492	155,279	300,770	-	-
	Sales within the group	2,800	2,787	5,587	3,097	2,523	5,619	11,206	3,148	3,472	6,621	-	-
Operating income		139,155	148,768	287,922	154,669	58,869	213,539	501,461	152,545	119,490	272,034	53.3%	510,000
Ordinary income		141,260	150,611	291,871	157,045	60,210	217,255	509,126	154,799	120,629	275,428	53.5%	515,000
Extraordinary income (loss)		0	(33)	(33)	7,673	(43,513)	(35,840)	(35,874)	1,839	110	1,949	-	0
Net income		82,780	88,798	171,577	96,074	5,469	101,543	273,120	95,886	70,922	166,807	55.2%	302,000
Free cash flows		(16,499)	72,379	55,880	87,136	36,952	124,088	179,968	(25,230)	140,461	115,231	-	158,000
Depreciation		63,357	68,972	132,329	74,822	98,154	172,977	305,306	76,102	80,100	156,202	46.6%	335,000
Capex (cash flow basis)		95,996	108,221	204,218	115,250	112,665	227,915	432,132	100,367	85,982	186,350	46.9%	397,000
EBITDA		205,102	220,737	425,839	231,879	164,163	396,042	821,881	230,145	202,373	432,517	50.5%	856,000
EBITDA margin		30.2%	32.4%	31.3%	33.7%	24.5%	29.2%	30.2%	34.7%	30.0%	32.3%	-	32.3%

Financial Results for the 1st Half of FY 2010.3

Unit: Millions of Yen

Fixed-line Business		FY 2009.3						FY 2010.3					
		1H		2H		Total	1H		Progress	Total (Forecast)			
		1Q	2Q	3Q	4Q		1Q	2Q					
Operating revenues		207,236	215,871	423,108	212,146	213,459	425,605	848,712	207,168	207,686	414,853	47.1%	880,000
	Sales outside the group	187,524	191,782	379,306	189,056	190,952	380,008	759,314	185,954	185,816	371,770	-	-
	Telecommunications business	154,973	156,655	311,628	155,852	151,492	307,344	618,972	150,901	148,993	299,893	-	-
	Other business	32,550	35,127	67,678	33,204	39,460	72,664	140,341	35,053	36,824	71,877	-	-
	Sales within the group	19,713	24,089	43,802	23,090	22,507	45,597	89,399	21,214	21,869	43,083	-	-
	Operating income (loss)	(14,876)	(10,326)	(25,202)	(11,186)	(20,171)	(31,358)	(56,560)	(10,718)	(11,600)	(22,318)	-	(40,000)
	Ordinary income (loss)	(15,815)	(11,582)	(27,397)	(12,161)	(22,027)	(34,188)	(61,585)	(13,018)	(16,207)	(29,225)	-	(53,000)
	Extraordinary income (loss)	(599)	(1,087)	(1,686)	27,734	(30,939)	(3,205)	(4,891)	3,272	(209)	3,062	-	0
	Net income (loss)	(9,829)	(8,882)	(18,711)	8,072	(32,433)	(24,360)	(43,072)	(6,421)	(10,311)	(16,732)	-	(32,000)
	Free cash flows	(53,063)	(4,513)	(57,576)	49,149	(32,317)	16,832	(40,744)	(36,660)	(14,735)	(51,394)	-	(78,000)
	Depreciation	30,533	31,578	62,111	32,108	33,636	65,744	127,855	32,041	33,125	65,166	48.3%	135,000
	Capex (cash flow basis)	32,924	27,654	60,579	37,137	42,882	80,020	140,598	34,248	30,856	65,104	46.5%	140,000
	EBITDA	17,764	23,109	40,873	22,731	18,696	41,428	82,301	21,888	22,766	44,654	43.8%	102,000
	EBITDA margin	8.6%	10.7%	9.7%	10.7%	8.8%	9.7%	9.7%	10.6%	11.0%	10.8%	-	11.6%

