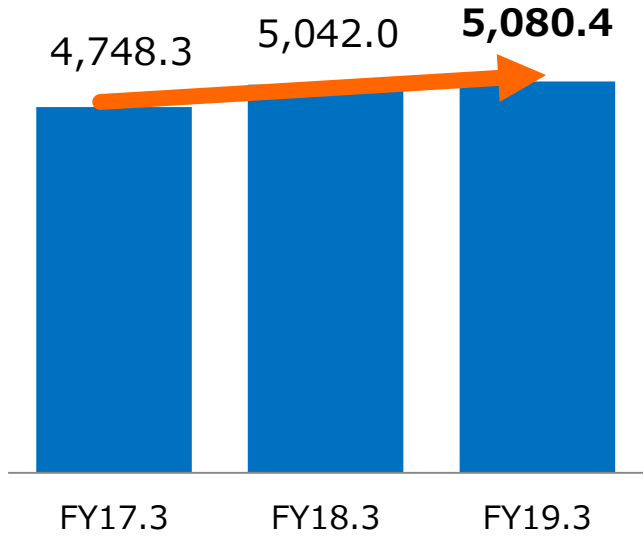


Review of the previous
medium-term plan
(FY17.3-FY19.3)

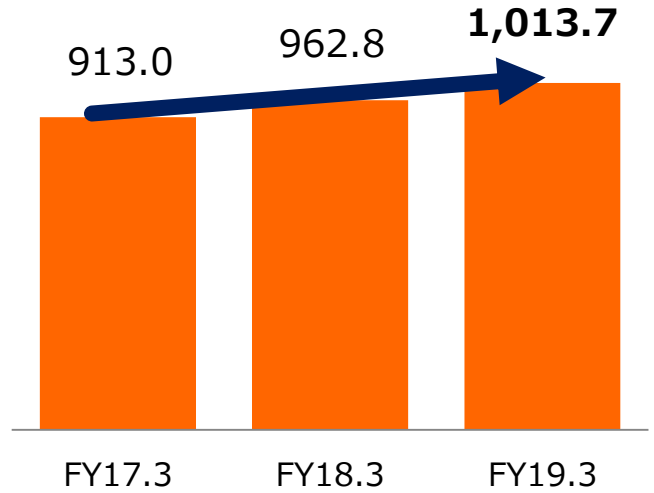


Highlights of Consolidated Financial Results

Operating Revenue (Unit : Billions of yen)



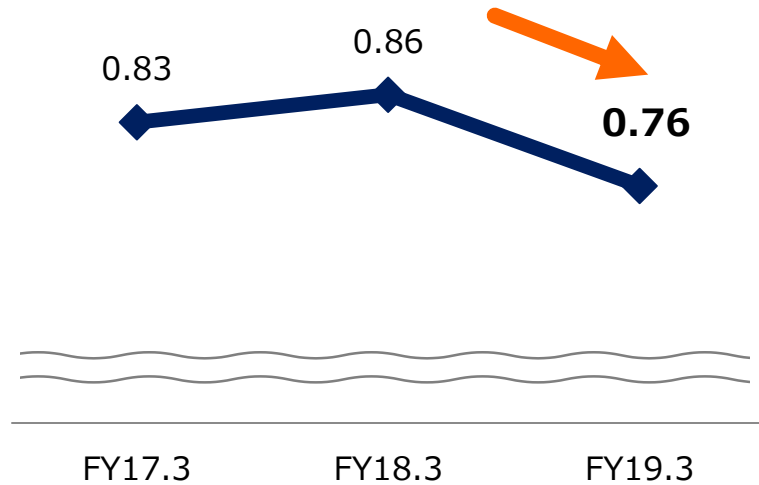
Operating Income (Unit : Billions of yen)



