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**Data Book**  
**The Financial Results for FY 3/2004**

April 28, 2004

KDDI Corporation

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# The Financial Results for FY 3/2004

Millions of Yen

		FY 3/03			FY 3/04			FY 3/05
		1H	2H	Full year	1H	2H	Full year	Full Year (E)
Consolidated	Operating revenues	1,393,212	1,392,131	2,785,343	1,386,560	1,459,538	2,846,098	2,982,000
	Telecommunications business	1,093,611	1,098,276	2,191,887	1,125,444	1,143,282	2,268,726	2,378,000
	Voice communications	809,227	765,282	1,574,509	743,932	725,029	1,468,961	N.A.
	Didital data transmission	202,880	247,778	450,658	297,576	337,746	635,322	N.A.
	Leased circuits	46,793	47,148	93,941	43,302	39,200	82,502	N.A.
	Other	34,709	38,070	72,779	40,634	41,307	81,941	N.A.
	Other business	299,601	293,855	593,456	261,116	316,256	577,372	604,000
	Operating income	59,763	80,889	140,652	158,230	133,874	292,105	320,000
	Ordinary income	42,439	70,772	113,211	148,239	126,309	274,548	311,000
	Extraordinary income (loss)	(2,490)	5	(2,485)	(4,766)	(77,681)	(82,447)	N.A.
	Net income	20,446	36,913	57,359	85,855	31,170	117,025	190,000
	Total assets *	2,924,883	-	2,782,038	2,701,108	-	2,639,581	N.A.
	Shareholders' equity *	856,503	-	894,711	987,153	-	1,009,391	N.A.
	Shareholders' equity ratio *	29.3%	-	32.1%	36.5%	-	38.2%	N.A.
	Shareholders' equity per share *	¥203,130	-	¥212,222	¥234,270	-	¥239,515	N.A.
	Free cash flows	80,851	224,483	305,334	246,818	157,414	404,232	251,000
	Depreciation	192,689	196,271	388,968	183,255	182,445	365,700	378,000
	Capex (cash flow basis)	126,281	119,919	246,200	73,810	179,447	253,257	323,000
	EBITDA	257,466	306,025	563,491	349,354	338,673	688,027	714,000
	EBITDA margin	18.5%	22.0%	20.2%	25.2%	23.2%	24.2%	23.9%
	Interest bearing debt *	1,675,290	-	1,497,020	1,298,483	-	1,179,764	902,000
	Net debt *	1,610,509	-	1,375,165	1,134,997	-	983,246	N.A.
	Debt / EBITDA Ratio	-	-	2.7	-	-	1.7	1.3
	Debt / Equity Ratio	2.0	-	1.7	1.3	-	1.2	0.8

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

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		FY 3/03			FY 3/04			FY 3/05
		1H	2H	Full year	1H	2H	Full year	Full Year (E)
au	Operating revenues	806,533	819,740	1,626,273	864,740	960,334	1,825,074	2,007,000
	Telecommunications business	584,995	612,249	1,197,244	663,898	710,234	1,374,132	1,532,000
	Voice communications	428,789	415,436	844,225	414,314	419,484	833,798	N.A.
	Digital data transmission	156,148	196,777	352,925	249,537	290,715	540,253	N.A.
	Other	56	38	94	46	35	81	N.A.
	Other business	221,537	207,492	429,029	200,842	250,100	450,942	475,000
	Operating income	12,866	40,920	53,786	128,898	110,570	239,469	279,000
	Ordinary income	6,108	35,707	41,815	122,968	106,146	229,114	274,000
	Extraordinary income (loss)	(4,131)	(119)	(4,250)	0	1	1	N.A.
	Net income (loss)	1,175	19,830	21,005	70,466	59,528	129,995	165,000
	Free cash flows	40,063	47,490	96,571	131,937	75,314	207,251	165,000
	Depreciation	89,289	86,679	175,968	91,049	93,808	184,857	202,000
	Capex (cash flow basis)	82,728	84,572	167,300	41,233	119,948	161,181	200,000
EBITDA	104,204	140,888	245,092	222,098	215,553	437,651	488,000	
EBITDA margin	12.9%	17.2%	15.1%	25.7%	22.4%	24.0%	24.3%	

