
Data Book

Financial Results of the Fiscal Year ended March 2011

April 25, 2011

KDDI Corporation

Financial Results of the Fiscal Year ended March 2011

Unit: Millions of Yen

Consolidated Statement		FY 2010.3					FY 2011.3					FY 2012.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues		853,730	869,357	862,221	856,840	3,442,147	866,019	852,418	853,419	862,690	3,434,546	3,460,000
	Telecommunications business	665,734	665,217	656,251	618,964	2,606,165	637,381	637,981	623,131	590,910	2,489,403	2,380,000
	Other business	187,996	204,140	205,970	237,876	835,982	228,639	214,437	230,288	271,780	945,143	1,080,000
Operating income		141,826	109,156	125,830	67,050	443,862	129,297	118,558	124,195	99,861	471,912	475,000
Ordinary income		138,447	103,064	121,315	60,044	422,870	122,580	111,462	115,631	91,004	440,677	450,000
Extraordinary income (loss)		5,626	34	(2,055)	(57,850)	(54,244)	5,556	(180)	554	(101,347)	(95,417)	0
Net income		86,417	58,875	67,353	118	212,764	71,921	65,053	65,667	52,481	255,122	250,000
Comprehensive income		-	-	-	-	-	-	-	-	-	250,830	-
Total assets	* 1	3,365,197	3,420,390	3,514,038	-	3,819,537	3,749,352	3,801,770	3,741,568	-	3,778,918	-
Shareholders' equity	* 1	1,950,710	2,013,603	2,067,867	-	2,078,451	2,119,433	2,182,097	2,126,689	-	2,171,839	-
Shareholders' equity ratio	* 1	56.7%	57.6%	57.2%	-	52.8%	54.9%	55.7%	55.1%	-	55.7%	-
Shareholders' equity per share (Yen)	* 1	428,683	442,416	451,523	-	453,003	461,831	475,514	482,832	-	495,386	-
Free cash flows		(76,530)	126,076	82,116	(316,112)	(184,450)	(1,210)	138,146	84,609	55,263	276,808	330,000
Depreciation		108,435	113,543	117,443	121,519	460,940	106,113	110,335	114,495	118,375	449,318	437,000
Capex (cash flow basis)		135,157	117,353	128,054	137,470	518,034	110,392	105,350	103,507	124,428	443,677	460,000
EBITDA		252,326	226,774	250,416	197,738	927,253	236,636	230,788	242,715	226,558	936,315	923,000
	EBITDA margin	29.6%	26.1%	29.0%	23.1%	26.9%	27.3%	27.1%	28.4%	26.3%	27.3%	26.7%
Interest bearing debt	* 1	899,428	834,070	833,833	-	1,096,778	1,075,226	1,034,795	988,211	-	979,630	-
	Net debt	780,628	657,508	608,033	-	931,301	963,309	827,509	873,918	-	819,760	-
Debt / EBITDA Ratio		-	-	-	-	1.2	-	-	-	-	1.0	-
Debt / Equity Ratio		0.47	0.42	0.41	-	0.54	0.52	0.49	0.48	-	0.47	-

