
KDDI CORPORATION

Financial Results
of the Fiscal Year Ended March 2012

April 25, 2012

President
Takashi Tanaka

1	Financial Results for FY2012.3 / Outlook for FY2013.3
2	Complete recovery of au momentum / Initial trends under 3M strategy
3	Key Points in FY2013.3
4	Shareholder Return

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.

Financial Results for FY2012.3

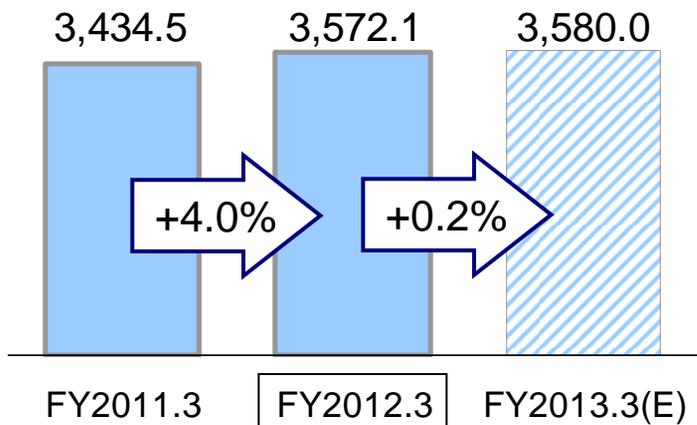
- Operating revenues up, operating income up; 11 consecutive periods of higher operating income
 - Operating revenues: ¥3,572.1B (+4.0%, yoy)
 - Operating income: ¥477.6B (+1.2%, yoy)
- YoY increase of ¥2,000 in dividends
 - Dividends per share: ¥16,000 (payout ratio of 27.5%)

Forecasts for FY2013.3

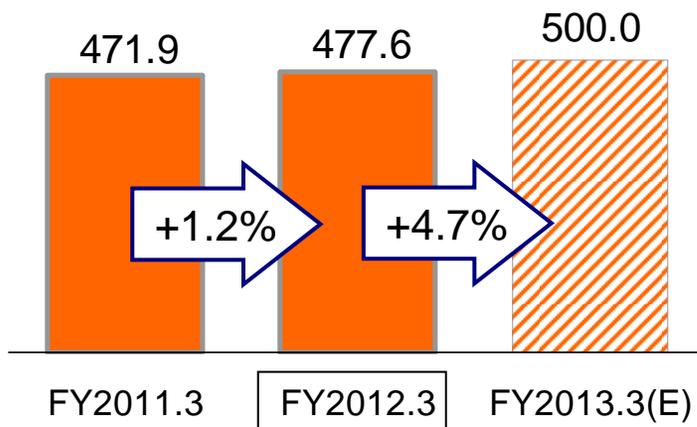
- Forecasting higher operating revenues and operating income
 - Operating revenues: ¥3,580.0B (+0.2%, yoy)
 - Operating income: ¥500.0B (+4.7%, yoy)
- Forecasting higher dividends, with an increase of ¥1,000 yoy
 - Dividends per share: ¥17,000*

*Figures for dividends per share in FY2013.3 (E) do not take stock split into account.

Operating Revenues (Billions of yen)



Operating Income (Billions of yen)



(Billions of yen)

	FY2011.3	FY2012.3		FY2013.3(E)	
			yoy		yoy
Operating revenues	3,434.5	3,572.1	+4.0%	3,580.0	+0.2%
Operating income	471.9	477.6	+1.2%	500.0	+4.7%
<i>Operating margin</i>	13.7%	13.4%	-	14.0%	-
Ordinary income	440.7	451.2	+2.4%	490.0	+8.6%
Net income	255.1	238.6	-6.5%	250.0	+4.8%
EBITDA	936.3	908.5	-3.0%	974.0	+7.2%
<i>EBITDA margin</i>	27.3%	25.4%	-	27.2%	-
Free Cash Flow	276.8	241.4	-	150.0	-
CAPEX (Cash basis)	443.7	421.6	-5.0%	450.0	+6.7%

*From FY2013.3 (E), amortization of goodwill is included in the calculation of EBITDA (Impact: ¥15.2B)

[FY 2012.3]

EBITDA = operating income + depreciation + noncurrent asset retirement cost

[FY 2013.3 (E)]

EBITDA = operating income + depreciation + amortization of goodwill + noncurrent asset retirement cost

Mobile Business

**Revenues Up,
Income Down**

(Billions of yen)

	FY2011.3	FY2012.3	
			yoy
Operating revenues	2,590.7	2,727.0	+5.3%
Operating income	438.9	419.2	-4.5%
<i>Operating margin</i>	16.9%	15.4%	-
Ordinary income	429.9	413.4	-3.8%
Net income	214.0	225.7	+5.5%
EBITDA	774.4	731.7	-5.5%
<i>EBITDA margin</i>	29.9%	26.8%	-
Free Cash Flow	244.8	200.2	-
CAPEX (Cash basis)	338.7	304.2	-10.2%

Fixed-line Business

**Revenues Up,
Income Up**

(Billions of yen)

	FY2011.3	FY2012.3	
			yoy
Operating revenues	897.3	915.5	+2.0%
Operating income	24.0	53.4	+122.7%
<i>Operating margin</i>	2.7%	5.8%	-
Ordinary income	7.8	38.3	+388.4%
Net income	39.7	14.2	-64.4%
EBITDA	151.6	170.4	+12.4%
<i>EBITDA margin</i>	16.9%	18.6%	-
Free Cash Flow	35.1	42.5	-
CAPEX (Cash basis)	103.1	115.6	+12.1%

1

Financial Results for FY2012.3 /
Outlook for FY2013.3

2

**Complete recovery of au momentum /
Initial trends under 3M strategy**

3

Key Points in FY2013.3

4

Shareholder Return

Appendix

1

au nears complete recovery of momentum
-Dramatic improvement in the four KPI

(1) au Churn Rate

Declines to record-low level

(2) MNP

No.1 in MNP net gain
for 6 consecutive month

(3) Net Addition Share

4Q: Up to 33.4%^{Note}

(4) Data ARPU

4Q: +10.3% (yoy)

2

Start of phase 1 of 3M strategy
-Off to a good start

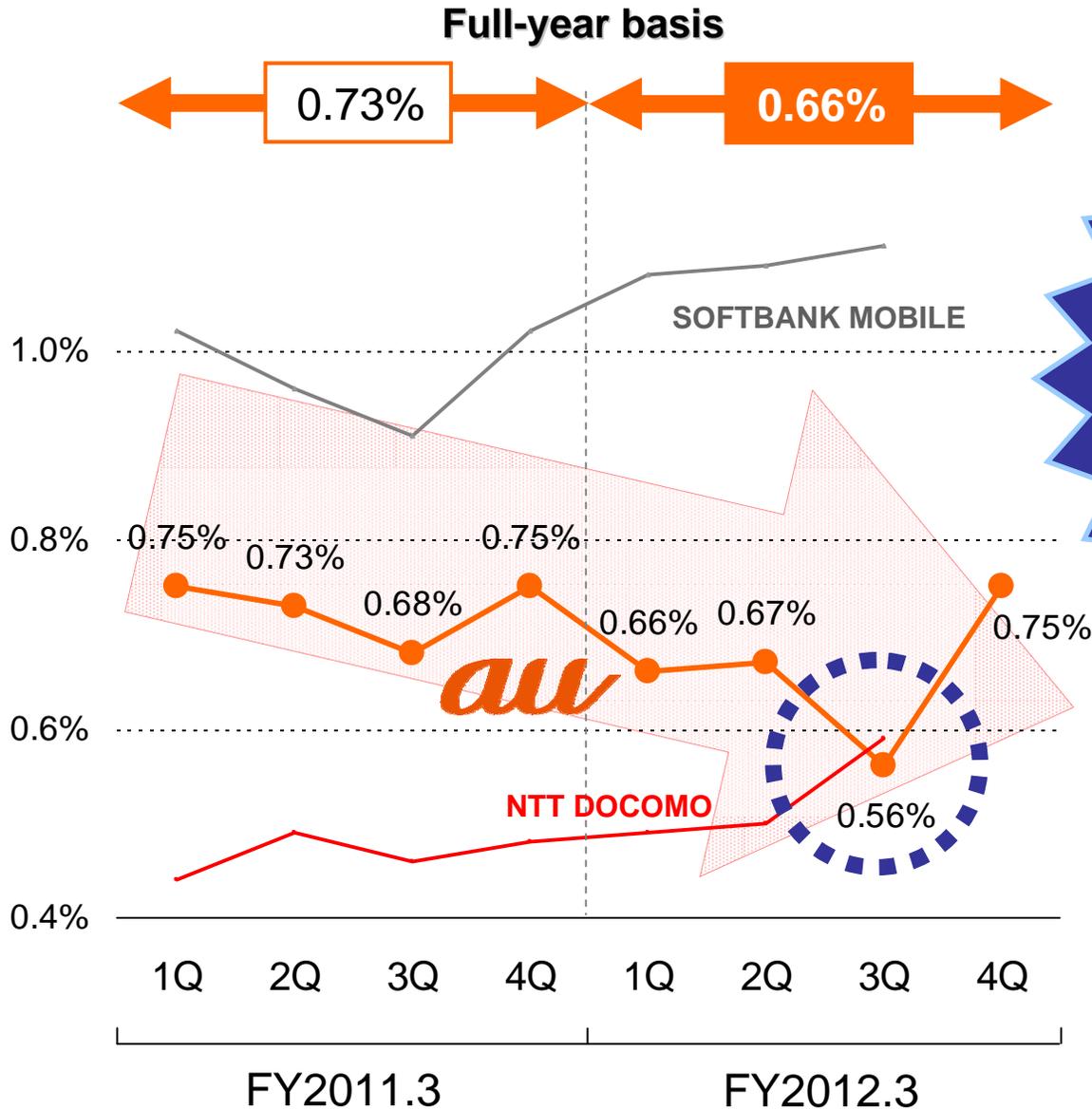
au Smartvalue

au subscriptions: 0.66M /
Households*: 0.44M

au Smart Pass

0.56M members

*Total for KDDI Group companies and fixed-line allied companies



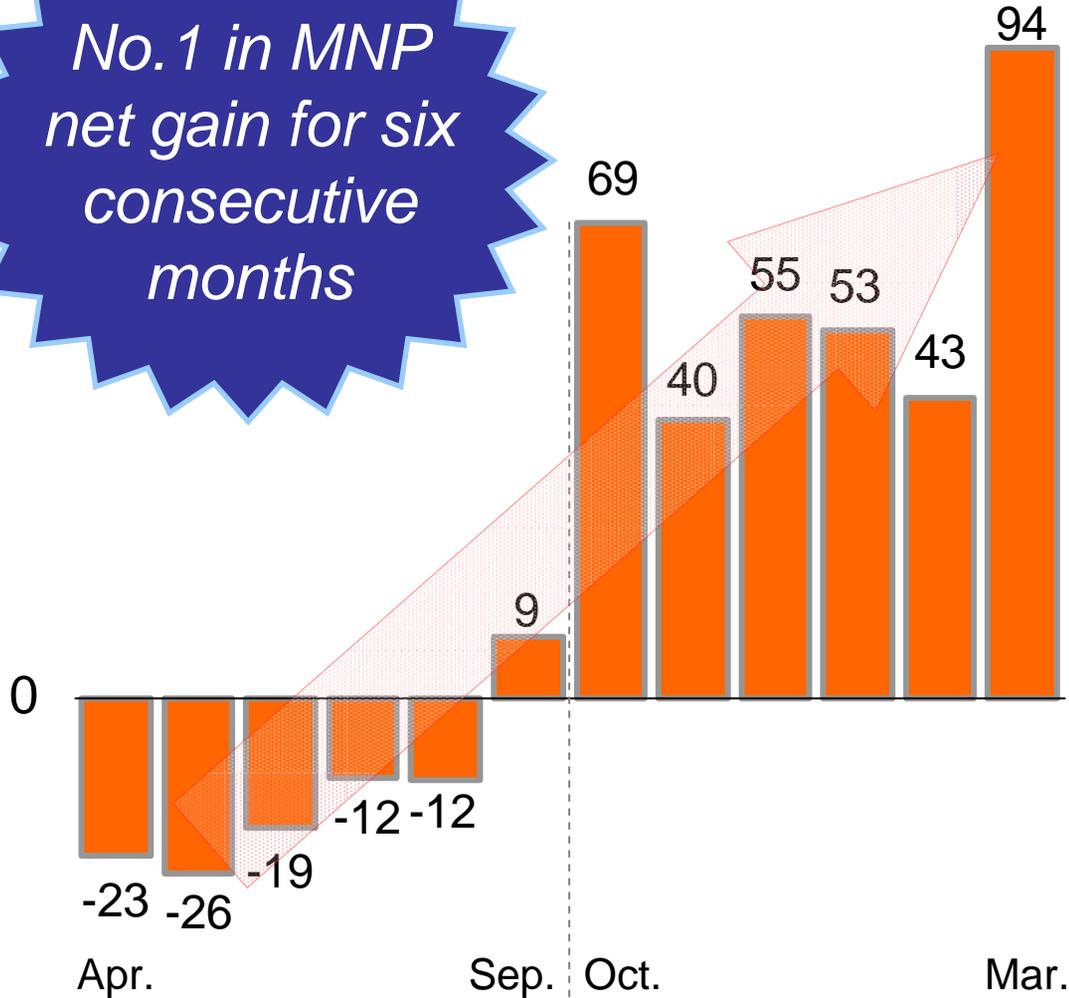
✓ Declines to record-low level !
 ✓ In 3Q, achieved lowest level in industry

*Based on financial results materials, etc. of each company.
 *au churn rate is calculated for ordinary handsets which exclude module-type terminals.

Monthly Trends

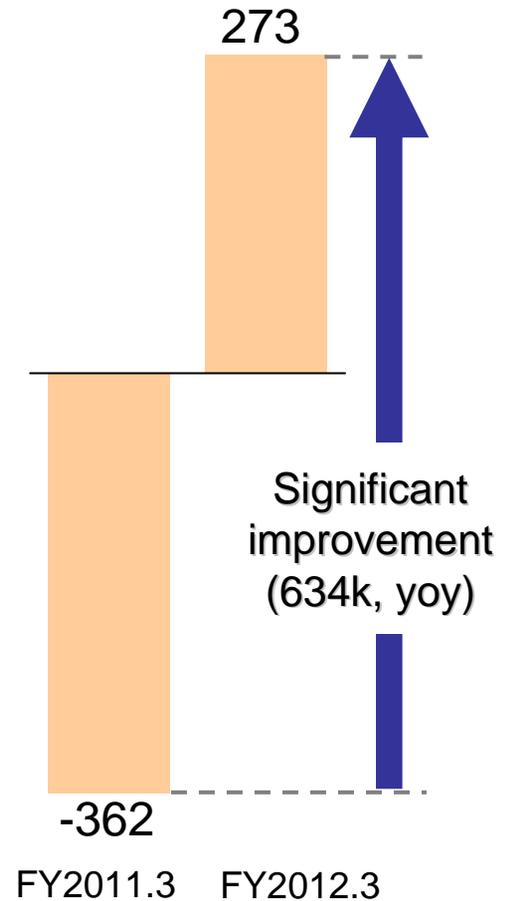
('000 subs)

