
Data Book
The Financial Results for the First Quarter of FY 3/2004

July 31, 2003

KDDI Corporation

The Results for the First Quarter of FY 3/2004

Millions of Yen

		FY 3/02			FY 3/03			FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First quarter
Consolidated	Operating revenues	1,464,332	1,369,466	2,833,799	1,393,212	1,392,131	2,785,343	689,668
	Telecommunications business	1,149,691	1,097,453	2,247,145	1,093,611	1,098,276	2,191,887	557,052
	Voice communications	921,948	845,781	1,767,730	809,227	765,282	1,574,509	371,829
	Didital data transmission	149,402	160,698	310,101	202,880	247,778	450,658	143,103
	Leased circuits	44,953	43,026	87,979	46,793	47,148	93,941	22,032
	Other	33,387	47,946	81,333	34,709	38,070	72,779	20,088
	Other business	314,641	272,012	586,654	299,601	293,855	593,456	132,616
	Operating income	41,408	60,888	102,297	59,763	80,889	140,652	85,060
	Ordinary income	23,570	55,185	78,756	42,439	70,772	113,211	81,198
	Extraordinary income (loss)	(6,303)	(51,568)	(57,871)	(2,490)	5	(2,485)	(6,841)
	Net income	6,694	6,284	12,979	20,446	36,913	57,359	43,932
	Total assets *	3,459,291	-	3,203,441	2,924,883	-	2,782,038	2,732,674
	Shareholders' equity *	850,169	-	857,080	856,503	-	894,711	943,896
	Shareholders' equity ratio *	24.6%	-	26.8%	29.3%	-	32.1%	34.5%
	Shareholders' equity per share *	¥200,471	-	¥202,106	¥203,130	-	¥212,222	¥223,908
	Free cash flows	(22,789)	313,389	290,600	80,851	224,483	305,334	112,708
	Depreciation	211,778	212,203	423,981	192,689	196,271	388,968	92,248
	Capex (cash flow basis)	192,139	182,383	374,522	126,281	119,919	246,200	33,766
	EBITDA	256,825	287,980	544,805	257,466	306,025	563,491	178,389
	EBITDA margin	17.5%	21.0%	19.2%	18.5%	22.0%	20.2%	25.9%
	Interest bearing debt *	2,049,461	-	1,746,784	1,675,290	-	1,497,020	1,423,561
	Net debt *	1,982,066	-	1,678,188	1,610,509	-	1,375,165	1,266,028

* The figures as of the end of each periods.

The Results for the First Quarter of FY 3/2004

Millions of Yen

		FY 3/02			FY 3/03			FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First quarter
au	Operating revenues	789,851	734,702	1,524,553	806,533	819,740	1,626,273	425,615
	Telecommunications business	599,430	556,226	1,155,656	584,995	612,249	1,197,244	324,179
	Voice communications	491,643	437,190	928,833	428,789	415,436	844,225	205,375
	Digital data transmission	105,318	121,505	226,823	156,148	196,777	352,925	118,786
	Other	-	-	-	56	38	94	18
	Other business	190,421	178,476	368,897	221,537	207,492	429,029	101,435
	Operating income	32,486	24,910	57,396	12,866	40,920	53,786	64,582
	Ordinary income	25,907	27,045	52,952	6,108	35,707	41,815	61,920
	Extraordinary income (loss)	0	(155,071)	(155,071)	(4,131)	(119)	(4,250)	-
	Net income (loss)	14,351	(73,064)	(58,713)	1,175	19,830	21,005	35,236
	Free cash flows	(42,454)	58,097	15,643	40,063	47,490	96,571	51,646
	Depreciation	100,274	99,106	199,380	89,289	86,679	175,968	45,227
	Capex (cash flow basis)	111,222	115,128	226,350	82,728	(66,049)	167,300	16,679
	EBITDA	134,912	134,215	269,127	104,204	140,888	245,092	110,021
	EBITDA margin	17.1%	18.3%	17.7%	12.9%	17.2%	15.1%	25.8%

