
Data Book

Financial Results for the 1st Half of FY 2011.3

October 22, 2010

KDDI Corporation

Financial Results for the 1st Half of FY 2011.3

Unit: Millions of Yen

Consolidated Statement		FY 2010.3						FY 2011.3					
		1H		2H		Total	1H			Total (Forecast)			
		1Q	2Q	3Q	4Q		1Q	2Q	Progress				
Operating revenues		853,730	869,357	1,723,087	862,221	856,840	1,719,060	3,442,147	866,019	852,418	1,718,437	50.0%	3,440,000
Telecommunications business		665,734	665,217	1,330,951	656,251	618,964	1,275,214	2,606,165	637,381	637,981	1,275,362	50.0%	2,550,000
Other business		187,996	204,140	392,136	205,970	237,876	443,846	835,982	228,639	214,437	443,075	49.8%	890,000
Operating income		141,826	109,156	250,983	125,830	67,050	192,879	443,862	129,297	118,558	247,855	55.7%	445,000
Ordinary income		138,447	103,064	241,511	121,315	60,044	181,359	422,870	122,580	111,462	234,042	55.7%	420,000
Extraordinary income (loss)		5,626	34	5,661	(2,055)	(57,850)	(59,905)	(54,244)	5,556	(180)	5,376	-	5,000
Net income		86,417	58,875	145,292	67,353	118	67,472	212,764	71,921	65,053	136,975	57.1%	240,000
Total assets	* 1	3,365,197	-	3,420,390	3,514,038	-	-	3,819,537	3,749,352	-	3,801,770	-	-
Shareholders' equity	* 1	1,950,710	-	2,013,603	2,067,867	-	-	2,078,451	2,119,433	-	2,182,097	-	-
Shareholders' equity ratio	* 1	56.7%	-	57.6%	57.2%	-	-	52.8%	54.9%	-	55.7%	-	-
Shareholders' equity per share (Yen)	* 1	428,683	-	442,416	451,523	-	-	453,003	461,831	-	475,514	-	-
Free cash flows		(76,530)	126,076	49,547	82,116	(316,112)	(233,997)	(184,450)	(1,210)	138,146	136,936	-	230,000
Depreciation		108,435	113,543	221,977	117,443	121,519	238,963	460,940	106,113	110,335	216,448	47.6%	455,000
Capex (cash flow basis)		135,157	117,353	252,509	128,054	137,470	265,525	518,034	110,392	105,350	215,742	44.0%	490,000
EBITDA		252,326	226,774	479,099	250,416	197,738	448,154	927,253	236,636	230,788	467,424	51.4%	910,000
EBITDA margin		29.6%	26.1%	27.8%	29.0%	23.1%	26.1%	26.9%	27.3%	27.1%	27.2%	-	26.5%
Interest bearing debt	* 1	899,428	-	834,070	833,833	-	-	1,096,778	1,075,226	-	1,034,795	-	-
Net debt	* 1	780,628	-	657,508	608,033	-	-	931,301	963,309	-	827,509	-	-
Debt / EBITDA Ratio		-	-	-	-	-	-	1.2	-	-	-	-	-
Debt / Equity Ratio		0.47	-	0.42	0.41	-	-	0.54	0.52	-	0.49	-	-

