
Data Book
The Financial Results for the 3rd quarter of FY 3/05

January 27, 2005
KDDI Corporation

The Financial Results for the 3rd quarter of FY 3/05

millions of Yen

Consolidated	FY 3/04					FY 3/05			
	1H	2H		Full year	1H + 3Q	1H	*2 Full year (E)		1H + 3Q
		3Q					3Q		
Operating revenues	1,386,560	717,763	1,459,538	2,846,098	2,104,323	1,471,324	722,987	2,914,000	2,194,311
Telecommunications business	1,125,444	573,514	1,143,282	2,268,726	1,698,958	1,179,127	563,794	2,300,000	1,742,920
Voice communications	743,932	370,051	725,029	1,468,961	1,113,983	*3 725,472	331,172	-	1,056,644
Didital data transmission	297,576	161,675	337,746	635,322	459,251	379,518	205,852	-	585,370
Leased circuits	43,302	20,225	39,200	82,502	63,527	33,298	15,458	-	48,756
Other	40,634	21,563	41,307	81,941	62,197	40,838	11,312	-	52,150
Other business	261,116	144,249	316,256	577,372	405,365	292,197	159,194	614,000	451,390
Operating income	158,230	76,449	133,874	292,105	425,979	162,427	80,049	293,000	242,476
Ordinary income	148,239	72,959	126,309	274,548	400,857	156,275	79,361	285,000	235,636
Extraordinary income (loss)	(4,766)	(16,811)	(77,681)	(82,447)	(160,128)	(20,763)	27,628	4,000	6,865
Net income	85,855	37,549	31,170	117,025	148,195	77,842	76,282	193,000	154,123
Total assets *1	2,701,108	2,760,072	-	2,639,581	-	2,521,547	2,559,175	-	-
Shareholders' equity *1	987,153	1,015,902	-	1,009,391	-	1,078,698	1,137,664	-	-
Shareholders' equity ratio *1	36.5%	36.8%	-	38.2%	-	0	0	-	-
Shareholders' equity per share *1	¥234,270	¥421,084	-	¥239,515	-	¥255,642	¥269,998	-	-
Free cash flows	246,818	137,753	157,414	404,232	384,571	113,140	297,148	390,000	410,288
Depreciation	183,255	90,929	182,445	365,700	274,184	183,308	81,782	351,000	265,090
Capex (cash flow basis)	73,810	72,411	179,447	253,257	146,221	115,543	84,414	340,000	199,957
EBITDA	349,354	172,839	338,673	688,027	522,193	351,777	164,988	660,000	516,765
EBITDA margin	25.2%	24.1%	23.2%	24.2%	24.8%	23.9%	22.8%	22.6%	23.6%
Interest bearing debt *1	1,298,483	1,229,108	-	1,179,764	-	1,010,574	901,634	871,000	-
Net debt *1	1,134,997	1,002,382	-	983,246	-	878,178	598,162	-	-
Debt / EBITDA Ratio	-	-	-	1.7	-	-	-	1.3	-
Debt / Equity Ratio	1.32	-	-	1.17	-	0.94	-	0.77	-

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

*2 Includes the effect of selling PHS business (operated by DDI Pocket Inc.) on October 1st, 2004.

*3 From FY 3/05, KDDI quit disclosing "Telecommunications business" revenues by segment, like "Voice communications", "Digital data transmission", "Leased circuits" and "Other", by its new accounting policy. Those figures for FY 3/05 are as references (only for consolidated basis).