The Results for the First Quarter of FY 3/2004

Millions of Yen

		FY 3/02			FY 3/03			FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First quarter
BBC& Solutions	Operating revenues	331,092	320,837	651,929	308,452	293,422	601,874	139,155
	Telecommunications business	309,856	297,808	607,664	288,647	267,399	556,046	128,447
	Other business	21,236	23,029	44,265	19,804	26,023	45,827	10,708
	Operating income	10,326	20,199	30,525	38,789	21,501	60,290	10,442
	Ordinary income	5,560	19,312	24,872	37,802	22,557	60,359	11,359
	Extraordinary income (loss)	0	(17,526)	(17,526)	(1,852)	(1,219)	(3,071)	0
	Net income (loss)	(684)	4,821	4,137	21,007	11,257	32,264	6,542
	Free cash flows	17,200	38,285	55,485	31,200	87,621	116,927	16,446
	Depreciation	62,780	60,070	122,850	49,749	55,648	105,397	22,701
	Capex (cash flow basis)	54,226	32,174	86,400	19,308	(9,729)	40,800	9,579
EBITDA	73,984	83,483	157,467	89,828	86,981	176,809	33,444	
EBITDA margin	22.3%	26.0%	24.2%	29.1%	29.6%	29.4%	24.0%	

Millions of Yen

BBC&Solutions		FY 3/02			FY 3/03			FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First quarter
Telecommunications business revenues								
Voice service		219,763	205,298	425,062	195,415	175,833	371,248	84,147
Local call		20,143	31,954	52,097	31,534	28,775	60,309	13,914
Long distance call		139,159	121,752	260,911	113,925	99,797	213,722	46,969
International call		60,462	51,592	112,054	49,956	47,261	97,217	23,263
Data service		88,371	89,754	178,125	90,950	90,104	181,054	43,931
Data transmission		48,155	45,907	94,062	45,180	44,590	89,770	21,816
Frame relay / cell relay		11,367	10,426	21,794	9,723	8,784	18,507	4,268
Internet		35,830	34,926	70,756	34,807	35,249	70,056	17,265
Other data transmission		958	555	1,513	650	557	1,207	283
Leased circuits		36,427	35,317	71,744	32,546	27,929	60,475	12,119
IP-VPN		3,789	8,530	12,319	13,225	17,584	30,809	9,995
Others		1,721	2,756	4,477	2,283	1,462	3,745	369

The Results for the First Quarter of FY 3/2004

Millions of Yen

		FY 3/02			FY 3/03			FY 3/04	
		First half	Second half	Full year	First half	Second half	Full year	First quarter	
TU-KA	Operating revenues	190,617	167,643	358,260	161,992	156,078	318,070	72,064	
	Telecommunications business	150,879	135,399	286,278	129,449	125,963	255,412	60,171	
	Voice communications	150,879	132,838	283,717	121,180	113,801	234,981	54,477	
	Digital data transmission	-	2,560	2,560	8,268	12,163	20,431	5,694	
	Other business	39,737	32,244	71,982	32,543	30,115	62,658	11,892	
	Operating income (loss)	(3,276)	7,060	3,784	(1,000)	7,200	6,200	4,701	
	Ordinary income (loss)	(6,113)	3,934	(2,178)	(4,375)	4,519	144	3,495	
	Extraordinary income (loss)	(14)	(26)	(40)	(1,695)	(18)	(1,713)	(205)	
	Net income (loss)	(4,514)	1,238	(3,276)	(7,105)	3,878	(3,227)	2,478	
	Free cash flows	(727)	15,558	14,831	21,543	30,594	52,137	11,371	
	Depreciation	28,714	30,523	59,237	29,788	30,191	59,979	13,455	
	Capex (cash flow basis)	20,056	19,120	39,176	9,371	(6,242)	16,200	3,129	
	EBITDA	25,633	37,767	63,400	28,950	37,521	66,471	18,467	
	EBITDA margin	13.4%	22.5%	17.7%	17.9%	24.0%	20.9%	25.6%	
Pocket(PHS)	Operating revenues	108,717	102,290	211,008	100,325	97,254	197,579	48,451	
	Telecommunications business	101,576	94,293	195,870	92,237	89,754	181,991	43,974	
	Other business	7,141	7,996	15,137	8,087	7,501	15,588	4,477	
	Operating income (loss)	(1,349)	8,009	6,659	9,098	11,169	20,267	5,500	
	Ordinary income (loss)	(3,412)	6,448	3,035	7,685	10,057	17,742	5,089	
	Extraordinary income (loss)	(4,994)	16,672	11,678	(649)	0	(649)	273	
	Net income (loss)	(8,443)	23,101	14,658	7,011	10,019	17,030	5,344	
	Free cash flows	(1,562)	15,991	14,429	14,388	28,627	43,015	10,076	
	Depreciation	19,338	19,552	38,890	19,472	20,111	39,583	9,719	
	Capex (cash flow basis)	11,083	5,967	17,050	7,472	(4,437)	11,700	3,035	
	EBITDA	18,165	29,384	47,548	30,070	32,178	62,248	15,413	
	EBITDA margin	16.7%	28.7%	22.5%	30.0%	33.1%	31.5%	31.8%	
	Others	Operating revenues	146,543	130,428	276,974	91,979	104,677	196,656	43,030
		Telecommunications business	40,483	61,207	101,691	46,911	49,585	96,496	27,024
Other business		106,059	69,220	175,281	45,066	55,093	100,159	16,006	
Operating income (loss)		1,608	2,455	4,063	(182)	(820)	(1,002)	(507)	
Ordinary income (loss)		2,601	2,510	5,109	(3,401)	(2,014)	(5,415)	(401)	
Extraordinary income (loss)		(649)	(12,270)	(12,921)	1,752	(4,759)	(3,007)	(30)	
Net income (loss)	49	(11,626)	(11,578)	(2,513)	(7,355)	(9,868)	(653)		

