



This translation is to be used solely as a reference and the consolidated financial statements in this release are unaudited.

## Financial Statements Summary for the nine-month period ended December 31, 2017 [IFRS]

January 31, 2018

Company name: **KDDI CORPORATION** URL: <http://www.kddi.com>  
 Stock listing: Tokyo Stock Exchange - First Section  
 Code number: 9433  
 Representative: Takashi Tanaka, President  
 Scheduled date of quarterly report filing: February 5, 2018  
 Scheduled date of dividend payment: —  
 Supplemental materials of quarterly results: Yes  
 Presentation for quarterly results: Yes (for institutional investors and analysts)

(Amount Unit : Millions of yen, unless otherwise stated)  
 (Amounts are rounded off to nearest million yen)

### 1. Consolidated Financial Results for the nine-month period ended December 31, 2017 (April 1, 2017 - December 31, 2017)

#### (1) Consolidated Operating Results (Percentage represents comparison change to the corresponding previous quarterly period)

|   | Operating revenue |     | Operating income |      | Profit for the period before income tax |      | Profit for the period |      | Profit for the period attributable to owners of the parent |      | Total comprehensive income for the period |      |
|---|-------------------|-----|------------------|------|---|------|-----------------------|------|--|------|---|------|
|   |                   | %   |                  | %    |   | %    |                       | %    |  | %    |   | %    |
| Nine-month period ended December 31, 2017 | 3,760,072         | 6.8 | 813,771          | 4.9  | 810,539                                 | 5.8  | 560,282               | 1.6  | 490,558  | 4.1  | 579,920                                   | 9.5  |
| Nine-month period ended December 31, 2016 | 3,522,219         | 6.8 | 775,737          | 15.4 | 766,293                                 | 15.7 | 551,252               | 20.9 | 471,398  | 15.4 | 529,681                                   | 17.9 |

|   | Basic earnings per share |  | Diluted earnings per share |  |
|---|--------------------------|--|----------------------------|--|
|   | Yen                      |  | Yen                        |  |
| Nine-month period ended December 31, 2017 | 201.38                   |  | 201.33                     |  |
| Nine-month period ended December 31, 2016 | 190.92                   |  | 190.89                     |  |

#### (2) Consolidated Financial Position

|                         | Total assets | Total equity | Equity attributable to owners of the parent | Ratio of equity attributable to owners of the parent to total assets |
|-------------------------|--------------|--------------|---|--|
| As of December 31, 2017 | 6,402,144    | 4,081,511    | 3,745,109                                   | 58.5%  |
| As of March 31, 2017    | 6,263,826    | 3,849,133    | 3,554,423                                   | 56.7%  |

### 2. Dividends

|                                       | Dividends per share         |                             |                             |                 |       |
|---------------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------|-------|
|                                       | 1 <sup>st</sup> Quarter End | 2 <sup>nd</sup> Quarter End | 3 <sup>rd</sup> Quarter End | Fiscal Year End | Total |
|                                       | Yen                         |                             |                             |                 |       |
| Year ended March 31, 2017             | -                           | 40.00                       | -                           | 45.00           | 85.00 |
| Year ending March 31, 2018            | -                           | 45.00                       | -                           | -               | -     |
| Year ending March 31, 2018 (forecast) | -                           | -                           | -                           | 45.00           | 90.00 |

Note: Changes in the latest forecasts released : No

### 3. Consolidated Financial Results Forecast for Year ending March 31, 2018 (April 1, 2017 to March 31, 2018)

(Percentage represents comparison to previous fiscal year)

|                    | Operating revenue |     | Operating income |     | Profit for the year attributable to owners of the parent |     | Basic earnings per share |  |
|--------------------|-------------------|-----|------------------|-----|--|-----|--------------------------|--|
|                    |                   | %   |                  | %   |  | %   | Yen                      |  |
| Entire fiscal year | 4,950,000         | 4.2 | 950,000          | 4.1 | 565,000  | 3.4 | 233.05                   |  |

Note: Changes in the latest forecasts released: No

## Notes

- (1) Changes in significant consolidated subsidiaries (which resulted in changes in scope of consolidation) during the nine-month period ended December 31, 2017 : None
- (2) Changes in accounting policies and estimates
- 1) Changes in accounting policies required under IFRSs : None
  - 2) Other changes in accounting policies : None
  - 3) Changes in accounting estimates : None
- (3) Numbers of outstanding shares (Common Stock)
- |  |   |               |
|--|---|---------------|
| 1) Number of shares outstanding (inclusive of treasury stock)                        | As of December 31, 2017                           | 2,587,213,525 |
|  | As of March 31, 2017                              | 2,620,494,257 |
| 2) Number of treasury stock  | As of December 31, 2017                           | 162,856,586   |
|  | As of March 31, 2017                              | 162,641,408   |
| 3) Number of weighted average common stock outstanding (cumulative for all quarters) | For the nine-month period ended December 31, 2017 | 2,436,023,959 |
|  | For the nine-month period ended December 31, 2016 | 2,469,107,169 |

Note: The 1,673,086 shares of KDDI's stock owned by the executive compensation BIP Trust account and the stock-granting ESOP Trust account are included in the total number of treasury stock as of December 31, 2017.

This quarterly earnings report is not subject to quarterly review procedure.

### Explanation for appropriate use of forecasts and other notes

1. The forward-looking statements such as operational forecasts contained in this statements summary are based on the information currently available to KDDI and certain assumptions which are regarded as legitimate. Actual results may differ significantly from these forecasts due to various factors. Please refer to P.9 "1. Qualitative Information / Consolidated Financial Statements, etc (3) Explanation Regarding Future Forecast Information of Consolidated Financial Results" under [the Attachment] for the assumptions used and other notes.

2. On January 31, 2018, KDDI will hold a financial result briefing for the institutional investors and analysts. Presentation materials will be webcasted on the same time as the release of this earnings report, and the live presentation and Q&A summary will be also posted on our website immediately after the commencement of the financial result briefing. In addition to the above, KDDI holds the briefing and the presentations on our business for the individual investors timely. For the schedule and details, please check our website.

## **[the Attachment]**

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# **1. Qualitative Information / Consolidated Financial Statements, etc.**

## **(1) Explanation of Financial Results**

### **1) Results Overview**

#### **Industry Trends and KDDI's Position**

In the Japanese telecommunications market, the services mobile phone operators offer are growing more similar, and MVNO operators are increasingly promoting inexpensive SIM services. To secure new sources of earnings, telecommunications carriers are expanding their operations in domains other than telecommunications services, and their business strategies are entering an era of major change in which they are looking ahead to competition with non-telecommunications carriers. In addition, the development of technologies such as the Internet of Things (IoT) and artificial intelligence (AI) is ushering in a new era for the business environment in the telecommunications market.

In response to these changes in the business environment, KDDI is working to become the preferred choice of customers by accelerating its transformation into a business providing customer experience value which goes further than expected based on “Customer Perspective” and “Innovation.”

In Japan, KDDI aims to work in the telecommunications domain to expand au ARPA (Average Revenue per Account, the usage charges per customer) and value-added ARPA, as well as to maximize “number of au users × ARPA” by fully advancing our initiatives to promote smartphones and tablets and boost our response to the IoT, and intensify efforts to create new customer experience value in coordination with various devices, and other means. At the same time, we will promote the MVNO business with UQ Communications Inc., Jupiter Telecommunications Co., Ltd., and BIGLOBE Inc. and work to expand our number of “mobile IDs” as a combined measure of au and MVNO subscribers going forward.