No.1 in MNP net gain for six consecutive months

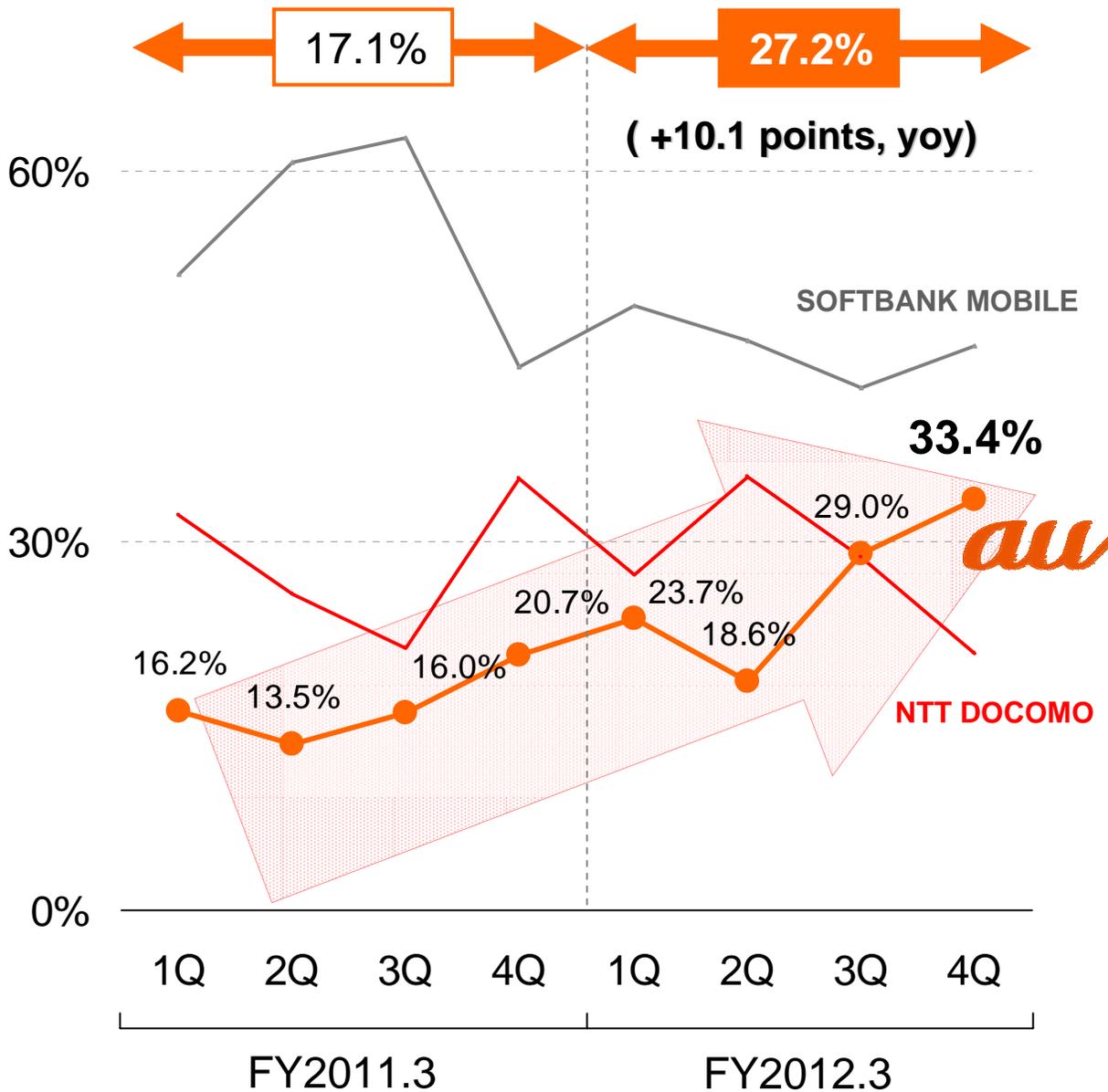


Full-year Comparison

('000 subs)



Four KPIs (3) Net Addition Share

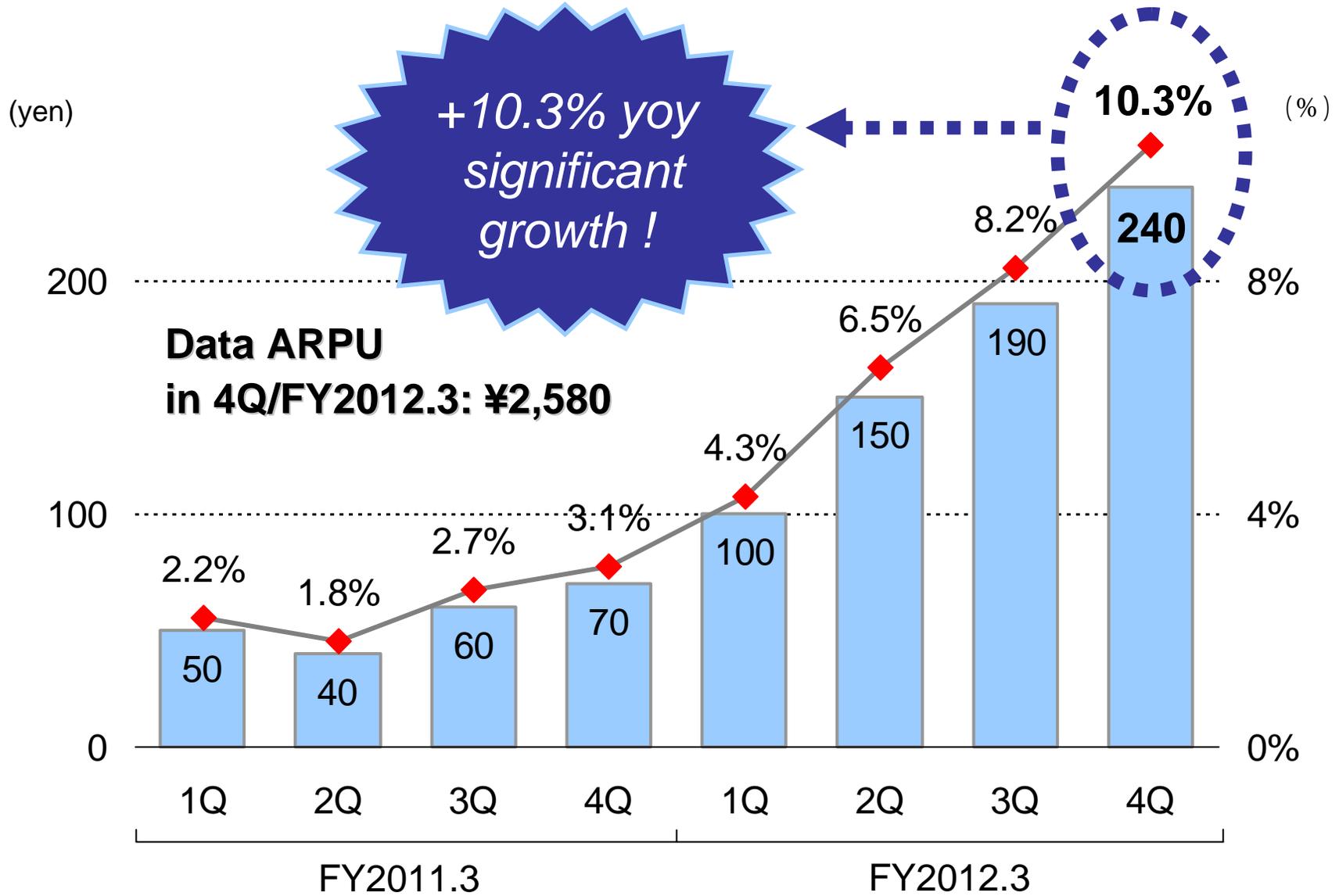


4Q : Increase to 33.4%

* 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

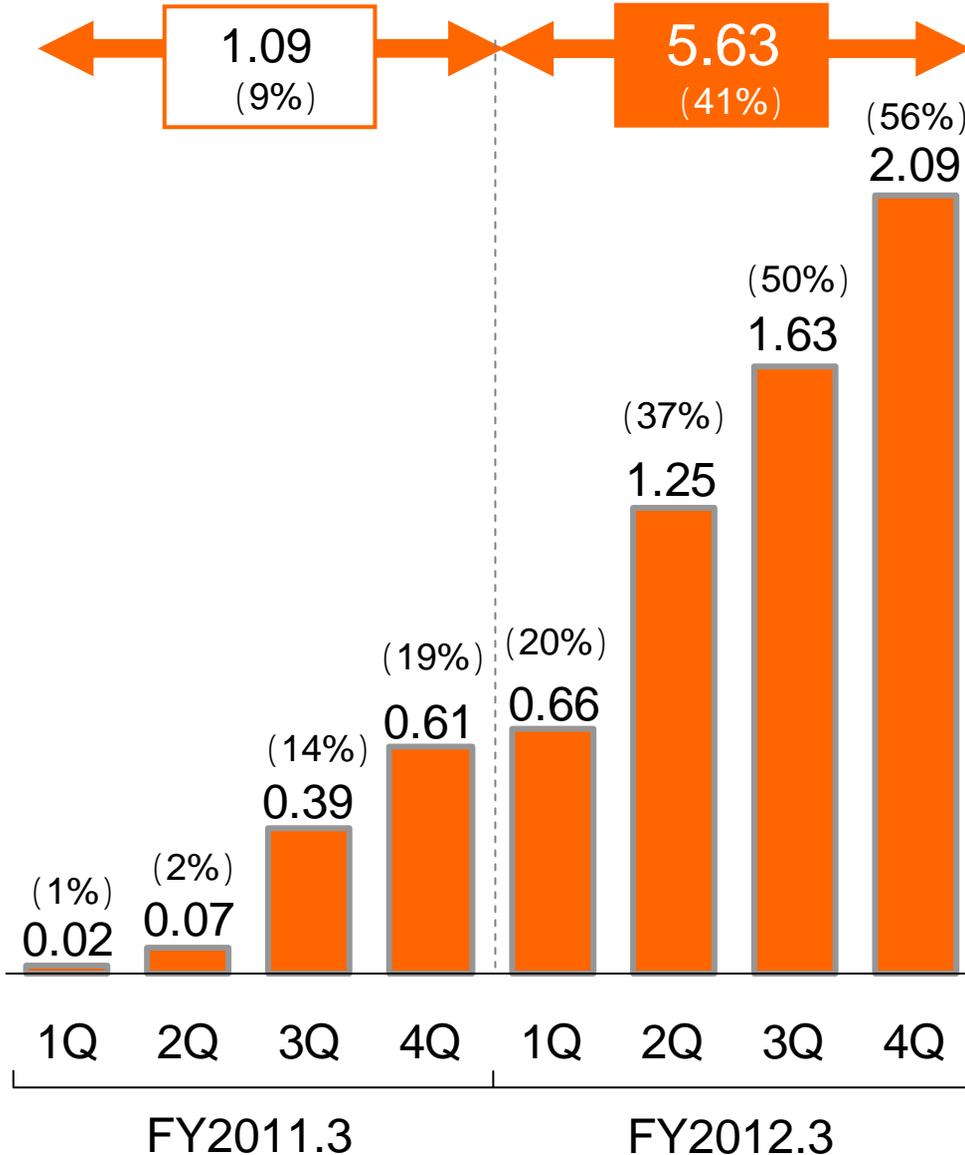
YOY Increase / Rise Ratio

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



Quarterly Trend

(Million units)



+4.54M units, yoy significant increase !

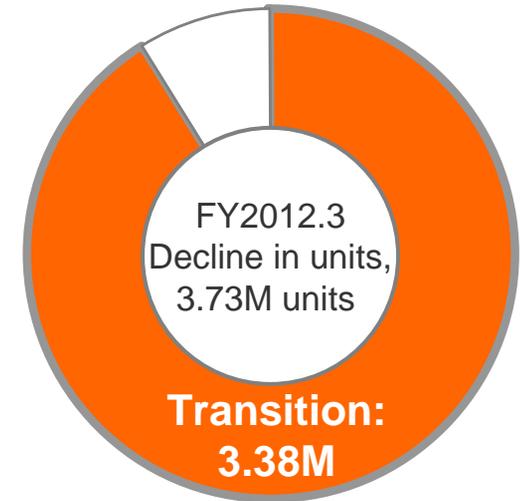
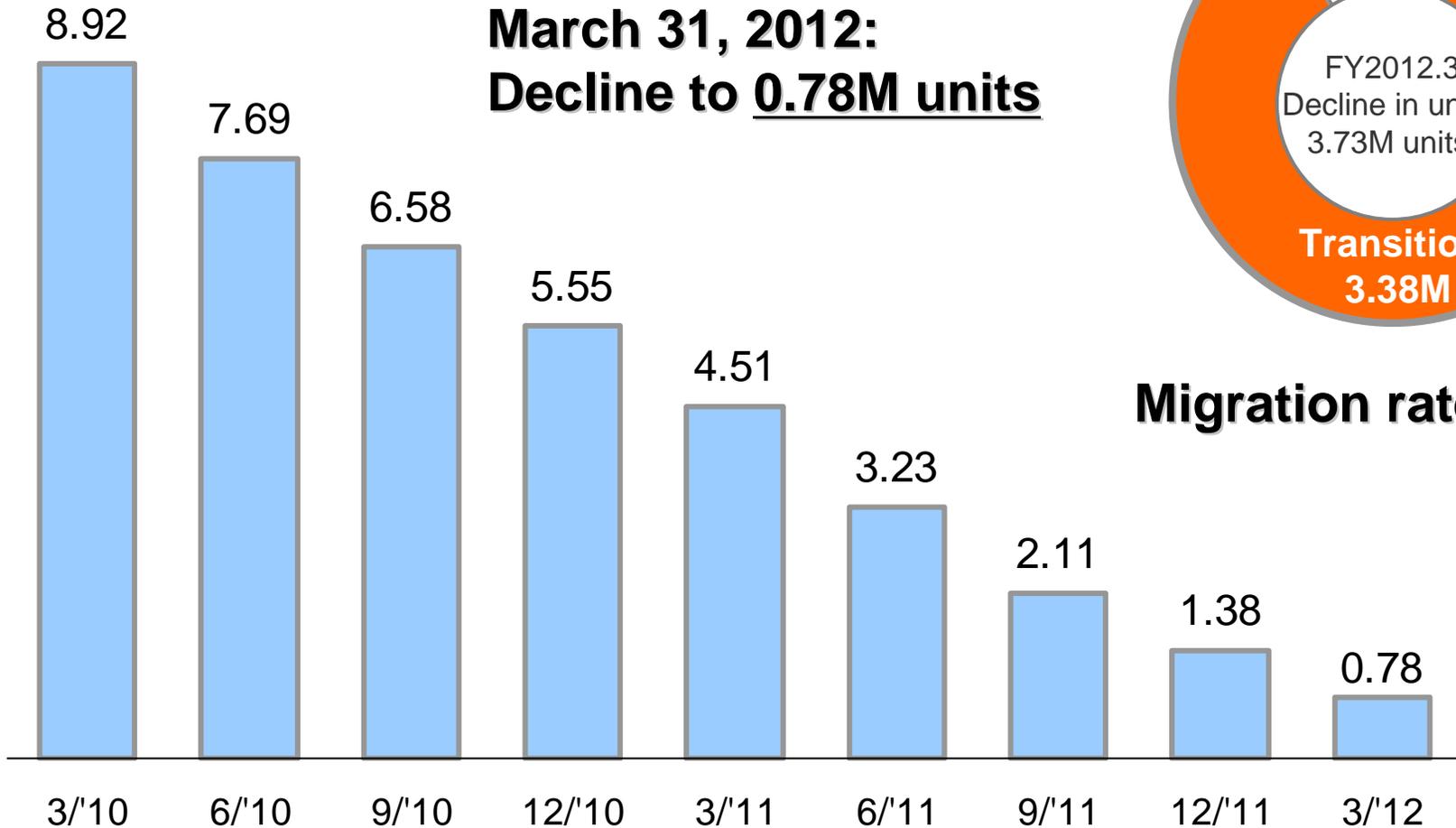
* () is the percentage of smartphone sales of all terminal sales.

Handsets Not Compatible*
with New 800MHz Bandwidth

(Million units)

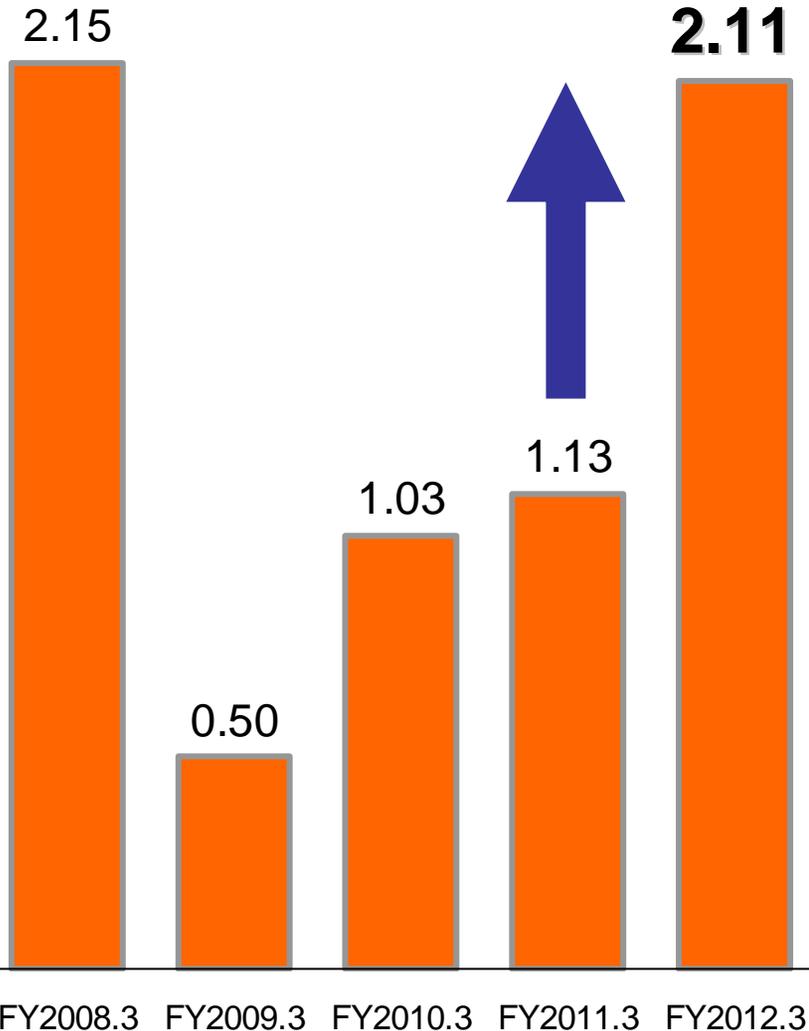
* Excludes module-type handsets

**March 31, 2012:
Decline to 0.78M units**



Migration rates: 91%

au Net Additions Trend (For the past 5 years) (Million subs)



To a high level equivalent to that in FY2008.3!

