
KDDI CORPORATION

Financial Results for the 3rd Quarter
of the Fiscal Year Ending March 2012

January 26, 2012

President

Takashi Tanaka

1	Presentation Highlights
2	Overview of Performance/Forecasts
3	Measures for 3Q/Outlook for 4Q
4	KDDI's New Growth Strategy 3M Strategy: Start of Phase 1 -Smart Passport Concept
Appendix	

The figures included in the following brief, including the business performance target and the target for the number of subscribers are all projected data based on the information currently available to the KDDI Group, and are subject to variable factors such as economic conditions, a competitive environment and the future prospects for newly introduced services.

Accordingly, please be advised that the actual results of business performance or of the number of subscribers may differ substantially from the projections described here.

Results

Our results show steady progress toward successfully
“turning around our core business”

Results forecasts

Operating revenues: current forecast is
¥90.0B higher than initial forecast
Operating income: no change

KDDI's New Growth Strategy

3M Strategy: Start of Phase 1
-Smart Passport Concept

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Appendix	

1 Consolidated financial results: Increases in revenues and income

- Operating revenues ¥2,645.4B (+2.9% yoy), operating income: ¥384.2B (+3.3% yoy)

2 Mobile Business: au nears complete recovery of momentum, substantial improvement in KPI

- Churn rate (3Q): Substantial decline, to record low of 0.56%.
- MNP (3Q): First net gain in 9 quarters, No. 1 in MNP net gain.
- Smartphone: rose to 50% of 3Q sales, 3.54M units sold in 1-3Q.

3 Fixed-line Business: Operating income exceeded initial forecasts for full year (1-3Q: ¥43.3B)

- Increased FTTH revenues (+¥16.3B) and reduced NW costs (¥11.8B)

4 Repurchase of own stock /issuance of euro yen zero coupon convertible bonds

- Acquired all of the KDDI shares held by TEPCO, our 3rd largest stockholder, at total cost of ¥221.0B. All of the KDDI shares held by TEPCO (357,541 shares) were acquired.
- Raised funds through the issuance of euro yen zero coupon convertible bonds of total amount: ¥200.0B.

1

Consolidated results: Operating revenues revised upward from the previous forecast, operating income stayed unchanged.

- Operating revenue increased by ¥90.0B due to higher forecast for unit sales of smartphones.
- For operating income forecast: not change to initial forecast of 475.0B. Lower income in Mobile Business (due to higher smartphone unit sales, failure to achieve ARPU target) offset by higher income in Fixed-line Business.

Operating Revenues

¥3,550.0B (From Previous Forecast
+¥90.0B)

Mobile Business: ¥2,710.0B (+¥110.0B)

Fixed-line Business: ¥905.0B (▲¥20.0B)

Operating Income

¥475.0B (No Change)

Mobile Business: ¥420.0B (▲¥10.0B)

Fixed-line Business: ¥50.0B (+¥10.0B)

Major KPI

au Subscriptions

35.00M (+0.50M)

Smartphone Sales

5.55M (+1.55M)

au ARPU

¥4,480 (▲¥60)

au Churn Rate

0.65% (▲0.05 points)

Handset Sales

13.35M (+1.25M)

FTTH Subscriptions

2.30M (▲0.1M)

* Figure in () represent changes from previous forecasts.

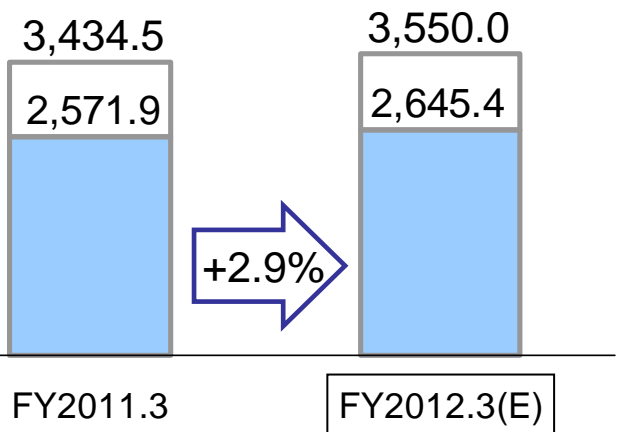
2 Consolidated net income: revised to ¥235.0B

- Due to the promulgation of the revised Corporate Tax Act, etc., an increase of ¥15.0B in income taxes-deferred is expected due to the reversal of deferred tax assets. Consequently, the forecast for net income has been revised from the previous forecast of ¥250.0B to ¥235.0B (▲¥15.0B).

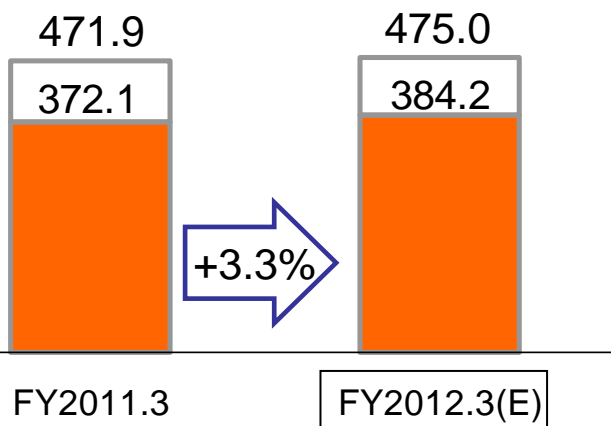
3 Consolidated free cash flow: revised to ¥215.0B

- In addition to an increase in installment sales receivables due to higher unit sales of smartphones, KDDI implemented M&As. As a result, the previous forecast for free cash flow of ¥330.0 billion has been revised to ¥215.0B (▲¥115.0B).
- Capital expenditures are forecast at ¥450.0B (▲¥10.0B).

Operating Revenues (Billions of yen)



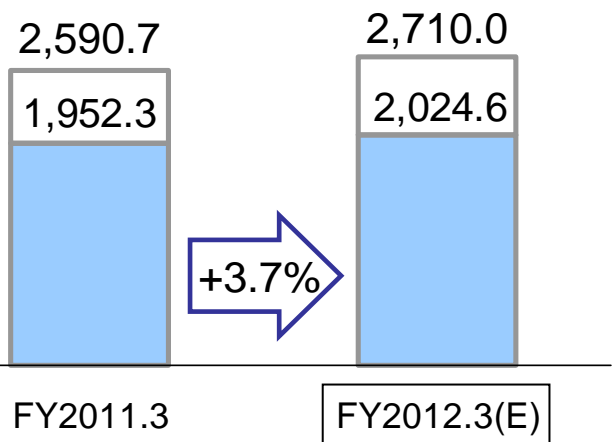
Operating Income (Billions of yen)



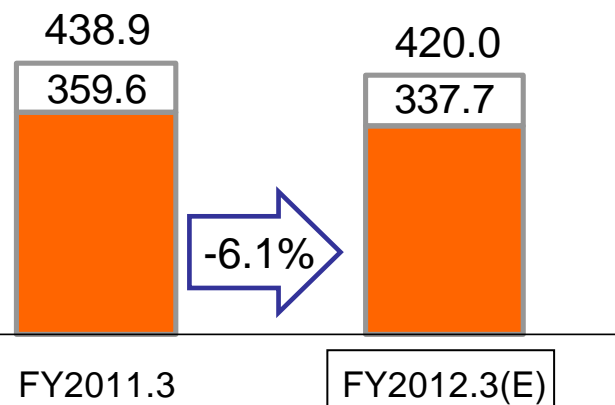
(Billions of yen)

	FY2011.3		FY2012.3(E)				FY2012.3
	1-3Q		1-3Q	yoy	progress	Latest F	Previous F
Operating revenues	2,571.9	3,434.5	2,645.4	+2.9%	74.5%	3,550.0	3,460.0
Operating income	372.1	471.9	384.2	+3.3%	80.9%	475.0	475.0
<i>Operating margin</i>	14.5%	13.7%	14.5%	-	-	13.4%	13.7%
Ordinary income	349.7	440.7	364.7	+4.3%	81.0%	450.0	450.0
Net income	202.6	255.1	194.4	-4.1%	82.7%	235.0	250.0
EBITDA	710.1	936.3	701.2	-1.3%	76.0%	923.0	923.0
<i>EBITDA margin</i>	27.6%	27.3%	26.5%	-	-	26.0%	26.7%
Free Cash Flow	221.5	276.8	252.1	-	-	215.0	330.0
CAPEX (Cash basis)	319.2	443.7	272.9	-14.5%	60.7%	450.0	460.0

Operating Revenues (Billions of yen)



Operating Income (Billions of yen)

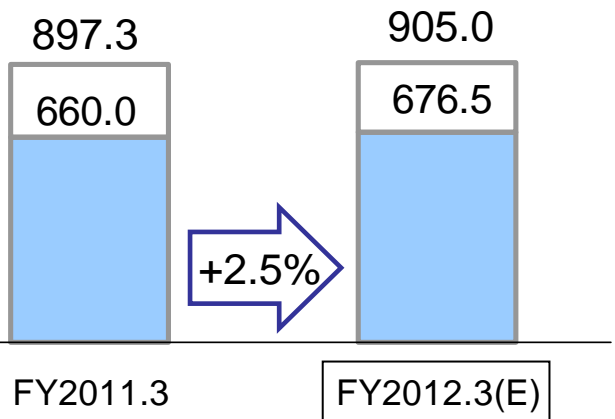


(Billions of yen)

	FY2011.3		FY2012.3(E)				FY2012.3
	1-3Q		1-3Q	yoy	progress	Latest F	Previous F
Operating revenues	1,952.3	2,590.7	2,024.6	+3.7%	74.7%	2,710.0	2,600.0
Operating income	359.6	438.9	337.7	-6.1%	80.4%	420.0	430.0
<i>Operating margin</i>	18.4%	16.9%	16.7%	-	-	15.5%	16.5%
Ordinary income	353.1	429.9	333.1	-5.7%	81.2%	410.0	422.0
Net income	203.5	214.0	176.8	-13.1%	80.4%	220.0	240.0
EBITDA	602.5	774.4	567.3	-5.8%	76.3%	744.0	754.0
<i>EBITDA margin</i>	30.9%	29.9%	28.0%	-	-	27.5%	29.0%
Free Cash Flow	206.6	244.8	183.5	-	-	168.0	270.0
CAPEX (Cash basis)	242.7	338.7	192.6	-20.6%	60.2%	320.0	335.0

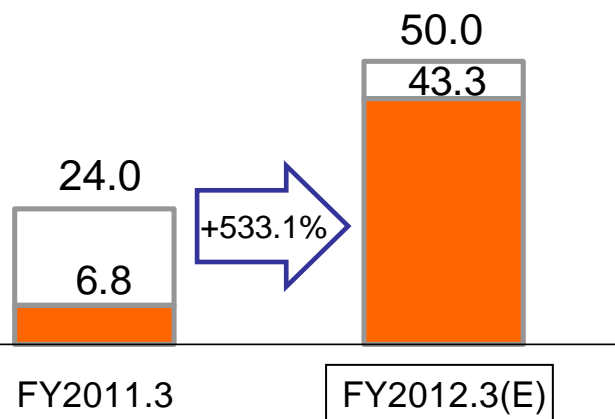
Operating Revenues

(Billions of yen)



Operating Income

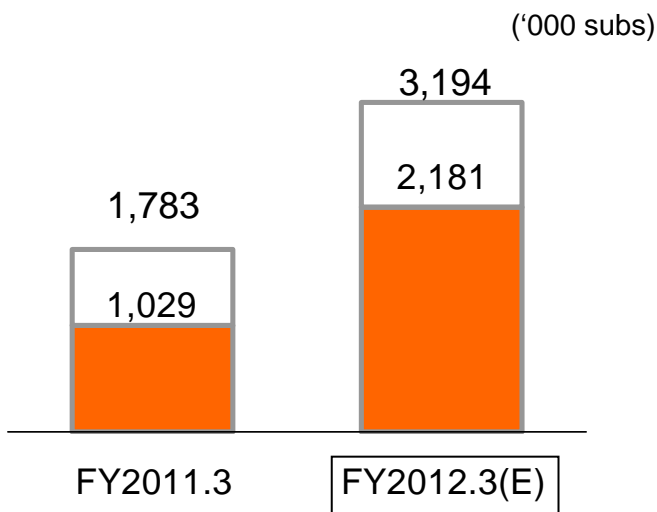
(Billions of yen)



(Billions of yen)

	FY2011.3		FY2012.3(E)				FY2012.3
	1-3Q		1-3Q	yoy	progress	Latest F	Previous F
Operating revenues	660.0	897.3	676.5	+2.5%	74.8%	905.0	925.0
Operating income	6.8	24.0	43.3	+533.1%	86.6%	50.0	40.0
<i>Operating margin</i>	1.0%	2.7%	6.4%	-	-	5.5%	4.3%
Ordinary income	-5.0	7.8	32.8	-	93.8%	35.0	23.0
Net income	-1.4	39.7	18.8	-	144.7%	13.0	8.0
EBITDA	101.4	151.6	129.6	+27.9%	75.4%	172.0	162.0
<i>EBITDA margin</i>	15.4%	16.9%	19.2%	-	-	19.0%	17.5%
Free Cash Flow	16.2	35.1	67.0	-	-	45.0	58.0
CAPEX (Cash basis)	75.0	103.1	79.1	+5.5%	62.3%	127.0	122.0

Net Adds (au+UQ WiMAX)

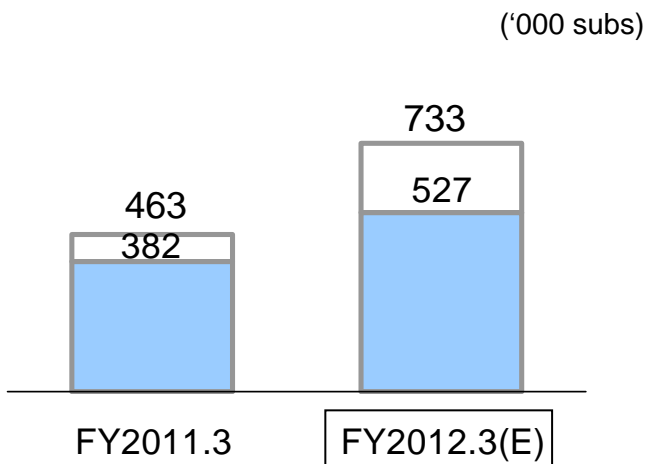


<Subscriptions>

(‘000 subs)

Mobile Business	FY2011.3		FY2012.3 (E)		FY2012.3 Previous F
	3Q		3Q	Latest F	
au Total	32,527	32,999	34,298	35,000	34,500
of module-type	1,353	1,494	1,881	1,980	1,800
WIN(EV-DO)	28,716	29,633	32,481	-	33,000
1X	3,649	3,221	1,742	-	-
cdmaOne	162	146	75	-	-
UQ WiMAX	524	807	1,689	2,000	2,000
au + UQ WiMAX	33,052	33,806	35,987	37,000	36,500

Net Adds (Fixed access lines)



<Subscriptions>

(‘000 subs)

