

---

# **Data Book**

## **Financial Results of the Fiscal Year ended March 2009**

**April 23, 2009**

**KDDI Corporation**

---

# Financial Results of the Fiscal Year ended March 2009

Unit: Millions of Yen

Consolidated Statement		FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues		844,084	890,182	904,400	957,618	3,596,284	870,520	876,813	882,365	867,810	3,497,509	3,480,000
	Telecommunications business	685,626	695,260	689,261	679,750	2,749,897	685,209	692,854	687,172	655,440	2,720,675	2,650,000
	Other business	158,457	194,922	215,139	277,868	846,387	185,311	183,960	195,193	212,370	776,835	830,000
Operating income		140,904	108,702	121,365	29,480	400,452	124,374	138,508	143,849	36,477	443,207	470,000
Ordinary income		142,726	109,684	123,041	32,475	407,927	124,827	137,403	143,588	34,637	440,455	450,000
Extraordinary income (loss)		0	209	0	(28,930)	(28,721)	(352)	(525)	35,395	(80,110)	(45,592)	0
Net income		82,492	63,247	69,026	3,021	217,786	72,456	78,662	102,804	(31,186)	222,736	255,000
Total assets *1		2,753,013	2,858,098	2,853,745	-	2,879,275	3,004,530	3,220,041	3,398,174	-	3,429,133	-
Shareholders' equity *1		1,604,824	1,670,789	1,719,159	-	1,715,731	1,768,786	1,846,617	1,922,076	-	1,881,329	-
Shareholders' equity ratio *1		57.2%	57.3%	59.1%	-	58.5%	57.5%	56.1%	55.3%	-	53.7%	-
Shareholders' equity per share (Yen) *1		352,762	367,230	377,786	-	377,278	387,571	404,920	422,091	-	413,339	-
Free cash flows		(60,496)	120,274	34,789	(107,021)	(12,454)	(74,899)	68,806	(65,580)	8,433	(63,240)	67,000
Depreciation		82,630	86,572	88,513	93,553	351,269	94,310	100,780	107,269	132,265	434,623	472,000
Capex (cash flow basis) *2		88,776	101,853	127,711	198,662	517,002	129,982	136,133	152,883	156,075	575,072	540,000
EBITDA		225,300	199,424	215,193	129,291	769,209	223,388	244,146	255,323	181,174	904,030	960,000
EBITDA margin		26.7%	22.4%	23.8%	13.5%	21.4%	25.7%	27.8%	28.9%	20.9%	25.8%	27.6%
Interest bearing debt *1		617,796	572,197	508,680	-	571,945	722,765	783,351	828,142	-	874,951	-
Net debt *1		520,609	400,677	388,908	-	496,399	648,371	582,805	678,154	-	674,641	-
Debt / EBITDA Ratio		-	-	-	-	0.7	-	-	-	-	1.0	-
Debt / Equity Ratio		0.39	0.35	0.30	-	0.34	0.42	0.43	0.44	-	0.48	-

\*1 These figures are as of the end of each financial year.

\*2 Excludes ¥207,100M cost for buy-back of 4 buildings in the results of FY 3/09.

# Financial Results of the Fiscal Year ended March 2009

Unit: Millions of Yen

Mobile Business		FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	674,832	706,350	719,216	762,200	2,862,599	679,763	680,908	688,870	669,671	2,719,211	2,650,000
	Sales outside the group	672,505	703,214	716,404	759,557	2,851,679	676,963	678,121	685,773	667,148	2,708,005	-
	Telecommunications business	536,978	545,678	538,812	527,740	2,149,208	529,850	535,804	530,910	503,725	2,100,289	-
	Other business	135,526	157,536	177,592	231,817	702,471	147,113	142,317	154,863	163,423	607,716	-
	Sales within the group	2,328	3,137	2,812	2,643	10,920	2,800	2,787	3,097	2,523	11,206	-
	Operating income	151,297	122,035	138,031	43,681	455,044	139,155	148,768	154,669	58,869	501,461	510,000
	Ordinary income	153,186	123,541	140,510	46,251	463,488	141,260	150,611	157,045	60,210	509,126	515,000
	Extraordinary income (loss)	0	0	0	(8,030)	(8,030)	0	(33)	7,673	(43,513)	(35,874)	0
	Net income	88,182	71,851	82,382	24,057	266,472	82,780	88,798	96,074	5,469	273,120	302,000
	Free cash flows	(28,572)	122,995	59,560	(71,569)	82,414	(16,499)	72,379	87,136	36,952	179,968	158,000
	Depreciation	54,786	55,651	56,876	60,733	228,046	63,357	68,972	74,822	98,154	305,306	335,000
	Capex (cash flow basis)	60,964	80,157	95,621	154,982	391,725	95,996	108,221	115,250	112,665	432,132	397,000
	EBITDA	207,151	179,674	197,361	108,053	692,239	205,102	220,737	231,879	164,163	821,881	856,000
	EBITDA margin	30.7%	25.4%	27.4%	14.2%	24.2%	30.2%	32.4%	33.7%	24.5%	30.2%	32.3%

