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# **Data Book**

## **The Interim Financial Result of FY 3/2008**

**October 19, 2007**

**KDDI Corporation**

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# The Interim Financial Result of FY 3/08

Unit: Millions of Yen

| Consolidated Statement               |                             | FY 3/07   |         |           |           |           | FY 3/08   |         |           |            |           |
|--------------------------------------|-----------------------------|-----------|---------|-----------|-----------|-----------|-----------|---------|-----------|------------|-----------|
|                                      |                             |           |         | 1H        | 2H        | Total     |           |         |           | Total      |           |
|                                      |                             | 1Q        | 2Q      |           |           |           | 1Q        | 2Q      | Progress  | (Forecast) |           |
| Operating revenues                   |                             | 798,401   | 806,434 | 1,604,835 | 1,730,425 | 3,335,260 | 844,084   | 890,182 | 1,734,266 | 49.6%      | 3,500,000 |
|                                      | Telecommunications business | 637,130   | 644,204 | 1,281,334 | 1,311,549 | 2,592,882 | 685,626   | 695,260 | 1,380,886 | 50.4%      | 2,739,000 |
|                                      | Other business              | 161,271   | 162,230 | 323,501   | 418,876   | 742,377   | 158,457   | 194,923 | 353,380   | 46.4%      | 761,000   |
| Operating income                     |                             | 121,934   | 107,527 | 229,461   | 115,239   | 344,701   | 140,904   | 108,703 | 249,607   | 64.0%      | 390,000   |
| Ordinary income                      |                             | 122,374   | 104,908 | 227,282   | 123,641   | 350,923   | 142,726   | 109,685 | 252,411   | 64.7%      | 390,000   |
| Extraordinary income (loss)          |                             | 0         | 103     | 103       | (41,952)  | (41,849)  | 0         | 209     | 209       | -          | 0         |
| Net income                           |                             | 75,646    | 60,385  | 136,031   | 50,716    | 186,747   | 82,492    | 63,247  | 145,739   | 66.2%      | 220,000   |
| Total assets *                       |                             | 2,467,456 | -       | 2,574,750 | -         | 2,803,240 | 2,753,013 | -       | 2,858,098 | -          | -         |
| Shareholders' equity                 |                             | 1,367,258 | -       | 1,432,130 | -         | 1,537,114 | 1,604,824 | -       | 1,670,789 | -          | -         |
| Shareholders' equity ratio           |                             | 54.7%     | -       | 54.9%     | -         | 54.1%     | 57.2%     | -       | 57.3%     | -          | -         |
| Shareholders' equity per share (Yen) |                             | 308,715   | -       | 323,013   | -         | 339,806   | 352,762   | -       | 367,230   | -          | -         |
| Free cash flows                      |                             | 47,972    | 152,639 | 200,611   | 95,874    | 296,485   | (60,496)  | 120,274 | 59,778    | -          | 2,000     |
| Depreciation                         |                             | 78,615    | 79,722  | 158,337   | 166,812   | 325,149   | 82,630    | 86,572  | 169,203   | 46.2%      | 366,000   |
| Capex (cash flow basis)              |                             | 74,951    | 101,288 | 176,239   | 262,224   | 438,463   | 88,776    | 101,853 | 190,629   | 38.1%      | 500,000   |
| EBITDA                               |                             | 201,733   | 190,413 | 392,146   | 299,553   | 691,699   | 225,300   | 199,424 | 424,724   | 55.2%      | 770,000   |
|                                      | EBITDA margin               | 25.3%     | 23.6%   | 24.4%     | 17.3%     | 20.7%     | 26.7%     | 22.4%   | 24.5%     | -          | 22.0%     |
| Interest bearing debt *              |                             | 709,865   | -       | 596,020   | -         | 620,471   | 617,796   | -       | 572,197   | -          | -         |
|                                      | Net debt *                  | 590,547   | -       | 436,985   | -         | 427,817   | 520,609   | -       | 400,677   | -          | -         |
| Debt / EBITDA Ratio                  |                             | -         | -       | -         | -         | 0.9       | -         | -       | -         | -          | -         |
| Debt / Equity Ratio                  |                             | 0.52      | -       | 0.42      | -         | 0.41      | 0.38      | -       | 0.34      | -          | -         |

\* These figures are as of the end of each financial year.