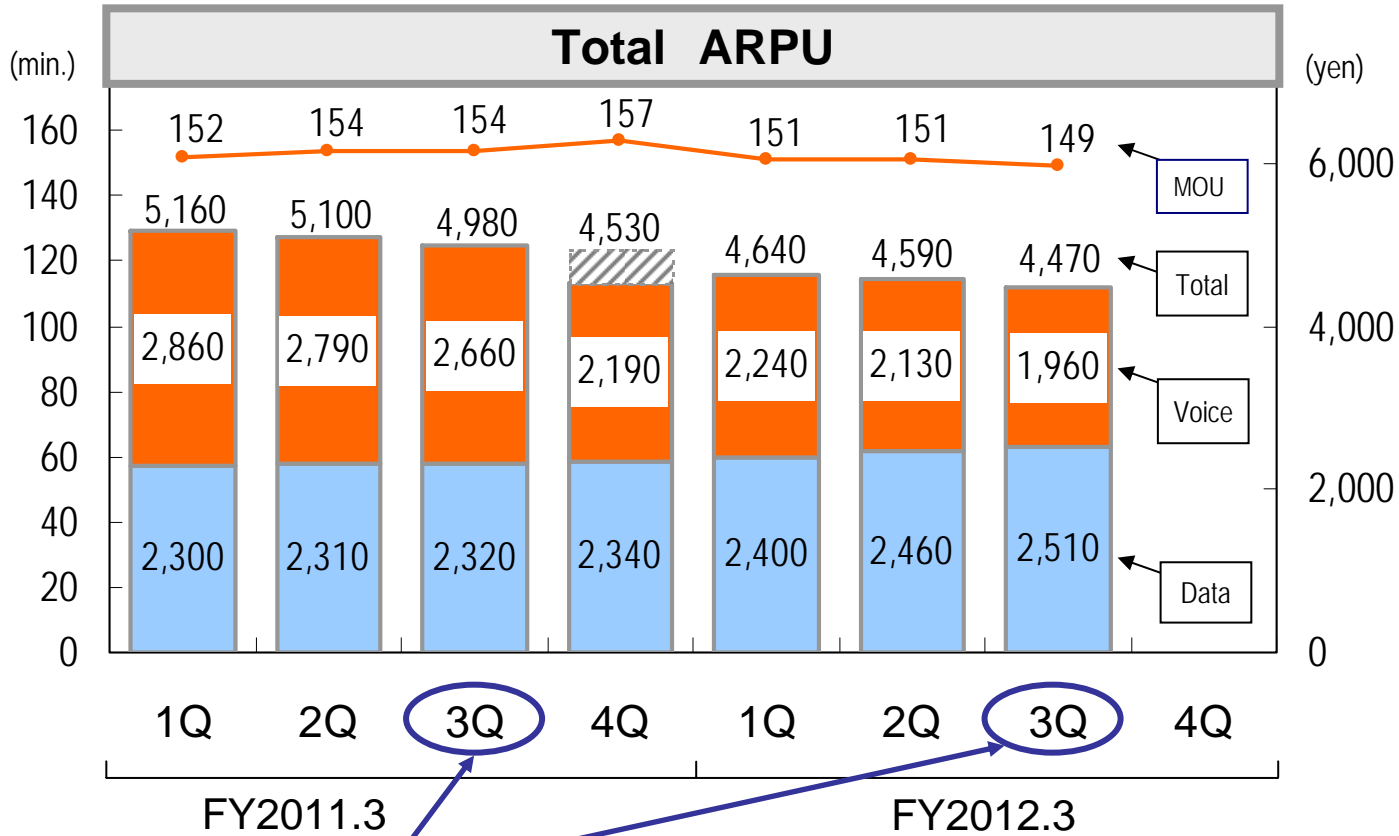
Fixed-line Business	FY2011.3		FY2012.3 (E)		FY2012.3 Previous F
	3Q		3Q	Latest F	
FTTH	1,833	1,901	2,167	2,300	2,400
Metal-plus	2,622	2,543	2,299	2,180	2,130
Cable-plus phone ^{Note1}	1,250	1,341	1,865	2,060	2,160
CATV ^{Note2}	1,065	1,088	1,133	1,140	1,130
Fixed access lines ^{Note3}	6,326	6,407	6,935	7,140	7,280

Note1: Includes wholesale to "J:COM PHONE Plus" from FY2012.3.

Note2: CATV subs include number of households with at least one contract of broadcasting, internet, or telephone.


Note3: Fixed access lines are FTTH, direct-revenue telephony (Metal-plus, Cable-plus phone), and CATV subs.

The number excludes crossover subs.

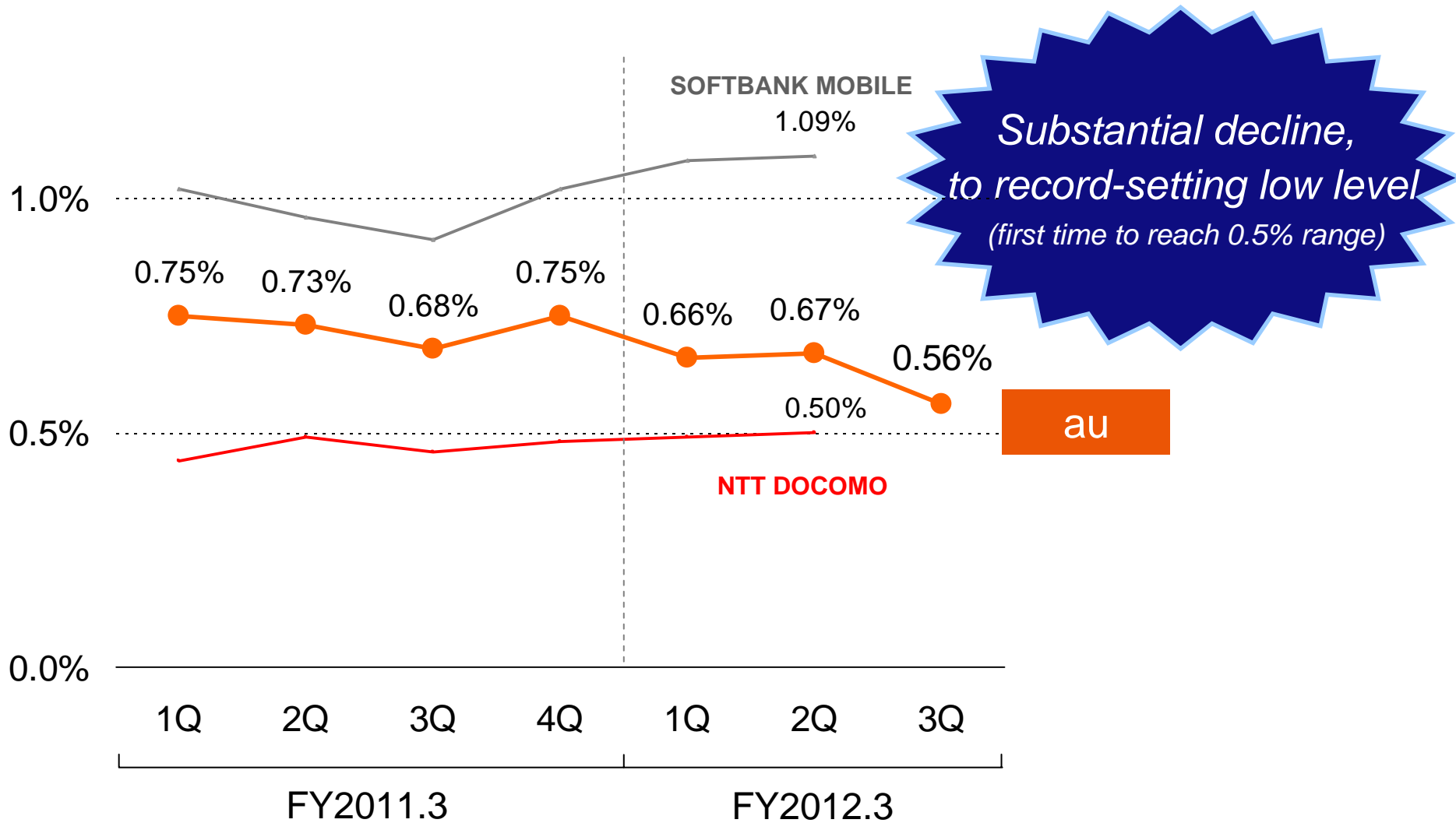


yoy	
Total ARPU	▲ ¥ 510 (▲ 10.2%)
of Voice	▲ ¥ 700 (▲ 26.3%)
of Data	+ ¥ 190 (+ 8.2%)

Full-year	FY2011.3	FY2012.3(E)	
		Previous F	Latest F
Total ARPU	4,940円	4,540円	4,480円
of Voice	2,620円	2,000円	2,000円
of Data	2,320円	2,540円	2,480円

* The  portion of FY2011.3 4Q was negative due to the settlement of access charges among carriers.

3Q/FY2012.3: 0.56% (Down 0.12 points yoy)

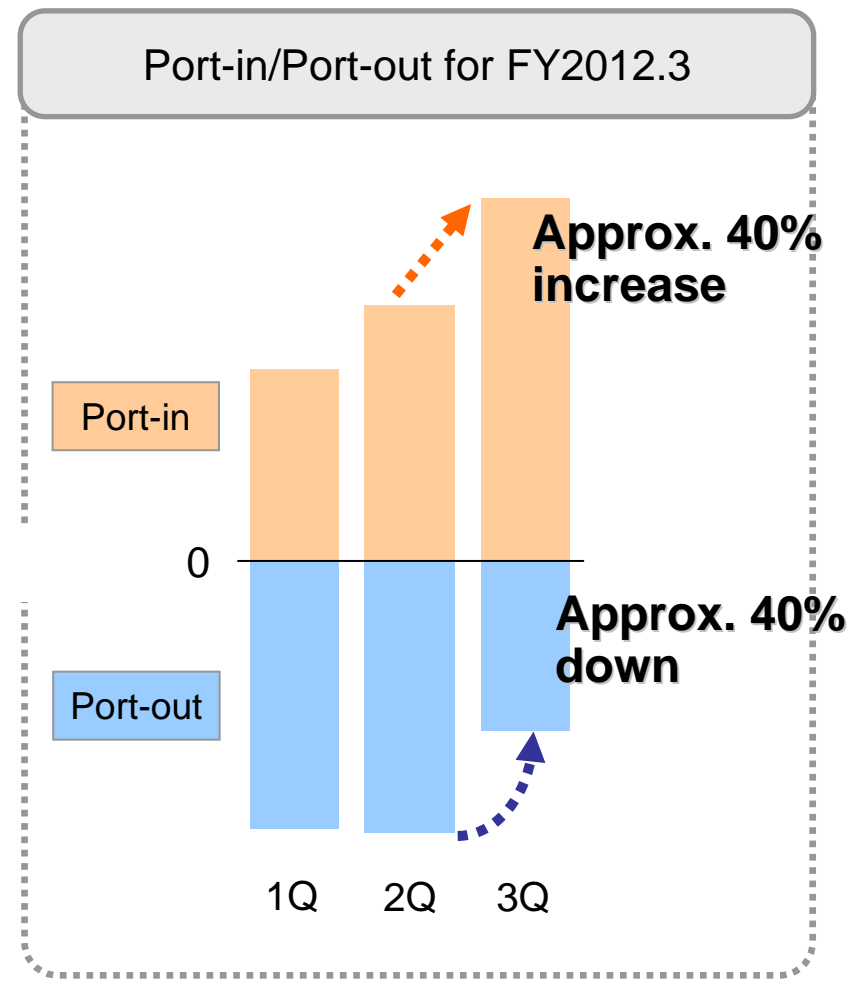
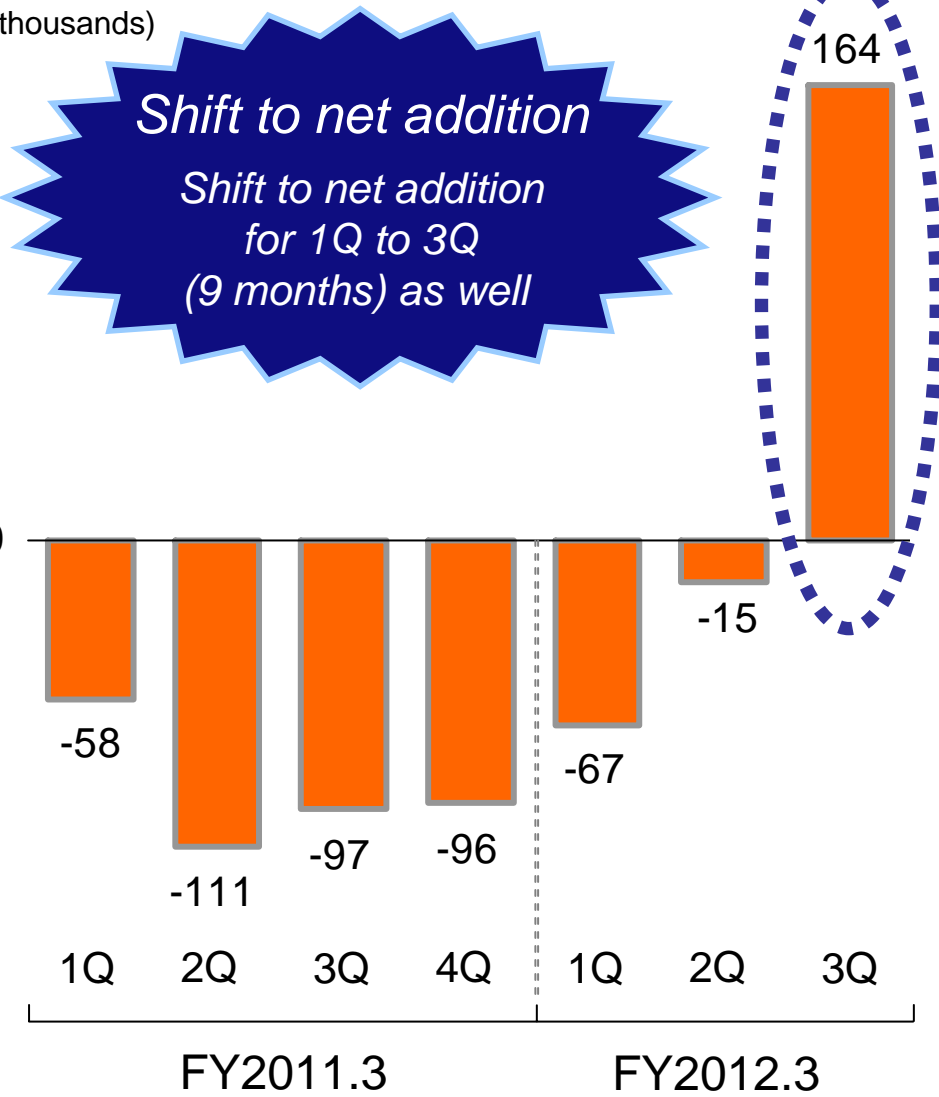


*Based on financial results materials, etc. of each company.

