
Data Book

Financial Results for the 1st Quarter of FY 2013.3

July 25, 2012

KDDI Corporation

Financial Results for the 1st Quarter of FY 2013.3

Unit: Millions of Yen

Consolidated Statement		FY 2012.3					FY 2013.3		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues		864,964	878,324	902,125	926,685	3,572,098	861,615	24.1%	3,580,000
	Telecommunications business	600,727	602,335	596,611	594,463	2,394,136	594,878	-	-
	Other business	264,237	275,989	305,514	332,223	1,177,962	266,738	-	-
Operating income		140,096	126,650	117,481	93,420	477,648	94,211	18.8%	500,000
Ordinary income		132,448	119,958	112,266	86,507	451,178	90,187	18.4%	490,000
Extraordinary income (loss)		(3,976)	3,249	6,995	(3,027)	3,241	0	-	-
Net income		71,946	68,193	54,216	44,250	238,605	51,291	20.5%	250,000
Comprehensive income		79,375	72,113	54,085	43,937	249,510	53,444	-	-
Total assets	* 1	3,828,004	3,915,900	4,027,100	-	4,004,009	3,921,135	-	-
Shareholders' equity	* 1	2,218,903	2,291,814	2,092,703	-	2,128,625	2,148,984	-	-
Shareholders' equity ratio	* 1	56.1%	56.7%	50.1%	-	51.5%	53.0%	-	-
Shareholders' equity per share (Yen)* 1		506,053	522,562	528,258	-	539,207	543,985	-	-
Free cash flows		67,158	109,106	75,811	(10,696)	241,379	(109,681)	-	150,000
Depreciation		100,551	102,600	105,315	109,420	417,886	98,258	23.1%	426,000
Amortization of goodwill		-	-	-	-	-	4,437	29.2%	15,200
Capex (cash flow basis)		76,883	92,185	103,880	148,619	421,568	99,904	22.2%	450,000
EBITDA	* 2	242,160	233,074	225,944	207,321	908,499	199,691	20.5%	974,000
EBITDA margin		28.0%	26.5%	25.0%	22.4%	25.4%	23.2%	-	27.2%
Interest bearing debt	* 3 * 1	977,574	932,677	1,131,888	-	1,046,754	1,108,299	-	-
Net debt	* 3 * 1	786,241	679,519	860,140	-	872,562	1,015,162	-	-
Debt / EBITDA Ratio		-	-	-	-	1.2	-	-	-
Debt / Equity Ratio		0.45	0.42	0.56	-	0.51	0.53	-	-

* 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 for the 1st Quarter of FY 2013.3

Unit: Millions of Yen

Personal Services segment		FY 2012.3					FY 2013.3		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues		685,712	687,824	706,596	719,444	2,799,577	665,779	24.1%	2,760,000
Sales outside the group		666,695	668,285	686,715	699,600	2,721,295	647,139	24.1%	2,680,000
Sales within the group		19,018	19,540	19,881	19,844	78,283	18,641	23.3%	80,000
Operating income		104,711	93,889	85,470	63,131	347,202	65,066	17.6%	370,000
Depreciation		85,539	87,279	89,601	93,085	355,504	82,468	23.0%	358,000
Amortization of goodwill		-	-	-	-	-	2,773	25.2%	11,000
EBITDA *		191,483	184,602	177,443	159,687	713,215	152,737	19.9%	767,000
EBITDA margin		27.9%	26.8%	25.1%	22.2%	25.5%	22.9%	-	27.8%

Unit: Millions of Yen

Value Services segment		FY 2012.3					FY 2013.3		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues		28,396	34,363	36,349	37,316	136,425	34,721	21.2%	164,000
Sales outside the group		22,179	27,881	29,704	30,250	110,013	27,242	20.6%	132,000
Sales within the group		6,218	6,482	6,645	7,067	26,412	7,479	23.4%	32,000
Operating income		10,817	9,807	13,218	10,598	44,440	10,087	22.4%	45,000
Depreciation		1,335	1,360	1,453	1,570	5,718	1,745	19.4%	9,000
Amortization of goodwill		-	-	-	-	-	427	21.3%	2,000
EBITDA *		12,272	11,274	14,911	12,641	51,098	12,306	21.6%	57,000
EBITDA margin		43.2%	32.8%	41.0%	33.9%	37.5%	35.4%	-	34.8%

Note) The figures for the fiscal year ended March 31, 2012, presented here have been restated in line with the change in segments from the fiscal year ending March 31, 2013. Quarterly operating performance for the fiscal year ended March 31, 2012, that are restated for the new segments have not been audited by the independent auditors. Some figures have been revised from those announced on April 25, 2012.

