
Data Book

Financial Results for the 1st Quarter of FY 2014.3

July 30, 2013

KDDI Corporation

Financial Results for the 1st Quarter of FY 2014.3

Unit: Millions of Yen

Consolidated Statement		FY2013.3					FY2014.3				
		1Q	2Q	3Q	4Q	Total	1Q	Influence of J:COM Consolidation	Progress	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues		861,615	878,984	969,977	951,711	3,662,289	1,002,423	88,167	24.2%	4,140,000	360,000
	Telecommunications business	594,878	604,259	619,802	613,788	2,432,726	631,541	-	-	-	-
	Other business	266,738	274,726	350,175	337,923	1,229,562	370,883	-	-	-	-
Operating income		94,211	137,029	164,334	117,095	512,669	178,652	16,191	28.4%	630,000	60,000
Ordinary income		90,187	136,828	166,941	120,466	514,421	181,920	16,258	29.3%	620,000	60,000
Extraordinary income (loss)		0	(88,115)	421	(15,015)	(102,709)	(31,609)	-	-	-	-
Net income		51,291	28,466	100,490	61,222	241,470	68,175	(35,952)	23.1%	295,000	(32,000)
Comprehensive income		53,444	25,769	104,357	80,009	263,579	80,294	-	-	-	-
Total assets	* 1	3,921,135	3,967,451	4,018,616	-	4,084,999	4,580,649	-	-	-	-
Shareholders' equity	* 1	2,148,984	2,173,959	2,245,259	-	2,323,363	2,580,833	-	-	-	-
Shareholders' equity ratio	* 1	53.0%	53.0%	54.1%	-	55.1%	50.2%	-	-	-	-
Shareholders' equity per share (Yen) * 1 * 2		2,720	2,752	2,844	-	2,943	2,986	-	-	-	-
Free cash flows		(109,681)	102,056	(36,189)	94,730	50,916	55,000	47,513	20.4%	270,000	90,000
Depreciation		98,258	99,386	103,801	105,281	406,726	115,143	17,882	24.0%	480,000	71,000
Amortization of goodwill		4,437	3,898	3,905	4,204	16,444	6,970	3,000	25.8%	27,000	-
Capex (cash flow basis)		99,904	115,566	114,970	136,579	467,020	108,030	10,274	18.6%	580,000	60,000
EBITDA		199,691	241,097	275,939	242,845	959,571	304,987	37,434	26.3%	1,160,000	145,000
EBITDA margin		23.2%	27.4%	28.4%	25.5%	26.2%	30.4%	-	-	28.0%	-
Interest bearing debt	* 1 * 3	1,108,299	1,040,540	1,078,814	-	977,563	1,185,683	-	-	-	-
Net debt	* 1 * 3	1,015,162	915,505	985,094	-	890,275	1,017,636	-	-	-	-
Debt / EBITDA Ratio		-	-	-	-	1.02	-	-	-	-	-
Debt / Equity Ratio		0.53	0.49	0.50	-	0.43	0.52	-	-	-	-

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

* 2 A 2 for 1 stock split is done, effective as of April 1, 2013. Calculated on the assumption that this stock split was conducted at the beginning of the previous fiscal year.

* 3 Including Euro yen zero coupon convertible bonds.

Financial Results for the 1st Quarter of FY 2014.3

Unit: Millions of Yen

Personal Services segment		FY2013.3				
		1Q	2Q	3Q	4Q	Total
Operating revenues		665,779	678,930	762,974	730,282	2,837,965
Sales outside the group		647,139	660,252	744,763	711,332	2,763,486
Sales within the group		18,641	18,677	18,211	18,950	74,479
Operating income		65,066	101,787	124,960	86,790	378,604
Depreciation		82,468	83,332	87,760	88,847	342,407
Amortization of goodwill		2,773	2,768	2,798	2,895	11,235
EBITDA		152,737	188,393	218,892	190,937	750,959
EBITDA margin		22.9%	27.7%	28.7%	26.1%	26.5%

FY2014.3				
1Q	Influence of J:COM Consolidation	Progress	Total (Forecast)	Influence of J:COM Consolidation
784,570	81,405	24.4%	3,210,000	310,000
766,177	80,730	24.4%	3,140,000	310,000
18,392	674	26.3%	70,000	0
135,216	14,649	27.9%	485,000	55,000
99,628	17,616	24.2%	411,000	69,000
5,724	3,000	24.9%	23,000	-
244,763	35,373	26.0%	940,000	139,000
31.2%	-	-	29.3%	-