Cumulative total surpasses 35.00 million

*The number of FY2008.3 and FY2009.3 is the sum total of au and TUKA.

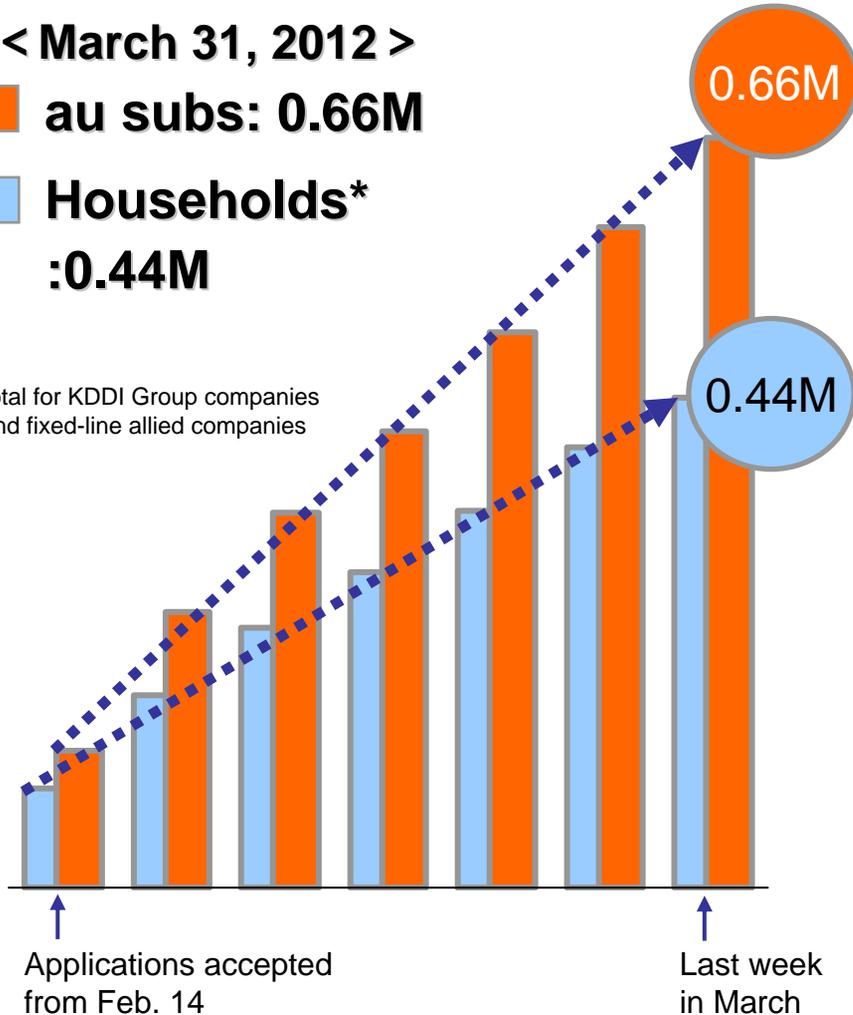
au Smartvalue

au Subscriptions / Households Utilizing au Smartvalue (weekly)

< March 31, 2012 >

au subs: 0.66M

**Households*
:0.44M**



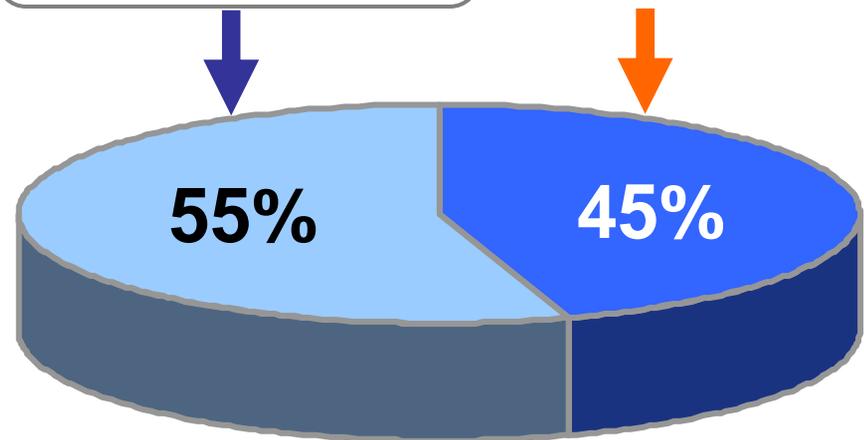
*Total for KDDI Group companies and fixed-line allied companies

Application Rate for Households Utilizing au Smartvalue (by Allied Fixed-line Service Company)

Allied company applications also favorable

Commuf@ (CTC) eo HIKARI (K-Opticom)
 au HIKARI Chura
 
 Allied CATV companies

au HIKARI



*From start of acceptance of applications to March 31, 2012.

au Smartvalue

Subscription Rate for New au Subs Utilizing au Smartvalue (Weekly) (%)

At a level exceeding ARPU-based BEP

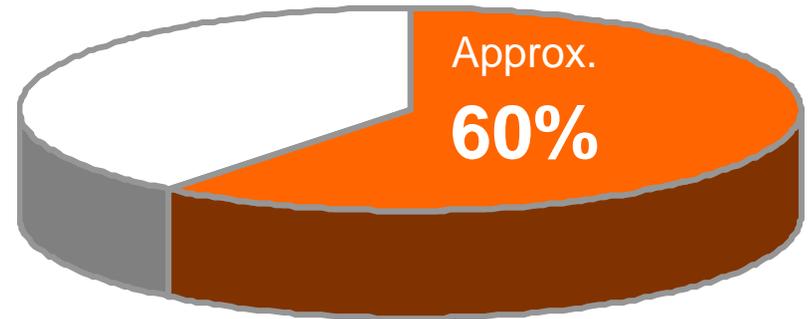
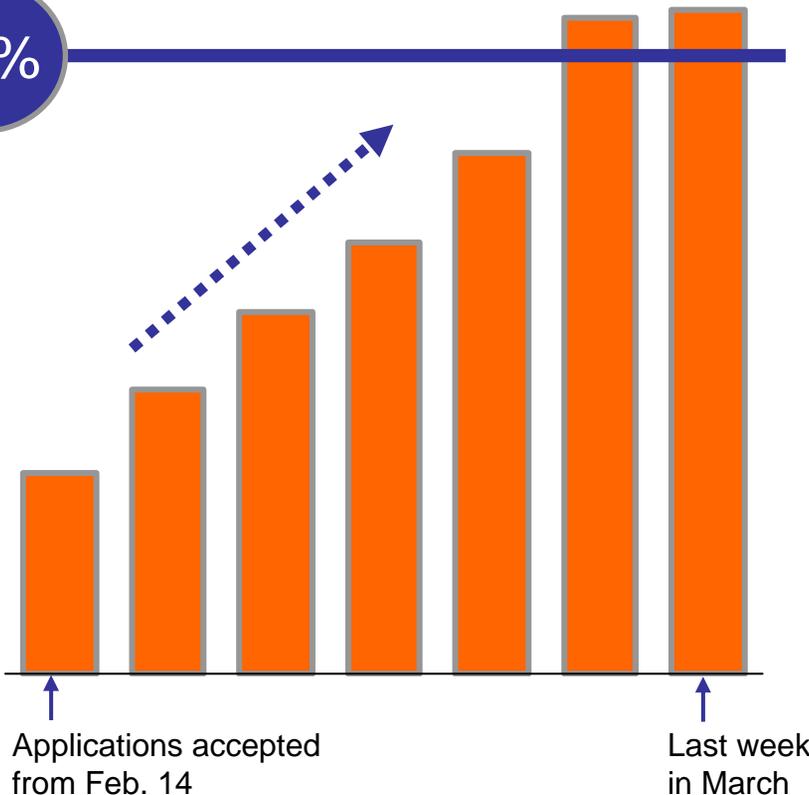
% of MNP Usage Among New au Subs Utilizing au Smartvalue

Using au Smartvalue



There is a trend toward high MNP usage % at time of new au subscription

20%



* From March 1 to March 31

au Smartvalue

Eliminating the barriers to the transition to smartphones

Promote shift to smartphones by reducing concerns about usage charges

■ Reasons why feature phone purchasers did not purchase smartphones*

1st. An ordinary mobile phone is good enough

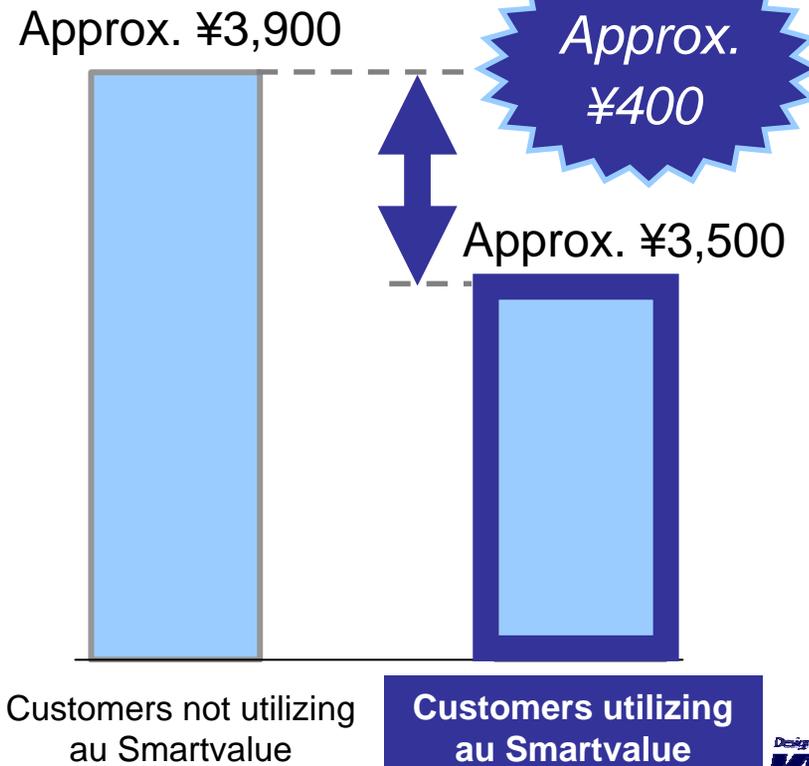
2nd. Monthly usage charges are high/seem high

3rd. The purchase price for a smartphone is high

*Based on independent research by the Company in December 2011.

Before Upgrade to Smartphone
Feature Phone Data ARPU

Contribution to expanding base of smartphone users

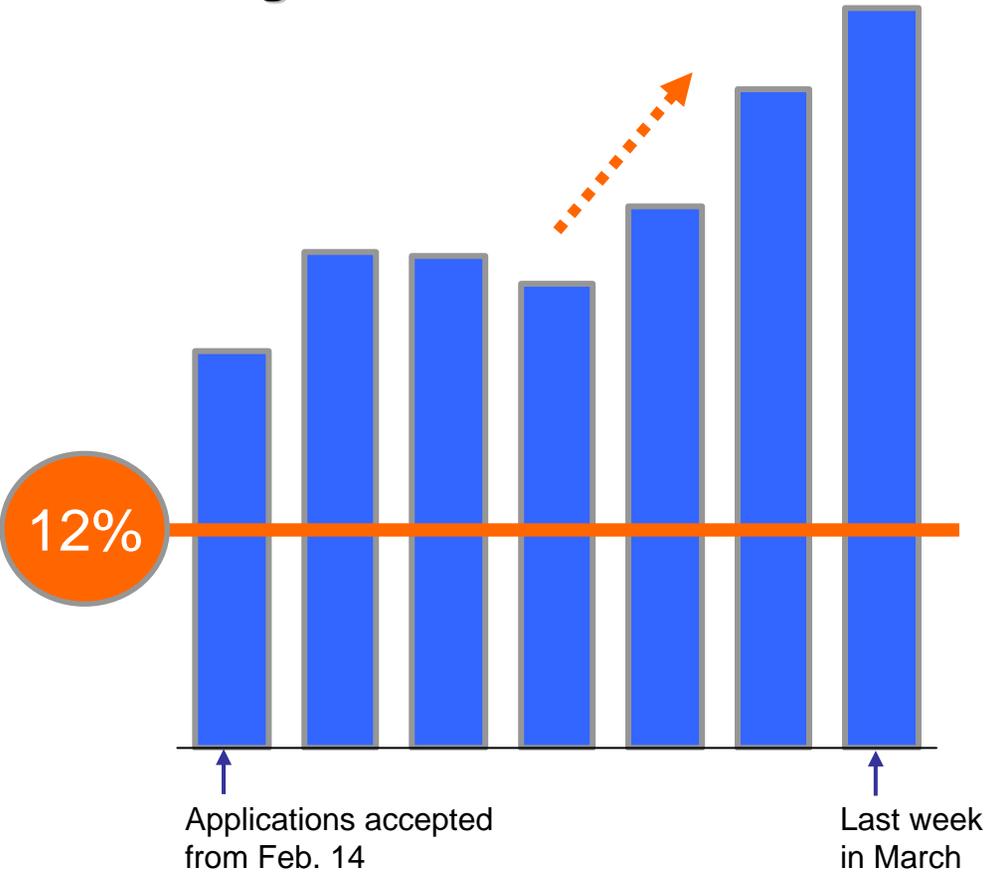


Subjects: Users who upgraded from a feature phone to a smartphone in February 2012 (excluding company users)
 Details: Comparison of monthly data ARPU in month before model upgrade.

au Smartvalue

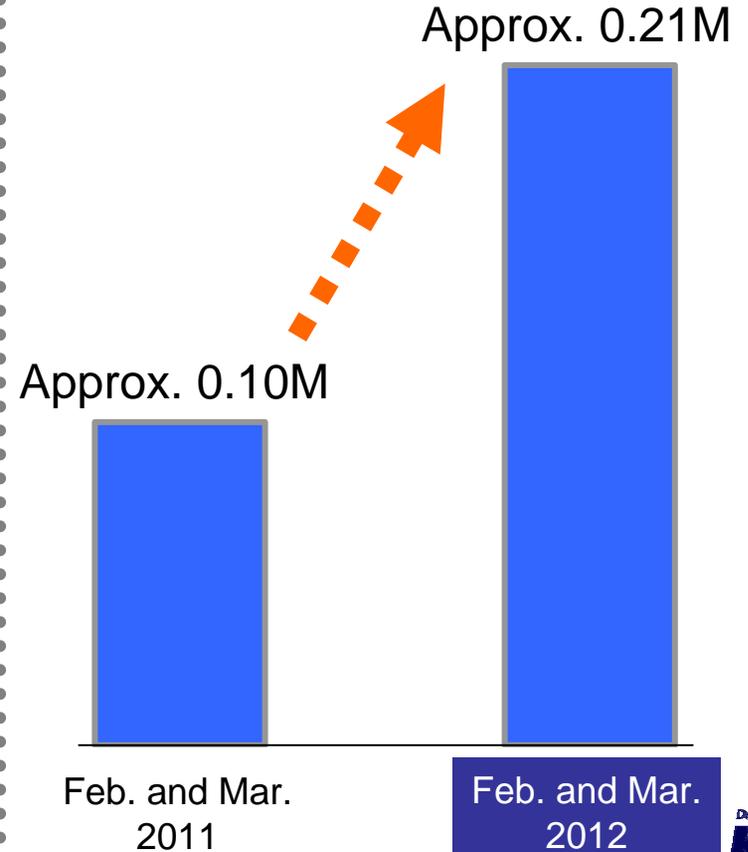
Subscription Rate for New au HIKARI Subs Utilizing au Smartvalue (Weekly) (%)

At a level substantially exceeding ARPU-based BEP



No. of new au HIKARI applications have been received in Feb. and Mar.