During the current fiscal year, in July 2017 we started providing the “au Pitatto Plan” and “au Flat Plan” payment plans, which are tailored to customers’ data communication usage patterns to provide greater satisfaction to customers. These have been well received by many customers, with subscriber numbers surpassing 5 million in January 2018. In addition, in August 2017, we made SORACOM, INC. (SORACOM) a consolidated subsidiary. SORACOM is a leading company in the IoT field. We will leverage SORACOM’s accumulated knowledge and customer base in the field of IoT/M2M to create new a IoT business. With regard to the 5G next-generation mobile telecommunications system, in October 2017, we partnered with East Japan Railway Company in the world’s first successful experimental transmission of 8K and 4K images on a moving train using 5G. We will work with a wide range of partners to accelerate technology testing and drive the creation of new services leveraging 5G, aiming for commercialization in 2020.

In the non-telecommunications domain, KDDI aims to transform into a “Life Design Company” to establish new avenues for growth. In addition to the traditional telecommunication services, we will offer comprehensive “Life design” services including energy, commerce, financing, settlement, and content. Our aim is to expand the “au Economic Zone” as a new economic zone in the non-telecommunications domain, building based on our au customer base. On January 22, 2018, KDDI made leading foreign language education company AEON Holdings Corporation of Japan (AEON HD) a consolidated subsidiary. KDDI and AEON HD are aiming to combine the information and communications technologies (“ICT”) cultivated by KDDI with the “highly experienced instructors, original educational materials, and study abroad services” developed and accumulated by AEON HD over many years to jointly offer learning content that is tailored to each individual customer and provide new forms of value and services to customers.

Overseas, in our telecommunications business in emerging countries, KDDI’s consolidated subsidiary, KDDI Summit Global Myanmar Co., Ltd. is jointly working with Myanmar Posts & Telecommunications (MPT), the country’s nationally operated telecommunications partner, in the Myanmar telecommunications business. We will make a focused effort to build this operation into a pillar of our global business. In addition, we will seek further growth in MobiCom Corporation LLC, which has the largest share of mobile phone subscribers in Mongolia, with its introduction of 4G LTE services. Furthermore, in addition to its emerging markets business, in data center and other ICT businesses for corporate customers, mainly in Europe, KDDI will continue to reinforce its infrastructure to expand its global business.

\*As of December 1, 2017. Research by Samsung Electronics Co., Ltd.

## Financial Results

### **For the nine-month period ended December 31, 2017**

(Amount unit: Millions of yen)

|   | Nine-month period<br>ended<br>December 31, 2016 | Nine-month period<br>ended<br>December 31, 2017 | Increase<br>(Decrease) | Increase<br>(Decrease)% |
|---|---|---|------------------------|-------------------------|
| Operating revenue   | 3,522,219                                       | 3,760,072                                       | 237,853                | 6.8                     |
| Cost of sales   | 1,913,810                                       | 2,040,879                                       | 127,069                | 6.6                     |
| Gross profit  | 1,608,410                                       | 1,719,194                                       | 110,784                | 6.9                     |
| Selling, general and administrative<br>expenses                               | 838,540   | 917,029   | 78,488                 | 9.4                     |
| Other income and expense (Net)  | 3,107   | 7,658   | 4,551                  | 146.5                   |
| Share of profit(loss) of investments<br>accounted for using the equity method | 2,760   | 3,948   | 1,188                  | 43.0                    |
| Operating income  | 775,737   | 813,771   | 38,034                 | 4.9                     |
| Finance income and cost (Net)   | (7,013)   | (3,459)   | 3,555                  | —                       |
| Other non-operating profit and loss<br>(Net)                                  | (2,431)   | 226   | 2,657                  | —                       |
| Profit for the period before income tax                                       | 766,293   | 810,539   | 44,246                 | 5.8                     |
| Income tax  | 215,041   | 250,257   | 35,216                 | 16.4                    |
| Profit for the period   | 551,252   | 560,282   | 9,030                  | 1.6                     |
| Attributable to owners of the parent  | 471,398   | 490,558   | 19,160                 | 4.1                     |
| Attributable to non-controlling<br>interests                                  | 79,854  | 69,724  | (10,130)               | (12.7)                  |

During the nine-month period ended December 31, 2017, operating revenue rose by 6.8% to ¥3,760,072 million, reflecting an increase in mobile communications revenues, as well as increases in revenue due to expansion of the Life Design Business including the energy, commerce and settlement businesses to maximize the “au economic zone,” as well as increased revenue in the Myanmar business.

Operating income increased by 4.9% to ¥813,771 million mainly due to an increase in sales despite increased costs in the commerce and settlements business and increased marketing expenses.

Profit for the period attributable to owners of the parent rose by 4.1% to ¥490,558 million due to the increase in operating income.

## 2) Results by Business Segment

### Personal Services

The Personal Services segment mainly provides mobile and fixed-line communications services for individual customers in Japan, chiefly under the “au” brand, and sells multi-devices such as various smartphones and tablets. In addition, in fixed-line communications, our services include convenient “au HIKARI” brand FTTH services such as in-home Internet, telephone, and TV services. We also provide CATV and other services. Moreover, the KDDI Group organically links Wi-Fi into its multi-network to efficiently create a high quality social infrastructure and provide a seamless communication environment.

In the telecommunications domain, in the current fiscal year we will continue working to expand sales by enhancing the “au Smart Value” set discount for customers who subscribe to au mobile phone/smartphone services as well as fixed-line communications services. In addition, we will promote the MVNO business with UQ Communications Inc., Jupiter Telecommunications Co., Ltd., and BIGLOBE Inc. and work to expand our number of “mobile IDs” as a combined measure of au and MVNO subscribers. Furthermore, we started the “Santaro Day” program, which provides various benefits to customers who use au, as well as new payment plans, “au Pitatto Plan” and “au Flat Plan,” and a new handset purchase program, “Upgrade Program EX,” for subscribers of those plans. We are working to increase customer experience value through measures such as provision of “au HOME,” which supports rich customer lifestyles through the IoT.

In the non-telecommunications domain, where we aim to transform into a “Life Design Company,” we are taking steps to maximize the “au Economic Zone.” These include promoting the “au WALLET Market,” which maximizes the potential of au shops to serve as customer contact points. Furthermore, on January 22, 2018, KDDI made leading foreign language education company AEON HD a consolidated subsidiary. Looking ahead, we will provide services using ICT in the education market as well.

Operating performance in the Personal Services segment for the nine-month period ended December 31, 2017 is described below.

### Results

#### **For the nine-month period ended December 31, 2017**

(Amount unit: Millions of yen)

|                   | Nine-month period<br>ended<br>December 31, 2016 | Nine-month period<br>ended<br>December 31, 2017 | Increase<br>(Decrease) | Increase<br>(Decrease)% |
|-------------------|---|---|------------------------|-------------------------|
| Operating Revenue | 2,704,909                                       | 2,915,565                                       | 210,656                | 7.8                     |
| Operating Income  | 606,867   | 625,883   | 19,016                 | 3.1                     |

During the nine-month period ended December 31, 2017, operating revenue rose by 7.8% to ¥2,915,565 million, mainly due to increases in mobile communications revenues and revenues from the energy business.

Operating income rose by 3.1% year on year to ¥625,883 million due to an increase in expenses from the energy business and marketing expenses for customer acquisitions.

## Value Services

In the Value Services segment, KDDI is providing commerce, financing, settlement, content, and other value-added services and taking various steps to maximize the “au Economic Zone” and expand business in new business domains with the aim of transforming into a “Life Design Company.”

