
Data Book

Financial Results for the 3rd Quarter of FY2014.3

January 30, 2014

KDDI Corporation

Financial Results for the 3rd Quarter of FY2014.3

Unit: Millions of Yen

Consolidated Statement	FY2013.3						FY2014.3					Original Forecast			Revised Forecast	
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Influence of J:COM Consolidation	(Apr. 30, 2013)	Influence of J:COM Consolidation	Progress	(Jan. 30, 2014)	Influence of J:COM Consolidation
Operating revenues	861,615	878,984	969,977	951,711	3,662,289	2,710,577	1,002,423	1,051,357	1,126,118	3,179,899	263,038	4,140,000	360,000	76.8%	4,280,000	348,000
Telecommunications business	594,878	604,259	619,802	613,788	2,432,726	1,818,938	631,541	649,448	660,222	1,941,211	-	-	-	-	-	-
Other business	266,738	274,726	350,175	337,923	1,229,562	891,639	370,883	401,910	465,896	1,238,688	-	-	-	-	-	-
Operating income	94,211	137,029	164,334	117,095	512,669	395,574	178,652	168,961	185,636	533,249	50,220	630,000	60,000	84.6%	660,000	63,000
Ordinary income	90,187	136,828	166,941	120,466	514,421	393,956	181,920	170,162	186,511	538,592	47,623	620,000	60,000	86.9%	658,000	60,000
Extraordinary income (loss)	-	(88,115)	421	(15,015)	(102,709)	(87,694)	(31,609)	(263)	(238)	(32,110)	-	-	-	-	-	-
Net income	51,291	28,466	100,490	61,222	241,470	180,247	68,175	94,833	105,646	268,654	(30,599)	295,000	(32,000)	91.1%	318,000	(30,000)
Comprehensive income	53,444	25,769	104,357	80,009	263,579	183,570	80,294	115,003	122,585	317,881	-	-	-	-	-	-
Total assets * 1	3,921,135	3,967,451	4,018,616	-	4,084,999	4,018,616	4,580,649	4,634,681	-	4,843,082	-	-	-	-	-	-
Shareholders' equity * 1	2,148,984	2,173,959	2,245,259	-	2,323,363	2,245,259	2,580,833	2,883,314	-	2,865,941	-	-	-	-	-	-
Shareholders' equity ratio * 1	53.0%	53.0%	54.1%	-	55.1%	54.1%	50.2%	55.4%	-	54.8%	-	-	-	-	-	-
Shareholders' equity per share (Yen) * 1 * 2	2,720	2,752	2,844	-	2,943	2,844	2,986	3,106	-	3,181	-	-	-	-	-	-
Free cash flows	(109,681)	102,056	(36,189)	94,730	50,916	(43,814)	55,000	118,038	58,907	231,945	83,189	270,000	90,000	-	239,000	100,000
Depreciation	98,258	99,386	103,801	105,281	406,726	301,445	115,143	113,522	118,763	347,428	51,165	480,000	71,000	72.4%	-	-
Amortization of goodwill	4,437	3,898	3,905	4,204	16,444	12,240	6,970	7,017	7,603	21,591	9,192	27,000	-	80.0%	-	-
Capex (cash flow basis)	99,904	115,566	114,970	136,579	467,020	330,440	108,030	131,717	133,066	372,813	37,028	* 4 580,000	60,000	64.3%	580,000	45,000
EBITDA	199,691	241,097	275,939	242,845	959,571	716,727	304,987	295,955	317,175	918,116	111,783	1,160,000	145,000	79.1%	1,183,000	145,000
EBITDA margin	23.2%	27.4%	28.4%	25.5%	26.2%	26.4%	30.4%	28.1%	28.2%	28.9%	-	28.0%	-	-	27.6%	-
Interest bearing debt * 1 * 3	1,108,299	1,040,540	1,078,814	-	977,563	1,078,814	1,185,683	890,721	-	1,041,507	-	-	-	-	-	-
Net debt * 1 * 3	1,015,162	915,505	985,094	-	890,275	985,094	1,017,636	743,019	-	833,891	-	-	-	-	-	-
Debt / EBITDA Ratio	-	-	-	-	1.02	-	-	-	-	-	-	-	-	-	-	-
Debt / Equity Ratio	0.53	0.49	0.50	-	0.43	0.50	0.52	0.35	-	0.39	-	-	-	-	-	-

* Note: In these materials, [Influence of J:COM consolidation] excludes the performance of JCN, which became a consolidated subsidiary of J:COM in December 2013.

* 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.

* 4 Including additional investment 30.0B JPY to augment LTE facilities decided in 1Q/FY2014.3.

