
Data Book

Financial Results for the Fiscal Year Ended March 2014

April 30, 2014

KDDI Corporation

Financial Results for the Fiscal Year Ended March 2014

Unit: Millions of Yen

Consolidated Statement	FY2013.3					FY2014.3						FY2015.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Influence of J:COM Consolidation	
Operating revenues	861,615	878,984	969,977	951,711	3,662,289	1,002,423	1,051,357	1,126,118	1,153,729	4,333,628	349,038	4,600,000
Telecommunications business	594,878	604,259	619,802	613,788	2,432,726	631,541	649,448	660,222	667,946	2,609,157	-	-
Other business	266,738	274,726	350,175	337,923	1,229,562	370,883	401,910	465,896	485,783	1,724,471	-	-
Operating income	94,211	137,029	164,334	117,095	512,669	178,652	168,961	185,636	129,996	663,245	63,285	730,000
Ordinary income	90,187	136,828	166,941	120,466	514,421	181,920	170,162	186,511	124,296	662,887	60,025	735,000
Extraordinary income (loss)	-	(88,115)	421	(15,015)	(102,709)	(31,609)	(263)	(238)	(10,148)	(42,258)	-	-
Net income	51,291	28,466	100,490	61,222	241,470	68,175	94,833	105,646	53,385	322,038	(29,416)	424,000
Comprehensive income	53,444	25,769	104,357	80,009	263,579	80,294	115,003	122,585	70,477	388,359	-	-
Total assets * 1	3,921,135	3,967,451	4,018,616	-	4,084,999	4,580,649	4,634,681	4,843,082	-	4,945,757	-	-
Shareholders' equity * 1	2,148,984	2,173,959	2,245,259	-	2,323,363	2,580,833	2,883,314	2,865,941	-	2,916,990	-	-
Shareholders' equity ratio * 1	53.0%	53.0%	54.1%	-	55.1%	50.2%	55.4%	54.8%	-	55.1%	-	-
Shareholders' equity per share (Yen) * 1 * 2	2,720	2,752	2,844	-	2,943	2,986	3,106	3,181	-	3,262	-	-
Free cash flows	(109,681)	102,056	(36,189)	94,730	50,916	55,000	118,038	58,907	(5,995)	225,950	99,254	245,000
Depreciation	98,258	99,386	103,801	105,281	406,726	115,143	113,522	118,763	122,670	470,098	67,913	493,000
Amortization of goodwill	4,437	3,898	3,905	4,204	16,444	6,970	7,017	7,603	6,664	28,255	12,598	28,000
Capex (cash flow basis)	99,904	115,566	114,970	136,579	467,020	108,030	131,717	133,066	198,986	571,799	44,791	580,000
EBITDA	199,691	241,097	275,939	242,845	959,571	304,987	295,955	317,175	267,953	1,186,069	145,922	1,278,000
EBITDA margin	23.2%	27.4%	28.4%	25.5%	26.2%	30.4%	28.1%	28.2%	23.2%	27.4%	-	27.8%
Interest bearing debt * 1 * 3	1,108,299	1,040,540	1,078,814	-	977,563	1,185,683	890,721	1,041,507	-	1,084,966	-	-
Net debt * 1 * 3	1,015,162	915,505	985,094	-	890,275	1,017,636	743,019	833,891	-	872,436	-	-
Debt / EBITDA Ratio	-	-	-	-	1.02	-	-	-	-	0.91	-	-
Debt / Equity Ratio * 1	0.53	0.49	0.50	-	0.43	0.52	0.35	0.39	-	0.40	-	-

Note: In this material, [Influence of J:COM consolidation] excludes the performance of JCN, which became a consolidated subsidiary of J:COM in December 2013.

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

* 2 A 2 for 1 stock split is done, effective as of April 1, 2013. Calculated on the assumption that this stock split was conducted at the beginning of the previous fiscal year.

* 3 Including Euro yen zero coupon convertible bonds.

