
Data Book

Financial Results for the 3rd Quarter of FY 2015.3

January 30, 2015

KDDI Corporation

Financial Results for the 3rd Quarter of FY 2015.3

Unit: Millions of Yen

Consolidated Statement	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	Total (Forecast)
Operating revenues	1,002,423	1,051,357	1,126,118	1,153,729	4,333,628	3,179,899	1,020,552	1,111,383	1,219,989	3,351,924	72.9%	4,600,000
Telecommunications business	631,541	649,448	660,222	667,946	2,609,157	1,941,211	662,859	680,336	679,460	2,022,655	-	-
Other business	370,883	401,910	465,896	485,783	1,724,471	1,238,688	357,693	431,047	540,529	1,329,269	-	-
Operating income	178,652	168,961	185,636	129,996	663,245	533,249	194,791	189,963	200,268	585,022	80.1%	730,000
Ordinary income	181,920	170,162	186,511	124,296	662,887	538,592	194,705	192,564	205,834	593,103	80.7%	735,000
Extraordinary income (loss)	(31,609)	(263)	(238)	(10,148)	(42,258)	(32,110)	-	3,811	(3,003)	808	-	-
Net income	68,175	94,833	105,646	53,385	322,038	268,654	113,514	117,870	119,586	350,971	82.8%	424,000
Comprehensive income	80,294	115,003	122,585	70,477	388,359	317,881	117,008	126,145	141,589	384,743	-	-
Total assets * 1	4,580,649	4,634,681	4,843,082	-	4,945,757	-	4,885,478	5,044,090	5,219,284	-	-	-
Shareholders' equity * 1	2,580,833	2,883,314	2,865,941	-	2,916,990	-	2,961,217	3,087,776	3,166,109	-	-	-
Shareholders' equity ratio * 1	50.2%	55.4%	54.8%	-	55.1%	-	56.6%	57.2%	56.5%	-	-	-
Shareholders' equity per share (Yen) * 1	2,986	3,106	3,181	-	3,262	-	3,314	3,456	3,531	-	-	-
Free cash flows	55,000	118,038	58,907	(5,995)	225,950	231,945	(7,313)	152,563	(44,885)	100,365	-	245,000
Depreciation	115,143	113,522	118,763	122,670	470,098	347,428	117,032	122,576	126,532	366,140	74.3%	493,000
Amortization of goodwill	6,970	7,017	7,603	6,664	28,255	21,591	6,631	6,654	6,935	20,220	72.2%	28,000
Capex (cash flow basis)	108,030	131,717	133,066	198,986	571,799	372,813	143,338	145,314	174,510	463,162	79.9%	580,000
EBITDA	304,987	295,955	317,175	267,953	1,186,069	918,116	326,398	323,846	335,611	985,855	77.1%	1,278,000
EBITDA margin	30.4%	28.1%	28.2%	23.2%	27.4%	28.9%	32.0%	29.1%	27.5%	29.4%	-	27.8%
Interest bearing debt * 1 * 2	1,185,683	890,721	1,041,507	-	1,084,967	-	1,115,975	1,010,597	1,121,568	-	-	-
Net debt * 1 * 2	1,017,636	743,019	833,891	-	872,436	-	953,795	811,948	923,857	-	-	-
Debt / EBITDA Ratio	-	-	-	-	0.91	-	-	-	-	-	-	-
Debt / Equity Ratio * 1	0.52	0.35	0.39	-	0.40	-	0.40	0.35	0.38	-	-	-

