



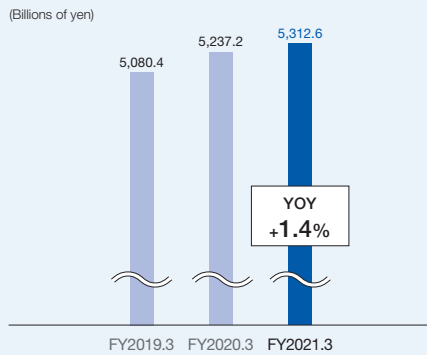
Financial Results Summary

Consolidated Financial Highlights for FY2021.3

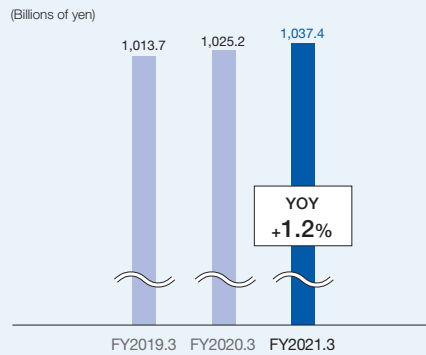
Consolidated operating revenue was ¥5,312.6 billion, up 1.4% year on year. Consolidated operating income was ¥1,037.4 billion, up 1.2% year on year, driven by higher income, especially in growth fields,

despite lower revenue from telecommunication revenues. Profit attributable to owners of the parent was ¥651.5 billion, up 1.8% year on year.

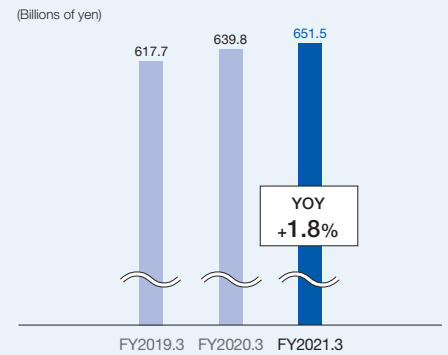
▼ Operating revenue



▼ Operating income



▼ Profit attributable to owners of the parent

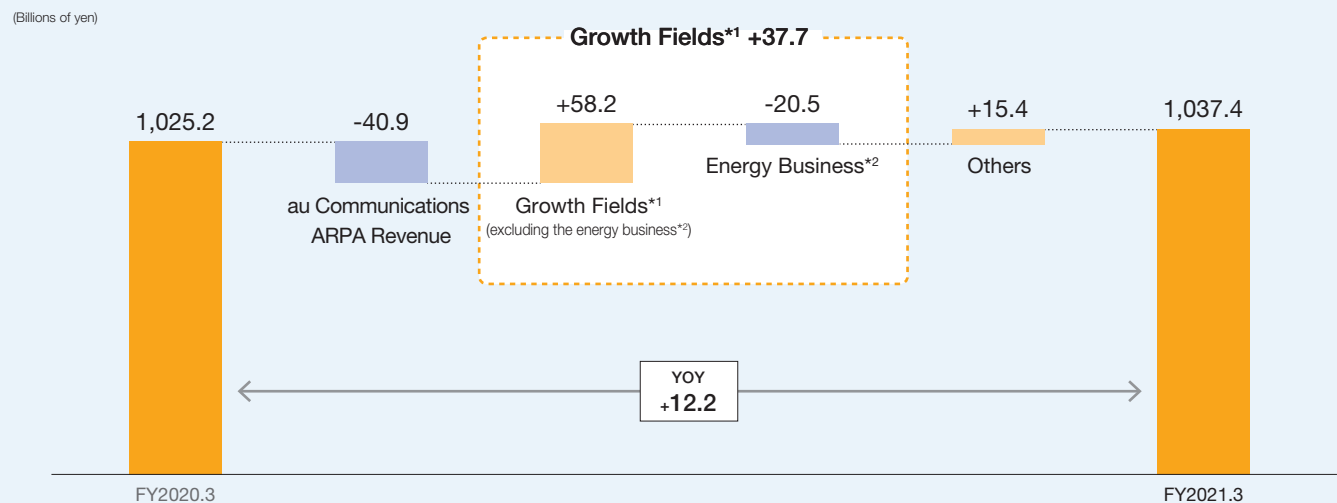


Operating Income: Factors for Change

Although au communications ARPA revenue was negative, higher income in growth fields drove financial results with the settlement and financial fields in the Life Design Domain driving profit growth and the Business Services segment steadily seizing teleworking and DX

demand. However, income in the energy business fell ¥20.5 billion, which we interpreted as a temporary effect while we implement measures to procure electric power sources going forward.

