
Data Book

Financial Results for the 1st Half of FY 2012.3

October 24, 2011

KDDI Corporation

Financial Results for the 1st Half of FY 2012.3

Unit: Millions of Yen

Consolidated Statement		FY 2011.3						FY 2012.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q	3Q	4Q	Progress						
Operating revenues	866,019	852,418	1,718,437	853,419	862,690	1,716,109	3,434,546	864,964	878,324	1,743,288	50.4%	3,460,000
Telecommunications business	637,381	637,981	1,275,362	623,131	590,910	1,214,041	2,489,403	600,727	602,335	1,203,062	50.5%	2,380,000
Other business	228,639	214,437	443,075	230,288	271,780	502,068	945,143	264,237	275,989	540,226	50.0%	1,080,000
Operating income	129,297	118,558	247,855	124,195	99,861	224,057	471,912	140,096	126,650	266,746	56.2%	475,000
Ordinary income	122,580	111,462	234,042	115,631	91,004	206,635	440,677	132,448	119,958	252,406	56.1%	450,000
Extraordinary income (loss)	5,556	(180)	5,376	554	(101,347)	(100,793)	(95,417)	(3,976)	3,249	(727)	-	0
Net income	71,921	65,053	136,975	65,667	52,481	118,147	255,122	71,946	68,193	140,139	56.1%	250,000
Comprehensive income	-	-	-	-	-	-	250,830	79,375	72,113	151,488	-	-
Total assets * 1	3,749,352	-	3,801,770	3,741,568	-	-	3,778,918	3,828,004	-	3,915,900	-	-
Shareholders' equity * 1	2,119,433	-	2,182,097	2,126,689	-	-	2,171,839	2,218,903	-	2,291,814	-	-
Shareholders' equity ratio * 1	54.9%	-	55.7%	55.1%	-	-	55.7%	56.1%	-	56.7%	-	-
Shareholders' equity per share (Yen) * 1	461,831	-	475,514	482,832	-	-	495,386	506,053	-	522,562	-	-
Free cash flows	(1,210)	138,146	136,936	84,609	55,263	139,872	276,808	67,158	109,106	176,264	-	330,000
Depreciation	106,113	110,335	216,448	114,495	118,375	232,870	449,318	100,551	102,600	203,151	46.5%	437,000
Capex (cash flow basis)	110,392	105,350	215,742	103,507	124,428	227,935	443,677	76,883	92,185	169,068	36.8%	460,000
EBITDA	236,636	230,788	467,424	242,715	226,558	468,891	936,315	242,160	233,074	475,234	51.5%	923,000
EBITDA margin	27.3%	27.1%	27.2%	28.4%	26.3%	27.3%	27.3%	28.0%	26.5%	27.3%	-	26.7%
Interest bearing debt * 1	1,075,226	-	1,034,795	988,211	-	-	979,630	977,574	-	932,677	-	-
Net debt * 1	963,309	-	827,509	873,918	-	-	819,760	786,241	-	679,519	-	-
Debt / EBITDA Ratio	-	-	-	-	-	-	1.0	-	-	-	-	-
Debt / Equity Ratio	0.52	-	0.49	0.48	-	-	0.47	0.45	-	0.42	-	-