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

* 2 Including Euro yen zero coupon convertible bonds

Financial Results for the 3rd Quarter of FY 2015.3

Unit: Millions of Yen

Personal Services segment	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Total (Forecast)	
	Progress											
Operating revenues	784,570	818,869	886,199	878,213	3,367,851	2,489,638	780,617	861,861	955,794	2,598,272	73.0%	3,560,000
Sales outside the group	766,177	799,346	865,717	857,418	3,288,658	2,431,240	760,227	841,558	933,755	2,535,540	73.3%	3,460,000
Sales within the group	18,392	19,524	20,482	20,795	79,193	58,398	20,390	20,303	22,039	62,732	62.7%	100,000
Operating income	135,216	125,484	144,690	101,794	507,184	405,389	155,864	149,107	157,107	462,078	82.5%	560,000
Depreciation	99,628	97,067	101,913	105,003	403,610	298,607	100,371	105,041	108,302	313,714	74.3%	422,000
Amortization of goodwill	5,724	5,482	6,157	5,102	22,465	17,363	5,036	5,036	5,036	15,107	75.5%	20,000
EBITDA	244,763	234,230	257,232	219,482	955,707	736,225	269,033	263,513	272,098	804,644	78.4%	1,026,000
EBITDA margin	31.2%	28.6%	29.0%	25.0%	28.4%	29.6%	34.5%	30.6%	28.5%	31.0%	-	28.8%

Unit: Millions of Yen

Value Services segment	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Total (Forecast)	
	Progress											
Operating revenues	49,080	50,733	54,594	58,116	212,522	154,406	54,497	59,839	62,949	177,285	73.9%	240,000
Sales outside the group	37,508	38,895	42,548	45,677	164,629	118,952	42,474	43,812	45,950	132,236	67.8%	195,000
Sales within the group	11,571	11,837	12,046	12,439	47,894	35,454	12,023	16,027	17,000	45,049	100.1%	45,000
Operating income	13,609	13,624	13,678	10,696	51,607	40,911	15,187	15,068	14,010	44,265	77.7%	57,000
Depreciation	2,212	2,715	2,460	2,509	9,897	7,387	2,562	2,680	2,906	8,149	67.3%	12,100
Amortization of goodwill	444	580	496	501	2,021	1,520	530	529	784	1,844	92.2%	2,000
EBITDA	16,287	16,972	16,889	14,344	64,493	50,149	18,333	18,392	17,703	54,428	75.6%	72,000
EBITDA margin	33.2%	33.5%	30.9%	24.7%	30.3%	32.5%	33.6%	30.7%	28.1%	30.7%	-	30.0%

Financial Results for the 3rd Quarter of FY 2015.3

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Business Services segment	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	Total (Forecast)
Operating revenues	157,742	164,352	168,805	184,012	674,912	490,900	161,883	165,339	165,589	492,811	71.4%	690,000
Sales outside the group	138,917	145,773	149,400	164,295	598,385	434,091	142,286	145,554	144,634	432,474	70.9%	610,000
Sales within the group	18,826	18,579	19,405	19,718	76,527	56,809	19,596	19,786	20,954	60,337	75.4%	80,000
Operating income	25,494	25,112	21,803	14,056	86,464	72,408	19,658	20,631	20,655	60,944	67.7%	90,000
Depreciation	10,356	10,189	10,996	11,449	42,990	31,541	10,465	11,168	11,648	33,281	73.0%	45,600
Amortization of goodwill	-	-	-	-	-	-	-	-	3	3	-	-
EBITDA	36,002	35,588	33,125	25,992	130,706	104,714	30,253	32,032	32,545	94,830	69.2%	137,000
EBITDA margin	22.8%	21.7%	19.6%	14.1%	19.4%	21.3%	18.7%	19.4%	19.7%	19.2%	-	19.9%

Unit: Millions of Yen

Global Services segment	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	Total (Forecast)
Operating revenues	58,679	64,578	65,903	74,465	263,625	189,160	66,660	71,257	77,081	214,998	69.4%	310,000
Sales outside the group	50,448	55,383	57,407	65,730	228,968	163,238	58,734	63,330	68,497	190,561	68.1%	280,000
Sales within the group	8,231	9,195	8,496	8,735	34,657	25,921	7,925	7,927	8,584	24,436	81.5%	30,000
Operating income	2,228	2,486	3,604	3,089	11,408	8,319	2,678	2,550	4,326	9,554	68.2%	14,000
Depreciation	2,845	3,022	3,027	3,276	12,170	8,894	3,278	3,250	3,257	9,786	70.4%	13,900
Amortization of goodwill	802	908	909	1,016	3,635	2,619	1,020	1,044	1,068	3,132	78.3%	4,000
EBITDA	5,878	6,428	7,560	7,420	27,286	19,866	6,979	6,869	8,708	22,556	70.5%	32,000
EBITDA margin	10.0%	10.0%	11.5%	10.0%	10.4%	10.5%	10.5%	9.6%	11.3%	10.5%	-	10.3%