Financial Results for the Fiscal Year Ended March 2014

Unit: Millions of Yen

Personal Services segment	FY2013.3					FY2014.3						FY2015.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Influence of J:COM Consolidation	
Operating revenues	665,779	678,930	762,974	730,282	2,837,965	784,570	818,869	886,199	878,213	3,367,851	325,329	3,560,000
Sales outside the group	647,139	660,252	744,763	711,332	2,763,486	766,177	799,346	865,717	857,418	3,288,658	322,798	3,460,000
Sales within the group	18,641	18,677	18,211	18,950	74,479	18,392	19,524	20,482	20,795	79,193	2,531	100,000
Operating income	65,066	101,787	124,960	86,790	378,604	135,216	125,484	144,690	101,794	507,184	58,336	560,000
Depreciation	82,468	83,332	87,760	88,847	342,407	99,628	97,067	101,913	105,003	403,610	65,173	422,000
Amortization of goodwill	2,773	2,768	2,798	2,895	11,235	5,724	5,482	6,157	5,102	22,465	12,598	20,000
EBITDA	152,737	188,393	218,892	190,937	750,959	244,763	234,230	257,232	219,482	955,707	138,234	1,026,000
EBITDA margin	22.9%	27.7%	28.7%	26.1%	26.5%	31.2%	28.6%	29.0%	25.0%	28.4%	-	28.8%

Unit: Millions of Yen

Value Services segment	FY2013.3					FY2014.3						FY2015.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Influence of J:COM Consolidation	
Operating revenues	34,721	35,046	35,181	36,950	141,899	49,080	50,733	54,594	58,116	212,522	43,026	240,000
Sales outside the group	27,242	26,866	27,311	28,529	109,948	37,508	38,895	42,548	45,677	164,629	31,796	195,000
Sales within the group	7,479	8,181	7,871	8,420	31,951	11,571	11,837	12,046	12,439	47,894	11,230	45,000
Operating income	10,087	9,675	11,274	10,852	41,888	13,609	13,624	13,678	10,696	51,607	4,866	57,000
Depreciation	1,745	1,750	1,809	1,618	6,922	2,212	2,715	2,460	2,509	9,897	2,739	12,100
Amortization of goodwill	427	427	447	431	1,733	444	580	496	501	2,021	-	2,000
EBITDA	12,306	11,922	13,827	13,746	51,801	16,287	16,972	16,889	14,344	64,493	7,605	72,000
EBITDA margin	35.4%	34.0%	39.3%	37.2%	36.5%	33.2%	33.5%	30.9%	24.7%	30.3%	-	30.0%

Financial Results for the Fiscal Year Ended March 2014

Unit: Millions of Yen

Business Services segment		FY2013.3					FY2014.3					FY2015.3
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenues		156,298	156,746	157,228	168,066	638,337	157,742	164,352	168,805	184,012	674,912	690,000
Sales outside the group		138,316	140,310	141,634	152,009	572,269	138,917	145,773	149,400	164,295	598,385	610,000
Sales within the group		17,982	16,435	15,594	16,057	66,068	18,826	18,579	19,405	19,718	76,527	80,000
Operating income		15,182	21,677	23,252	19,719	79,830	25,494	25,112	21,803	14,056	86,464	90,000
Depreciation		11,419	11,586	11,548	11,708	46,261	10,356	10,189	10,996	11,449	42,990	45,600
Amortization of goodwill		669	104	104	104	981	-	-	-	-	-	-
EBITDA		27,560	33,544	35,123	32,581	128,809	36,002	35,588	33,125	25,992	130,706	137,000
EBITDA margin		17.6%	21.4%	22.3%	19.4%	20.2%	22.8%	21.7%	19.6%	14.1%	19.4%	19.9%

Unit: Millions of Yen

Global Services segment		FY2013.3					FY2014.3					FY2015.3
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenues		46,283	49,014	53,237	58,769	207,302	58,679	64,578	65,903	74,465	263,625	310,000
Sales outside the group		38,027	41,556	45,175	50,065	174,823	50,448	55,383	57,407	65,730	228,968	280,000
Sales within the group		8,256	7,458	8,062	8,704	32,479	8,231	9,195	8,496	8,735	34,657	30,000
Operating income		1,384	1,450	2,536	2,460	7,830	2,228	2,486	3,604	3,089	11,408	14,000
Depreciation		2,577	2,610	2,622	3,033	10,842	2,845	3,022	3,027	3,276	12,170	13,900
Amortization of goodwill		567	599	556	773	2,495	802	908	909	1,016	3,635	4,000
EBITDA		4,545	4,684	5,719	6,349	21,297	5,878	6,428	7,560	7,420	27,286	32,000
EBITDA margin		9.8%	9.6%	10.7%	10.8%	10.3%	10.0%	10.0%	11.5%	10.0%	10.4%	10.3%

