
Data Book

Financial Results for the Fiscal Year Ended 2017.3

May 11, 2017



Financial Results Summary (Consolidated)

Unit: Millions of Yen

Consolidated Statement	FY2016.3					FY2017.3					FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenue	1,046,577	1,105,178	1,147,276	1,167,104	4,466,135	1,130,453	1,171,128	1,220,638	1,226,040	4,748,259	4,950,000
Operating income *2	230,998	220,432	221,012	160,141	832,583	275,112	257,524	243,101	137,240	912,976	950,000
Operating Margin *2	22.1%	19.9%	19.3%	13.7%	18.6%	24.3%	22.0%	19.9%	11.2%	19.2%	19.2%
Profit for the period attributable to owners of the parent *2	143,949	133,510	131,027	86,393	494,878	167,105	159,043	145,250	75,260	546,658	565,000
Total Assets *1 *2	5,558,485	5,575,561	5,591,826	-	5,880,623	5,839,250	6,008,545	6,100,890	-	6,263,826	-
Total Equity *1 *2	3,278,232	3,413,765	3,474,737	-	3,546,856	3,573,356	3,669,479	3,756,499	-	3,849,133	-
Ratio of equity attributable to owners of the parent to total assets *1 *2	56.4%	58.4%	59.0%	-	56.3%	57.2%	56.9%	57.1%	-	56.7%	-
Equity per share attributable to owners of the parent *1 *2	¥1,252	¥1,300	¥1,318	-	¥1,329	¥1,347	¥1,392	¥1,417	-	¥1,446	-
Free cash flows	(80,136)	221,831	56,455	18,471	216,621	127,728	312,264	55,364	28,494	523,849	480,000
Depreciation *2	131,202	134,532	133,808	132,899	532,442	137,335	137,138	135,824	134,881	545,177	557,000
Retirement of fixed assets	5,294	4,339	7,602	22,838	40,073	2,866	5,258	8,955	11,487	28,565	23,000
Capex (cash flow basis)	144,937	110,118	108,790	167,589	531,434	87,860	96,099	112,953	222,454	519,365	530,000
EBITDA	367,495	360,293	362,421	320,761	1,410,971	415,317	400,143	387,904	320,844	1,524,207	1,530,000
EBITDA margin	35.1%	32.6%	31.6%	27.5%	31.6%	36.7%	34.2%	31.8%	26.2%	32.1%	30.9%
Interest bearing debt *1	1,274,071	1,066,840	1,091,591	-	1,235,287	1,230,974	1,190,036	1,164,556	-	1,151,650	-
Net debt *1	1,075,352	871,188	911,908	-	1,043,087	1,084,043	852,706	900,104	-	925,043	-
Debt / EBITDA Ratio	-	-	-	-	0.88	-	-	-	-	0.76	-
Debt / Equity Ratio *1 *2	0.41	0.33	0.33	-	0.37	0.37	0.35	0.33	-	0.32	-

*1 These figures are as of the end of each fiscal quarter or year

*2 Provisional accounting treatment was applied for the business combination conducted in the 4Q/FY2016.3 and the data has been replaced with confirmed values in the 1Q/FY2017.3.

As a result, the 4Q and full-year figures for FY2016.3 in this material had been changed.

(Ref) "Financial Statements Summary for the Year ended March 31, 2017 " 7. Business Combination (PP.56-57)

Financial Results Summary (Personal Services / Value Services)

Unit: Millions of Yen

Personal Services segment	FY2016.3					FY2017.3					FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenue	814,576	867,975	916,125	904,578	3,503,255	868,461	901,217	935,231	928,061	3,632,969	3,800,000
Revenue from external customers	791,226	843,339	891,608	878,376	3,404,547	843,987	875,889	909,501	900,767	3,530,144	3,700,000
Inter-segment revenue or transfers	23,350	24,637	24,518	26,203	98,707	24,473	25,328	25,730	27,294	102,825	100,000
Operating income	179,213	172,213	173,576	131,581	656,584	220,534	202,709	183,624	104,220	711,087	735,000
Depreciation	115,462	118,336	118,358	116,756	468,913	118,125	118,266	116,541	115,403	468,334	474,000
Retirement of fixed assets	5,103	3,656	6,907	20,381	36,047	2,582	5,041	8,564	9,522	25,710	21,000
EBITDA	299,778	294,205	298,842	269,842	1,162,666	341,242	326,016	308,729	265,200	1,241,186	1,230,000
EBITDA margin	36.8%	33.9%	32.6%	29.8%	33.2%	39.3%	36.2%	33.0%	28.6%	34.2%	32.4%