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au Business		FY 3/04				1H + 3Q	FY 3/05			1H + 3Q
		1H	2H		Full year		1H	Full year (E)		
			3Q	3Q				3Q	3Q	
Operating revenues	864,740	465,984	960,334	1,825,074	1,330,724	1,005,294	531,927	2,070,000	1,537,221	
Telecommunications business	663,898	350,875	710,234	1,374,132	1,014,773	769,455	397,402	1,565,000	1,166,856	
Voice communications	414,314	212,797	419,484	833,798	627,111	-	-	-	-	
Digital data transmission	249,537	138,069	290,715	540,253	387,606	-	-	-	-	
Other	46	8	35	81	54	-	-	-	-	
Other business	200,842	115,109	250,100	450,942	315,951	235,839	134,525	505,000	370,365	
Operating income	128,898	60,565	110,570	239,469	189,463	143,619	70,249	277,000	213,868	
Ordinary income	122,968	58,338	106,146	229,114	181,306	141,293	69,593	274,000	210,886	
Extraordinary income (loss)	0	0	1	1	0	(44)	(17)	0	(61)	
Net income (loss)	70,466	34,871	59,528	129,995	105,337	83,297	41,317	163,000	124,614	
Free cash flows	131,937	86,954	75,314	207,251	218,891	43,985	85,188	135,000	129,173	
Depreciation	91,049	46,588	93,808	184,857	137,637	100,147	50,197	202,000	150,345	
Capex (cash flow basis)	41,233	48,638	119,948	161,181	89,871	87,017	62,430	230,000	149,447	
EBITDA	222,098	110,309	215,553	437,651	332,407	246,549	121,651	484,000	368,199	
EBITDA margin	25.7%	23.7%	22.4%	24.0%	25.0%	24.5%	22.9%	23.4%	24.0%	

*1 From FY 3/05, KDDI quit disclosing "Telecommunications business" revenues by segment, like "Voice communications", "Digital data transmission", and "Other", by its new accounting policy.

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BBC & Solutions Business		FY 3/04				FY 3/05 (New standard)*1				
		1H	3Q	2H	Full year	1H + 3Q	1H	3Q	Full year (E)	1H + 3Q
Operating revenues		275,433	134,242	267,029	542,462	409,675	258,233	127,027	508,000	385,260
	Telecommunications business	255,237	123,397	241,774	497,010	378,634	238,539	117,491	468,000	356,029
	Other business	20,196	10,844	25,256	45,452	31,040	19,694	9,536	40,000	29,230
Operating income		10,797	5,507	5,584	16,381	16,304	2,411	5,865	(8,000)	8,276
Ordinary income		10,278	5,514	5,538	15,817	15,792	2,559	6,010	(8,000)	8,569
Extraordinary income (loss)		(1,307)	(16,592)	(72,516)	(73,823)	(17,899)	(17,620)	(4)	(19,000)	(17,624)
Net income (loss)		5,208	(3,715)	(34,011)	(28,803)	1,493	(8,037)	4,851	(13,000)	(3,186)
Free cash flows		39,007	21,252	35,225	74,232	60,259	16,466	18,301	(10,000)	34,767
Depreciation		43,611	20,325	40,509	84,120	63,936	38,593	19,018	79,000	57,611
Capex (cash flow basis)		17,099	14,900	38,026	55,126	31,999	17,222	16,451	86,000	33,674
EBITDA		58,162	27,533	54,199	112,361	85,695	42,547	26,549	79,000	69,096
EBITDA margin		21.1%	20.5%	20.3%	20.7%	20.9%	16.5%	20.9%	15.6%	17.9%

*1 KDDI has shifted some parts of its fixed-line sales function for corporate customers, to KDDI Network & Solutions Inc. (KNSL).

(KNSL was established on November 1, 2004, by merging 4 subsidiaries, K-Solutions, KCOM, OSI Plus and KDDI Msat)