Mobile Business Data

Subscribers (Thousands)		Sep. 01	Mar.02		Sep.02	Mar.03		Jun.03
au		11,798	12,214		13,054	14,049		14,674
	CDMA2000 1x	-	-		2,652	6,806		8,572
	cdmaOne	9,851	10,822		9,955	7,208		6,101
	PDC	1,947	1,392		447	35		-
TU-KA		4,020	3,891		3,864	3,783		3,740
E Z web		8,594	9,639		11,150	12,541		13,270
	au	7,298	8,228		9,585	10,854		11,534
	TU-KA	1,296	1,410		1,565	1,687		1,736
Pocket(PHS)		2,953	2,942		2,953	2,975		2,959
	AIR H"	75	334		568	765		830
	Data Transfer Users	691	958		1,186	1,390		1,450

ARPU、MOU、Churn rate			FY 3/02			FY 3/03			FY 3/04
			First half	Second half	Full year	First half	Second half	Full year	First quarter
au	ARPU(Total) *1	(Yen)	8,480	7,690	8,080	7,610	7,530	7,570	7,480
		Voice	7,610	6,780	7,190	6,420	6,150	6,280	5,930
		Data	870	910	890	1,190	1,380	1,290	1,550
	CDMA2000 1x *2	(Yen)	-	-	-	9,840	8,990	9,190	8,810
		Voice	-	-	-	7,000	6,650	6,740	6,630
		Data	-	-	-	2,840	2,340	2,450	2,180
	MOU	(Minutes)	193	186	189	184	181	182	178
Churn rate	(%)	2.6	2.5	2.6	1.9	1.8	1.8	1.6	
	CDMA	2.3	2.3	2.3	1.8	1.6	1.7		
TU-KA	ARPU	(Yen)	6,040	5,540	5,790	5,370	5,290	5,330	5,150
	MOU	(Minutes)	151	146	149	152	152	152	150
	Churn rate	(%)	3.3	2.9	3.1	2.5	2.4	2.4	2.5
Pocket (PHS)	ARPU	(Yen)	5,460	5,190	5,330	5,080	4,940	5,010	4,880
	MOU	(minutes)	190	179	185	179	176	177	189
	Churn rate	(%)	3.6	2.8	3.2	2.7	2.6	2.7	2.8

*1 Definition for the breakdown of au ARPU is changed from FY 3/03.

While data usage within the free package included in basic charges used to be classified into voice ARPU, it is reclassified into data ARPU as from FY 3/03.

*2 About CDMA2000 1x ARPU, the figures for FY 3/03 are reference figures for Kanto and Chubu regions only. For FY 3/04 are nation-wide basis.