Unit: Millions of Yen

Value Services segment	FY2016.3					FY2017.3					FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenue	61,795	64,244	65,349	80,375	271,763	103,535	105,663	120,605	121,254	451,058	530,000
Revenue from external customers	44,137	45,923	46,285	61,585	197,930	84,745	85,951	101,669	94,994	367,359	430,000
Inter-segment revenue or transfers	17,658	18,322	19,064	18,790	73,833	18,790	19,712	18,937	26,260	83,699	100,000
Operating income *	18,365	18,235	19,801	16,626	73,028	25,354	25,640	29,603	15,297	95,894	100,000
Depreciation *	2,311	2,580	2,578	3,481	10,949	4,955	4,980	5,084	5,331	20,350	23,000
Retirement of fixed assets	20	407	69	1,000	1,496	161	128	63	678	1,030	-
EBITDA	20,697	21,222	22,447	21,129	85,495	30,470	30,747	34,751	21,372	117,340	123,000
EBITDA margin	33.5%	33.0%	34.3%	26.3%	31.5%	29.4%	29.1%	28.8%	17.6%	26.0%	23.2%

* Provisional accounting treatment was applied for the business combination conducted in the 4Q/FY2016.3 and the data has been replaced with confirmed values in the 1Q/FY2017.3.

As a result, the 4Q and full-year figures for FY2016.3 in this material had been changed.

(Ref) "Financial Statements Summary for the Year ended March 31, 2017 " 7. Business Combination (PP.56-57)

Financial Results Summary (Business Services / Global Services)

Unit: Millions of Yen

Business Services segment	FY2016.3					FY2017.3					FY2017.3	FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	After reclassifying segment Total *	Total (Forecast) *
Operating revenue	151,184	158,741	152,493	169,615	632,032	151,396	156,693	157,233	172,011	637,334	710,170	740,000
Revenue from external customers	129,039	135,548	132,279	148,826	545,692	130,174	133,874	133,890	150,104	548,041	584,410	600,000
Inter-segment revenue or transfers	22,145	23,193	20,214	20,789	86,340	21,222	22,819	23,344	21,907	89,292	125,759	140,000
Operating income	20,081	19,487	19,982	1,886	61,436	20,279	18,994	21,814	11,011	72,099	75,922	78,000
Depreciation	10,832	11,044	10,261	10,118	42,254	11,170	11,151	11,219	11,270	44,810	45,481	46,000
Retirement of fixed assets	114	263	556	1,355	2,288	118	81	291	1,244	1,733	1,748	1,000
EBITDA	31,027	31,780	30,799	15,844	109,450	31,567	30,226	33,324	24,585	119,702	124,287	125,000
EBITDA margin	20.5%	20.0%	20.2%	9.3%	17.3%	20.9%	19.3%	21.2%	14.3%	18.8%	17.5%	16.9%

Unit: Millions of Yen

Global Services segment	FY2016.3					FY2017.3					FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Operating revenue	76,765	76,092	70,274	71,279	294,409	65,780	67,928	70,171	73,326	277,204	250,000
Revenue from external customers	68,712	68,145	62,507	63,076	262,440	58,953	61,193	62,994	65,827	248,967	220,000
Inter-segment revenue or transfers	8,053	7,947	7,766	8,203	31,969	6,826	6,735	7,177	7,499	28,237	30,000
Operating income	11,302	8,618	5,674	6,551	32,145	7,160	7,566	5,779	3,652	24,157	30,000
Depreciation	2,742	2,696	2,774	2,673	10,885	3,303	2,961	3,200	3,126	12,590	13,000
Retirement of fixed assets	2	10	46	89	147	4	5	34	33	75	-
EBITDA	14,046	11,324	8,494	10,564	44,428	10,466	10,703	9,018	6,862	37,049	43,000
EBITDA margin	18.3%	14.9%	12.1%	14.8%	15.1%	15.9%	15.8%	12.9%	9.4%	13.4%	17.2%

* From FY2018.3, KDDI Evolva, a consolidated subsidiary company, is transferred to "Business Services segment" from "Others." In accordance with this change, figures of FY2017.3 after reclassifying segment are shown as a reference.

