
Data Book

Financial Results for the Fiscal Year Ended March 2015

May 12, 2015



Financial Results for the Fiscal Year Ended March 2015

Unit: Millions of Yen

Consolidated Statement	FY2014.3					FY2015.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Operating revenues	1,002,423	1,051,357	1,126,118	1,153,729	4,333,628	1,020,552	1,111,383	1,219,989	1,221,218	4,573,142
Telecommunications business	631,541	649,448	660,222	667,946	2,609,157	662,859	680,336	679,460	711,899	2,734,555
Other business	370,883	401,910	465,896	485,783	1,724,471	357,693	431,047	540,529	509,319	1,838,588
Operating income	178,652	168,961	185,636	129,996	663,245	194,791	189,963	200,268	156,277	741,299
Ordinary income	181,920	170,162	186,511	124,296	662,887	194,705	192,564	205,834	159,300	752,403
Extraordinary income (loss)	(31,609)	(263)	(238)	(10,148)	(42,258)	-	3,811	(3,003)	(33,268)	(32,459)
Net income	68,175	94,833	105,646	53,385	322,038	113,514	117,870	119,586	76,960	427,931
Comprehensive income	80,294	115,003	122,585	70,477	388,359	117,008	126,145	141,589	57,704	442,447
Total assets * 1	4,580,649	4,634,681	4,843,082	-	4,945,757	4,885,478	5,044,090	5,219,284	-	5,250,365
Shareholders' equity * 1	2,580,833	2,883,314	2,865,941	-	2,916,990	2,961,217	3,087,776	3,166,109	-	3,238,749
Shareholders' equity ratio * 1	50.2%	55.4%	54.8%	-	55.1%	56.6%	57.2%	56.5%	-	57.3%
Shareholders' equity per share (Yen) * 1	2,986	3,106	3,181	-	3,262	3,314	3,456	3,531	-	3,606
Free cash flows	55,000	118,038	58,907	(5,995)	225,950	(7,313)	152,563	(44,885)	187,364	287,729
Depreciation	115,143	113,522	118,763	122,670	470,098	117,032	122,576	126,532	128,430	494,570
Amortization of goodwill	6,970	7,017	7,603	6,664	28,255	6,631	6,654	6,935	7,915	28,134
Capex (cash flow basis)	108,030	131,717	133,066	198,986	571,799	143,338	145,314	174,510	113,035	576,197
EBITDA	304,987	295,955	317,175	267,953	1,186,069	326,398	323,846	335,611	306,741	1,292,597
EBITDA margin	30.4%	28.1%	28.2%	23.2%	27.4%	32.0%	29.1%	27.5%	25.1%	28.3%
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	-	1,002,214
Net debt * 1 * 2	1,017,636	743,019	833,891	-	872,436	953,795	811,948	923,857	-	726,278
Debt / EBITDA Ratio	-	-	-	-	0.91	-	-	-	-	0.78
Debt / Equity Ratio * 1	0.52	0.35	0.39	-	0.40	0.40	0.35	0.38	-	0.33

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

* 2 Including Euro yen zero coupon convertible bonds

Financial Results for the Fiscal Year Ended March 2015

Unit: Millions of Yen

Personal Services segment	FY2014.3					FY2015.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Operating revenues	784,570	818,869	886,199	878,213	3,367,851	780,617	861,861	955,794	915,022	3,513,294
Sales outside the group	766,177	799,346	865,717	857,418	3,288,658	760,227	841,558	933,755	891,108	3,426,648
Sales within the group	18,392	19,524	20,482	20,795	79,193	20,390	20,303	22,039	23,914	86,646
Operating income	135,216	125,484	144,690	101,794	507,184	155,864	149,107	157,107	115,339	577,417
Depreciation	99,628	97,067	101,913	105,003	403,610	100,371	105,041	108,302	110,216	423,929
Amortization of goodwill	5,724	5,482	6,157	5,102	22,465	5,036	5,036	5,036	5,088	20,195
EBITDA	244,763	234,230	257,232	219,482	955,707	269,033	263,513	272,098	243,704	1,048,348
EBITDA margin	31.2%	28.6%	29.0%	25.0%	28.4%	34.5%	30.6%	28.5%	26.6%	29.8%

