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**Data Book**  
**The Financial Results for the 3rd Quarter of FY 3/2003**

February 4, 2002

KDDI Corporation

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# The Financial Results for the 3rd Quarter of FY 3/2003

Million Yen

		FY 3/01			FY 3/02			FY 3/03	
		First half	Second half	Full year	First half	Second half	Full year	First half	3Q
Consolidated	Operating revenues	1,406,589	1,409,791	2,816,381	1,464,332	1,369,466	2,833,799	1,393,212	695,083
	Telecom	1,110,120	1,082,516	2,192,636	1,149,691	1,097,453	2,247,145	1,093,611	554,012
	Voice transmission	967,678	904,058	1,871,736	921,948	845,781	1,767,730	809,227	397,713
	Data transmission	69,967	103,401	173,368	149,402	160,698	310,101	202,880	114,080
	Dedicated lines	25,422	41,051	66,473	44,953	43,026	87,979	46,793	24,351
	Other	47,053	34,005	81,058	33,387	47,946	81,333	34,709	17,868
	Other business	296,469	327,275	623,744	314,641	272,012	586,654	299,601	141,070
	Operating income	57,808	40,986	98,794	41,408	60,888	102,297	59,763	56,798
	Ordinary income	39,985	19,584	59,570	23,570	55,185	78,756	42,439	51,885
	Extraordinary income or loss	8,286	-1,787	6,498	-6,303	-51,568	-57,871	-2,490	2,095
	Net income	16,841	4,827	21,668	6,694	6,284	12,979	20,446	30,869
	Total assets*	2,187,904	-	3,639,363	3,459,291	-	3,203,441	2,924,883	2,977,033
	Stockholders' equity*	347,343	-	845,090	850,169	-	857,080	856,503	888,534
	Stockholders' equity ratio*	15.9%	-	23.2%	24.6%	-	26.8%	29.3%	29.8%
	Stockholders' equity per share*	¥144,854	-	¥199,273	¥200,471	-	¥202,106	¥203,130	210,771円
	Free cash flow	-57,698	-112,304	-170,002	-22,789	313,389	290,600	80,851	155,692
	Depreciation	193,909	211,108	407,615	211,778	212,203	423,981	192,689	99,685
	Capex	289,834	270,340	560,174	192,139	182,383	374,522	126,281	40,239
	EBITDA	248,962	264,891	513,853	256,825	287,980	544,805	257,466	159,922
	EBITDA margin	17.7%	18.8%	18.2%	17.5%	21.0%	19.2%	18.5%	23.0%
Interest bearing debt	2,240,856	-	2,097,627	2,049,461	-	1,746,784	1,675,290	1,592,503	
Net debt	-	-	1,962,957	1,982,066	-	1,678,188	1,610,509	1,459,006	

:: We adopted "end-to-end charging" for calls between mobile phone services from April 1, 2001. Due to this change, mobile phone sales have increased (for the FY02/3, consolidated : 101.9 billion yen; au : 84.8 billion yen; TU-KA: 17.1 billion yen), and operating costs have risen by the same amount.

:: FY 3/01 figures are combined figures for the three companies (excluding \*)