▼ Consolidated Operating Income for FY2021.3: Factors for Change



*1 The Life Design Domain and Business Services segment

*2 "au Denki" and other energy businesses of Group companies within the Life Design Domain

FY2022.3 Consolidated Operating Results Forecast

We expect consolidated operating revenue of ¥5,350 billion and operating income of ¥1,050 billion. Although we are expanding the number of Group IDs, we forecast revenue depressing effects due to lower Multi-Brand communications ARPU in line with a lowering of telecommunication revenues and will record costs related to the suspension of 3G, as

well as expenses to achieve further growth. Nevertheless, we aim to increase income on a consolidated basis by covering a decrease in revenue with roaming income in addition to generating profit mainly through the further expansion of strong growth fields and cost reductions accompanying structural reforms.

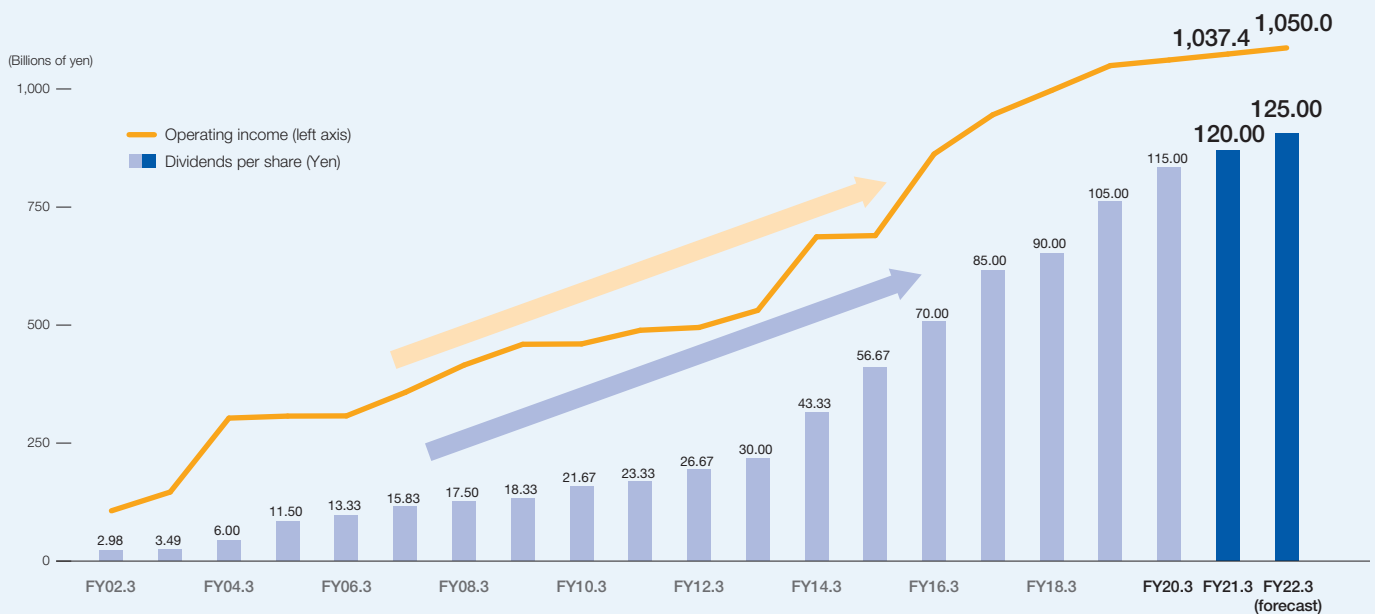
Shareholder Returns

Dividends per share in the fiscal year ended March 31, 2021 stood at ¥120 for the year (dividend payout ratio: 42.2%), a ¥5 increase year on year. The forecast for the current fiscal year is an increase of ¥5 to an annual dividend of ¥125, aiming for an increase in dividends for 20

consecutive fiscal years.

In addition, in line with steadily enhancing shareholder returns, we announced share buybacks of ¥150 billion in FY2022.3.

▼ Operating Income and Dividends per Share





Consolidated Financial Highlights*¹

(Years ended March 31)

