

---

# **Data Book**

## **Financial Results for the 1st Half of FY 2013.3**

**October 24, 2012**

**KDDI Corporation**

---

# Financial Results for the 1st Half of FY 2013.3

Unit: Millions of Yen

Consolidated Statement		FY 2012.3						FY 2013.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q		3Q	4Q			1Q	2Q	Progress	
Operating revenues	864,964	878,324	1,743,288	902,125	926,685	1,828,810	3,572,098	861,615	878,984	1,740,600	48.6%	3,580,000
Telecommunications business	600,727	602,335	1,203,062	596,611	594,463	1,191,074	2,394,136	594,878	604,259	1,199,136	-	-
Other business	264,237	275,989	540,226	305,514	332,223	637,737	1,177,962	266,738	274,726	541,463	-	-
Operating income	140,096	126,650	266,746	117,481	93,420	210,902	477,648	94,211	137,029	231,240	46.2%	500,000
Ordinary income	132,448	119,958	252,406	112,266	86,507	198,773	451,178	90,187	136,828	227,014	46.3%	490,000
Extraordinary income (loss)	(3,976)	3,249	(727)	6,995	(3,027)	3,968	3,241	0	(88,115)	(88,115)	-	-
Net income	71,946	68,193	140,139	54,216	44,250	98,466	238,605	51,291	28,466	79,757	31.9%	250,000
Comprehensive income	79,375	72,113	151,488	54,085	43,937	98,022	249,510	53,444	25,769	79,214	-	-
Total assets * 1	3,828,004	-	3,915,900	4,027,100	-	-	4,004,009	3,921,135	-	3,967,451	-	-
Shareholders' equity * 1	2,218,903	-	2,291,814	2,092,703	-	-	2,128,625	2,148,984	-	2,173,959	-	-
Shareholders' equity ratio * 1	56.1%	-	56.7%	50.1%	-	-	51.5%	53.0%	-	53.0%	-	-
Shareholders' equity per share (Yen) * 1	506,053	-	522,562	528,258	-	-	539,207	543,985	-	550,335	-	-
Free cash flows	67,158	109,106	176,264	75,811	(10,696)	65,115	241,379	(109,681)	102,056	(7,625)	-	150,000
Depreciation	100,551	102,600	203,151	105,315	109,420	214,735	417,886	98,258	99,386	197,644	46.4%	426,000
Amortization of goodwill	-	-	-	-	-	-	-	4,437	3,898	8,335	54.8%	15,200
Capex (cash flow basis)	76,883	92,185	169,068	103,880	148,619	252,499	421,568	99,904	115,566	215,470	47.9%	450,000
EBITDA * 2	242,160	233,074	475,234	225,944	207,321	433,265	908,499	199,691	241,097	440,788	45.3%	974,000
EBITDA margin	28.0%	26.5%	27.3%	25.0%	22.4%	23.7%	25.4%	23.2%	27.4%	25.3%	-	27.2%
Interest bearing debt * 3 * 1	977,574	-	932,677	1,131,888	-	-	1,046,754	1,108,299	-	1,040,540	-	-
Net debt * 3 * 1	786,241	-	679,519	860,140	-	-	872,562	1,015,162	-	915,505	-	-
Debt / EBITDA Ratio	-	-	-	-	-	-	1.15	-	-	-	-	-
Debt / Equity Ratio	0.45	-	0.42	0.56	-	-	0.51	0.53	-	0.49	-	-

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

\* 2 From FY2013.3, EBITDA is calculated as follows;

•Up to FY2012.3: EBITDA=operating income + depreciation + retirement of fixed assets

•FY 2013.3 and thereafter: EBITDA=operating income + depreciation + amortization of goodwill + retirement of fixed assets

\* 3 Including Euro yen zero coupon convertible bonds.