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Unit: Millions of Yen

Others	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	Total (Forecast)
Operating revenues	30,545	35,021	36,465	47,987	150,019	102,031	40,049	42,117	51,040	133,206	77.4%	172,000
Sales outside the group	9,373	11,960	11,046	20,610	52,988	32,378	16,830	17,130	27,153	61,112	69.4%	88,000
Sales within the group	21,172	23,061	25,420	27,377	97,030	69,653	23,220	24,987	23,888	72,094	85.8%	84,000
Operating income	2,333	2,033	2,155	572	7,093	6,520	1,530	2,916	4,288	8,734	124.8%	7,000
Depreciation	301	345	392	417	1,455	1,039	402	413	395	1,210	72.0%	1,680
Amortization of goodwill	-	47	42	45	134	90	45	45	45	134	74.7%	180
EBITDA	2,681	2,447	2,601	987	8,715	7,728	1,977	3,378	4,742	10,097	112.2%	9,000
EBITDA margin	8.8%	7.0%	7.1%	2.1%	5.8%	7.6%	4.9%	8.0%	9.3%	7.6%	-	5.2%

Financial Results for the 3rd Quarter of FY 2015.3

Unit: Millions of Yen

Personal Services segment Details of operating revenues Sales outside the group	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	Total (Forecast)
	Operating revenues	766,177	799,346	865,717	857,418	3,288,658	2,431,240	760,227	841,558	933,755		
Communications fee revenues	579,129	591,995	601,112	603,465	2,375,701	1,772,236	602,439	615,439	617,886	1,835,764	74.1%	2,476,000
Mobile	404,941	418,711	425,978	429,479	1,679,109	1,249,630	429,088	440,623	441,893	1,311,603	74.2%	1,768,000
Fixed-line	174,188	173,284	175,133	173,986	696,592	522,606	173,351	174,816	175,994	524,161	74.0%	708,000
FTTH * 1	46,041	46,245	46,816	47,438	186,540	139,102	47,043	48,574	49,588	145,204	-	-
CATV ·Cable-plus phone * 2	111,723	112,476	113,118	113,425	450,741	337,316	113,245	113,780	114,498	341,523	-	-
Others	16,425	14,564	15,199	13,124	59,311	46,187	13,063	12,462	11,908	37,433	-	-
Handset revenues, repair revenues, others	187,049	207,350	264,605	253,953	912,957	659,004	157,788	226,119	315,869	699,776	71.1%	984,000

Unit: Millions of Yen

Value Services segment Details of operating revenues Sales outside the group	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	Total (Forecast)
	Operating revenues	37,508	38,895	42,548	45,677	164,629	118,952	42,474	43,812	45,950		
Value-added revenues * 3	24,709	26,944	28,582	33,015	113,250	80,235	29,530	30,389	31,215	91,133	74.1%	123,000
Others	12,800	11,951	13,966	12,662	51,379	38,717	12,945	13,424	14,735	41,103	57.1%	72,000

Unit: Millions of Yen

Business Services segment Details of total operating revenues Sales outside the group	FY2014.3						FY2015.3					
	1Q	2Q	3Q	4Q	Total	1Q-3Q	1Q	2Q	3Q	1Q-3Q	Progress	Total (Forecast)
	Operating revenues	138,917	145,773	149,400	164,295	598,385	434,091	142,286	145,554	144,634		
Mobile	59,431	62,817	65,411	69,764	257,422	187,659	60,936	62,378	62,005	185,319	66.9%	277,000
Fixed-line	72,587	74,596	75,376	83,727	306,287	222,559	72,979	74,544	74,287	221,810	73.7%	301,000
Others * 4	6,899	8,361	8,613	10,804	34,676	23,872	8,371	8,631	8,343	25,345	79.2%	32,000