# The Financial Results for FY 3/2004

Millions of Yen

		FY 3/03			FY 3/04			FY 3/05
		1H	2H	Full year	1H	2H	Full year	Full Year (E)
BBC& Solutions	Operating revenues	308,452	293,422	601,874	275,433	267,029	542,462	515,000
	Telecommunications business	288,647	267,399	556,046	255,237	241,774	497,010	473,700
	Other business	19,804	26,023	45,827	20,196	25,256	45,452	41,300
	Operating income	38,789	21,501	60,290	10,797	5,584	16,381	3,000
	Ordinary income	37,802	22,557	60,359	10,278	5,538	15,817	3,000
	Extraordinary income (loss)	(1,852)	(1,219)	(3,071)	(1,307)	(72,516)	(73,823)	N.A.
	Net income (loss)	21,007	11,257	32,264	5,208	(34,011)	(28,803)	4,000
	Free cash flows	31,200	87,621	116,927	39,007	35,225	74,232	1,000
	Depreciation	49,749	55,648	105,397	43,611	40,509	84,120	86,000
	Capex (cash flow basis)	19,308	21,492	40,800	17,099	38,026	55,126	82,000
EBITDA	89,828	86,981	176,809	58,162	54,199	112,361	96,000	
EBITDA margin	29.1%	29.6%	29.4%	21.1%	20.3%	20.7%	18.6%	

Millions of Yen

BBC&Solutions		FY 3/03			FY 3/04			FY 3/05
		1H	2H	Full year	1H	2H	Full year	Full Year (E)
Telecommunications business revenues								
Voice service		195,415	175,833	371,248	166,297	154,285	320,581	288,200
	Local call	31,534	28,775	60,309	27,202	24,682	51,884	N.A.
	Long distance call	113,925	99,797	213,722	93,174	87,504	180,678	N.A.
	International call	49,956	47,261	97,217	45,921	42,099	88,019	N.A.
Data service		90,950	90,104	181,054	88,190	86,701	174,891	184,300
	Data transmission	45,180	44,590	89,770	44,124	45,158	89,282	104,200
	Frame relay / cell relay	9,723	8,784	18,507	8,395	7,978	16,372	N.A.
	Internet	34,807	35,249	70,056	35,187	36,886	72,073	N.A.
	Other data transmission	650	557	1,207	542	295	837	N.A.
	Leased circuits	32,546	27,929	60,475	23,583	20,229	43,812	36,000
	IP-VPN	13,225	17,584	30,809	20,483	21,314	41,796	44,100
Others		2,283	1,462	3,745	750	788	1,538	1,200

# The Financial Results for FY 3/2004

Millions of Yen

		FY 3/03			FY 3/04			FY 3/05
		1H	2H	Full year	1H	2H	Full year	Full Year (E)
TU-KA	Operating revenues	161,992	156,078	318,070	141,809	134,648	276,457	254,000
	Telecommunications business	129,449	125,963	255,412	118,542	111,892	230,435	211,000
	Voice communications	121,180	113,801	234,981	108,350	104,626	212,976	N.A.
	Digital data transmission	8,268	12,163	20,431	10,193	7,266	17,459	N.A.
	Other business	32,543	30,115	62,658	23,266	22,756	46,022	43,000
	Operating income (loss)	(1,000)	7,200	6,200	7,884	7,506	15,390	16,000
	Ordinary income (loss)	(4,375)	4,519	144	5,704	5,680	11,384	14,000
	Extraordinary income (loss)	(1,695)	(18)	(1,713)	721	384	1,104	N.A.
	Net income (loss)	(7,105)	3,878	(3,227)	4,871	4,186	9,057	9,000
	Free cash flows	21,543	30,594	52,137	27,175	27,776	54,951	52,000
	Depreciation	29,788	30,191	59,979	26,763	27,064	53,827	48,000
Capex (cash flow basis)	9,371	9,629	16,200	5,467	9,246	14,713	9,000	
EBITDA	28,950	37,521	66,471	35,772	35,412	71,184	65,000	
EBITDA margin	17.9%	24.0%	20.9%	25.2%	26.3%	25.7%	25.6%	
Pocket(PHS)	Operating revenues	100,325	97,254	197,579	95,680	88,337	184,017	181,000
	Telecommunications business	92,237	89,754	181,991	86,831	81,576	168,407	163,000
	Other business	8,087	7,501	15,588	8,849	6,760	15,609	18,000
	Operating income (loss)	9,098	11,169	20,267	11,031	10,062	21,093	19,000
	Ordinary income (loss)	7,685	10,057	17,742	10,075	8,936	19,010	17,000
	Extraordinary income (loss)	(649)	0	(649)	218	(989)	(771)	N.A.
	Net income (loss)	7,011	10,019	17,030	10,258	8,806	19,064	17,000
	Free cash flows	14,388	28,627	43,015	25,224	21,982	47,206	38,000
	Depreciation	19,472	20,111	39,583	19,431	19,275	38,707	38,000
	Capex (cash flow basis)	7,472	8,528	11,700	4,005	8,904	12,909	18,000
	EBITDA	30,070	32,178	62,248	31,092	30,271	61,363	58,000
EBITDA margin	30.0%	33.1%	31.5%	32.5%	34.3%	33.3%	32.0%	
Others	Operating revenues	91,979	104,677	196,656	87,817	98,718	186,533	182,000
	Telecommunications business	46,911	49,585	96,496	54,627	54,998	109,625	103,000
	Other business	45,066	55,093	100,159	33,190	43,719	76,908	79,000
	Operating income (loss)	(182)	(820)	(1,002)	(861)	1,657	797	4,000
	Ordinary income (loss)	(3,401)	(2,014)	(5,415)	(1,170)	1,253	83	3,000
	Extraordinary income (loss)	1,752	(4,759)	(3,007)	2,249	(6,956)	(4,707)	N.A.
Net income (loss)	(2,513)	(7,355)	(9,868)	642	(6,072)	(5,431)	2,000	