Financial Results Summary (Others)

Unit: Millions of Yen

Others	FY2016.3					FY2017.3					FY2017.3	FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	After reclassifying segment Total *	Total (Forecast)
Operating revenue	41,768	41,888	42,285	47,534	173,474	41,655	42,419	42,380	50,060	176,513	94,066	-
Revenue from external customers	13,463	12,224	14,597	15,241	55,525	12,593	14,221	12,585	14,349	53,748	17,379	-
Inter-segment revenue or transfers	28,305	29,664	27,687	32,293	117,950	29,062	28,198	29,795	35,711	122,765	76,687	-
Operating income	2,066	1,847	2,273	4,107	10,294	2,252	2,758	2,610	3,831	11,451	7,497	-
Depreciation	387	425	403	460	1,675	400	411	431	442	1,683	1,012	-
Retirement of fixed assets	55	3	23	14	95	1	3	2	12	18	3	-
EBITDA	2,510	2,279	2,700	4,582	12,071	2,658	3,223	3,063	4,288	13,231	8,515	-
EBITDA margin	6.0%	5.4%	6.4%	9.6%	7.0%	6.4%	7.6%	7.2%	8.6%	7.5%	9.1%	-

* From FY2018.3, KDDI Evolva, a consolidated subsidiary company, is transferred to "Business Services segment" from "Others."
In accordance with this change, figures of FY2017.3 after reclassifying segment are shown as a reference.

Revenue from external customers by Segment

Unit: Millions of Yen

Personal Services segment	FY2016.3					FY2017.3					FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Revenue from external customers	791,226	843,339	891,608	878,376	3,404,547	843,987	875,889	909,501	900,767	3,530,144	3,700,000
Mobile communications revenues	432,331	439,630	441,566	441,998	1,755,525	447,495	447,982	449,032	441,795	1,786,304	1,795,000
au ARPA revenues *1	432,263	439,515	441,380	441,680	1,754,837	446,953	447,205	447,896	438,220	1,780,274	1,770,000
MVNO revenues *2	68	115	186	319	688	542	777	1,136	3,575	6,029	25,000
Fixed-line communications fee revenues	176,439	178,176	178,837	180,159	713,611	179,721	181,024	182,255	189,576	732,576	780,000
Handset revenues, repair revenues, etc.	150,312	187,855	228,411	213,497	780,074	174,613	201,038	227,757	212,854	816,263	925,000
Others	32,144	37,677	42,794	42,722	155,337	42,158	45,845	50,457	56,541	195,001	200,000

Unit: Millions of Yen

Value Services segment	FY2016.3					FY2017.3					FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)
Revenue from external customers	44,137	45,923	46,285	61,585	197,930	84,745	85,951	101,669	94,994	367,359	430,000
Value-added ARPA revenues *3	33,137	33,054	34,242	36,743	137,177	35,899	37,996	39,006	42,334	155,235	168,000
Others	11,000	12,868	12,043	24,842	60,754	48,847	47,955	62,663	52,659	212,124	262,000

Unit: Millions of Yen

Business Services segment	FY2016.3					FY2017.3					FY2017.3	FY2018.3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	After reclassifying segment Total *4	Total (Forecast)
Revenue from external customers	129,039	135,548	132,279	148,826	545,692	130,174	133,874	133,890	150,104	548,041	584,410	600,000
Mobile	54,995	56,838	57,082	62,533	231,449	55,624	56,333	56,797	59,593	228,348	228,348	240,000
Fixed-line	70,009	72,975	69,862	78,583	291,428	68,738	70,518	69,694	80,199	289,149	289,149	290,000
Others	4,035	5,735	5,335	7,710	22,815	5,812	7,023	7,398	10,311	30,544	66,913	70,000

* 1 au communications revenues for smartphones, featurephones (excluding prepaid phones), tablets, routers and modules

* 2 Communications revenues from MVNO services provided by consolidated subsidiaries (Excluding certain services. Including services using networks of other operators)

* 3 Value Services segment basis.

“au Simple Payment” and “au WALLET” settlement commissions + sales from KDDI services, such as “au Smart Pass,” product sales, and advertising revenues, etc.

* 4 From FY2018.3, KDDI Evolva, a consolidated subsidiary company, is transferred to "Business Services segment" from "Others."

In accordance with this change, figures of FY2017.3 after reclassifying segment are shown as a reference.