# Financial Results for the 1st Half of FY 2013.3

Unit: Millions of Yen

Personal Services segment	FY 2012.3							FY 2013.3				
	1H			2H			Total	1H			Total (Forecast)	
	1Q	2Q		3Q	4Q			1Q	2Q	Progress		
Operating revenues	685,712	687,824	1,373,537	706,596	719,444	1,426,041	2,799,577	665,779	678,930	1,344,709	48.7%	2,760,000
Sales outside the group	666,695	668,285	1,334,979	686,715	699,600	1,386,315	2,721,295	647,139	660,252	1,307,391	48.8%	2,680,000
Sales within the group	19,018	19,540	38,557	19,881	19,844	39,725	78,283	18,641	18,677	37,318	46.6%	80,000
Operating income	104,711	93,889	198,600	85,470	63,131	148,602	347,202	65,066	101,787	166,853	45.1%	370,000
Depreciation	85,539	87,279	172,818	89,601	93,085	182,686	355,504	82,468	83,332	165,800	46.3%	358,000
Amortization of goodwill	-	-	-	-	-	-	-	2,773	2,768	5,541	50.4%	11,000
EBITDA *	191,483	184,602	376,085	177,443	159,687	337,130	713,215	152,737	188,393	341,130	44.5%	767,000
EBITDA margin	27.9%	26.8%	27.4%	25.1%	22.2%	23.6%	25.5%	22.9%	27.7%	25.4%	-	27.8%

Unit: Millions of Yen

Value Services segment	FY 2012.3							FY 2013.3				
	1H			2H			Total	1H			Total (Forecast)	
	1Q	2Q		3Q	4Q			1Q	2Q	Progress		
Operating revenues	28,396	34,363	62,759	36,349	37,316	73,665	136,425	34,721	35,046	69,767	42.5%	164,000
Sales outside the group	22,179	27,881	50,059	29,704	30,250	59,953	110,013	27,242	26,866	54,108	41.0%	132,000
Sales within the group	6,218	6,482	12,700	6,645	7,067	13,712	26,412	7,479	8,181	15,660	48.9%	32,000
Operating income	10,817	9,807	20,624	13,218	10,598	23,816	44,440	10,087	9,675	19,762	43.9%	45,000
Depreciation	1,335	1,360	2,695	1,453	1,570	3,023	5,718	1,745	1,750	3,495	38.8%	9,000
Amortization of goodwill	-	-	-	-	-	-	-	427	427	854	42.7%	2,000
EBITDA *	12,272	11,274	23,545	14,911	12,641	27,553	51,098	12,306	11,922	24,228	42.5%	57,000
EBITDA margin	43.2%	32.8%	37.5%	41.0%	33.9%	37.4%	37.5%	35.4%	34.0%	34.7%	-	34.8%

Note) The figures for the fiscal year ended March 31, 2012, presented here have been restated in line with the change in segments from the fiscal year ending March 31, 2013. Quarterly operating performance for the fiscal year ended March 31, 2012, that are restated for the new segments have not been audited by the independent auditors. Some figures have been revised from those announced on April 25, 2012.

\* From FY2013.3, EBITDA is calculated as follows;

•Up to FY2012.3: EBITDA=operating income + depreciation + retirement of fixed assets

•FY 2013.3 and thereafter:

EBITDA=operating income + depreciation + amortization of goodwill + retirement of fixed assets

# Financial Results for the 1st Half of FY 2013.3

Unit: Millions of Yen

Business Services segment		FY 2012.3						FY 2013.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q	3Q	4Q	1Q	2Q		Progress			
Operating revenues	153,335	156,770	310,105	159,244	166,690	325,934	636,039	156,298	156,746	313,043	49.7%	630,000
Sales outside the group	135,495	138,732	274,227	140,649	147,774	288,423	562,650	138,316	140,310	278,626	49.8%	560,000
Sales within the group	17,840	18,038	35,878	18,595	18,917	37,511	73,389	17,982	16,435	34,417	49.2%	70,000
Operating income	20,910	19,759	40,669	17,294	17,033	34,327	74,996	15,182	21,677	36,860	51.9%	71,000
Depreciation	11,272	11,426	22,698	11,862	12,259	24,121	46,820	11,419	11,586	23,005	46.9%	49,000
Amortization of goodwill	-	-	-	-	-	-	-	669	104	773	193.4%	400
EBITDA *	32,339	31,455	63,794	29,649	29,704	59,352	123,146	27,560	33,544	61,105	50.1%	122,000
EBITDA margin	21.1%	20.1%	20.6%	18.6%	17.8%	18.2%	19.4%	17.6%	21.4%	19.5%	-	19.4%