Details of Operating revenues		FY 3/08				
		1Q	2Q	3Q	4Q	Total
	au	669,997	703,134	717,204	761,354	2,851,691
	TU-KA	4,835	3,216	2,012	845	10,908

# Financial Results of the Fiscal Year ended March 2009

Unit: Millions of Yen

Fixed-line Business		FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	176,534	178,055	179,709	184,347	718,646	207,236	215,871	212,146	213,459	848,712	880,000
	Sales outside the group	155,550	156,007	156,640	161,450	629,647	187,524	191,782	189,056	190,952	759,314	-
	Telecommunications business	141,288	141,146	141,404	141,494	565,331	154,973	156,655	155,852	151,492	618,972	-
	Other business	14,263	14,861	15,236	19,956	64,316	32,550	35,127	33,204	39,460	140,341	-
	Sales within the group	20,984	22,048	23,069	22,897	88,999	19,713	24,089	23,090	22,507	89,399	-
	Operating income (loss)	(13,064)	(16,418)	(18,325)	(16,861)	(64,668)	(14,876)	(10,326)	(11,186)	(20,171)	(56,560)	(40,000)
	Ordinary income (loss)	(12,843)	(16,625)	(17,956)	(17,332)	(64,756)	(15,815)	(11,582)	(12,161)	(22,027)	(61,585)	(53,000)
	Extraordinary income (loss)	0	(95)	(575)	(18,557)	(19,227)	(599)	(1,087)	27,734	(30,939)	(4,891)	0
	Net income (loss)	(7,437)	(9,665)	(12,888)	(21,740)	(51,731)	(9,829)	(8,882)	8,072	(32,433)	(43,072)	(32,000)
	Free cash flows	(8,476)	(4,145)	(13,995)	(27,280)	(53,897)	(53,063)	(4,513)	49,149	(32,317)	(40,744)	(78,000)
	Depreciation	27,660	28,364	28,924	30,073	115,021	30,533	31,578	32,108	33,636	127,855	135,000
	Capex (cash flow basis)	24,520	18,977	27,120	39,032	109,649	32,924	27,654	37,137	42,882	140,598	140,000
	EBITDA	15,278	14,032	13,426	15,392	58,129	17,764	23,109	22,731	18,696	82,301	102,000
	EBITDA margin	8.7%	7.9%	7.5%	8.3%	8.1%	8.6%	10.7%	10.7%	8.8%	9.7%	11.6%

# Financial Results of the Fiscal Year ended March 2009

Unit: Millions of Yen

Fixed-line Business Details of total operating revenues	FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Total operating revenues	176,534	178,055	179,709	184,347	718,646	207,236	215,871	212,146	213,459	848,712	880,000
Telecommunications Business of KDDI Corporation	143,353	143,401	144,348	144,094	575,195	141,350	142,041	140,544	137,135	561,070	561,000
Voice Services	76,034	75,501	75,997	75,899	303,431	73,534	73,571	71,091	66,805	285,000	272,000
Local call	7,812	7,561	7,405	7,079	29,857	6,782	6,444	6,141	5,625	24,993	-
Long distance call	49,951	50,780	51,531	51,673	203,934	49,740	49,155	48,347	45,904	193,146	-
International call	18,271	17,161	17,061	17,146	69,640	17,012	17,972	16,603	15,275	66,861	-
Data Services	67,248	67,806	68,244	68,091	271,389	67,749	68,307	69,410	70,170	275,637	289,000
Data Transmissions	30,451	30,394	30,253	29,819	120,917	29,154	28,839	29,442	30,327	117,761	129,000
Internet * 1	29,555	29,569	29,473	29,137	117,734	28,594	28,390	29,159	30,142	116,286	-
Frame relay, Cell relay and Other data transmission	897	825	780	682	3,183	560	449	283	184	1,476	-
Leased circuits	13,269	13,116	12,880	12,650	51,915	11,896	12,182	12,012	11,621	47,711	43,000
IP-VPN	8,398	8,631	8,510	9,104	34,643	9,215	9,174	9,178	9,145	36,712	37,000
Wide-area Ethernet	15,130	15,666	16,601	16,518	63,914	17,484	18,112	18,779	19,078	73,452	80,000
Telegraph and other telecommunications services	71	94	106	104	376	67	162	43	161	433	-
Telecommunications Business of KNSL	12,121	11,647	7,979	55	31,802	* 4 -	-	-	-	-	-
JCN Group	-	-	-	-	-	13,783	14,227	14,375	15,440	57,825	74,000
CTC	-	-	-	-	-	9,163	9,604	9,939	10,511	39,217	46,000
Others * 2	21,061	23,007	27,382	40,198	111,649	42,940	50,000	47,288	50,373	190,601	199,000
Details : Metal-plus (Voice+Data) * 3	28,389	30,219	31,920	32,323	122,851	33,683	33,184	32,663	31,162	130,692	-
Details : FTTH (Data+Voice+TV)	8,480	8,998	9,417	9,713	36,609	12,151	13,100	14,233	15,209	54,693	-