With this restructuring, KNSL has been consolidated to BBC&Solutions Business from FY 3/05, shifted from Other Businesses. (figures for the 4 companies are relevant before the merger)

millions of Yen

BBC & Solutions Business		FY 3/04				FY 3/05				
		1H	3Q	2H	Full year	1H + 3Q	1H	3Q	Full year (E)	1H + 3Q
Telecommunications business revenues										
KDDI	*2	255,237	123,397	241,774	497,010	378,634	233,836	118,408	466,000	352,243
Voice service		166,297	79,593	154,285	320,581	245,890	141,974	69,791	276,500	211,765
	Local call	27,202	12,925	24,682	51,884	40,127	21,429	10,189		31,618
	Long distance call	93,174	44,973	87,504	180,678	138,147	80,867	39,905		120,772
	International call	45,921	21,695	42,099	88,019	67,616	39,678	19,697		59,375
Data service		88,190	43,568	86,701	174,891	131,758	91,666	48,516	189,100	140,182
	Data transmission	41,792	20,838	41,766	83,558	62,630	43,890	24,566	94,000	68,456
	Frame relay / cell relay	6,062	2,353	4,586	10,648	8,415	3,863	1,857		5,721
	Internet	35,187	18,232	36,886	72,073	53,419	39,822	22,601		62,423
	Other data transmission	542	254	295	837	796	205	107		312
	Leased circuits	23,583	10,437	20,229	43,812	34,020	22,020	10,235	41,400	32,255
	IP-VPN	20,483	10,717	21,314	41,796	31,200	21,439	10,943	43,600	32,382
	Ether-VPN	2,332	1,575	3,392	5,724	3,907	4,318	2,772	10,100	7,090
Others		750	237	788	1,538	987	196	101	400	297
KNSL		-	-	-	-	-	40,358	19,570	78,700	59,928
Consolidation adjustment		-	-	-	-	-	(35,654)	(20,487)	(76,700)	(56,141)

*2 Figures for KDDI have not changed from former standard.

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TU-KA Business		FY 3/04					FY 3/05			
		1H	2H		Full year	1H + 3Q	1H	Full year (E)		1H + 3Q
			3Q					3Q		
Operating revenues	141,809	68,815	134,648	276,457	210,624	119,677	58,708	233,000	178,385	
Telecommunications business	118,542	57,282	111,892	230,435	175,824	103,303	49,358	199,000	152,661	
Voice communications	108,350	53,188	104,626	212,976	161,538	*1 -	-	-	-	
Digital data transmission	10,193	4,094	7,266	17,459	14,287	-	-	-	-	
Other business	23,266	11,533	22,756	46,022	34,799	16,374	9,351	34,000	25,724	
Operating income	7,884	4,832	7,506	15,390	12,716	10,809	3,413	16,000	14,222	
Ordinary income	5,704	3,824	5,680	11,384	9,528	9,437	2,931	14,000	12,368	
Extraordinary income (loss)	721	388	384	1,104	1,109	(91)	0	0	(91)	
Net income	4,871	3,433	4,186	9,057	8,304	6,260	1,962	10,000	8,222	
Free cash flows	27,175	15,037	27,776	54,951	42,212	27,859	10,995	56,000	38,854	
Depreciation	26,763	13,464	27,064	53,827	40,227	23,554	11,540	47,000	35,094	
Capex (cash flow basis)	5,467	3,482	9,246	14,713	8,949	3,053	2,814	9,000	5,867	
EBITDA	35,772	18,380	35,412	71,184	54,152	35,540	15,175	65,000	50,714	
EBITDA margin	25.2%	26.8%	26.3%	25.7%	25.7%	29.7%	25.8%	27.9%	28.4%	

*1 From FY 3/05, KDDI quit disclosing "Telecommunications business" revenues by segment, like "Voice communications", "Digital data transmission", by its new accounting policy.