Unit: Millions of Yen

Value Services segment	FY2014.3					FY2015.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Operating revenues	49,080	50,733	54,594	58,116	212,522	54,497	59,839	62,949	65,052	242,337
Sales outside the group	37,508	38,895	42,548	45,677	164,629	42,474	43,812	45,950	47,471	179,708
Sales within the group	11,571	11,837	12,046	12,439	47,894	12,023	16,027	17,000	17,580	62,629
Operating income	13,609	13,624	13,678	10,696	51,607	15,187	15,068	14,010	13,719	57,984
Depreciation	2,212	2,715	2,460	2,509	9,897	2,562	2,680	2,906	835	8,984
Amortization of goodwill	444	580	496	501	2,021	530	529	784	656	2,500
EBITDA	16,287	16,972	16,889	14,344	64,493	18,333	18,392	17,703	15,581	70,009
EBITDA margin	33.2%	33.5%	30.9%	24.7%	30.3%	33.6%	30.7%	28.1%	24.0%	28.9%

Financial Results for the Fiscal Year Ended March 2015

Unit: Millions of Yen

Business Services segment	FY2014.3					FY2015.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Operating revenues	157,742	164,352	168,805	184,012	674,912	161,883	165,339	165,589	176,382	669,193
Sales outside the group	138,917	145,773	149,400	164,295	598,385	142,286	145,554	144,634	155,011	587,485
Sales within the group	18,826	18,579	19,405	19,718	76,527	19,596	19,786	20,954	21,372	81,708
Operating income	25,494	25,112	21,803	14,056	86,464	19,658	20,631	20,655	19,427	80,371
Depreciation	10,356	10,189	10,996	11,449	42,990	10,465	11,168	11,648	11,940	45,221
Amortization of goodwill	-	-	-	-	-	-	-	3	-	3
EBITDA	36,002	35,588	33,125	25,992	130,706	30,253	32,032	32,545	32,277	127,107
EBITDA margin	22.8%	21.7%	19.6%	14.1%	19.4%	18.7%	19.4%	19.7%	18.3%	19.0%

Unit: Millions of Yen

Global Services segment ^{Note}	FY2014.3					FY2015.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Operating revenues	58,679	64,578	65,903	74,465	263,625	66,660	71,257	77,081	105,622	320,620
Sales outside the group	50,448	55,383	57,407	65,730	228,968	58,734	63,330	68,497	97,380	287,942
Sales within the group	8,231	9,195	8,496	8,735	34,657	7,925	7,927	8,584	8,242	32,678
Operating income	2,228	2,486	3,604	3,089	11,408	2,678	2,550	4,326	7,252	16,806
Depreciation	2,845	3,022	3,027	3,276	12,170	3,278	3,250	3,257	5,016	14,802
Amortization of goodwill	802	908	909	1,016	3,635	1,020	1,044	1,068	2,126	5,257
EBITDA	5,878	6,428	7,560	7,420	27,286	6,979	6,869	8,708	14,441	36,998
EBITDA margin	10.0%	10.0%	11.5%	10.0%	10.4%	10.5%	9.6%	11.3%	13.7%	11.5%

Note) With certain exceptions, the fiscal period for consolidated subsidiaries for FY15.3 is 15 months, from April 1, 2014 to March 31, 2015

Financial Results for the Fiscal Year Ended March 2015

Unit: Millions of Yen

Others	FY2014.3					FY2015.3				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Operating revenues	30,545	35,021	36,465	47,987	150,019	40,049	42,117	51,040	54,303	187,509
Sales outside the group	9,373	11,960	11,046	20,610	52,988	16,830	17,130	27,153	30,248	91,360
Sales within the group	21,172	23,061	25,420	27,377	97,030	23,220	24,987	23,888	24,055	96,149
Operating income	2,333	2,033	2,155	572	7,093	1,530	2,916	4,288	262	8,996
Depreciation	301	345	392	417	1,455	402	413	395	440	1,650
Amortization of goodwill	-	47	42	45	134	45	45	45	45	179
EBITDA	2,681	2,447	2,601	987	8,715	1,977	3,378	4,742	749	10,847
EBITDA margin	8.8%	7.0%	7.1%	2.1%	5.8%	4.9%	8.0%	9.3%	1.4%	5.8%