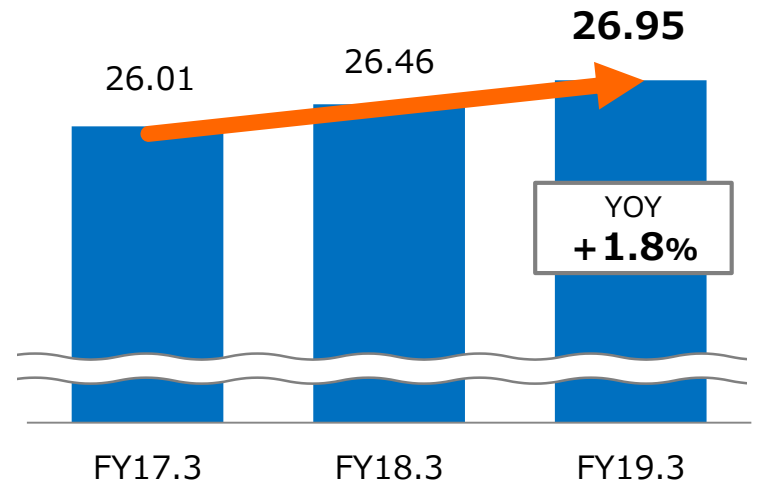
Continuous growth in both operating revenue and operating income. Operating Income surpasses ¥1 trillion.

au Churn Rate / Mobile IDs

au Churn Rate (Unit : %)



Mobile IDs* (Unit : Millions)



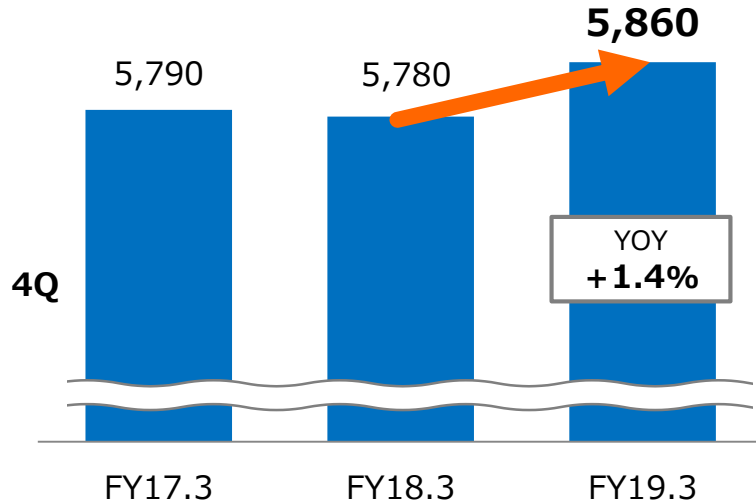
au churn rate improves YoY, mobile IDs steadily growing

Note) Personal Services Segment basis

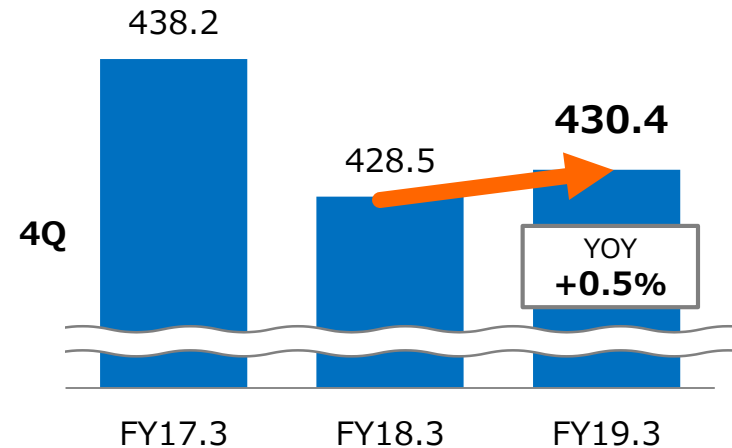
*au accounts + MVNO subscriptions

au ARPA / au ARPA Revenues

au ARPA (Unit : Yen)



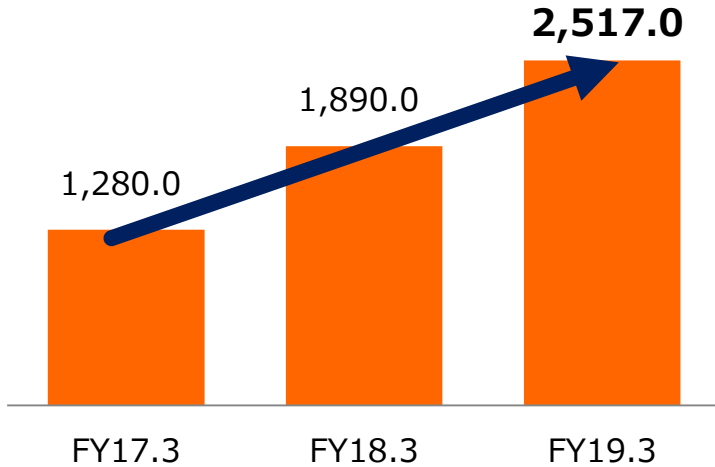
au ARPA Revenues (Unit : Billions of yen)