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Pocket Business <small>This segment has been deconsolidated from 2nd half of FY05/3.</small>		FY 3/04				1H + 3Q	FY 3/05			
		1H	2H		Full year		1H	Full year (E)		1H + 3Q
			3Q					3Q		
Operating revenues	95,680	44,964	88,337	184,017	272,354	86,873	-	-	-	
Telecommunications business	86,831	41,595	81,576	168,407	249,983	77,202	-	-	-	
Other business	8,849	3,369	6,760	15,609	22,369	9,670	-	-	-	
Operating income	11,031	5,984	10,062	21,093	31,155	5,476	-	-	-	
Ordinary income	10,075	5,522	8,936	19,010	27,946	4,910	-	-	-	
Extraordinary income (loss)	218	0	(989)	(771)	(1,760)	(702)	-	-	-	
Net income	10,258	5,507	8,806	19,064	27,870	4,002	-	-	-	
Free cash flows	25,224	14,751	21,982	47,206	69,188	20,902	-	-	-	
Depreciation	19,431	9,653	19,275	38,707	57,982	18,659	-	-	-	
Capex (cash flow basis)	4,005	3,519	8,904	12,909	21,813	5,044	-	-	-	
EBITDA	31,092	15,917	30,271	61,363	47,009	24,595	-	-	-	
EBITDA margin	32.5%	35.3%	34.3%	33.3%	33.4%	28.3%	-	-	-	

millions of Yen

Other Businesses		FY 3/04				1H + 3Q	FY 3/05 (New standard)*1			
		1H	2H		Full year		1H	Full year (E)		1H + 3Q
			3Q					3Q		
Operating revenues	87,817	45,737	98,718	186,533	133,554	40,249	21,046	84,000	61,295	
Telecommunications business	54,627	27,973	54,998	109,625	82,600	14,157	7,169	28,000	21,325	
Other business	33,190	17,764	43,719	76,908	50,954	26,092	13,877	56,000	39,969	
Operating income (loss)	(861)	28	1,657	797	(833)	340	978	2,000	1,317	
Ordinary income (loss)	(1,170)	(391)	1,253	83	(1,561)	(3)	779	1,000	776	
Extraordinary income (loss)	2,249	240	(6,956)	(4,707)	2,489	(3,020)	(294)	0	(3,314)	
Net income (loss)	642	(379)	(6,072)	(5,431)	263	(3,654)	183	0	(3,471)	

*1 KDDI has shifted some parts of its fixed-line sales function for corporate customers, to KDDI Network & Solutions Inc. (KNSL).

(KNSL was established on November 1, 2004, by merging 4 subsidiaries, K-Solutions, KCOM, OSI Plus and KDDI Msat)

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Mobile Business Data

Subscribers (Thousand)		Sep.03	Dec.03	/	Mar.04	Sep.04	Dec.04	Mar.05 (E)
au		15,263	15,977		16,959	18,189	18,759	19,460
	CDMA 1X WIN	-	47		343	1,191	2,032	3,200
	CDMA 1X	10,203	11,717		13,166	14,667	14,797	-
	cdmaOne	5,059	4,213		3,450	2,331	1,930	-
TU-KA		3,699	3,670		3,632	3,588	3,600	3,580
EZweb		13,940	14,700		15,700	16,965	17,526	18,060
	au	12,164	12,899		13,886	15,125	15,697	16,250
	TU-KA	1,776	1,801		1,814	1,848	1,829	1,810
Pocket(PHS)		2,938	2,914		2,897	2,926	-	-
	AIR H"	890	936	990	1,101	-	-	
	Data Transmission Users	1,510	1,564	1,622	1,763	-	-	

ARPU, MOU, Churn rate			FY 3/04				FY 3/05			
			1H	2H		Full year	1H	Full year (E)		
			3Q				3Q			
au	ARPU(Total)	(Yen)	7,510	7,490	7,380	7,440	7,280	7,190	7,170	
		Voice	5,920	5,830	5,690	5,800	5,560	5,470	5,430	
		Data	1,590	1,660	1,690	1,640	1,720	1,720	1,740	
		CDMA 1X *1	(Yen)	8,720	8,400	8,240	8,440	7,780	7,560	-
			Voice	6,550	6,330	6,190	6,340	5,860	5,690	-
			Data	2,170	2,070	2,050	2,100	1,920	1,870	-
	MOU	(Minutes)	178	178	174	176	170	167	-	
	Churn rate	(%)	1.55	1.40	1.44	1.49	1.45	1.37	1.45	
TU-KA	ARPU	(Yen)	5,100	5,020	4,930	5,020	4,630	4,460	4,480	
	MOU	(Minutes)	150	145	140	145	131	124	-	
	Churn rate	(%)	2.5	2.2	2.2	2.4	2.1	1.9	2.1	
Pocket (PHS)	ARPU	(Yen)	4,840	4,730	4,660	4,750	4,430	-	-	
	MOU	(minutes)	192	198	195	193	214	-	-	
	Churn rate	(%)	2.7	2.4	2.5	2.6	2.3	-	-	