# Mobile Business Data

Subscribers (Thousands)		Sep.02	Mar.03		Sep.03	Mar.04		Mar.05
au		13,054	14,049		15,263	16,959		19,150
	CDMA 1X WIN	-	-		-	343		N.A.
	CDMA 1X	2,652	6,806		10,203	13,166		N.A.
	cdmaOne	9,955	7,208		5,059	3,450		N.A.
	PDC	447	35		-	-		-
TU-KA		3,864	3,783		3,699	3,632		3,550
EZweb		11,150	12,541		13,940	15,700		17,840
	au	9,585	10,854		12,164	13,886		16,000
	TU-KA	1,565	1,687		1,776	1,814		1,840
Pocket(PHS)		2,953	2,975		2,938	2,897		3,000
	AIR H"	568	765		890	990		1,300
	Data Transfer Users	1,186	1,390		1,510	1,622		N.A.

ARPU, MOU, Churn rate			FY 3/03			FY 3/04			FY 3/05
			1H	2H	Full Year	1H	2H	Full Year	Full Year (E)
au	ARPU(Total)	(Yen)	7,610	7,530	7,570	7,510	7,380	7,440	7,140
		Voice	6,420	6,150	6,280	5,920	5,690	5,800	5,340
		Data	1,190	1,380	1,290	1,590	1,690	1,640	1,800
	CDMA 1X *1	(Yen)	9,840	8,990	9,190	8,720	8,240	8,440	N.A.
		Voice	7,000	6,650	6,740	6,550	6,190	6,340	N.A.
		Data	2,840	2,340	2,450	2,170	2,050	2,100	N.A.
	MOU	(Minutes)	184	181	182	178	174	176	N.A.
Churn rate	(%)	1.9	1.8	1.8	1.55	1.44	1.49	1.4	
TU-KA	ARPU	(Yen)	5,370	5,290	5,330	5,100	4,930	5,020	4,710
	MOU	(Minutes)	152	152	152	150	140	145	N.A.
	Churn rate	(%)	2.5	2.4	2.4	2.5	2.2	2.4	1.6
Pocket (PHS)	ARPU	(Yen)	5,080	4,940	5,010	4,840	4,660	4,750	4,610
	MOU	(minutes)	179	176	177	192	195	193	N.A.
	Churn rate	(%)	2.7	2.6	2.7	2.7	2.5	2.6	2.4

\*1 About CDMA 1X ARPU, the figures for FY 3/03 are reference figures for Kanto and Chubu regions only. From FY 3/04 are nation-wide basis.  
CDMA 1X ARPU includes CDMA 1X WIN ARPU.

au EZweb Packet traffic *2		FY 3/03			FY 3/04		
		1H	2H	Full Year	1H	2H	Full Year
Total packet traffic (million packets)		397,703	594,018	991,721	887,349	1,087,604	1,974,953
Number of packets per EZweb user per day		244	323	286	420	464	443

\*2 au Ezweb packet traffic doesn't include the figures for CDMA 1X WIN.