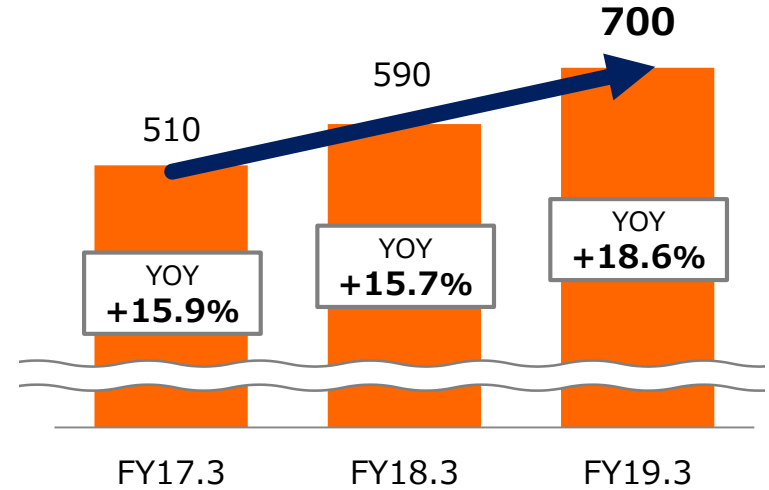
Both au ARPA and au ARPA revenues turn around in 4Q YoY basis

au Economic Zone Gross Merchandise Value Value-Added ARPA

au Economic Zone
Gross Merchandise Value
(Unit : Billions of yen)



Value-Added ARPA (Unit : Yen)



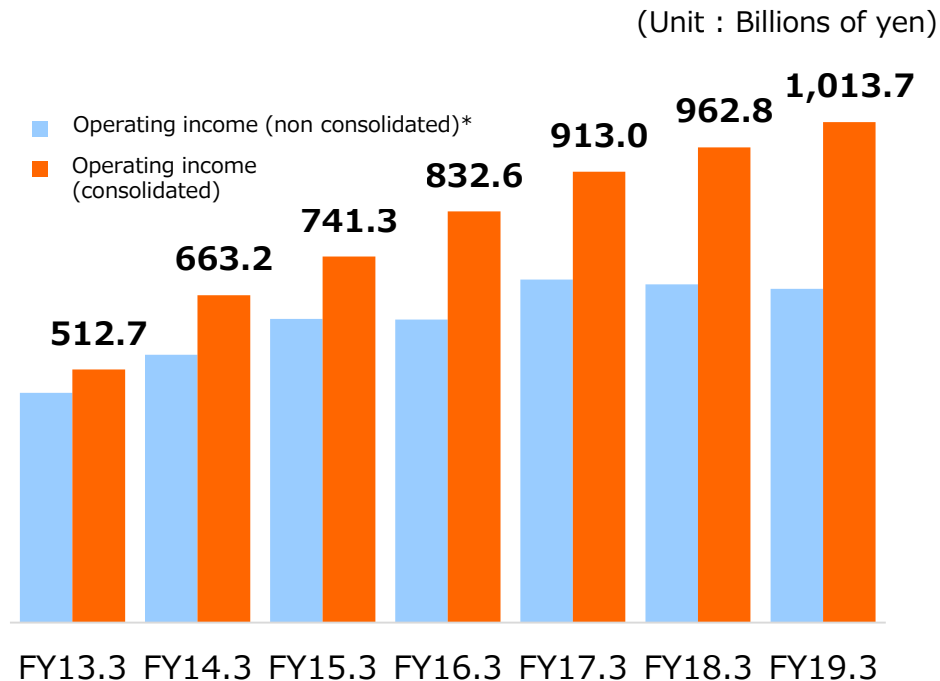
au Economic Zone Gross Merchandise Value exceeds ¥2.5 trillion.
Value-Added ARPA is double-digit growth for 3 consecutive years.