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

Financial Results for the 1st Half of FY 2012.3

Unit: Millions of Yen

Mobile Business		FY 2011.3						FY 2012.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q	3Q	4Q	Progress						
Operating revenues	663,711	641,445	1,305,156	647,172	638,397	1,285,569	2,590,725	662,148	670,056	1,332,205	51.2%	2,600,000
Sales outside the group	661,208	638,721	1,299,929	644,426	638,010	1,282,437	2,582,366	659,485	667,324	1,326,809	-	-
Telecommunications business	486,762	483,059	969,821	473,151	437,329	910,480	1,880,301	450,344	448,677	899,022	-	-
Other business	174,446	155,662	330,109	171,276	200,681	371,957	702,066	209,141	218,647	427,788	-	-
Sales within the group	2,503	2,723	5,226	2,745	387	3,132	8,358	2,663	2,732	5,395	-	-
Operating income	133,323	114,342	247,665	111,938	79,283	191,221	438,886	121,691	109,366	231,057	53.7%	430,000
Ordinary income	131,628	111,954	243,582	109,478	76,802	186,280	429,862	119,708	107,615	227,323	53.9%	422,000
Extraordinary income (loss)	5	(108)	(103)	518	(53,726)	(53,209)	(53,312)	(3,556)	(33)	(3,589)	-	0
Net income	75,058	65,805	140,863	62,601	10,574	73,175	214,038	66,246	61,502	127,748	53.2%	240,000
Free cash flows	18,148	119,444	137,592	68,959	38,282	107,241	244,833	43,205	67,153	110,358	-	270,000
Depreciation	75,668	79,139	154,807	83,007	86,359	169,366	324,173	72,827	74,208	147,035	46.4%	317,000
Capex (cash flow basis)	79,283	82,223	161,506	81,234	95,935	177,169	338,675	49,345	63,938	113,284	33.8%	335,000
EBITDA	209,813	194,803	404,617	197,857	171,917	369,773	774,390	195,586	186,849	382,435	50.7%	754,000
EBITDA margin	31.6%	30.4%	31.0%	30.6%	26.9%	28.8%	29.9%	29.5%	27.9%	28.7%	-	29.0%

Financial Results for the 1st Half of FY 2012.3

Unit: Millions of Yen

Fixed-line Business		FY 2011.3						FY 2012.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q	3Q	4Q	Progress						
Operating revenues	214,108	224,376	438,484	221,548	237,219	458,767	897,251	220,209	227,090	447,299	48.4%	925,000
Sales outside the group	192,318	201,290	393,608	197,785	212,197	409,982	803,590	196,794	203,002	399,796	-	-
Telecommunications business	150,356	154,672	305,028	149,980	153,581	303,562	608,590	150,383	153,658	304,041	-	-
Other business	41,961	46,618	88,579	47,805	58,616	106,421	195,000	46,411	49,344	95,755	-	-
Sales within the group	21,790	23,086	44,877	23,763	25,022	48,785	93,662	23,415	24,088	47,503	-	-
Operating income (loss)	(5,376)	1,707	(3,669)	10,507	17,150	27,658	23,989	16,537	15,514	32,051	80.1%	40,000
Ordinary income (loss)	(8,347)	(2,360)	(10,707)	5,710	12,842	18,551	7,844	12,012	12,056	24,068	104.6%	23,000
Extraordinary income (loss)	5,757	(146)	5,611	(194)	(48,912)	(49,107)	(43,496)	(371)	3,607	3,236	-	0
Net income (loss)	(2,087)	(2,254)	(4,342)	2,945	41,118	44,063	39,721	5,730	7,011	12,741	159.3%	8,000
Free cash flows	(19,381)	20,562	1,181	15,006	18,948	33,955	35,136	27,432	38,350	65,782	-	58,000
Depreciation	30,293	31,039	61,332	31,290	31,468	62,758	124,090	27,427	28,050	55,477	47.0%	118,000
Capex (cash flow basis)	30,708	22,584	53,292	21,689	28,125	49,814	103,106	26,926	27,863	54,789	44.9%	122,000
EBITDA	25,313	33,289	58,602	42,750	50,616	92,984	151,586	44,409	44,112	88,522	54.6%	162,000
EBITDA margin	11.8%	14.8%	13.4%	19.3%	21.3%	20.3%	16.9%	20.2%	19.4%	19.8%	-	17.5%

