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Data Book  
The Interim Financial Results for FY 3/2004

October 30, 2003

KDDI Corporation

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# The Interim Financial Results for FY 3/2004

Millions of Yen

		FY 3/02			FY 3/03			FY 3/04	FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First half	Full Year (E)
Consolidated	Operating revenues	1,464,332	1,369,466	2,833,799	1,393,212	1,392,131	2,785,343	1,386,560	2,820,000
	Telecommunications business	1,149,691	1,097,453	2,247,145	1,093,611	1,098,276	2,191,887	1,125,444	2,249,000
	Voice communications	921,948	845,781	1,767,730	809,227	765,282	1,574,509	743,932	N.A.
	Didital data transmission	149,402	160,698	310,101	202,880	247,778	450,658	297,576	N.A.
	Leased circuits	44,953	43,026	87,979	46,793	47,148	93,941	43,302	N.A.
	Other	33,387	47,946	81,333	34,709	38,070	72,779	40,634	N.A.
	Other business	314,641	272,012	586,654	299,601	293,855	593,456	261,116	571,000
	Operating income	41,408	60,888	102,297	59,763	80,889	140,652	158,230	255,000
	Ordinary income	23,570	55,185	78,756	42,439	70,772	113,211	148,239	240,000
	Extraordinary income (loss)	(6,303)	(51,568)	(57,871)	(2,490)	5	(2,485)	(4,766)	(80,000)
	Net income	6,694	6,284	12,979	20,446	36,913	57,359	85,855	95,000
	Total assets *	3,459,291	-	3,203,441	2,924,883	-	2,782,038	2,701,108	N.A.
	Shareholders' equity *	850,169	-	857,080	856,503	-	894,711	987,153	N.A.
	Shareholders' equity ratio *	24.6%	-	26.8%	29.3%	-	32.1%	36.5%	N.A.
	Shareholders' equity per share *	¥200,471	-	¥202,106	¥203,130	-	¥212,222	¥234,270	N.A.
	Free cash flows	(22,789)	313,389	290,600	80,851	224,483	305,334	246,818	321,000
	Depreciation	211,778	212,203	423,981	192,689	196,271	388,968	183,255	371,000
	Capex (cash flow basis)	192,139	182,383	374,522	126,281	119,919	246,200	73,810	300,000
	EBITDA	256,825	287,980	544,805	257,466	306,025	563,491	349,354	649,000
	EBITDA margin	17.5%	21.0%	19.2%	18.5%	22.0%	20.2%	25.2%	23.0%
	Interest bearing debt *	2,049,461	-	1,746,784	1,675,290	-	1,497,020	1,298,483	1,187,000
	Net debt *	1,982,066	-	1,678,188	1,610,509	-	1,375,165	1,134,997	N.A.

\* The figures as of the end of each periods.

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		FY 3/02			FY 3/03			FY 3/04	FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First half	Full Year (E)
au	Operating revenues	789,851	734,702	1,524,553	806,533	819,740	1,626,273	864,740	1,782,000
	Telecommunications business	599,430	556,226	1,155,656	584,995	612,249	1,197,244	663,898	1,345,000
	Voice communications	491,306	437,527	928,833	428,789	415,436	844,225	414,314	N.A.
	Digital data transmission	108,124	118,699	226,823	156,148	196,777	352,925	249,537	N.A.
	Other	-	-	-	56	38	94	46	N.A.
	Other business	190,421	178,476	368,897	221,537	207,492	429,029	200,842	437,000
	Operating income	32,486	24,910	57,396	12,866	40,920	53,786	128,898	214,000
	Ordinary income	25,907	27,045	52,952	6,108	35,707	41,815	122,968	204,000
	Extraordinary income (loss)	0	(155,071)	(155,071)	(4,131)	(119)	(4,250)	0	N.A.
	Net income (loss)	14,351	(73,064)	(58,713)	1,175	19,830	21,005	70,466	117,000
	Free cash flows	(42,454)	58,097	15,643	40,063	47,490	96,571	131,937	198,000
	Depreciation	100,274	99,106	199,380	89,289	86,679	175,968	91,049	184,000
	Capex (cash flow basis)	111,222	115,128	226,350	82,728	101,272	167,300	41,233	184,000
	EBITDA	134,912	134,215	269,127	104,204	140,888	245,092	222,098	409,000
	EBITDA margin	17.1%	18.3%	17.7%	12.9%	17.2%	15.1%	25.7%	23.0%