Financial Results for the Fiscal Year Ended March 2015

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	2Q	3Q	4Q	Total
Operating revenues	766,177	799,346	865,717	857,418	3,288,658	760,227	841,558	933,755	891,108	3,426,648
Communications fee revenues	579,129	591,995	601,112	603,465	2,375,701	602,439	615,439	617,886	620,750	2,456,514
Mobile	404,941	418,711	425,978	429,479	1,679,109	429,088	440,623	441,893	442,591	1,754,195
Fixed-line	174,188	173,284	175,133	173,986	696,592	173,351	174,816	175,994	178,158	702,319
FTTH * 1	46,041	46,245	46,816	47,438	186,540	47,043	48,574	49,588	50,457	195,661
CATV · Cable-plus phone * 2	111,723	112,476	113,118	113,425	450,741	113,245	113,780	114,498	114,096	455,620
Others	16,425	14,564	15,199	13,124	59,311	13,063	12,462	11,908	13,605	51,039
Handset revenues, repair revenues, others	187,049	207,350	264,605	253,953	912,957	157,788	226,119	315,869	270,358	970,134

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	2Q	3Q	4Q	Total
Operating revenues	37,508	38,895	42,548	45,677	164,629	42,474	43,812	45,950	47,471	179,708
Value-added revenues * 3	24,709	26,944	28,582	33,015	113,250	29,530	30,389	31,215	33,725	124,858
Others	12,800	11,951	13,966	12,662	51,379	12,945	13,424	14,735	13,746	54,849

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	2Q	3Q	4Q	Total
Operating revenues	138,917	145,773	149,400	164,295	598,385	142,286	145,554	144,634	155,011	587,485
Mobile	59,431	62,817	65,411	69,764	257,422	60,936	62,378	62,005	63,016	248,335
Fixed-line	72,587	74,596	75,376	83,727	306,287	72,979	74,544	74,287	81,902	303,712
Others * 4	6,899	8,361	8,613	10,804	34,676	8,371	8,631	8,343	10,093	35,438

* 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

Forecast for the Fiscal Year Ending March 2016 (IFRS)

■ Consolidated

Consolidated Statement	Note <Reference> Unit: Millions of Yen	
	FY2015.3 Total	FY2016.3 Total (Forecast)
Operating revenues	4,266,296	4,400,000
Operating income	665,865	820,000
Operating margin	15.6%	18.6%
Net income attributable to KDDI	396,073	490,000
Free cash flows	337,392	280,000
Depreciation	522,175	557,000
Loss on disposal of fixed assets	42,374	23,000
Capex (cash flow basis)	667,652	600,000
EBITDA	1,285,162	1,400,000
EBITDA margin	30.1%	31.8%

■ By Segment

Personal Services segment	Unit: Millions of Yen	
	FY2016.3 Total (Forecast)	
Operating revenues	3,400,000	
Sales outside the group	3,300,000	
au ARPA revenues	1,740,000	
Fixed-line communications fee revenues	750,000	
Handset revenues, repair revenues, etc.	710,000	
Others	100,000	
Sales within the group	100,000	
Operating income	650,000	
Depreciation	480,000	
Loss on disposal of fixed assets	20,000	
EBITDA	1,150,000	
EBITDA margin	33.8%	

Business Services segment	Unit: Millions of Yen	
	FY2016.3 Total (Forecast)	
Operating revenues	630,000	
Sales outside the group	550,000	
Mobile	230,000	
Fixed-line	270,000	
Others	50,000	
Sales within the group	80,000	
Operating income	54,000	
Depreciation	47,000	
Loss on disposal of fixed assets	2,000	
EBITDA	103,000	
EBITDA margin	16.3%	

Value Services segment	Unit: Millions of Yen	
	FY2016.3 Total (Forecast)	
Operating revenues	280,000	
Sales outside the group	210,000	
Value-added ARPA revenues	155,000	
Others	55,000	
Sales within the group	70,000	
Operating income	79,000	
Depreciation	10,500	
Loss on disposal of fixed assets	500	
EBITDA	90,000	
EBITDA margin	32.1%	

Global Services segment	Unit: Millions of Yen	
	FY2016.3 Total (Forecast)	
Operating revenues	325,000	
Sales outside the group	295,000	
Sales within the group	30,000	
Operating income	31,000	
Depreciation	13,000	
Loss on disposal of fixed assets	0	
EBITDA	44,000	
EBITDA margin	13.5%	

Note) The figures for the fiscal year ended March 2015 based on IFRS, are preliminary figures before audit.