# The Interim Financial Result of FY 3/08

Unit: Millions of Yen

| Mobile Business             |                             | FY 3/07 |         |           |           |           | FY 3/08  |          |                     |       |           |
|-----------------------------|-----------------------------|---------|---------|-----------|-----------|-----------|----------|----------|---------------------|-------|-----------|
|                             |                             | 1H      |         | 2H        | Total     | 1H        |          |          | Total<br>(Forecast) |       |           |
|                             |                             | 1Q      | 2Q      |           |           | 1Q        | 2Q       | Progress |                     |       |           |
| Operating revenues          |                             | 639,768 | 643,605 | 1,283,373 | 1,394,072 | 2,677,445 | 674,832  | 706,350  | 1,381,183           | 50.0% | 2,763,000 |
|                             | Sales outside the group     | 634,501 | 638,479 | 1,272,980 | 1,389,570 | 2,662,550 | 672,505  | 703,214  | 1,375,718           | -     | -         |
|                             | Telecommunications business | 495,114 | 499,380 | 994,494   | 1,023,022 | 2,017,516 | 536,978  | 545,678  | 1,082,656           | -     | -         |
|                             | Other business              | 139,387 | 139,099 | 278,486   | 366,548   | 645,034   | 135,526  | 157,536  | 293,062             | -     | -         |
|                             | Sales within the group      | 5,266   | 5,126   | 10,393    | 4,502     | 14,895    | 2,328    | 3,137    | 5,464               | -     | -         |
| Operating income            |                             | 129,686 | 113,151 | 242,837   | 142,852   | 385,689   | 151,297  | 122,035  | 273,332             | 62.4% | 438,000   |
| Ordinary income             |                             | 130,046 | 114,535 | 244,581   | 148,939   | 393,520   | 153,186  | 123,541  | 276,727             | 62.5% | 443,000   |
| Extraordinary income (loss) |                             | 0       | (249)   | (249)     | (39,590)  | (39,838)  | 0        | 0        | 0                   | -     | 0         |
| Net income                  |                             | 77,911  | 66,884  | 144,795   | 64,663    | 209,458   | 88,182   | 71,851   | 160,033             | 63.3% | 253,000   |
| Free cash flows             |                             | 49,576  | 134,903 | 184,479   | 110,359   | 294,838   | (28,572) | 122,995  | 94,423              | -     | 126,000   |
| Depreciation                |                             | 46,636  | 46,975  | 93,611    | 106,432   | 200,044   | 54,786   | 55,651   | 110,437             | 47.2% | 234,000   |
| Capex (cash flow basis)     |                             | 51,376  | 70,454  | 121,830   | 207,034   | 328,864   | 60,964   | 80,157   | 141,122             | 38.1% | 370,000   |
| EBITDA                      |                             | 176,830 | 162,176 | 339,006   | 259,128   | 598,134   | 207,151  | 179,674  | 386,825             | 56.8% | 681,000   |
| EBITDA margin               |                             | 27.6%   | 25.2%   | 26.4%     | 18.6%     | 22.3%     | 30.7%    | 25.4%    | 28.0%               | -     | 24.6%     |

| Operating income<br>Details of Operating revenues |       | FY 3/07 |         |           |           |           | FY 3/08 |          |                     |        |           |
|---|-------|---------|---------|-----------|-----------|-----------|---------|----------|---------------------|--------|-----------|
|   |       | 1H      |         | 2H        | Total     | 1H        |         |          | Total<br>(Forecast) |        |           |
|   |       | 1Q      | 2Q      |           |           | 1Q        | 2Q      | Progress |                     |        |           |
|   | au    | 613,958 | 624,265 | 1,238,223 | 1,372,405 | 2,610,628 | 669,997 | 703,134  | 1,373,132           | 49.8%  | 2,756,000 |
|   | TU-KA | 25,809  | 19,341  | 45,150    | 21,667    | 66,817    | 4,835   | 3,216    | 8,051               | 115.0% | 7,000     |

