
Data Book

Financial Results of the Fiscal Year ended March 2010

April 23, 2010

KDDI Corporation

Financial Results of the Fiscal Year ended March 2010

Unit: Millions of Yen

Consolidated Statement		FY 2009.3					FY 2010.3					FY 2011.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues		870,520	876,813	882,365	867,810	3,497,509	853,730	869,357	862,221	856,840	3,442,147	3,440,000
	Telecommunications business	685,209	692,854	687,172	655,440	2,720,675	665,734	665,217	656,251	618,964	2,606,165	2,550,000
	Other business	185,311	183,960	195,193	212,370	776,835	187,996	204,140	205,970	237,876	835,982	890,000
Operating income		124,374	138,508	143,849	36,477	443,207	141,826	109,156	125,830	67,050	443,862	445,000
Ordinary income		124,827	137,403	143,588	34,637	440,455	138,447	103,064	121,315	60,044	422,870	420,000
Extraordinary income (loss)		(352)	(525)	35,395	(80,110)	(45,592)	5,626	34	(2,055)	(57,850)	(54,244)	5,000
Net income		72,456	78,662	102,804	(31,186)	222,736	86,417	58,875	67,353	118	212,764	240,000
Total assets	*1	3,004,530	3,220,041	3,398,174	-	3,429,133	3,365,197	3,420,390	3,514,038	-	3,819,537	-
Shareholders' equity	*1	1,768,786	1,846,617	1,922,076	-	1,881,329	1,950,710	2,013,603	2,067,867	-	2,078,451	-
Shareholders' equity ratio	*1	57.5%	56.1%	55.3%	-	53.7%	56.7%	57.6%	57.2%	-	52.8%	-
Shareholders' equity per share (Yen)	*1	387,571	404,920	422,091	-	413,339	428,683	442,416	451,523	-	453,003	-
Free cash flows		(74,899)	68,806	(65,580)	8,433	(63,240)	(76,530)	126,076	82,116	(316,112)	(184,450)	230,000
Depreciation		94,310	100,780	107,269	132,265	434,623	108,435	113,543	117,443	121,519	460,940	455,000
Capex (cash flow basis)	*2	129,982	136,133	152,883	156,075	575,072	135,157	117,353	128,054	137,470	518,034	490,000
EBITDA		223,388	244,146	255,323	181,174	904,030	252,326	226,774	250,416	197,738	927,253	910,000
EBITDA margin		25.7%	27.8%	28.9%	20.9%	25.8%	29.6%	26.1%	29.0%	23.1%	26.9%	26.5%
Interest bearing debt	*1	722,765	783,351	828,142	-	874,951	899,428	834,070	833,833	-	1,096,778	-
Net debt	*1	648,371	582,805	678,154	-	674,641	780,628	657,508	608,033	-	931,301	-
Debt / EBITDA Ratio		-	-	-	-	1.0	-	-	-	-	1.2	-
Debt / Equity Ratio		0.42	0.43	0.44	-	0.48	0.47	0.42	0.41	-	0.54	-

*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 of the Fiscal Year ended March 2010