M&A towards New Growth



Entire KDDI Group is forward to a New Stage of Growth

KDDI is using its assets to fully support the growth of Group companies



The growth of Group companies is driving consolidated performance

*Operating income (non consolidated) is based on JGAAP
Operating income (consolidated) is presented using JGAAP by FY15.3 and IFRS from FY16.3 onward

Major M&A

Domestic Telecom

Maximizing Group IDs, which form the foundation of the “integration of telecommunications and life design”

J:COM

Life Design

Maximizing lifetime value by expanding operating revenue and increasing engagement

ENERES

New Business Fields

Providing new value through our technological prowess by acquiring capabilities for the 5G/IoT era

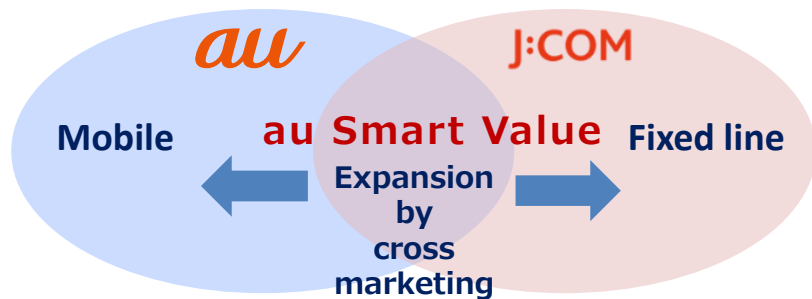
 **SORACOM**

Implemented strategic M&A for future growth

Domestic Telecom

J:COM

Promoting cross-selling through au Smart Value and network cost reduction



J:COM

KDDI

- Expand customer foundation through au Smart Value

Revenue

¥194.0 billion

- Increase operating revenue through J:COM Phone Plus

¥200.0 billion

Cost

- Network cost efficiency by switching network within group companies etc

¥16.0 billion

TOTAL* ¥410.0 billion

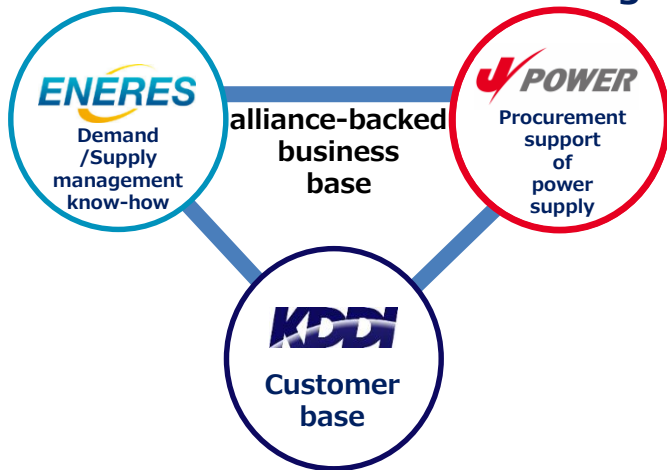
Maximizing synergy through expanding Group IDs and utilizing both assets mutually

*After become consolidation of J:COM (April 2013 to March 2019) for total 6 years

Life Design



Building the foundation
of energy business to be
one of core services in life design



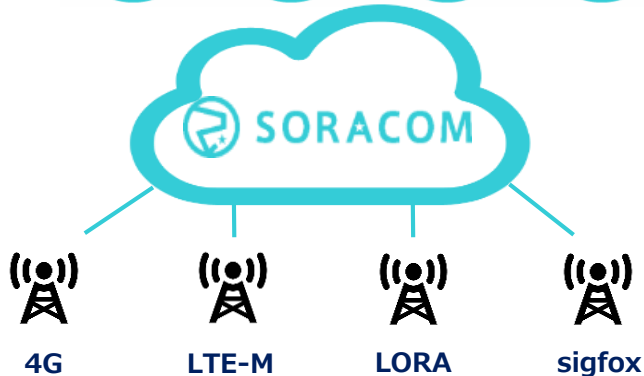
- Contribution of expanding the number of au Denki subscribers (2 million*) and building the foundation of energy business
 - cost reduction of electric power procurement
 - supply of stable electric services
- Contribution of lowering of au churn rate by bundling au Denki and au smartphone both

Utilizing strength each other
toward the expansion of life design domain

New Business Fields



Building a mobile core network
on the AWS cloud
14,000 operators already use to
IoT services



- We realize the latest IoT services using leading-edge cloud technologies. Through collaboration with our “KDDI IoT World Architecture,” we are expanding the business to over 120 countries and regions around the world.
- SORACOM and KDDI jointly develop the leading-edge core network MEC solution for the 5G era.

