
Data Book

Financial Results for the 3rd Quarter of FY 2013.3

January 28, 2013

KDDI Corporation

Financial Results for the 3rd Quarter of FY 2013.3

Unit: Millions of Yen

Consolidated Statement		FY 2012.3						FY 2013.3				Original Forecast		Revised Forecast	
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 25, 2012)	Progress	(Jan. 28, 2013)	Progress
Operating revenues		864,964	878,324	902,125	926,685	3,572,098	2,645,413	861,615	878,984	969,977	2,710,577	3,580,000	75.7%	3,630,000	74.7%
	Telecommunications business	600,727	602,335	596,611	594,463	2,394,136	1,799,673	594,878	604,259	619,802	1,818,938	-	-	-	-
	Other business	264,237	275,989	305,514	332,223	1,177,962	845,740	266,738	274,726	350,175	891,639	-	-	-	-
Operating income		140,096	126,650	117,481	93,420	477,648	384,227	94,211	137,029	164,334	395,574	500,000	79.1%	505,000	78.3%
Ordinary income		132,448	119,958	112,266	86,507	451,178	364,671	90,187	136,828	166,941	393,956	490,000	80.4%	500,000	78.8%
Extraordinary income (loss)		-3,976	3,249	6,995	-3,027	3,241	6,268	0	-88,115	421	-87,694	-	-	-	-
Net income		71,946	68,193	54,216	44,250	238,605	194,355	51,291	28,466	100,490	180,247	250,000	72.1%	235,000	76.7%
Comprehensive income		79,375	72,113	54,085	43,937	249,510	205,573	53,444	25,769	104,357	183,570	-	-	-	-
Total assets	* 1	3,828,004	3,915,900	-	-	4,004,009	4,027,100	3,921,135	3,967,451	-	4,018,616	-	-	-	-
Shareholders' equity	* 1	2,218,903	2,291,814	-	-	2,128,625	2,092,703	2,148,984	2,173,959	-	2,245,259	-	-	-	-
Shareholders' equity ratio	* 1	56.1%	56.7%	-	-	51.5%	50.1%	53.0%	53.0%	-	54.1%	-	-	-	-
Shareholders' equity per share (Yen)	* 1 * 2	5,061	5,226	-	-	5,392	5,283	5,440	5,503	-	5,689	-	-	-	-
Free cash flows		67,158	109,106	75,811	-10,696	241,379	252,075	-109,681	102,056	-36,189	-43,814	150,000	-	68,000	-
Depreciation		100,551	102,600	105,315	109,420	417,886	308,466	98,258	99,386	103,801	301,445	426,000	70.8%	-	-
Amortization of goodwill		-	-	-	-	-	-	4,437	3,898	3,905	12,240	15,200	80.5%	-	-
Capex (cash flow basis)		76,883	92,185	103,880	148,619	421,568	272,948	99,904	115,566	114,970	330,440	450,000	73.4%	-	-
EBITDA	* 3	242,160	233,074	225,944	207,321	908,499	701,178	199,691	241,097	275,939	716,727	974,000	73.6%	954,000	75.1%
EBITDA margin		28.0%	26.5%	25.0%	22.4%	25.4%	26.5%	23.2%	27.4%	28.4%	26.4%	27.2%	-	26.3%	-
Interest bearing debt	* 4 * 1	977,574	932,677	-	-	1,046,754	1,131,888	1,108,299	1,040,540	-	1,078,814	-	-	-	-
Net debt	* 4 * 1	786,241	679,519	-	-	872,562	860,140	1,015,162	915,505	-	985,094	-	-	-	-
Debt / EBITDA Ratio		-	-	-	-	1.15	-	-	-	-	-	-	-	-	-
Debt / Equity Ratio		0.45	0.42	-	-	0.51	0.56	0.53	0.49	-	0.50	-	-	-	-

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

* 2 A 100 for 1 stock split is done, effective as of October 1, 2012. Calculated on the assumption that this stock split was conducted at the beginning of the previous fiscal year.

* 3 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

* 4 Including Euro yen zero coupon convertible bonds.