Referemces: CDMA2000 1x ARPU for Kanto and Chubu only : 8,510 (Voice: 6,250, Data: 2,260)

au EZweb Packet traffic	FY 3/02			FY 3/03			FY 3/04
	First half	Second half	Full year	First half	Second half	Full year	First quarter
Total packet traffic (million packets)	223,383	273,551	496,934	397,703	594,018	991,721	405,065
Number of packets per user per day	199	204	202	244	323	286	397

BBC & Solutions Business Data (1)

Number of Active Line	FY 3/02			FY 3/03			FY 3/04
	First half	Second half	Full year	First half	Second half	Full year	First quarter
Voice Domestic Active Line *1 (Thousands)	9,892	9,705	9,798	9,435	8,994	9,214	8,551
Voice International Active Line *1 (Thousands)	1,277	994	1,135	932	808	870	694

Other Service lines	9/01	3/02		9/02	3/03		6/03
DION (Thousands)	2,022	2,150		2,270	2,373		2,430
ADSL (Thousands)	-	130		265	498		662
KDDI Internet (for corporations) (Thousands)	17	17		17	21		23
FR/CR *2 (Thousands)	57	52		43	32		26
IP-VPN *2 (Thousands)	16	30		42	54		58
Domestic Leased Circuits (64k) (Thousands)	159	256		346	695		1,290
International Leased Circuits (64k) (Thousands)	33	79		100	74		110

ARPU for Fixed Line	FY 3/02			FY 3/03			FY 3/04
	First half	Second half	Full year	First half	Second half	Full year	First quarter
Voice Domestic Active Line *3 (Yen)	1,960	2,060	2,010	1,930	1,800	1,860	1,830
Voice International Active Line *4 (Yen)	4,310	4,440	4,370	4,340	3,790	4,060	4,210
DION (included ADSL) *5 (Yen)	2,540	2,330	2,430	2,160	2,090	2,130	1,990

Myline Registration Shares

		9/01	3/02	9/02	3/03	9/03
KDDI	Local	13.3%	13.2%	13.2%	13.3%	13.3%
	In-prefecture Long Distance	16.1%	16.2%	16.2%	16.3%	16.3%
	Out prefecture Long Distance	21.3%	21.2%	20.9%	20.6%	20.5%
	International	25.0%	25.3%	25.1%	24.8%	24.7%
NTT Group	Local	73.8%	73.8%	73.8%	73.6%	73.5%
	In-prefecture Long Distance	67.7%	67.2%	66.5%	66.0%	66.0%
	Out prefecture Long Distance	58.3%	57.3%	57.0%	57.1%	57.3%
	International	54.7%	53.4%	53.2%	53.4%	53.7%
Others	Local	13.0%	13.0%	13.0%	13.1%	13.2%
	In-prefecture Long Distance	16.2%	16.6%	17.3%	17.7%	17.7%
	Out prefecture Long Distance	20.1%	21.5%	22.1%	22.3%	22.2%
	International	20.3%	21.3%	21.7%	21.8%	21.6%

*1 "Active lines" means the number of fixed lines that had made one call at least per month (The figures are monthly average.) The figures for FY 3/02 are shown for reference only, due to a change in the method of counting.

*2 Make a count of each access lines.

*3 ARPU does not include, DDL-direct, free call DX/S, DOD and interconnection revenue. (The figures for FY 3/02 are shown only as a reference for the same reason as *1.)

*4 ARPU does not include DDL-direct, Super World Card and international mobile calls. (The figures for FY 3/02 are shown only as a reference for the same reason as *1.)

*5 ARPU in relation to the ISP connection revenue.

BBC & Solutions Business Data (2)

Local calls traffic *1	FY 3/02			FY 3/03			FY 3/04
	First half	Second half	Full year	First half	Second half	Full year	First quarter
Call units (in millions)	1,436	2,298	3,734	2,315	2,158	4,473	1,064
Call minutes (in millions)	4,626	7,174	11,800	6,978	6,248	13,226	2,988

Long-distance calls traffic *1	FY 3/02			FY 3/03			FY 3/04
	First half	Second half	Full year	First half	Second half	Full year	First quarter
Call units (in millions)	7,476	6,090	13,566	6,075	5,626	11,701	2,717
Call minutes (in millions)	13,674	11,653	25,327	10,354	9,297	19,651	4,417

International calls traffic *2	FY 3/02			FY 3/03			FY 3/04
	First half	Second half	Full year	First half	Second half	Full year	First quarter
Call units (in millions)	242	279	521	280	282	562	144
Outgoing	110	94	204	96	98	194	46
Incoming	121	143	264	138	140	278	72
Relayed	11	41	52	46	44	90	26
Call minutes (in millions)	1,151	1,300	2,451	1,320	1,361	2,681	706
Outgoing	536	460	996	460	490	950	231
Incoming	541	644	1,185	620	627	1,247	326
Relayed	74	196	270	240	244	484	149

*1 Domestic calls (local and long distance calls) traffic includes DDL-direct revenue, free call DX/S, DOD and interconnection.

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