*1 CDMA 1X ARPU includes CDMA 1X WIN ARPU.

au EZweb Packet traffic *2	FY 3/04				FY 3/05	
	1H	2H		Full year	1H	3Q
		3Q				
Total packet traffic (million packets)	887,349	522,843	1,087,604	1,974,953	1,128,641	525,118
Number of packets per EZweb user per day	420	455	464	443	443	411

*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 3/04				FY 3/05	
	1H	2H		Full year	1H	3Q
		3Q				
Voice Domestic Active Line (Thousand)	8,493	8,304	8,195	8,344	7,855	7,552
Voice Internatioinal Active Line (Thousand)	687	655	640	663	590	563

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

ARPU for Fixed Line	FY 3/04				FY 3/05	
	1H	2H		Full year	1H	3Q
		3Q				
Voice Domestic Active Line *2 (Yen)	1,760	1,710	1,660	1,710	1,510	1,500
Voice Internatioinal Active Line *3 (Yen)	4,130	3,990	3,980	4,060	3,810	3,740
DION (included ADSL) *4 (Yen)	2,010	2,040	2,030	2,020	2,000	2,170

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

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

*4 ARPU in relation to the ISP connection revenue.

Number of Subscribers for Fixed Line Services	9/03	12/03		3/04	9/04	12/04
Myline Registration *5	N.A.	N.A.	/	N.A.	9,200	9,050
Local	6,258	6,293		6,311	6,143	6,061
In-prefecture Long Distance	7,733	7,780		7,808	7,572	7,466
Out-prefecture Long Distance	8,431	8,466		8,487	8,224	8,112
International	8,984	9,003		9,011	8,756	8,632
DION (Thousand)	2,489	2,559		2,687	2,873	2,874
of which ADSL (Thousand)	777	914		1,109	1,428	1,497
FTTH (Thousand)	-	-		23	60	78
of which KDDI Hikari Plus (Thousand)	-	-		9	44	61
KDDI Internet (for corporations) (Thousand)	25	28		31	37	40
FR/CR *6 (Thousand)	22	18		15	11	10
IP-VPN *6 (Thousand)	62	64		65	63	62

*5 Make a count of each lines which has at least 1 division of Myline registration out of 4 divisions.

*6 Make a count of each access lines.

BBC & Solutions Business Data (2)

Local calls traffic *1	FY 3/04				FY 3/05	
	1H	2H		Full year	1H	3Q
		3Q				
Call units (million)	2,093	1,019	1,967	4,060	1,838	909
Call minutes (million)	5,833	2,721	5,145	10,978	4,247	1,971

Long-distance calls traffic *1	FY 3/04				FY 3/05	
	1H	2H		Full year	1H	3Q
		3Q				
Call units (million)	5,376	2,651	5,204	10,580	*3 4,847	2,358
Call minutes (million)	8,632	4,166	8,088	16,720	7,317	3,476

International calls traffic *2	FY 3/04				FY 3/05	
	1H	2H		Full year	1H	3Q
		3Q				
Call units (million)	298	148	289	587	282	152
Outgoing	93	48	96	189	96	47
Incoming	150	78	150	300	139	73
Relayed	55	22	43	98	47	32
Call minutes (million)	1,440	694	1,352	2,792	1,352	740
Outgoing	472	238	478	950	476	241
Incoming	680	338	646	1,326	628	330
Relayed	288	118	228	516	248	169

*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.

*3 Long-distance calls traffic (call units) for 1H of FY 3/05 has been corrected from the figure disclosed before.