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

Financial Results for the 1st Half of FY 2011.3

Unit: Millions of Yen

Mobile Business		FY 2010.3							FY 2011.3				
		1H			2H		Total	1H			Total (Forecast)		
		1Q	2Q	3Q		4Q		1Q	2Q	Progress			
Operating revenues		663,182	674,693	1,337,875	663,505	648,756	1,312,260	2,650,135	663,711	641,445	1,305,156	51.3%	2,545,000
Sales outside the group		660,034	671,220	1,331,254	659,966	646,586	1,306,552	2,637,806	661,208	638,721	1,299,929	-	-
Telecommunications business		514,542	515,942	1,030,484	505,487	468,950	974,437	2,004,921	486,762	483,059	969,821	-	-
Other business		145,492	155,279	300,770	154,479	177,636	332,116	632,886	174,446	155,662	330,109	-	-
Sales within the group		3,148	3,472	6,621	3,539	2,170	5,708	12,329	2,503	2,723	5,226	-	-
Operating income		152,545	119,490	272,034	135,877	75,831	211,708	483,742	133,323	114,342	247,665	57.6%	430,000
Ordinary income		154,799	120,629	275,428	138,225	76,938	215,162	490,590	131,628	111,954	243,582	58.7%	415,000
Extraordinary income (loss)		1,839	110	1,949	(49)	(52)	(101)	1,848	5	(108)	(103)	-	0
Net income		95,886	70,922	166,807	80,618	45,750	126,368	293,175	75,058	65,805	140,863	59.9%	235,000
Free cash flows		(25,230)	140,461	115,231	84,992	76,270	161,262	276,493	18,148	119,444	137,592	-	235,000
Depreciation		76,102	80,100	156,202	84,181	87,602	171,783	327,985	75,668	79,139	154,807	47.2%	328,000
Capex (cash flow basis)		100,367	85,982	186,350	94,223	96,233	190,456	376,806	79,283	82,223	161,506	44.9%	360,000
EBITDA		230,145	202,373	432,517	224,951	169,366	394,317	826,834	209,813	194,803	404,617	52.9%	765,000
EBITDA margin		34.7%	30.0%	32.3%	33.9%	26.1%	30.0%	31.2%	31.6%	30.4%	31.0%	-	30.1%

Financial Results for the 1st Half of FY 2011.3

Unit: Millions of Yen

Fixed-line Business		FY 2010.3						FY 2011.3					
		1H		2H		Total	1H			Total (Forecast)			
		1Q	2Q	3Q	4Q		1Q	2Q	Progress				
Operating revenues		207,168	207,686	414,853	208,906	215,419	424,325	839,178	214,108	224,376	438,484	46.6%	940,000
	Sales outside the group	185,954	185,816	371,770	187,711	191,714	379,426	751,196	192,318	201,290	393,608	-	-
	Telecommunications business	150,901	148,993	299,893	150,489	149,753	300,242	600,135	150,356	154,672	305,028	-	-
	Other business	35,053	36,824	71,877	37,222	41,961	79,183	151,060	41,961	46,618	88,579	-	-
	Sales within the group	21,214	21,869	43,083	21,194	23,705	44,899	87,982	21,790	23,086	44,877	-	-
	Operating income (loss)	(10,718)	(11,600)	(22,318)	(12,474)	(9,426)	(21,899)	(44,217)	(5,376)	1,707	(3,669)	-	10,000
	Ordinary income (loss)	(13,018)	(16,207)	(29,225)	(15,172)	(12,376)	(27,548)	(56,773)	(8,347)	(2,360)	(10,707)	-	0
	Extraordinary income (loss)	3,272	(209)	3,062	(2,674)	(56,394)	(59,068)	(56,006)	5,757	(146)	5,611	-	5,000
	Net income (loss)	(6,421)	(10,311)	(16,732)	(11,188)	(40,464)	(51,651)	(68,383)	(2,087)	(2,254)	(4,342)	-	0
	Free cash flows	(36,660)	(14,735)	(51,394)	6,043	(30,322)	(24,279)	(75,673)	(19,381)	20,562	1,181	-	0
	Depreciation	32,041	33,125	65,166	32,916	33,672	66,588	131,754	30,293	31,039	61,332	48.3%	127,000
	Capex (cash flow basis)	34,248	30,856	65,104	33,180	40,378	73,558	138,662	30,708	22,584	53,292	42.0%	127,000
	EBITDA	21,888	22,766	44,654	22,681	27,334	50,015	94,669	25,313	33,289	58,602	41.9%	140,000
	EBITDA margin	10.6%	11.0%	10.8%	10.9%	12.7%	11.8%	11.3%	11.8%	14.8%	13.4%	-	14.9%