# BBC & Solutions Business Data (1)

Number of Active Line *1		FY 3/03			FY 3/04		
		1H	2H	Full year	1H	2H	Full year
Voice Domestic Active Line	(Thousand)	9,435	8,994	9,214	8,493	8,195	8,344
Voice International Active Line	(Thousand)	932	808	870	687	640	663

\*1 "Active line" means the number of fixed lines that had made one call at least per month  
(The figures are monthly average.)

Other Service lines		9/02	3/03		9/03	3/04	
DION	(Thousand)	2,270	2,373		2,489	2,687	
	ADSL	(Thousand)	265	498		777	1,109
FTTH	(Thousand)	-	-		-	23	
	Hikari Plus	(Thousand)	-	-		9	
KDDI Internet (for corporations)	(Thousand)	17	21		25	31	
FR/CR	*2 (Thousand)	43	32		22	15	
IP-VPN	*2 (Thousand)	42	54		62	65	
Domestic Leased Circuits (64k)	(Thousand)	346	695		1,390	1,626	
International Leased Circuits (64k)	(Thousand)	100	74		105	160	

\*2 Make a count of each access lines.

ARPU for Fixed Line		FY 3/03			FY 3/04		
		1H	2H	Full year	1H	2H	Full year
Voice Domestic Active Line	*3 (Yen)	1,930	1,800	1,860	1,760	1,660	1,710
Voice International Active Line	*4 (Yen)	4,340	3,790	4,060	4,130	3,980	4,060
DION (included ADSL)	*5 (Yen)	2,160	2,090	2,130	2,010	2,030	2,020

\*3 ARPU does not include, DDL-direct, free call DX/S, DOD and interconnection revenue.

\*4 ARPU does not include DDL-direct, Super World Card and international mobile calls.

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

## Myline Registration Shares

		9/02	3/03		9/03	3/04	
KDDI	Local	13.2%	13.3%		13.3%	13.4%	
	In-prefecture Long Distance	16.2%	16.3%		16.4%	16.5%	
	Out prefecture Long Distance	20.9%	20.6%		20.5%	20.4%	
	International	25.1%	24.8%		24.6%	24.3%	
NTT Group	Local	73.8%	73.6%		73.4%	72.4%	
	In-prefecture Long Distance	66.5%	66.0%		65.9%	65.6%	
	Out prefecture Long Distance	57.0%	57.1%		57.6%	57.5%	
	International	53.2%	53.4%		53.9%	53.9%	
Others	Local	13.0%	13.1%		13.3%	14.2%	
	In-prefecture Long Distance	17.3%	17.7%		17.7%	17.9%	
	Out prefecture Long Distance	22.1%	22.3%		21.9%	22.1%	
	International	21.7%	21.8%		21.5%	21.8%	

## BBC & Solutions Business Data (2)

Local calls traffic *1	FY 3/03			FY 3/04		
	1H	2H	Full year	1H	2H	Full year
Call units (in millions)	2,315	2,158	4,473	2,093	1,967	4,060
Call minutes (in millions)	6,978	6,248	13,226	5,833	5,145	10,978

Long-distance calls traffic *1	FY 3/03			FY 3/04		
	1H	2H	Full year	1H	2H	Full year
Call units (in millions)	6,075	5,626	11,701	5,376	5,204	10,580
Call minutes (in millions)	10,354	9,297	19,651	8,632	8,088	16,720

International calls traffic *2	FY 3/03			FY 3/04		
	1H	2H	Full year	1H	2H	Full year
Call units (in millions)	280	282	562	298	289	587
Outgoing	96	98	194	93	96	189
Incoming	138	140	278	150	150	300
Relayed	46	44	90	55	43	98
Call minutes (in millions)	1,320	1,361	2,681	1,440	1,352	2,792
Outgoing	460	490	950	472	478	950
Incoming	620	627	1,247	680	646	1,326
Relayed	240	244	484	287	228	516

\*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.