# The Interim Financial Result of FY 3/08

Unit: Millions of Yen

| Fixed - line Business |                             | FY 3/07 |         |          |          |          | FY 3/08  |          |          |            |          |
|-----------------------|-----------------------------|---------|---------|----------|----------|----------|----------|----------|----------|------------|----------|
|                       |                             |         |         | 1H       | 2H       | Total    | 1H       |          |          | Total      |          |
|                       |                             | 1Q      | 2Q      |          |          |          | 1Q       | 2Q       | Progress | (Forecast) |          |
|                       | Operating revenues          | 178,781 | 183,635 | 362,416  | 351,934  | 714,350  | 176,534  | 178,055  | 354,590  | 48.4%      | 733,000  |
|                       | Sales outside the group     | 149,159 | 152,350 | 301,509  | 308,855  | 610,364  | 155,550  | 156,007  | 311,557  | -          | -        |
|                       | Telecommunications business | 135,472 | 137,798 | 273,270  | 275,405  | 548,675  | 141,288  | 141,146  | 282,433  | -          | -        |
|                       | Other business              | 13,687  | 14,552  | 28,239   | 33,451   | 61,690   | 14,263   | 14,861   | 29,124   | -          | -        |
|                       | Sales within the group      | 29,623  | 31,285  | 60,908   | 43,079   | 103,986  | 20,984   | 22,048   | 43,032   | -          | -        |
|                       | Operating income (loss)     | (9,903) | (6,848) | (16,751) | (32,286) | (49,036) | (13,064) | (16,418) | (29,481) | -          | (56,000) |
|                       | Ordinary income (loss)      | (9,723) | (7,566) | (17,288) | (29,872) | (47,160) | (12,843) | (16,625) | (29,468) | -          | (60,000) |
|                       | Extraordinary income (loss) | 0       | (3)     | (3)      | (43)     | (45)     | 0        | (95)     | (95)     | -          | 0        |
|                       | Net income (loss)           | (4,122) | (4,389) | (8,511)  | (14,938) | (23,448) | (7,437)  | (9,665)  | (17,103) | -          | (35,000) |
|                       | Free cash flows             | 3,033   | 15,748  | 18,781   | (12,478) | 6,303    | (8,476)  | (4,145)  | (12,621) | -          | (95,000) |
|                       | Depreciation                | 31,011  | 31,793  | 62,804   | 57,877   | 120,682  | 27,660   | 28,364   | 56,023   | 45.2%      | 124,000  |
|                       | Capex (cash flow basis)     | 18,392  | 26,000  | 44,392   | 43,655   | 88,047   | 24,520   | 18,977   | 43,497   | 37.2%      | 117,000  |
|                       | EBITDA                      | 21,752  | 26,045  | 47,797   | 33,093   | 80,890   | 15,278   | 14,032   | 29,310   | 40.2%      | 73,000   |
|                       | EBITDA margin               | 12.2%   | 14.2%   | 13.2%    | 9.4%     | 11.3%    | 8.7%     | 7.9%     | 8.3%     | -          | 10.0%    |