Unit: Millions of Yen

Global Services segment		FY 2012.3						FY 2013.3				
		1H			2H			Total	1H			Total (Forecast)
		1Q	2Q	3Q	4Q	1Q	2Q		Progress			
Operating revenues	39,096	42,725	81,821	44,614	45,179	89,793	171,614	46,283	49,014	95,296	48.9%	195,000
Sales outside the group	31,902	35,428	67,329	37,002	37,214	74,216	141,546	38,027	41,556	79,583	48.5%	164,000
Sales within the group	7,195	7,297	14,492	7,611	7,965	15,576	30,068	8,256	7,458	15,713	50.7%	31,000
Operating income	1,133	1,067	2,199	1,069	1,000	2,069	4,268	1,384	1,450	2,834	47.2%	6,000
Depreciation	2,253	2,365	4,619	2,324	2,433	4,756	9,375	2,577	2,610	5,187	47.2%	11,000
Amortization of goodwill	-	-	-	-	-	-	-	567	599	1,166	58.3%	2,000
EBITDA *	3,390	3,444	6,834	3,424	3,453	6,877	13,711	4,545	4,684	9,230	48.6%	19,000
EBITDA margin	8.7%	8.1%	8.4%	7.7%	7.6%	7.7%	8.0%	9.8%	9.6%	9.7%	-	9.7%

Note) The figures for the fiscal year ended March 31, 2012, presented here have been restated in line with the change in segments from the fiscal year ending March 31, 2013. Quarterly operating performance for the fiscal year ended March 31, 2012, that are restated for the new segments have not been audited by the independent auditors. Some figures have been revised from those announced on April 25, 2012.

\* From FY2013.3, EBITDA is calculated as follows;

•Up to FY2012.3: EBITDA=operating income + depreciation + retirement of fixed assets

•FY 2013.3 and thereafter:

EBITDA=operating income + depreciation + amortization of goodwill + retirement of fixed assets

# Financial Results for the 1st Half of FY 2013.3

Unit: Millions of Yen

Other	FY 2012.3							FY 2013.3				
	1H		2H			Total	1H			Total (Forecast)		
	1Q	2Q	3Q	4Q	1Q		2Q	Progress				
Operating revenues	35,842	38,887	74,729	43,803	39,076	82,879	157,608	36,101	36,343	72,444	47.7%	152,000
Sales outside the group	8,694	7,999	16,693	8,349	11,554	19,903	36,595	10,892	10,000	20,892	49.7%	42,000
Sales within the group	27,147	30,888	58,036	35,455	27,522	62,977	121,013	25,209	26,343	51,553	46.9%	110,000
Operating income	2,428	2,276	4,704	1,519	1,026	2,545	7,249	2,562	2,877	5,439	64.7%	8,400
Depreciation	396	435	831	424	429	853	1,684	414	412	826	55.0%	1,500
Amortization of goodwill	-	-	-	-	-	-	-	0	0	0	-	0
EBITDA *	2,823	2,712	5,535	1,954	1,554	3,509	9,043	2,977	3,296	6,273	63.4%	9,900
EBITDA margin	7.9%	7.0%	7.4%	4.5%	4.0%	4.2%	5.7%	8.2%	9.1%	8.7%	-	6.5%

Note) The figures for the fiscal year ended March 31, 2012, presented here have been restated in line with the change in segments from the fiscal year ending March 31, 2013. Quarterly operating performance for the fiscal year ended March 31, 2012, that are restated for the new segments have not been audited by the independent auditors. Some figures have been revised from those announced on April 25, 2012.

