
Data Book

Financial Results of the Fiscal Year ended March 2013

April 30, 2013

KDDI Corporation

Financial Results of the Fiscal Year ended March 2013

Unit: Millions of Yen

Consolidated Statement		FY2012.3					FY2013.3					FY2014.3	
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues		864,964	878,324	902,125	926,685	3,572,098	861,615	878,984	969,977	951,711	3,662,289	4,140,000	360,000
	Telecommunications business	600,727	602,335	596,611	594,463	2,394,136	594,878	604,259	619,802	613,788	2,432,726	-	-
	Other business	264,237	275,989	305,514	332,223	1,177,962	266,738	274,726	350,175	337,923	1,229,562	-	-
Operating income		140,096	126,650	117,481	93,420	477,648	94,211	137,029	164,334	117,095	512,669	630,000	60,000
Ordinary income		132,448	119,958	112,266	86,507	451,178	90,187	136,828	166,941	120,466	514,421	620,000	60,000
Extraordinary income (loss)		(3,976)	3,249	6,995	(3,027)	3,241	0	(88,115)	421	(15,015)	(102,709)	-	-
Net income		71,946	68,193	54,216	44,250	238,605	51,291	28,466	100,490	61,222	241,470	295,000	(32,000)
Comprehensive income		79,375	72,113	54,085	43,937	249,510	53,444	25,769	104,357	80,009	263,579	-	-
Total assets	* 1	3,828,004	3,915,900	4,027,100	-	4,004,009	3,921,135	3,967,451	4,018,616	-	4,084,999	-	-
Shareholders' equity	* 1	2,218,903	2,291,814	2,092,703	-	2,128,625	2,148,984	2,173,959	2,245,259	-	2,323,363	-	-
Shareholders' equity ratio	* 1	56.1%	56.7%	50.1%	-	51.5%	53.0%	53.0%	54.1%	-	55.1%	-	-
Shareholders' equity per share (Yen) * 1 * 2		5,061	5,226	5,283	-	5,392	5,440	5,503	5,689	-	5,886	-	-
Free cash flows		67,158	109,106	75,811	(10,696)	241,379	(109,681)	102,056	(36,189)	94,730	50,916	270,000	90,000
Depreciation		100,551	102,600	105,315	109,420	417,886	98,258	99,386	103,801	105,281	406,726	480,000	71,000
Amortization of goodwill		-	-	-	-	-	4,437	3,898	3,905	4,204	16,444	27,000	-
Capex (cash flow basis)		76,883	92,185	103,880	148,619	421,568	99,904	115,566	114,970	136,579	467,020	550,000	60,000
EBITDA	* 3	242,160	233,074	225,944	207,321	908,499	199,691	241,097	275,939	242,845	959,571	1,160,000	145,000
EBITDA margin		28.0%	26.5%	25.0%	22.4%	25.4%	23.2%	27.4%	28.4%	25.5%	26.2%	28.0%	-
Interest bearing debt	* 1 * 4	977,574	932,677	1,131,888	-	1,046,754	1,108,299	1,040,540	1,078,814	-	977,563	-	-
Net debt	* 1 * 4	786,241	679,519	860,140	-	872,562	1,015,162	915,505	985,094	-	890,275	-	-
Debt / EBITDA Ratio		-	-	-	-	1.15	-	-	-	-	1.02	-	-
Debt / Equity Ratio		0.45	0.42	0.56	-	0.51	0.53	0.49	0.50	-	0.43	-	-

* 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.

Figures do not reflect the 1:2 stock split that was conducted with an effective date of April 1, 2013.

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

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

•FY2013.3 and thereafter: EBITDA = operating income + depreciation + amortization of goodwill + retirement of fixed assets

* 4 Including Euro yen zero coupon convertible bonds.