* 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

Financial Results for the 1st Quarter of FY 2013.3

Unit: Millions of Yen

Business Services segment		FY 2012.3					FY 2013.3		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues		153,335	156,770	159,244	166,690	636,039	156,298	24.8%	630,000
Sales outside the group		135,495	138,732	140,649	147,774	562,650	138,316	24.7%	560,000
Sales within the group		17,840	18,038	18,595	18,917	73,389	17,982	25.7%	70,000
Operating income		20,910	19,759	17,294	17,033	74,996	15,182	21.4%	71,000
Depreciation		11,272	11,426	11,862	12,259	46,820	11,419	23.3%	49,000
Amortization of goodwill		-	-	-	-	-	669	167.4%	400
EBITDA *		32,339	31,455	29,649	29,704	123,146	27,560	22.6%	122,000
EBITDA margin		21.1%	20.1%	18.6%	17.8%	19.4%	17.6%	-	19.4%

Unit: Millions of Yen

Global Services segment		FY 2012.3					FY 2013.3		
		1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues		39,096	42,725	44,614	45,179	171,614	46,283	23.7%	195,000
Sales outside the group		31,902	35,428	37,002	37,214	141,546	38,027	23.2%	164,000
Sales within the group		7,195	7,297	7,611	7,965	30,068	8,256	26.6%	31,000
Operating income		1,133	1,067	1,069	1,000	4,268	1,384	23.1%	6,000
Depreciation		2,253	2,365	2,324	2,433	9,375	2,577	23.4%	11,000
Amortization of goodwill		-	-	-	-	-	567	28.4%	2,000
EBITDA *		3,390	3,444	3,424	3,453	13,711	4,545	23.9%	19,000
EBITDA margin		8.7%	8.1%	7.7%	7.6%	8.0%	9.8%	-	9.7%

Note) The figures for the fiscal year ended March 31, 2012, presented here have been restated in line with the change in segments from the fiscal year ending March 31, 2013. Quarterly operating performance for the fiscal year ended March 31, 2012, that are restated for the new segments have not been audited by the independent auditors. Some figures have been revised from those announced on April 25, 2012.

* 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

Financial Results for the 1st Quarter of FY 2013.3

Unit: Millions of Yen

Other	FY 2012.3					FY 2013.3		
	1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues	35,842	38,887	43,803	39,076	157,608	36,101	23.8%	152,000
Sales outside the group	8,694	7,999	8,349	11,554	36,595	10,892	25.9%	42,000
Sales within the group	27,147	30,888	35,455	27,522	121,013	25,209	22.9%	110,000
Operating income	2,428	2,276	1,519	1,026	7,249	2,562	30.5%	8,400
Depreciation	396	435	424	429	1,684	414	27.6%	1,500
Amortization of goodwill	-	-	-	-	-	0	-	0
EBITDA *	2,823	2,712	1,954	1,554	9,043	2,977	30.1%	9,900
EBITDA margin	7.9%	7.0%	4.5%	4.0%	5.7%	8.2%	-	6.5%

Note) The figures for the fiscal year ended March 31, 2012, presented here have been restated in line with the change in segments from the fiscal year ending March 31, 2013. Quarterly operating performance for the fiscal year ended March 31, 2012, that are restated for the new segments have not been audited by the independent auditors. Some figures have been revised from those announced on April 25, 2012.

* 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

Financial Results for the 1st Quarter of FY 2013.3

Unit: Millions of Yen

Personal Services segment Details of total operating revenues Sales outside the group	FY 2012.3					FY 2013.3		
	1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues	666,695	668,285	686,715	699,600	2,721,295	647,139	24.1%	2,680,000
Communications fee revenues	484,127	483,363	476,092	475,373	1,918,956	474,743	25.0%	1,900,000
Mobile	404,328	401,915	393,526	391,419	1,591,188	387,166	25.1%	1,540,000
Fixed Line	79,799	81,448	82,566	83,954	327,768	87,577	24.3%	360,000
FTTH * 1	28,168	29,405	30,699	32,433	120,705	36,211	-	-
Cable-plus phone * 2	8,813	9,724	10,368	11,287	40,192	12,168	-	-
CATV * 3	17,718	18,122	18,315	18,563	72,718	18,405	-	-
Others	25,100	24,197	23,184	21,671	94,153	20,793	-	-
Handset revenues, repair revenues, others	182,568	184,921	210,623	224,227	802,339	172,395	22.1%	780,000