Unit: Millions of Yen

Value Services segment		FY2013.3				
		1Q	2Q	3Q	4Q	Total
Operating revenues		34,721	35,046	35,181	36,950	141,899
Sales outside the group		27,242	26,866	27,311	28,529	109,948
Sales within the group		7,479	8,181	7,871	8,420	31,951
Operating income		10,087	9,675	11,274	10,852	41,888
Depreciation		1,745	1,750	1,809	1,618	6,922
Amortization of goodwill		427	427	447	431	1,733
EBITDA		12,306	11,922	13,827	13,746	51,801
EBITDA margin		35.4%	34.0%	39.3%	37.2%	36.5%

FY2014.3				
1Q	Influence of J:COM Consolidation	Progress	Total (Forecast)	Influence of J:COM Consolidation
49,080	11,230	23.4%	210,000	50,000
37,508	8,077	21.2%	177,000	46,000
11,571	3,154	35.1%	33,000	4,000
13,609	1,786	27.2%	50,000	5,000
2,212	266	23.0%	9,600	1,000
444	-	29.6%	1,500	-
16,287	2,052	26.3%	62,000	6,000
33.2%	-	-	29.5%	-

Financial Results for the 1st Quarter of FY 2014.3

Unit: Millions of Yen

Business Services segment		FY2013.3				
		1Q	2Q	3Q	4Q	Total
Operating revenues		156,298	156,746	157,228	168,066	638,337
Sales outside the group		138,316	140,310	141,634	152,009	572,269
Sales within the group		17,982	16,435	15,594	16,057	66,068
Operating income		15,182	21,677	23,252	19,719	79,830
Depreciation		11,419	11,586	11,548	11,708	46,261
Amortization of goodwill		669	104	104	104	981
EBITDA		27,560	33,544	35,123	32,581	128,809
EBITDA margin		17.6%	21.4%	22.3%	19.4%	20.2%

FY2014.3		
1Q	Progress	Total (Forecast)
157,742	24.3%	650,000
138,917	24.0%	580,000
18,826	26.9%	70,000
25,494	31.9%	80,000
10,356	23.0%	45,000
-	-	-
36,002	28.3%	127,000
22.8%	-	19.5%

Unit: Millions of Yen

Global Services segment		FY2013.3				
		1Q	2Q	3Q	4Q	Total
Operating revenues		46,283	49,014	53,237	58,769	207,302
Sales outside the group		38,027	41,556	45,175	50,065	174,823
Sales within the group		8,256	7,458	8,062	8,704	32,479
Operating income		1,384	1,450	2,536	2,460	7,830
Depreciation		2,577	2,610	2,622	3,033	10,842
Amortization of goodwill		567	599	556	773	2,495
EBITDA		4,545	4,684	5,719	6,349	21,297
EBITDA margin		9.8%	9.6%	10.7%	10.8%	10.3%

FY2014.3		
1Q	Progress	Total (Forecast)
58,679	26.9%	218,000
50,448	26.8%	188,000
8,231	27.4%	30,000
2,228	24.8%	9,000
2,845	25.4%	11,200
802	29.2%	2,750
5,878	25.6%	23,000
10.0%	-	10.6%

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Unit: Millions of Yen

Others	FY2013.3					FY2014.3		
	1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues	36,101	36,343	35,321	36,456	144,222	30,545	20.2%	151,000
Sales outside the group	10,892	10,000	11,095	9,776	41,763	9,373	16.4%	57,000
Sales within the group	25,209	26,343	24,226	26,680	102,459	21,172	22.5%	94,000
Operating income	2,562	2,877	2,239	(2,784)	4,894	2,333	38.9%	6,000
Depreciation	414	412	415	441	1,682	301	18.8%	1,600
Amortization of goodwill	-	-	-	-	-	-	-	-
EBITDA	2,977	3,296	2,658	(2,332)	6,599	2,681	33.5%	8,000
EBITDA margin	8.2%	9.1%	7.5%	(6.4%)	4.6%	8.8%	-	5.3%

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Unit: Millions of Yen

Personal Services segment Details of total operating revenues Sales outside the group	FY2013.3					FY2014.3				
	1Q	2Q	3Q	4Q	Total	1Q	Influence of J:COM Consolidation	Progress	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues	647,139	660,252	744,763	711,332	2,763,486	766,177	80,730	24.4%	3,140,000	310,000
Communications fee revenues	474,743	481,039	491,799	485,831	1,933,412	579,129	76,816	25.1%	2,306,000	297,000
Mobile	387,166	392,157	398,170	390,880	1,568,373	404,941	-	25.1%	1,612,000	-
Fixed Line	87,577	88,882	93,629	94,951	365,039	174,188	76,816	25.1%	694,000	297,000
FTTH * 1	36,211	38,758	41,174	43,448	159,590	46,041	-	-	-	-
Cable-plus phone * 2	12,168	13,028	13,871	14,636	53,704	* 4 111,723	76,816	-	-	-
CATV * 3	18,405	18,558	19,161	19,225	75,348	16,425	-	-	-	-
Others	20,793	18,538	19,423	17,642	76,396	187,049	3,914	22.4%	834,000	13,000
Handset revenues, repair revenues, others	172,395	179,214	252,964	225,501	830,074					