Financial Results for the 1st Half of FY 2011.3

Unit: Millions of Yen

Fixed-line Business Details of total operating revenues	FY 2010.3							FY 2011.3				
	1H		2H		Total	1H			Total (Forecast)			
	1Q	2Q	3Q	4Q		1Q	2Q	Progress				
Total operating revenues	207,168	207,686	414,853	208,906	215,419	424,325	839,178	214,108	224,376	438,484	46.6%	940,000
Telecommunications Business of KDDI	136,553	134,003	270,556	133,987	132,583	266,570	537,126	130,397	130,872	261,270	47.7%	548,000
Voice Services	67,821	65,595	133,416	65,250	64,000	129,250	262,666	62,914	63,590	126,504	47.9%	264,000
Local call	5,466	5,283	10,749	5,148	4,777	9,925	20,674	4,669	4,528	9,197	-	-
Long distance call	47,240	46,048	93,289	44,883	44,837	89,719	183,008	44,312	45,083	89,395	-	-
International call	15,115	14,263	29,379	15,219	14,386	29,605	58,984	13,934	13,978	27,912	-	-
Data Services	68,732	68,408	137,139	68,737	68,583	137,321	274,460	67,483	67,283	134,766	47.5%	284,000
Internet	29,899	29,769	59,668	30,609	30,887	61,496	121,164	31,007	31,360	62,368	45.5%	137,000
Wide-area Ethernet	19,147	19,161	38,308	19,164	19,266	38,430	76,738	19,300	19,386	38,686	48.4%	80,000
Leased circuits	10,600	10,517	21,117	10,136	9,800	19,937	41,054	8,924	8,708	17,632	47.7%	37,000
IP-VPN	8,922	8,720	17,643	8,681	8,395	17,076	34,719	8,077	7,688	15,765	52.6%	30,000
Other Data Services * 1	163	240	403	148	235	383	786	175	140	316	-	-
JCN Group	18,157	18,455	36,612	19,014	20,131	39,145	75,757	20,774	22,411	43,185	50.8%	85,000
CTC	10,645	11,313	21,958	12,010	12,574	24,584	46,542	12,740	13,264	26,004	48.2%	54,000
Other Fixed-line Business * 2	41,813	43,915	85,727	43,895	50,131	94,026	179,753	50,197	57,829	108,025	42.7%	253,000
Details : Metal-plus	30,863	30,217	61,080	29,499	28,421	57,920	119,000	27,332	26,552	53,883	-	-
Voice Services	24,056	23,554	47,610	23,035	22,193	45,229	92,839	21,412	20,879	42,292	-	-
Data Services	5,251	5,147	10,398	4,997	4,816	9,813	20,211	4,581	4,385	8,966	-	-
Non-Telecommunications Business Services	1,556	1,516	3,072	1,466	1,412	2,878	5,950	1,339	1,287	2,626	-	-
Details : FTTH	17,843	18,582	36,425	20,217	21,333	41,550	77,975	22,704	23,916	46,621	-	-
Voice Services of KDDI Corporation	2,043	2,316	4,359	2,609	2,828	5,436	9,795	3,059	3,346	6,405	-	-
Data Services of KDDI Corporation	11,714	11,786	23,499	12,690	13,186	25,876	49,375	13,842	14,323	28,165	-	-
Non-Telecommunications Business Services of KDDI +CTC+OCT+OTNet	4,087	4,480	8,567	4,918	5,319	10,237	18,804	5,803	6,247	12,050	-	-
Cable-plus phone	4,161	4,731	8,892	5,267	5,598	10,865	19,757	6,162	6,937	13,099	-	-

*1 Includes Frame relay, Cell relay and Telegraph.

*2 Includes non-telecommunications business services of the KDDI parent company, inter-segment sales within the KDDI parent company, other Fixed-line Business subsidiaries except JCN and CTC and adjustments.

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Unit: Millions of Yen

Other Business		FY 2010.3						FY 2011.3					
		1H		2H		Total	1H			Total (Forecast)			
		1Q	2Q	3Q	4Q		1Q	2Q	Progress				
Operating revenues		19,064	23,619	42,682	32,411	37,154	69,565	112,247	28,716	28,763	57,478	50.0%	115,000
	Sales outside the group	7,742	12,320	20,063	14,543	18,540	33,082	53,145	12,494	12,407	24,900	-	-
	Sales within the group	11,321	11,298	22,620	17,868	18,614	36,482	59,102	16,222	16,356	32,578	-	-
	Operating income (loss)	(48)	979	931	2,170	405	2,575	3,506	1,179	2,424	3,603	72.1%	5,000
	Ordinary income (loss)	(62)	895	833	2,159	364	2,523	3,356	1,210	1,454	2,664	53.3%	5,000
	Extraordinary income (loss)	(6)	(59)	(65)	(27)	(347)	(374)	(439)	0	(177)	(177)	-	0
	Net income (loss)	(313)	454	141	1,203	(109)	1,093	1,234	349	880	1,229	41.0%	3,000