Financial Results for the 3rd Quarter of FY 2013.3

Unit: Millions of Yen

Personal Services segment		FY 2012.3						FY 2013.3				Original Forecast		Revised Forecast	
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 25, 2012)	Progress	(Jan. 28, 2013)	Progress
Operating revenues		685,712	687,824	706,596	719,444	2,799,577	2,080,133	665,779	678,930	762,974	2,107,683	2,760,000	76.4%	2,820,000	74.7%
Sales outside the group		666,695	668,285	686,715	699,600	2,721,295	2,021,695	647,139	660,252	744,763	2,052,154	2,680,000	76.6%	-	-
Sales within the group		19,018	19,540	19,881	19,844	78,283	58,439	18,641	18,677	18,211	55,529	80,000	69.4%	-	-
Operating income		104,711	93,889	85,470	63,131	347,202	284,070	65,066	101,787	124,960	291,814	370,000	78.9%	372,000	78.4%
Depreciation		85,539	87,279	89,601	93,085	355,504	262,419	82,468	83,332	87,760	253,561	358,000	70.8%	-	-
Amortization of goodwill		-	-	-	-	-	-	2,773	2,768	2,798	8,339	11,000	75.8%	-	-
EBITDA *		191,483	184,602	177,443	159,687	713,215	553,528	152,737	188,393	218,892	560,022	767,000	73.0%	745,000	75.2%
EBITDA margin		27.9%	26.8%	25.1%	22.2%	25.5%	26.6%	22.9%	27.7%	28.7%	26.6%	27.8%	-	26.4%	-

Unit: Millions of Yen

Value Services segment		FY 2012.3						FY 2013.3				Original Forecast		Revised Forecast	
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 25, 2012)	Progress	(Jan. 28, 2013)	Progress
Operating revenues		28,396	34,363	36,349	37,316	136,425	99,108	34,721	35,046	35,181	104,949	164,000	64.0%	139,000	75.5%
Sales outside the group		22,179	27,881	29,704	30,250	110,013	79,763	27,242	26,866	27,311	81,418	132,000	61.7%	-	-
Sales within the group		6,218	6,482	6,645	7,067	26,412	19,345	7,479	8,181	7,871	23,530	32,000	73.5%	-	-
Operating income		10,817	9,807	13,218	10,598	44,440	33,842	10,087	9,675	11,274	31,036	45,000	69.0%	40,000	77.6%
Depreciation		1,335	1,360	1,453	1,570	5,718	4,148	1,745	1,750	1,809	5,304	9,000	58.9%	-	-
Amortization of goodwill		-	-	-	-	-	-	427	427	447	1,301	2,000	65.1%	-	-
EBITDA *		12,272	11,274	14,911	12,641	51,098	38,457	12,306	11,922	13,827	38,055	57,000	66.8%	50,000	76.1%
EBITDA margin		43.2%	32.8%	41.0%	33.9%	37.5%	38.8%	35.4%	34.0%	39.3%	36.3%	34.8%	-	36.0%	-

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 3rd Quarter of FY 2013.3

Unit: Millions of Yen

Business Services segment		FY 2012.3						FY 2013.3				Original Forecast		Revised Forecast	
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 25, 2012)	Progress	(Jan. 28, 2013)	Progress
Operating revenues		153,335	156,770	159,244	166,690	636,039	469,349	156,298	156,746	157,228	470,271	630,000	74.6%	634,000	74.2%
Sales outside the group		135,495	138,732	140,649	147,774	562,650	414,876	138,316	140,310	141,634	420,260	560,000	75.0%	-	-
Sales within the group		17,840	18,038	18,595	18,917	73,389	54,473	17,982	16,435	15,594	50,011	70,000	71.4%	-	-
Operating income		20,910	19,759	17,294	17,033	74,996	57,963	15,182	21,677	23,252	60,111	71,000	84.7%	77,000	78.1%
Depreciation		11,272	11,426	11,862	12,259	46,820	34,561	11,419	11,586	11,548	34,552	49,000	70.5%	-	-
Amortization of goodwill		-	-	-	-	-	-	669	104	104	877	400	219.4%	-	-
EBITDA *		32,339	31,455	29,649	29,704	123,146	93,442	27,560	33,544	35,123	96,227	122,000	78.9%	127,000	75.8%
EBITDA margin		21.1%	20.1%	18.6%	17.8%	19.4%	19.9%	17.6%	21.4%	22.3%	20.5%	19.4%	-	20.0%	-