# The Interim Financial Results for FY 3/2004

Millions of Yen

		FY 3/02			FY 3/03			FY 3/04	FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First half	Full Year (E)
BBC& Solutions	Operating revenues	331,092	320,837	651,929	308,452	293,422	601,874	275,433	544,000
	Telecommunications business	309,856	297,808	607,664	288,647	267,399	556,046	255,237	499,000
	Other business	21,236	23,029	44,265	19,804	26,023	45,827	20,196	45,000
	Operating income	10,326	20,199	30,525	38,789	21,501	60,290	10,797	11,000
	Ordinary income	5,560	19,312	24,872	37,802	22,557	60,359	10,278	10,000
	Extraordinary income (loss)	0	(17,526)	(17,526)	(1,852)	(1,219)	(3,071)	(1,307)	N.A.
	Net income (loss)	(684)	4,821	4,137	21,007	11,257	32,264	5,208	(37,000)
	Free cash flows	17,200	38,285	55,485	31,200	87,621	116,927	41,599	27,000
	Depreciation	62,780	60,070	122,850	49,749	55,648	105,397	43,611	89,000
	Capex (cash flow basis)	54,226	32,174	86,400	19,308	46,692	40,800	17,099	66,000
	EBITDA	73,984	83,483	157,467	89,828	86,981	176,809	58,162	108,000
EBITDA margin	22.3%	26.0%	24.2%	29.1%	29.6%	29.4%	21.1%	19.9%	

Millions of Yen

BBC&Solutions		FY 3/02			FY 3/03			FY 3/04	FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First half	Full Year (E)
Telecommunications business revenues									
Voice service		219,763	205,298	425,062	195,415	175,833	371,248	166,297	320,000
Local call		20,143	31,954	52,097	31,534	28,775	60,309	27,202	N.A.
Long distance call		139,159	121,752	260,911	113,925	99,797	213,722	93,174	N.A.
International call		60,462	51,592	112,054	49,956	47,261	97,217	45,921	N.A.
Data service		88,371	89,754	178,125	90,950	90,104	181,054	88,190	177,000
Data transmission		48,155	45,907	94,062	45,180	44,590	89,770	44,124	89,000
Frame relay / cell relay		11,367	10,426	21,794	9,723	8,784	18,507	8,395	N.A.
Internet		35,830	34,926	70,756	34,807	35,249	70,056	35,187	N.A.
Other data transmission		958	555	1,513	650	557	1,207	542	N.A.
Leased circuits		36,427	35,317	71,744	32,546	27,929	60,475	23,583	44,000
IP-VPN		3,789	8,530	12,319	13,225	17,584	30,809	20,483	44,000
Others		1,721	2,756	4,477	2,283	1,462	3,745	750	2,000