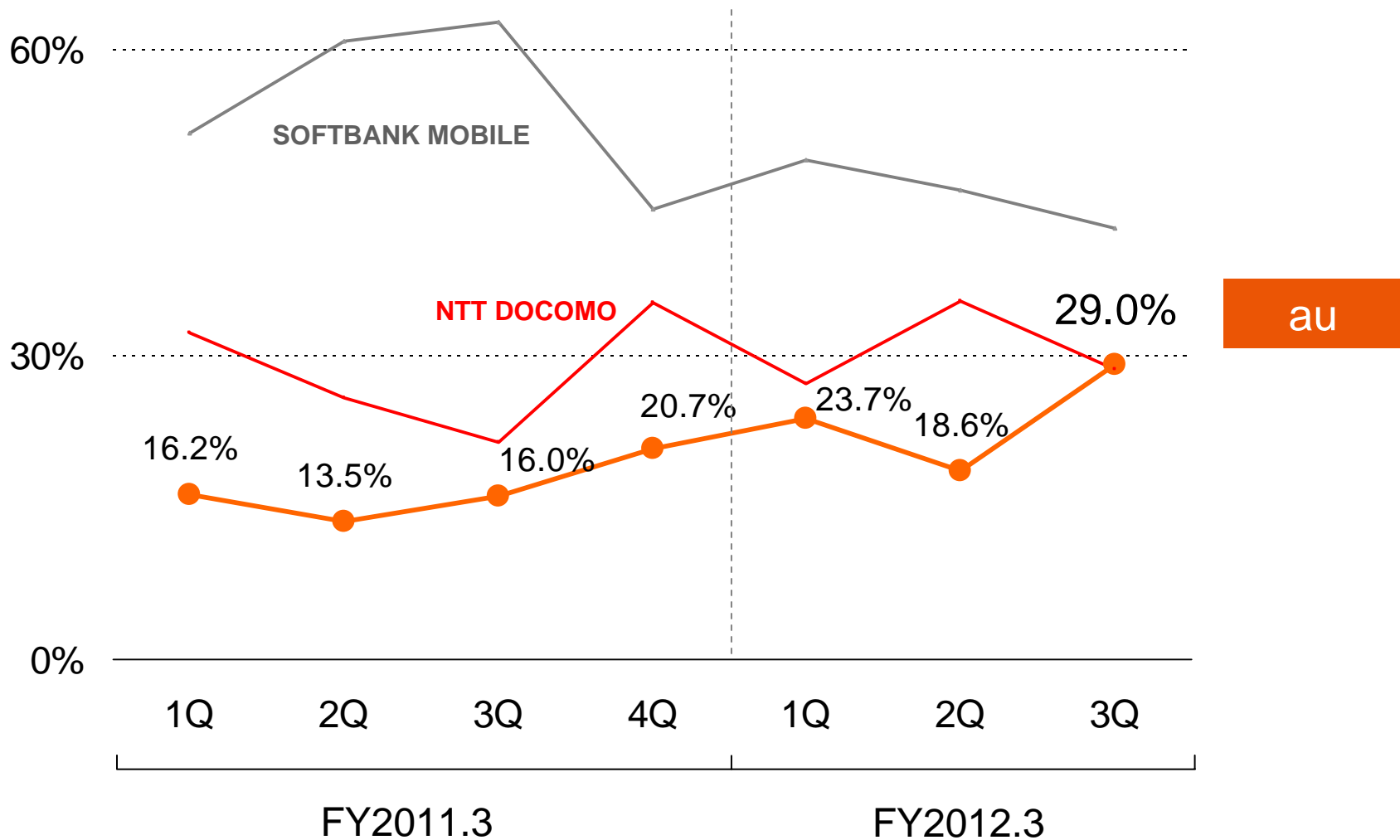
*au churn rate is calculated for ordinary handsets which exclude module-type terminals.

1-3Q/FY2012.3: 82k (Improved 348k, yoy)

(thousands)



1-3Q/FY2012.3: 29.0% (Up 10.4 points from 2Q/FY2012.3)

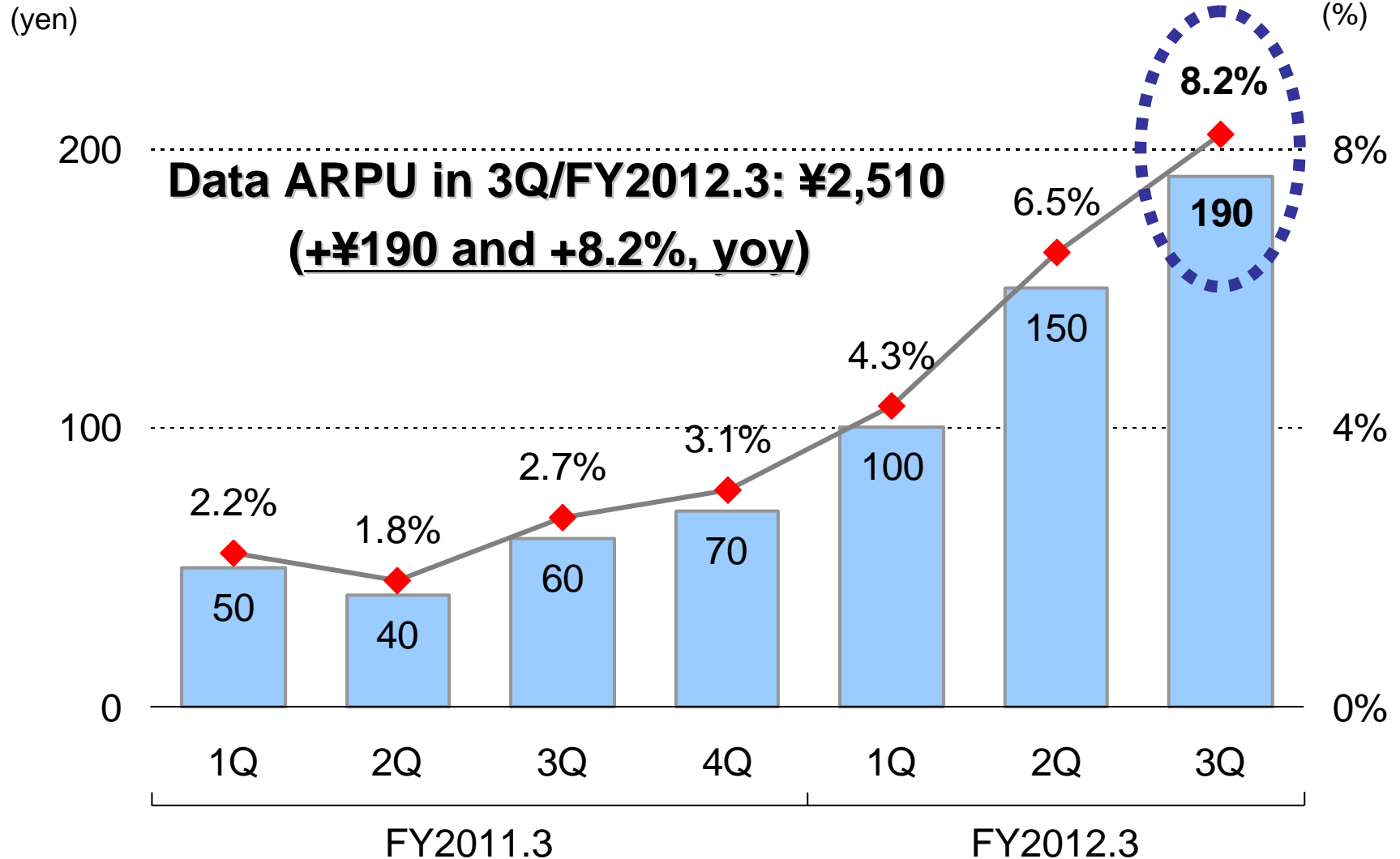


* Net addition share is created by KDDI using data from Telecommunication Carriers Association's website.

* Net addition share among NTT DOCOMO, SOFTBANK MOBILE, and KDDI

YOY Increase / Rise Ratio

■ Increase (Left axis) —◆— Rise ratio (Right axis)



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Challenges and Initiatives in 2nd half of FY2012.3

Mobile Business

1 Strengthening shift to smartphones:

- Enhance product lineup
- Boost sales capabilities
- Strengthen data offloading

Fixed-line Business

2 Expanding FTTH customer base

3Q Highlights

Accelerating shift to smartphones

Start of iPhone 4S sales

Favorable progress in shift to handsets compatible with new 800MHz bandwidth

FTTH sales driving higher revenues in fixed-line business

Start of initiatives to transition au shops to core sales channel, with focus on 3M strategy

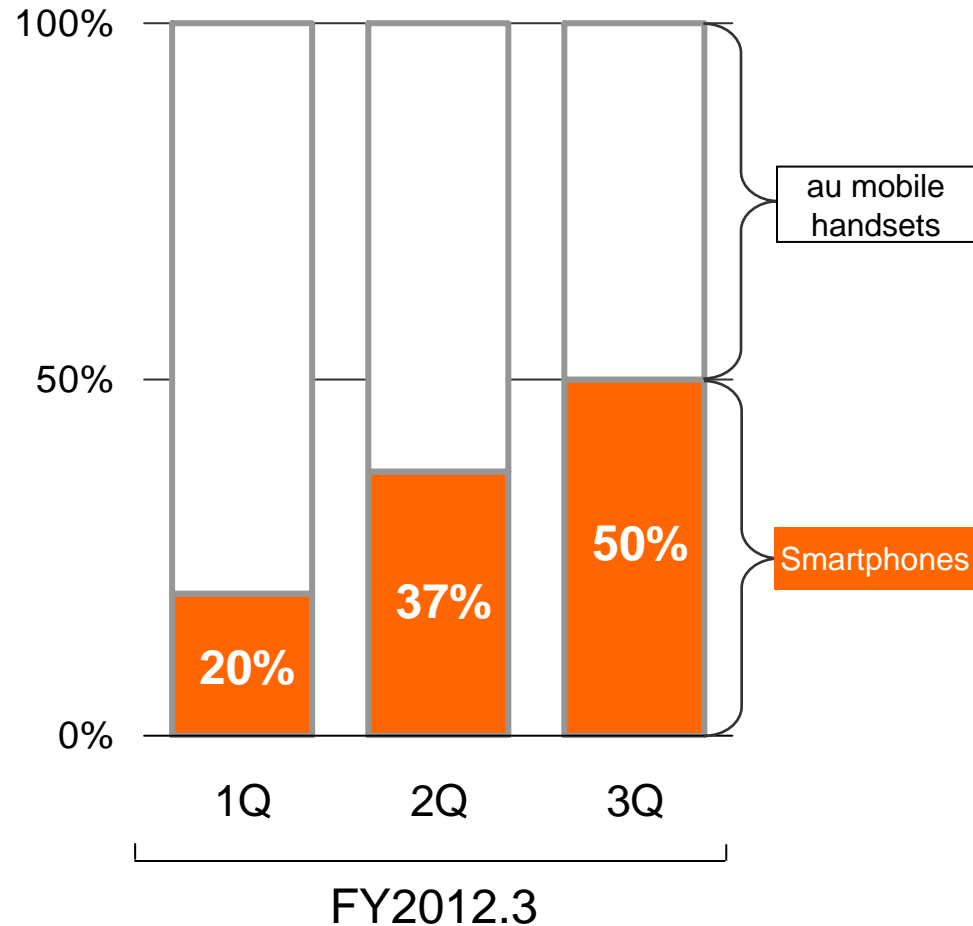
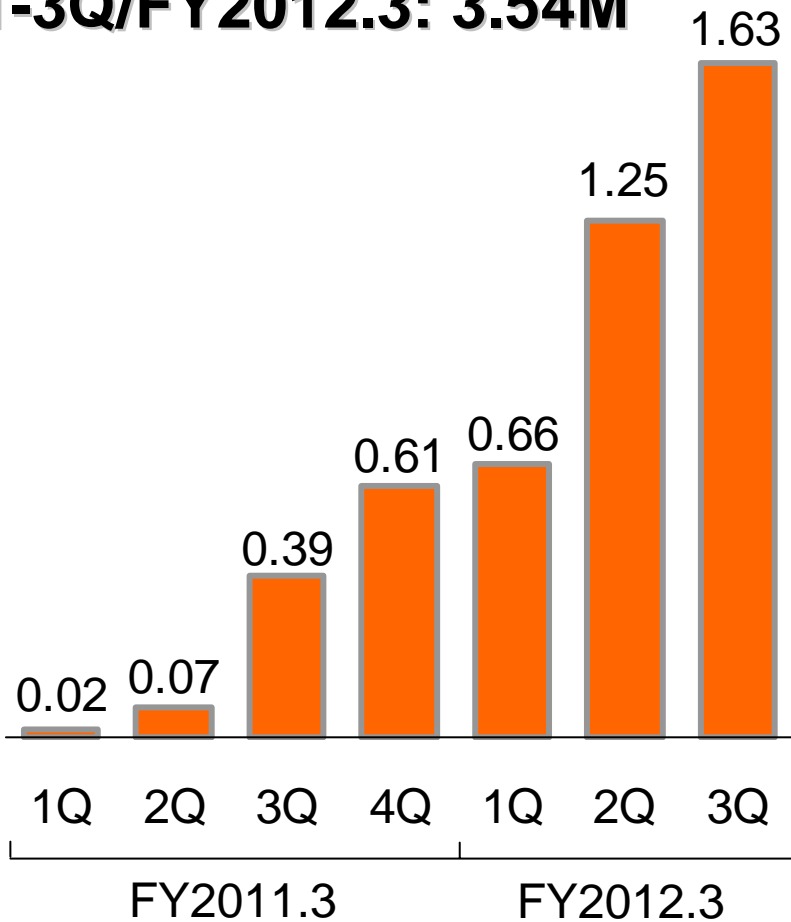
Steady progress toward successfully "turning around our core business"

Smartphone Sales (Million units)

Smartphone Sales Percentage

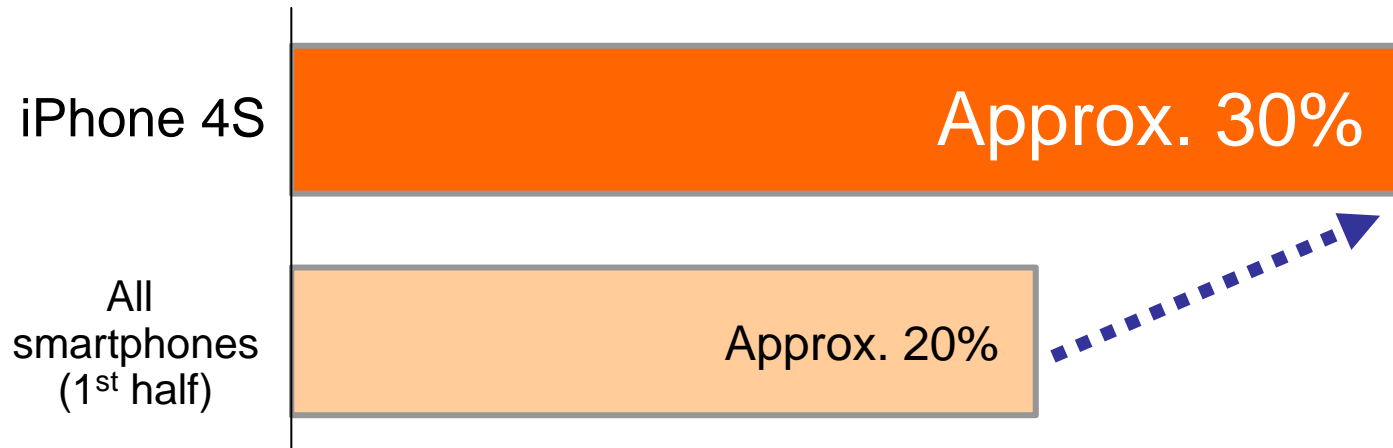
* () is the percentage of smartphone sales of all terminal sales.

1-3Q/FY2012.3: 3.54M



Expanding lineup, rapid acceleration of shift to smartphones

High Share of New Subscriptions



In comparison with total smartphones sales in the first half, the share of new subscriptions is

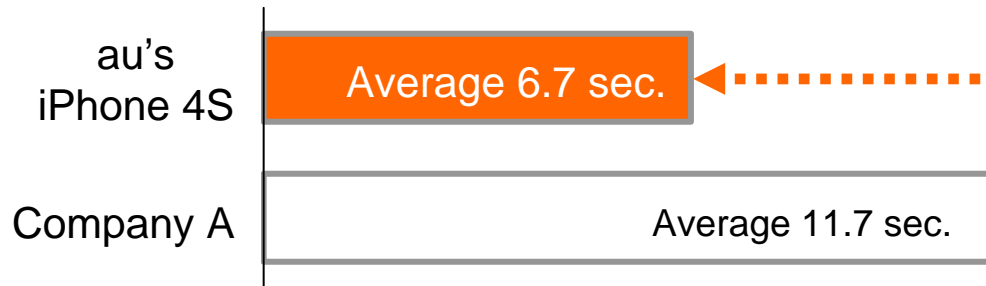
About 10 percentage points higher.

* iPhone is a trademark of Apple, Inc.
* The trademark 'iPhone' is used with a license from Aiphone K.K.