Unit: Millions of Yen

Global Services segment		FY 2012.3						FY 2013.3				Original Forecast		Revised Forecast	
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 25, 2012)	Progress	(Jan. 28, 2013)	Progress
Operating revenues		39,096	42,725	44,614	45,179	171,614	126,435	46,283	49,014	53,237	148,533	195,000	76.2%	206,000	72.1%
Sales outside the group		31,902	35,428	37,002	37,214	141,546	104,332	38,027	41,556	45,175	124,758	164,000	76.1%	-	-
Sales within the group		7,195	7,297	7,611	7,965	30,068	22,103	8,256	7,458	8,062	23,775	31,000	76.7%	-	-
Operating income		1,133	1,067	1,069	1,000	4,268	3,268	1,384	1,450	2,536	5,370	6,000	89.5%	8,000	67.1%
Depreciation		2,253	2,365	2,324	2,433	9,375	6,942	2,577	2,610	2,622	7,809	11,000	71.0%	-	-
Amortization of goodwill		-	-	-	-	-	-	567	599	556	1,722	2,000	86.1%	-	-
EBITDA *		3,390	3,444	3,424	3,453	13,711	10,258	4,545	4,684	5,719	14,948	19,000	78.7%	20,000	74.7%
EBITDA margin		8.7%	8.1%	7.7%	7.6%	8.0%	8.1%	9.8%	9.6%	10.7%	10.1%	9.7%	-	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.

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Unit: Millions of Yen

Other	FY 2012.3						FY 2013.3				Original Forecast	
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 25, 2012)	Progress
Operating revenues	35,842	38,887	43,509	39,370	157,608	118,238	36,101	36,343	35,321	107,766	152,000	70.9%
Sales outside the group	8,694	7,999	8,054	11,848	36,595	24,747	10,892	10,000	11,095	31,987	42,000	76.2%
Sales within the group	27,147	30,888	35,455	27,522	121,013	93,490	25,209	26,343	24,226	75,779	110,000	68.9%
Operating income	2,428	2,276	1,225	1,320	7,249	5,929	2,562	2,877	2,239	7,678	8,400	91.4%
Depreciation	396	435	424	429	1,684	1,255	414	412	415	1,241	1,500	82.7%
Amortization of goodwill	-	-	-	-	-	-	0	0	0	0	0	-
EBITDA *	2,823	2,712	1,660	1,849	9,043	7,195	2,977	3,296	2,658	8,932	9,900	90.2%
EBITDA margin	7.9%	7.0%	3.8%	4.7%	5.7%	6.1%	8.2%	9.1%	7.5%	8.3%	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.

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Financial Results for the 3rd 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				Original Forecast (Apr. 25, 2012)	
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	
Operating revenues	666,695	668,285	686,715	699,600	2,721,295	2,021,695	647,139	660,252	744,763	2,052,154	2,680,000	76.6%
Communications fee revenues	484,127	483,363	476,092	475,373	1,918,956	1,443,582	474,743 * 6	481,039	491,799	1,447,581	1,900,000	76.2%
Mobile	404,328	401,915	393,526	391,419	1,591,188	1,199,769	387,166	392,157	398,170	1,177,493	1,540,000	76.5%
Fixed Line	79,799	81,448	82,566	83,954	327,768	243,813	87,577 * 6	88,882	93,629	270,088	360,000	75.0%
FTTH * 1	28,168	29,405	30,699	32,433	120,705	88,272	36,211	38,758	41,174	116,142	-	-
Cable-plus phone * 2	8,813	9,724	10,368	11,287	40,192	28,905	12,168	13,028	13,871	39,068	-	-
CATV * 3	17,718	18,122	18,315	18,563	72,718	54,155	18,405	18,558	19,161	56,123	-	-
Others	25,100	24,197	23,184	21,671	94,153	72,482	20,793 * 6	18,538	19,423	58,754	-	-
Handset revenues, repair revenues, others	182,568	184,921	210,623	224,227	802,339	578,112	172,395 * 6	179,214	252,964	604,573	780,000	77.5%

Unit: Millions of Yen

Value services segment Details of total operating revenues Sales outside the group	FY 2012.3						FY 2013.3				Original Forecast (Apr. 25, 2012)	
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	
Operating revenues	22,179	27,881	29,704	30,250	110,013	79,763	27,242	26,866	27,311	81,418	132,000	61.7%
Value-added revenues * 4	19,167	22,369	23,879	23,566	88,981	65,415	22,199	22,013	22,553	66,764	104,000	64.2%
Others	3,011	5,512	5,824	6,684	21,031	14,347	5,043	4,853	4,758	14,654	28,000	52.3%

Unit: Millions of Yen

Business services segment Details of total operating revenues Sales outside the group	FY 2012.3						FY 2013.3				Original Forecast (Apr. 25, 2012)	
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	
Operating revenues	135,495	138,732	140,649	147,774	562,650	414,876	138,316	140,310	141,634	420,260	560,000	75.0%
Mobile	54,822	57,078	58,437	59,254	229,592	170,337	58,121	59,045	59,331	176,497	-	-
Fixed Line	75,187	76,064	75,903	82,251	309,406	227,155	74,292	75,167	76,207	225,666	-	-
Others * 5	5,486	5,590	6,309	6,268	23,652	17,384	5,902	6,099	6,096	18,097	-	-

*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

*6 Corrections from 2Q of FY 2013.3 results report.