Financial Results for the 3rd Quarter of FY2014.3

Unit: Millions of Yen

Personal Services segment		FY2013.3						FY2014.3					Original Forecast			Revised Forecast	
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Influence of J:COM Consolidation	(Apr. 30, 2013)	Influence of J:COM Consolidation	Progress	(Jan. 30, 2014)	Influence of J:COM Consolidation
Operating revenues		665,779	678,930	762,974	730,282	2,837,965	2,107,683	784,570	818,869	886,199	2,489,638	244,158	3,210,000	310,000	77.6%	3,330,000	324,000
Sales outside the group		647,139	660,252	744,763	711,332	2,763,486	2,052,154	766,177	799,346	865,717	2,431,240	242,174	3,140,000	310,000	77.4%	-	-
Sales within the group		18,641	18,677	18,211	18,950	74,479	55,529	18,392	19,524	20,482	58,398	1,984	70,000	-	83.4%	-	-
Operating income		65,066	101,787	124,960	86,790	378,604	291,814	135,216	125,484	144,690	405,389	46,386	485,000	55,000	83.6%	505,000	58,000
Depreciation		82,468	83,332	87,760	88,847	342,407	253,561	99,628	97,067	101,913	298,607	49,112	411,000	69,000	72.7%	-	-
Amortization of goodwill		2,773	2,768	2,798	2,895	11,235	8,339	5,724	5,482	6,157	17,363	9,192	23,000	-	75.5%	-	-
EBITDA		152,737	188,393	218,892	190,937	750,959	560,022	244,763	234,230	257,232	736,225	105,897	940,000	139,000	78.3%	954,000	138,000
EBITDA margin		22.9%	27.7%	28.7%	26.1%	26.5%	26.6%	31.2%	28.6%	29.0%	29.6%	-	29.3%	-	-	28.6%	-

Unit: Millions of Yen

Value Services segment		FY2013.3						FY2014.3					Original Forecast			Revised Forecast	
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Influence of J:COM Consolidation	(Apr. 30, 2013)	Influence of J:COM Consolidation	Progress	(Jan. 30, 2014)	Influence of J:COM Consolidation
Operating revenues		34,721	35,046	35,181	36,950	141,899	104,949	49,080	50,733	54,594	154,406	32,942	210,000	50,000	73.5%	212,000	42,000
Sales outside the group		27,242	26,866	27,311	28,529	109,948	81,418	37,508	38,895	42,548	118,952	24,891	177,000	46,000	67.2%	-	-
Sales within the group		7,479	8,181	7,871	8,420	31,951	23,530	11,571	11,837	12,046	35,454	8,052	33,000	4,000	107.4%	-	-
Operating income		10,087	9,675	11,274	10,852	41,888	31,036	13,609	13,624	13,678	40,911	3,617	50,000	5,000	81.8%	51,000	4,000
Depreciation		1,745	1,750	1,809	1,618	6,922	5,304	2,212	2,715	2,460	7,387	2,053	9,600	1,000	77.0%	-	-
Amortization of goodwill		427	427	447	431	1,733	1,301	444	580	496	1,520	-	1,500	-	101.3%	-	-
EBITDA		12,306	11,922	13,827	13,746	51,801	38,055	16,287	16,972	16,889	50,149	5,669	62,000	6,000	80.9%	64,000	7,000
EBITDA margin		35.4%	34.0%	39.3%	37.2%	36.5%	36.3%	33.2%	33.5%	30.9%	32.5%	-	29.5%	-	-	30.2%	-

Financial Results for the 3rd Quarter of FY2014.3

Unit: Millions of Yen

Business Services segment		FY2013.3						FY2014.3				Original Forecast		Revised Forecast (Jan. 30, 2014)
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 30, 2013)	Progress	
Operating revenues		156,298	156,746	157,228	168,066	638,337	470,271	157,742	164,352	168,805	490,900	650,000	75.5%	664,000
Sales outside the group		138,316	140,310	141,634	152,009	572,269	420,260	138,917	145,773	149,400	434,091	580,000	74.8%	-
Sales within the group		17,982	16,435	15,594	16,057	66,068	50,011	18,826	18,579	19,405	56,809	70,000	81.2%	-
Operating income		15,182	21,677	23,252	19,719	79,830	60,111	25,494	25,112	21,803	72,408	80,000	90.5%	87,000
Depreciation		11,419	11,586	11,548	11,708	46,261	34,552	10,356	10,189	10,996	31,541	45,000	70.1%	-
Amortization of goodwill		669	104	104	104	981	877	-	-	-	-	-	-	-
EBITDA		27,560	33,544	35,123	32,581	128,809	96,227	36,002	35,588	33,125	104,714	127,000	82.5%	131,000
EBITDA margin		17.6%	21.4%	22.3%	19.4%	20.2%	20.5%	22.8%	21.7%	19.6%	21.3%	19.5%	-	19.7%