Initial trends support the outlook for higher revenues

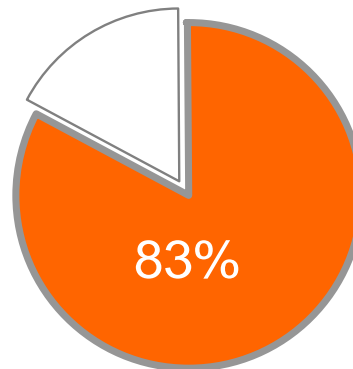
Web Display Speed (start playing YouTube video) Note1

About 5-second difference = Higher effective speed



Note 1: MMD Labo. Investigation
Scope of investigation: Principal cities in Japan (total of 9 cities/20 regions) Period: December 11, 2011 to December 16, 2011 (6 days)
For the YouTube test, 3-minute 30-second (23.0 MB) HD video, specifically for the test, was used.
[Noted in MMD Labo. investigation]
*YouTube and YouTube logo are trademarks or registered trademarks of Google Inc.

Survey of Satisfaction Regarding Choice of Telecommunications Company Note2



Among customers who switched from Company A --> au's iPhone 4S

83% indicated that they directly experienced the "broader communications area" and the "limited areas that are out of reception range."

Note2: Research by IID Inc.
900 users who purchased iPhone 4S from au or Company A (450 each for Company A and au) were surveyed regarding their degree of satisfaction with their choice of iPhone 4S telecommunications company.

High-quality network offered substantially better connectivity

+WiMAX



- Dual core CPU
- Tethering
- NFC

au's first **GALAXY**
 ×
Superiority in speed
 (speed/area)
 ×
NFC enabled

GALAXY S II WiMAX ISW115C
 by SAMSUNG

Spring 2012 Lineup (5 models)

		Waterproof	
Standard functions (Japan)		Standard functions (Japan)	
10 key	Dual core CPU	Dual core CPU	Dual core CPU
INFOBAR C01	optimus X IS11LG by LG Electronics Japan	XPERIA acro HD IS125 by Sony Ericsson	MOTOROLA RAZR IS12M

Responding to higher speed smartphones with "+WiMAX," including fall/winter 2011 4 models

(WiMAX area)

Tokyo/Nagoya/Osaka metro	99%*
Major cities nationwide	95%*

* Based on percentage of actual population covered. (Population from 2005 national census.)
 * Population coverage ratio calculation: Population covered in target area ÷ Households in target area
 * Major cities include the 23 wards of Tokyo. Tokyo/Nagoya/Osaka metro includes Tokyo's 23 wards, Nagoya and Osaka.

INFOBAR demonstrating au creativity

Compact size, Optimus

Functions standard in Japan

+ waterproof, XPERIA

Stylish and slim, RAZR

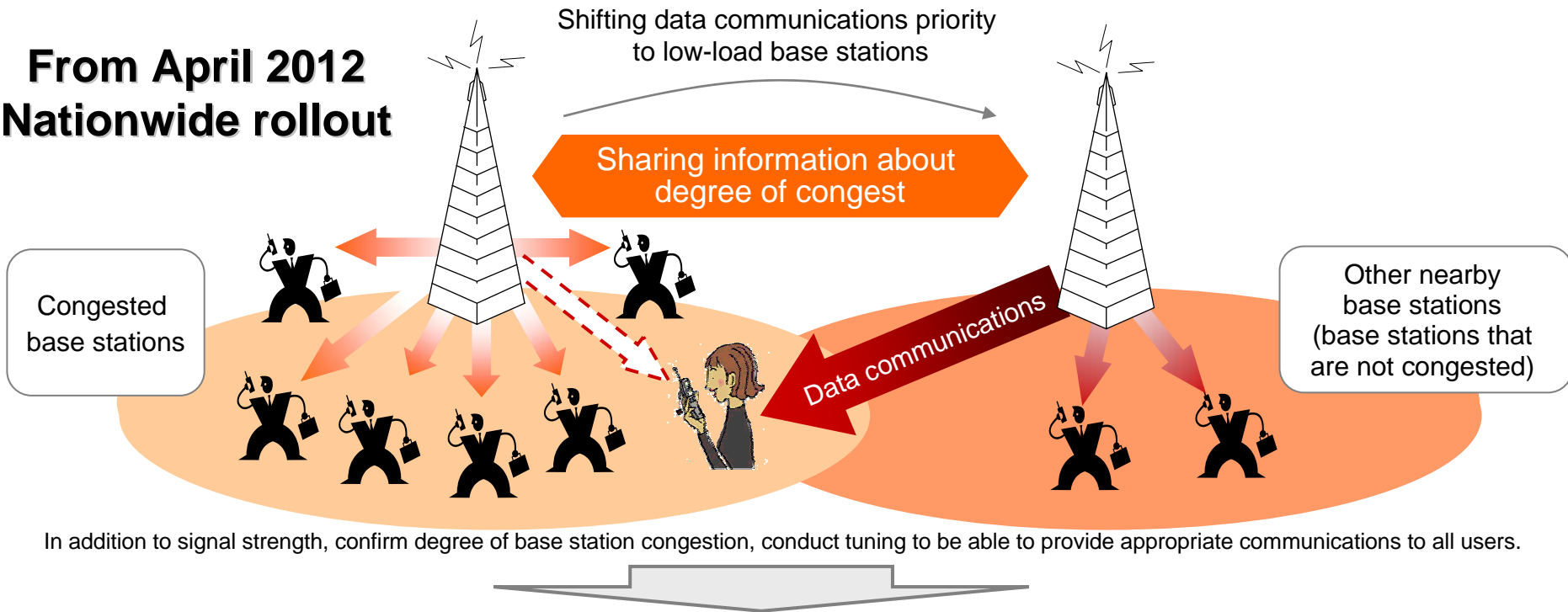
* "WiMAX" is a trademark or a registered trademark of WiMAX Forum.
 * NFC: Near Field Communication ISO international standard for near field wireless communications
 * "GALAXY" is a trademark or a registered trademark of SAMSUNG JAPAN CORPORATION.
 "Xperia" is a trademark or a registered trademark of Ericsson Mobile Communications AB.
 "MOTOROLA" and "MOTOROLA RAZR" are trademark or registered trademark of Motorola Trademark Holdings, LLC.

Adding a diverse lineup for spring sales campaign

EV-DO Advanced

- Technology to offload data traffic from congested base stations to other nearby base stations
- Increasing communications quality in congested areas, avoiding deterioration in quality stemming from higher traffic
- Introduction feasible with software updates for existing base stations (only requires limited investment)

**From April 2012
Nationwide rollout**

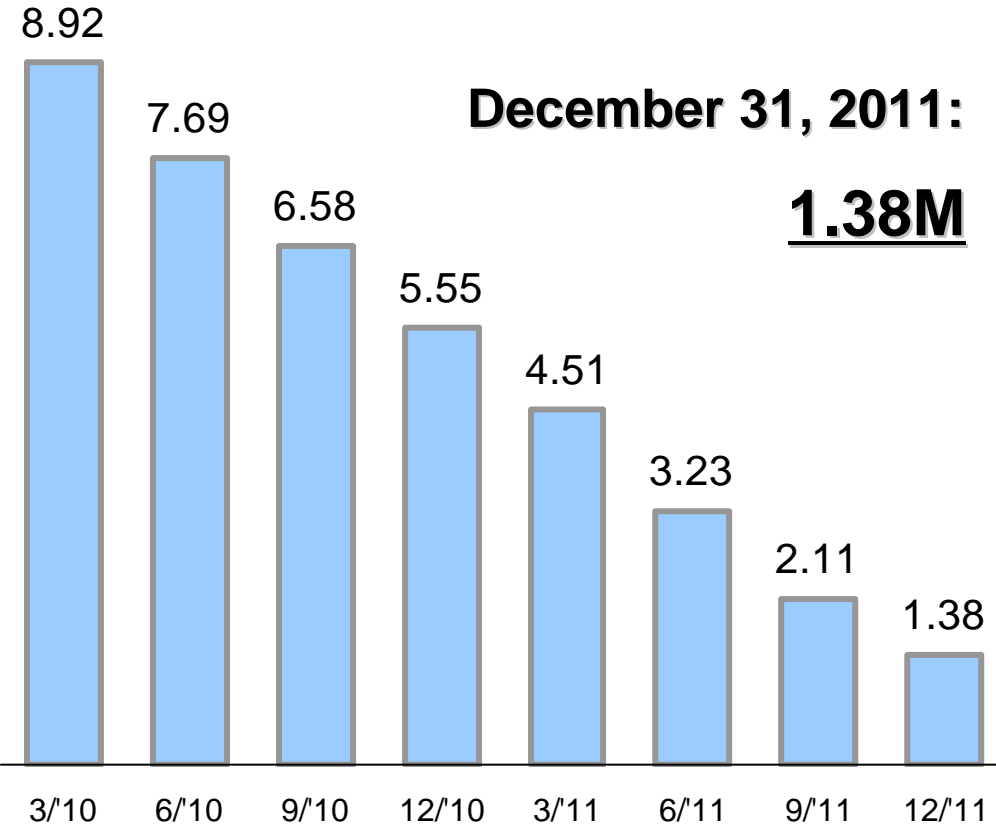


Increasing throughput of congested base stations, to approx. 1.5 times of capacity

Handsets Not Compatible* with New 800MHz Bandwidth

(Million units)

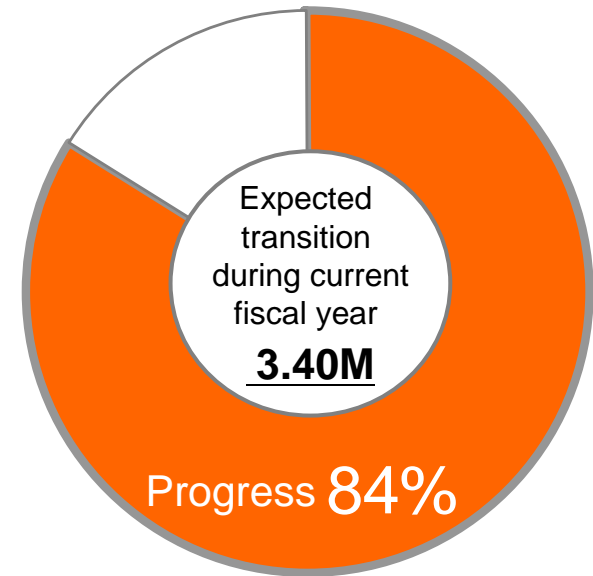
* Excludes module-type handsets



December 31, 2011:

1.38M

Transition to Handsets Compatible with New 800MHz Bandwidth



Transition in 1-3Q/FY2012.3:

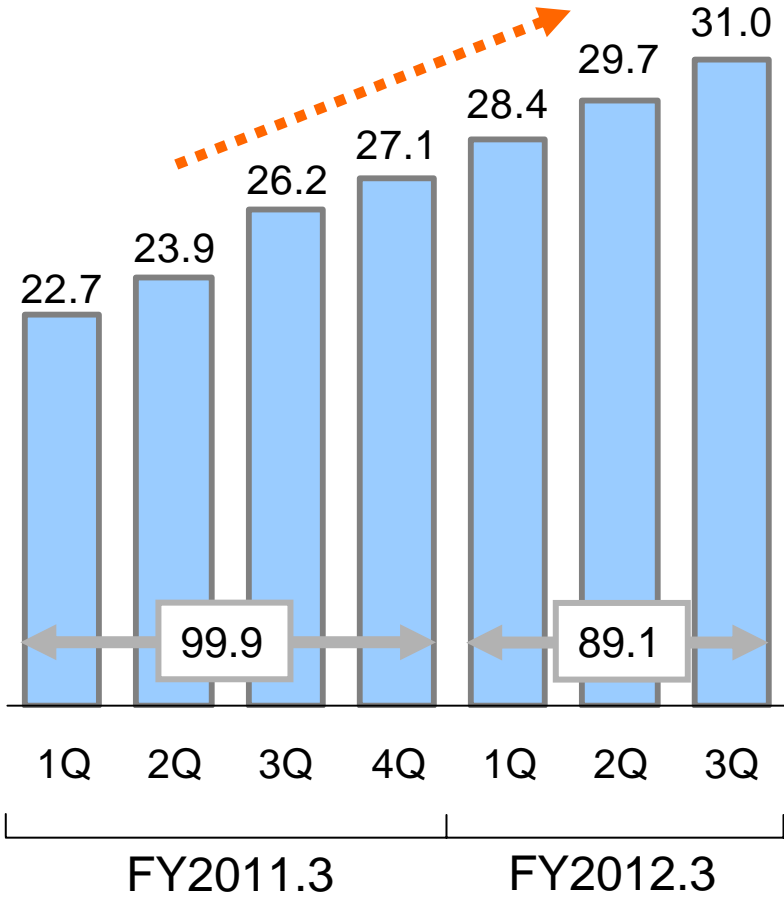
2.85M

**“Non-triband” used through previous fiscal year. From current fiscal year, expressed as “handsets not compatible with new 800MHz bandwidth.”

Favorable progress in migration while churn rate reduces

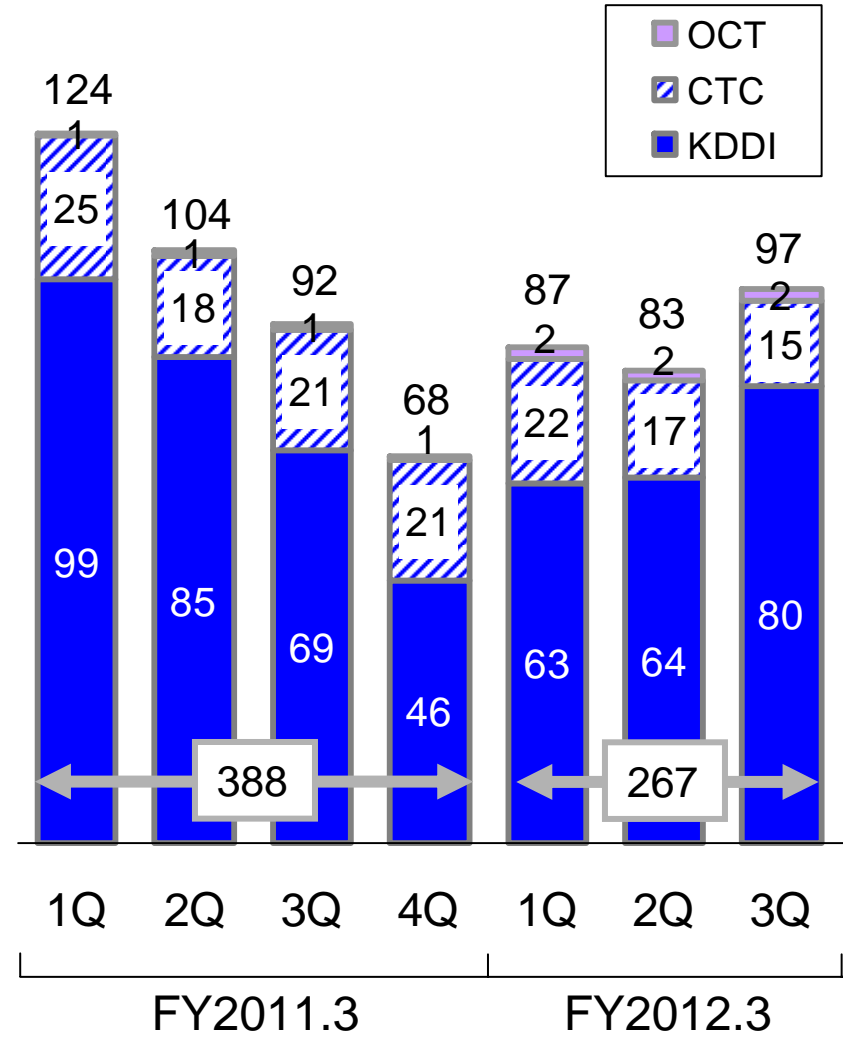
FTTH Sales

(Billions of yen)



FTTH Net Additions

('000 subs)



Expand customer base to increase FTTH revenues

Considered the intention of TEPCO, our 3rd largest shareholder, to sell its holdings of KDDI stock (357,541 shares)

Decided on moving strike recapitalization convertible bonds that will result in both “acquiring all shares from TEPCO” and “expanding our base of investors.”