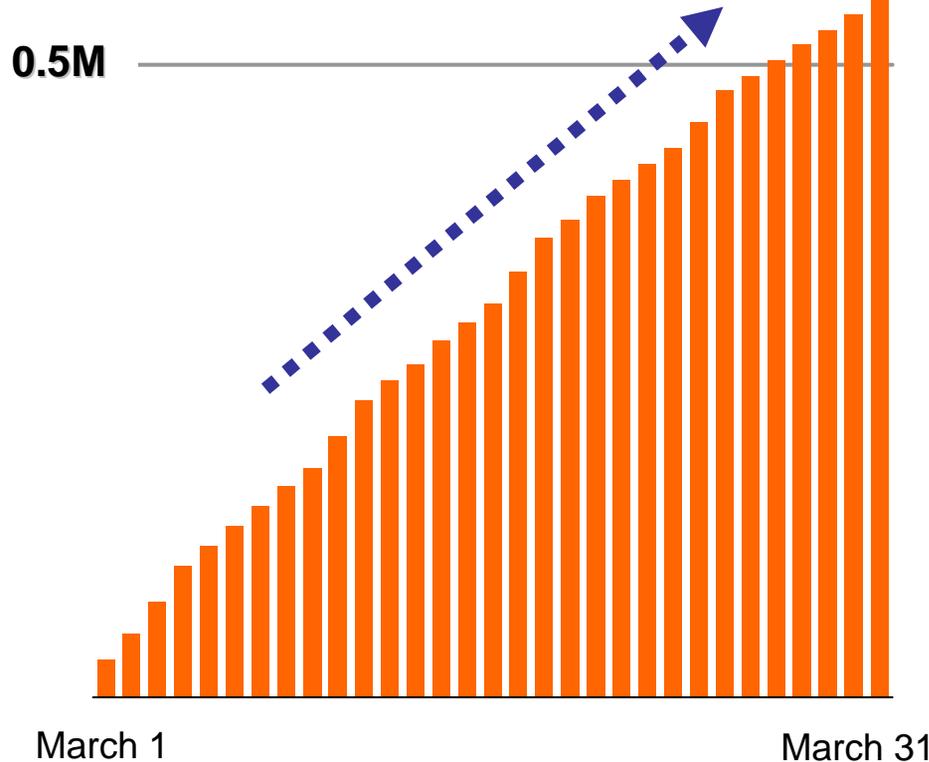
Doubled year on year



au Smart Pass

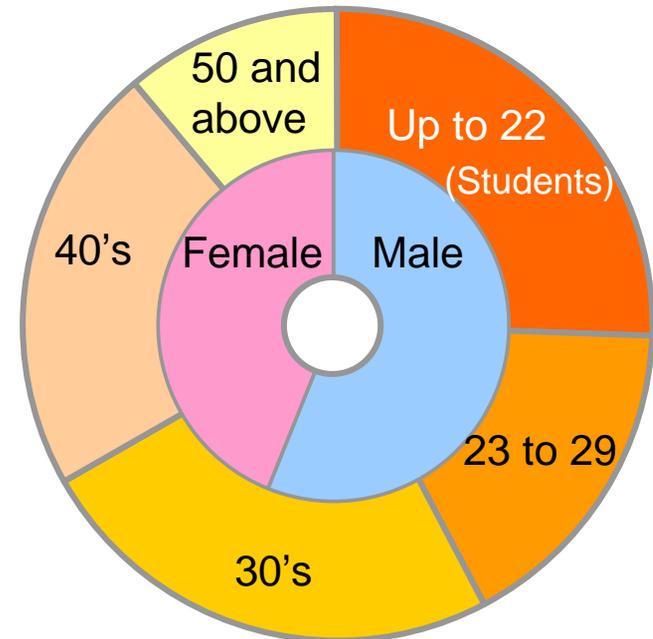
Growth in No. of Member in March (Daily)

No. of members surpassed 0.5M in the first month after the service launch



Age Distribution of Members

**Subscribers extend over a wide range of ages
Further growth is expected**



* As of March 31, 2012

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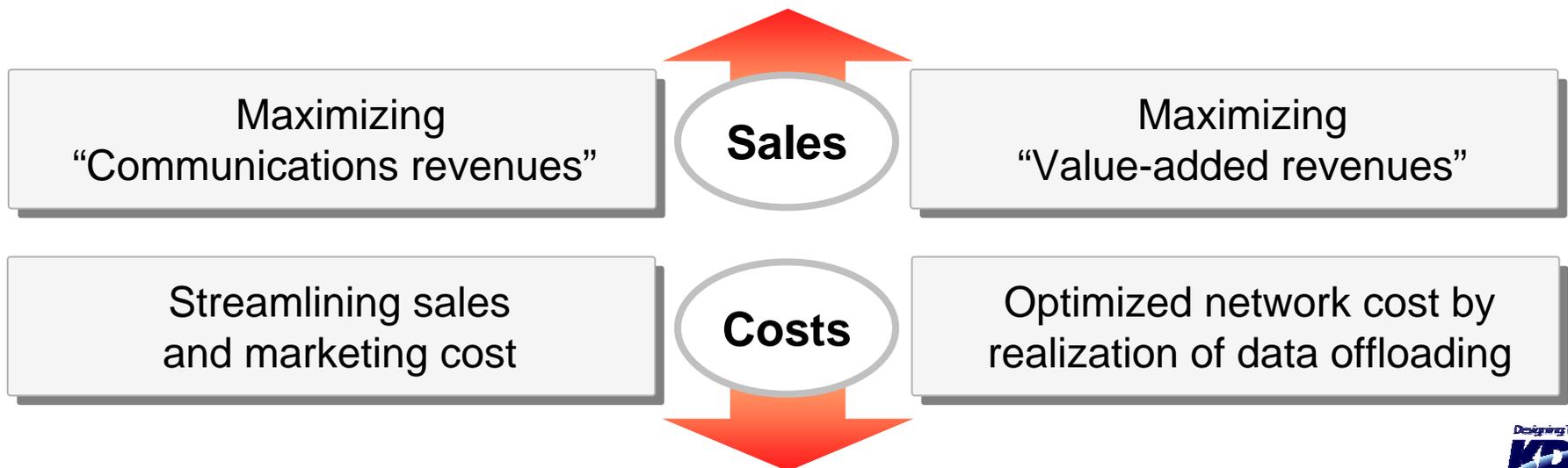
Shareholder Return

Appendix

Full-Scale Implementation of “3M Strategy”

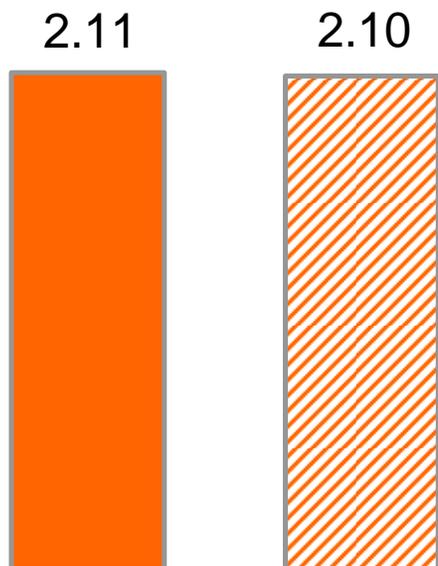
- Implement “game change” and secure competitive edge through 3M Strategy.
- Through multiple networks, provide faster, more comfortable connection environment and a reduction in costs

Toward the realization of business growth in a new age



au Net Additions

(Million subs)



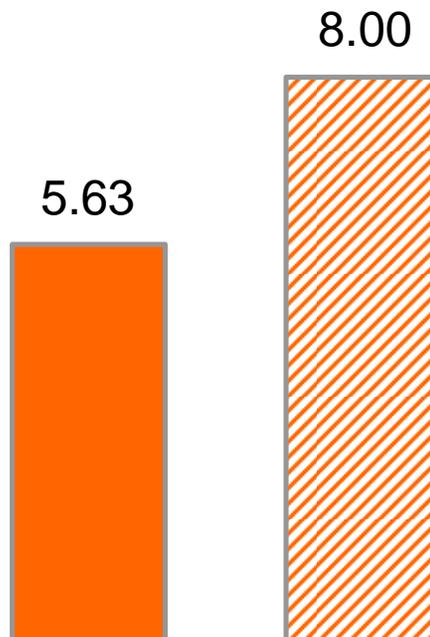
FY2012.3

FY2013.3(E)

Net increase stays at a high level

Smartphone Sales

(Million units)



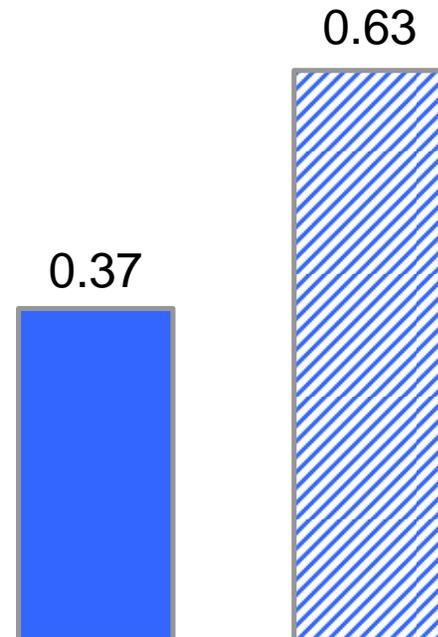
FY2012.3

FY2013.3(E)

smartphone sales %:
Approx. 70%

FTTH Net Additions*

(Million subs)



FY2012.3

FY2013.3(E)

+70% yoy

*KDDI Group's FTTH services (au HIKARI, au HIKARI Chura, and Commuf@)

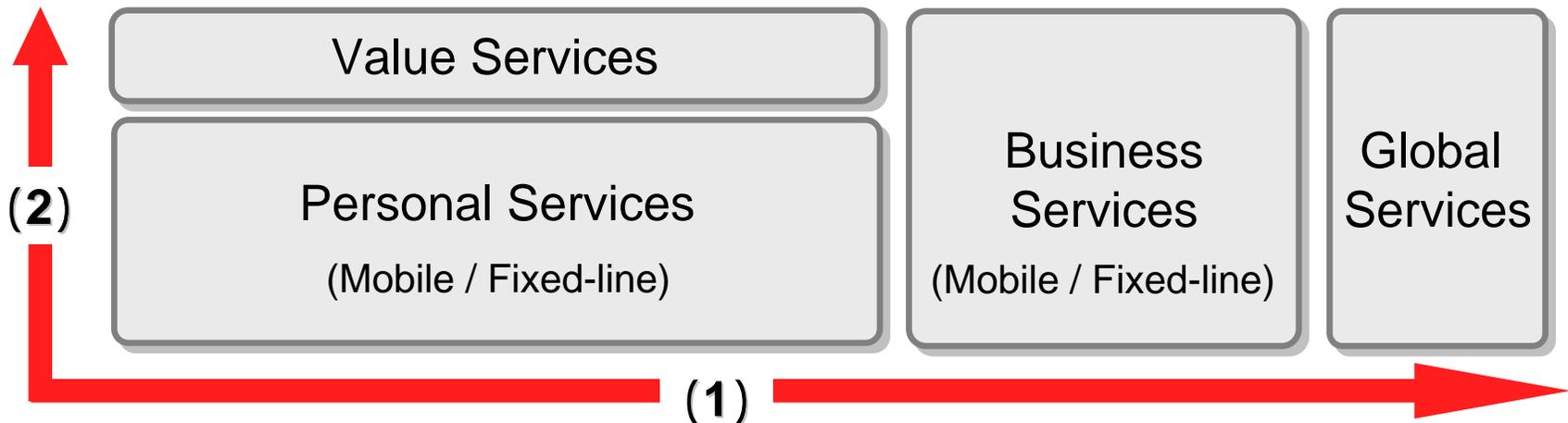
(Outlook for au handset sales of FY2013.3: 11.80M units)

【From FY2013.3】

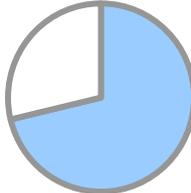
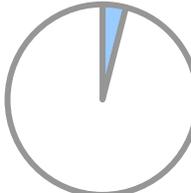
Segments have been reorganized, with the new segments based on reportable segments determined in accordance with the management approach, reflecting the units for which management resources are allocated and financial results are evaluated.

Outline of the New Segments

- (1) Expand communications services customer base
- (2) Expand content distribution/settlement services on a foundation of communications infrastructure/customer base



Overview of New Segments

Current	New	Business activities	Sales ratio ^{Note}
Mobile	Personal Services	Provision of communications services for households and individuals	 71%
	Value Services	Provision of content and settlement services for households and individuals	 4%
Fixed-line	Business Services	Provision of communications and solution/cloud services for companies	 16%
	Global Services	Provision of communications and solution/cloud services for companies and individuals overseas	 5%
Other	Other	Communications facility construction as well as maintenance, call centers, R&D, etc.	 4%

Note: Calculated based on the simple sum of the sales for each segment =100%.

Personal Services

Revenues Down, Income UP (Billions of yen)

	FY2012.3	FY2013.3(E)	
			yoy
Operating revenues	2,799.8	2,760.0	-1.4%
Operating income	348.2	370.0	+6.3%
<i>Operating margin</i>	12.4%	13.4%	-
EBITDA	714.1	767.0	+7.4%
<i>EBITDA margin</i>	25.5%	27.8%	-

Value Services

Revenues UP, Income UP (Billions of yen)

	FY2012.3	FY2013.3(E)	
			yoy
Operating revenues	136.4	164.0	+20.2%
Operating income	44.5	45.0	+1.1%
<i>Operating margin</i>	32.6%	27.4%	-
EBITDA	51.2	57.0	+11.4%
<i>EBITDA margin</i>	37.5%	34.8%	-

Business Services

Revenues Down, Income Down (Billions of yen)

	FY2012.3	FY2013.3(E)	
			yoy
Operating revenues	636.7	630.0	-1.1%
Operating income	74.7	71.0	-4.9%
<i>Operating margin</i>	11.7%	11.3%	-
EBITDA	122.8	122.0	-0.7%
<i>EBITDA margin</i>	19.3%	19.4%	-

Global Services

Revenues UP, Income UP (Billions of yen)

	FY2012.3	FY2013.3(E)	
			yoy
Operating revenues	171.6	195.0	+13.6%
Operating income	4.1	6.0	+45.0%
<i>Operating margin</i>	2.4%	3.1%	-
EBITDA	13.6	19.0	+39.9%
<i>EBITDA margin</i>	7.9%	9.7%	-

* The figures for FY2012.3 presented here have been adjusted in line with the change in segments from FY2013.3.

* From FY2013.3 (E), amortization of goodwill is included in the calculation of EBITDA .

(Ref.)
Mobile
Business

Increase in operating income for first time in four years
(¥419.2B --> ¥432.0B)

(Ref.)
Fixed-line
Business

Third consecutive year of increases in revenues and income. On a non-consolidated basis, KDDI switches to gain in revenues, following decline in previous year.

Mobile
Business

**Revenues Down,
Income UP** (Billions of yen)

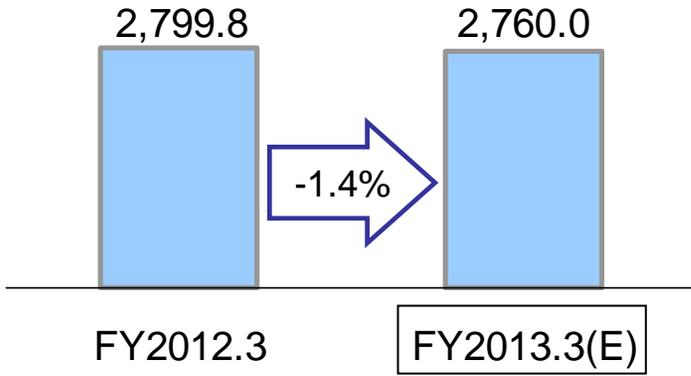
	FY2012.3	FY2013.3(E)	
			yoy
Operating revenues	2,727.0	2,685.0	-1.5%
Operating income	419.2	432.0	+3.1%
<i>Operating margin</i>	15.4%	16.1%	-

Fixed-line
Business

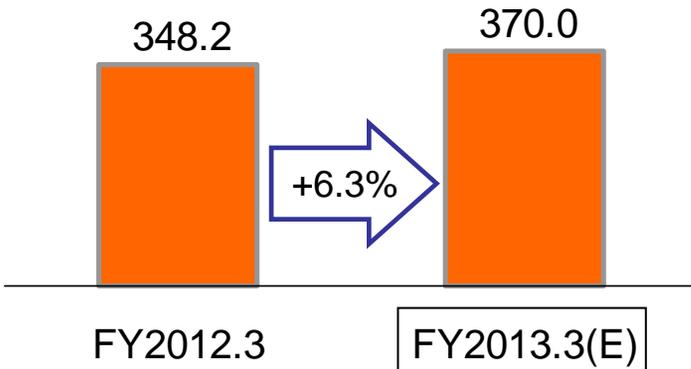
**Revenues UP,
Income UP** (Billions of yen)

	FY2012.3	FY2013.3(E)	
			yoy
Operating revenues	915.5	950.0	+3.8%
Operating income	53.4	60.0	+12.3%
<i>Operating margin</i>	5.8%	6.3%	-

Operating Revenues (Billions of yen)



Operating Income (Billions of yen)