Unit: Millions of Yen

Mobile Business		FY 2009.3					FY 2010.3					FY 2011.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	679,763	680,908	688,870	669,671	2,719,211	663,182	674,693	663,505	648,756	2,650,135	2,545,000
	Sales outside the group	676,963	678,121	685,773	667,148	2,708,005	660,034	671,220	659,966	646,586	2,637,806	-
	Telecommunications business	529,850	535,804	530,910	503,725	2,100,289	514,542	515,942	505,487	468,950	2,004,921	-
	Other business	147,113	142,317	154,863	163,423	607,716	145,492	155,279	154,479	177,636	632,886	-
	Sales within the group	2,800	2,787	3,097	2,523	11,206	3,148	3,472	3,539	2,170	12,329	-
	Operating income	139,155	148,768	154,669	58,869	501,461	152,545	119,490	135,877	75,831	483,742	430,000
	Ordinary income	141,260	150,611	157,045	60,210	509,126	154,799	120,629	138,225	76,938	490,590	415,000
	Extraordinary income (loss)	0	(33)	7,673	(43,513)	(35,874)	1,839	110	(49)	(52)	1,848	0
	Net income	82,780	88,798	96,074	5,469	273,120	95,886	70,922	80,618	45,750	293,175	235,000
	Free cash flows	(16,499)	72,379	87,136	36,952	179,968	(25,230)	140,461	84,992	76,270	276,493	235,000
	Depreciation	63,357	68,972	74,822	98,154	305,306	76,102	80,100	84,181	87,602	327,985	328,000
	Capex (cash flow basis)	95,996	108,221	115,250	112,665	432,132	100,367	85,982	94,223	96,233	376,806	360,000
	EBITDA	205,102	220,737	231,879	164,163	821,881	230,145	202,373	224,951	169,366	826,834	765,000
	EBITDA margin	30.2%	32.4%	33.7%	24.5%	30.2%	34.7%	30.0%	33.9%	26.1%	31.2%	30.1%

Financial Results of the Fiscal Year ended March 2010

Unit: Millions of Yen

Fixed-line Business		FY 2009.3					FY 2010.3					FY 2011.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	207,236	215,871	212,146	213,459	848,712	207,168	207,686	208,906	215,419	839,178	940,000
	Sales outside the group	187,524	191,782	189,056	190,952	759,314	185,954	185,816	187,711	191,714	751,196	-
	Telecommunications business	154,973	156,655	155,852	151,492	618,972	150,901	148,993	150,489	149,753	600,135	-
	Other business	32,550	35,127	33,204	39,460	140,341	35,053	36,824	37,222	41,961	151,060	-
	Sales within the group	19,713	24,089	23,090	22,507	89,399	21,214	21,869	21,194	23,705	87,982	-
	Operating income (loss)	(14,876)	(10,326)	(11,186)	(20,171)	(56,560)	(10,718)	(11,600)	(12,474)	(9,426)	(44,217)	10,000
	Ordinary income (loss)	(15,815)	(11,582)	(12,161)	(22,027)	(61,585)	(13,018)	(16,207)	(15,172)	(12,376)	(56,773)	0
	Extraordinary income (loss)	(599)	(1,087)	27,734	(30,939)	(4,891)	3,272	(209)	(2,674)	(56,394)	(56,006)	5,000
	Net income (loss)	(9,829)	(8,882)	8,072	(32,433)	(43,072)	(6,421)	(10,311)	(11,188)	(40,464)	(68,383)	0
	Free cash flows	(53,063)	(4,513)	49,149	(32,317)	(40,744)	(36,660)	(14,735)	6,043	(30,322)	(75,673)	0
	Depreciation	30,533	31,578	32,108	33,636	127,855	32,041	33,125	32,916	33,672	131,754	127,000
	Capex (cash flow basis)	32,924	27,654	37,137	42,882	140,598	34,248	30,856	33,180	40,378	138,662	127,000
	EBITDA	17,764	23,109	22,731	18,696	82,301	21,888	22,766	22,681	27,334	94,669	140,000
	EBITDA margin	8.6%	10.7%	10.7%	8.8%	9.7%	10.6%	11.0%	10.9%	12.7%	11.3%	14.9%