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Millions of Yen

		FY 3/02			FY 3/03			FY 3/04	FY 3/04
		First half	Second half	Full year	First half	Second half	Full year	First half	Full Year (E)
TU-KA	Operating revenues	190,617	167,643	358,260	161,992	156,078	318,070	141,809	281,000
	Telecommunications business	150,879	135,399	286,278	129,449	125,963	255,412	118,542	233,000
	Voice communications	150,879	132,838	283,717	121,180	113,801	234,981	108,350	N.A.
	Digital data transmission	-	2,560	2,560	8,268	12,163	20,431	10,193	N.A.
	Other business	39,737	32,244	71,982	32,543	30,115	62,658	23,266	48,000
	Operating income (loss)	(3,276)	7,060	3,784	(1,000)	7,200	6,200	7,884	10,000
	Ordinary income (loss)	(6,113)	3,934	(2,178)	(4,375)	4,519	144	5,704	6,000
	Extraordinary income (loss)	(14)	(26)	(40)	(1,695)	(18)	(1,713)	721	N.A.
	Net income (loss)	(4,514)	1,238	(3,276)	(7,105)	3,878	(3,227)	4,871	5,000
	Free cash flows	(727)	15,558	14,831	21,543	30,594	52,137	27,175	44,000
	Depreciation	28,714	30,523	59,237	29,788	30,191	59,979	26,763	54,000
	Capex (cash flow basis)	20,056	19,120	39,176	9,371	9,629	16,200	5,467	19,000
	EBITDA	25,633	37,767	63,400	28,950	37,521	66,471	35,772	66,000
EBITDA margin	13.4%	22.5%	17.7%	17.9%	24.0%	20.9%	25.2%	23.5%	
Pocket(PHS)	Operating revenues	108,717	102,290	211,008	100,325	97,254	197,579	95,680	188,000
	Telecommunications business	101,576	94,293	195,870	92,237	89,754	181,991	86,831	168,000
	Other business	7,141	7,996	15,137	8,087	7,501	15,588	8,849	20,000
	Operating income (loss)	(1,349)	8,009	6,659	9,098	11,169	20,267	11,031	21,000
	Ordinary income (loss)	(3,412)	6,448	3,035	7,685	10,057	17,742	10,075	19,000
	Extraordinary income (loss)	(4,994)	16,672	11,678	(649)	0	(649)	218	N.A.
	Net income (loss)	(8,443)	23,101	14,658	7,011	10,019	17,030	10,258	20,000
	Free cash flows	(1,562)	15,991	14,429	14,388	28,627	43,015	25,224	43,000
	Depreciation	19,338	19,552	38,890	19,472	20,111	39,583	19,431	39,000
	Capex (cash flow basis)	11,083	5,967	17,050	7,472	8,528	11,700	4,005	16,000
	EBITDA	18,165	29,384	47,548	30,070	32,178	62,248	31,092	61,000
	EBITDA margin	16.7%	28.7%	22.5%	30.0%	33.1%	31.5%	32.5%	32.4%
	Others	Operating revenues	146,543	130,428	276,974	91,979	104,677	196,656	87,817
Telecommunications business		40,483	61,207	101,691	46,911	49,585	96,496	54,627	105,000
Other business		106,059	69,220	175,281	45,066	55,093	100,159	33,190	72,000
Operating income (loss)		1,608	2,455	4,063	(182)	(820)	(1,002)	(861)	0
Ordinary income (loss)		2,601	2,510	5,109	(3,401)	(2,014)	(5,415)	(1,170)	(1,000)
Extraordinary income (loss)		(649)	(12,270)	(12,921)	1,752	(4,759)	(3,007)	(2,249)	N.A.
Net income (loss)	49	(11,626)	(11,578)	(2,513)	(7,355)	(9,868)	642	0	

# Mobile Business Data

Subscribers (Thousands)		Sep. 01	Mar.02		Sep.02	Mar.03		Sep.03	Mar.04
au		11,798	12,214		13,054	14,049		15,263	16,550
	CDMA2000 1x	-	-		2,652	6,806		10,203	N.A.
	cdmaOne	9,851	10,822		9,955	7,208		5,059	N.A.
	PDC	1,947	1,392		447	35		-	-
TU-KA		4,020	3,891		3,864	3,783		3,699	3,700
E Z web		8,594	9,639		11,150	12,541		13,940	15,500
	au	7,298	8,228		9,585	10,854		12,164	13,550
	TU-KA	1,296	1,410		1,565	1,687		1,776	1,950
Pocket(PHS)		2,953	2,942		2,953	2,975		2,938	2,950
	AIR H"	75	334		568	765		890	1,000
	Data Transfer Users	691	958		1,186	1,390		1,510	N.A.