Operational Strategies and Focus KPI

Increase competitiveness by advancing the 3M strategy

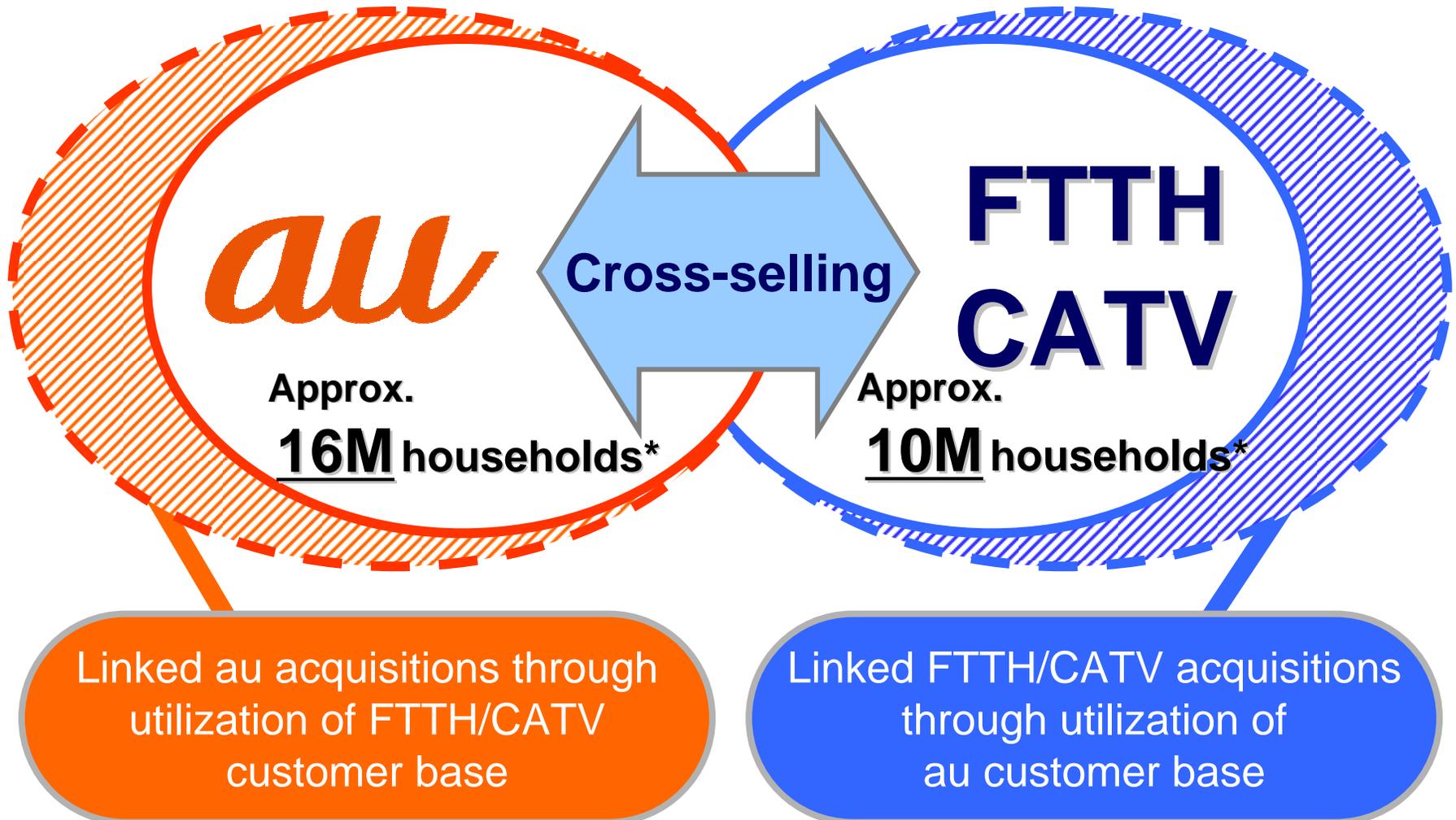
Advancing the 3M Strategy

- Growth in no. of new au subscriptions and households utilizing au Smartvalue
- Reduce au churn rate
- Reverse decline in au ARPU

Focus KPI	FY2012.3	FY2013.3(E)	Change
Utilizing au Smartvalue au subscriptions	0.66M	3.10M	+2.44M
Utilizing au Smartvalue Households*	0.44M	1.55M	+1.11M
au churn rate	0.62%	0.61%	-0.01%
au ARPU	¥4,530	¥4,160	-¥370

*Total for KDDI Group companies and fixed-line allied companies

**Cross-sell to both customer bases,
with au Smartvalue as the hook**



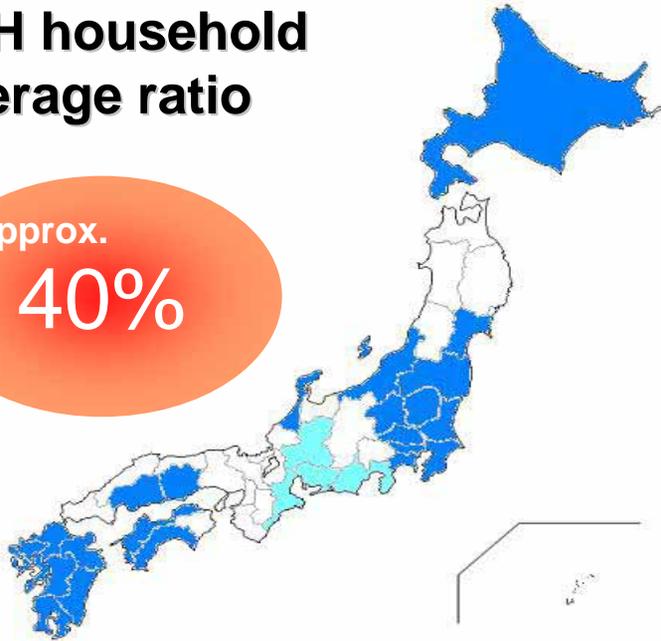
*As of March 31 2012.

Expanding au Smartvalue broadband circuits to nationwide FTTH/CATV

Sep. 2011

FTTH household coverage ratio

Approx.
40%

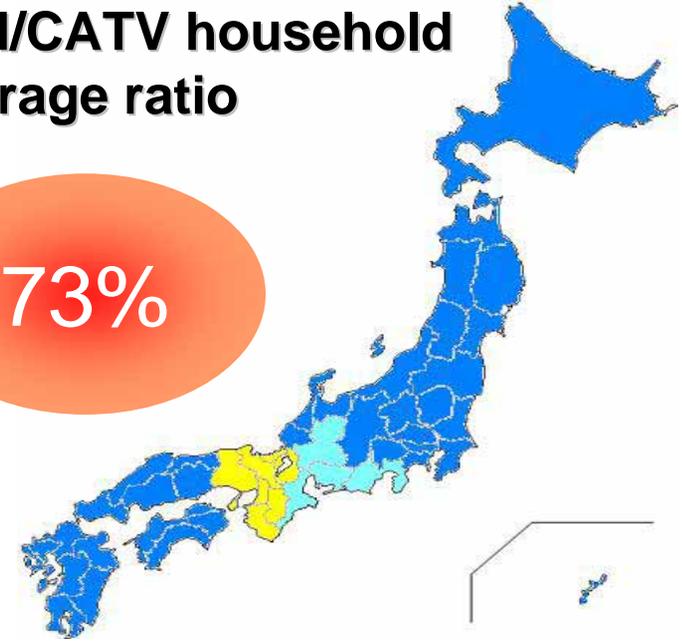


- au HIKARI
- commuf@ (CTC)
- au HIKARI Chura

Mar. 2012

FTTH/CATV household coverage ratio

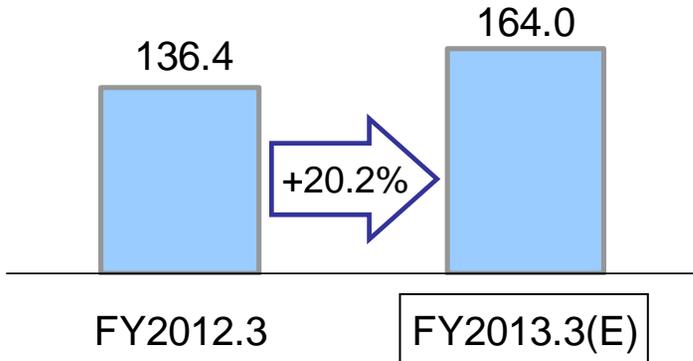
73%



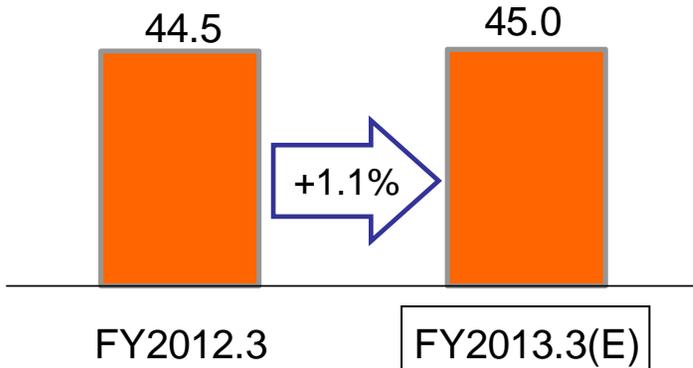
- au HIKARI
- commuf@ (CTC)
- eo HIKARI (K-Opticom)
- au HIKARI Chura
- JCN
- J:COM
- Allied CATV companies

*Household coverage ratio in detached house provision area.

Operating Revenues (Billions of yen)



Operating Income (Billions of yen)



Operational Strategies and Focus KPI

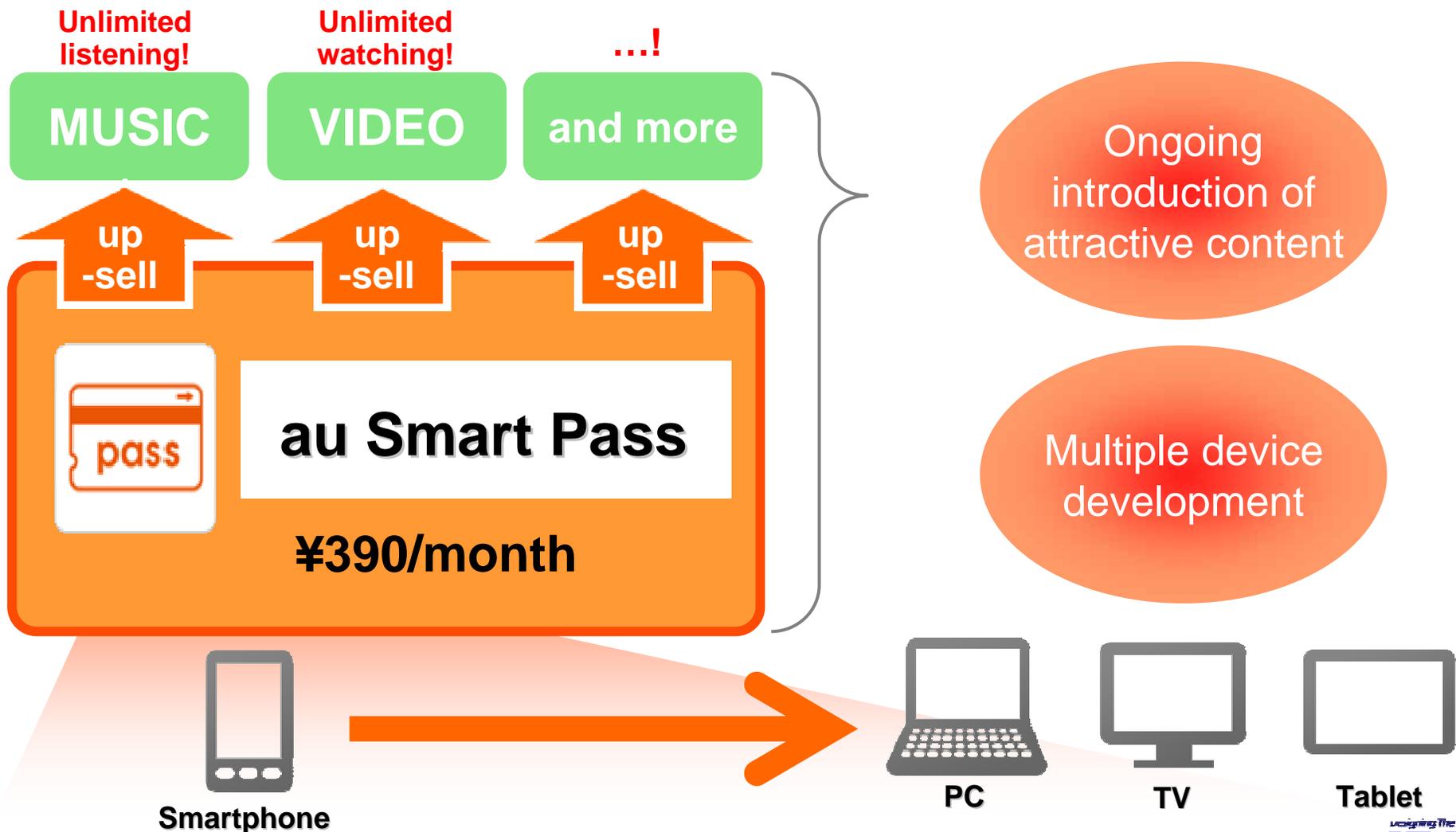
Increase au Smart Pass members and expand value revenues

Advancing the 3M Strategy

- Achieving a high level for the au Smart Pass subscription rate
- Ongoing introduction of attractive content
- Multiple device development

Focus KPI	FY2012.3	FY2013.3(E)	Change
Value ARPU	¥260	¥280	+¥20
au Smart Pass members	0.56M	5.00M	+4.44M

Enhancement and up-selling of entertainment services linked to au Smart Pass

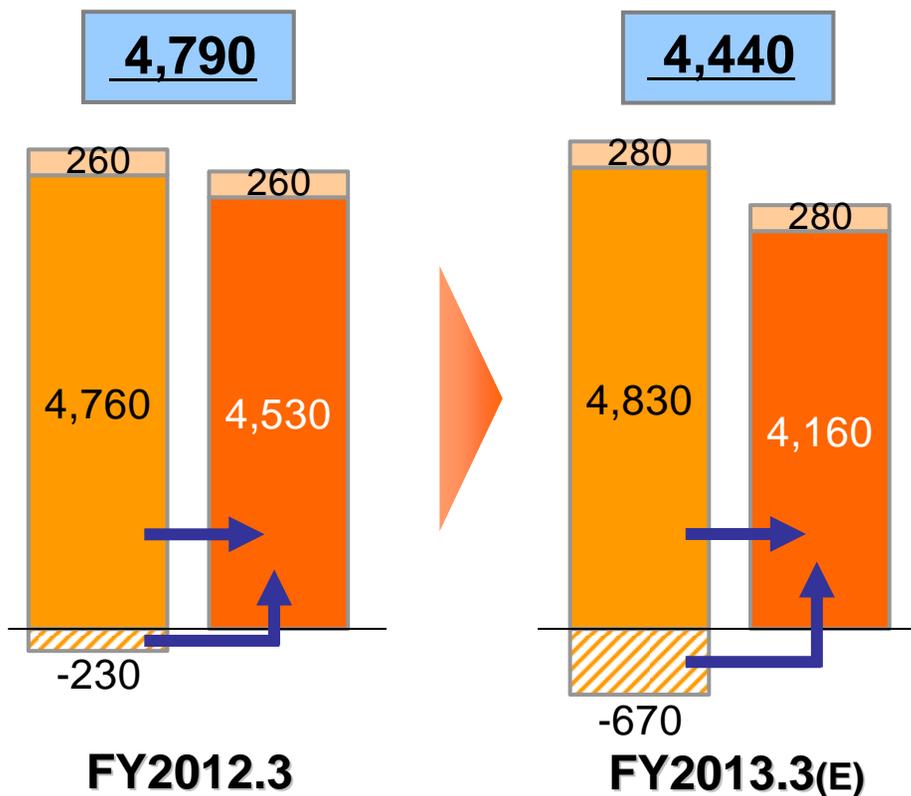


■ After “game change,” Total ARPU = au ARPU + Value ARPU

■ Aim to reverse decline in au ARPU by March 31, 2013.3

New ARPU (full-year comparison)

(yen)



On left for each period: applicable discount amount is presented separately
 On right for each period: applicable discount amount is included.

