
Data Book

Financial Results of the Fiscal Year ended March 2012

April 25, 2012

KDDI Corporation

Financial Results of the Fiscal Year ended March 2012

Unit: Millions of Yen

Consolidated Statement		FY 2011.3					FY 2012.3					FY 2013.3 Total (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues		866,019	852,418	853,419	862,690	3,434,546	864,964	878,324	902,125	926,685	3,572,098	3,580,000
	Telecommunications business	637,381	637,981	623,131	590,910	2,489,403	600,727	602,335	596,611	594,463	2,394,136	-
	Other business	228,639	214,437	230,288	271,780	945,143	264,237	275,989	305,514	332,223	1,177,962	-
Operating income		129,297	118,558	124,195	99,861	471,912	140,096	126,650	117,481	93,420	477,648	500,000
Ordinary income		122,580	111,462	115,631	91,004	440,677	132,448	119,958	112,266	86,507	451,178	490,000
Extraordinary income (loss)		5,556	(180)	554	(101,347)	(95,417)	(3,976)	3,249	6,995	(3,027)	3,241	-
Net income		71,921	65,053	65,667	52,481	255,122	71,946	68,193	54,216	44,250	238,605	250,000
Comprehensive income		-	-	-	-	250,830	79,375	72,113	54,085	43,937	249,510	-
Total assets	* 1	3,749,352	3,801,770	3,741,568	-	3,778,918	3,828,004	3,915,900	4,027,100	-	4,004,009	-
Shareholders' equity	* 1	2,119,433	2,182,097	2,126,689	-	2,171,839	2,218,903	2,291,814	2,092,703	-	2,128,625	-
Shareholders' equity ratio	* 1	54.9%	55.7%	55.1%	-	55.7%	56.1%	56.7%	50.1%	-	51.5%	-
Shareholders' equity per share (Yen)	* 1	461,831	475,514	482,832	-	495,386	506,053	522,562	528,258	-	539,207	-
Free cash flows		(1,210)	138,146	84,609	55,263	276,808	67,158	109,106	75,811	(10,696)	241,379	150,000
Depreciation		106,113	110,335	114,495	118,375	449,318	100,551	102,600	105,315	109,420	417,886	426,000
Amortization of goodwill		-	-	-	-	-	-	-	-	-	-	15,200
Capex (cash flow basis)		110,392	105,350	103,507	124,428	443,677	76,883	92,185	103,880	148,619	421,568	450,000
EBITDA	* 2	236,636	230,788	242,715	226,558	936,315	242,160	233,074	225,944	207,321	908,499	974,000
EBITDA margin		27.3%	27.1%	28.4%	26.3%	27.3%	28.0%	26.5%	25.0%	22.4%	25.4%	27.2%
Interest bearing debt	* 3 * 1	1,075,226	1,034,795	988,211	-	979,630	977,574	932,677	1,131,888	-	1,046,754	-
Net debt	* 3 * 1	963,309	827,509	873,918	-	819,760	786,241	679,519	860,140	-	872,562	-
Debt / EBITDA Ratio		-	-	-	-	1.04	-	-	-	-	1.15	-
Debt / Equity Ratio		0.52	0.49	0.48	-	0.47	0.45	0.42	0.56	-	0.51	-

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

* 2 From FY2013.3, EBITDA is calculated as follows;

•Up to FY2012.3: EBITDA=operating income + depreciation + retirement of fixed assets

•FY 2013.3 and thereafter: EBITDA=operating income + depreciation + amortization of goodwill + retirement of fixed assets

* 3 Including Euro yen zero coupon convertible bonds.