Unit: Millions of Yen

Value Services segment Details of total operating revenues Sales outside the group	FY2013.3					FY2014.3				
	1Q	2Q	3Q	4Q	Total	1Q	Influence of J:COM Consolidation	Progress	Total (Forecast)	Influence of J:COM Consolidation
Operating revenues	27,242	26,866	27,311	28,529	109,948	37,508	8,077	21.2%	177,000	46,000
Value-added revenues * 5	22,199	22,013	22,553	23,709	90,473	24,709	-	22.9%	108,000	-
Others	5,043	4,853	4,758	4,820	19,474	12,800	8,077	18.6%	69,000	46,000

Unit: Millions of Yen

Business Services segment Details of total operating revenues Sales outside the group	FY2013.3					FY2014.3		
	1Q	2Q	3Q	4Q	Total	1Q	Progress	Total (Forecast)
Operating revenues	138,316	140,310	141,634	152,009	572,269	138,917	24.0%	580,000
Mobile	58,121	59,045	59,331	64,573	241,070	59,431	23.5%	253,000
Fixed Line	74,292	75,167	76,207	80,619	306,285	72,587	24.1%	301,000
Others * 6	5,902	6,099	6,096	6,817	24,915	6,899	26.5%	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 Revenues of Cable-plus phone and Revenues from JCN Group's & J:COM Group's operations, including broadcasting, Internet, telephone, VOD, construction charges

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

* 6 Subsidiary sales in business segments

Major Service Data

Total

Subscriptions		FY2013.3				FY2014.3	
		Jun-12	Sep-12	Dec-12	Mar-13	Jun-13	Mar-14 (Forecast)
Mobile	au (Thousand)	35,675	36,110	36,817	37,709	38,378	40,009
	UQ WiMAX (Thousand)	2,906	3,624	3,929	4,084	4,222	4,290
	au + UQ WiMAX (Thousand)	38,581	39,734	40,746	41,794	42,600	44,299

Personal Services segment

Subscriptions		FY2013.3				FY2014.3	
		Jun-12	Sep-12	Dec-12	Mar-13	Jun-13	Mar-14 (Forecast)
Mobile	au (Thousand)	30,580	30,947	31,516	32,189	32,717	33,689
Fixed - line	FTTH (Thousand)	2,394	2,561	2,711	2,822	2,950	3,260
	Cable-plus phone (Thousand)	2,295	2,481	2,679	2,851	3,040	3,500
CATV * 1	Subscribing Household (Thousand)	1,159	1,180	1,235	1,238	5,031	5,150
	RGU (Thousand)	-	-	-	-	9,923	10,450
	Bundle Ratio	-	-	-	-	2.0	2.0
au Smartvalue	au subscriptions (Thousand)	1,330	2,000	2,850	3,860	4,630	6,900
	Households (Thousand)	820	1,200	1,660	2,120	2,490	3,450

Indicators		FY2013.3					FY2014.3	
		1Q	2Q	3Q	4Q	Total	1Q	Total (Forecast)
Total ARPU (Yen)	* 2	4,490	4,480	4,460	4,280	4,430	4,370	4,350
	au ARPU * 3 (Yen)	4,240	4,240	4,220	4,030	4,180	4,110	4,060
	Value ARPU * 4 (Yen)	250	240	240	250	250	260	290
MOU (minutes)		141	141	139	130	138	130	-
au Churn rate (%)		0.61	0.65	0.58	0.67	0.63	0.56	0.69
Number of units sold (Thousand)	* 5	2,740	2,620	2,830	2,880	11,080	2,370	10,900
	of Smartphones	1,670	1,810	2,300	2,340	8,110	1,820	8,600
Number of units shipped (Thousand)	* 6	2,560	2,410	2,970	2,720	10,660	2,220	10,680
FTTH ARPU (Yen)		4,420	4,470	4,510	4,500	4,480	4,480	-

*1 FY2013.3 : JCN FY2014.3 : JCN + J:COM

*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"
 ÷ 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.