
2022年3月期 第3四半期決算詳細資料

Data Book for the 3rd Quarter of FY2022.3

2022年1月28日
January 28, 2022

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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.

決算概要(連結ベース) / Financial Results Summary (Consolidated)

Unit: 百万円 / Millions of Yen

| 連結 Consolidated Statement | FY2021.3 | | | | | FY2022.3 | | | | | FY2022.3 |
|--|-----------|-----------|-----------|-----------|-----------------|-----------|-----------|-----------|----|-------------|----------------------------|
| | 1Q | 2Q | 3Q | 4Q | 通期 Full-year | 1Q | 2Q | 3Q | 4Q | 累計 Total | 通期予想 Full-year Forecast |
| 売上高 Operating revenue | 1,242,679 | 1,294,516 | 1,386,579 | 1,388,825 | 5,312,599 | 1,300,264 | 1,324,896 | 1,388,666 | | 4,013,826 | 5,350,000 |
| 営業利益 Operating income | 290,718 | 298,045 | 282,279 | 166,353 | 1,037,395 | 299,193 | 273,882 | 301,496 | | 874,571 | 1,050,000 |
| 営業利益率 Operating margin | 23.4% | 23.0% | 20.4% | 12.0% | 19.5% | 23.0% | 20.7% | 21.7% | | 21.8% | 19.6% |
| 親会社の所有者に帰属する当期利益 Profit for the period attributable to owners of the parent | 182,324 | 190,575 | 175,826 | 102,770 | 651,496 | 189,890 | 171,580 | 192,751 | | 554,221 | 655,000 |
| フリー・キャッシュ・フロー Free cash flows | 52,820 | 322,544 | 187,890 | 459,988 | 1,023,241 | -184,599 | 273,829 | 74,565 | | 163,795 | 670,000 |
| 減価償却費及び償却費 Depreciation and amortization | 174,702 | 176,288 | 182,684 | 193,764 | 727,438 | 185,028 | 185,411 | 174,622 | | 545,061 | 750,000 |
| 固定資産除却費 Retirement of fixed assets | 1,751 | 2,682 | 2,927 | 6,581 | 13,942 | 1,590 | 2,119 | 2,247 | | 5,957 | 10,000 |
| 設備投資額(支払) Capex (cash flow basis) | 165,086 | 129,609 | 157,403 | 175,809 | 627,907 | 197,441 | 155,950 | 169,209 | | 522,600 | 630,000 |
| EBITDA | 468,612 | 477,055 | 467,926 | 372,577 | 1,786,170 | 485,827 | 461,411 | 478,392 | | 1,425,630 | 1,810,000 |
| EBITDAマージン EBITDA margin | 37.7% | 36.9% | 33.7% | 26.8% | 33.6% | 37.4% | 34.8% | 34.4% | | 35.5% | 33.8% |

Unit: 百万円 / Millions of Yen

| 連結 Consolidated Statement | FY2021.3 | | | | | FY2022.3 | | | | | 22年3月末 予想 |
|--|------------------|------------------|-------------------|--|------------------|------------------|------------------|-------------------|--|------------------|-----------------|
| | 20年6月末 Jun-20 | 20年9月末 Sep-20 | 20年12月末 Dec-20 | | 21年3月末 Mar-21 | 21年6月末 Jun-21 | 21年9月末 Sep-21 | 21年12月末 Dec-21 | | 22年3月末 Mar-22 | Mar-22 Forecast |
| 資産 Total assets | 9,649,450 | 9,898,023 | 10,160,505 | | 10,535,326 | 10,288,708 | 10,577,467 | 10,840,116 | | | - |
| 資本 Total equity | 4,894,116 | 5,101,777 | 5,104,142 | | 5,259,469 | 5,249,165 | 5,402,436 | 5,421,867 | | | - |
| 親会社所有者帰属持分比率 Ratio of equity attributable to owners of the parent to total assets | 46.0% | 46.8% | 45.4% | | 45.2% | 46.3% | 46.3% | 45.2% | | | - |
| 1株当たり親会社所有者帰属持分(円) Equity per share attributable to owners of the parent | ¥1,928 | ¥2,013 | ¥2,025 | | ¥2,092 | ¥2,110 | ¥2,181 | ¥2,199 | | | - |
| 有利子負債残高 Interest-bearing debt | 1,845,270 | 1,636,968 | 1,673,364 | | 1,645,481 | 1,714,037 | 1,667,108 | 1,770,245 | | | - |
| 現預金控除後 Net debt | 1,468,740 | 1,176,343 | 1,246,151 | | 835,678 | 1,274,221 | 1,107,217 | 1,248,091 | | | - |
| Debt/EBITDA (倍) Debt/EBITDA ratio | - | - | - | | 0.92 | - | - | - | | | - |
| D/E レシオ (倍) Debt/Equity ratio | 0.42 | 0.35 | 0.36 | | 0.35 | 0.36 | 0.34 | 0.36 | | | - |

決算概要 (パーソナル) / Financial Results Summary (Personal Services)