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

Financial Results of the Fiscal Year ended March 2011

Unit: Millions of Yen

Mobile Business		FY 2010.3					FY 2011.3					FY 2012.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	663,182	674,693	663,505	648,756	2,650,135	663,711	641,445	647,172	638,397	2,590,725	2,600,000
	Sales outside the group	660,034	671,220	659,966	646,586	2,637,806	661,208	638,721	644,426	638,010	2,582,366	-
	Telecommunications business	514,542	515,942	505,487	468,950	2,004,921	486,762	483,059	473,151	437,329	1,880,301	-
	Other business	145,492	155,279	154,479	177,636	632,886	174,446	155,662	171,276	200,681	702,066	-
	Sales within the group	3,148	3,472	3,539	2,170	12,329	2,503	2,723	2,745	387	8,358	-
	Operating income	152,545	119,490	135,877	75,831	483,742	133,323	114,342	111,938	79,283	438,886	430,000
	Ordinary income	154,799	120,629	138,225	76,938	490,590	131,628	111,954	109,478	76,802	429,862	422,000
	Extraordinary income (loss)	1,839	110	(49)	(52)	1,848	5	(108)	518	(53,726)	(53,312)	0
	Net income	95,886	70,922	80,618	45,750	293,175	75,058	65,805	62,601	10,574	214,038	240,000
	Free cash flows	(25,230)	140,461	84,992	76,270	276,493	18,148	119,444	68,959	38,282	244,833	270,000
	Depreciation	76,102	80,100	84,181	87,602	327,985	75,668	79,139	83,007	86,359	324,173	317,000
	Capex (cash flow basis)	100,367	85,982	94,223	96,233	376,806	79,283	82,223	81,234	95,935	338,675	335,000
	EBITDA	230,145	202,373	224,951	169,366	826,834	209,813	194,803	197,857	171,917	774,390	754,000
	EBITDA margin	34.7%	30.0%	33.9%	26.1%	31.2%	31.6%	30.4%	30.6%	26.9%	29.9%	29.0%

Financial Results of the Fiscal Year ended March 2011

Unit: Millions of Yen

Fixed-line Business		FY 2010.3					FY 2011.3					FY 2012.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	207,168	207,686	208,906	215,419	839,178	214,108	224,376	221,548	237,219	897,251	925,000
	Sales outside the group	185,954	185,816	187,711	191,714	751,196	192,318	201,290	197,785	212,197	803,590	-
	Telecommunications business	150,901	148,993	150,489	149,753	600,135	150,356	154,672	149,980	153,581	608,590	-
	Other business	35,053	36,824	37,222	41,961	151,060	41,961	46,618	47,805	58,616	195,000	-
	Sales within the group	21,214	21,869	21,194	23,705	87,982	21,790	23,086	23,763	25,022	93,662	-
	Operating income (loss)	(10,718)	(11,600)	(12,474)	(9,426)	(44,217)	(5,376)	1,707	10,507	17,150	23,989	40,000
	Ordinary income (loss)	(13,018)	(16,207)	(15,172)	(12,376)	(56,773)	(8,347)	(2,360)	5,710	12,842	7,844	23,000
	Extraordinary income (loss)	3,272	(209)	(2,674)	(56,394)	(56,006)	5,757	(146)	(194)	(48,912)	(43,496)	0
	Net income (loss)	(6,421)	(10,311)	(11,188)	(40,464)	(68,383)	(2,087)	(2,254)	2,945	41,118	39,721	8,000
	Free cash flows	(36,660)	(14,735)	6,043	(30,322)	(75,673)	(19,381)	20,562	15,006	18,948	35,136	58,000
	Depreciation	32,041	33,125	32,916	33,672	131,754	30,293	31,039	31,290	31,468	124,090	118,000
	Capex (cash flow basis)	34,248	30,856	33,180	40,378	138,662	30,708	22,584	21,689	28,125	103,106	122,000
	EBITDA	21,888	22,766	22,681	27,334	94,669	25,313	33,289	42,750	50,616	151,586	162,000
	EBITDA margin	10.6%	11.0%	10.9%	12.7%	11.3%	11.8%	14.8%	19.3%	21.3%	16.9%	17.5%