# The Interim Financial Result of FY 3/08

Unit: Millions of Yen

| Fixed - line Business<br>Details of Total operating revenues           | FY 3/07 |         |         |         |         | FY 3/08 |         |          |            |         |
|--|---------|---------|---------|---------|---------|---------|---------|----------|------------|---------|
|  |         |         | 1H      | 2H      | Total   | 1H      |         |          | (Forecast) |         |
|  | 1Q      | 2Q      |         |         |         | 1Q      | 2Q      | Progress |            |         |
| <b>Total operating revenues</b>  | 178,781 | 183,635 | 362,416 | 351,934 | 714,350 | 176,534 | 178,055 | 354,590  | 48.4%      | 733,000 |
| <b>Operating revenues of KDDI Corporation</b>                          | 136,026 | 139,726 | 275,752 | 280,293 | 556,045 | 143,353 | 143,401 | 286,754  | 48.7%      | 589,000 |
| <b>Voice Services</b>  | 74,137  | 76,817  | 150,954 | 152,098 | 303,052 | 76,034  | 75,501  | 151,535  | 48.3%      | 314,000 |
| Local call   | 8,398   | 8,435   | 16,833  | 16,265  | 33,097  | 7,812   | 7,561   | 15,373   | -          | -       |
| Long distance call   | 47,202  | 49,137  | 96,339  | 99,712  | 196,051 | 49,951  | 50,780  | 100,730  | -          | -       |
| International call   | 18,537  | 19,245  | 37,782  | 36,122  | 73,903  | 18,271  | 17,161  | 35,432   | -          | -       |
| <b>Data Services</b>   | 61,863  | 62,749  | 124,611 | 127,948 | 252,559 | 67,248  | 67,806  | 135,053  | 49.7%      | 272,000 |
| <b>Data Transmissions</b>  | 26,349  | 27,031  | 53,379  | 57,009  | 110,388 | 30,451  | 30,394  | 60,845   | 47.9%      | 127,000 |
| Internet * 1   | 24,973  | 25,765  | 50,738  | 54,861  | 105,600 | 29,555  | 29,569  | 59,124   | -          | -       |
| Frame relay, Cell relay and Other data transmission                    | 1,376   | 1,265   | 2,641   | 2,148   | 4,789   | 897     | 825     | 1,721    | -          | -       |
| Leased circuits  | 14,071  | 13,631  | 27,702  | 25,654  | 53,356  | 13,269  | 13,116  | 26,384   | 51.7%      | 51,000  |
| IP-VPN   | 8,360   | 8,374   | 16,734  | 16,747  | 33,481  | 8,398   | 8,631   | 17,029   | 51.6%      | 33,000  |
| Wide-area Ethernet   | 13,084  | 13,713  | 26,796  | 28,537  | 55,333  | 15,130  | 15,666  | 30,796   | 49.7%      | 62,000  |
| Telegraph and other telecommunications services                        | 27      | 160     | 187     | 247     | 434     | 71      | 94      | 166      | -          | -       |
| <b>Operating revenues of KNSL</b>                                      | 15,637  | 14,442  | 30,079  | 25,781  | 55,860  | 12,121  | 11,647  | 23,768   | 44.0%      | 54,000  |
| <b>Others * 2</b>  | 27,118  | 29,467  | 56,585  | 45,860  | 102,445 | 21,061  | 23,007  | 44,068   | 49.0%      | 90,000  |
| <b>Details : Metal-plus of KDDI Corporation (Voice+Data) * 3</b>       | 18,430  | 22,700  | 41,131  | 51,380  | 92,511  | 28,389  | 30,219  | 58,608   | -          | -       |
| <b>Details : HIKARI-one (FTTH) of KDDI Corporation (Voice+Data+TV)</b> | -       | -       | -       | -       | -       | 7,704   | 8,100   | 15,804   | -          | -       |

\*1 We add the internet revenues of Metal-plus (including ADSL one) and HIKARI-one on "Internet" and show the TV service of HIKARI-one (FTTH) in the "Other Business".

\*2 "Others" includes the revenues of other business of the KDDI parent company, sales within the KDDI parent company, other KNSL revenue, company revenue in the Fixed-line business and adjustments in the Fixed-line business.