Financial Results of the Fiscal Year ended March 2013

Unit: Millions of Yen

Personal Services segment	FY2012.3					FY2013.3					FY2014.3	
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues	685,712	687,824	706,596	719,444	2,799,577	665,779	678,930	762,974	730,282	2,837,965	3,210,000	310,000
Sales outside the group	666,695	668,285	686,715	699,600	2,721,295	647,139	660,252	744,763	711,332	2,763,486	3,140,000	310,000
Sales within the group	19,018	19,540	19,881	19,844	78,283	18,641	18,677	18,211	18,950	74,479	70,000	0
Operating income	104,711	93,889	85,470	63,131	347,202	65,066	101,787	124,960	86,790	378,604	485,000	55,000
Depreciation	85,539	87,279	89,601	93,085	355,504	82,468	83,332	87,760	88,847	342,407	411,000	69,000
Amortization of goodwill	-	-	-	-	-	2,773	2,768	2,798	2,895	11,235	23,000	-
EBITDA *	191,483	184,602	177,443	159,687	713,215	152,737	188,393	218,892	190,937	750,959	940,000	139,000
EBITDA margin	27.9%	26.8%	25.1%	22.2%	25.5%	22.9%	27.7%	28.7%	26.1%	26.5%	29.3%	-

Unit: Millions of Yen

Value Services segment	FY2012.3					FY2013.3					FY2014.3	
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues	28,396	34,363	36,349	37,316	136,425	34,721	35,046	35,181	36,950	141,899	210,000	50,000
Sales outside the group	22,179	27,881	29,704	30,250	110,013	27,242	26,866	27,311	28,529	109,948	177,000	46,000
Sales within the group	6,218	6,482	6,645	7,067	26,412	7,479	8,181	7,871	8,420	31,951	33,000	4,000
Operating income	10,817	9,807	13,218	10,598	44,440	10,087	9,675	11,274	10,852	41,888	50,000	5,000
Depreciation	1,335	1,360	1,453	1,570	5,718	1,745	1,750	1,809	1,618	6,922	9,600	1,000
Amortization of goodwill	-	-	-	-	-	427	427	447	431	1,733	1,500	-
EBITDA *	12,272	11,274	14,911	12,641	51,098	12,306	11,922	13,827	13,746	51,801	62,000	6,000
EBITDA margin	43.2%	32.8%	41.0%	33.9%	37.5%	35.4%	34.0%	39.3%	37.2%	36.5%	29.5%	-

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 ended March 31, 2013.

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

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

•FY2013.3 and thereafter:

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

Financial Results of the Fiscal Year ended March 2013

Unit: Millions of Yen

Business Services segment	FY2012.3					FY2013.3					FY2014.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues	153,335	156,770	159,244	166,690	636,039	156,298	156,746	157,228	168,066	638,337	650,000
Sales outside the group	135,495	138,732	140,649	147,774	562,650	138,316	140,310	141,634	152,009	572,269	580,000
Sales within the group	17,840	18,038	18,595	18,917	73,389	17,982	16,435	15,594	16,057	66,068	70,000
Operating income	20,910	19,759	17,294	17,033	74,996	15,182	21,677	23,252	19,719	79,830	80,000
Depreciation	11,272	11,426	11,862	12,259	46,820	11,419	11,586	11,548	11,708	46,261	45,000
Amortization of goodwill	-	-	-	-	-	669	104	104	104	981	0
EBITDA *	32,339	31,455	29,649	29,704	123,146	27,560	33,544	35,123	32,581	128,809	127,000
EBITDA margin	21.1%	20.1%	18.6%	17.8%	19.4%	17.6%	21.4%	22.3%	19.4%	20.2%	19.5%

Unit: Millions of Yen

Global Services segment	FY2012.3					FY2013.3					FY2014.3 Total (Forecast)
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Operating revenues	39,096	42,725	44,614	45,179	171,614	46,283	49,014	53,237	58,769	207,302	218,000
Sales outside the group	31,902	35,428	37,002	37,214	141,546	38,027	41,556	45,175	50,065	174,823	188,000
Sales within the group	7,195	7,297	7,611	7,965	30,068	8,256	7,458	8,062	8,704	32,479	30,000
Operating income	1,133	1,067	1,069	1,000	4,268	1,384	1,450	2,536	2,460	7,830	9,000
Depreciation	2,253	2,365	2,324	2,433	9,375	2,577	2,610	2,622	3,033	10,842	11,200
Amortization of goodwill	-	-	-	-	-	567	599	556	773	2,495	2,750
EBITDA *	3,390	3,444	3,424	3,453	13,711	4,545	4,684	5,719	6,349	21,297	23,000
EBITDA margin	8.7%	8.1%	7.7%	7.6%	8.0%	9.8%	9.6%	10.7%	10.8%	10.3%	10.6%

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 ended March 31, 2013.