Financial Results for the 1st Half of FY 2012.3

Unit: Millions of Yen

Fixed-line Business	FY 2011.3							FY 2012.3				
	1H			2H		Total	1H			Total (Forecast)		
	1Q	2Q	3Q	4Q	1Q		2Q	Progress				
Details of total operating revenues												
Total operating revenues	214,108	224,376	438,484	221,548	237,219	458,767	897,251	220,209	227,090	447,299	48.4%	925,000
Telecommunications Business of KDDI	130,397	130,872	261,270	130,255	130,335	260,590	521,860	127,560	128,319	255,880	49.1%	521,000
Voice Services	62,914	63,590	126,504	62,399	63,095	125,494	251,998	61,367	62,152	123,519	49.8%	248,000
Local call	4,669	4,528	9,197	4,390	3,700	8,090	17,287	3,760	3,609	7,369	-	-
Long distance call	44,312	45,083	89,395	45,006	45,379	90,385	179,780	44,598	45,706	90,304	-	-
International call	13,934	13,978	27,912	13,003	14,016	27,019	54,931	13,009	12,836	25,846	-	-
Data Services	67,483	67,283	134,766	67,856	67,240	135,096	269,862	66,193	66,168	132,361	48.5%	273,000
Internet	31,007	31,360	62,368	32,580	32,570	65,150	127,518	32,877	33,139	66,015	46.8%	141,000
Wide-area Ethernet	19,300	19,386	38,686	19,338	18,972	38,310	76,996	18,584	18,613	37,197	51.0%	73,000
Leased circuits * 1	8,924	8,708	17,632	8,415	8,371	16,785	34,417	8,006	7,947	15,954	46.9%	34,000
IP-VPN	8,077	7,688	15,765	7,391	7,144	14,535	30,300	6,636	6,365	13,002	52.0%	25,000
Other Data Services * 2	175	140	316	132	183	314	630	89	103	193	-	-
JCN Group	20,774	22,411	43,185	22,641	23,859	46,501	89,686	22,316	23,272	45,588	51.2%	89,000
CTC	12,740	13,264	26,004	13,863	14,548	28,412	54,416	14,777	15,281	30,058	49.3%	61,000
Other Fixed-line Business * 3	50,197	57,829	108,025	54,788	68,476	123,265	231,290	55,556	60,217	115,773	45.6%	254,000
Details : Metal-plus	27,332	26,552	53,883	25,667	24,745	50,412	104,295	23,497	22,678	46,175	-	-
Voice Services	21,412	20,879	42,292	20,307	19,685	39,992	82,284	18,758	18,249	37,007	-	-
Data Services	4,581	4,385	8,966	4,137	3,907	8,044	17,010	3,658	3,416	7,074	-	-
Non-Telecommunications Business Services	1,339	1,287	2,626	1,222	1,153	2,375	5,001	1,081	1,012	2,094	-	-
Details : FTTH	22,704	23,916	46,621	26,166	27,144	53,310	99,931	28,448	29,667	58,115	-	-
Voice Services of KDDI Corporation	3,059	3,346	6,405	3,565	3,850	7,415	13,820	3,916	4,086	8,002	-	-
Data Services of KDDI Corporation	13,842	14,323	28,165	15,750	16,011	31,762	59,927	16,880	17,450	34,330	-	-
Non-Telecommunications Business Services of KDDI +CTC+OCT+OTNet	5,803	6,247	12,050	6,851	7,283	14,134	26,184	7,652	8,131	15,783	-	-
Cable-plus phone (Voice service + data service * 1)	6,162	6,937	13,099	7,497	8,221	15,718	28,817	8,693	9,590	18,283	-	-

*1 Revenues from wholesale of "J:COM PHONE Plus" that occurred from the year ending March 31, 2012, are included in data service (leased circuits.)

*2 Includes Frame relay, Cell relay and Telegraph.

*3 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 2012.3

Unit: Millions of Yen

Other Business		FY 2011.3						FY 2012.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q		3Q	4Q			1Q	2Q	Progress	
Operating revenues	28,716	28,763	57,478	26,566	30,282	56,849	114,327	25,644	26,331	51,976	52.0%	100,000
Sales outside the group	12,494	12,407	24,900	11,207	12,482	23,690	48,590	8,685	7,998	16,683	-	-
Sales within the group	16,222	16,356	32,578	15,359	17,800	33,159	65,737	16,959	18,334	35,293	-	-
Operating income (loss)	1,179	2,424	3,603	1,725	3,201	4,927	8,530	1,729	1,634	3,363	67.3%	5,000
Ordinary income (loss)	1,210	1,454	2,664	1,943	1,670	3,613	6,277	2,271	1,574	3,845	76.9%	5,000
Extraordinary income (loss)	0	(177)	(177)	(402)	(24)	(426)	(603)	42	(55)	(12)	-	0
Net income (loss)	349	880	1,229	717	357	1,075	2,304	1,230	623	1,853	92.7%	2,000