\*3 Including ADS Lone

# The Interim Financial Result of FY 3/08

Unit: Millions of Yen

| Other Business |                             | FY 3/07 |        |        |        | FY 3/08 |        |          |            |       |         |
|----------------|-----------------------------|---------|--------|--------|--------|---------|--------|----------|------------|-------|---------|
|                |                             | 1H      |        | 2H     | Total  | 1H      |        |          | Total      |       |         |
|                |                             | 1Q      | 2Q     |        |        | 1Q      | 2Q     | Progress | (Forecast) |       |         |
|                | Operating revenues          | 25,512  | 26,566 | 52,078 | 56,625 | 108,704 | 28,061 | 43,297   | 71,358     | 45.7% | 156,000 |
|                | Sales outside the group     | 14,741  | 15,604 | 30,346 | 31,999 | 62,345  | 16,029 | 30,962   | 46,990     | -     | -       |
|                | Sales within the group      | 10,771  | 10,962 | 21,733 | 24,626 | 46,359  | 12,032 | 12,335   | 24,367     | -     | -       |
|                | Operating income (loss)     | 2,032   | 1,021  | 3,053  | 3,805  | 6,858   | 2,259  | 2,930    | 5,188      | 64.9% | 8,000   |
|                | Ordinary income (loss)      | 2,007   | 990    | 2,997  | 4,071  | 7,068   | 2,429  | 2,435    | 4,864      | 60.8% | 8,000   |
|                | Extraordinary income (loss) | 71      | (108)  | (37)   | (441)  | (478)   | (7)    | 41       | 34         | -     | 0       |
|                | Net income (loss)           | 1,351   | 580    | 1,931  | 1,640  | 3,571   | 1,861  | 275      | 2,137      | 71.2% | 3,000   |

# Business Details: Mobile

| Subscribers<br>(Thousand) |  | FY 3/07 |        |        |        |        | FY 3/08 |                      |        |
|---------------------------|--|---------|--------|--------|--------|--------|---------|----------------------|--------|
|                           |  | Jun-06  | Sep-06 | Dec-06 | Mar-07 | Jun-07 | Sep-07  | Mar-08<br>(Forecast) |        |
| KDDI Total                |  | 25,957  | 26,403 | 27,226 |        |        | 28,188  | 28,709               | 29,217 |
| au                        |  | 23,616  | 24,486 | 25,798 | 27,317 |        | 28,110  | 28,744               | 30,000 |
| CDMA 1X WIN               |  | 9,460   | 10,770 | 12,520 | 14,549 |        | 15,753  | 17,063               | 18,750 |
| CDMA 1X                   |  | 13,367  | 12,997 | 12,622 | 12,170 |        | 11,805  | 11,177               | -      |
| cdmaOne                   |  | 789     | 719    | 656    | 597    |        | 552     | 503                  | -      |
| TU-KA                     |  | 2,341   | 1,916  | 1,428  | 872    |        | 600     | 473                  | 0      |
| EZweb                     |  | 21,023  | 21,509 | 22,459 | 23,533 |        | 24,086  | 24,567               | 25,620 |
| au                        |  | 20,171  | 20,895 | 22,053 | 23,322 | 23,945 | 24,472  | 25,620               |        |
| TU-KA                     |  | 852     | 614    | 406    | 211    | 140    | 95      | 0                    |        |