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

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

•FY2013.3 and thereafter:

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

Financial Results of the Fiscal Year ended March 2013

Unit: Millions of Yen

Others	FY2012.3					FY2013.3					FY2014.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenues	35,842	38,887	43,509	39,370	157,608	36,101	36,343	35,321	36,456	144,222	151,000
Sales outside the group	8,694	7,999	8,054	11,848	36,595	10,892	10,000	11,095	9,776	41,763	57,000
Sales within the group	27,147	30,888	35,455	27,522	121,013	25,209	26,343	24,226	26,680	102,459	94,000
Operating income	2,428	2,276	1,225	1,320	7,249	2,562	2,877	2,239	(2,784)	4,894	6,000
Depreciation	396	435	424	429	1,684	414	412	415	441	1,682	1,600
Amortization of goodwill	-	-	-	-	-	0	0	0	0	0	0
EBITDA *	2,823	2,712	1,660	1,849	9,043	2,977	3,296	2,658	(2,332)	6,599	8,000
EBITDA margin	7.9%	7.0%	3.8%	4.7%	5.7%	8.2%	9.1%	7.5%	(6.4%)	4.6%	5.3%

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 ended March 31, 2013.

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

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

•FY2013.3 and thereafter:

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

Financial Results of the Fiscal Year ended March 2013

Unit: Millions of Yen

Personal Services segment Details of total operating revenues Sales outside the group	FY2012.3					FY2013.3					FY2014.3	
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues	666,695	668,285	686,715	699,600	2,721,295	647,139	660,252	744,763	711,332	2,763,486	3,140,000	310,000
Communications fee revenues	484,127	483,363	476,092	475,373	1,918,956	474,743	481,039	491,799	485,831	1,933,412	2,306,000	297,000
Mobile	404,328	401,915	393,526	391,419	1,591,188	387,166	392,157	398,170	390,880	1,568,373	1,612,000	0
Fixed Line	79,799	81,448	82,566	83,954	327,768	87,577	88,882	93,629	94,951	365,039	694,000	297,000
FTTH * 1	28,168	29,405	30,699	32,433	120,705	36,211	38,758	41,174	43,448	159,590	-	-
Cable-plus phone * 2	8,813	9,724	10,368	11,287	40,192	12,168	13,028	13,871	14,636	53,704	-	-
CATV * 3	17,718	18,122	18,315	18,563	72,718	18,405	18,558	19,161	19,225	75,348	-	-
Others	25,100	24,197	23,184	21,671	94,153	20,793	18,538	19,423	17,642	76,396	-	-
Handset revenues, repair revenues, others	182,568	184,921	210,623	224,227	802,339	172,395	179,214	252,964	225,501	830,074	834,000	13,000

Unit: Millions of Yen

Value Services segment Details of total operating revenues Sales outside the group	FY2012.3					FY2013.3					FY2014.3	
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues	22,179	27,881	29,704	30,250	110,013	27,242	26,866	27,311	28,529	109,948	177,000	46,000
Value-added revenues * 4	19,167	22,369	23,879	23,566	88,981	22,199	22,013	22,553	23,709	90,473	108,000	0
Others	3,011	5,512	5,824	6,684	21,031	5,043	4,853	4,758	4,820	19,474	69,000	46,000

Unit: Millions of Yen

Business Services segment Details of total operating revenues Sales outside the group	FY2012.3					FY2013.3					FY2014.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenues	135,495	138,732	140,649	147,774	562,650	138,316	140,310	141,634	152,009	572,269	580,000
Mobile	54,822	57,078	58,437	59,254	229,592	58,121	59,045	59,331	64,573	241,070	253,000
Fixed Line	75,187	76,064	75,903	82,251	309,406	74,292	75,167	76,207	80,619	306,285	301,000
Others * 5	5,486	5,590	6,309	6,268	23,652	5,902	6,099	6,096	6,817	24,915	26,000