Unit: Millions of Yen

Global Services segment		FY2013.3						FY2014.3				Original Forecast		Revised Forecast (Jan. 30, 2014)
		1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 30, 2013)	Progress	
Operating revenues		46,283	49,014	53,237	58,769	207,302	148,533	58,679	64,578	65,903	189,160	218,000	86.8%	262,000
Sales outside the group		38,027	41,556	45,175	50,065	174,823	124,758	50,448	55,383	57,407	163,238	188,000	86.8%	-
Sales within the group		8,256	7,458	8,062	8,704	32,479	23,775	8,231	9,195	8,496	25,921	30,000	86.4%	-
Operating income		1,384	1,450	2,536	2,460	7,830	5,370	2,228	2,486	3,604	8,319	9,000	92.4%	10,000
Depreciation		2,577	2,610	2,622	3,033	10,842	7,809	2,845	3,022	3,027	8,894	11,200	79.4%	-
Amortization of goodwill		567	599	556	773	2,495	1,722	802	908	909	2,619	2,750	95.2%	-
EBITDA		4,545	4,684	5,719	6,349	21,297	14,948	5,878	6,428	7,560	19,866	23,000	86.4%	27,000
EBITDA margin		9.8%	9.6%	10.7%	10.8%	10.3%	10.1%	10.0%	10.0%	11.5%	10.5%	10.6%	-	10.3%

Financial Results for the 3rd Quarter of FY2014.3

Unit: Millions of Yen

Others	FY2013.3						FY2014.3				Original Forecast	
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 30, 2013)	Progress
Operating revenues	36,101	36,343	35,321	36,456	144,222	107,766	30,545	35,021	36,465	102,031	151,000	67.6%
Sales outside the group	10,892	10,000	11,095	9,776	41,763	31,987	9,373	11,960	11,046	32,378	57,000	56.8%
Sales within the group	25,209	26,343	24,226	26,680	102,459	75,779	21,172	23,061	25,420	69,653	94,000	74.1%
Operating income	2,562	2,877	2,239	(2,784)	4,894	7,678	2,333	2,033	2,155	6,520	6,000	108.7%
Depreciation	414	412	415	441	1,682	1,241	301	345	392	1,039	1,600	64.9%
Amortization of goodwill	-	-	-	-	-	-	-	47	42	90	-	-
EBITDA	2,977	3,296	2,658	(2,332)	6,599	8,932	2,681	2,447	2,601	7,728	8,000	96.6%
EBITDA margin	8.2%	9.1%	7.5%	(6.4%)	4.6%	8.3%	8.8%	7.0%	7.1%	7.6%	5.3%	-

Financial Results for the 3rd Quarter of FY2014.3

Unit: Millions of Yen

Personal Services segment Details of total operating revenues Sales outside the group	FY2013.3						FY2014.3					Original Forecast		
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Influence of J:COM Consolidation	(Apr. 30, 2013)	Influence of J:COM Consolidation	Progress
Operating revenues	647,139	660,252	744,763	711,332	2,763,486	2,052,154	766,177	799,346	865,717	2,431,240	242,174	3,140,000	310,000	77.4%
Communications fee revenues	474,743	481,039	491,799	485,831	1,933,412	1,447,581	579,129	591,995	601,112	1,772,236	228,698	2,306,000	297,000	76.9%
Mobile	387,166	392,157	398,170	390,880	1,568,373	1,177,493	404,941	418,711	425,978	1,249,630	(71)	1,612,000	-	77.5%
Fixed Line	87,577	88,882	93,629	94,951	365,039	270,088	174,188	173,284	175,133	522,606	228,769	694,000	297,000	75.3%
FTTH * 1	36,211	38,758	41,174	43,448	159,590	116,142	46,041	46,245	46,816	139,102	-	-	-	-
Cable-plus phone * 2	12,168	13,028	13,871	14,636	53,704	39,068	* 4 111,723	112,476	113,118	337,316	230,244	-	-	-
CATV * 3	18,405	18,558	19,161	19,225	75,348	56,123	16,425	14,564	15,199	46,187	(1,475)	-	-	-
Others	20,793	18,538	19,423	17,642	76,396	58,754	187,049	207,350	264,605	659,004	13,476	834,000	13,000	79.0%
Handset revenues, repair revenues, others	172,395	179,214	252,964	225,501	830,074	604,573								