During the current fiscal year, KDDI will continue working to increase value-added ARPA and transaction volumes by strengthening “au Smart Pass Premium,” as well as its commerce and settlement businesses. The “au Smart Pass Premium” service is seeing a steady increase in membership, which surpassed 3 million in December 2017, due to the provision of exclusive member benefits in the “Santaro Day” program and other initiatives. In the commerce business, we are working to expand the number of products for sale on “Wowma!” by advancing initiatives to strengthen support for participating stores, including the launches of a new management system, “Wow! manager” for increasing store operation efficiency, and “New search advertising.” In an effort to further expand our business, we concluded a capital and business alliance with Inagora, Inc., which operates a cross-border e-commerce business in China. In the settlements business, the number of “au WALLET Cards” issued increased steadily, with the number of active au WALLET Credit Card members exceeding 3 million on December 8, 2017. We are also taking steps to expand transaction volumes, such as introducing “au Simple Payment” as a payment method for “Amazon Prime” and “Prime Student” membership fees on November 9, 2017. Operating performance in the Value Services segment for the nine-month period ended December 31, 2017 is described below.

## Results

### **For the nine-month period ended December 31, 2017**

(Amount unit: Millions of yen)

|                   | Nine-month period<br>ended<br>December 31, 2016 | Nine-month period<br>ended<br>December 31, 2017 | Increase<br>(Decrease) | Increase<br>(Decrease)% |
|-------------------|---|---|------------------------|-------------------------|
| Operating Revenue | 329,804   | 387,400   | 57,596                 | 17.5                    |
| Operating Income  | 80,597  | 82,029  | 1,432                  | 1.8                     |

During the nine-month period ended December 31, 2017, operating revenue rose by 17.5% to ¥387,400 million, mainly reflecting an increase revenues of “au Smart Pass” and “au Smart Pass Premium”, increase revenues in the commerce business and the settlement business resulting from “au WALLET prepaid credit card.”

Due to the operating revenue increase, operating income grew by 1.8% year on year to ¥82,029 million, even though expenses increased in the commerce and the settlement business.

## **Business Services**

In the Business Services segment, we provide smartphones, tablets and other mobile devices as well as diverse solutions such as networks, applications and cloud services, to customers ranging from small and medium-sized to large companies. For small and medium-sized corporate customers, our consolidated subsidiary, the KDDI MATOMETE OFFICE GROUP is building a regional support network offering close contact throughout Japan.

In the current fiscal year, in October 2017 KDDI announced the provision of the “KDDI SD-Network Platform” using SD (Software Defined) technology<sup>\*1</sup> in 37 countries and regions including Japan. The corporate network solution is designed to cope with various changes among corporate customers, enabling flexible control and visualization of networks without installing new lines and optimizing communication routes by also using the Internet. Furthermore, in November 2017 KDDI announced provision of the new IoT communication technology, “KDDI IoT Telecommunication Service LPWA<sup>\*2</sup> (LTE-M),” the cellular LPWA-compliant ultra-compact LTE-M communication module “KYW01,” and “KDDI IoT Cloud Device Management” tool for remotely managing IoT devices and communication modules. We will continue to realize power-efficient, wide-area, low-cost IoT communication in order to provide the optimal IoT solutions for customers’ needs. Furthermore, KDDI and Nomura Research Institute, Ltd. established KDDI Digital Design Co., Ltd. on December 15, 2017 as a joint venture to support digital innovation. The new company will utilize the strengths of both its parent companies to provide a full-line of support for customer’s digital innovation, from strategy proposal to commercialization testing, system integration, and implementation.

Looking ahead, we will contribute even more to the development and expansion of our corporate customers’ businesses, and we will work on business innovation with the goal of being our customers preferred choice as a true business partner.

Operating performance in the Business Services segment for the nine-month period ended December 31, 2017, is described below.

\*1 Software Defined technology is a general term for virtualization and abstraction technologies using software.

\*2 Abbreviation for “Low Power Wide Area.” A general term for low-power wireless communication technologies covering a wide area.

## **Results**

### **For the nine-month period ended December 31, 2017**

(Amount unit: Millions of yen)

|                   | Nine-month period ended December 31, 2016 | Nine-month period ended December 31, 2017 | Increase (Decrease) | Increase (Decrease)% |
|-------------------|---|---|---------------------|----------------------|
| Operating Revenue | 519,675                                   | 543,622                                   | 23,947              | 4.6                  |
| Operating Income  | 64,274                                    | 72,073                                    | 7,799               | 12.1                 |

During the nine-month period ended December 31, 2017, operating revenue increased by 4.6% to ¥543,622 million, mainly due to higher revenues from increases in solution sales and handset sales, despite lower telecommunications service revenue.

Operating income rose by 12.1% year on year to ¥72,073 million, mainly due to an increase in operating revenues, despite increases in telecommunications facility fees and handset procurement costs.



## **Global Services**

The Global Services segment is working aggressively to expand the consumer businesses in Myanmar and other overseas countries, and to provide one-stop ICT solutions to corporate customers, centered on our high connectivity “TELEHOUSE” data centers. Furthermore, we provide voice and data business to more than 600 telecommunications carriers around the world.

During the current fiscal year, we made aggressive capital investments in the consumer business aimed at expanding our coverage area and increasing speeds. By the end of December 2017, our population coverage in the Myanmar mobile telecommunications business had reached 98%. Moreover, the 1.8 GHz band LTE services that we rolled out in Myanmar’s three main urban centers in May 2017 had been expanded to 32 cities by the end of December 2017.

In our Mongolian telecommunications business, we introduced Mongolia’s first carrier aggregation\*<sup>1</sup> technology in November 2017 and launched high-speed data communication services with downlink speeds of up to 225 Mbps\*<sup>2</sup>, twice as fast as before, in the capital city of Ulaanbaatar and in the second largest city, Erdenet.

Operating performance in the Global Services segment for the nine-month period ended December 31, 2017 is described below.

\*1. Carrier aggregation makes simultaneous use of multiple bandwidths, aggregating them to conduct data communication, thereby increasing the maximum downlink communication speed. Using multiple frequency ranges in different propagation environments has the benefits of augmenting communications quality and dispersing the load efficiently across multiple frequencies.

\*2. This is a best-effort service. The speed listed is the maximum value for the technology standard, and does not represent the actual speed in use. Telecommunication speed may be reduced even within the coverage area by the customer’s usage environment, the condition of lines, and other factors.

## **Results**

### **For the nine-month period ended December 31, 2017**

(Amount unit: Millions of yen)

|                   | Nine-month period ended December 31, 2016 | Nine-month period ended December 31, 2017 | Increase (Decrease) | Increase (Decrease)% |
|-------------------|---|---|---------------------|----------------------|
| Operating Revenue | 203,878                                   | 191,721                                   | (12,157)            | (6.0)                |
| Operating Income  | 20,505                                    | 25,108                                    | 4,603               | 22.4                 |

During the nine-month period ended December 31, 2017, operating revenue decreased by 6.0% year on year to ¥191,721 million. This reflected the impact of decreased revenue resulting from restructured unprofitable businesses made in previous year, meanwhile revenue in the Myanmar and “TELEHOUSE” data center businesses increased.

Operating income increased by 22.4% year on year to ¥25,108 million, reflecting the solid increase in operating revenue in the Myanmar and “TELEHOUSE” data center businesses.

\* Company and product names mentioned in (1) Explanation of Financial Results are registered trademarks or trademarks of their respective companies.