Business Details: Mobile

Subscriptions (Thousand)	FY 2010.3					FY 2011.3		
	Jun-09	Sep-09	Dec-09		Mar-10	Jun-10	Sep-10	Mar-11 (Forecast)
au	30,996	31,233	31,393			31,872	32,091	32,291
CDMA 1X WIN	23,440	24,391	25,149		26,174	27,147	27,989	29,900
CDMA 1X	7,257	6,558	5,974		5,451	4,734	4,116	-
cdmaOne	299	284	271		247	211	186	-
UQ WiMAX	-	22	64		150	214	337	800
au + UQ WiMAX	30,996	31,255	31,457		32,022	32,305	32,628	33,600
EZweb / IS NET	26,319	26,510	26,597		26,974	27,118	27,165	27,470

		FY 2010.3					FY 2011.3		
		1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
ARPU	(Yen)	5,600	5,600	5,470	5,000	5,410	5,160	5,100	5,010
Voice	(Yen)	3,350	3,330	3,210	2,730	3,150	2,860	2,790	2,690
Data	(Yen)	2,250	2,270	2,260	2,270	2,260	2,300	2,310	2,320
MOU	(minutes)	138	142	150	148	144	152	154	150
Churn rate	(%)	0.64	0.72	0.67	0.85	0.72	0.75	0.73	0.69
Number of units sold * 1	(Thousand)	2,210	2,560	2,330	3,100	10,200	2,810	2,830	10,600
Number of units shipped * 2	(Thousand)	2,170	2,360	2,590	3,100	10,210	2,960	2,560	10,210

*1 Number of units sold to users.(new+upgrade)

*2 Number of units shipped to retailers from KDDI.

Business Details: Fixed - line

Subscriptions	FY 2010.3					FY 2011.3		
	Jun-09	Sep-09	Dec-09	Mar-10	Jun-10	Sep-10	Mar-11 (Forecast)	
ADSL (Thousand)	1,181	1,135	1,087	1,031	982	932	840	
FTTH (Thousand)	1,211	1,319	1,426	1,513	1,637	1,741	2,040	
Metal-plus (Thousand)	3,065	3,000	2,927	2,852	2,775	2,702	2,570	
Cable-plus phone (Thousand)	697	778	871	960	1,062	1,152	1,280	
CATV * 1 (Thousand)	882	896	913	972	1,019	1,042	1,040	
Fixed access lines * 2 (Thousand)	5,587	5,700	5,813	5,944	6,109	6,220	6,480	
Myline Registration * 3 (Thousand)	3,890	3,750	3,560	3,440	3,320	3,220	-	
Local (Thousand)	2,517	2,436	2,318	2,250	2,189	2,138	-	
In-prefecture Long Distance (Thousand)	3,125	3,018	2,867	2,770	2,679	2,605	-	
Out-prefecture Long Distance (Thousand)	3,461	3,339	3,174	3,060	2,955	2,868	-	
International (Thousand)	3,708	3,577	3,405	3,285	3,173	3,078	-	
Voice Domestic Active Line * 4 (Thousand)	2,700	2,593	2,480	2,334	2,247	2,188	-	
Voice International Active Line * 4 (Thousand)	158	149	141	133	125	119	-	
KDDI Internet (Corporate use) (Thousand)	70	72	74	90	78	80	-	
IP-VPN (Thousand)	73	74	74	73	74	74	-	
Wide-area Ethernet (Thousand)	59	60	60	59	64	67	-	

ARPU for Fixed-line	FY 2010.3					FY 2011.3		
	1Q	2Q	3Q	4Q	Total	1Q	2Q	Total (Forecast)
FTTH (Yen)	4,560	4,410	4,480	4,420	4,460	4,340	4,310	-
Metal-plus (Yen)	3,310	3,310	3,300	3,260	3,300	3,220	3,220	-
Voice Domestic Active Line * 4 (Yen)	1,310	1,240	1,150	1,190	1,230	1,180	1,180	-
Voice International Active Line * 4 (Yen)	3,940	3,700	3,930	4,250	3,940	3,820	4,260	-

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

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

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

* 4 Excludes figures of Metal-plus, FTTH, 050-prefix IP phone, etc and lines with which no calls made.