Financial Results of the Fiscal Year ended March 2012

Unit: Millions of Yen

Mobile Business		FY 2011.3					FY 2012.3				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
	Operating revenues	663,711	641,445	647,172	638,397	2,590,725	662,148	670,056	692,432	702,375	2,727,012
	Sales outside the group	661,208	638,721	644,426	638,010	2,582,366	659,485	667,324	689,664	700,391	2,716,864
	Telecommunications business	486,762	483,059	473,151	437,329	1,880,301	450,344	448,677	440,821	438,245	1,778,088
	Other business	174,446	155,662	171,276	200,681	702,066	209,141	218,647	248,842	262,146	938,776
	Sales within the group	2,503	2,723	2,745	387	8,358	2,663	2,732	2,769	1,984	10,148
	Operating income	133,323	114,342	111,938	79,283	438,886	121,691	109,366	106,618	81,516	419,191
	Ordinary income	131,628	111,954	109,478	76,802	429,862	119,708	107,615	105,744	80,288	413,355
	Extraordinary income (loss)	5	(108)	518	(53,726)	(53,312)	(3,556)	(33)	(104)	6,770	3,076
	Net income	75,058	65,805	62,601	10,574	214,038	66,246	61,502	49,058	48,937	225,743
	Free cash flows	18,148	119,444	68,959	38,282	244,833	43,205	67,153	73,107	16,770	200,235
	Depreciation	75,668	79,139	83,007	86,359	324,173	72,827	74,208	76,356	79,490	302,880
	Capex (cash flow basis)	79,283	82,223	81,234	95,935	338,675	49,345	63,938	79,342	111,550	304,175
	EBITDA	209,813	194,803	197,857	171,917	774,390	195,586	186,849	184,866	164,377	731,678
	EBITDA margin	31.6%	30.4%	30.6%	26.9%	29.9%	29.5%	27.9%	26.7%	23.4%	26.8%

Financial Results of the Fiscal Year ended March 2012

Unit: Millions of Yen

Fixed-line Business		FY 2011.3					FY 2012.3				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
	Operating revenues	214,108	224,376	221,548	237,219	897,251	220,209	227,090	229,208	239,030	915,536
	Sales outside the group	192,318	201,290	197,785	212,197	803,590	196,794	203,002	204,428	214,472	818,696
	Telecommunications business	150,356	154,672	149,980	153,581	608,590	150,383	153,658	155,790	156,217	616,048
	Other business	41,961	46,618	47,805	58,616	195,000	46,411	49,344	48,638	58,255	202,648
	Sales within the group	21,790	23,086	23,763	25,022	93,662	23,415	24,088	24,780	24,557	96,840
	Operating income (loss)	(5,376)	1,707	10,507	17,150	23,989	16,537	15,514	11,246	10,134	53,432
	Ordinary income (loss)	(8,347)	(2,360)	5,710	12,842	7,844	12,012	12,056	8,759	5,480	38,307
	Extraordinary income (loss)	5,757	(146)	(194)	(48,912)	(43,496)	(371)	3,607	6,142	(10,639)	(1,261)
	Net income (loss)	(2,087)	(2,254)	2,945	41,118	39,721	5,730	7,011	6,075	(4,665)	14,150
	Free cash flows	(19,381)	20,562	15,006	18,948	35,136	27,432	38,350	1,253	(24,503)	42,532
	Depreciation	30,293	31,039	31,290	31,468	124,090	27,427	28,050	28,638	29,601	113,716
	Capex (cash flow basis)	30,708	22,584	21,689	28,125	103,106	26,926	27,863	24,305	36,488	115,582
	EBITDA	25,313	33,289	42,750	50,616	151,586	44,409	44,112	41,126	40,746	170,393
	EBITDA margin	11.8%	14.8%	19.3%	21.3%	16.9%	20.2%	19.4%	17.9%	17.0%	18.6%