## (2) Explanation of Financial Position

### 1. Financial Position

(Amount unit: Millions of yen)

|                         | As of<br>March 31, 2017 | As of<br>December 31, 2017 | Increase<br>(Decrease) | Increase<br>(Decrease)% |
|-------------------------|-------------------------|----------------------------|------------------------|-------------------------|
| Non-current assets      | 4,297,800               | 4,311,710                  | 13,910                 | 0.3                     |
| Current assets          | 1,966,025               | 2,090,434                  | 124,408                | 6.3                     |
| Total assets            | 6,263,826               | 6,402,144                  | 138,318                | 2.2                     |
| Non-current liabilities | 1,333,201               | 1,010,654                  | (322,547)              | (24.2)                  |
| Current liabilities     | 1,081,491               | 1,309,978                  | 228,487                | 21.1                    |
| Total liabilities       | 2,414,692               | 2,320,632                  | (94,060)               | (3.9)                   |
| Total equity            | 3,849,133               | 4,081,511                  | 232,378                | 6.0                     |

#### (Assets)

Total assets amounted to ¥6,402,144 million as of December 31, 2017, up ¥138,318 million from their level on March 31, 2017. Although cash and cash equivalents and deferred tax assets decreased, trade and other receivables and other long-term financial assets increased.

#### (Liabilities)

Total liabilities amounted to ¥2,320,632 million as of December 31, 2017, down ¥94,060 million from March 31, 2017. Although borrowings and bonds payable increased, other long-term financial liabilities and Income taxes payables decreased.

#### (Equity)

Total equity amounted to ¥4,081,511 million, mainly due to an increase in retained earnings. As a result, the ratio of equity attributable to owners of the parent to total assets increased from 56.7% as of March 31, 2017, to 58.5% as of December 31, 2017.

## 2. Consolidated Cash Flows

(Amount unit: Millions of yen)

|  | Nine-month period<br>ended<br>December 31, 2016 | Nine-month period<br>ended<br>December 31, 2017 | Increase<br>(Decrease) |
|--|---|---|------------------------|
| Net cash provided by (used in) operating activities          | 880,576   | 760,159   | (120,417)              |
| Net cash provided by (used in) investing activities          | (385,221)                                       | (404,140)                                       | (18,919)               |
| Free cash flows (Note)                                       | 495,355   | 356,019   | (139,336)              |
| Net cash provided by (used in) financing activities          | (417,438)                                       | (401,399)                                       | 16,039                 |
| Effect of exchange rate changes on cash and cash equivalents | (5,635)   | 495   | 6,130                  |
| Net increase (decrease) in cash and cash equivalents         | 72,282  | (44,885)  | (117,167)              |
| Cash and cash equivalents at the beginning of the period     | 192,087   | 226,607   | 34,520                 |
| Cash and cash equivalents at the end of period               | 264,369   | 181,722   | (82,647)               |

Note: Free cash flows are calculated as the sum of “net cash provided by (used in) operating activities” and “net cash provided by (used in) investing activities.”

Operating activities provided net cash of ¥760,159 million. This includes ¥810,539 million of profit for the period before income tax, ¥411,266 million of depreciation and amortization, ¥286,341 million of income tax paid and ¥142,024 million of increase in trade and other receivables.

Investing activities used net cash of ¥404,140 million. This includes ¥256,762 million of purchases of property, plant and equipment and ¥129,278 million of purchases of intangible assets.

Financial activities used net cash of ¥401,399 million. This includes ¥218,878 million of cash dividends paid, ¥100,000 million of payments from purchase of treasury stock, ¥95,000 million of proceeds from issuance of bonds and long-term borrowings and ¥95,000 million of purchase of debt instruments.

As a result, the total amount of cash and cash equivalents as of December 31, 2017 decreased by ¥44,885 million from March 31, 2017 to ¥181,722 million.

### (3) Explanation Regarding Future Forecast Information of Consolidated Financial Results

The estimated consolidated financial results for the year ending March 31, 2018 for full-year basis disclosed in the Financial Statements Summary for the year ended March 31, 2017 (disclosed on May 11, 2017) were as follows;

Operating Revenue: ¥4,950,000 million, Operating Income: ¥950,000 million, Profit for the year attributable to owners of the parent: ¥565,000 million. There is no change to these figures.

## 2. Condensed Interim Consolidated Financial Statements

### (1) Condensed Interim Consolidated Statement of Financial Position

|  | As of<br>March 31, 2017 | (Unit: Millions of yen)<br>As of<br>December 31, 2017 |
|--|-------------------------|---|
| <b>Assets</b>  |                         |   |
| <b>Non-current assets :</b>                          |                         |   |
| Property, plant and equipment                        | 2,428,445               | 2,423,645   |
| Goodwill   | 477,873                 | 491,299   |
| Intangible assets                                    | 922,478                 | 912,412   |
| Investments accounted for using<br>the equity method | 92,371                  | 94,326  |
| Other long-term financial assets                     | 183,081                 | 236,416   |
| Deferred tax assets                                  | 124,467                 | 89,152  |
| Other non-current assets                             | 69,085                  | 64,460  |
| Total non-current assets                             | <u>4,297,800</u>        | <u>4,311,710</u>                                      |
| <b>Current assets :</b>                              |                         |   |
| Inventories  | 77,656                  | 105,152   |
| Trade and other receivables                          | 1,518,070               | 1,624,471   |
| Other short-term financial assets                    | 16,968                  | 23,743  |
| Income tax receivables                               | 10,715                  | 3,446   |
| Other current assets                                 | 116,009                 | 151,900   |
| Cash and cash equivalents                            | 226,607                 | 181,722   |
| Total current assets                                 | <u>1,966,025</u>        | <u>2,090,434</u>                                      |
| <b>Total assets</b>                                  | <u><u>6,263,826</u></u> | <u><u>6,402,144</u></u>                               |

|  | As of<br>March 31, 2017 | (Unit: Millions of yen)<br>As of<br>December 31, 2017 |
|--|-------------------------|---|
| <b>Liabilities and Equity</b>                            |                         |   |
| <b>Liabilities</b>                                       |                         |   |
| <b>Non-current liabilities:</b>                          |                         |   |
| Borrowings and bonds payable                             | 909,673                 | 704,291   |
| Other long-term financial liabilities                    | 176,794                 | 68,901  |
| Retirement benefit liabilities                           | 21,800                  | 20,182  |
| Deferred tax liabilities                                 | 75,919                  | 78,343  |
| Provisions   | 7,725                   | 7,659   |
| Other non-current liabilities                            | 141,290                 | 131,279   |
| <b>Total non-current liabilities</b>                     | <u>1,333,201</u>        | <u>1,010,654</u>                                      |
| <b>Current liabilities:</b>                              |                         |   |
| Borrowings and bonds payable                             | 57,805                  | 325,685   |
| Trade and other payables                                 | 537,830                 | 579,307   |
| Other short-term financial liabilities                   | 24,373                  | 24,351  |
| Income taxes payables                                    | 153,950                 | 80,762  |
| Provisions   | 26,887                  | 30,001  |
| Other current liabilities                                | 280,646                 | 269,872   |
| <b>Total current liabilities</b>                         | <u>1,081,491</u>        | <u>1,309,978</u>                                      |
| <b>Total liabilities</b>                                 | <u>2,414,692</u>        | <u>2,320,632</u>                                      |
| <b>Equity</b>  |                         |   |
| <b>Equity attributable to owners of the parent</b>       |                         |   |
| Common stock   | 141,852                 | 141,852   |
| Capital surplus  | 298,046                 | 288,810   |
| Treasury stock   | (237,014)               | (288,255)   |
| Retained earnings  | 3,354,140               | 3,585,574   |
| Accumulated other comprehensive income                   | (2,601)                 | 17,127  |
| <b>Total equity attributable to owners of the parent</b> | <u>3,554,423</u>        | <u>3,745,109</u>                                      |
| <b>Non-controlling interests</b>                         | 294,710                 | 336,403   |
| <b>Total equity</b>                                      | <u>3,849,133</u>        | <u>4,081,511</u>                                      |
| <b>Total liabilities and equity</b>                      | <u>6,263,826</u>        | <u>6,402,144</u>                                      |