Business Details: Mobile

Subscriptions (Thousand)	FY 2011.3				FY 2012.3		
	Jun-10	Sep-10	Dec-10	Mar-11	Jun-11	Sep-11	Mar-12 (Forecast)
au	32,091	32,291	32,527		33,352	33,659	34,500
CDMA 1X WIN	27,147	27,989	28,716		30,629	31,507	33,000
CDMA 1X	4,734	4,116	3,649		2,600	2,051	-
cdmaOne	211	186	162		124	101	-
UQ WiMAX	214	337	524		1,030	1,237	2,000
au + UQ WiMAX	32,305	32,628	33,052		34,382	34,896	36,500
EZweb / IS NET	27,118	27,165	27,204		27,684	27,777	-

	FY 2011.3					FY 2012.3		
	1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
ARPU (Yen)	5,160	5,100	4,980	4,530	4,940	4,640	4,590	4,540
Voice (Yen)	2,860	2,790	2,660	2,190	2,620	2,240	2,130	2,000
Data (Yen)	2,300	2,310	2,320	2,340	2,320	2,400	2,460	2,540
MOU (minutes)	152	154	154	157	154	151	151	151
Churn rate (%)	0.75	0.73	0.68	0.75	0.73	0.66	0.67	0.70
Number of units sold * 1 (Thousand)	2,810	2,830	2,700	3,240	11,570	3,310	3,380	12,100
Number of units shipped * 2 (Thousand)	2,960	2,560	2,760	3,280	11,560	3,470	3,270	12,170

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

*2 Number of units shipped to retailers from KDDI.

Business Details: Fixed - line

Subscriptions			FY 2011.3				FY 2012.3		
			Jun-10	Sep-10	Dec-10	Mar-11	Jun-11	Sep-11	Mar-12 (Forecast)
ADSL	(Thousand)	982	932	880	825	777	726	630	
FTTH	(Thousand)	1,637	1,741	1,833	1,901	1,987	2,070	2,400	
Metal-plus	(Thousand)	2,775	2,702	2,622	2,543	2,465	2,384	2,130	
Cable-plus phone	* 1 (Thousand)	1,062	1,152	1,250	1,341	1,486	1,679	2,160	
CATV	* 2 (Thousand)	1,019	1,042	1,065	1,088	1,106	1,123	1,130	
Fixed access lines	* 3 (Thousand)	6,109	6,220	6,326	6,407	6,555	6,747	7,280	
Myline Registration	* 4 (Thousand)	3,320	3,220	3,110	3,020	2,930	2,850	-	
Local	(Thousand)	2,189	2,138	2,076	2,020	1,973	1,921	-	
In-prefecture Long Distance	(Thousand)	2,679	2,605	2,523	2,451	2,386	2,318	-	
Out-prefecture Long Distance	(Thousand)	2,955	2,868	2,778	2,697	2,627	2,553	-	
International	(Thousand)	3,173	3,078	2,978	2,890	2,813	2,733	-	
Voice Domestic Active Line	* 5 (Thousand)	2,247	2,188	2,121	2,047	1,963	1,923	-	
Voice International Active Line	* 5 (Thousand)	125	119	111	112	97	95	-	
KDDI Internet (Corporate use)	(Thousand)	78	80	87	90	92	95	-	
IP-VPN	(Thousand)	74	74	74	73	72	72	-	
Wide-area Ethernet	(Thousand)	64	67	70	72	75	79	-	

ARPU for Fixed-line		FY 2011.3					FY 2012.3		
		1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
FTTH	(Yen)	4,340	4,310	4,350	4,450	4,360	4,440	4,440	-
Metal-plus	(Yen)	3,220	3,220	3,190	3,170	3,200	3,100	3,100	-
Voice Domestic Active Line	* 5 (Yen)	1,180	1,180	1,170	1,130	1,160	1,100	1,120	-
Voice International Active Line	* 5 (Yen)	3,820	4,260	3,780	3,940	3,950	4,060	3,790	-

* 1 Include wholesale to "J:COM PHONE Plus" from FY2012.3.

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

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

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

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