Financial Results for the 1st Half of FY 2010.3

Unit: Millions of Yen

Fixed-line Business	FY 2009.3							FY 2010.3					
	1H			2H		Total	1H			Total (Forecast)			
	1Q	2Q	3Q	4Q	1Q		2Q	Progress					
Details of total operating revenues													
Total operating revenues	207,236	215,871	423,108	212,146	213,459	425,605	848,712	207,168	207,686	414,853	47.1%	880,000	
Telecommunications Business of KDDI	141,350	142,041	283,390	140,544	137,135	277,679	561,070	136,553	134,003	270,556	48.2%	561,000	
Voice Services	73,534	73,571	147,105	71,091	66,805	137,895	285,000	67,821	65,595	133,416	49.1%	272,000	
Local call	6,782	6,444	13,226	6,141	5,625	11,767	24,993	5,466	5,283	10,749	-	-	
Long distance call	49,740	49,155	98,895	48,347	45,904	94,251	193,146	47,240	46,048	93,289	-	-	
International call	17,012	17,972	34,984	16,603	15,275	31,878	66,861	15,115	14,263	29,379	-	-	
Data Services	67,816	68,470	136,286	69,454	70,330	139,784	276,070	68,732	68,408	137,139	47.5%	289,000	
Internet	28,594	28,390	56,985	29,159	30,142	59,301	116,286	29,899	29,769	59,668	46.3%	129,000	
Wide-area Ethernet	17,551	18,191	35,742	18,876	19,201	38,077	73,819	19,147	19,161	38,308	47.9%	80,000	
Leased circuits	11,829	12,104	23,933	11,914	11,498	23,412	47,345	10,600	10,517	21,117	49.1%	43,000	
IP-VPN	9,215	9,174	18,389	9,178	9,145	18,323	36,712	8,922	8,720	17,643	47.7%	37,000	
Other Data Services * 1	627	611	1,238	326	345	671	1,909	163	240	403	-	-	
JCN Group	13,783	14,227	28,010	14,375	15,440	29,815	57,825	18,157	18,455	36,612	49.5%	74,000	
CTC	9,163	9,604	18,767	9,939	10,511	20,450	39,217	10,645	11,313	21,958	47.7%	46,000	
Other Fixed-line Business * 2	42,940	50,000	92,940	47,288	50,373	97,661	190,601	41,813	43,915	85,727	43.1%	199,000	
Details : Metal-plus	33,683	33,184	66,867	32,663	31,162	63,825	130,692	30,863	30,217	61,080	-	-	
Voice Services	26,643	26,037	52,680	25,560	24,188	49,748	102,428	24,056	23,554	47,610	-	-	
Data Services	5,405	5,490	10,895	5,454	5,359	10,813	21,708	5,251	5,147	10,398	-	-	
Non-Telecommunications Business Services	1,636	1,656	3,292	1,649	1,615	3,264	6,556	1,556	1,516	3,072	-	-	
Details : FTTH	12,319	13,205	25,524	15,026	16,948	31,975	57,499	17,843	18,582	36,425	-	-	
Voice Services of KDDI Corporation	1,353	1,505	2,857	1,673	1,770	3,442	6,300	2,043	2,316	4,359	-	-	
Data Services of KDDI Corporation	8,440	8,755	17,195	10,026	11,526	21,552	38,747	11,714	11,786	23,499	-	-	
Non-Telecommunications Business Services of KDDI + CTC	2,526	2,945	5,472	3,328	3,652	6,980	12,452	4,087	4,480	8,567	-	-	
Cable-plus phone	2,045	2,523	4,567	3,073	3,526	6,599	11,166	4,161	4,731	8,892	-	-	

*1 Includes Frame relay, Cell relay and Telegraph.

*2 Includes non-telecommunications business services of the KDDI parent company, inter-segment sales within the KDDI parent company, other Fixed-line Business subsidiaries except JCN and CTC and adjustments.

Financial Results for the 1st Half of FY 2010.3

Unit: Millions of Yen

Other Business		FY 2009.3						FY 2010.3					
		1H		2H		Total	1H			Total (Forecast)			
		1Q	2Q	3Q	4Q		1Q	2Q	Progress				
	Operating revenues	15,289	17,020	32,309	18,782	21,687	40,468	72,777	19,064	23,619	42,682	42.7%	100,000
	Sales outside the group	6,034	6,911	12,944	7,536	9,711	17,246	30,191	7,742	12,320	20,063	-	-
	Sales within the group	9,255	10,109	19,364	11,246	11,976	23,222	42,586	11,321	11,298	22,620	-	-
	Operating income (loss)	(193)	(287)	(480)	396	(2,392)	(1,996)	(2,476)	(48)	979	931	31.0%	3,000
	Ordinary income (loss)	(137)	(396)	(534)	310	(2,141)	(1,831)	(2,365)	(62)	895	833	27.8%	3,000
	Extraordinary income (loss)	(26)	(8)	(35)	(15)	(2,436)	(2,451)	(2,486)	(6)	(59)	(65)	-	0
	Net income (loss)	(178)	(375)	(554)	224	(3,213)	(2,989)	(3,543)	(313)	454	141	7.0%	2,000