## (2) Condensed Interim Consolidated Statement of Income

|  | For the nine-month<br>period ended<br>December 31, 2016 | (Unit: Millions of yen)<br>For the nine-month<br>period ended<br>December 31, 2017 |
|--|---|--|
| <b>Operating revenue</b>   | 3,522,219   | 3,760,072  |
| <b>Cost of sales</b>   | 1,913,810   | 2,040,879  |
| <b>Gross profit</b>  | 1,608,410   | 1,719,194  |
| Selling, general and administrative expenses                         | 838,540   | 917,029  |
| Other income   | 7,638   | 8,986  |
| Other expense  | 4,531   | 1,328  |
| Share of profit of investments accounted for using the equity method | 2,760   | 3,948  |
| <b>Operating income</b>  | 775,737   | 813,771  |
| Finance income   | 1,366   | 4,207  |
| Finance cost   | 8,379   | 7,666  |
| Other non-operating profit and loss                                  | (2,431)   | 226  |
| <b>Profit for the period before income tax</b>                       | 766,293   | 810,539  |
| Income tax   | 215,041   | 250,257  |
| <b>Profit for the period</b>   | 551,252   | 560,282  |
| Profit for the period attributable to:                               |   |  |
| Owners of the parent   | 471,398   | 490,558  |
| Non-controlling interests  | 79,854  | 69,724   |
| <b>Profit for the period</b>   | 551,252   | 560,282  |
| <b>Earnings per share attributable to owners of the parent</b>       |   |  |
| Basic earnings per share (yen)                                       | 190.92  | 201.38   |
| Diluted earnings per share (yen)                                     | 190.89  | 201.33   |

|  | For the three-month<br>period ended<br>December 31, 2016 | (Unit: Millions of yen)<br>For the three-month<br>period ended<br>December 31, 2017 |
|--|--|---|
| <b>Operating revenue</b>   | 1,220,638  | 1,344,003   |
| <b>Cost of sales</b>   | 690,837  | 759,641   |
| <b>Gross profit</b>  | 529,800  | 584,362   |
| Selling, general and administrative expenses                         | 285,873  | 316,850   |
| Other income   | 1,920  | 2,794   |
| Other expense  | 3,775  | 393   |
| Share of profit of investments accounted for using the equity method | 1,028  | 1,322   |
| <b>Operating income</b>  | 243,101  | 271,235   |
| Finance income   | 7,282  | 1,018   |
| Finance cost   | 2,860  | 2,496   |
| Other non-operating profit and loss                                  | (2,384)  | 226   |
| <b>Profit for the period before income tax</b>                       | 245,139  | 269,984   |
| Income tax   | 73,745   | 83,343  |
| <b>Profit for the period</b>   | 171,394  | 186,641   |
| Profit for the period attributable to:                               |  |   |
| Owners of the parent   | 145,250  | 161,114   |
| Non-controlling interests  | 26,144   | 25,527  |
| <b>Profit for the period</b>   | 171,394  | 186,641   |
| <b>Earnings per share attributable to owners of the parent</b>       |  |   |
| Basic earnings per share (yen)                                       | 59.10  | 66.46   |
| Diluted earnings per share (yen)                                     | 59.09  | 66.44   |

### (3) Condensed Interim Consolidated Statement of Comprehensive Income

|  | (Unit: Millions of yen)                                 |   |
|--|---|---|
|  | For the nine-month<br>period ended<br>December 31, 2016 | For the nine-month<br>period ended<br>December 31, 2017 |
| <b>Profit for the period</b>   | 551,252   | 560,282   |
| <b>Other comprehensive income</b>  |   |   |
| Items that will not be transferred subsequently to profit or loss                        |   |   |
| Changes measured in fair value of financial assets through other comprehensive income    | 1,371   | 13,783  |
| Share of other comprehensive income of investments accounted for using the equity method | (1,349)   | (375)   |
| Total  | <u>21</u>   | <u>13,407</u>   |
| Items that may be subsequently reclassified to profit or loss                            |   |   |
| Changes in fair value of cash flow hedge   | 1,237   | 1,049   |
| Translation differences on foreign operations  | (21,318)  | 5,268   |
| Share of other comprehensive income of investments accounted for using the equity method | (1,511)   | (86)  |
| Total  | <u>(21,592)</u>   | <u>6,230</u>  |
| <b>Total other comprehensive income</b>  | <u>(21,571)</u>   | <u>19,638</u>   |
| <b>Total comprehensive income for the period</b>   | <u><u>529,681</u></u>                                   | <u><u>579,920</u></u>                                   |
| Total comprehensive income for the period attributable to:                               |   |   |
| Owners of the parent   | 456,197   | 510,499   |
| Non-controlling interests  | 73,483  | 69,421  |
| Total  | <u><u>529,681</u></u>                                   | <u><u>579,920</u></u>                                   |

(Note) Items in the statement above are presented net of tax.



|  | (Unit: Millions of yen)                                  |  |
|--|--|--|
|  | For the three-month<br>period ended<br>December 31, 2016 | For the three-month<br>period ended<br>December 31, 2017 |
| <b>Profit for the period</b>   | 171,394  | 186,641  |
| <b>Other comprehensive income</b>  |  |  |
| Items that will not be transferred subsequently to profit or loss                        |  |  |
| Changes measured in fair value of financial assets through other comprehensive income    | 4,922  | 6,712  |
| Share of other comprehensive income of investments accounted for using the equity method | (1,537)  | (41)   |
| Total  | <u>3,384</u>   | <u>6,672</u>   |
| Items that may be subsequently reclassified to profit or loss                            |  |  |
| Changes in fair value of cash flow hedge   | 2,294  | 222  |
| Translation differences on foreign operations  | 7,655  | 1,979  |
| Share of other comprehensive income of investments accounted for using the equity method | 40   | 130  |
| Total  | <u>9,989</u>   | <u>2,331</u>   |
| <b>Total other comprehensive income</b>  | <u>13,373</u>  | <u>9,002</u>   |
| <b>Total comprehensive income for the period</b>   | <u>184,768</u>   | <u>195,643</u>   |
| <br>Total comprehensive income for the period attributable to:                           |  |  |
| Owners of the parent   | 157,401  | 169,730  |
| Non-controlling interests  | 27,367   | 25,914   |
| Total  | <u>184,768</u>   | <u>195,643</u>   |

(Note) Items in the statement above are presented net of tax.

#### (4) Condensed Interim Consolidated Statement of Changes in Equity

For the nine-month period ended December 31, 2016

(Unit: Millions of yen)