Million Yen

		FY 3/01			FY 3/02			FY 3/03	
		First half	Second half	Full year	First half	Second half	Full year	First half	3Q
au	Operating revenues	652,798	720,628	1,373,428	789,851	734,702	1,524,553	806,533	407,801
	Telecom	508,824	515,655	1,024,480	599,430	556,226	1,155,656	584,995	305,966
	Other business	143,973	204,973	348,948	190,421	178,476	368,897	221,537	101,834
	Operating income	32,515	845	33,361	32,486	24,910	57,396	12,866	34,182
	Ordinary income	25,123	-4,878	20,246	25,907	27,045	52,952	6,108	31,309
	Extraordinary income or loss	-383	-552	-935	0	-155,071	-155,071	-4,131	0
	Net income	12,361	-5,387	6,976	14,351	-73,064	-58,713	1,175	18,060
	Free cash flow	-12,600	-111,800	-124,400	-42,454	58,097	15,643	40,063	59,155
	Depreciation	78,529	95,178	173,707	100,274	99,106	199,380	89,289	44,893
	Capex	149,634	168,474	318,108	111,222	115,128	226,350	82,728	27,295
	EBITDA	113,901	102,718	216,620	134,912	134,215	269,127	104,204	81,432
	EBITDA margin	17.4%	14.3%	15.8%	17.1%	18.3%	17.7%	12.9%	20.0%
	NW& Solution	Operating revenues	370,204	341,252	711,456	331,092	320,837	651,929	308,452
Telecom		354,823	316,697	671,520	309,856	297,808	607,664	288,647	137,942
Other business		15,381	24,555	39,936	21,236	23,029	44,265	19,804	12,468
Operating income		28,826	38,658	67,484	10,326	20,199	30,525	38,789	15,648
Ordinary income		25,779	41,246	67,025	5,560	19,312	24,872	37,802	16,395
Extraordinary income or loss		8,588	-9,505	-917	0	-17,526	-17,526	-1,852	0
Net income		16,725	21,671	38,396	-684	4,821	4,137	21,007	9,258
Free cash flow		-11,400	-9,500	-20,900	17,200	38,285	55,485	31,200	58,926
Depreciation		60,902	62,980	123,882	62,780	60,070	122,850	49,749	27,912
Capex		64,449	52,250	116,700	54,226	32,174	86,400	19,308	6,030
EBITDA		97,886	105,083	202,969	73,984	83,483	157,467	89,828	44,178
EBITDA margin		26.4%	30.8%	28.5%	22.3%	26.0%	24.2%	29.1%	29.4%

## Telecom revenues of NW&amp;solution

Million Yen

	FY 3/01			FY 3/02			FY 3/03	
	First half	Second half	Full year	First half	Second half	Full year	First half	3Q
Voice service	257,430	220,143	477,573	219,763	205,298	425,062	195,415	92,272
Local call	0	0	0	20,143	31,954	52,097	31,534	14,873
Long distance	185,125	156,463	341,589	139,159	121,752	260,911	113,925	52,651
International	72,305	63,679	135,984	60,462	51,592	112,054	49,956	24,748
Data service	80,089	92,176	172,265	88,371	89,754	178,125	90,950	44,725
Data transmission	48,095	53,479	101,574	48,155	45,907	94,062	45,180	22,291
Frame relay	14,418	11,675	26,093	11,367	10,426	21,794	9,723	4,453
Internet	32,375	40,471	72,846	35,830	34,926	70,756	34,807	17,532
Other data	1,302	1,333	2,635	958	555	1,513	650	306
Dedicated lines	31,994	38,073	70,067	36,427	35,317	71,744	32,546	14,268
IP-VPN	0	624	624	3,789	8,530	12,319	13,225	8,166
Others	17,300	4,380	21,682	1,721	2,756	4,477	2,283	942