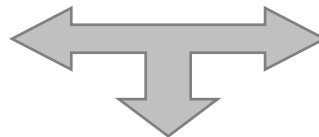
Repurchase of Own Stock

Total amount of acquisition : **¥221.0B**
 No. of shares acquired : 424,126 shares
 Acquisition price : ¥521,000

Euro Yen Zero Coupon CB Issuance

Total amount of issue : **¥200.0B** (Four years)
 Coupon : 0%
 Conversion price : ¥573,100
 (Conversion premium 10%)
 * 120% call option / soft mandatory option

No. of shares acquired:
424,126 shares



Maximum no. of dilutive shares:
348,979 shares^{Note1}

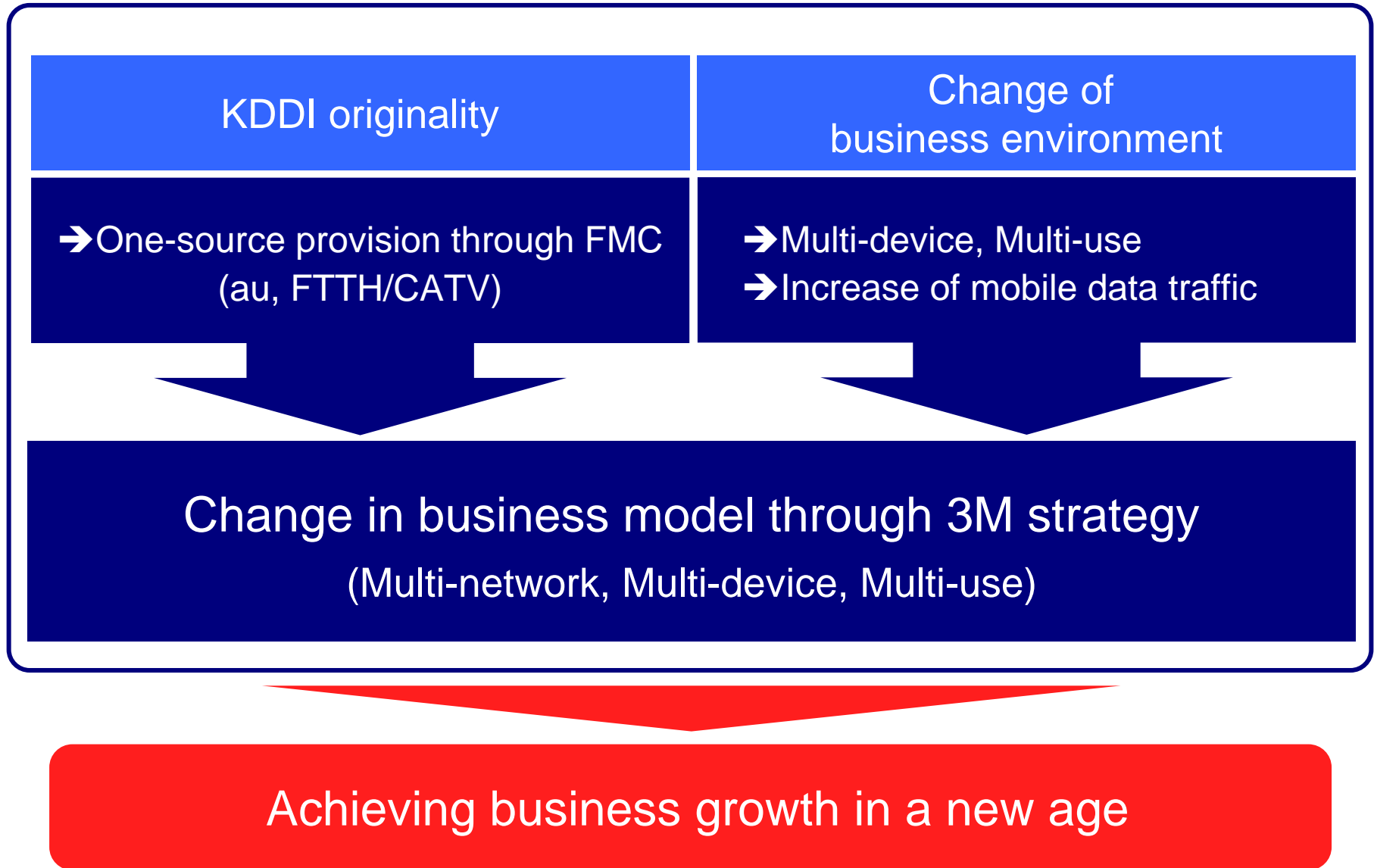
Effectively, 75,147 shares of own stock were acquired

(Effectively, an 1.7% repurchase of own stock ratio^{Note2} = contribution to higher EPS)

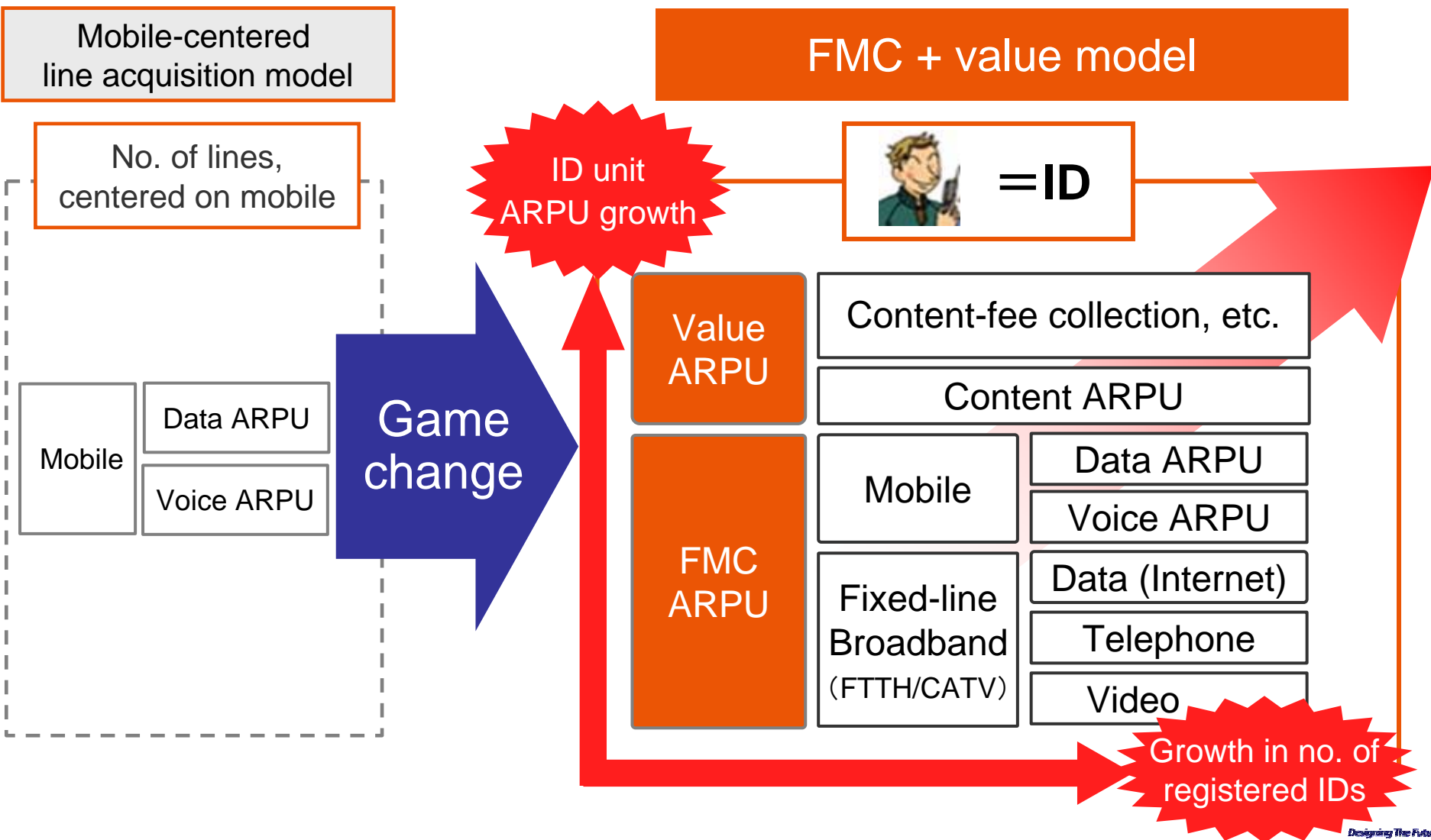
In addition to sound policy implementation,
 an effective repurchase of own stock of approx. ¥40.0^{Note3}

*CB: Convertible Bonds Note1: No. of shares resulting from the conversion of all share options (¥200.0B / @¥573,100)
 Note2: 75,147 shares / 4,484,818 shares (total outstanding shares) Note3: 75,147 shares x @¥521,000 = approx. ¥40.0B.

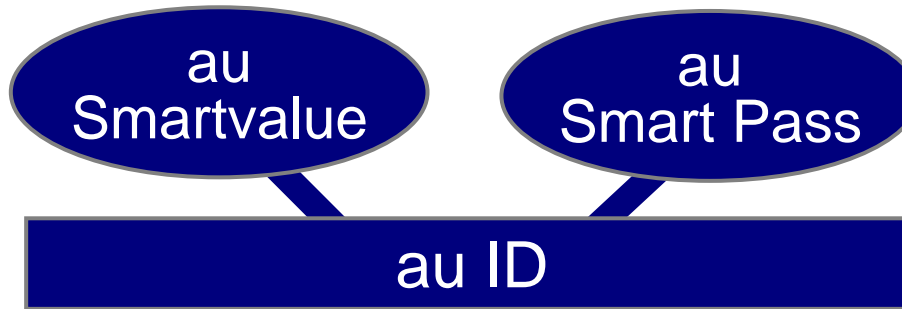
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Change business model to “FMC + value model”



Aiming for maximization of “FMC + Value ARPU,”
centered of 3key factors



→au ID

ID that enables integrated use of all services provided by au after confirmation of customer's identity. ID is attached only to the individual customer, thereby realizing a world with complete freedom in networks, devices, and content. In the future, based on the au ID, work to maximize FMC ARPU + Value ARPU.

→au Smartvalue

Targeting the maximization of FMC ARPU, cross-discount plan including fixed BB for households and smartphones

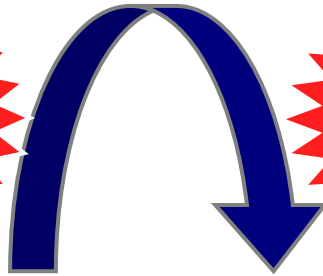
→au Smart Pass

Content services comprise the starting point of efforts to maximize Value ARPU while maintaining openness (shift to smart pipe)

Maximizing no. of
FMC IDs x FMC ARPU

FTTH/CATV subscriptions

Linked
acquisitions of
fixed-line
broadband

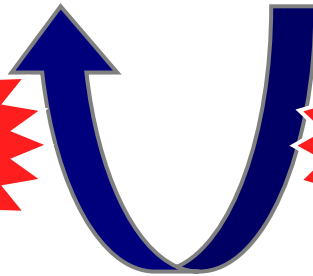


Data
offloading

au Smartvalue

(Fixed-line broadband x smartphone cross discounts)

Increase of
Value ARPU



Linked
acquisitions of
smartphone subs
in households

au smartphone subscriptions

Maximizing Value ARPU

Content-fee collection, etc.



And More.....



Unlimited music
listening

Unlimited movie
watching



Acquisition of multiple
subscriptions to other
services with
au Smart Pass
as the hook

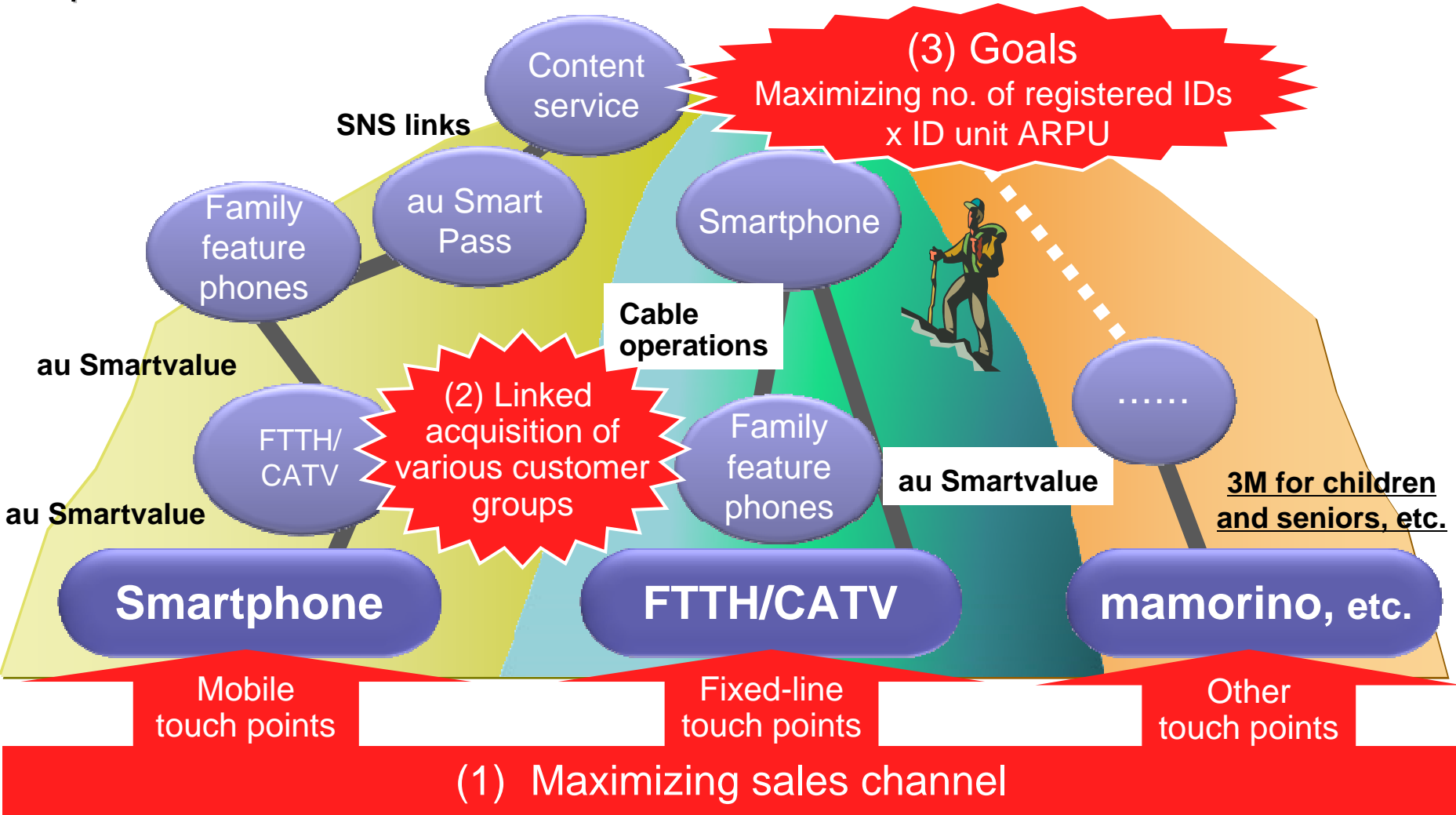


au Smart Pass

(Most smartphone users are expected to subscribe)