|   | Equity attributable to owners of the parent |                 |                |                   |  | Total     | Non-controlling interests | Total equity |
|---|---|-----------------|----------------|-------------------|--|-----------|---------------------------|--------------|
|   | Common stock                                | Capital surplus | Treasury stock | Retained earnings | Accumulated other comprehensive income |           |                           |              |
| <b>As of April 1, 2016</b>  | 141,852                                     | 368,245         | (210,861)      | 2,995,836         | 13,570                                 | 3,308,642 | 238,214                   | 3,546,856    |
| Comprehensive income  |   |                 |                |                   |  |           |                           |              |
| Profit for the period   | —   | —               | —              | 471,398           | —                                      | 471,398   | 79,854                    | 551,252      |
| Other comprehensive income  | —   | —               | —              | —                 | (15,201)                               | (15,201)  | (6,370)                   | (21,571)     |
| Total comprehensive income  | —   | —               | —              | 471,398           | (15,201)                               | 456,197   | 73,483                    | 529,681      |
| Transactions with owners and other transactions                         |   |                 |                |                   |  |           |                           |              |
| Cash dividends  | —   | —               | —              | (185,446)         | —                                      | (185,446) | (40,201)                  | (225,648)    |
| Transfer of accumulated other comprehensive income to retained earnings | —   | —               | —              | 98                | (98)                                   | —         | —                         | —            |
| Purchase and disposal of treasury stock                                 | —   | (57)            | (100,000)      | —                 | —                                      | (100,056) | —                         | (100,056)    |
| Retirement of treasury stock  | —   | (73,804)        | 73,804         | —                 | —                                      | —         | —                         | —            |
| Changes in interests in subsidiaries                                    | —   | 2,905           | —              | —                 | —                                      | 2,905     | 1,019                     | 3,923        |
| Other   | —   | 479             | 42             | —                 | —                                      | 521       | 1,222                     | 1,743        |
| Total transactions with owners and other transactions                   | —   | (70,478)        | (26,153)       | (185,349)         | (98)                                   | (282,077) | (37,961)                  | (320,038)    |
| <b>As of December 31, 2016</b>  | 141,852                                     | 297,768         | (237,015)      | 3,281,885         | (1,728)                                | 3,482,762 | 273,737                   | 3,756,499    |

For the nine-month period ended December 31, 2017

(Unit: Millions of yen)

|   | Equity attributable to owners of the parent |                 |                |                   |  | Total     | Non-controlling interests | Total equity |
|---|---|-----------------|----------------|-------------------|--|-----------|---------------------------|--------------|
|   | Common stock                                | Capital surplus | Treasury stock | Retained earnings | Accumulated other comprehensive income |           |                           |              |
| <b>As of April 1, 2017</b>  | 141,852                                     | 298,046         | (237,014)      | 3,354,140         | (2,601)                                | 3,554,423 | 294,710                   | 3,849,133    |
| Comprehensive income  |   |                 |                |                   |  |           |                           |              |
| Profit for the period   | —   | —               | —              | 490,558           | —                                      | 490,558   | 69,724                    | 560,282      |
| Other comprehensive income  | —   | —               | —              | —                 | 19,941                                 | 19,941    | (303)                     | 19,638       |
| Total comprehensive income  | —   | —               | —              | 490,558           | 19,941                                 | 510,499   | 69,421                    | 579,920      |
| Transactions with owners and other transactions                         |   |                 |                |                   |  |           |                           |              |
| Cash dividends  | —   | —               | —              | (219,703)         | —                                      | (219,703) | (47,359)                  | (267,062)    |
| Transfer of accumulated other comprehensive income to retained earnings | —   | —               | —              | 213               | (213)                                  | —         | —                         | —            |
| Purchase and disposal of treasury stock                                 | —   | (29)            | (100,000)      | —                 | —                                      | (100,029) | —                         | (100,029)    |
| Retirement of treasury stock  | —   | (9,074)         | 48,709         | (39,635)          | —                                      | —         | —                         | —            |
| Changes due to business combination                                     | —   | —               | —              | —                 | —                                      | —         | 4,706                     | 4,706        |
| Changes in interests in subsidiaries                                    | —   | (638)           | —              | —                 | —                                      | (638)     | 15,427                    | 14,790       |
| Other   | —   | 505             | 50             | —                 | —                                      | 556       | (502)                     | 53           |
| Total transactions with owners and other transactions                   | —   | (9,235)         | (51,240)       | (259,124)         | (213)                                  | (319,813) | (27,728)                  | (347,542)    |
| <b>As of December 31, 2017</b>  | 141,852                                     | 288,810         | (288,255)      | 3,585,574         | 17,127                                 | 3,745,109 | 336,403                   | 4,081,511    |

## (5) Condensed Interim Consolidated Statement of Cash Flows

|  | For the nine-month<br>period ended<br>December 31, 2016 | (Unit: Millions of yen)<br>For the nine-month<br>period ended<br>December 31, 2017 |
|--|---|--|
| <b>Cash flows from operating activities</b>                                    |   |  |
| Profit for the period before income tax  | 766,293   | 810,539  |
| Depreciation and amortization  | 410,321   | 411,266  |
| Share of (profit) loss of investments<br>accounted for using the equity method | (2,760)   | (3,948)  |
| Loss (gain) on sales of non-current assets                                     | 57  | (147)  |
| Interest and dividends income  | (1,085)   | (3,233)  |
| Interest expenses  | 8,141   | 7,423  |
| (Increase) decrease in trade and other receivables                             | (142,875)   | (142,024)  |
| Increase (decrease) in trade and other payables                                | 97,540  | 36,940   |
| (Increase) decrease in inventories   | 2,526   | (28,751)   |
| Increase (decrease) in retirement benefit<br>liabilities                       | (1,556)   | (1,618)  |
| Other  | (14,255)  | (31,028)   |
| Cash generated from operations   | <u>1,122,345</u>  | <u>1,055,418</u>   |
| Interest and dividends received  | 3,380   | 5,996  |
| Interest paid  | (7,765)   | (14,914)   |
| Income tax paid  | <u>(237,385)</u>  | <u>(286,341)</u>   |
| <b>Net cash provided by (used in) operating<br/>activities</b>                 | <u>880,576</u>  | <u>760,159</u>   |

|   | (Unit: Millions of yen)                                 |   |
|---|---|---|
|   | For the nine-month<br>period ended<br>December 31, 2016 | For the nine-month<br>period ended<br>December 31, 2017 |
| <b>Cash flows from investing activities</b>                                   |   |   |
| Purchases of property, plant and equipment                                    | (192,016)   | (256,762)   |
| Proceeds from sales of property, plant and equipment                          | 338   | 926   |
| Purchases of intangible assets  | (104,291)   | (129,278)   |
| Purchases of other financial assets   | (54,015)  | (5,240)   |
| Proceeds from sales/redemption of other financial assets                      | 77  | 1,243   |
| Acquisitions of control over subsidiaries                                     | (14,101)  | (14,754)  |
| Purchases of stocks of associates   | (23,073)  | (1,682)   |
| Proceeds from sales of stocks of subsidiaries and associates                  | —   | 1,896   |
| Other   | 1,861   | (489)   |
| <b>Net cash provided by (used in) investing activities</b>                    | <b>(385,221)</b>  | <b>(404,140)</b>  |
| <b>Cash flows from financing activities</b>                                   |   |   |
| Net increase (decrease) of short-term borrowings                              | (19,890)  | 23,575  |
| Proceeds from issuance of bonds and long-term borrowings                      | 7,000   | 95,000  |
| Payments from redemption of bonds and repayments of long-term borrowings      | (60,590)  | (55,911)  |
| Repayments of lease obligations   | (21,881)  | (20,444)  |
| Payments from purchase of subsidiaries' equity from non-controlling interests | (1,154)   | (70)  |
| Proceeds from stock issuance to non-controlling interests                     | 4,852   | 19,006  |
| Payments from purchase of treasury stock                                      | (100,000)   | (100,000)   |
| Cash dividends paid   | (184,763)   | (218,878)   |
| Cash dividends paid to non-controlling interests                              | (41,044)  | (48,550)  |
| Purchase of debt instruments (Note)   | —   | (95,000)  |
| Other   | 31  | (127)   |
| <b>Net cash provided by (used in) financing activities</b>                    | <b>(417,438)</b>  | <b>(401,399)</b>  |
| Effect of exchange rate changes on cash and cash equivalents                  | (5,635)   | 495   |
| <b>Net increase (decrease) in cash and cash equivalents</b>                   | <b>72,282</b>   | <b>(44,885)</b>   |
| <b>Cash and cash equivalents at the beginning of the period</b>               | <b>192,087</b>  | <b>226,607</b>  |
| <b>Cash and cash equivalents at the end of the period</b>                     | <b>264,369</b>  | <b>181,722</b>  |

(Note) During the nine-month period ended December 31, 2017, KDDI purchased the beneficiary right to preferred shares issued by a subsidiary of the KDDI Group (These shares are treated as financial liabilities because the issuer has an obligation to deliver cash to holders of preference shares).