Accordingly, please be advised that the actual results of business performance may differ substantially from the projections described here.

Major Service Data

Total (Consolidated basis)

Subscriptions			FY2014.3					FY2015.3					FY2016.3
			Jun-13	Sep-13	Dec-13	Mar-14	Jun-14	Sep-14	Dec-14	Mar-15	Mar-16 (Forecast)		
Mobile	au	(Thousand)	38,378	39,045	39,617	40,522	41,016	41,596	42,378	43,478	45,778		
	UQ WiMAX	(Thousand)	4,222	4,275	4,157	4,014	4,153	5,124	7,153	9,543			

Personal Services segment · Value Services segment

Subscriptions			FY2014.3					FY2015.3					FY2016.3
			Jun-13	Sep-13	Dec-13	Mar-14	Jun-14	Sep-14	Dec-14	Mar-15	Mar-16 (Forecast)		
Mobile	au	(Thousand)	32,717	33,206	33,582	34,131	34,498	34,955	35,590	36,482	38,182		
	au smartphone penetration rate	* 1 (%)	-	-	-	49.1	50.2	51.6	52.7	54.3			
Fixed-line	FTTH	(Thousand)	2,950	3,045	3,117	3,188	3,221	3,296	3,362	3,435			
	Cable-plus phone	* 2 (Thousand)	3,040	3,202	3,362	3,494	3,638	3,778	3,925	4,056			
	CATV	Subscribing households	(Thousand)	4,956	4,980	5,011	4,996	5,021	5,031	5,048	5,052		
		RGU	(Thousand)	9,923	10,035	10,153	10,185	10,298	10,390	10,501	10,567		
	Bundle ratio		2.0	2.0	2.0	2.0	2.1	2.1	2.1	2.1			

Mobile Devices per person	(Units)									1.37	1.40
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au Smart Value	au subscriptions	(Thousand)	4,630	5,400	6,110	7,050	7,590	8,160	8,530	9,330	
	Households	(Thousand)	2,490	2,860	3,210	3,580	3,840	4,130	4,270	4,590	

au Smart Pass	(Thousand)	6,820	7,990	8,880	10,250	10,700	11,400	12,050	12,890	
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Personal Services segment

Indicators * 1			FY2014.3					FY2015.3					FY2016.3	
			1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	Total (Forecast)	
Total ARPU	(Yen)		4,420	4,510	4,540	4,510	4,500	4,520	4,590	4,570	4,520	4,550		
	au ARPU	(Yen)	4,150	4,220	4,240	4,160	4,200	4,220	4,280	4,250	4,180	4,230		
		Voice ARPU	(Yen)	1,930	1,960	1,950	1,820	1,920	1,840	1,870	1,840	1,740	1,820	
		Data ARPU	(Yen)	3,120	3,190	3,240	3,320	3,220	3,410	3,450	3,460	3,490	3,450	
		Amount of discount applied	(Yen)	(900)	(930)	(950)	(980)	(940)	(1,030)	(1,040)	(1,050)	(1,050)	(1,040)	
Value-added ARPU	* 3 (Yen)	270	290	300	350	300	300	310	320	340	320			
Total ARPA	(Yen)											5,950	6,110	
	au ARPA	* 4 (Yen)										5,530	5,610	
	Value-added ARPA	* 5 (Yen)										420	500	
au churn rate	(%)	0.54	0.65	0.67	1.18	0.76	0.54	0.63	0.66	0.94	0.69			
Number of units sold	(Thousand)	2,290	2,520	2,690	3,230	10,750	1,830	2,430	2,720	2,870	9,850	8,800		
	of smartphones	(Thousand)	1,820	1,980	2,120	2,630	8,550	1,380	1,930	2,300	2,360	7,970	7,400	
Number of units shipped	(Thousand)	2,120	2,410	3,070	2,930	10,540	1,660	2,250	3,020	2,750	9,670	8,800		
FTTH ARPU	(Yen)	4,440	4,430	4,420	4,380	4,420	4,350	4,380	4,400	4,370	4,370			

* 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)

* 4 Based on the Personal Services segment. Mobile communications revenue, excluding MVNO and prepaid ÷ au customers

* 5 Value-added ARPA revenues in the Value Services segment

("au Simple Payment" and "au WALLET" settlement commissions + Sales from KDDI services, such as "au Smart Pass," product sales, and advertising revenues, etc.) ÷ au customers