Sales Channel Expansion and Linking

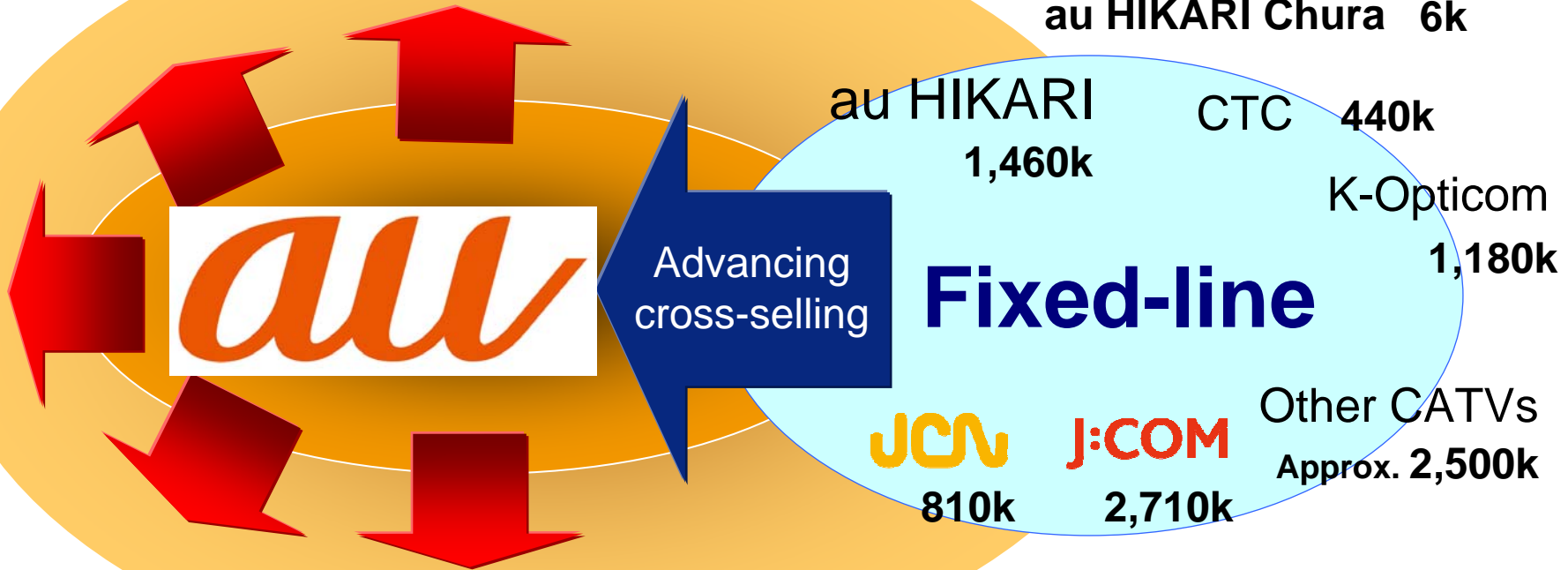
Change the game by maximizing sales channels through new alliances (allied FTTH/CATV companies, etc.), realizing data offloading, and fostering linked acquisitions of services and lines



Expand au customer base by advancing cross-selling with the customer bases of allied fixed-line companies

Expanding customer base

(Unit: household)



Expanding customer base

4 FTTH companies^{Note1}
+ 40 CATV companies, 115 channels
= Approx. 9.10M households^{Note2} base

Note1: Including 3 companies of KDDI group

Note2: As of March 31, 2011

auひかり

auひかりちゅら

コミュファ光

eo光
HIKARI

JCN

ありベネットワーク株式会社

SCTV
さかいケーブルテレビ株式会社

中部ケーブルネットワーク(株)

FCTV
福井ケーブルテレビ株式会社

J:COM

KCT 金沢ケーブルテレビネット

シーシーエヌ(株)
CCN

TVK テレビ岸和田

新ふれあいチャンネル

ACTV136
株式会社明石ケーブルテレビ

北ケーブルTV
北ケーブルネットワーク株式会社

ケーブルテレビ JWAY

TVK 株式会社 テレビ小松

ベイ・コミュニケーションズ

CNA CABLE NETWORKS AKITA
秋田ケーブルテレビ

KATCH
株式会社 キャッチネットワーク

湘南ケーブルネットワーク

香小牧ケーブルテレビ

松阪ケーブルテレビ・ステーション(株)

株式会社 アドバンスコープ

CSF ケーブルステーション 福岡

star cat
スターキャットケーブルネットワーク株式会社

花巻ケーブルテレビ

三河湾ネットワーク株式会社

伊賀上野ケーブルテレビ

KCN
近畿ケーブルネットワーク

ZTV 株式会社 ZTV

HQV 八戸テレビ放送

ミクスネットワーク

新水ケーブルネットワーク株式会社

グリーンシティケーブルテレビ

SENDAI CATV
仙台CATV株式会社

BAN-BAN

瑞穂ケーブルテレビ株式会社

人間ケーブルテレビ株式会社

KCN京都

高岡ケーブルネットワーク株式会社

東松山ケーブルテレビ株式会社

YOU TV
YOUテレビ株式会社

ケーブルテレビ

I.A.S CCNC 知多半島ケーブルネットワーク株式会社

ひまわりネットワーク

ゆずの星ケーブルテレビ株式会社

OCTV 帯広シティーケーブル

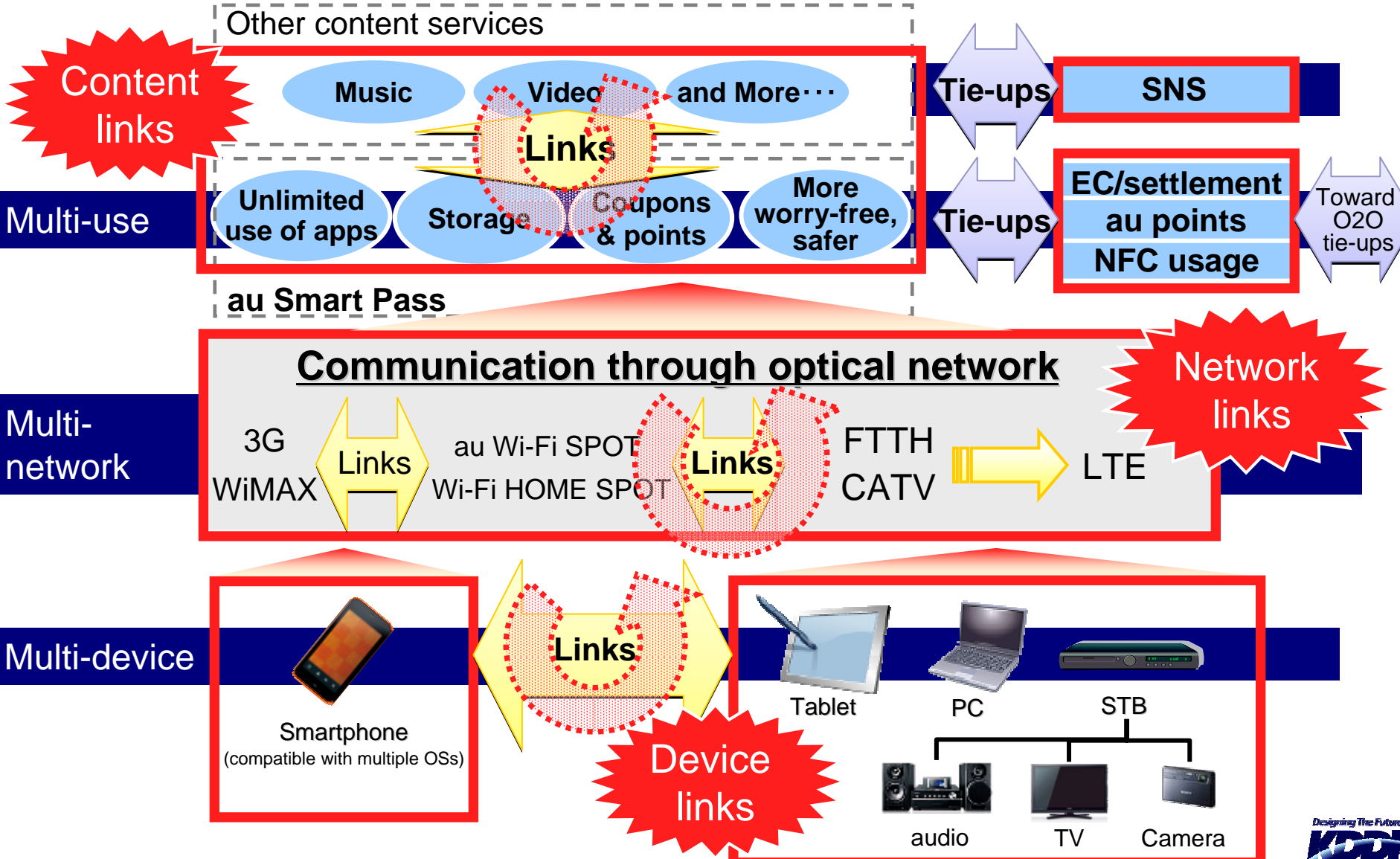
ケーブルテレビ富山

知多メディアネットワーク株式会社

WJNK 姫路ケーブルテレビ

The 3M World –Expanding through Linked Activities

Realizing a world in which customers can easily use 3M services, anytime and anywhere, through linked activities



Discounts on au smartphone charges for subscribers to both fixed-line BB and au smartphones

<Fixed-line BB>

<Mobile>

Fixed-line BB subscriptions

au HIKARI, CTC, K-Opticom, and 115 CATV channels (JCN, J:COM, etc.)



au HIKARI, etc.

With 4-person family, household ARPU of more than about ¥27,000

For au HIKARI Home, revenue of ¥5,880^{*1}/month

Smartphone charges

-¥1,480/month for up to 2 years

Mother



-¥1,480/month

Father



-¥1,480/month

Son (churn-in)



-¥1,480/month

Daughter (churn-in)



-¥1,480/month

Securing revenues of more than ¥5,275^{*2}/month x 4 people = more than ¥21,100/month

Growth in FTTH/CATV subscriptions

Growth in sales from acquisition of households and increases in no. of IDs and ARPU per household

au data offloading

Reduce mobile network costs through offloading to fixed-line network

Growth in au's share in the home

High efficiency in increasing family share targeting smartphone users

Expanding au customer base through cross-selling with allied companies

Mutual reductions in cost of acquiring customers through cross-selling to each other's customer bases

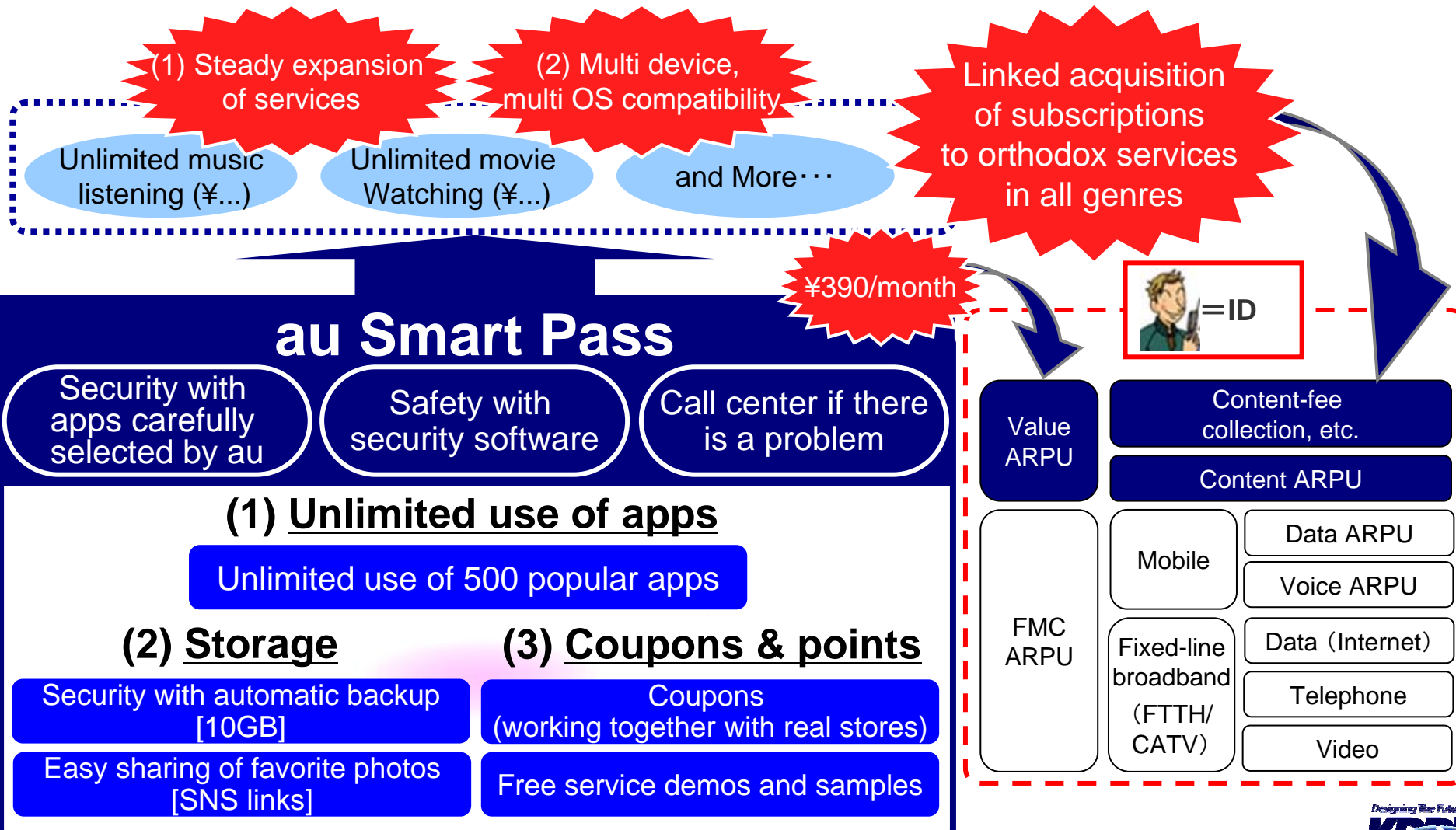
Note 1: Using KDDI Collective Billing Service (¥105 discount) for Internet + phone usage.