Financial Results of the Fiscal Year ended March 2011

Unit: Millions of Yen

Fixed-line Business Details of total operating revenues	FY 2010.3					FY 2011.3					FY 2012.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Total operating revenues	207,168	207,686	208,906	215,419	839,178	214,108	224,376	221,548	237,219	897,251	925,000
Telecommunications Business of KDDI	136,553	134,003	133,987	132,583	537,126	130,397	130,872	130,255	130,335	521,860	521,000
Voice Services	67,821	65,595	65,250	64,000	262,666	62,914	63,590	62,399	63,095	251,998	248,000
Local call	5,466	5,283	5,148	4,777	20,674	4,669	4,528	4,390	3,700	17,287	-
Long distance call	47,240	46,048	44,883	44,837	183,008	44,312	45,083	45,006	45,379	179,780	-
International call	15,115	14,263	15,219	14,386	58,984	13,934	13,978	13,003	14,016	54,931	-
Data Services	68,732	68,408	68,737	68,583	274,460	67,483	67,283	67,856	67,240	269,862	273,000
Internet	29,899	29,769	30,609	30,887	121,164	31,007	31,360	32,580	32,570	127,518	141,000
Wide-area Ethernet	19,147	19,161	19,164	19,266	76,738	19,300	19,386	19,338	18,972	76,996	73,000
Leased circuits	10,600	10,517	10,136	9,800	41,054	8,924	8,708	8,415	8,371	34,417	34,000
IP-VPN	8,922	8,720	8,681	8,395	34,719	8,077	7,688	7,391	7,144	30,300	25,000
Other Data Services * 1	163	240	148	235	786	175	140	132	183	630	-
JCN Group	18,157	18,455	19,014	20,131	75,757	20,774	22,411	22,641	23,859	89,686	89,000
CTC	10,645	11,313	12,010	12,574	46,542	12,740	13,264	13,863	14,548	54,416	61,000
Other Fixed-line Business * 2	41,813	43,915	43,895	50,131	179,753	50,197	57,829	54,788	68,476	231,290	254,000
Details : Metal-plus	30,863	30,217	29,499	28,421	119,000	27,332	26,552	25,667	24,745	104,295	-
Voice Services	24,056	23,554	23,035	22,193	92,839	21,412	20,879	20,307	19,685	82,284	-
Data Services	5,251	5,147	4,997	4,816	20,211	4,581	4,385	4,137	3,907	17,010	-
Non-Telecommunications Business Services	1,556	1,516	1,466	1,412	5,950	1,339	1,287	1,222	1,153	5,001	-
Details : FTTH	17,843	18,582	20,217	21,333	77,975	22,704	23,916	26,166	27,144	99,931	-
Voice Services of KDDI Corporation	2,043	2,316	2,609	2,828	9,795	3,059	3,346	3,565	3,850	13,820	-
Data Services of KDDI Corporation	11,714	11,786	12,690	13,186	49,375	13,842	14,323	15,750	16,011	59,927	-
Non-Telecommunications Business Services of KDDI +CTC+OCT+OTNet	4,087	4,480	4,918	5,319	18,804	5,803	6,247	6,851	7,283	26,184	-
Cable-plus phone	4,161	4,731	5,267	5,598	19,757	6,162	6,937	7,497	8,221	28,817	-

*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.

Financial Results of the Fiscal Year ended March 2011

Unit: Millions of Yen

Other Business		FY 2010.3					FY 2011.3					FY 2012.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
	Operating revenues	19,064	23,619	32,411	37,154	112,247	28,716	28,763	26,566	30,282	114,327	100,000
	Sales outside the group	7,742	12,320	14,543	18,540	53,145	12,494	12,407	11,207	12,482	48,590	-
	Sales within the group	11,321	11,298	17,868	18,614	59,102	16,222	16,356	15,359	17,800	65,737	-
	Operating income (loss)	(48)	979	2,170	405	3,506	1,179	2,424	1,725	3,201	8,530	5,000
	Ordinary income (loss)	(62)	895	2,159	364	3,356	1,210	1,454	1,943	1,670	6,277	5,000
	Extraordinary income (loss)	(6)	(59)	(27)	(347)	(439)	0	(177)	(402)	(24)	(603)	0
	Net income (loss)	(313)	454	1,203	(109)	1,234	349	880	717	357	2,304	2,000