Full-year average	yoy
Total ARPU	¥350 (7.3%)
au ARPU	¥370 (8.2%)
au ARPU (before discount)	+¥70 (+1.5%)
Amount of discount applied	¥440 (-)
Value ARPU	+¥20 (+7.7%)

[Total ARPU] ■

au ARPU + Value ARPU

[au ARPU (after application of discount)] ■

-au ARPU (before application of discount) ■

-Amount of discount applied* ▨

[Value ARPU] ■

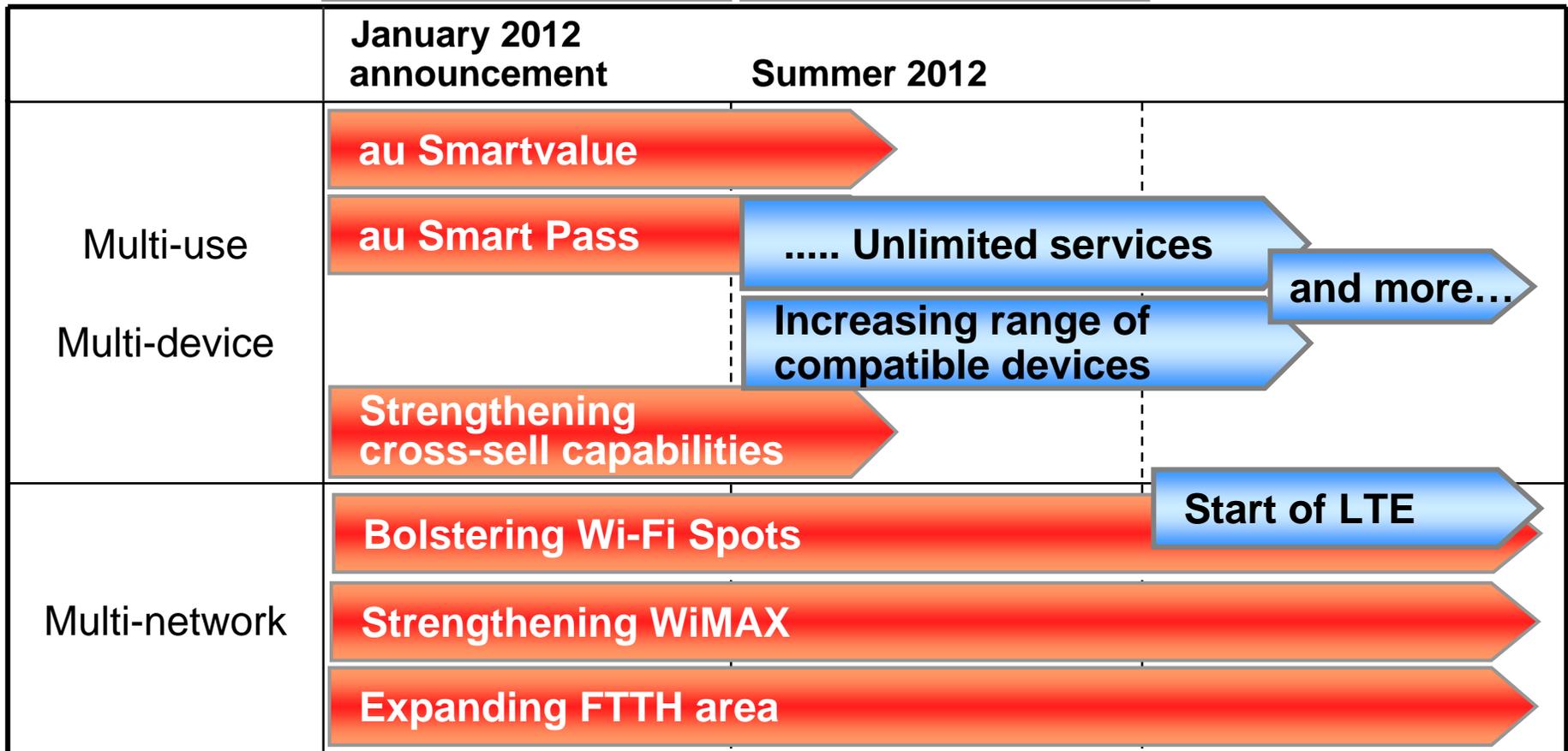
*Amount of discount applied:

Maitsuki Discount (monthly discount), au Smartvalue

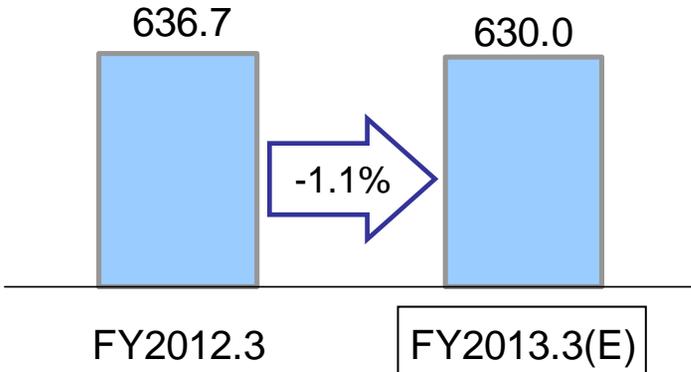
*The definition of ARPU is provided on slide 46.

From summer 2012, transition to phase of further expansion in 3M services

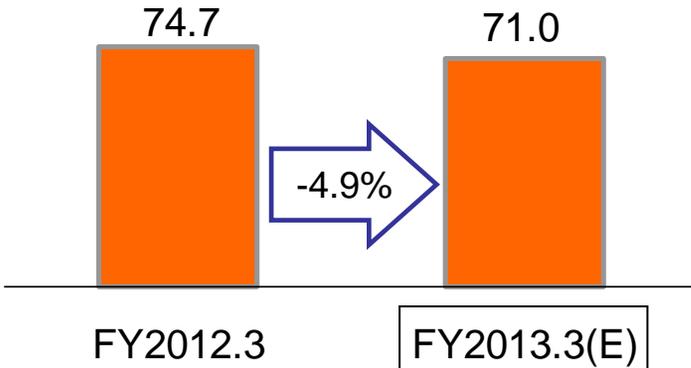
Step1	Step2	Step3
Start of the Smart Passport concept	Expansion to multiple devices, multiple uses	Toward a more-connected, multiple use world



Operating Revenues (Billions of yen)



Operating Income (Billions of yen)



Operational Strategies and Focus KPI

Implement “game change” in corporate market through 3M Strategy

Advancing the 3M Strategy

【For large companies】

-Move ahead with integrated proposals for mobile/voice/intranet + solutions.

【For small and medium-sized companies】

-With 3M proposals, make inroads in the undeveloped small and medium-sized company market

Focus KPI	FY2012.3	FY2013.3(E)	Change
Smartphone sales (units)	0.22M	0.45M	+0.23M

No. of companies in Japan

Large companies
13,000

No. of employees: 300

Small and medium-size companies
1.8 million

Large Company Market

Usage rate for KDDI services

Approx. **70%**

- Aim to expand sales to existing customers through cross-selling of existing services
- Strengthening cloud services



Expanding sales to existing customers

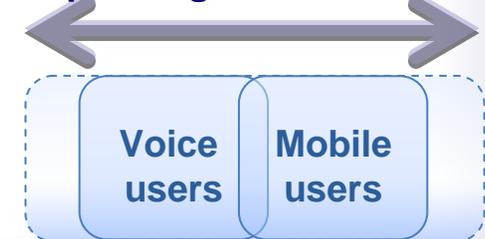
Small and Medium-sized Company Market

Usage rate for KDDI services

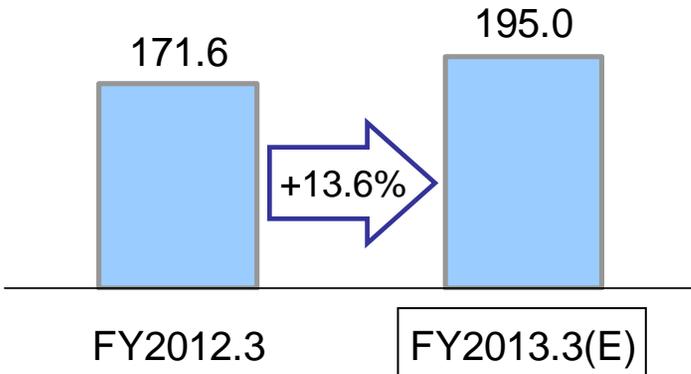
Approx. **30%**

- Aim to expand number of customers (increase share) with "Smartvalue for Business," which was launched in April.

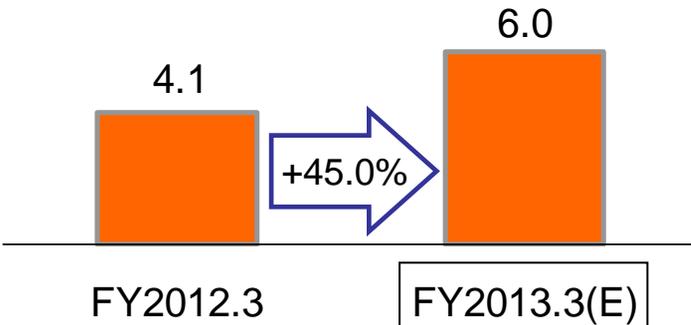
Expanding no. of customers



Operating Revenues (Billions of yen)



Operating Income (Billions of yen)



Operational Strategies

Establish operational foundation for new growth

Global ICT	<ul style="list-style-type: none"> -Implement reforms to facilitate integrated services built around data centers. -Full-scale entry into markets not directly related to Japan
Carrier business	<ul style="list-style-type: none"> -Entry into data relay operations. -Bring in traffic from overseas mobile companies.
Global consumer	<ul style="list-style-type: none"> -Developing new businesses in emerging economies.

98 bases in 59 cities and 26 regions around the world

Global ICT

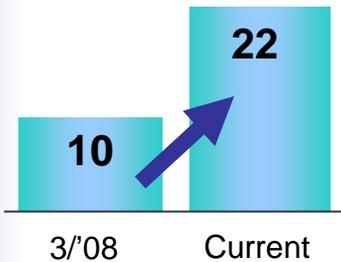
Data center



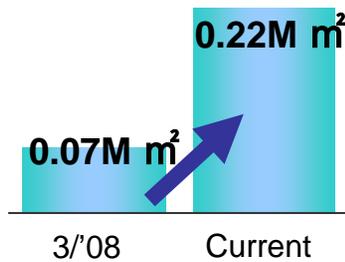
TELEHOUSE

(22 sites in 14 cities and 11 regions)

No. of sites doubled
In 4 years



Floor space tripled
in 4 years



NW

SI



CDNetworks

DMX
DMX TECHNOLOGIES

Carrier Business

Provision of traffic relay service to more than 600 communications companies around the world

Global Consumer

Develop business providing service to immigrants in the U.S.

LOCUS
TELECOMMUNICATIONS, INC.



Total Call.
INTERNATIONAL

Bolstering Wi-Fi Spots



au Wi-Fi SPOT



Wi-Fi HOME SPOT

Surpassing
100k spots

Completing
distribution of
350k units

Toward further expansion

Expanding WiMAX Area

**Major cities
nationwide**

95%

(Actual population coverage ratio)

Advancing 3G

Introduction of EV-DO Advanced

Capacity:
approx.
1.5 times

Effective speed:
average approx.
two times

Nationwide rollout by June 30, 2012

Expanding FTTH/CATV Area

**FTTH/CATV household
coverage ratio** Note1

73%

Toward further expansion

[Data offload rate^{Note2} (year-end)]
From current level of 20% to 50%
at March 31, 2013

[Consolidated CAPEX]
Hold down to level of ¥450.0B
per year

- Develop 2GHz band addition to 800MHz band and 1.5GHz band.
- Plans now call for service to commence prior to the originally scheduled start in Dec. 2012.

Area Coverage

Actual population coverage ratio (March 2013)

96%

**High-quality LTE
Simultaneous nationwide rollout**

Data Transmission Speed

Down link: 75Mbps (Max.)

Frequency Bands

**800MHz band (area base band)
1.5GHz band
2GHz band**

CAPEX (Base Station Basis)

**Forecast for FY2013.3
Approx. ¥80.0B scale**



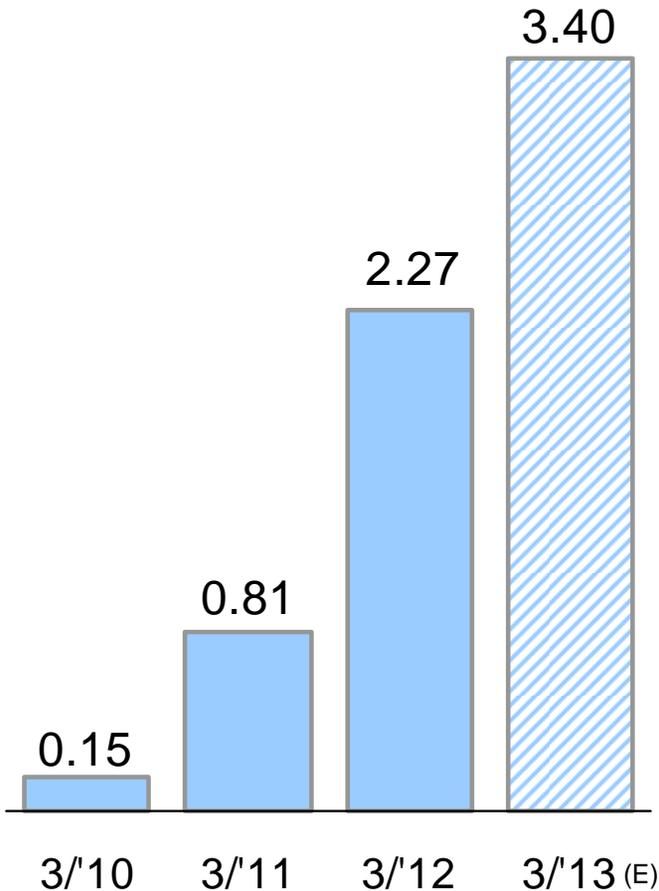
Subscriptions

Area Expansion



Increasing smoothly

(Million subs)



Focus on facilities for railroads, subways

<p>Tokyo metropolitan area</p>	<p>JR East, Toei Subway, Tokyo Metro, Tokyu Dentetsu, Tokyo Monorail, Yokohama Municipal Subway, Sagami Railway, others</p>
<p>Chubu region</p>	<p>Meitetsu, others</p>
<p>Kyushu</p>	<p>Fukuoka City Subway, others</p>

Outlook for FY2013.3

[Initial targets]

Achieve single-year profitability in fourth year after start of operations (Feb. 2009)



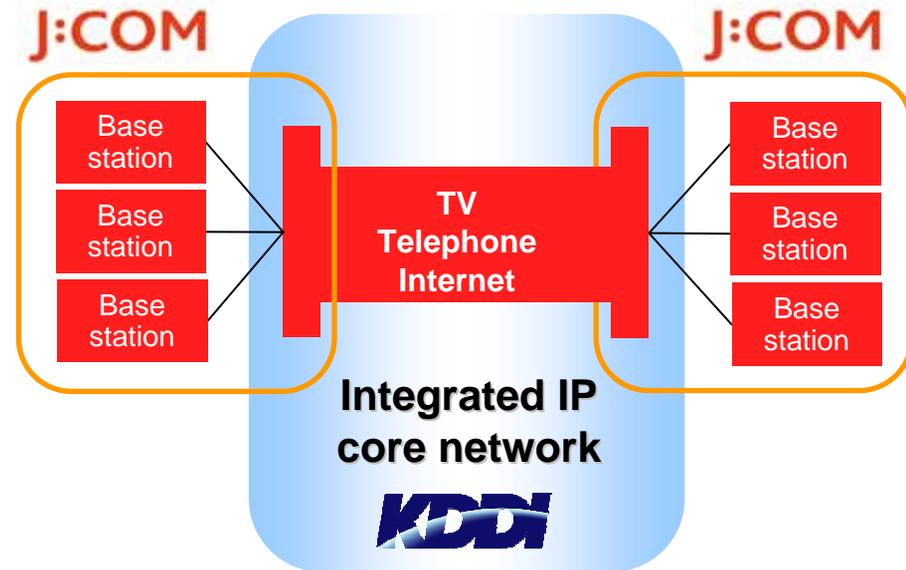
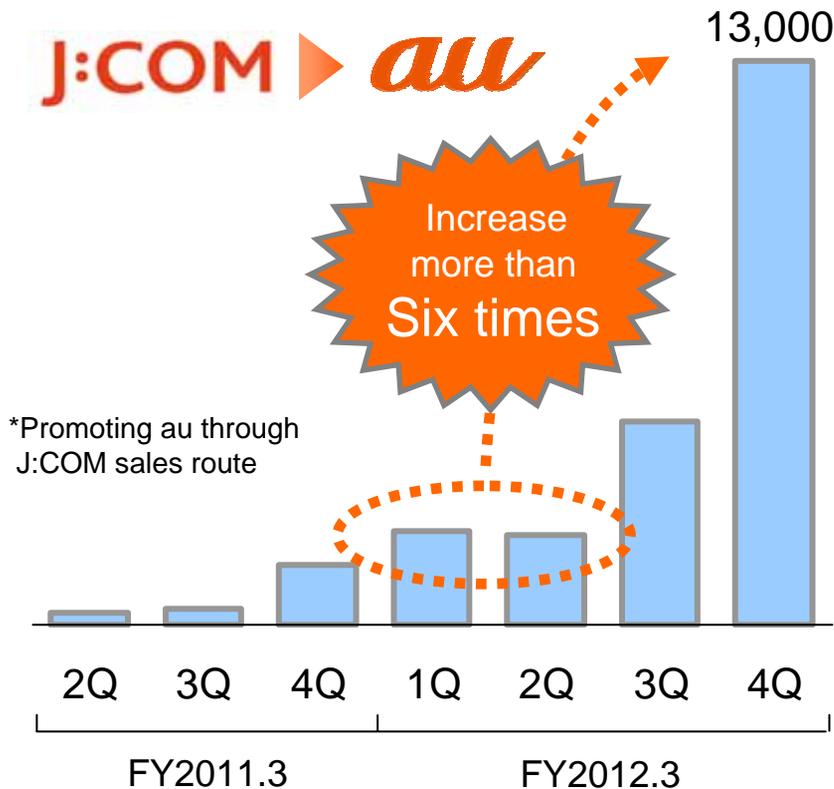
Steady Progress in Alliance with J:COM