\*1 The internet revenues of Metal-plus (including ADSL one) and FTTH is included in "Internet". TV service of FTTH is included in "Other Business".

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

\*3 Including ADSL one.

\*4 Amount of Telecommunications Business of KNSL is included in "Others" from the 1st Quarter of FY 3/09.

# Financial Results of the Fiscal Year ended March 2009

Unit: Millions of Yen

Other Business		FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	28,061	43,297	44,456	51,345	167,159	15,289	17,020	18,782	21,687	72,777	100,000
	Sales outside the group	16,029	30,962	31,356	36,611	114,958	6,034	6,911	7,536	9,711	30,191	-
	Sales within the group	12,032	12,335	13,100	14,734	52,201	9,255	10,109	11,246	11,976	42,586	-
	Operating income (loss)	2,259	2,930	1,426	2,400	9,014	(193)	(287)	396	(2,392)	(2,476)	3,000
	Ordinary income (loss)	2,429	2,435	1,800	2,223	8,887	(137)	(396)	310	(2,141)	(2,365)	3,000
	Extraordinary income (loss)	(7)	41	13	(3,047)	(3,000)	(26)	(8)	(15)	(2,436)	(2,486)	0
	Net income (loss)	1,861	275	368	(1,257)	1,247	(178)	(375)	224	(3,213)	(3,543)	2,000

# Business Details: Mobile

Subscribers (Thousand)		FY 3/08					FY 3/09					FY 3/10 Mar-10 (Forecast)
		Jun-07	Sep-07	Dec-07		Mar-08	Jun-08	Sep-08	Dec-08		Mar-09	
KDDI Total		28,709	29,217	29,555			30,339	30,305	30,452		30,550	
au		28,110	28,744	29,196	30,105		30,305	30,452	30,550	30,843	31,600	
CDMA 1X WIN		15,753	17,063	18,126	19,695		20,473	21,096	21,799	22,722	26,700	
CDMA 1X		11,805	11,177	10,613	9,993		9,444	8,980	8,405	7,805	-	
cdmaOne		552	503	456	417		389	375	347	316	-	
TU-KA		600	473	359	234		0	0	0	0	-	
EZweb		24,086	24,567	24,891	25,512	25,704	25,834	25,913	26,190	26,700		
au		23,945	24,472	24,841	25,505	25,704	25,834	25,913	26,190	26,700		
TU-KA		140	95	50	8	0	0	0	0	-		

ARPU, MOU, Churn		FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
au	ARPU (Yen)	6,430	6,400	6,230	5,990	6,260	5,900	5,940	5,870	5,500	5,800	5,420
	Voice (Yen)	4,350	4,270	4,090	3,820	4,130	3,710	3,730	3,650	3,280	3,590	3,170
	Data (Yen)	2,080	2,130	2,140	2,170	2,130	2,190	2,210	2,220	2,220	2,210	2,250
	MOU (Minutes)	139	139	137	132	137	136	139	140	135	138	136
	Churn rate (%)	0.97	1.03	0.89	0.90	0.95	0.87	0.75	0.65	0.77	0.76	0.55
TU-KA	ARPU (Yen)	2,170	1,900	1,520	810	1,750	-	-	-	-	-	-
	MOU (Minutes)	44	39	30	14	35	-	-	-	-	-	-
	Churn rate (%)	11.8	7.6	8.7	13.2	10.2	-	-	-	-	-	-

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

Active Lines *1	FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Voice Domestic Active Line (Thousand)	4,048	3,869	3,538	3,454	3,727	3,294	3,164	3,008	2,830	3,074	-
Voice International Active Line (Thousand)	286	272	251	231	260	214	200	186	170	192	-

ARPU for Active Lines *1	FY 3/08					FY 3/09					FY 3/10 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Voice Domestic Active Line (Yen)	1,370	1,350	1,420	1,470	1,400	1,340	1,320	1,310	1,230	1,300	-
Voice Int'l Active Line (Yen)	3,840	3,490	3,850	3,900	3,760	3,870	4,320	3,800	3,920	3,980	-

\* 1 Does not include figures of Metal-plus, FTTH, 050-prefix IP phone, etc.