Value Services segment Details of total operating revenues Sales outside the group	FY2013.3						FY2014.3					Original Forecast		
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Influence of J:COM Consolidation	(Apr. 30, 2013)	Influence of J:COM Consolidation	Progress
Operating revenues	27,242	26,866	27,311	28,529	109,948	81,418	37,508	38,895	42,548	118,952	24,891	177,000	46,000	67.2%
Value-added revenues * 5	22,199	22,013	22,553	23,709	90,473	66,764	24,709	26,944	28,582	80,235	-	108,000	-	74.3%
Others	5,043	4,853	4,758	4,820	19,474	14,654	12,800	11,951	13,966	38,717	24,891	69,000	46,000	56.1%

Business Services segment Details of total operating revenues Sales outside the group	FY2013.3						FY2014.3				Original Forecast	
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	(Apr. 30, 2013)	Progress
Operating revenues	138,316	140,310	141,634	152,009	572,269	420,260	138,917	145,773	149,400	434,091	580,000	74.8%
Mobile	58,121	59,045	59,331	64,573	241,070	176,497	59,431	62,817	65,411	187,659	-	-
Fixed Line	74,292	75,167	76,207	80,619	306,285	225,666	72,587	74,596	75,376	222,559	-	-
Others * 6	5,902	6,099	6,096	6,817	24,915	18,097	6,899	8,361	8,613	23,872	-	-

* 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 services segment

Major Service Data

Total

Subscriptions		FY2013.3					FY2014.3				Mar-14 (Revised Forecast)
		Jun-12	Sep-12	Dec-12	Mar-13	Jun-13	Sep-13	Dec-13	Mar-14 (Original Forecast)		
Mobile	au (Thousand)	35,675	36,110	36,817			37,709	38,378	39,045	39,617	40,009
	UQ WiMAX (Thousand)	2,906	3,624	3,929	4,084		4,222	4,275	4,157	-	-
	au + UQ WiMAX (Thousand)	38,581	39,734	40,746	41,794		42,600	43,320	43,774	-	-

Personal Services segment

Subscriptions		FY2013.3					FY2014.3				Mar-14 (Revised Forecast)
		Jun-12	Sep-12	Dec-12	Mar-13	Jun-13	Sep-13	Dec-13	Mar-14 (Original Forecast)		
Mobile	au (Thousand)	30,580	30,947	31,516			32,189	32,717	33,206	33,582	33,689
	of Smartphones (Thousand)	7,209	8,527	10,168	11,862		13,002	13,984	14,741	-	-
Fixed - line	FTTH (Thousand)	2,394	2,561	2,711		2,822	2,950	3,045	3,117	3,260	3,197
	Cable-plus phone (Thousand)	2,295	2,481	2,679		2,851	3,040	3,202	3,362	3,500	-
	Subscribing Households (Thousand)	1,159	1,180	1,235		1,238	5,031	5,057	5,090	5,150	-
	CATV * 1 RGU (Thousand)	-	-	-		-	9,923	10,035	10,153	10,450	-
	Bundle Ratio	-	-	-	-	1.97	1.98	1.99	2.03	-	
au Smartvalue	au subscriptions (Thousand)	1,330	2,000	2,850		3,860	4,630	5,400	6,110	6,900	6,800
	Households (Thousand)	820	1,200	1,660		2,120	2,490	2,860	3,210	3,450	3,580

Indicators		FY2013.3					FY2014.3				Total (Revised Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	Total (Original Forecast)	
Total ARPU	* 2 (Yen)	4,490	4,480	4,460	4,280	4,430	4,370	4,460	4,480	4,350	4,420
	au ARPU * 3 (Yen)	4,240	4,240	4,220	4,030	4,180	4,110	4,180	4,190	4,060	4,130
	Value ARPU * 4 (Yen)	250	240	240	250	250	260	280	290	290	290
MOU (minutes)		141	141	139	130	138	130	125	121	-	-
au Churn rate (%)		0.61	0.65	0.58	0.67	0.63	0.56	0.67	0.71	0.69	0.72
Number of units sold * 5	(Thousand)	2,740	2,620	2,830	2,880	11,080	2,370	2,630	2,790	10,900	10,920
	of Smartphones (Thousand)	1,670	1,810	2,300	2,340	8,110	1,820	1,980	2,120	8,600	8,380
Number of units shipped * 6 (Thousand)		2,560	2,410	2,970	2,720	10,660	2,220	2,520	3,180	10,680	10,720
FTTH ARPU (Yen)		4,420	4,470	4,510	4,500	4,480	4,480	4,470	4,470	-	-

* 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.