\* From FY2013.3, EBITDA is calculated as follows;

•Up to FY2012.3: EBITDA=operating income + depreciation + retirement of fixed assets

•FY 2013.3 and thereafter:

EBITDA=operating income + depreciation + amortization of goodwill + retirement of fixed assets

# Financial Results for the 1st Half of FY 2013.3

Unit: Millions of Yen

Personal services segment Details of total operating revenues Sales outside the group	FY 2012.3							FY 2013.3				
	1H			2H		Total	1H			Total (Forecast)		
	1Q	2Q	3Q	4Q	1Q		2Q	Progress				
Operating revenues	666,695	668,285	1,334,979	686,715	699,600	1,386,315	2,721,295	647,139	660,252	1,307,391	48.8%	2,680,000
Communications fee revenues	484,127	483,363	967,490	476,092	475,373	951,465	1,918,956	474,743	483,925	958,669	50.5%	1,900,000
Mobile	404,328	401,915	806,243	393,526	391,419	784,945	1,591,188	387,166	392,157	779,324	50.6%	1,540,000
Fixed Line	79,799	81,448	161,247	82,566	83,954	166,521	327,768	87,577	91,768	179,345	49.8%	360,000
FTTH * 1	28,168	29,405	57,573	30,699	32,433	63,132	120,705	36,211	38,758	74,968	-	-
Cable-plus phone * 2	8,813	9,724	18,537	10,368	11,287	21,655	40,192	12,168	13,028	25,197	-	-
CATV * 3	17,718	18,122	35,840	18,315	18,563	36,878	72,718	18,405	18,558	36,962	-	-
Others	25,100	24,197	49,298	23,184	21,671	44,855	94,153	20,793	21,425	42,218	-	-
Handset revenues, repair revenues, others	182,568	184,921	367,489	210,623	224,227	434,850	802,339	172,395	176,327	348,722	44.7%	780,000

Unit: Millions of Yen

Value services segment Details of total operating revenues Sales outside the group	FY 2012.3							FY 2013.3				
	1H			2H		Total	1H			Total (Forecast)		
	1Q	2Q	3Q	4Q	1Q		2Q	Progress				
Operating revenues	22,179	27,881	50,059	29,704	30,250	59,953	110,013	27,242	26,866	54,108	41.0%	132,000
Value-added revenues * 4	19,167	22,369	41,536	23,879	23,566	47,445	88,981	22,199	22,013	44,211	42.5%	104,000
Others	3,011	5,512	8,523	5,824	6,684	12,508	21,031	5,043	4,853	9,897	35.3%	28,000

Unit: Millions of Yen

Business services segment Details of total operating revenues Sales outside the group	FY 2012.3							FY 2013.3				
	1H			2H		Total	1H			Total (Forecast)		
	1Q	2Q	3Q	4Q	1Q		2Q	Progress				
Operating revenues	135,495	138,732	274,227	140,649	147,774	288,423	562,650	138,316	140,310	278,626	49.8%	560,000
Mobile	54,822	57,078	111,900	58,437	59,254	117,691	229,592	58,121	59,045	117,166	-	-
Fixed Line	75,187	76,064	151,251	75,903	82,251	158,155	309,406	74,292	75,167	149,459	-	-
Others * 5	5,486	5,590	11,076	6,309	6,268	12,577	23,652	5,902	6,099	12,001	-	-

\*1 KDDI + CTC + OCT + OTNet

\*2 Include VOD

\*3 Revenues from JCN Group's operations, including broadcasting, Internet, telephone, VOD, construction charges

\* 4 Value-added revenues = sales of "in-house and cooperative services + settlement commissions + advertising"