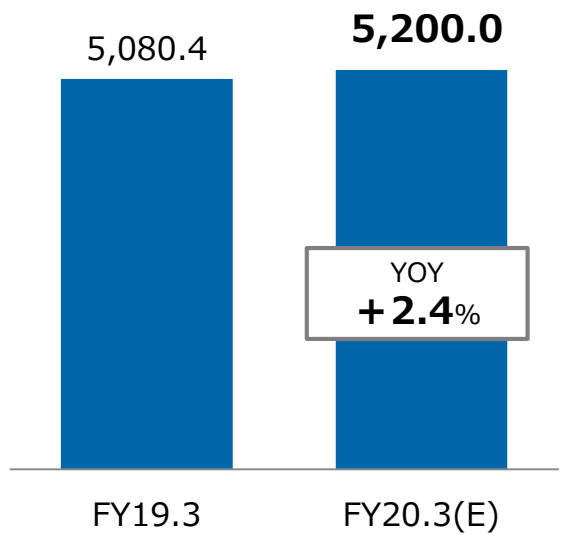
Creating value in new business fields
through acquiring new capabilities

Financial Forecasts for FY20.3

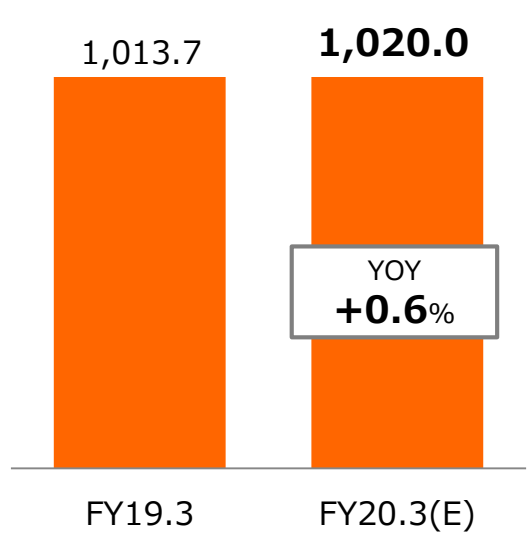


Highlights of Forecast

Operating Revenue
(Unit : Billions of yen)



Operating Income
(Unit : Billions of yen)



Aim to increase operating revenue and operating income as the first year of new medium-term management plan

New Mobile Price Plan

Offer optimal plans that is easy to choose according to various needs for customers

Low data plan

New au Adjust Plan

*1
3 or more
family
members

Per member
¥1,980/month~
(up to 1GB)

Medium data plan

au Flat Plan 7 Plus

*1
3 or more
family
members

Per member
¥3,480/month~
(up to 7GB)

Large data plan

au Data Max Plan

*1 Per member (Campaign Price) *2
3 or more
family
members
¥5,980/month~
free to enjoy!

Up to 40% price reduction

**First in Japan
Data no-limited use
for smartphone *3**

Implement further customer return by price reduction - up to 40%

*1) In case that apply "2 years contract", "au smart value" and "New Family Discount Plus (3 members). The amount is excluding tax. Call charge and fixed line charges will be charged separately. You can see detail conditions in au website

*2) Six months from next month after contract, after 7 month is ¥6,980

*3) First in Japan : mobile price plan for MNO and 4G LTE smartphone. Survey from KDDI, as of May 13-2019

Start from April 9, 2019



Touchpoints where payment is possible with smartphone will be over 1 million places in early FY20.3 !



Subscribers Reached 2 million !