## **(6) Going Concern Assumption**

None

## **(7) Notes to Condensed Interim Consolidated Financial Statements**

### **1. Reporting entity**

KDDI Corporation (“the Company”) was established as a limited company in accordance with Japanese Company Act. The location of the Company is Japan and the registered address of its headquarter is 2-3-2, Nishishinjuku, Sinjuku-ku, Tokyo, Japan. The Company’s condensed interim consolidated financial statements as of and for the nine-month period ended December 31, 2017 comprise the Company and its consolidated subsidiaries (“the Group”) and the Group’s interests in associates and joint ventures. The Company is the ultimate parent company of the Group.

The Group’s major business and activities are “Personal Services”, “Value Services”, “Business Services” and “Global Services.” For the details, please refer to “(1) Outline of reporting segments” of “Note 4. Segment information.”

### **2. Basis of preparation**

#### **(1) Compliance of condensed interim consolidated financial statements with IFRSs**

The Group’s condensed interim consolidated financial statements have been prepared in accordance with IAS 34 of IFRSs as prescribed in Article 93 of Ordinance on Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements (Cabinet Office Ordinance No.64 of 2007), hereinafter referred to as “Ordinance on Quarterly Consolidated Financial Statements” as they satisfy the requirement of a “specific company” set forth in Article 1-2 of Ordinance on Quarterly Consolidated Financial Statements.

The condensed interim consolidated financial statements, which do not contain all the information required in annual consolidated financial statements, should be read in conjunction with the annual consolidated financial statements for the previous fiscal year ended March 31, 2017.

#### **(2) Basis of measurement**

The Group’s condensed interim consolidated financial statements have been prepared under the historical cost basis except for the following significant items on the condensed interim consolidated statement of financial position:

- Derivative assets and derivative liabilities (measured at fair value)
- Financial assets or financial liabilities at fair value through profit or loss
- Financial assets at fair value through other comprehensive income

- Assets and liabilities related to defined benefit plan (measured at the present value of the defined benefit obligations, net of the fair value of the plan asset)

### (3) Presentation currency and unit of currency

The Group's condensed interim consolidated financial statements are presented in Japanese yen, which is the currency of the primary economic environment of the Company's business activities, and are rounded to the nearest million yen.

### (4) Use of estimates and judgement

The preparation of condensed interim consolidated financial statements in accordance with IFRSs requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. The estimates and assumptions are based on the management's best judgments, through their evaluation of various factors that were considered reasonable as of the period-end, based on historical experience and by collecting available information. By the nature of the estimates or assumptions, however, actual results may differ from those estimates and assumptions.

The estimates and assumptions are reviewed on an ongoing basis. The effect of adjusting accounting estimates is recognized in the fiscal year in which the estimates are adjusted and in the subsequent fiscal years.

The judgments, estimates and assumptions that have significant impact on the amount in the condensed interim consolidated financial statements as of and for the nine-month period ended December 31, 2017 are consistent with those described in the annual consolidated financial statements for the previous fiscal year ended March 31, 2017 in principle.

### (5) Application of new standards and interpretations

The Group newly adopted the following standards from the three-month period ended June 30, 2017.

- IAS7 (Revised) : Statement of cash flows
- IAS12 (Revised) : Income taxes

The Group has early adopted IFRS 9 "Financial Instruments" (issued in November 2009 and amended in July 2014).

(6) Standards not yet adopted

The following new standards and amendments announced by the approval date of the condensed interim consolidated financial statements are not mandatory as of December 31, 2017. They have not been early adopted by the Group.

| Standard | The title of Standard                 | Mandatory adoption (from the fiscal year beginning) | To be adopted by the Group from   | Outline of new standards and amendments   |
|----------|---------------------------------------|---|-----------------------------------|---|
| IFRS15   | Revenue from contracts with customers | January 1, 2018                                     | fiscal year ending March 31, 2019 | IFRS15 describes that revision of current accounting standard for revenue recognition and disclosure.<br>Specifically, IFRS15 requires that an entity recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.            |
| IFRS16   | Lease                                 | January 1, 2019                                     | fiscal year ending March 31, 2020 | IFRS16 describes that revision of current accounting standard for lease and disclosure.<br>Specifically, IFRS 16 introduces a single lessee accounting model and requires a lessee to recognize its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments for all leases with a term of more than 12 months as principal. |

All the standards and amendments above will be reflected to the condensed interim consolidated financial statements for the relevant fiscal year described above. The Company is currently evaluating the impact of the application and estimate is currently not available.



### 3. Significant accounting policies

The significant accounting policies applied in this condensed interim consolidated financial statements for the nine-month period ended December 31, 2017 are consistent with those of the annual financial statements, as described in the consolidated financial statements for the previous fiscal year ended March 31, 2017, except that income tax expenses on condensed interim consolidated statement of income are calculated based on the estimated average annual effective income tax rate.

### 4. Segment information

#### (1) Outline of reporting segments

The reporting segments of the Group are units of the Group of which separate financial information is available, and which are periodically monitored for the board of directors to determine the allocation of the business resource and evaluate the performance results.

The Group has four reportable segments: Personal Services segment, Value Services segment, Business Services segment and Global Services segment. The Group's reportable segments are the same as its business segments.

**“Personal”** provides services for individual customers in Japan. These include mobile communications services, device sales such as smartphones and tablets, FTTH services, and CATV services, as well as non-telecommunications services including product sales and energy services.

**“Value”** includes the commerce business, financing business, settlement services, and contents services such as video, music, and information distribution.

**“Business”** provides services for corporate customers in Japan. These include mobile and fixed-line communications services and device sales, as well as the solutions business, such as network, application, and cloud services.

**“Global”** provides services for customers overseas. These include mobile communications services for individual customers and ICT solution services for corporate customers, such as data centers.

In the three-month period ended June 30, 2017, the reporting segment for the business operations of the consolidated subsidiary KDDI Evolva Inc. was transferred from “Others” to “Business.” This change reflects that KDDI Evolva Inc.'s core business process outsourcing (BPO) business and dispatch business are being expanded targeting corporate customers. The KDDI Group aims to further expand its solutions business for

corporate customers and bolster its competitive edge by realizing mutual customer referrals leveraging its customer base.

Accordingly, the segment information for the nine-month period ended December 31, 2016 has been presented based on the segment classification after this change.

(2) Calculation method of revenue, income or loss, assets and other items by reporting segment

Accounting treatment of reported business segments is consistent with “Significant accounting policies” stated in the annual consolidated financial statements for the previous fiscal year ended March 31, 2017.

Income of the reporting segments is based on the operating income.

Inter segment transaction price is determined based on the price by arm’s length transactions or gross costs after price negotiation.

Assets and liabilities are not allocated to reporting segments.