\* 5 Subsidiary sales in business segments

# Major Service Data

Total Subscriptions		FY 2012.3					FY 2013.3		
		Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Sep-12	Mar-13 (Forecast)	
Mobile	au (Thousand)	33,352	33,659	34,298	35,109	35,675	36,110	37,210	
	UQ WiMAX (Thousand)	1,030	1,237	1,689	2,266	2,906	3,624	* 1 3,800	
	au + UQ WiMAX (Thousand)	34,382	34,896	35,987	37,375	38,581	39,734	* 1 41,010	
Fixed - line	FTTH (Thousand)	1,987	2,070	2,167	2,268	2,439	2,607	2,900	
	Metal-plus (Thousand)	2,465	2,384	2,299	2,189	2,093	2,009	1,750	
	Cable-plus phone (Thousand)	1,486	1,679	1,865	2,074	2,295	2,481	2,700	
	CATV (Thousand)	1,106	1,123	1,133	1,142	1,159	1,180	1,200	
Fixed access lines * 2 (Thousand)		6,555	6,747	6,935	7,118	7,410	7,681	8,000	

Total Indicators		FY 2012.3					FY 2013.3		
		1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
Number of units sold * 3 (Thousand)		3,310	3,380	3,290	3,710	13,690	3,130	2,970	11,800
of Smartphone (Thousand)		660	1,250	1,630	2,090	5,630	1,740	1,880	8,000
Number of units shipped * 4 (Thousand)		3,470	3,270	3,430	3,710	13,880	2,940	2,770	11,500

\*1 In July 2012, UQ Communications revised forecasts for year-end subscription numbers to be 400,000 higher than initially forecasted.

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

\*4 Number of units shipped to retailers from KDDI.

# Major Service Data

Personal Services segment Subscriptions		FY 2012.3					FY 2013.3		
		Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Sep-12	Mar-13 (Forecast)	
Mobile	au (Thousand)	28,782	28,982	29,433	30,084	30,580	30,947	31,680	
Fixed - line	FTTH (Thousand)	1,947	2,025	2,118	2,221	2,394	2,561	2,850	
	Metal-plus (Thousand)	2,238	2,161	2,079	1,973	1,881	1,802	1,550	
	Cable-plus phone (Thousand)	1,486	1,679	1,865	2,074	2,295	2,481	2,700	
	CATV (Thousand)	1,106	1,123	1,133	1,142	1,159	1,180	1,200	
Fixed access lines * 1 (Thousand)		6,288	6,479	6,665	6,856	7,154	7,429	7,750	
au Smartvalue	au subscriptions (Thousand)	-	-	-	660	1,330	2,000	3,100	
	Households (Thousand)	-	-	-	440	820	1,200	1,550	

Personal Services segment Indicators		FY 2012.3					FY 2013.3		
		1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
Total ARPU	* 2 (Yen)	4,890	4,880	4,770	4,640	4,790	4,490	4,480	4,440
	au ARPU * 3 (Yen)	4,670	4,620	4,490	4,370	4,530	4,240	4,240	4,160
	Value ARPU * 4 (Yen)	220	260	280	270	260	250	240	280
MOU	(minutes)	151	151	149	144	149	141	141	143
Churn rate	(%)	0.62	0.64	0.52	0.70	0.62	0.61	0.65	0.61
Number of units sold	* 5 (Thousand)	2,970	3,050	2,900	3,310	12,220	2,740	2,620	10,400
of Smartphone	(Thousand)	640	1,210	1,550	2,010	5,410	1,670	1,810	7,550
Number of units shipped	* 6 (Thousand)	3,120	2,950	3,080	3,300	12,450	2,560	2,410	10,100
FTTH ARPU	(Yen)	4,440	4,440	4,410	4,430	-	4,420	4,470	-

\*1 Fixed Access Lines is total of FTTH, direct-revenue telephone (Metal-plus, Cable-plus) and Cable TV, counting multiple lines as one access line.

\*2 Total ARPU = au ARPU + Value ARPU

\*3 au ARPU = Voice ARPU + Data ARPU

\*4 Value ARPU = Value services segment revenues of "in-house and cooperative services + settlement commissions + advertising"  
 $\div$  Personal services segment's no. of au subscriptions (average no. of subscriptions for the period, excluding modules)

\*5 Number of units sold to users (new+upgrade).

\*6 Number of units shipped to retailers from KDDI.