Financial Results for the Fiscal Year Ended March 2014

Unit: Millions of Yen

Others	FY2013.3					FY2014.3					FY2015.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenues	36,101	36,343	35,321	36,456	144,222	30,545	35,021	36,465	47,987	150,019	172,000
Sales outside the group	10,892	10,000	11,095	9,776	41,763	9,373	11,960	11,046	20,610	52,988	88,000
Sales within the group	25,209	26,343	24,226	26,680	102,459	21,172	23,061	25,420	27,377	97,030	84,000
Operating income	2,562	2,877	2,239	(2,784)	4,894	2,333	2,033	2,155	572	7,093	7,000
Depreciation	414	412	415	441	1,682	301	345	392	417	1,455	1,680
Amortization of goodwill	-	-	-	-	-	-	47	42	45	134	180
EBITDA	2,977	3,296	2,658	(2,332)	6,599	2,681	2,447	2,601	987	8,715	9,000
EBITDA margin	8.2%	9.1%	7.5%	(6.4%)	4.6%	8.8%	7.0%	7.1%	2.1%	5.8%	5.2%

Financial Results for the Fiscal Year Ended March 2014

Unit: Millions of Yen

Personal Services segment Details of total operating revenues Sales outside the group	FY2013.3					FY2014.3						FY2015.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Influence of J:COM Consolidation	Total (Forecast)
Operating revenues	647,139	660,252	744,763	711,332	2,763,486	766,177	799,346	865,717	857,418	3,288,658	322,798	3,460,000
Communications fee revenues	474,743	481,039	491,799	485,831	1,933,412	579,129	591,995	601,112	603,465	2,375,701	303,718	2,476,000
Mobile	387,166	392,157	398,170	390,880	1,568,373	404,941	418,711	425,978	429,479	1,679,109	(92)	1,768,000
Fixed-line	87,577	88,882	93,629	94,951	365,039	174,188	173,284	175,133	173,986	696,592	303,810	708,000
FTTH * 1	36,211	38,758	41,174	43,448	159,590	46,041	46,245	46,816	47,438	186,540	-	-
Cable-plus phone * 2	12,168	13,028	13,871	14,636	53,704	* 4 111,723	112,476	113,118	113,425	450,741	303,808	-
CATV * 3	18,405	18,558	19,161	19,225	75,348							
Others	20,793	18,538	19,423	17,642	76,396	16,425	14,564	15,199	13,124	59,311	2	-
Handset revenues, repair revenues, others	172,395	179,214	252,964	225,501	830,074	187,049	207,350	264,605	253,953	912,957	19,080	984,000

Unit: Millions of Yen

Value Services segment Details of total operating revenues Sales outside the group	FY2013.3					FY2014.3						FY2015.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Influence of J:COM Consolidation	Total (Forecast)
Operating revenues	27,242	26,866	27,311	28,529	109,948	37,508	38,895	42,548	45,677	164,629	31,796	195,000
Value-added revenues * 5	22,199	22,013	22,553	23,709	90,473	24,709	26,944	28,582	33,015	113,250	-	123,000
Others	5,043	4,853	4,758	4,820	19,474	12,800	11,951	13,966	12,662	51,379	31,796	72,000

Unit: Millions of Yen

Business Services segment Details of total operating revenues Sales outside the group	FY2013.3					FY2014.3					FY2015.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenues	138,316	140,310	141,634	152,009	572,269	138,917	145,773	149,400	164,295	598,385	610,000
Mobile	58,121	59,045	59,331	64,573	241,070	59,431	62,817	65,411	69,764	257,422	277,000
Fixed-line	74,292	75,167	76,207	80,619	306,285	72,587	74,596	75,376	83,727	306,287	301,000
Others * 6	5,902	6,099	6,096	6,817	24,915	6,899	8,361	8,613	10,804	34,676	32,000

* 1 KDDI + CTC + OCT + OTNet

* 2 Include VOD

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

* 4 Revenues of Cable-plus phone and Revenues from JCN Group's & J:COM Group's operations, including broadcasting, Internet, telephone, VOD, construction charges

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

* 6 Subsidiary sales in business services segment

Major Service Data

Total (Consolidated basis)

Subscriptions		FY2013.3				FY2014.3				Mar-15 (Forecast)
		Jun-12	Sep-12	Dec-12	Mar-13	Jun-13	Sep-13	Dec-13	Mar-14	
Mobile	au (Thousand)	35,675	36,110	36,817	37,709	38,378	39,045	39,617	40,522	43,172
	UQ WiMAX (Thousand)	2,906	3,624	3,929	4,084	4,222	4,275	4,157	4,014	
	au + UQ WiMAX (Thousand)	38,581	39,734	40,746	41,794	42,600	43,320	43,774	44,536	