ARPU、MOU、Churn rate			FY 3/02			FY 3/03			FY 3/04	FY 3/04
			First half	Second half	Full year	First half	Second half	Full year	First half	Full Year (E)
au	ARPU(Total) *1	(Yen)	8,480	7,690	8,080	7,610	7,530	7,570	7,510	7,320
		Voice	7,610	6,780	7,190	6,420	6,150	6,280	5,920	5,650
		Data	870	910	890	1,190	1,380	1,290	1,590	1,670
	CDMA2000 1x *2	(Yen)	-	-	-	9,840	8,990	9,190	8,720	N.A.
		Voice	-	-	-	7,000	6,650	6,740	6,550	N.A.
		Data	-	-	-	2,840	2,340	2,450	2,170	N.A.
	MOU	(Minutes)	193	186	189	184	181	182	178	N.A.
Churn rate	(%)	2.6	2.5	2.6	1.9	1.8	1.8	1.6	1.5	
	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	5,100	5,050
	MOU	(Minutes)	151	146	149	152	152	152	150	N.A.
	Churn rate	(%)	3.3	2.9	3.1	2.5	2.4	2.4	2.5	2.4
Pocket (PHS)	ARPU	(Yen)	5,460	5,190	5,330	5,080	4,940	5,010	4,840	4,680
	MOU	(minutes)	190	179	185	179	176	177	192	N.A.
	Churn rate	(%)	3.6	2.8	3.2	2.7	2.6	2.7	2.7	2.7

\*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.

au EZweb Packet traffic	FY 3/02			FY 3/03			FY 3/03
	First half	Second half	Full year	First half	Second half	Full year	First half
Total packet traffic (million packets)	223,383	273,551	496,934	397,703	594,018	991,721	887,349
Number of packets per EZweb user per day	199	204	202	244	323	286	420

# 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 half
Voice Domestic Active Line *1 (Thousand)	9,892	9,705	9,798	9,435	8,994	9,214	8,493
Voice International Active Line *1 (Thousand)	1,277	994	1,135	932	808	870	687

Other Service lines	9/01	3/02		9/02	3/03		9/03
DION (Thousand)	2,022	2,150		2,270	2,373		2,489
ADSL (Thousand)	-	130		265	498		777
KDDI Internet (for corporations) (Thousand)	17	17		17	21		25
FR/CR *2 (Thousand)	57	52		43	32		22
IP-VPN *2 (Thousand)	16	30		42	54		62
Domestic Leased Circuits (64k) (Thousand)	159	256		346	695		1,390
International Leased Circuits (64k) (Thousand)	33	79		100	74		105

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 half
Voice Domestic Active Line *3 (Yen)	1,960	2,060	2,010	1,930	1,800	1,860	1,760
Voice International Active Line *4 (Yen)	4,310	4,440	4,370	4,340	3,790	4,060	4,130
<b>DION (included ADSL) *5</b> (Yen)	2,540	2,330	2,430	2,160	2,090	2,130	2,010

## 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%	16.4%
	Out prefecture Long Distance	21.3%	21.2%	20.9%	20.6%	20.5%
	International	25.0%	25.3%	25.1%	24.8%	24.6%
NTT Group	Local	73.8%	73.8%	73.8%	73.6%	73.4%
	In-prefecture Long Distance	67.7%	67.2%	66.5%	66.0%	65.9%
	Out prefecture Long Distance	58.3%	57.3%	57.0%	57.1%	57.6%
	International	54.7%	53.4%	53.2%	53.4%	53.9%
Others	Local	13.0%	13.0%	13.0%	13.1%	13.3%
	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%	21.9%
	International	20.3%	21.3%	21.7%	21.8%	21.5%

\*1 "Active line" 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 half
Call units (in millions)	1,436	2,298	3,734	2,315	2,158	4,473	2,093
Call minutes (in millions)	4,626	7,174	11,800	6,978	6,248	13,226	5,833

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 half
Call units (in millions)	7,476	6,090	13,566	6,075	5,626	11,701	5,376
Call minutes (in millions)	13,674	11,653	25,327	10,354	9,297	19,651	8,632

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 half
Call units (in millions)	242	279	521	280	282	562	298
Outgoing	110	94	204	96	98	194	93
Incoming	121	143	264	138	140	278	150
Relayed	11	41	52	46	44	90	55
Call minutes (in millions)	1,151	1,300	2,451	1,320	1,361	2,681	1,440
Outgoing	536	460	996	460	490	950	472
Incoming	541	644	1,185	620	627	1,247	680
Relayed	74	196	270	240	244	484	287

\*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.