* 1 KDDI + CTC + OCT + OTNet

* 2 Revenues from J:COM Group's & JCN Group's operations including broadcasting, Internet, telephone, VOD, construction charges and revenues of Cable-plus phone

* 3 Sales of "in-house and cooperative services including au Smart Pass + settlement commissions + advertising" of Personal Services segment's au subscriptions

* 4 Subsidiary sales in Business Services segment

Major Service Data

Total (Consolidated basis)

Subscriptions		FY2014.3					FY2015.3			
		Jun-13	Sep-13	Dec-13	Mar-14	Mar-14	Jun-14	Sep-14	Dec-14	Mar-15 (Forecast)
Mobile	au (Thousand)	38,378	39,045	39,617		/	40,522	41,016	41,596	42,378
	UQ WIMAX (Thousand)	4,222	4,275	4,157	4,014		4,153	5,124	7,153	/

Personal Services segment • Value Services segment

Subscriptions		FY2014.3					FY2015.3				
		Jun-13	Sep-13	Dec-13	Mar-14	Mar-14	Jun-14	Sep-14	Dec-14	Mar-15 (Forecast)	
Mobile	au (Thousand)	32,717	33,206	33,582		/	34,131	34,498	34,955	35,590	35,831
	au Smartphone penetration rate * 1 (%)	-	-	-	49.1		50.2	51.6	52.7	/	
Fixed-line	FTTH (Thousand)	2,950	3,045	3,117	/	3,188	3,221	3,296	3,362	/	
	Cable-plus phone * 2 (Thousand)	3,040	3,202	3,362		3,494	3,638	3,778	3,925	/	
	CATV	Subscribing households (Thousand)	4,956	4,980		5,011	4,996	5,021	5,031	5,048	/
		RGU (Thousand)	9,923	10,035		10,153	10,185	10,298	10,390	10,501	/
	Bundle ratio	2.0	2.0	2.0	2.0	2.1	2.1	2.1	/		
au Smart Value	au subscriptions (Thousand)	4,630	5,400	6,110	/	7,050	7,590	8,160	8,530	/	
	Households (Thousand)	2,490	2,860	3,210		3,580	3,840	4,130	4,270	/	
au Smart Pass	(Thousand)	6,820	7,990	8,880	/	10,250	10,700	11,400	12,050	/	

Personal Services segment

Indicators * 1		FY2014.3					FY2015.3			
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	Total (Forecast)
Total ARPU (Yen)	au ARPU (Yen)	4,420	4,510	4,540	4,510	4,500	4,520	4,590	4,570	-
	Voice ARPU (Yen)	1,930	1,960	1,950	1,820	1,920	1,840	1,870	1,840	1,850
	Data ARPU (Yen)	3,120	3,190	3,240	3,320	3,220	3,410	3,450	3,460	3,440
	Amount of discount applied (Yen)	(900)	(930)	(950)	(980)	(940)	(1,030)	(1,040)	(1,050)	(1,040)
	Value-added ARPU * 3 (Yen)	270	290	300	350	300	300	310	320	-
au churn rate (%)	0.54	0.65	0.67	1.18	0.76	0.54	0.63	0.66	-	
Number of units sold (Thousand)		2,290	2,520	2,690	3,230	10,750	1,830	2,430	2,720	10,500
	of smartphones (Thousand)	1,820	1,980	2,120	2,630	8,550	1,380	1,930	2,300	8,670
Number of units shipped (Thousand)		2,120	2,410	3,070	2,930	10,540	1,660	2,250	3,020	10,500
FTTH ARPU (Yen)		4,440	4,430	4,420	4,380	4,420	4,350	4,380	4,400	-

* 1 Definitions of au Smartphone penetration rate, Total ARPU, au ARPU, Value-added ARPU, au churn rate, number of units sold, and number of units shipped :
au subscriptions excluding data-only terminals, tablets, and modules

* 2 Including J:COM PHONE Plus

* 3 Value-added revenues: sales of "in-house and cooperative services including au Smart Pass + settlement commissions + advertising"
÷ Personal Services segment's number of au subscriptions (on aggregate basis, excluding data-only terminals, tablets, and modules)