	Japanese GAAP			
Consolidated	2012	2013	2014	2015
Operating Revenues/Operating Revenue ▶P. 41	¥3,572,098	¥3,662,289	¥4,333,628	¥4,573,142
Operating Income ▶P. 41	477,648	512,669	663,245	741,299
Operating Margin	13.4%	14.0%	15.3%	16.2%
EBITDA* ²	908,499	959,571	1,186,069	1,292,597
EBITDA Margin	25.4%	26.2%	27.4%	28.3%
Net Income/Profit for the Year Attributable to Owners of the Parent ▶P. 41	238,605	241,470	322,038	427,931
Capital Expenditures ▶P. 43	421,568	467,020	571,799	576,197
Depreciation and Amortization	417,886	406,726	470,098	494,570
Interest-Bearing Debt ▶P. 42	1,046,754	977,563	1,084,966	1,002,214
Equity Ratio/Ratio of Equity Attributable to Owners of the Parent	51.5%	55.1%	55.1%	57.3%
Return on Equity/Ratio of Return on Equity Attributable to Owners of the Parent (ROE)	11.5%	11.2%	13.0%	14.9%
Return on Assets/Ratio of Return on Total Assets (ROA)	12.3%	12.7%	14.7%	14.5%
Earnings per Share/Basic Earnings per Share* ³ (yen/U.S. dollars)	96.86	105.30	132.87	170.84
Dividends per Share* ³ (yen/U.S. dollars) ▶P. 41	26.67	30.00	43.33	56.67
Dividend Payout Ratio	27.5%	28.5%	32.6%	33.2%
Net Cash Provided by (Used in) Operating Activities	725,886	523,908	772,207	962,249
Net Cash Provided by (Used in) Investing Activities	(484,507)	(472,992)	(546,257)	(674,520)
Free Cash Flows* ⁴ ▶P. 43	241,379	50,916	225,950	287,729
Net Cash Provided by (Used in) Financing Activities	(225,931)	(140,249)	(105,643)	(224,862)
Number of Consolidated Employees (people)	19,680	20,238	27,073	28,172
Number of Female Managers* ⁵ (people)	113	124	140	177
Number of Consolidated Foreign Employees (people)	—	—	2,630	2,624
CO ₂ Emissions* ⁶ (t) ▶P. 32	—	951,458	957,732	1,065,075
Power Consumption* ⁷ (MWh)	2,190,787	1,885,703	1,686,480	1,873,293

*¹ Terminology differences between Japanese GAAP and IFRS (adopted from the fiscal year ended March 31, 2016) will be presented as "Japanese GAAP/IFRS."

*² From the fiscal year ended March 31, 2013 and in the fiscal year ended March 31, 2015, the EBITDA calculation formula has been changed.

Until the fiscal year ended March 31, 2012 (JGAAP): EBITDA = Operating income + depreciation + noncurrent assets retirement cost

Until the fiscal year ended March 31, 2015 (JGAAP): EBITDA = Operating income + depreciation + amortization of goodwill + noncurrent assets retirement cost

Since the fiscal year ended March 31, 2015 (IFRS): EBITDA = Operating income + depreciation and amortization + noncurrent assets retirement cost + impairment loss

						IFRS
						Millions of yen
2015	2016	2017	2018	2019	2020	2021
¥4,270,094	¥4,466,135	¥4,748,259	¥5,041,978	¥5,080,353	¥5,237,221	¥5,312,599
665,719	832,583	912,976	962,793	1,013,729	1,025,237	1,037,395
15.6%	18.6%	19.2%	19.1%	20.0%	19.6%	19.5%
1,284,553	1,410,971	1,524,207	1,560,061	1,598,670	1,750,861	1,786,170
30.1%	31.6%	32.1%	30.9%	31.5%	33.4%	33.6%
395,805	494,878	546,658	572,528	617,669	639,767	651,496
667,714	531,434	519,365	560,831	601,757	615,054	627,907
518,708	532,442	545,177	546,609	562,282	689,473	727,438
1,154,116	1,235,287	1,151,650	1,118,616	1,275,711	1,680,367	1,645,481
54.5%	56.3%	56.7%	57.4%	57.1%	45.8%	45.2%
13.5%	15.5%	15.9%	15.6%	15.5%	14.9%	14.2%
12.1%	14.5%	15.0%	15.0%	14.6%	12.1%	10.3%
158.01	197.73	221.65	235.54	259.10	275.69	284.16
56.67	70.00	85.00	90.00	105.00	115.00	120.00
35.9%	35.4%	38.3%	38.2%	40.5%	41.7%	42.2%
968,752	884,538	1,161,074	1,061,405	1,029,607	1,323,356	1,682,166
(635,745)	(667,917)	(637,225)	(633,847)	(714,578)	(610,950)	(658,925)
333,006	216,621	523,849	427,558	315,028	712,406	1,023,241
(310,528)	(299,003)	(485,784)	(453,168)	(310,951)	(546,381)	(585,571)
28,456	31,834	35,032	38,826	41,996	44,952	47,320
177	251	270	302	321	342	370
2,624	4,380	4,423	4,308	4,208	4,393	4,581
1,065,075	1,069,258	1,025,545	1,078,788	1,064,683	1,048,140	1,056,125
1,873,293	1,939,115	1,913,747	2,086,626	2,151,456	2,262,524	2,360,349

*3 Values are adjusted following stock splits conducted with effective dates of October 1, 2012, April 1, 2013, and April 1, 2015. Figures for previous fiscal years have been retroactively adjusted.

*4 Free cash flows = Net cash provided by (used in) operating activities + net cash provided by (used in) investing activities

*5 Including KDDI employees on loan outside of the Company in addition to full-time KDDI employees

*6 Non-consolidated basis. The power consumption is calculated using the emission factors furnished by electric utility operators (emissions including heat, steam, and hot/cold water).

*7 Non-consolidated basis