Financial Results of the Fiscal Year ended March 2012

Unit: Millions of Yen

Fixed-line Business	FY 2011.3					FY 2012.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Details of total operating revenues										
Total operating revenues	214,108	224,376	221,548	237,219	897,251	220,209	227,090	229,208	239,030	915,536
Telecommunications Business of KDDI	130,397	130,872	130,255	130,335	521,860	127,560	128,319	129,259	130,850	515,989
Voice Services	62,914	63,590	62,399	63,095	251,998	61,367	62,152	61,830	60,767	246,116
Local call	4,669	4,528	4,390	3,700	17,287	3,760	3,609	3,920	3,456	14,745
Long distance call	44,312	45,083	45,006	45,379	179,780	44,598	45,706	44,491	43,528	178,323
International call	13,934	13,978	13,003	14,016	54,931	13,009	12,836	13,420	13,782	53,048
Data Services	67,483	67,283	67,856	67,240	269,862	66,193	66,168	67,429	70,084	269,873
Internet	31,007	31,360	32,580	32,570	127,518	32,877	33,139	33,821	34,824	134,660
Wide-area Ethernet	19,300	19,386	19,338	18,972	76,996	18,584	18,613	18,823	19,817	75,837
Leased circuits * 1	8,924	8,708	8,415	8,371	34,417	8,006	7,947	8,449	9,268	33,671
IP-VPN	8,077	7,688	7,391	7,144	30,300	6,636	6,365	6,192	6,038	25,231
Other Data Services * 2	175	140	132	183	630	89	103	144	138	474
JCN Group	20,774	22,411	22,641	23,859	89,686	22,316	23,272	22,187	22,725	90,500
CTC	12,740	13,264	13,863	14,548	54,416	14,777	15,281	15,618	16,185	61,861
Other Fixed-line Business * 3	50,197	57,829	54,788	68,476	231,290	55,556	60,217	62,144	69,269	247,186
Details : Metal-plus	27,332	26,552	25,667	24,745	104,295	23,497	22,678	21,714	20,484	88,373
Voice Services	21,412	20,879	20,307	19,685	82,284	18,758	18,249	17,594	16,673	71,274
Data Services	4,581	4,385	4,137	3,907	17,010	3,658	3,416	3,176	2,938	13,188
Non-Telecommunications Business Services	1,339	1,287	1,222	1,153	5,001	1,081	1,012	943	873	3,910
Details : FTTH	22,704	23,916	26,166	27,144	99,931	28,448	29,667	30,993	32,710	121,819
Voice Services of KDDI Corporation	3,059	3,346	3,565	3,850	13,820	3,916	4,086	4,280	4,369	16,651
Data Services of KDDI Corporation	13,842	14,323	15,750	16,011	59,927	16,880	17,450	18,197	19,496	72,023
Non-Telecommunications Business Services of KDDI +CTC+OCT+OTNet	5,803	6,247	6,851	7,283	26,184	7,652	8,131	8,517	8,845	33,145
Cable-plus phone (Voice service + data service * 1)	6,162	6,937	7,497	8,221	28,817	8,693	9,590	10,238	11,160	39,681

*1 Revenues from wholesale of "J:COM PHONE Plus" that occurred from the year ending March 31, 2012, are included in data service (leased circuits.)

*2 Includes Frame relay, Cell relay and Telegraph.

*3 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 2012

Unit: Millions of Yen

Other Business		FY 2011.3					FY 2012.3				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
	Operating revenues	28,716	28,763	26,566	30,282	114,327	25,644	26,331	27,213	27,685	106,874
	Sales outside the group	12,494	12,407	11,207	12,482	48,590	8,685	7,998	8,034	11,821	36,538
	Sales within the group	16,222	16,356	15,359	17,800	65,737	16,959	18,334	19,180	15,864	70,336
	Operating income (loss)	1,179	2,424	1,725	3,201	8,530	1,729	1,634	(520)	1,456	4,299
	Ordinary income (loss)	1,210	1,454	1,943	1,670	6,277	2,271	1,574	(570)	(917)	2,357
	Extraordinary income (loss)	0	(177)	(402)	(24)	(603)	42	(55)	53	(89)	(48)
	Net income (loss)	349	880	717	357	2,304	1,230	623	(455)	(1,679)	(281)

Business Details: Mobile

Subscriptions (Thousand)	FY 2011.3					FY 2012.3				
	Jun-10	Sep-10	Dec-10		Mar-11	Jun-11	Sep-11	Dec-11		Mar-12
au	32,091	32,291	32,527		32,999	33,352	33,659	34,298		35,109
CDMA 1X WIN	27,147	27,989	28,716		29,633	30,629	31,507	32,481		33,539
CDMA 1X	4,734	4,116	3,649		3,221	2,600	2,051	1,742		1,519
cdmaOne	211	186	162		146	124	101	75		51
UQ WiMAX	214	337	524		807	1,030	1,237	1,689		2,266
au + UQ WiMAX	32,305	32,628	33,052		33,806	34,382	34,896	35,987		37,375
EZweb / IS NET	27,118	27,165	27,204		27,489	27,684	27,777	28,078		28,577

	FY 2011.3					FY 2012.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
ARPU (Yen)	5,160	5,100	4,980	4,530	4,940	4,640	4,590	4,470	4,340	4,510
Voice (Yen)	2,860	2,790	2,660	2,190	2,620	2,240	2,130	1,960	1,760	2,020
Data (Yen)	2,300	2,310	2,320	2,340	2,320	2,400	2,460	2,510	2,580	2,490
MOU (minutes)	152	154	154	157	154	151	151	149	144	149
Churn rate (%)	0.75	0.73	0.68	0.75	0.73	0.66	0.67	0.56	0.75	0.66
Number of units sold * 1 (Thousand)	2,810	2,830	2,700	3,240	11,570	3,310	3,380	3,290	3,710	13,690
Number of units shipped * 2 (Thousand)	2,960	2,560	2,760	3,280	11,560	3,470	3,270	3,430	3,710	13,880

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

*2 Number of units shipped to retailers from KDDI.