*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		FY2012.3					FY2013.3					FY2014.3
		Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Sep-12	Dec-12	Mar-13	Mar-14		
Mobile	au (Thousand)	33,352	33,659	34,298	35,109	35,675	36,110	36,817	37,709	40,009		
	UQ WiMAX (Thousand)	1,030	1,237	1,689	2,266	2,906	3,624	3,929	4,084	4,290		
	au + UQ WiMAX (Thousand)	34,382	34,896	35,987	37,375	38,581	39,734	40,746	41,794	44,299		
Fixed - line	FTTH (Thousand)	1,987	2,070	2,167	2,268	2,439	2,607	2,757	2,870	3,310		
	Metal-plus (Thousand)	2,465	2,384	2,299	2,189	2,093	2,009	1,932	1,854	-		
	Cable-plus phone (Thousand)	1,486	1,679	1,865	2,074	2,295	2,481	2,679	2,851	3,500		
	CATV (Thousand)	1,106	1,123	1,133	1,142	1,159	1,180	1,235	1,238	* 4 5,150		
Fixed access lines * 1 (Thousand)		6,555	6,747	6,935	7,118	7,410	7,681	7,987	8,157			
CATV	RGU (JCN + J:COM) (Thousand)	-	-	-	-	-	-	-	-	10,450		
	Bundle Ratio (JCN + J:COM)	-	-	-	-	-	-	-	-	2.0		

Total Indicators		FY2012.3					FY2013.3				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Number of units sold * 2 (Thousand)		3,310	3,380	3,290	3,710	13,690	3,130	2,970	3,140	3,280	12,520
of Smartphones (Thousand)		660	1,250	1,630	2,090	5,630	1,740	1,880	2,400	2,490	8,510
Number of units shipped * 3 (Thousand)		3,470	3,270	3,430	3,710	13,880	2,940	2,770	3,270	3,100	12,070

*1 Fixed Access Lines is total of FTTH, direct-revenue telephone (Metal-plus, Cable-plus) and CATV, 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.

*4 JCN + J:COM

Major Service Data

Personal Services segment Subscriptions			FY2012.3					FY2013.3					FY2014.3
			Jun-11	Sep-11	Dec-11	/	Mar-12	Jun-12	Sep-12	Dec-12	/	Mar-13	Mar-14
Mobile	au	(Thousand)	28,782	28,982	29,433			30,084	30,580	30,947		31,516	
Fixed - line	FTTH	(Thousand)	1,947	2,025	2,118		2,221	2,394	2,561	2,711		2,822	3,260
	Metal-plus	(Thousand)	2,238	2,161	2,079		1,973	1,881	1,802	1,731		1,658	-
	Cable-plus phone	(Thousand)	1,486	1,679	1,865		2,074	2,295	2,481	2,679		2,851	3,500
	CATV	(Thousand)	1,106	1,123	1,133		1,142	1,159	1,180	1,235		1,238	* 7 5,150
Fixed access lines * 1 (Thousand)			6,288	6,479	6,665		6,856	7,154	7,429	7,740		7,913	
CATV	RGU (JCN + J:COM)	(Thousand)	-	-	-		-	-	-	-		-	10,450
	Bundle Ratio (JCN + J:COM)		-	-	-		-	-	-	-		-	2.0
au Smartvalue	au subscriptions	(Thousand)	-	-	-		660	1,330	2,000	2,850		3,860	6,900
	Households	(Thousand)	-	-	-		440	820	1,200	1,660		2,120	3,450

Personal Services segment Indicators			FY2012.3					FY2013.3					FY2014.3
			1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total
Total ARPU	* 2	(Yen)	4,890	4,880	4,770	4,640	4,790	4,490	4,480	4,460	4,280	4,430	4,350
	au ARPU	* 3 (Yen)	4,670	4,620	4,490	4,370	4,530	4,240	4,240	4,220	4,030	4,180	4,060
	Value ARPU	* 4 (Yen)	220	260	280	270	260	250	240	240	250	250	290
MOU		(minutes)	151	151	149	144	149	141	141	139	130	138	-
au Churn rate		(%)	0.62	0.64	0.52	0.70	0.62	0.61	0.65	0.58	0.67	0.63	0.69
Number of units sold	* 5	(Thousand)	2,970	3,050	2,900	3,310	12,220	2,740	2,620	2,830	2,880	11,080	10,900
	of Smartphones	(Thousand)	640	1,210	1,550	2,010	5,410	1,670	1,810	2,300	2,340	8,110	8,600
Number of units shipped	* 6	(Thousand)	3,120	2,950	3,080	3,300	12,450	2,560	2,410	2,970	2,720	10,660	10,680
FTTH ARPU		(Yen)	4,440	4,440	4,410	4,430	-	4,420	4,470	4,510	4,500	4,480	

*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.

* 7 JCN + J:COM