Personal Services segment - Value Services segment

Subscriptions		FY2013.3				FY2014.3				Mar-15 (Forecast)	
		Jun-12	Sep-12	Dec-12	Mar-13	Jun-13	Sep-13	Dec-13	Mar-14		
Mobile	au (Thousand)	30,580	30,947	31,516	32,189	32,717	33,206	33,582	34,131	35,831	
	of smartphones (Thousand)	7,209	8,527	10,168	11,862	13,002	13,984	14,741	-		
Fixed-line	FTTH (Thousand)	2,394	2,561	2,711	2,822	2,950	3,045	3,117	3,188		
	Cable-plus phone (Thousand)	2,295	2,481	2,679	2,851	3,040	3,202	3,362	3,494		
	CATV *	Subscribing households (Thousand)	1,159	1,180	1,235	1,238	4,956	4,980	5,011		4,996
		RGU (Thousand)	-	-	-	-	9,923	10,035	10,153		10,185
	Bundle ratio	-	-	-	-	2.0	2.0	2.0	2.0		
au Smart Value	au subscriptions (Thousand)	1,330	2,000	2,850	3,860	4,630	5,400	6,110	7,050		
	Households (Thousand)	820	1,200	1,660	2,120	2,490	2,860	3,210	3,580		
au Smart Pass	(Thousand)	1,470	2,430	3,980	5,740	6,820	7,990	8,880	10,250		

* FY2013.3 : JCN FY2014.3 : J:COM + JCN

The calculation method has been changed in light of the consolidation of JCN by J:COM in December 2013.

Major Service Data

Personal Services segment

Indicators	FY2013.3					FY2014.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Total ARPU (Yen)	4,490	4,480	4,460	4,280	4,430	4,370	4,460	4,480	4,450	4,440
au ARPU (Yen)	4,240	4,240	4,220	4,030	4,180	4,110	4,180	4,190	4,120	4,150
Voice ARPU (Yen)	2,040	2,030	2,020	1,830	1,980	1,890	1,920	1,890	1,770	1,870
Data ARPU (Yen)	2,720	2,790	2,880	3,000	2,850	3,110	3,180	3,230	3,310	3,210
Amount of discount applied (Yen)	(520)	(580)	(680)	(800)	(650)	(890)	(920)	(930)	(960)	(930)
Value ARPU * (Yen)	250	240	240	250	250	260	280	290	330	290
MOU (minutes)	141	141	139	130	138	130	125	121	114	122
au churn rate (%)	0.61	0.65	0.58	0.67	0.63	0.56	0.67	0.71	1.21	0.79
Number of units sold (Thousand)	2,740	2,620	2,830	2,880	11,080	2,370	2,630	2,790	3,330	11,120
of smartphones (Thousand)	1,670	1,810	2,300	2,340	8,110	1,820	1,980	2,120	2,630	8,550
Number of units shipped (Thousand)	2,560	2,410	2,970	2,720	10,660	2,220	2,520	3,180	3,030	10,940
FTTH ARPU (Yen)	4,420	4,470	4,510	4,500	4,480	4,480	4,470	4,470	4,430	4,460

[About revision in definitions]

Definitions of au ARPU, value ARPU, au churn rate number of units sold and number of units shipped will be revised in FY2015.3

[Before revision] Mobile subscriptions (on cumulative basis, excluding tablets and modules)

→ [New Definition] Mobile subscriptions (on cumulative basis, excluding data-only terminals, tablets, and modules)

Personal Services segment (New Definition): Items starting from 1Q of FY14.3 have been restated in accordance with this revision.

Indicators	FY2013.3					FY2014.3					FY2015.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Total ARPU (Yen)	/					4,420	4,510	4,540	4,510	4,500	-
au ARPU (Yen)						4,150	4,220	4,240	4,160	4,200	4,250
Voice ARPU (Yen)						1,930	1,960	1,950	1,820	1,920	1,850
Data ARPU (Yen)						3,120	3,190	3,240	3,320	3,220	3,440
Amount of discount applied (Yen)						(900)	(930)	(950)	(980)	(940)	(1,040)
Value ARPU * (Yen)						270	290	300	350	300	-
au churn rate (%)	/					0.54	0.65	0.67	1.18	0.76	-
Number of units sold (Thousand)						2,290	2,520	2,690	3,230	10,750	10,500
of smartphones (Thousand)						1,820	1,980	2,120	2,630	8,550	8,670
Number of units shipped (Thousand)						2,120	2,410	3,070	2,930	10,540	10,500

* 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)