au PAY QR code payment



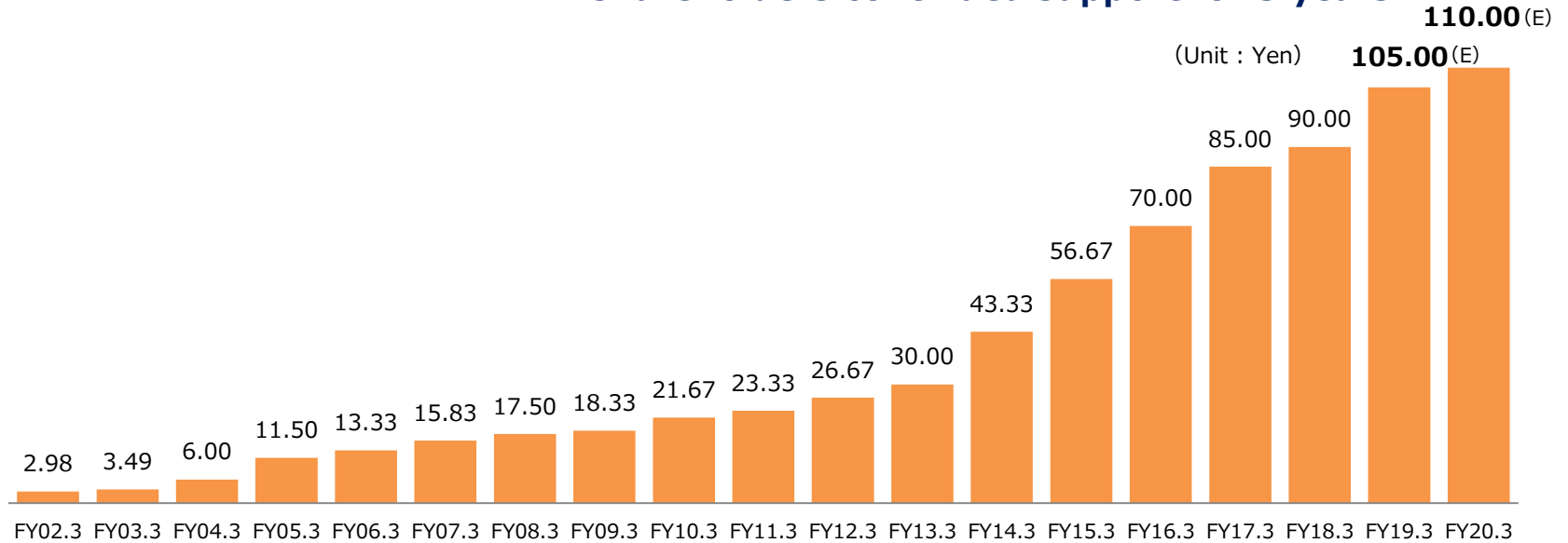
QUICPay *2

Number of subscribers increasing steadily. Accelerate the expansion of the payment business.

*1) There are some stores and services that can't use at *2) QUICPay is the trademark of JCB Co., Ltd.

DPS

**Increase year-end dividend
in order to give sincere appreciation for
shareholders continued support for 3 years**



**Aim to continuous growth of DPS
alongside sustainable profit growth**

Summary

FY19.3

Business
Strategy

- Operating income exceeded ¥1 trillion and rose for 18th consecutive year
- au churn rate improved and number of mobile IDs steadily grew
- au ARPA turned around in 4Q
- Value-Added ARPA is double-digit growth for 3 consecutive years

Share
holder
returns

- Increase DPS ¥5 in order to give sincere appreciation for shareholders
- Repurchased own shares – ¥150 billion
Number of repurchased shares : 55,039 thousand
Repurchased period : May 11, 2018-Mar 7, 2019

FY20.3

- Aim to increase operating revenue and operating income as the first year of new medium-term management plan
- Introduce new mobile price plans to meet various needs and enhance the competitiveness
- au PAY is going well and accelerate the expansion of the payment business

- Estimated DPS is ¥110. (Pay out ratio is 41.7%*)
Plan to increase dividend for 18th consecutive year
- Resolved to repurchase its own shares – Up to ¥150 billion
Number of repurchase shares : Up to 73,000 thousand
Repurchase period : May 16, 2019-Dec 23, 2019

Aim to realize both sustainable profit growth and strengthening shareholder returns

*) Calculate using stocks as of March 31, 2019



Disclaimer

Statements made in these documents with respect to the KDDI Group's performance targets, projected subscriber numbers, future forecasts and strategies that are not historical facts are forward-looking statements about the future performance of the KDDI Group, based on company's assumptions and beliefs in light of the information available at the time they were made. They therefore include certain risks and uncertainties. Actual results can differ from these statements due to reasons including, but not limited to, domestic and overseas economic trends, competitive position, formulation, revision or abolition of laws and ordinances, regulations or systems, government actions or intervention and the success or lack thereof of new services. Consequently, please understand that there is a possibility that actual performance, subscriber numbers, strategies and other information may differ significantly from the forecast information contained in these materials or other envisaged situations.