Cross-selling Promotion

Switching J:COM's Backbone NW to KDDI's Integrated IP Core NW

Rapid growth after start of application acceptance for au Smartvalue in 4Q

--> KDDI increase in sales
--> J:COM reduction of cost



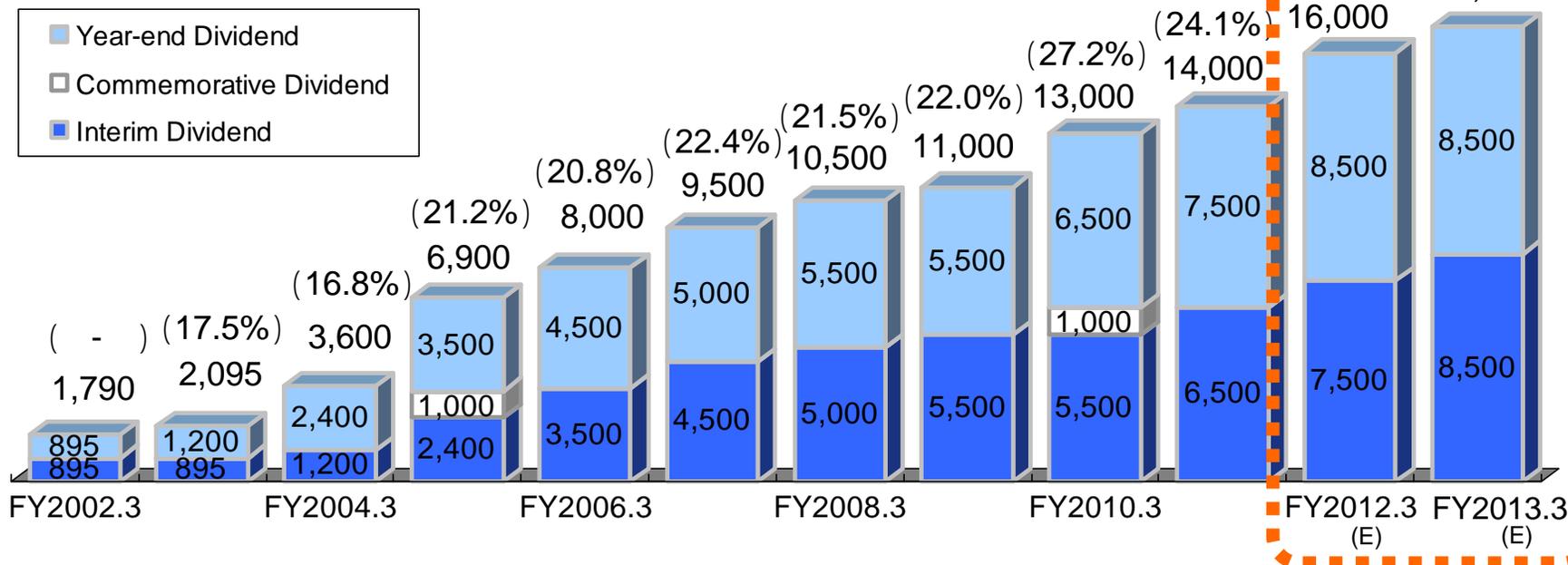
Plans call for transition to be completed in 2013

1	Financial Results for FY2012.3 / Outlook for FY2013.3
2	Complete recovery of au momentum / Initial trends under 3M strategy
3	Key Points in FY2013.3
4	Shareholder Return
Appendix	

1	CAPEX	Aim for development of multi-NW and conduct efficient CAPEX
2	Investment, M&A	Conduct necessary M&A for further growth strategy
3	Dividend Policy	Steadily increasing consolidated payout ratio to 25%-30% range
4	Share Buyback	Consider as a choice after judging cash flow status etc.

Dividend per Share

(yen)



* () refers to payout ratio, which shows on non-consolidated basis until FY2006.3 and on a consolidated basis from FY2007.3. FY2002.3 posted net loss.

*Figures for dividends per share in FY2013.3 (E) do not take stock split into account.

1	Financial Results for FY2012.3 / Outlook for FY2013.3
2	Complete recovery of au momentum / Initial trends under 3M strategy
3	Key Points in FY2013.3
4	Shareholder Return

Appendix

	Item	Unit	FY2012.3	FY2013.3(E)	Change
Consolidated (Mobile)	au subscriptions	'000	35,109	37,210	+2,101
	au handset sales	'000	13,690	11,800	-1,890
	Smartphone sales	'000	5,630	8,000	+2,370
	au handset shipments	'000	13,880	11,500	-2,380
Consolidated (Fixed-line)	FTTH subscriptions ^{Note1}	'000	2,268	2,900	+632
	Metal-plus subscriptions	'000	2,189	1,750	-439
	Cable-plus phone subscriptions	'000	2,074	2,700	+626
	CATV subscriptions ^{Note2}	'000	1,142	1,200	+58
	Fixed-access lines	'000	7,118	8,000	+882
-	Data offload rate ^{Note3}	%	20	50	+30

Note1: Total for KDDI Group's FTTH services (au HIKARI, au HIKARI Chura, and Commuf@) Note2: Total for JCN

Note3: The definition is provided on slide 37.

Personal
Services
&
Value
Services

Item	Unit	FY2012.3	FY2013.3(E)	Change
au subscriptions	'000	30,084	31,680	+1,596
au churn rate	%	0.62	0.61	-0.01
Total ARPU (au ARPU + Value ARPU)	yen	4,790	4,440	-350
au ARPU	yen	4,530	4,160	-370
Value ARPU	yen	260	280	+20
au Smart Pass members	'000	560	5,000	+4,440
au handset sales	'000	12,220	10,400	-1,820
Smartphone sales	'000	5,410	7,550	+2,140
au handset shipments	'000	12,450	10,100	-2,350
au sales commissions	yen	24,000	24,000	± 0

	Item	Unit	FY2012.3	FY2013.3(E)	Change
Personal Services & Value Services	FTTH subscriptions ^{Note1}	'000	2,221	2,850	+629
	Metal-plus subscriptions	'000	1,973	1,550	-423
	Cable-plus phone subscriptions	'000	2,074	2,700	+626
	CATV subscriptions ^{Note2}	'000	1,142	1,200	+58
	Fixed access lines	'000	6,856	7,750	+894
	[Utilizing au Smartvalue] au subscriptions	'000	660	3,100	+2,440
	[Utilizing au Smartvalue] Households ^{Note3}	'000	440	1,550	+1,110
Business Services	Smartphone sales	'000	220	450	+230

[Definition of ARPU]

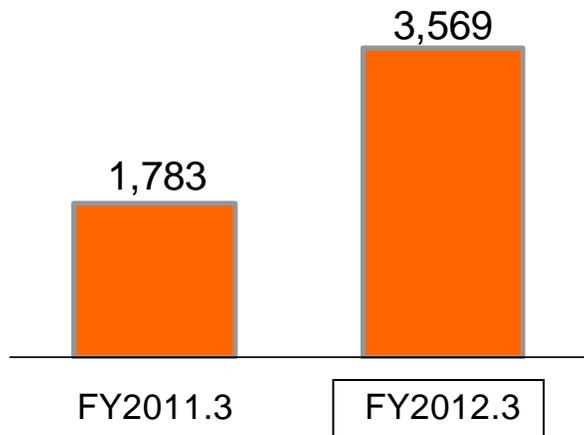
*Total ARPU: au ARPU + Value ARPU *au ARPU(au communications ARPU):
Voice ARPU + Data ARPU *Value ARPU: Value Services Segment revenues of "in-house and cooperative services + settlement commissions + advertising" ÷ Personal Services Segment's no. of au subscriptions (average no. of subscriptions for the period, excluding modules)

Note1 and Note2: Definition is the same as on slide 44.

Note3: Total for KDDI Group companies and fixed-line allied companies

Net Adds (au+UQ WiMAX)

('000 subs)



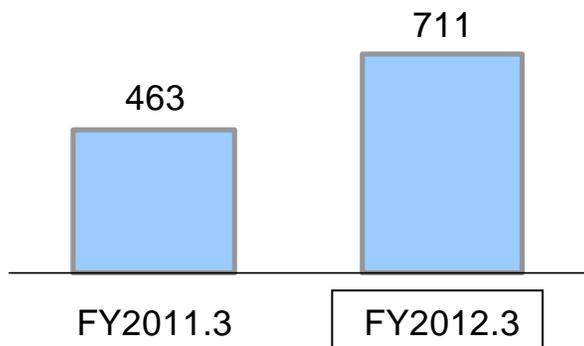
<Subscriptions>

('000 subs)

	FY2011.3	FY2012.3	
			yoy
au Total	32,999	35,109	2,110
of module-type	1,494	2,037	543
WIN(EV-DO)	29,633	33,539	3,906
1X	3,221	1,519	-1,702
cdmaOne	146	51	-94
UQ WiMAX	807	2,266	1,459
au + UQ WiMAX	33,806	37,375	3,569

Net Adds (Fixed access lines)

('000 subs)



<Subscriptions>

('000 subs)

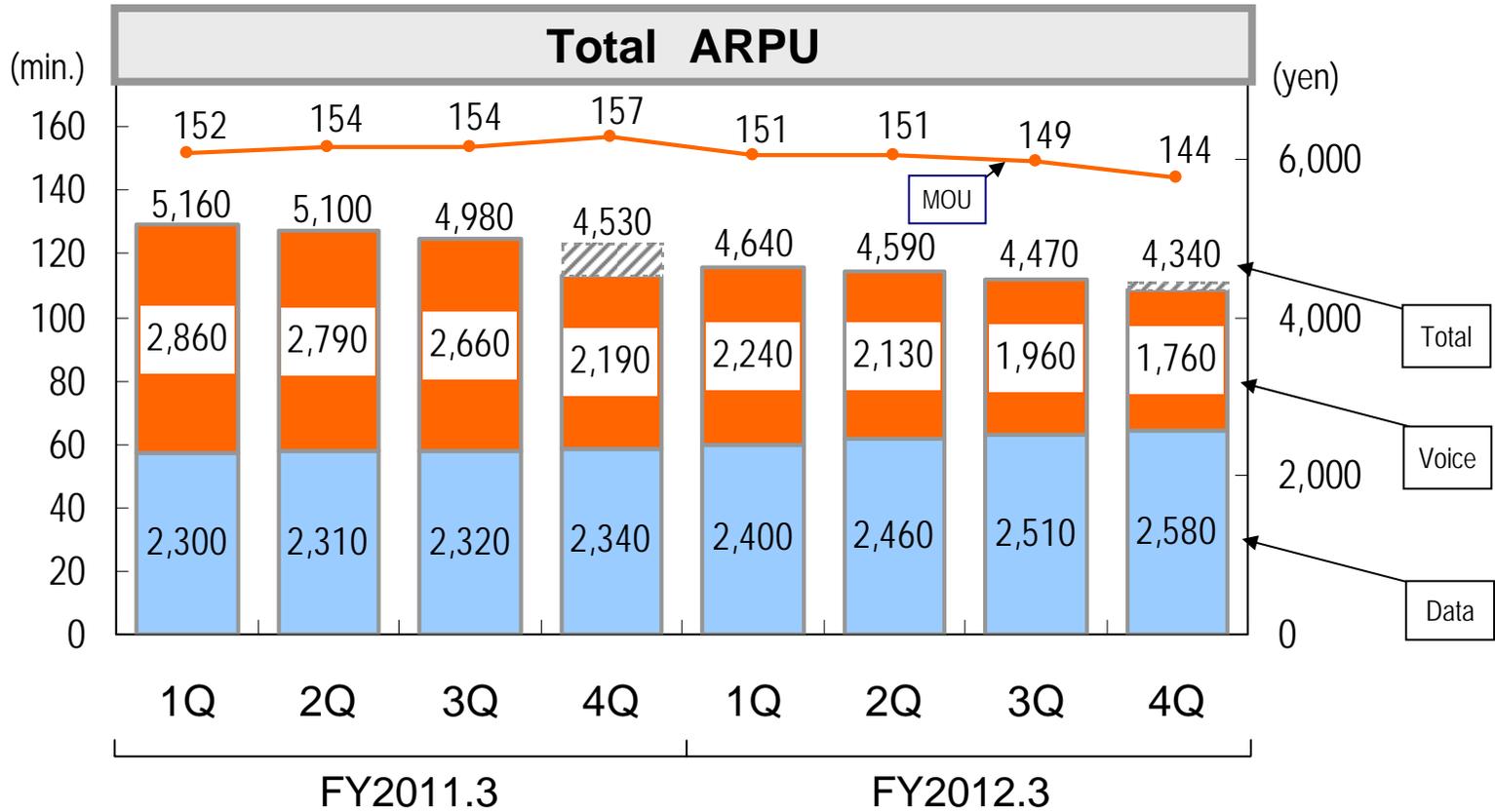
	FY2011.3	FY2012.3	
			yoy
FTTH	1,901	2,268	367
Metal-plus	2,543	2,189	-355
Cable-plus phone (注1)	1,341	2,074	733
CATV (注2)	1,088	1,142	55
Fixed access lines (注3)	6,407	7,118	711

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.

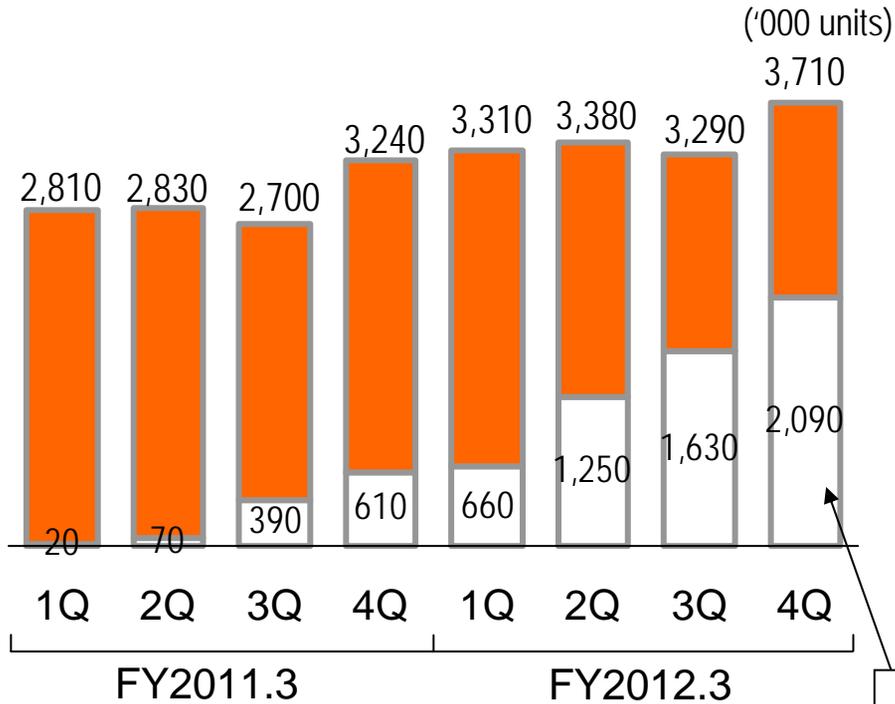


Full-year	FY2011.3	FY2012.3
Total ARPU	4,940円	4,510円
of Voice	2,620円	2,020円
of Data	2,320円	2,490円

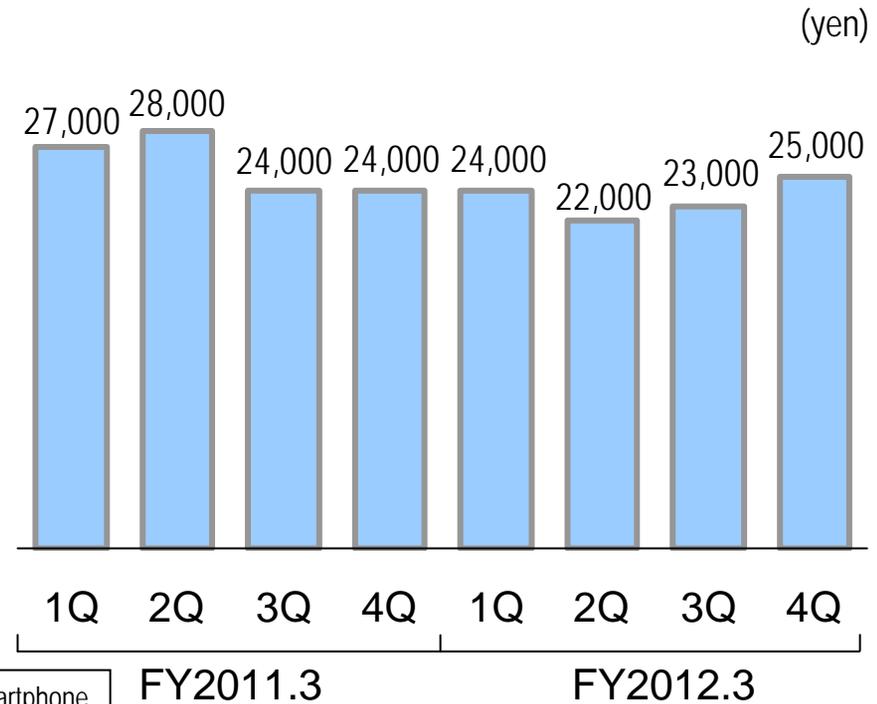
FY2012.3 - FY2011.3
¥430 (8.7%)
¥600(22.9%)
+¥170 (+7.3%)