Business Details: Fixed - line

Subscriptions	FY 2011.3					FY 2012.3				
	Jun-10	Sep-10	Dec-10		Mar-11	Jun-11	Sep-11	Dec-11		Mar-12
ADSL (Thousand)	982	932	880		825	777	726	680		627
FTTH (Thousand)	1,637	1,741	1,833		1,901	1,987	2,070	2,167		2,268
Metal-plus (Thousand)	2,775	2,702	2,622		2,543	2,465	2,384	2,299		2,189
Cable-plus phone * 1 (Thousand)	1,062	1,152	1,250		1,341	1,486	1,679	1,865		2,074
CATV * 2 (Thousand)	1,019	1,042	1,065		1,088	1,106	1,123	1,133		1,142
Fixed access lines * 3 (Thousand)	6,109	6,220	6,326		6,407	6,555	6,747	6,935		7,118
Myline Registration * 4 (Thousand)	3,320	3,220	3,110		3,020	2,930	2,850	2,780		2,700
Local (Thousand)	2,189	2,138	2,076		2,020	1,973	1,921	1,877		1,834
In-prefecture Long Distance (Thousand)	2,679	2,605	2,523		2,451	2,386	2,318	2,260		2,202
Out-prefecture Long Distance (Thousand)	2,955	2,868	2,778		2,697	2,627	2,553	2,486		2,422
International (Thousand)	3,173	3,078	2,978		2,890	2,813	2,733	2,662		2,594
Voice Domestic Active Line * 5 (Thousand)	2,247	2,188	2,121		2,047	1,963	1,923	1,863		1,886
Voice International Active Line * 5 (Thousand)	125	119	111		112	97	95	90		91
KDDI Internet (Corporate use) (Thousand)	78	80	87		90	92	95	99		104
IP-VPN (Thousand)	74	74	74		73	72	72	71		70
Wide-area Ethernet (Thousand)	64	67	70		72	75	79	80		86

ARPU for Fixed-line	FY 2011.3					FY 2012.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
FTTH (Yen)	4,340	4,310	4,350	4,450	4,360	4,440	4,440	4,410	4,430	4,430
Metal-plus (Yen)	3,220	3,220	3,190	3,170	3,200	3,100	3,100	3,100	3,030	3,080
Voice Domestic Active Line * 5 (Yen)	1,180	1,180	1,170	1,130	1,160	1,100	1,120	1,120	1,090	1,110
Voice International Active Line * 5 (Yen)	3,820	4,260	3,780	3,940	3,950	4,060	3,790	3,770	4,010	3,910

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

* 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.

Overview of new segments

Unit: Millions of Yen

Personal services segment		FY 2012.3 Total	FY 2013.3 Total (Forecast)
Operating revenues		2,799,809	2,760,000
	Sales outside the group	2,719,545	2,680,000
	Sales within the group	80,264	80,000
Operating income		348,175	370,000
Depreciation		355,423	358,000
Amortization of goodwill		-	11,000
EBITDA	*	714,113	767,000
EBITDA margin		25.5%	27.8%

Unit: Millions of Yen

Global services segment		FY 2012.3 Total	FY 2013.3 Total (Forecast)
Operating revenues		171,614	195,000
	Sales outside the group	141,591	164,000
	Sales within the group	30,022	31,000
Operating income		4,138	6,000
Depreciation		9,375	11,000
Amortization of goodwill		-	2,000
EBITDA	*	13,581	19,000
EBITDA margin		7.9%	9.7%