(3) Information related to the amount of revenue, income or loss and other items by reporting segment

The Group’s segment information is as follows:

For the nine-month period ended December 31, 2016

|   | Reporting segment |         |          |         |               | Other<br>(Note 1) | Total     | Adjustment<br>(Note 2) | Amounts<br>on the<br>consolidated<br>financial<br>statements |
|---|-------------------|---------|----------|---------|---------------|-------------------|-----------|------------------------|--|
|   | Personal          | Value   | Business | Global  | Sub-<br>total |                   |           |                        |  |
| Revenue                                 |                   |         |          |         |               |                   |           |                        |  |
| Revenue from external customers         | 2,629,377         | 272,365 | 425,113  | 183,140 | 3,509,996     | 12,223            | 3,522,219 | —                      | 3,522,219  |
| Inter-segment revenue or transfers      | 75,531            | 57,439  | 94,562   | 20,738  | 248,270       | 52,731            | 301,001   | (301,001)              | —  |
| Total                                   | 2,704,909         | 329,804 | 519,675  | 203,878 | 3,758,266     | 64,954            | 3,823,220 | (301,001)              | 3,522,219  |
| Segment income                          | 606,867           | 80,597  | 64,274   | 20,505  | 772,243       | 4,434             | 776,677   | (940)                  | 775,737  |
| Finance income and finance cost (Net)   |                   |         |          |         |               |                   |           |                        | (7,013)  |
| Other non-operating profit and loss     |                   |         |          |         |               |                   |           |                        | (2,431)  |
| Profit for the period before income tax |                   |         |          |         |               |                   |           |                        | 766,293  |

(Note1) Business segment “Other” does not constitute reporting segments, and includes construction and maintenance of facilities, and research and development of leading-edge technology.

(Note2) Adjustment of segment income shows the elimination of inter-segment transactions.

For the nine-month period ended December 31, 2017

(Unit: Millions of yen)

|   | Reporting segment |         |          |         |               | Other<br>(Note 1) | Total     | Adjustment<br>(Note 2) | Amounts<br>on the<br>consolidated<br>financial<br>statements |
|---|-------------------|---------|----------|---------|---------------|-------------------|-----------|------------------------|--|
|   | Personal          | Value   | Business | Global  | Sub-<br>total |                   |           |                        |  |
| Revenue                                 |                   |         |          |         |               |                   |           |                        |  |
| Revenue from external customers         | 2,837,891         | 300,494 | 426,063  | 170,569 | 3,735,016     | 25,056            | 3,760,072 | —                      | 3,760,072  |
| Inter-segment revenue or transfers      | 77,674            | 86,906  | 117,559  | 21,152  | 303,291       | 49,554            | 352,846   | (352,846)              | —  |
| Total                                   | 2,915,565         | 387,400 | 543,622  | 191,721 | 4,038,308     | 74,610            | 4,112,918 | (352,846)              | 3,760,072  |
| Segment income                          | 625,883           | 82,029  | 72,073   | 25,108  | 805,093       | 9,078             | 814,171   | (400)                  | 813,771  |
| Finance income and finance cost (Net)   |                   |         |          |         |               |                   |           |                        | (3,459)  |
| Other non-operating profit and loss     |                   |         |          |         |               |                   |           |                        | 226  |
| Profit for the period before income tax |                   |         |          |         |               |                   |           |                        | 810,539  |

(Note1) Business segment “Other” does not constitute reporting segments, and includes construction and maintenance of facilities, and research and development of leading-edge technology.

(Note2) Adjustment of segment income shows the elimination of inter-segment transactions.

For the three-month period ended December 31, 2016

(Unit: Millions of yen)

|   | Reporting segment |         |          |        |               | Other<br>(Note 1) | Total     | Adjustment<br>(Note 2) | Amounts<br>on the<br>consolidated<br>financial<br>statements |
|---|-------------------|---------|----------|--------|---------------|-------------------|-----------|------------------------|--|
|   | Personal          | Value   | Business | Global | Sub-<br>total |                   |           |                        |  |
| Revenue                                 |                   |         |          |        |               |                   |           |                        |  |
| Revenue from external customers         | 909,501           | 101,669 | 142,946  | 62,994 | 1,217,109     | 3,529             | 1,220,638 | —                      | 1,220,638  |
| Inter-segment revenue or transfers      | 25,730            | 18,937  | 32,350   | 7,177  | 84,194        | 18,442            | 102,636   | (102,636)              | —  |
| Total                                   | 935,231           | 120,605 | 175,296  | 70,171 | 1,301,303     | 21,971            | 1,323,274 | (102,636)              | 1,220,638  |
| Segment income                          | 183,624           | 29,603  | 22,919   | 5,779  | 241,926       | 1,505             | 243,431   | (330)                  | 243,101  |
| Finance income and finance cost (Net)   |                   |         |          |        |               |                   |           |                        | 4,423  |
| Other non-operating profit and loss     |                   |         |          |        |               |                   |           |                        | (2,384)  |
| Profit for the period before income tax |                   |         |          |        |               |                   |           |                        | 245,139  |

(Note1) Business segment “Other” does not constitute reporting segments, and includes construction and maintenance of facilities, and research and development of leading-edge technology.

(Note2) Adjustment of segment income shows the elimination of inter-segment transactions.

For the three-month period ended December 31, 2017

(Unit: Millions of yen)

|   | Reporting segment |                |                |               |                  | Other<br>(Note 1) | Total            | Adjustment<br>(Note 2) | Amounts<br>on the<br>consolidated<br>financial<br>statements |
|---|-------------------|----------------|----------------|---------------|------------------|-------------------|------------------|------------------------|--|
|   | Personal          | Value          | Business       | Global        | Sub-<br>total    |                   |                  |                        |  |
| <b>Revenue</b>                          |                   |                |                |               |                  |                   |                  |                        |  |
| Revenue from external customers         | 1,025,622         | 108,943        | 145,109        | 53,431        | 1,333,105        | 10,898            | 1,344,003        | —                      | 1,344,003  |
| Inter-segment revenue or transfers      | 26,768            | 31,639         | 39,476         | 7,277         | 105,160          | 17,066            | 122,226          | (122,226)              | —  |
| <b>Total</b>                            | <b>1,052,390</b>  | <b>140,582</b> | <b>184,584</b> | <b>60,708</b> | <b>1,438,265</b> | <b>27,964</b>     | <b>1,466,229</b> | <b>(122,226)</b>       | <b>1,344,003</b>   |
| <b>Segment income</b>                   | <b>203,792</b>    | <b>31,032</b>  | <b>23,692</b>  | <b>9,101</b>  | <b>267,617</b>   | <b>3,574</b>      | <b>271,190</b>   | <b>45</b>              | <b>271,235</b>   |
| Finance income and finance cost (Net)   |                   |                |                |               |                  |                   |                  |                        | (1,478)  |
| Other non-operating profit and loss     |                   |                |                |               |                  |                   |                  |                        | 226  |
| Profit for the period before income tax |                   |                |                |               |                  |                   |                  |                        | 269,984  |

(Note1) Business segment “Other” does not constitute reporting segments, and includes construction and maintenance of facilities, and research and development of leading-edge technology.

(Note2) Adjustment of segment income shows the elimination of inter-segment transactions.

## **5. Subsequent events**

### **A change in AEON Holdings Shareholders**

On January 22, 2018, KDDI acquired all of the outstanding shares in AEON Holdings Corporation of Japan (“AEON HD”) from the company shareholders.

As a result, AEON HD and its consolidated subsidiaries became KDDI’s consolidated subsidiaries on the same date.

KDDI enters into the education market which is expected to continue to grow and expand. KDDI and AEON HD are aiming to combine the information and communications technologies (“ICT”) cultivated by KDDI with the “highly experienced instructors, original educational materials, and study abroad services” developed and accumulated by AEON HD over many years to jointly offer learning content that is tailored to each individual customer and provide new forms of value and services to customers.

The consideration transferred for the acquisition is ¥86,173 million. Due to the short period of time from the acquisition date to the reporting date of the Company’s Financial Statements Summary for the nine-month period ended December 31, 2017, the initial accounting for the share acquisition has not completed and therefore the detail information of this business combination is not disclosed.