Million Yen

		FY 3/01			FY 3/02			FY 3/03	
		First half	Second half	Full year	First half	Second half	Full year	First half	3Q
TUKA	Operating revenues	184,086	184,910	368,997	190,617	167,643	358,260	161,992	79,653
	Telecom	147,594	144,594	292,189	150,879	135,399	286,278	129,449	64,122
	Other business	36,492	40,316	76,808	39,737	32,244	71,982	32,543	15,531
	Operating income	8,615	-307	8,307	-3,276	7,060	3,784	-1,000	1,463
	Ordinary income	5,972	-2,190	3,782	-6,113	3,934	-2,178	-4,375	176
	Extraordinary income or loss	-423	-737	-1,161	-14	-26	-40	-1,695	-8
	Net income	4,840	-2,668	2,171	-4,514	1,238	-3,276	-7,105	-468
	Free cash flow	-15,640	-65,242	-80,882	-727	15,558	14,831	21,543	13,921
	Depreciation	23,002	26,147	49,149	28,714	30,523	59,237	29,788	15,032
	Capex	35,751	66,490	102,241	20,056	19,120	39,176	9,371	2,277
EBITDA	31,912	26,409	58,320	25,633	37,767	63,400	28,950	16,618	
EBITDA margin	17.3%	14.3%	15.8%	13.4%	22.5%	17.7%	17.9%	20.9%	
Poket	Operating revenues	131,378	120,505	251,883	108,717	102,290	211,008	100,325	49,224
	Telecom	124,204	113,139	237,344	101,576	94,293	195,870	92,237	45,393
	Other business	7,173	7,365	14,539	7,141	7,996	15,137	8,087	3,832
	Operating income	-9,172	-3,726	-12,898	-1,349	8,009	6,659	9,098	6,038
	Ordinary income	-11,645	-6,096	-17,742	-3,412	6,448	3,035	7,685	5,417
	Extraordinary income or loss	-195	-180	-376	-4,994	16,672	11,678	-649	0
	Net income	-11,879	-6,311	-18,190	-8,443	23,101	14,658	7,011	5,405
	Free cash flow	5,260	6,531	11,791	-1,562	15,991	14,429	14,388	18,511
	Depreciation	30,404	31,108	61,512	19,338	19,552	38,890	19,472	10,013
	Capex	18,914	14,034	32,948	11,083	5,967	17,050	7,472	3,120
EBITDA	21,598	28,295	49,893	18,165	29,384	47,548	30,070	16,169	
EBITDA margin	16.4%	23.5%	19.8%	16.7%	28.7%	22.5%	30.0%	32.8%	
Others	Operating revenues	171,733	144,636	0	146,543	130,428	0	91,979	47,324
	Telecom	35,515	37,950	0	40,483	61,207	0	46,911	24,117
	Other business	136,217	106,686	0	106,059	69,220	0	45,066	23,205
	Operating income	-3,516	3,051	0	1,608	2,455	0	-182	-161
	Ordinary income	-5,005	-10,005	0	2,601	2,510	0	-3,401	-339
	Extraordinary income or loss	-854	-11,056	0	-649	-12,270	0	1,752	-58
Net income	-7,425	-23,893	0	49	-11,626	0	-2,513	-798	

:: We redefined the life span of equipment and facilities in our Pocket business from six to nine years in the year ending March 31, 2002.  
As a result, depreciation costs during the fiscal year fell 23,637 million yen.

# Mobile business data

Subscribers ('000)		Sep. 01	Mar.02	Sep.02	Dec.02
au		11,798	12,214	13,054	13,468
	cdmaOne	9,851	10,822	9,955	8,637
	CDMA2000 1X	-	-	2,652	4,674
	PDC	1,947	1,392	447	157
TUKA		4,020	3,891	3,864	3,849
Ezweb		8,594	9,639	11,150	11,773
	au	7,298	8,228	9,585	10,139
	TUKA	1,296	1,410	1,565	1,634
Pocket(PHS)		2,953	2,942	2,953	2,969
	AIR H"	75	334	568	668
	Data Transfer Users	691	958	1,186	1,280

ARPU MOU churn rate			FY 3/02			FY 3/03	
			First half	Second half	Full year	First half	3Q
au	ARPU(Total)	(Yen)	8,480	7,690	8,080	7,610	7,640
		data	870	910	890	1,080	1,200
		voice	7,610	6,780	7,190	6,530	6,440
	CDMA	(Yen)	9,280	8,270	8,750	7,960	7,750
		data	1,090	1,060	1,070	1,170	1,230
		voice	8,190	7,210	7,680	6,790	6,520
	CDMA2000 1X *	(Yen)	-	-	-	9,840	9,240
		data	-	-	-	2,540	2,160
		voice	-	-	-	7,300	7,080
	MOU	(minutes)	193	186	189	184	184
	Churn	(%)	2.6	2.5	2.6	1.9	1.7
		cdma	2.3	2.3	2.3	1.8	1.5
PDC		4.0	3.8	3.9	3.8	7.7	
TUKA	ARPU	(Yen)	6,040	5,540	5,790	5,370	5,360
	MOU	(minutes)	151	146	149	152	155
	Churn	(%)	3.3	2.9	3.1	2.5	2.2
Pocket (PHS)	ARPU	(Yen)	5,460	5,190	5,330	5,080	4,990
	MOU	(minutes)	190	179	185	179	178
	Churn	(%)	3.6	2.8	3.2	2.7	2.5

\* CDMA 2000 1x ARPU is the reference figures only Kanto and Chubu regions.