Note 2: Using discount of ¥1,480 from basic rate ("Plan Z Simple") + packet flat-rate service ("IS Flat")

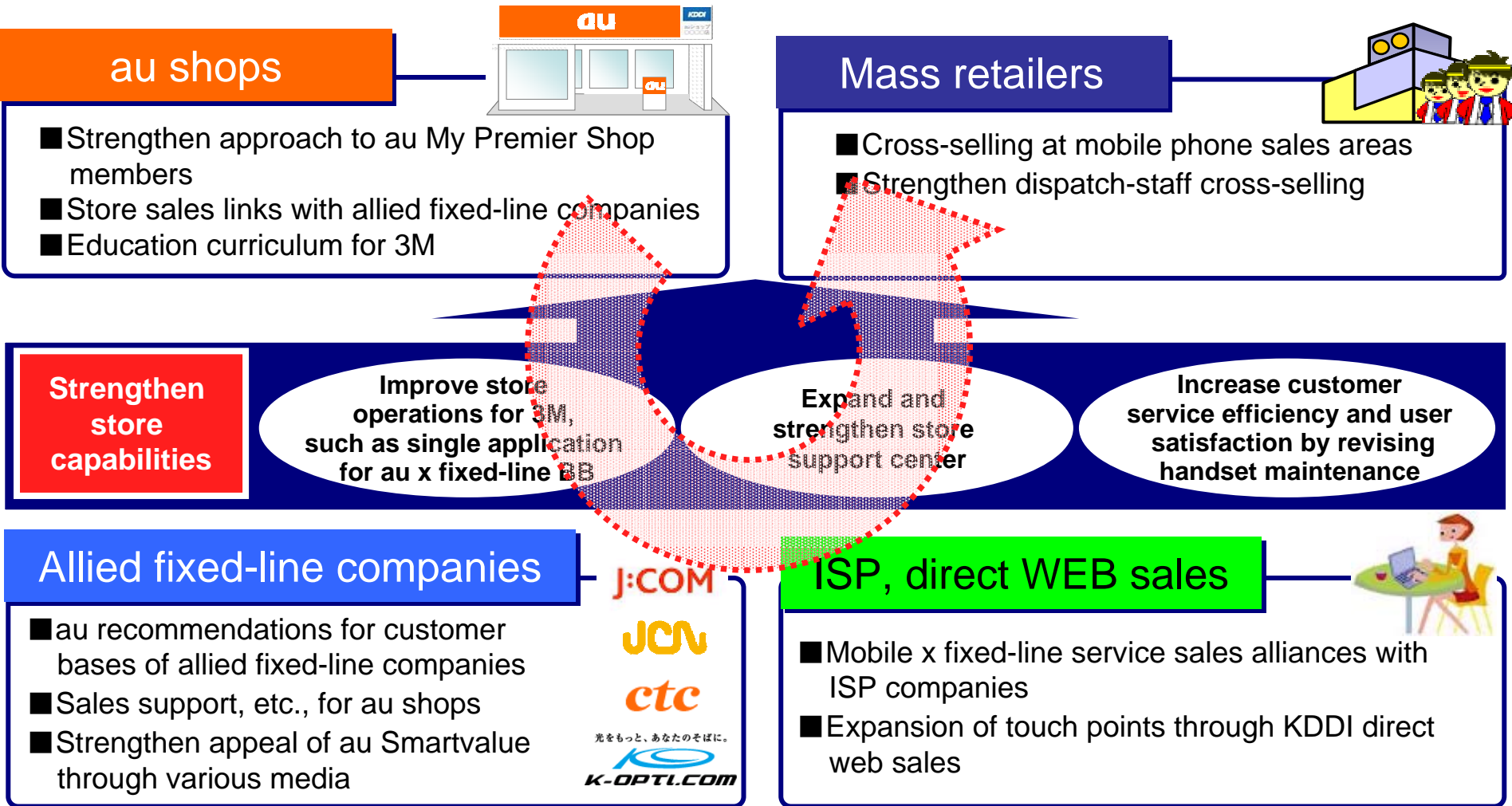
* All tax inclusive

Cloud-based content services compatible with a wide range of devices and OSs

For all users, ¥390/month will be recorded as Value ARPU Aiming for linked acquisition of subscriptions to other services, with au Smart Pass as the hook



With the objective of maximizing sales of mobile x fixed-line services (cross selling) in each channel, implement cross-selling, strengthen support, and realize sales links with allied fixed-line companies



Data offloading via Wi-Fi

Advanced not only by outdoor methods (au Wi-Fi SPOT) but also by the full-scale development of new indoor methods

New!

Wi-Fi HOME SPOT

(Indoor Wi-Fi equipment rental)

Low pricing plan

-Free with IS Flat + campaign

Starts
February 14

Easy setting

- No need to input password
- Easy setting with only one push
- Initial setting at stores



Simple design

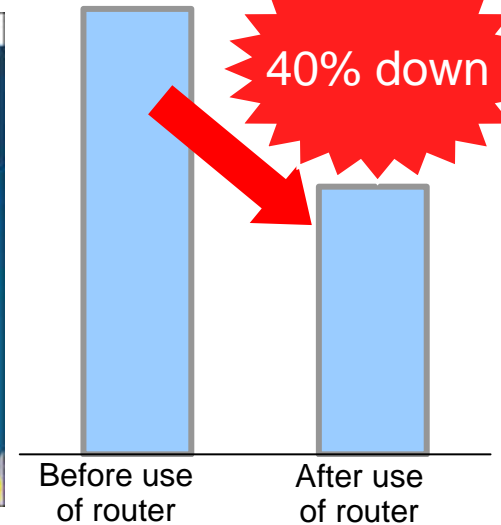
PC, game machines, etc. with onboard Wi-Fi can be used

Possible to simultaneously use 2.4/5GHz

Wi-Fi trial campaign

With use of wireless LAN router, approx. 40% of total data volume successfully offloaded

Usage data volume before and after use of router

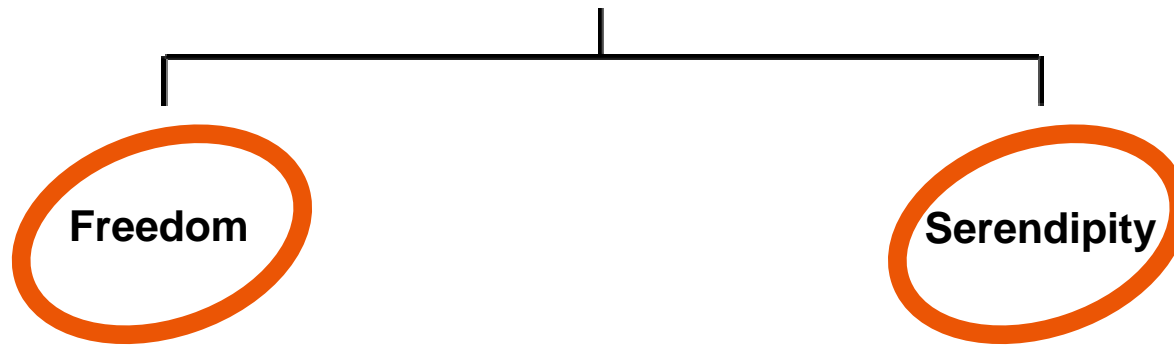


Working to increase Wi-Fi usage rate and to steadily implement data offloading

* In November and December 2011, participants were recruited from among smartphone users nationwide who wanted to use the router. Results are for participants whose use of smartphones with the distributed routers was confirmed.

New au logo. Steady development of Smart Passport concept under new brand strategy

New Freedom.

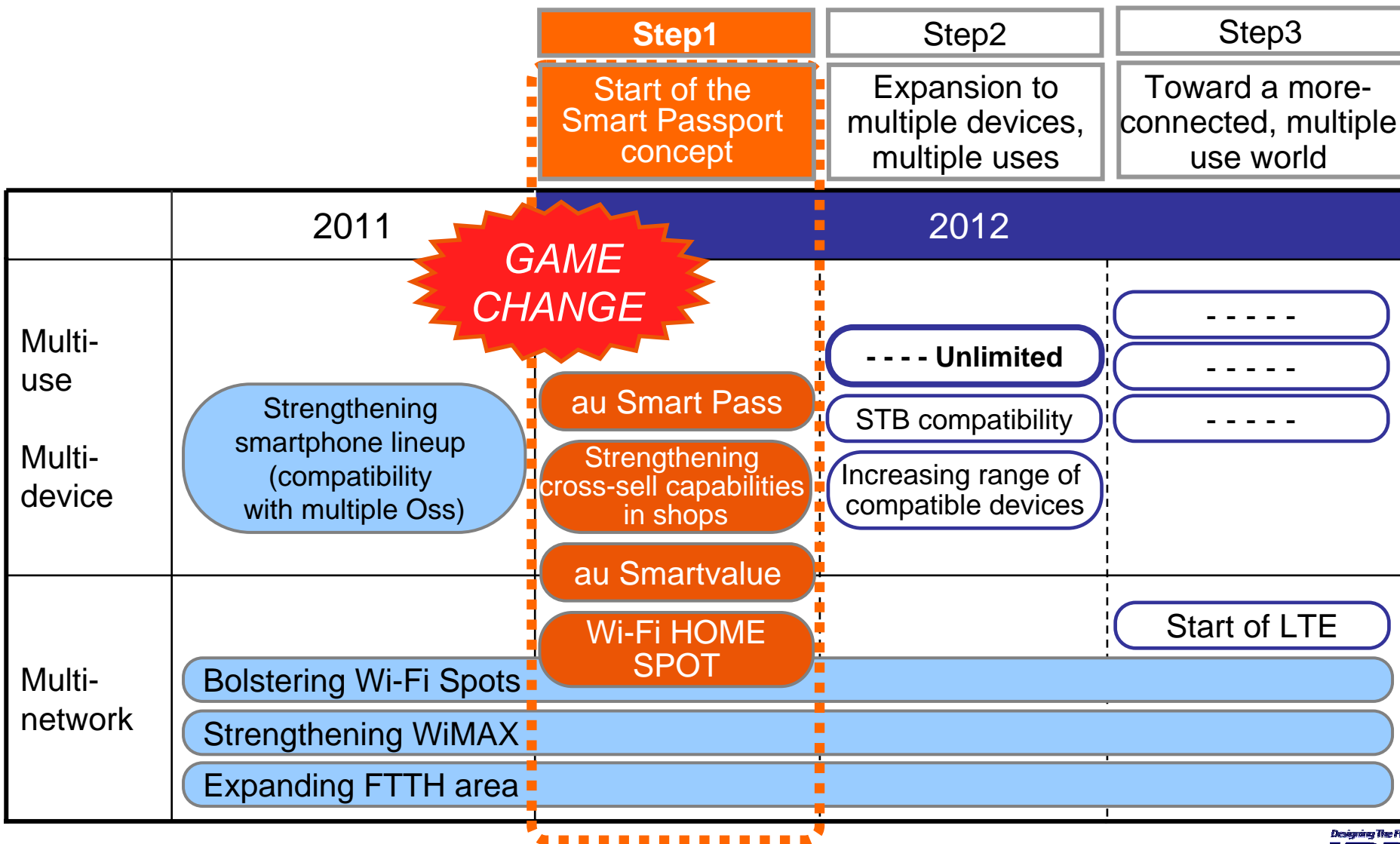


Communications services centered on “**people.**”
Creating an open world with no limitations.

Advanced services. For everyone.

The reliability of “Selected by au”
We have what you want next.
Curiosity never stops.

Steadily advancing the Smart Passport concept from the early 2012 Game Change



Expand sales

Shift to FMC + value model

Maximizing sales channels through new alliances and linked acquisitions

Change the business model by 3M Strategy

Streamlining sales and marketing cost

Optimized network cost by realization of data offloading

Cost reduction

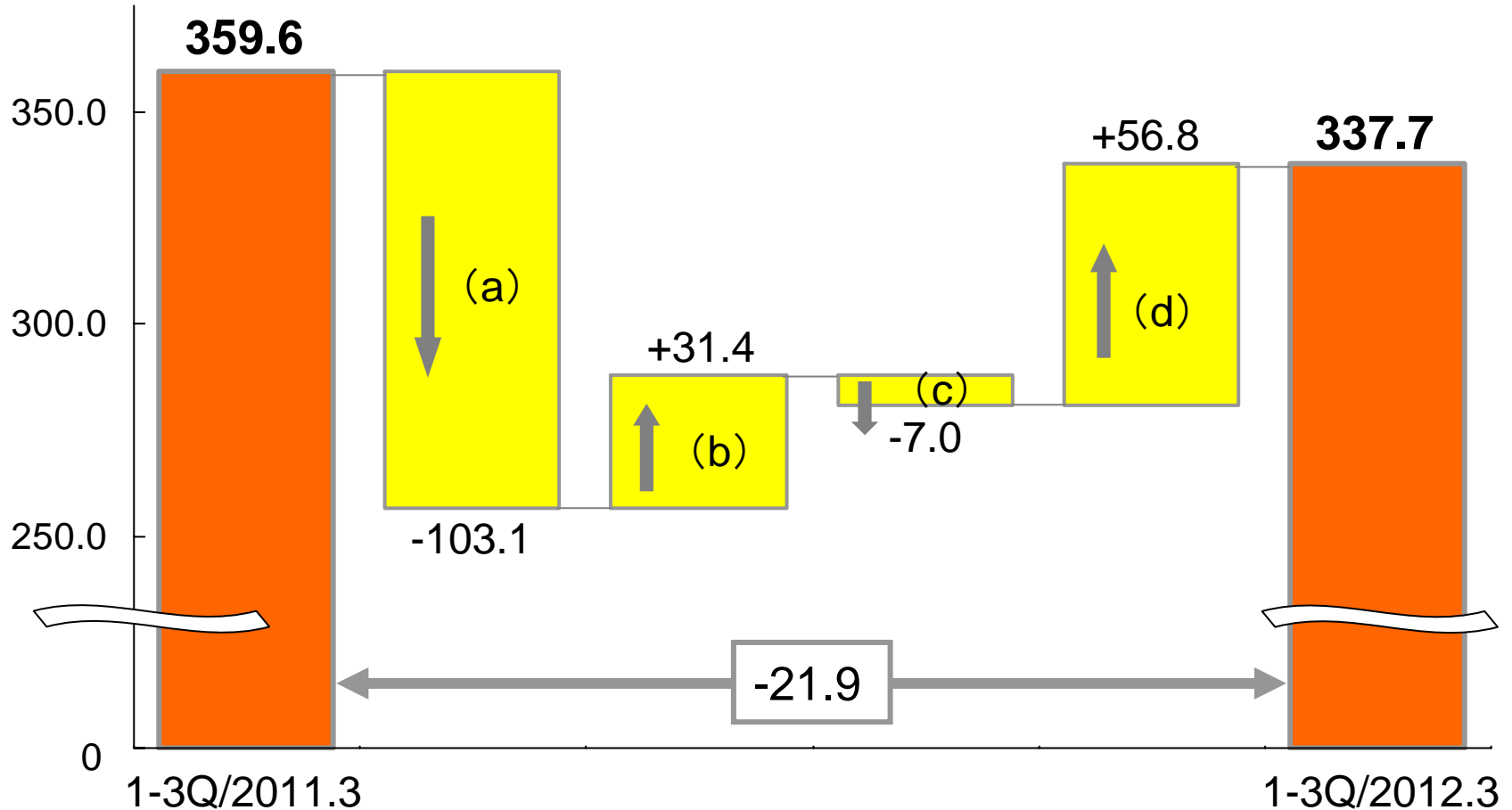
1	Presentation Highlights
2	Overview of Performance/Forecasts
3	Measures for 3Q/Outlook for 4Q
4	KDDI's New Growth Strategy 3M Strategy: Start of Phase 1 -Smart Passport Concept

Appendix

Factor for Change (year-on-year)