Business Details: Mobile

Subscriptions (Thousand)	FY 2010.3					FY 2011.3					FY 2012.3 Mar-12 (Forecast)
	Jun-09	Sep-09	Dec-09		Mar-10	Jun-10	Sep-10	Dec-10		Mar-11	
au	30,996	31,233	31,393		31,872	32,091	32,291	32,527		32,999	34,500
CDMA 1X WIN	23,440	24,391	25,149		26,174	27,147	27,989	28,716		29,633	33,000
CDMA 1X	7,257	6,558	5,974		5,451	4,734	4,116	3,649		3,221	-
cdmaOne	299	284	271		247	211	186	162		146	-
UQ WiMAX	-	22	64		150	214	337	524		807	2,000
au + UQ WiMAX	30,996	31,255	31,457		32,022	32,305	32,628	33,052		33,806	36,500
EZweb / IS NET	26,319	26,510	26,597		26,974	27,118	27,165	27,204		27,489	-

	FY 2010.3	FY 2011.3				FY 2012.3 Total (Forecast)
		1Q	2Q	3Q	4Q	
ARPU (Yen)	5,600	5,600	5,470	5,000	5,410	4,540
Voice (Yen)	3,350	3,330	3,210	2,730	3,150	2,000
Data (Yen)	2,250	2,270	2,260	2,270	2,260	2,540
MOU (minutes)	138	142	150	148	144	151
Churn rate (%)	0.64	0.72	0.67	0.85	0.72	0.70
Number of units sold * 1 (Thousand)	2,210	2,560	2,330	3,100	10,200	12,100
Number of units shipped * 2 (Thousand)	2,170	2,360	2,590	3,100	10,210	12,170

*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					FY 2012.3 Mar-12 (Forecast)
	Jun-09	Sep-09	Dec-09	Mar-10	Jun-10	Sep-10	Dec-10	Mar-11			
ADSL (Thousand)	1,181	1,135	1,087	1,031	982	932	880	825	630		
FTTH (Thousand)	1,211	1,319	1,426	1,513	1,637	1,741	1,833	1,901	2,400		
Metal-plus (Thousand)	3,065	3,000	2,927	2,852	2,775	2,702	2,622	2,543	2,130		
Cable-plus phone * 1 (Thousand)	697	778	871	960	1,062	1,152	1,250	1,341	2,160		
CATV * 2 (Thousand)	882	896	913	972	1,019	1,042	1,065	1,088	1,130		
Fixed access lines * 3 (Thousand)	5,587	5,700	5,813	5,944	6,109	6,220	6,326	6,407	7,280		
Myline Registration * 4 (Thousand)	3,890	3,750	3,560	3,440	3,320	3,220	3,110	2,920	-		
Local (Thousand)	2,517	2,436	2,318	2,250	2,189	2,138	2,076	2,020	-		
In-prefecture Long Distance (Thousand)	3,125	3,018	2,867	2,770	2,679	2,605	2,523	2,451	-		
Out-prefecture Long Distance (Thousand)	3,461	3,339	3,174	3,060	2,955	2,868	2,778	2,697	-		
International (Thousand)	3,708	3,577	3,405	3,285	3,173	3,078	2,978	2,890	-		
Voice Domestic Active Line * 5 (Thousand)	2,700	2,593	2,480	2,334	2,247	2,188	2,121	2,047	-		
Voice International Active Line * 5 (Thousand)	158	149	141	133	125	119	111	112	-		
KDDI Internet (Corporate use) (Thousand)	70	72	74	90	78	80	87	90	-		
IP-VPN (Thousand)	73	74	74	73	74	74	74	73	-		
Wide-area Ethernet (Thousand)	59	60	60	59	64	67	70	72	-		

ARPU for Fixed-line	FY 2010.3					FY 2011.3					FY 2012.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
FTTH (Yen)	4,560	4,410	4,480	4,420	4,460	4,340	4,310	4,350	4,450	4,360	-
Metal-plus (Yen)	3,310	3,310	3,300	3,260	3,300	3,220	3,220	3,190	3,170	3,200	-
Voice Domestic Active Line * 5 (Yen)	1,310	1,240	1,150	1,190	1,230	1,180	1,180	1,170	1,130	1,160	-
Voice International Active Line * 5 (Yen)	3,940	3,700	3,930	4,250	3,940	3,820	4,260	3,780	3,940	3,950	-

* 1 Include wholesale to "J:COM PHONE Plus" from FY2012.3 (E).

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

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

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

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