Major Service Data

Total Subscriptions		FY 2012.3					FY 2013.3				Mar-13 (Revised Forecast)
		Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Sep-12	Dec-12	Mar-13 (Original Forecast)		
Mobile	au (Thousand)	33,352	33,659	34,298	35,109	35,675	36,110	36,817	37,210	37,530	
	UQ WiMAX (Thousand)	1,030	1,237	1,689		2,266	2,906	3,624	3,929	* 1 3,800	-
	au + UQ WiMAX (Thousand)	34,382	34,896	35,987		37,375	38,581	39,734	40,746	* 1 41,010	41,330
Fixed - line	FTTH (Thousand)	1,987	2,070	2,167	2,268	2,439	2,607	2,757	2,900	-	
	Metal-plus (Thousand)	2,465	2,384	2,299		2,189	2,093	2,009	1,932	1,750	-
	Cable-plus phone (Thousand)	1,486	1,679	1,865		2,074	2,295	2,481	2,679	2,700	-
	CATV (Thousand)	1,106	1,123	1,133		1,142	1,159	1,180	1,235	1,200	-
Fixed access lines * 2 (Thousand)		6,555	6,747	6,935	7,118	7,410	7,681	7,987	8,000	-	

Total Indicators		FY 2012.3					FY 2013.3				Total (Revised Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	Total (Original Forecast)	
Number of units sold * 3 (Thousand)		3,310	3,380	3,290	3,710	13,690	3,130	2,970	3,140	11,800	12,400
of Smartphone (Thousand)		660	1,250	1,630	2,090	5,630	1,740	1,880	2,400	8,000	8,450
Number of units shipped * 4 (Thousand)		3,470	3,270	3,430	3,710	13,880	2,940	2,770	3,270	11,500	11,700

*1 In July 2012, UQ Communications revised forecasts for year-end subscription numbers to be 400,000 higher than initially forecasted.

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

*4 Number of units shipped to retailers from KDDI.

Major Service Data

Personal Services segment Subscriptions		FY 2012.3					FY 2013.3				Mar-13 (Revised Forecast)
		Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Sep-12	Dec-12	Mar-13 (Original Forecast)		
Mobile	au (Thousand)	28,782	28,982	29,433	30,084	30,580	30,947	31,516	31,680	32,000	
Fixed - line	FTTH (Thousand)	1,947	2,025	2,118	2,221	2,394	2,561	2,711	2,850	-	
	Metal-plus (Thousand)	2,238	2,161	2,079	1,973	1,881	1,802	1,731	1,550	-	
	Cable-plus phone (Thousand)	1,486	1,679	1,865	2,074	2,295	2,481	2,679	2,700	-	
	CATV (Thousand)	1,106	1,123	1,133	1,142	1,159	1,180	1,235	1,200	-	
Fixed access lines * 1 (Thousand)		6,288	6,479	6,665	6,856	7,154	7,429	7,740	7,750	-	
au Smartvalue	au subscriptions (Thousand)	-	-	-	660	1,330	2,000	2,850	3,100	3,600	
	Households (Thousand)	-	-	-	440	820	1,200	1,660	1,550	2,000	

Personal Services segment Indicators		FY 2012.3					FY 2013.3				Total (Revised Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	Total (Original Forecast)	
Total ARPU	* 2 (Yen)	4,890	4,880	4,770	4,640	4,790	4,490	4,480	4,460	4,440	4,400
	au ARPU * 3 (Yen)	4,670	4,620	4,490	4,370	4,530	4,240	4,240	4,220	4,160	4,160
	Value ARPU * 4 (Yen)	220	260	280	270	260	250	240	240	280	240
MOU	(minutes)	151	151	149	144	149	141	141	139	143	-
Churn rate	(%)	0.62	0.64	0.52	0.70	0.62	0.61	0.65	0.58	0.61	-
Number of units sold	* 5 (Thousand)	2,970	3,050	2,900	3,310	12,220	2,740	2,620	2,830	10,400	11,000
of Smartphone	(Thousand)	640	1,210	1,550	2,010	5,410	1,670	1,810	2,300	7,550	8,000
Number of units shipped	* 6 (Thousand)	3,120	2,950	3,080	3,300	12,450	2,560	2,410	2,970	10,100	10,300
FTTH ARPU	(Yen)	4,440	4,440	4,410	4,430	-	4,420	4,470	4,510	-	-

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

*6 Nur Number of units shipped to retailers from KDDI.