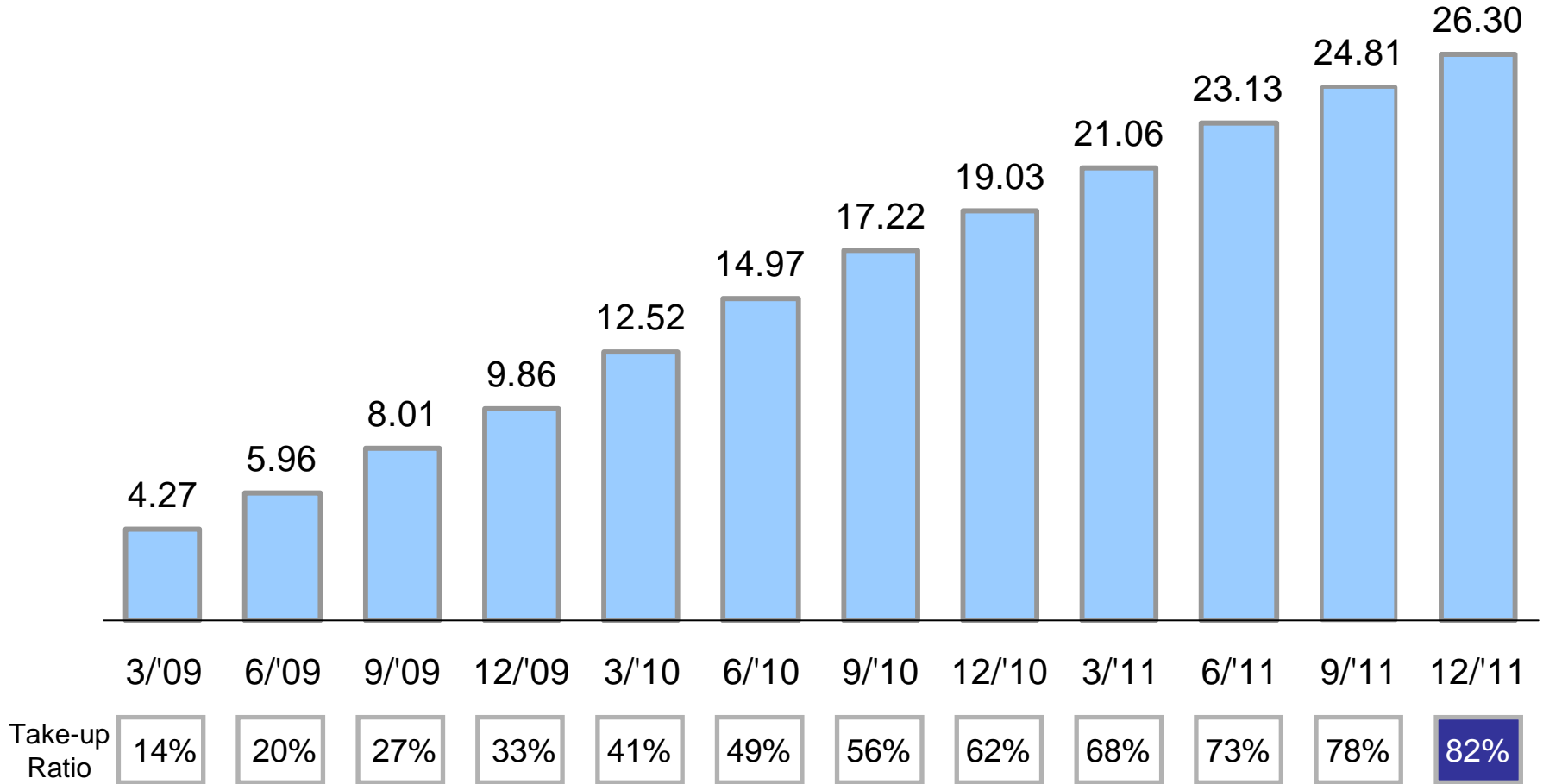
(Billions of yen)

- Operating income
- (a) Revenues from telecommunication business
- (b) NW-related expenses^{Note}
- (c) Sales commissions (d) Others



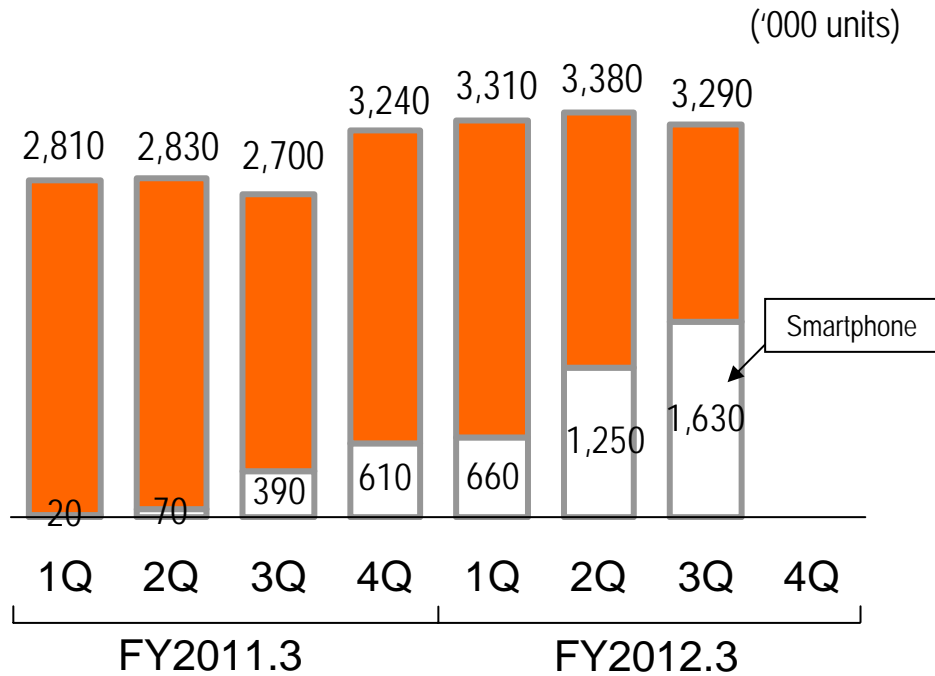
Note: Depreciation + noncurrent assets retirement cost + Telecom facility charges (including access charges).

(Million subs)

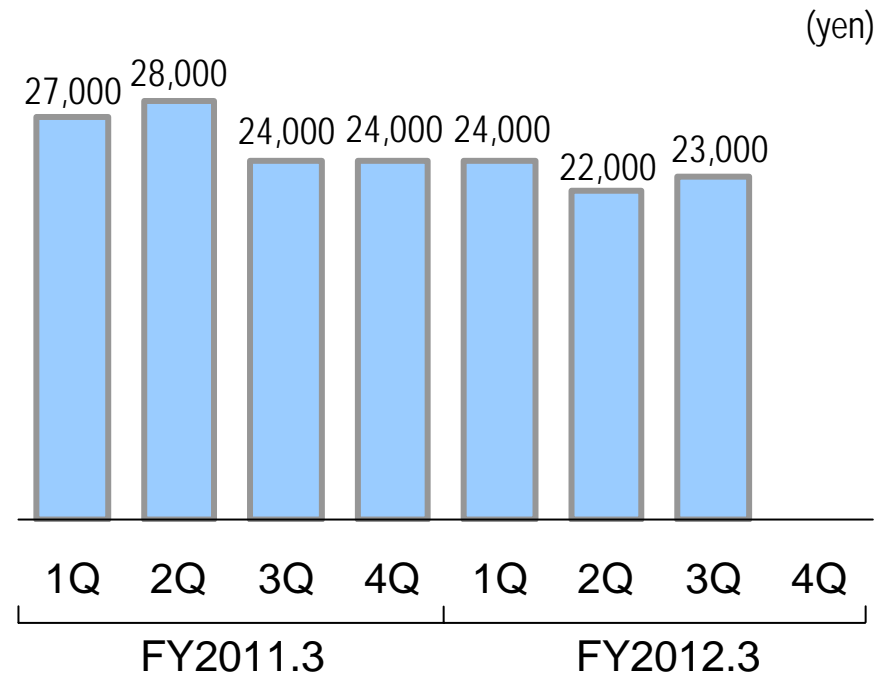


Note: Module-type and pre-paid contract are excluded from take-up ratio calculation.

au Handset Sales



Average Commissions / Unit

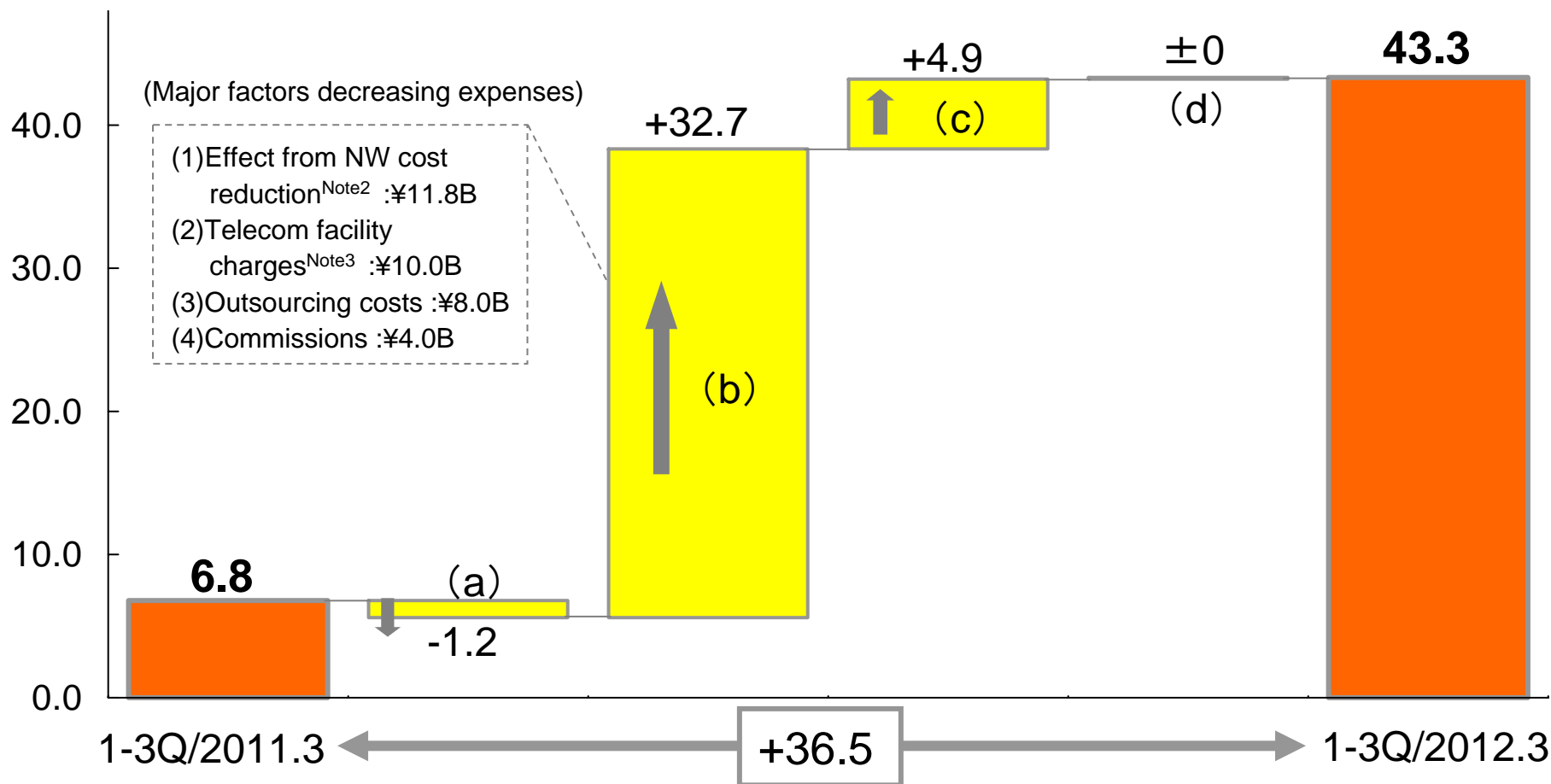


	FY2011.3					FY2012.3(E)				FY2012.3 Previous F
	1Q	2Q	3Q	4Q		1Q	2Q	3Q	Latest F	
Total sales commissions (Billions of yen)	76.0	80.0	65.0	78.0	299.0	78.0	76.0	76.0	306.0	266.0
Average commissions / unit (yen)	27,000	28,000	24,000	24,000	26,000	24,000	22,000	23,000	23,000	22,000
Number of units sold (‘000 units)	2,810	2,830	2,700	3,240	11,570	3,310	3,380	3,290	13,350	12,100
Of smartphone (‘000 units)	20	70	390	610	1,090	660	1,250	1,630	5,550	4,000

Factor for Change (year-on-year)

- Operating income
- (a) Parent company operating revenues
- (b) Parent company operating expenses
- (c) Group company earnings^{Note1}
- (d) Others

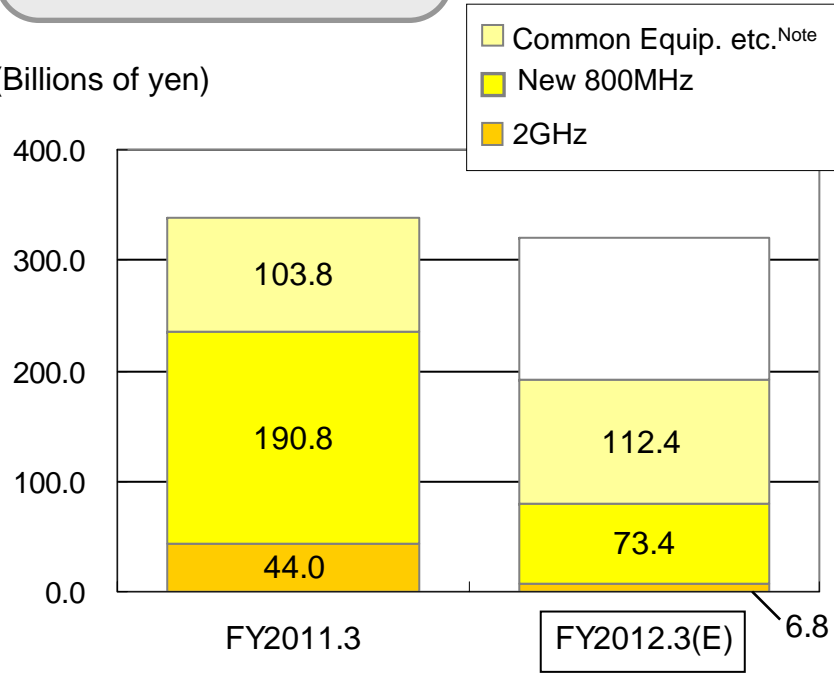
(Billions of yen)



Note1: CTC, JCN, and overseas subsidiaries Note2: Principally depreciation and amortization expense, also includes certain outsourcing expenses Note3: Inclusive of access charge

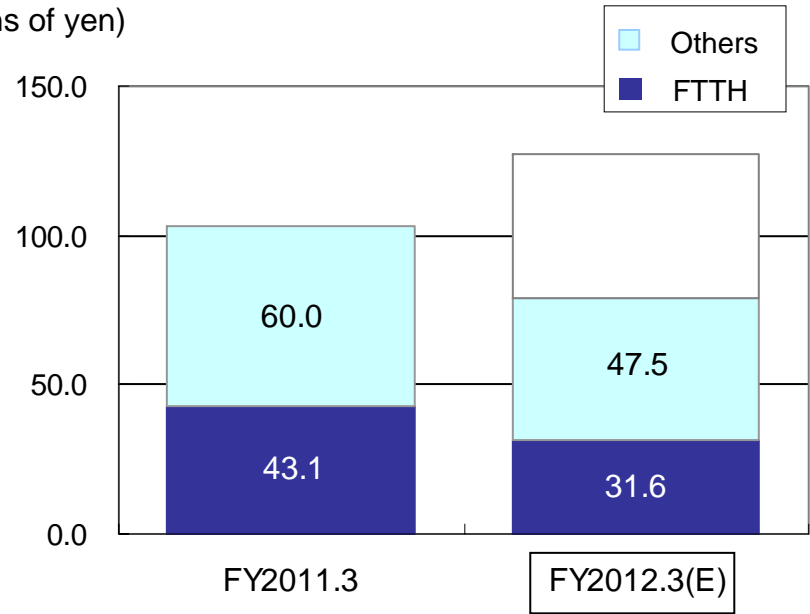
Mobile CAPEX

(Billions of yen)



Fixed-line CAPEX

(Billions of yen)



(Billions of yen)

	FY2011.3		FY2012.3(E)				FY2012.3
	1-3Q		1-3Q	yoy	progress	Latest F	Previous F
CAPEX (Cash basis) Consolidated	319.2	443.7	272.9	-14.5%	60.7%	450.0	460.0
Mobile	242.7	338.7	192.6	-20.6%	60.2%	320.0	335.0
Fixed-line	75.0	103.1	79.1	+5.5%	62.3%	127.0	122.0

Note: Common Equip. etc. for FY2011.3 include ¥1.2B for "800MHz 1X / EV-DO."

Designing The Future

KDDI