Unit: Millions of Yen

Business services segment		FY 2012.3 Total	FY 2013.3 Total (Forecast)
Operating revenues		636,724	630,000
	Sales outside the group	564,434	560,000
	Sales within the group	72,290	70,000
Operating income		74,653	71,000
Depreciation		46,820	49,000
Amortization of goodwill		-	400
EBITDA	*	122,804	122,000
EBITDA margin		19.3%	19.4%

Unit: Millions of Yen

Other		FY 2012.3 Total	FY 2013.3 Total (Forecast)
Operating revenues		157,608	152,000
	Sales outside the group	36,595	42,000
	Sales within the group	121,013	110,000
Operating income		6,693	8,400
Depreciation		1,764	1,500
Amortization of goodwill		-	0
EBITDA	*	8,567	9,900
EBITDA margin		5.4%	6.5%

Unit: Millions of Yen

Value services segment		FY 2012.3 Total	FY 2013.3 Total (Forecast)
Operating revenues		136,425	164,000
	Sales outside the group	109,932	132,000
	Sales within the group	26,493	32,000
Operating income		44,495	45,000
Depreciation		5,718	9,000
Amortization of goodwill		-	2,000
EBITDA	*	51,153	57,000
EBITDA margin		37.5%	34.8%

Note) The figures for the new segments are unaudited.

Financial results for FY2012.3 have been reclassified and restated.

* From FY2013.3, EBITDA is calculated as follows;

•Up to FY2012.3: EBITDA=operating income + depreciation + retirement of fixed assets

•FY 2013.3 and thereafter:

EBITDA=operating income + depreciation + amortization of goodwill + retirement of fixed assets

Overview of new segments

Unit: Millions of Yen

Personal services segment Details of total operating revenues Sales outside the group	FY 2012.3 Total	FY 2013.3 Total (Forecast)
Operating revenues	2,719,545	2,680,000
Communications fee revenues	1,914,643	1,900,000
Mobile	1,590,596	1,540,000
Fixed Line	324,048	360,000
Handset revenues, repair revenues, others	804,902	780,000

Unit: Millions of Yen

Value services segment Details of total operating revenues Sales outside the group	FY 2012.3 Total	FY 2013.3 Total (Forecast)
Operating revenues	109,932	132,000
Value-added revenues *	88,981	104,000
Other	20,951	28,000

* Value-added revenues = sales of "in-house and cooperative services + settlement commissions + advertising"

Overview of new segments

Total Subscriptions		FY 2012.3 Mar-12	FY 2013.3 Mar-13 (Forecast)
Mobile	au (Thousand)	35,109	37,210
	UQ WiMAX (Thousand)	2,266	3,400
	au + UQ WiMAX (Thousand)	37,375	40,610
Fixed - line	ADSL (Thousand)	627	420
	FTTH (Thousand)	2,268	2,900
	Metal-plus (Thousand)	2,189	1,750
	Cable-plus phone (Thousand)	2,074	2,700
	CATV (Thousand)	1,142	1,200
	Fixed access lines (Thousand)	7,118	8,000

Total ARPU	FY 2012.3 Total	FY 2013.3 Total (Forecast)
FTTH (Yen)	4,430	-
Metal-plus (Yen)	3,080	-

Personal services segment Subscriptions		FY 2012.3 Mar-12	FY 2013.3 Mar-13 (Forecast)
Mobile	au (Thousand)	30,084	31,680
Fixed - line	FTTH (Thousand)	2,221	2,850
	Metal-plus (Thousand)	1,973	1,550
	Cable-plus phone (Thousand)	2,074	2,700
	CATV (Thousand)	1,142	1,200
	Fixed access lines (Thousand)	6,856	7,750

Personal & Value services segment Indicators		FY 2012.3 Total	FY 2013.3 Total (Forecast)
Total ARPU	* 1 (Yen)	4,790	4,440
	au ARPU * 2 (Yen)	4,530	4,160
	Value ARPU * 3 (Yen)	260	280
MOU	(minutes)	149	143
Churn rate	(%)	0.62	0.61
Number of units sold	(Thousand)	12,220	10,400
Number of units shipped	(Thousand)	12,450	10,100

*1 Total ARPU = au ARPU + Value ARPU

*2 au ARPU = Voice ARPU + Data ARPU

*3 Value ARPU = Value services segment revenues of "in-house and cooperative services + settlement commissions + advertising"
 \div Personal services segment's no. of au subscriptions
 (average no. of subscriptions for the period, excluding modules)