Number of Subscribers to Fixed Line Services	FY 3/08					FY 3/09					FY 3/10 Mar-10 (Forecast)
	Jun-07	Sep-07	Dec-07		Mar-08	Jun-08	Sep-08	Dec-08		Mar-09	
Myline Registration *2 (Thousand)	5,520	5,280	5,050			4,850	4,650	4,460		4,270	
Local (Thousand)	3,528	3,381	3,232	3,106		2,984	2,866	2,743	2,630	-	
In-prefecture Long Distance (Thousand)	4,412	4,226	4,042	3,882		3,728	3,573	3,417	3,275	-	
Out-prefecture Long Distance (Thousand)	4,931	4,722	4,504	4,323		4,148	3,976	3,802	3,638	-	
International (Thousand)	5,271	5,050	4,821	4,628		4,443	4,262	4,079	3,901	-	
KDDI Internet (Corporate use) (Thousand)	61	62	64	65		65	65	66	68	-	
IP-VPN (Thousand)	61	65	68	70		68	69	71	72	-	
Wide-area Ethernet (Thousand)	47	49	51	53		53	55	57	59	-	

au one net (Thousand)	2,702	2,671	2,626		2,590	2,504	2,407	2,373		2,337	-
of which ADSL (Thousand)	1,495	1,471	1,437		1,396	1,347	1,303	1,265		1,224	1,080
FTTH (Thousand)	635	668	698		710	916	967	1,025		1,099	1,520
Metal Plus *3 (Thousand)	3,010	3,172	3,271		3,279	3,269	3,251	3,201		3,130	2,850
Cable-plus phone (Thousand)	-	-	-		286	355	429	517		604	1,020
CATV *4 (Thousand)	-	-	-		667	683	697	712		722	920
Fixed access lines *5 (Thousand)	-	-	-		4,827	5,082	5,178	5,265		5,342	5,950

\* 2 Each individual access circuit to the network is counted here.

\* 3 Includes ADSL one.(ADSL used over Metal-plus)

\* 4 Cable TV subs includes number of households with at least one contract via broadcasting, Internet, or telephone.

\* 5 Fixed Access Lines is total of FTTH, direct-revenue telephone (Metal-plus, Cable-plus) and Cable TV, counting multiple lines as one access line.



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

ARPU for Fixed Line	FY 3/08				
	1Q	2Q	3Q	4Q	Total
au one net (Yen)	2,340	2,380	2,400	2,430	2,390
FTTH (Data+Voice+TV) (Yen)	4,600	4,600	4,590	4,590	4,600
Metal-plus (Voice+Data) *1 (Yen)	3,390	3,400	3,430	3,440	3,420

FY 3/09				
1Q	2Q	3Q	4Q	Total
2,430	2,500	2,580	2,630	2,530
4,560	4,630	4,770	4,770	4,690
3,430	3,390	3,370	3,280	3,370

\* 1 Including ADSL one.(ADSL used over Metal-plus)

Local call traffic *2	FY 3/08				
	1Q	2Q	3Q	4Q	Total
Calls (million)	524	494	486	443	1,947
Minutes (million)	931	860	831	769	3,391

FY 3/09				
1Q	2Q	3Q	4Q	Total
431	369	399	361	1,560
742	704	667	616	2,729

Long-distance calls traffic *2	FY 3/08				
	1Q	2Q	3Q	4Q	Total
Calls (million)	2,484	2,490	2,287	1,739	9,000
Minutes (million)	2,271	2,217	2,135	1,966	8,589

FY 3/09				
1Q	2Q	3Q	4Q	Total
1,276	1,243	1,162	1,028	4,708
1,878	1,805	1,709	1,584	6,975

International call traffic *3	FY 3/08				
	1Q	2Q	3Q	4Q	Total
Calls (million)	140	160	198	195	693
Minutes (million)	760	886	870	890	3,406

FY 3/09				
1Q	2Q	3Q	4Q	Total
212	209	209	195	825
975	997	936	888	3,797

\* 2 Domestic (local and long-distance) call traffic figures include those for direct connections such as DDL direct line, Free Call DX/S and DOD.

\* 3 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 FTTH)