Note: The  portion of FY2011.3 4Q and FY2012.3 4Q are negative due to the settlement of access charges among carriers.

au Handset Sales

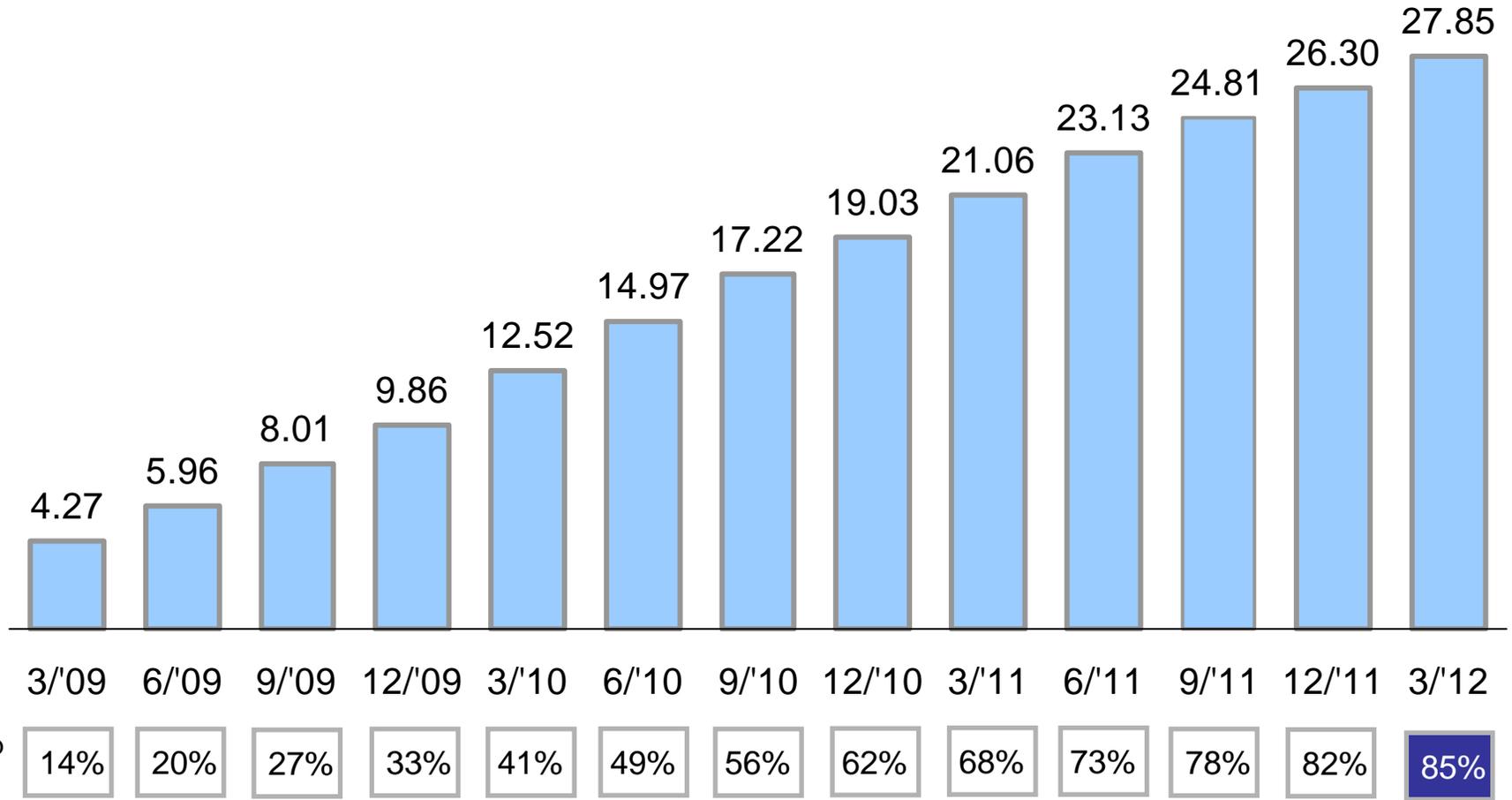


Average Commissions / Unit



	FY2011.3					FY2012.3				
	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	
Total sales commissions (Billions of yen)	76.0	80.0	65.0	78.0	299.0	78.0	76.0	76.0	94.0	323.0
Average commissions / unit (yen)	27,000	28,000	24,000	24,000	26,000	24,000	22,000	23,000	25,000	24,000
Number of units sold ('000 units)	2,810	2,830	2,700	3,240	11,570	3,310	3,380	3,290	3,710	13,690
Of smartphone ('000 units)	20	70	390	610	1,090	660	1,250	1,630	2,090	5,630

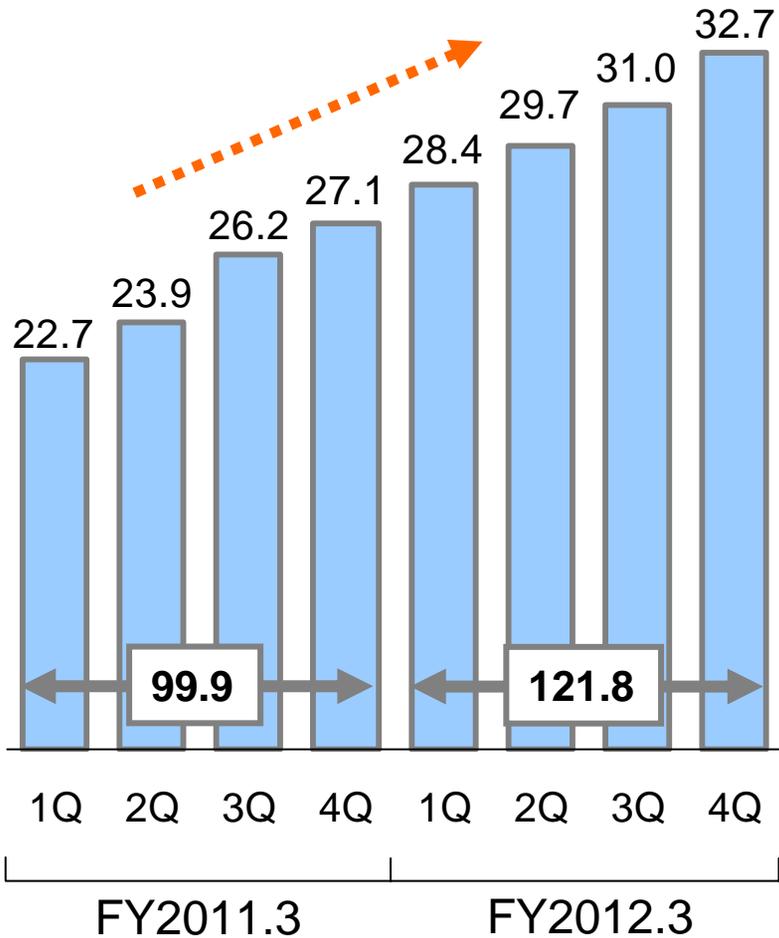
(Million subs)



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

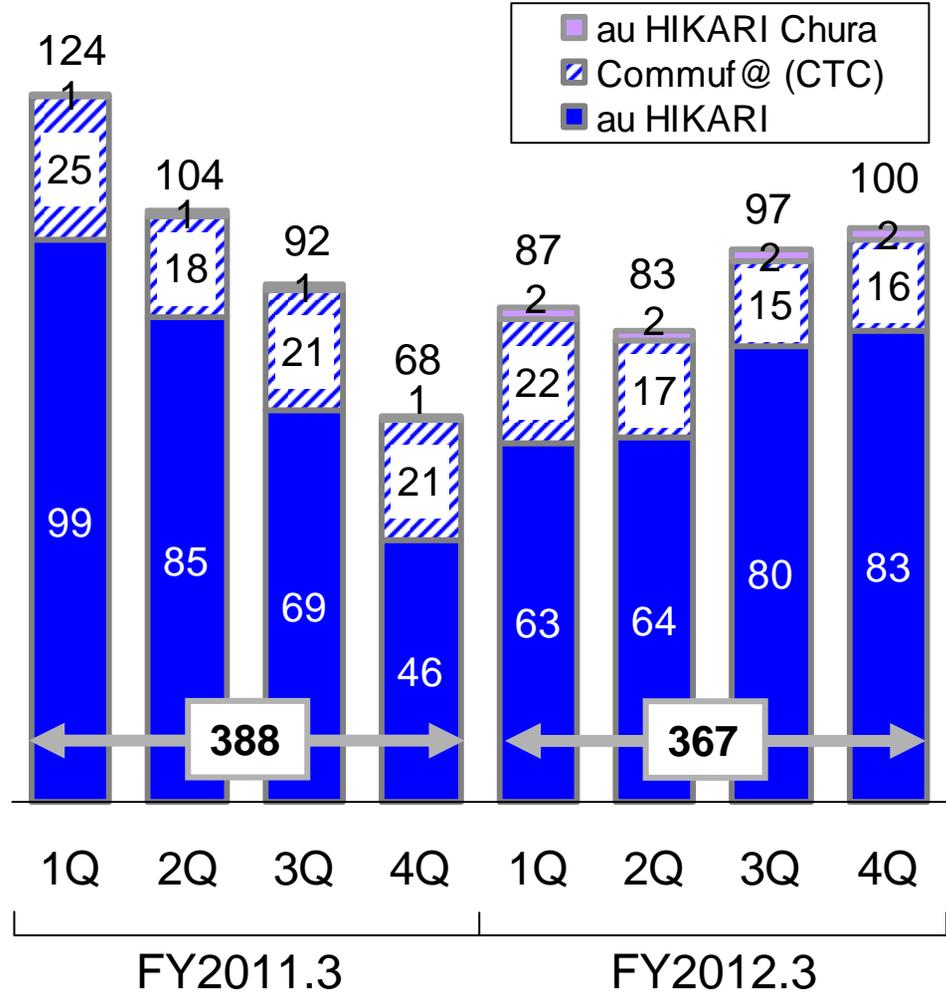
FTTH revenues

(Billions of yen)



FTTH Net Additions

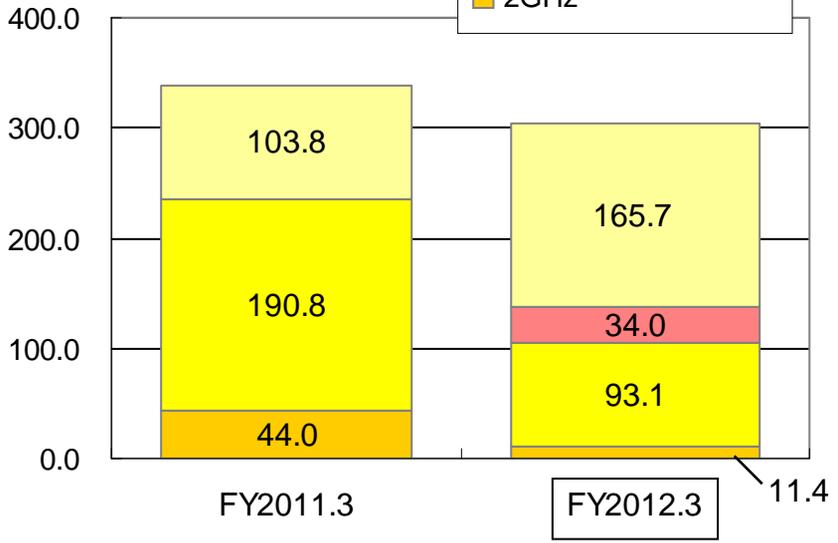
('000 subs)



Mobile CAPEX

- Common Equip. etc.
- LTE
- New 800MHz
- 2GHz

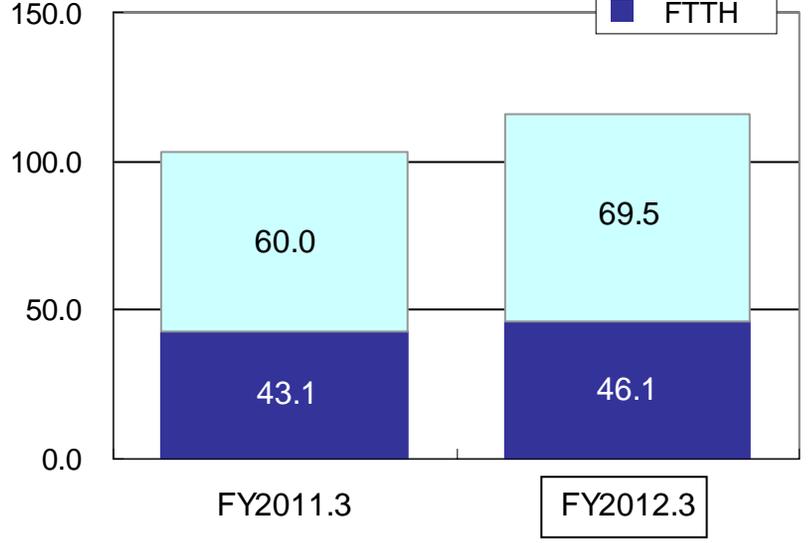
(Billions of yen)



Fixed-line CAPEX

(Billions of yen)

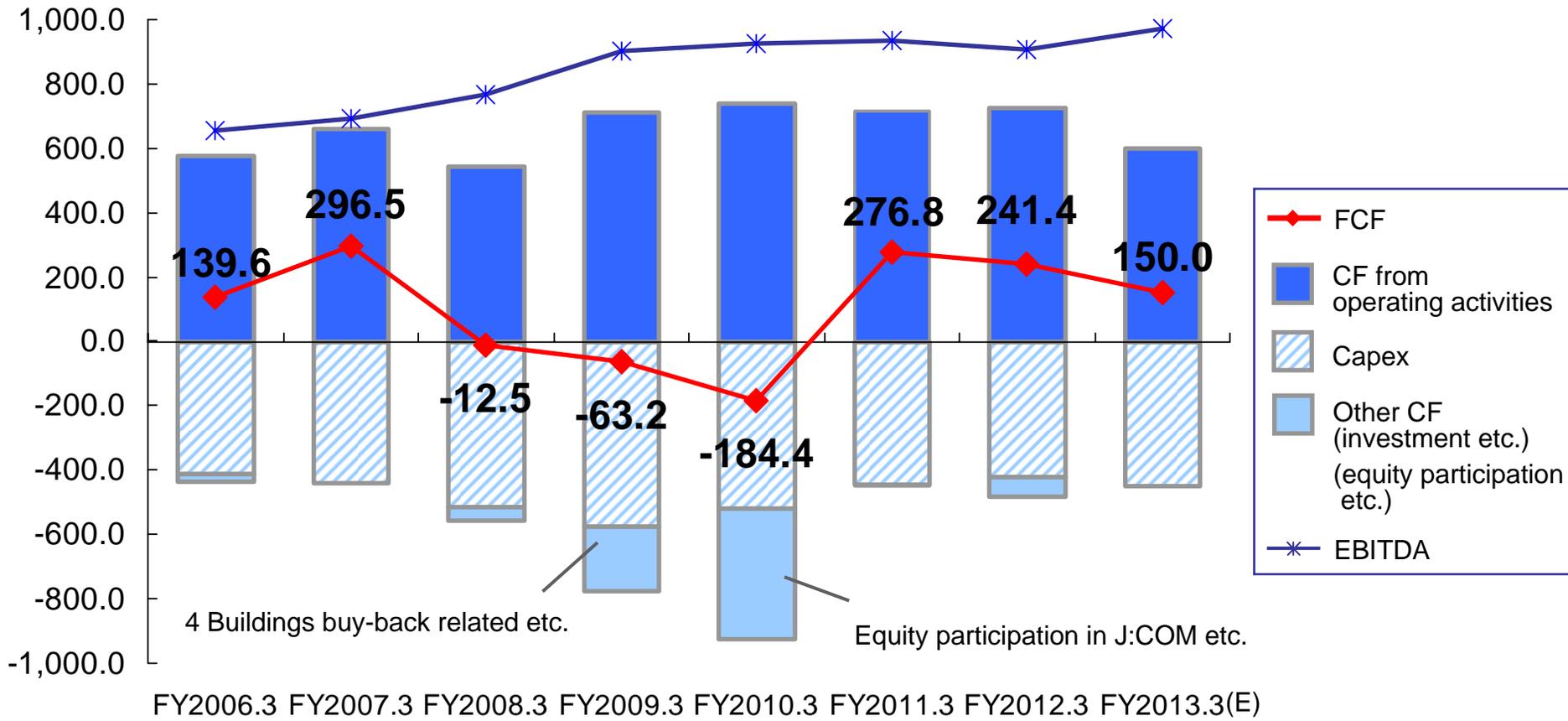
- Others
- FTTH



(Billions of yen)

		FY2011.3	FY2012.3		FY2013.3(E)	
				yoy		yoy
CAPEX (Cash basis)	Consolidated	443.7	421.6	-5.0%	450.0	+6.7%
	Mobile	338.7	304.2	-10.2%	-	-
	Fixed-line	103.1	115.6	+12.1%	-	-

(Billions of yen)



Designing The Future

KDDI