Unit: Millions of Yen

Value Sservices segment Details of total operating revenues Sales outside the group	FY 2012.3					FY 2013.3		
	1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues	22,179	27,881	29,704	30,250	110,013	27,242	20.6%	132,000
Value-added revenues * 4	19,167	22,369	23,879	23,566	88,981	22,199	21.3%	104,000
Others	3,011	5,512	5,824	6,684	21,031	5,043	18.0%	28,000

Unit: Millions of Yen

Business Services segment Details of total operating revenues Sales outside the group	FY 2012.3					FY 2013.3		
	1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues	135,495	138,732	140,649	147,774	562,650	138,316	24.7%	560,000
Mobile	54,822	57,078	58,437	59,254	229,592	58,121	-	-
Fixed Line	75,187	76,064	75,903	82,251	309,406	74,292	-	-
Others * 5	5,486	5,590	6,309	6,268	23,652	5,902	-	-

* 1 KDDI + CTC + OCT + OTNet

* 2 Include VOD

* 3 Revenues from JCN Group's operations, including broadcasting, Internet, telephone, VOD, construction charges

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

* 5 Subsidiary sales in business segments

Major Service Data

Total Subscriptions		FY 2012.3					FY 2013.3	
		Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Mar-13 (Forecast)	
Mobile	au (Thousand)	33,352	33,659	34,298		/	35,109	35,675
	UQ WiMAX (Thousand)	1,030	1,237	1,689	2,266		2,906	3,400
	au + UQ WiMAX (Thousand)	34,382	34,896	35,987	37,375		38,581	40,610
Fixed - line	FTTH (Thousand)	1,987	2,070	2,167	/	2,268	2,439	2,900
	Metal-plus (Thousand)	2,465	2,384	2,299		2,189	2,093	1,750
	Cable-plus phone (Thousand)	1,486	1,679	1,865		2,074	2,295	2,700
	CATV (Thousand)	1,106	1,123	1,133		1,142	1,159	1,200
Fixed access lines * 1 (Thousand)		6,555	6,747	6,935	/	7,118	7,410	8,000

Total Indicators		FY 2012.3					FY 2013.3	
		1Q	2Q	3Q	4Q	Total	1Q	Total (Forecast)
Number of units sold * 2 (Thousand)		3,310	3,380	3,290	3,710	13,690	3,130	11,800
of Smartphone (Thousand)		660	1,250	1,630	2,090	5,630	1,740	8,000
Number of units shipped * 3 (Thousand)		3,470	3,270	3,430	3,710	13,880	2,940	11,500

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

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

* 3 Number of units shipped to retailers from KDDI.

Major Service Data

Personal Services segment Subscriptions			FY 2012.3				FY 2013.3	
			Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Mar-13 (Forecast)
Mobile	au	(Thousand)	28,782	28,982	29,433	30,084	30,580	31,680
Fixed - line	FTTH	(Thousand)	1,947	2,025	2,118	2,221	2,394	2,850
	Metal-plus	(Thousand)	2,238	2,161	2,079	1,973	1,881	1,550
	Cable-plus phone	(Thousand)	1,486	1,679	1,865	2,074	2,295	2,700
	CATV	(Thousand)	1,106	1,123	1,133	1,142	1,159	1,200
Fixed access lines * 1 (Thousand)			6,288	6,479	6,665	6,856	7,154	7,750
au Smartvalue	au subscriptions	(Thousand)	-	-	-	660	1,330	3,100
	Households	(Thousand)	-	-	-	440	820	1,550

Personal Services segment Indicators			FY 2012.3					FY 2013.3	
			1Q	2Q	3Q	4Q	Total	1Q	Total (Forecast)
Total ARPU	* 2	(Yen)	4,890	4,880	4,770	4,640	4,790	4,490	4,440
	au ARPU	* 3 (Yen)	4,670	4,620	4,490	4,370	4,530	4,240	4,160
	Value ARPU	* 4 (Yen)	220	260	280	270	260	250	280
MOU		(minutes)	151	151	149	144	149	141	143
Churn rate		(%)	0.62	0.64	0.52	0.70	0.62	0.61	0.61
Number of units sold	* 5	(Thousand)	2,970	3,050	2,900	3,310	12,220	2,740	10,400
	of Smartphone	(Thousand)	640	1,210	1,550	2,010	5,410	1,670	7,550
Number of units shipped	* 6	(Thousand)	3,120	2,950	3,080	3,300	12,450	2,560	10,100
FTTH ARPU		(Yen)	4,440	4,440	4,410	4,430	-	4,420	-

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

* 2 Total ARPU = au ARPU + Value ARPU

* 3 au ARPU = Voice ARPU + Data ARPU

* 4 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)

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

* 6 Number of units shipped to retailers from KDDI.