Financial Results of the Fiscal Year ended March 2010

Unit: Millions of Yen

Fixed-line Business Details of total operating revenues	FY 2009.3					FY 2010.3					FY 2011.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Total operating revenues	207,236	215,871	212,146	213,459	848,712	207,168	207,686	208,906	215,419	839,178	940,000
Telecommunications Business of KDDI	141,350	142,041	140,544	137,135	561,070	136,553	134,003	133,987	132,583	537,126	548,000
Voice Services	73,534	73,571	71,091	66,805	285,000	67,821	65,595	65,250	64,000	262,666	264,000
Local call	6,782	6,444	6,141	5,625	24,993	5,466	5,283	5,148	4,777	20,674	-
Long distance call	49,740	49,155	48,347	45,904	193,146	47,240	46,048	44,883	44,837	183,008	-
International call	17,012	17,972	16,603	15,275	66,861	15,115	14,263	15,219	14,386	58,984	-
Data Services	67,816	68,470	69,454	70,330	276,070	68,732	68,408	68,737	68,583	274,460	284,000
Internet	28,594	28,390	29,159	30,142	116,286	29,899	29,769	30,609	30,887	121,164	137,000
Wide-area Ethernet	17,551	18,191	18,876	19,201	73,819	19,147	19,161	19,164	19,266	76,738	80,000
Leased circuits	11,829	12,104	11,914	11,498	47,345	10,600	10,517	10,136	9,800	41,054	37,000
IP-VPN	9,215	9,174	9,178	9,145	36,712	8,922	8,720	8,681	8,395	34,719	30,000
Other Data Services * 1	627	611	326	345	1,909	163	240	148	235	786	-
JCN Group	13,783	14,227	14,375	15,440	57,825	18,157	18,455	19,014	20,131	75,757	81,000
CTC	9,163	9,604	9,939	10,511	39,217	10,645	11,313	12,010	12,574	46,542	54,000
Other Fixed-line Business * 2	42,940	50,000	47,288	50,373	190,601	41,813	43,915	43,895	50,131	179,753	257,000
Details : Metal-plus	33,683	33,184	32,663	31,162	130,692	30,863	30,217	29,499	28,421	119,000	-
Voice Services	26,643	26,037	25,560	24,188	102,428	24,056	23,554	23,035	22,193	92,839	-
Data Services	5,405	5,490	5,454	5,359	21,708	5,251	5,147	4,997	4,816	20,211	-
Non-Telecommunications Business Services	1,636	1,656	1,649	1,615	6,556	1,556	1,516	1,466	1,412	5,950	-
Details : FTTH	12,319	13,205	15,026	16,948	57,499	17,843	18,582	20,217	21,333	77,975	-
Voice Services of KDDI Corporation	1,353	1,505	1,673	1,770	6,300	2,043	2,316	2,609	2,828	9,795	-
Data Services of KDDI Corporation	8,440	8,755	10,026	11,526	38,747	11,714	11,786	12,690	13,186	49,375	-
Non-Telecommunications Business Services of KDDI +CTC+OCT+OTNet	2,526	2,945	3,328	3,652	12,452	4,087	4,480	4,918	5,319	18,804	-
Cable-plus phone	2,045	2,523	3,073	3,526	11,166	4,161	4,731	5,267	5,598	19,757	-

*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 of the Fiscal Year ended March 2010

Unit: Millions of Yen

Other Business		FY 2009.3					FY 2010.3					FY 2011.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	15,289	17,020	18,782	21,687	72,777	19,064	23,619	32,411	37,154	112,247	115,000
	Sales outside the group	6,034	6,911	7,536	9,711	30,191	7,742	12,320	14,543	21,402	56,007	-
	Sales within the group	9,255	10,109	11,246	11,976	42,586	11,321	11,298	17,868	15,752	56,240	-
	Operating income (loss)	(193)	(287)	396	(2,392)	(2,476)	(48)	979	2,170	405	3,506	5,000
	Ordinary income (loss)	(137)	(396)	310	(2,141)	(2,365)	(62)	895	2,159	364	3,356	5,000
	Extraordinary income (loss)	(26)	(8)	(15)	(2,436)	(2,486)	(6)	(59)	(27)	(347)	(439)	0
	Net income (loss)	(178)	(375)	224	(3,213)	(3,543)	(313)	454	1,203	(109)	1,234	3,000

Business Details: Mobile

Subscriptions (Thousand)	FY 2009.3					FY 2010.3					FY 2011.3
	Jun-08	Sep-08	Dec-08	/	Mar-09	Jun-09	Sep-09	Dec-09	/	Mar-10	Mar-11 (Forecast)
au	30,305	30,452	30,550			30,843	30,996	31,233		31,393	
CDMA 1X WIN	20,473	21,096	21,799		22,722	23,440	24,391	25,149		26,174	29,900
CDMA 1X	9,444	8,980	8,405		7,805	7,257	6,558	5,974		5,451	-
cdmaOne	389	375	347		316	299	284	271		247	-
EZweb	25,704	25,834	25,913		26,190	26,319	26,510	26,597		26,974	27,470