| ARPU, MOU, Churn |                | FY 3/07 |       |       |       |       | FY 3/08 |       |                     |
|------------------|----------------|---------|-------|-------|-------|-------|---------|-------|---------------------|
|                  |                | 1Q      | 2Q    | 3Q    | 4Q    | Total | 1Q      | 2Q    | Total<br>(Forecast) |
| au               | ARPU (Yen)     | 6,810   | 6,700 | 6,600 | 6,380 | 6,610 | 6,430   | 6,400 | 6,150               |
|                  | Voice (Yen)    | 4,840   | 4,700 | 4,570 | 4,320 | 4,590 | 4,350   | 4,270 | 4,100               |
|                  | Data (Yen)     | 1,970   | 2,000 | 2,030 | 2,060 | 2,020 | 2,080   | 2,130 | 2,050               |
|                  | MOU (Minutes)  | 150     | 150   | 148   | 140   | 147   | 139     | 139   | 133                 |
|                  | Churn rate (%) | 1.04    | 0.95  | 1.00  | 1.07  | 1.02  | 0.97    | 1.03  | 1.04                |
| TU-KA            | ARPU (Yen)     | 3,380   | 3,050 | 2,790 | 2,120 | 2,960 | 2,170   | 1,900 | -                   |
|                  | MOU (Minutes)  | 78      | 68    | 61    | 50    | 67    | 44      | 39    | -                   |
|                  | Churn rate (%) | 5.7     | 6.4   | 9.2   | 15.1  | 8.2   | 11.8    | 7.6   | -                   |

## Business Details: Fixed - line (Part 1)

| Active Lines <sup>*1</sup>                 | FY 3/07 |       |       |       |       |
|--|---------|-------|-------|-------|-------|
|  | 1Q      | 2Q    | 3Q    | 4Q    | Total |
| Voice Domestic Active Line (Thousand)      | 5,203   | 4,883 | 4,576 | 4,272 | 4,734 |
| Voice International Active Line (Thousand) | 380     | 361   | 335   | 310   | 346   |

| FY 3/08 |       |                  |
|---------|-------|------------------|
| 1Q      | 2Q    | Total (Forecast) |
| 4,048   | 3,869 | -                |
| 286     | 272   | -                |

| ARPU for Fixed Line                            | FY 3/07 |       |       |       |       |
|--|---------|-------|-------|-------|-------|
|  | 1Q      | 2Q    | 3Q    | 4Q    | Total |
| Voice Domestic Active Line <sup>*1</sup> (Yen) | 1,410   | 1,410 | 1,430 | 1,360 | 1,400 |
| Voice Int'l Active Line <sup>*1</sup> (Yen)    | 3,370   | 3,620 | 3,480 | 3,610 | 3,520 |
| Metal-plus (Voice+Data) <sup>*2</sup> (Yen)    | 3,090   | 3,370 | 3,400 | 3,380 | 3,320 |
| HIKARI-one (FTTH) (Voice+Data+TV) (Yen)        | -       | -     | -     | -     | -     |
| au one net <sup>*3</sup> (Yen)                 | 2,190   | 2,320 | 2,320 | 2,350 | 2,290 |

| FY 3/08              |       |                  |
|----------------------|-------|------------------|
| 1Q                   | 2Q    | Total (Forecast) |
| 1,370                | 1,350 | -                |
| 3,840                | 3,490 | -                |
| 3,390                | 3,400 | -                |
| 4,600                | 4,600 | -                |
| <sup>* 4</sup> 2,340 | 2,380 | -                |

<sup>\* 1</sup> Does not include revenue from DDL direct lines, Metal-plus phone, HIKARI-one, FreeCall DX/S, DOD or other direct connections.

<sup>\* 2</sup> Including ADSL one(ADSL used over Metal-plus)

<sup>\* 3</sup> Does not include services such as DDL direct lines, Metal-plus phone, HIKARI-one, Super World Card or International mobile.