Ezweb Pacet traffic	FY 3/02			FY 3/03	
	First half	Second half	Full year	First half	3Q
Total traffic(million packets)	223,383	273,551	496,934	397,703	266,376
Number of packets per user per day	199	204	202	244	295

# NW business data

Number of Major Services Line		FY 3/02			FY 3/03	
		First half	Second half	Full year	First half	3Q
Voice Domestic Active Line	*1 (units of 1,000)	9,892	9,705	9,798	9,435	9,127
Voice International Active Line	*1 (units of 1,000)	1,277	994	1,135	932	831

		9/02	3/02	9/02	12/2
DION	(units of 1,000)	2,022	2,150	2,270	2,300
ADSL	(units of 1,000)	-	130	265	374
Dedicated lines connection	(units of 1,000)	17	17	17	18
FR·CR	*2 (units of 1,000)	57	52	43	37
IP - VPN	*2 (units of 1,000)	16	30	42	47
Domestic Dedicated lines (64k)	(units of 1,000)	159	256	346	466
International Dedicated lines (64k)	(units of 1,000)	33	79	100	83

Fixed Line		FY 3/02			FY 3/03	
ARPU		First half	Second half	Full year	First half	3Q
Voice Domestic Active Line	*3 (¥)	1,960	2,060	2,010	1,930	1,860
Voice International Active Line	*4 (¥)	4,310	4,440	4,370	4,340	3,820
DION (included ADSL)	*5 (¥)	2,540	2,330	2,430	2,160	2,100

## Myline registration share

		9/01	3/02	'9/02	12/02
KDDI	Local	13.3%	13.2%	13.2%	13.1%
	In-prefecture LD	16.1%	16.2%	16.2%	16.1%
	Out prefecture LD	21.3%	21.2%	20.9%	20.5%
	International	25.0%	25.3%	25.1%	24.7%
NTT Group	Local	73.8%	73.8%	73.8%	73.8%
	In-prefecture LD	67.7%	67.2%	66.5%	66.3%
	Out prefecture LD	58.3%	57.3%	57.0%	57.2%
	International	54.7%	53.4%	53.2%	53.4%
Others	Local	13.0%	13.0%	13.0%	13.1%
	In-prefecture LD	16.2%	16.6%	17.3%	17.6%
	Out prefecture LD	20.1%	21.5%	22.1%	22.3%
	International	20.3%	21.3%	21.7%	21.9%

\*1 "Actual active lines" means the number of fixed lines that have one or more contacts

per month. (Average monthly contact) The figures for the Fiscal Year ending March 2002 are shown for reference only, due to a change in the method of counting.

\*2 Make a count of each access line.

\*3 ARPU does not include, unlimited, DDL direct revenue, free call DX/S, DOD and interconnection revenue. (The figures for the Fiscal Year ending March 2002 are shown only as a reference for the same reason as \*1.)

\*4 ARPU does not include DDL direct revenue, Super World Card and international mobile devices. (The figures for the Fiscal Year ending March 2002 are shown only as a reference for the same reason as \*1.)

\*5 ARPU in relation to the ISP connection revenue.

# NW business data

Local calls traffic *1		FY 3/02			FY 3/03	
		First half	Second half	Full year	First half	3Q
Call units	(in millions)	1,436	2,298	3,734	2,315	1,117
Call minutes	(in millions)	4,626	7,174	11,800	6,978	3,216

Long-distance calls traffic *1		FY 3/02			FY 3/03	
		First half	Second half	Full year	First half	3Q
Call units	(in millions)	7,476	6,090	13,566	6,075	2,912
Call minutes	(in millions)	13,674	11,653	25,327	10,354	4,849

International calls traffic *2		FY 3/02			FY 3/03	
		First half	Second half	Full year	First half	3Q
Call units	(in millions)	242	279	521	280	146
	Outgoing	110	94	204	96	49
	Incoming	121	143	264	138	70
	Relayed	11	41	52	46	27
Call minutes	(in millions)	1,151	1,300	2,451	1,320	686
	Outgoing	536	460	996	460	239
	Incoming	541	644	1,185	620	314
	Relayed	74	196	270	240	133

\*1 Domestic traffic includes DDL direct revenue, free call DX/S, DOD and interconnection.

\*2 International traffic includes DDL direct revenue, Super World Card and international mobile devices.