Business Details: Mobile

Subscriptions (Thousand)		FY 2009.3				FY 2010.3		
		Jun-08	Sep-08	Dec-08	Mar-09	Jun-09	Sep-09	Mar-10 (Forecast)
au		30,305	30,452	30,550	30,843	30,996	31,233	31,600
	CDMA 1X WIN	20,473	21,096	21,799	22,722	23,440	24,391	26,700
	CDMA 1X	9,444	8,980	8,405	7,805	7,257	6,558	-
	cdmaOne	389	375	347	316	299	284	-
EZweb		25,704	25,834	25,913	26,190	26,319	26,510	26,700

		FY 2009.3					FY 2010.3		
		1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
ARPU	(Yen)	5,900	5,940	5,870	5,500	5,800	5,600	5,600	5,420
	Voice (Yen)	3,710	3,730	3,650	3,280	3,590	3,350	3,330	3,170
	Data (Yen)	2,190	2,210	2,220	2,220	2,210	2,250	2,270	2,250
MOU	(minutes)	136	139	140	135	138	138	142	136
Churn rate	(%)	0.87	0.75	0.65	0.77	0.76	0.64	0.72	0.55
Number of units sold	* 1 (Thousand)	2,860	2,700	2,450	2,800	10,810	2,210	2,560	10,000
Number of units shipped	* 2 (Thousand)	2,680	2,420	2,470	2,570	10,140	2,170	2,360	9,690

*1 Number of units sold to users.(new+upgrade)

*2 Number of units shipped to retailers from KDDI.

Business Details: Fixed - line

Subscriptions	FY 2009.3					FY 2010.3		
	Jun-08	Sep-08	Dec-08		Mar-09	Jun-09	Sep-09	Mar-10 (Forecast)
ADSL (Thousand)	1,347	1,303	1,265		1,224	1,181	1,135	1,080
FTTH (Thousand)	916	967	1,025		1,099	1,211	1,319	1,520
Metal-plus (Thousand)	3,269	3,251	3,201		3,130	3,065	3,000	2,850
Cable-plus phone (Thousand)	355	429	517		604	697	778	1,020
CATV *1 (Thousand)	683	697	712		722	882	896	920
Fixed access lines *2 (Thousand)	5,082	5,178	5,265		5,342	5,587	5,700	5,950
Myline Registration *3 (Thousand)	4,650	4,460	4,270		4,090	3,890	3,750	-
Local (Thousand)	2,984	2,866	2,743		2,630	2,517	2,436	-
In-prefecture Long Distance (Thousand)	3,728	3,573	3,417		3,275	3,125	3,018	-
Out-prefecture Long Distance (Thousand)	4,148	3,976	3,802		3,638	3,461	3,339	-
International (Thousand)	4,443	4,262	4,079		3,901	3,708	3,577	-
Voice Domestic Active Line *4 (Thousand)	3,294	3,164	3,008		2,830	2,700	2,593	-
Voice International Active Line *4 (Thousand)	214	200	186		170	158	149	-
KDDI Internet (Corporate use) (Thousand)	65	65	66		68	70	72	-
IP-VPN (Thousand)	68	69	71		72	73	74	-
Wide-area Ethernet (Thousand)	53	55	57		59	59	60	-

ARPU for Fixed-line	FY 2009.3					FY 2010.3		
	1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
FTTH (Yen)	4,560	4,630	4,770	4,770	4,690	4,560	4,410	-
Metal-plus (Yen)	3,430	3,390	3,370	3,280	3,370	3,310	3,310	-
Voice Domestic Active Line *4 (Yen)	1,340	1,320	1,310	1,230	1,300	1,310	1,240	-
Voice International Active Line *4 (Yen)	3,870	4,320	3,800	3,920	3,980	3,940	3,700	-

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

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

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

* 4 Excludes figures of Metal-plus, FTTH, 050-prefix IP phone, etc and lines with which no calls made.