Major Operational Data

Consolidated basis

Subscriptions			FY2016.3					FY2017.3					Mar-18 (Forecast)
			Jun-15	Sep-15	Dec-15	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17			
Mobile	au	(Thousand)	44,074	44,640	45,241	45,910	46,590	47,237	47,829	48,540	50,740		
	UQ WiMAX	(Thousand)	11,241	13,159	15,689	18,048	19,815	21,626	23,296	24,806			
Fixed-line	FTTH	(Thousand)	3,559	3,625	3,695	3,750	3,804	3,844	3,875	4,145	4,400		

Personal Services segment / Value Services segment

Subscriptions			FY2016.3					FY2017.3					Mar-18 (Forecast)
			Jun-15	Sep-15	Dec-15	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17			
Mobile	au	(Thousand)	37,001	37,435	37,844	38,236	38,457	38,575	38,611	38,790	39,290		
	au smartphone penetration rate *1	(%)	55.1	56.0	57.0	58.2	58.9	59.8	60.7	61.8			
	Mobile IDs	(Thousand)	25,743	25,734	25,750	25,785	25,738	25,697	25,659	26,016	26,550		
	au accounts *2	(Thousand)	25,726	25,708	25,688	25,679	25,575	25,456	25,302	25,142	24,770		
	MVNO subscriptions *3	(Thousand)	16	27	62	106	163	241	357	874	1,780		
Fixed-line	FTTH	(Thousand)	3,508	3,573	3,643	3,699	3,752	3,793	3,824	4,079	4,300		
	CATV	Households applicable to RGU	(Thousand)	4,938	4,979	5,025	5,052	5,213	5,245	5,277	5,286		
		RGU	(Thousand)	10,086	10,229	10,375	10,461	10,760	10,853	10,941	10,964		
		Bundle ratio	(Services)	2.04	2.05	2.06	2.07	2.06	2.07	2.07	2.07		
Mobile Devices per person (Units)			1.385	1.395	1.405	1.414	1.421	1.425	1.427	1.429			
au Smart Value	au subscriptions	(Thousand)	9,840	10,370	10,920	11,550	11,830	12,120	12,320	12,660			
	Households	(Thousand)	4,840	5,140	5,450	5,720	5,850	6,010	6,120	6,240			
au Smart Pass / au Smart Pass Premium (Thousand)			13,190	13,610	14,020	14,470	14,640	14,870	15,070	15,220			
au WALLET Prepaid and Credit Card *4 (Thousand)			13,100	14,700	16,400	17,900	18,900	19,600	20,400	20,800			

Personal Services segment / Value Services segment

Indicators			FY2016.3					FY2017.3					FY2018.3 Total (Forecast)
			1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Total ARPA	(Yen)		6,030	6,130	6,160	6,210	6,130	6,280	6,340	6,390	6,350	6,340	6,460
	au ARPA	*5 (Yen)	5,600	5,700	5,720	5,730	5,690	5,810	5,840	5,880	5,790	5,830	5,900
	Value-added ARPA	*6 (Yen)	430	430	440	480	440	470	500	510	560	510	560
au churn rate *1 (%)			0.72	0.83	0.91	1.07	0.88	0.77	0.72	0.78	1.07	0.83	
Number of units sold	*1 (Thousand)		2,050	2,300	2,600	2,430	9,380	1,930	2,080	2,460	2,360	8,830	8,500
	of smartphones (Thousand)		1,600	1,810	2,200	2,010	7,620	1,610	1,770	2,040	1,910	7,330	7,200
Number of units shipped *1 (Thousand)			1,940	2,250	2,640	2,270	9,100	1,800	2,120	2,490	2,280	8,700	8,500
au Economic Zone Gross Merchandise Value (Billions of Yen)			150	170	190	221	730	266	290	342	383	1,280	1,700

* 1 au subscriptions based on standard mobile device (smartphone, feature phone (prepaid service included)) of Personal Services segment

* 2 Number of subscriptions within the scope of au ARPA revenues, which excludes multiple subscriptions under the same identical name

* 3 Based on MVNO services provided by consolidated subsidiaries (Excluding certain services. Including services using networks of other operators)

* 4 Number of valid cards

* 5 Personal Services segment basis. au ARPA revenues ÷ au accounts

* 6 Value Services segment basis. ("au Simple Payment" and "au WALLET" settlement commissions + sales from KDDI services, such as "au Smart Pass," product sales, and advertising revenues, etc.) ÷ au accounts

Disclaimer

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