<sup>\* 4</sup> Correction as above vice ¥2,420 disclosed as of July 23

| Number of Subscribers to Fixed Line Services | FY 3/07 |        |        |        |  |
|--|---------|--------|--------|--------|--|
|  | Jun-06  | Sep-06 | Dec-06 | Mar-07 |  |
| Myline Registration <sup>*5</sup> (Thousand) | 6,780   | 6,410  | 6,080  | 5,790  |  |
| Local (Thousand)                             | 4,407   | 4,145  | 3,908  | 3,710  |  |
| In-prefecture Long Distance (Thousand)       | 5,446   | 5,144  | 4,866  | 4,630  |  |
| Out-prefecture Long Distance (Thousand)      | 6,055   | 5,731  | 5,429  | 5,167  |  |
| International (Thousand)                     | 6,473   | 6,130  | 5,807  | 5,530  |  |
| Metal Plus <sup>*2</sup> (Thousand)          | 2,223   | 2,441  | 2,607  | 2,813  |  |
| HIKARI-one (FTTH) (Thousand)                 | 181     | 192    | 216    | 592    |  |
| au one net (Thousand)                        | 2,829   | 2,785  | 2,751  | 2,725  |  |
| of which ADSL (Thousand)                     | 1,555   | 1,545  | 1,531  | 1,512  |  |
| KDDI Internet (Corporate use) (Thousand)     | 55      | 57     | 58     | 60     |  |
| IP-VPN <sup>*6</sup> (Thousand)              | 58      | 58     | 58     | 59     |  |
| Wide-area Ethernet <sup>*6</sup> (Thousand)  | 40      | 42     | 44     | 46     |  |

| FY 3/08 |        |                   |
|---------|--------|-------------------|
| Jun-07  | Sep-07 | Mar-08 (Forecast) |
| 5,520   | 5,280  | -                 |
| 3,528   | 3,381  | -                 |
| 4,412   | 4,226  | -                 |
| 4,931   | 4,722  | -                 |
| 5,271   | 5,050  | -                 |
| 3,010   | 3,172  | 3,200             |
| 635     | 668    | 900               |
| 2,702   | 2,671  | -                 |
| 1,495   | 1,471  | 1,500             |
| 61      | 62     | -                 |
| 61      | 65     | -                 |
| 47      | 49     | -                 |

<sup>\*5</sup> Each individual access circuit to the network is counted here.

<sup>\*6</sup> Each local access circuit to the network is counted here.



## Business Details: Fixed - line (Part 2)

| Local call traffic *1 | FY 3/07 |       |       |     |       | FY 3/08 |     |
|-----------------------|---------|-------|-------|-----|-------|---------|-----|
|                       | 1Q      | 2Q    | 3Q    | 4Q  | Total | 1Q      | 2Q  |
| Calls (million)       | 689     | 647   | 613   | 542 | 2,491 | 524     | 494 |
| Minutes (million)     | 1,286   | 1,161 | 1,083 | 971 | 4,501 | 931     | 860 |

| Long-distance calls traffic *1 | FY 3/07 |       |       |       |        | FY 3/08 |       |
|--------------------------------|---------|-------|-------|-------|--------|---------|-------|
|                                | 1Q      | 2Q    | 3Q    | 4Q    | Total  | 1Q      | 2Q    |
| Calls (million)                | 2,518   | 2,553 | 2,555 | 2,436 | 10,062 | 2,484   | 2,490 |
| Minutes (million)              | 2,764   | 2,621 | 2,521 | 2,289 | 10,194 | 2,271   | 2,217 |

| International call traffic *2 | FY 3/07 |     |     |     |       | FY 3/08 |     |
|-------------------------------|---------|-----|-----|-----|-------|---------|-----|
|                               | 1Q      | 2Q  | 3Q  | 4Q  | Total | 1Q      | 2Q  |
| Calls (million)               | 136     | 147 | 137 | 141 | 561   | 140     | 160 |
| Minutes (million)             | 704     | 767 | 735 | 763 | 2,970 | 760     | 886 |

\*1 Domestic (local and long-distance) call traffic figures include those for direct connections such as DDL direct line, Free Call DX/S and DOD.

( Does not include figures from Metal-plus phone, HIKARI-one, 050IP and other VoIPs )

\*2 International call traffic includes figures for services such as DDL direct lines, Super World Card and international calls made from mobile phones over the KDDI network.

( Does not include figures from Metal-plus phone and HIKARI-one)