	FY 2009.3					FY 2010.3					FY 2011.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
ARPU (Yen)	5,900	5,940	5,870	5,500	5,800	5,600	5,600	5,470	5,000	5,410	5,010
Voice (Yen)	3,710	3,730	3,650	3,280	3,590	3,350	3,330	3,210	2,730	3,150	2,690
Data (Yen)	2,190	2,210	2,220	2,220	2,210	2,250	2,270	2,260	2,270	2,260	2,320
MOU (minutes)	136	139	140	135	138	138	142	150	148	144	150
Churn rate (%)	0.87	0.75	0.65	0.77	0.76	0.64	0.72	0.67	0.85	0.72	0.69
Number of units sold * 1 (Thousand)	2,860	2,700	2,450	2,800	10,810	2,210	2,560	2,330	3,100	10,200	10,600
Number of units shipped * 2 (Thousand)	2,680	2,420	2,470	2,570	10,140	2,170	2,360	2,590	3,100	10,210	10,210

*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					FY 2011.3 Mar-11 (Forecast)
	Jun-08	Sep-08	Dec-08		Mar-09	Jun-09	Sep-09	Dec-09		Mar-10	
ADSL (Thousand)	1,347	1,303	1,265		1,224	1,181	1,135	*5 1,087		1,031	840
FTTH (Thousand)	916	967	1,025		1,099	1,211	1,319	1,426		1,513	2,040
Metal-plus (Thousand)	3,269	3,251	3,201		3,130	3,065	3,000	2,927		2,852	2,570
Cable-plus phone (Thousand)	355	429	517		604	697	778	871		960	1,280
CATV *1 (Thousand)	683	697	712		722	882	896	913		972	1,040
Fixed access lines *2 (Thousand)	5,082	5,178	5,265		5,342	5,587	5,700	5,813		5,944	6,480
Myline Registration *3 (Thousand)	4,650	4,460	4,270		4,090	3,890	3,750	3,560		3,380	-
Local (Thousand)	2,984	2,866	2,743		2,630	2,517	2,436	2,318		2,250	-
In-prefecture Long Distance (Thousand)	3,728	3,573	3,417		3,275	3,125	3,018	2,867		2,770	-
Out-prefecture Long Distance (Thousand)	4,148	3,976	3,802		3,638	3,461	3,339	3,174		3,060	-
International (Thousand)	4,443	4,262	4,079		3,901	3,708	3,577	3,405		3,285	-
Voice Domestic Active Line *4 (Thousand)	3,294	3,164	3,008		2,830	2,700	2,593	2,480		2,334	-
Voice International Active Line *4 (Thousand)	214	200	186		170	158	149	141		133	-
KDDI Internet (Corporate use) (Thousand)	65	65	66		68	70	72	74		90	-
IP-VPN (Thousand)	68	69	71		72	73	74	74		73	-
Wide-area Ethernet (Thousand)	53	55	57		59	59	60	60		59	-

ARPU for Fixed-line	FY 2009.3					FY 2010.3					FY 2011.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
FTTH (Yen)	4,560	4,630	4,770	4,770	4,690	4,560	4,410	4,480	4,420	4,460	-
Metal-plus (Yen)	3,430	3,390	3,370	3,280	3,370	3,310	3,310	3,300	3,260	3,300	-
Voice Domestic Active Line *4 (Yen)	1,340	1,320	1,310	1,230	1,300	1,310	1,240	1,150	1,190	1,230	-
Voice International Active Line *4 (Yen)	3,870	4,320	3,800	3,920	3,980	3,940	3,700	3,930	4,250	3,940	-

* 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.

* 5 Corrections from 3Q of FY 2010.3 results report (1,027).