Unit: 百万円 / Millions of Yen

| パーソナルセグメント Personal Services segment | FY2021.3 | | | | | FY2022.3 | | | | | FY2022.3 |
|---|-----------|-----------|-----------|-----------|-----------------|-----------|-----------|-----------|----|-------------|----------------------------|
| | 1Q | 2Q | 3Q | 4Q | 通期 Full-year | 1Q | 2Q | 3Q | 4Q | 累計 Total | 通期予想 Full-year Forecast |
| 売上高 Operating revenue | 1,073,881 | 1,118,964 | 1,207,301 | 1,184,971 | 4,585,116 | 1,120,169 | 1,137,529 | 1,196,637 | | 3,454,335 | 4,590,000 |
| グループ外売上 (外部顧客への売上高) Revenue from external customers | 1,055,159 | 1,098,337 | 1,188,604 | 1,164,311 | 4,506,412 | 1,103,986 | 1,119,019 | 1,179,101 | | 3,402,106 | - |
| モバイル通信料収入 Mobile communications revenues | 422,420 | 431,693 | 436,366 | 431,555 | 1,722,034 | 432,918 | 432,922 | 431,656 | | 1,297,496 | - |
| うち、マルチブランド通信ARPU収入 Of Multi-Brand communications ARPU revenues | 411,547 | 416,072 | 417,523 | 409,654 | 1,654,795 | 399,890 | 397,285 | 391,570 | | 1,188,745 | - |
| マルチブランド付加価値ARPU収入 (補償、auでんき等含む) Multi-Brand value-added ARPU revenues (Including Handset Repair and Compensation revenues, au Denki, etc. revenues) | 129,699 | 146,357 | 146,431 | 158,671 | 581,159 | 138,001 | 157,355 | 163,034 | | 458,390 | - |
| 固定通信料収入 Fixed-line communications revenues | 201,651 | 203,023 | 204,319 | 205,065 | 814,059 | 204,846 | 203,952 | 204,615 | | 613,412 | - |
| 端末販売収入等 Handset revenues etc. | 146,646 | 145,298 | 227,844 | 181,451 | 701,239 | 183,193 | 167,835 | 210,492 | | 561,520 | - |
| その他 Others | 154,743 | 171,966 | 173,644 | 187,569 | 687,922 | 145,029 | 156,955 | 169,304 | | 471,288 | - |
| セグメント間売上 Inter-segment revenue or transfers | 18,721 | 20,627 | 18,697 | 20,659 | 78,704 | 16,183 | 18,510 | 17,537 | | 52,229 | - |
| 営業利益 Operating income | 243,170 | 251,904 | 235,086 | 132,698 | 862,858 | 250,622 | 224,421 | 249,099 | | 724,142 | 863,000 |
| 減価償却費及び償却費 Depreciation and amortization | 154,469 | 155,599 | 161,867 | 171,797 | 643,732 | 163,475 | 163,685 | 155,265 | | 482,426 | 657,000 |
| 固定資産除却費 Retirement of fixed assets | 1,641 | 2,575 | 2,804 | 5,855 | 12,874 | 1,489 | 2,000 | 2,036 | | 5,525 | 10,000 |
| EBITDA | 400,720 | 410,085 | 399,769 | 315,620 | 1,526,194 | 415,601 | 390,106 | 406,400 | | 1,212,108 | 1,530,000 |
| EBITDAマージン EBITDA margin | 37.3% | 36.6% | 33.1% | 26.6% | 33.3% | 37.1% | 34.3% | 34.0% | | 35.1% | 33.3% |

決算概要 (ビジネス / その他) / Financial Results Summary (Business Services / Others)

Unit: 百万円 / Millions of Yen

| ビジネスセグメント* Business Services segment | FY2021.3 | | | | | FY2022.3 | | | | | FY2022.3 |
|--|----------|---------|---------|---------|-----------------|----------|---------|---------|----|-------------|----------------------------|
| | 1Q | 2Q | 3Q | 4Q | 通期 Full-year | 1Q | 2Q | 3Q | 4Q | 累計 Total | 通期予想 Full-year Forecast |
| 売上高 Operating revenue | 235,158 | 243,613 | 247,155 | 270,704 | 996,629 | 245,271 | 254,516 | 257,334 | | 757,121 | 1,020,000 |
| グループ外売上 (外部顧客への売上高) Revenue from external customers | 183,519 | 191,389 | 192,696 | 217,271 | 784,876 | 192,640 | 200,781 | 203,018 | | 596,439 | - |
| セグメント間売上 Inter-segment revenue or transfers | 51,639 | 52,223 | 54,458 | 53,433 | 211,754 | 52,630 | 53,735 | 54,316 | | 160,682 | - |
| 営業利益 Operating income | 45,884 | 44,576 | 44,498 | 32,527 | 167,486 | 44,391 | 47,881 | 49,450 | | 141,722 | 184,000 |
| 減価償却費及び償却費 Depreciation and amortization | 20,708 | 21,065 | 21,306 | 22,263 | 85,342 | 21,986 | 22,205 | 19,825 | | 64,015 | 85,000 |
| 固定資産除却費 Retirement of fixed assets | 110 | 108 | 117 | 717 | 1,052 | 101 | 119 | 177 | | 397 | - |
| EBITDA | 66,702 | 65,782 | 65,945 | 56,110 | 254,539 | 66,478 | 70,205 | 69,478 | | 206,160 | 269,000 |
| EBITDAマージン EBITDA margin | 28.4% | 27.0% | 26.7% | 20.7% | 25.5% | 27.1% | 27.6% | 27.0% | | 27.2% | 26.4% |

Unit: 百万円 / Millions of Yen

| その他* Others | FY2021.3 | | | | | FY2022.3 | | | | | FY2022.3 |
|--|----------|--------|--------|--------|-----------------|----------|--------|--------|----|-------------|----------------------------|
| | 1Q | 2Q | 3Q | 4Q | 通期 Full-year | 1Q | 2Q | 3Q | 4Q | 累計 Total | 通期予想 Full-year Forecast |
| 売上高 Operating revenue | 15,485 | 17,547 | 18,292 | 21,779 | 73,103 | 18,355 | 19,703 | 21,648 | | 59,705 | - |
| グループ外売上 (外部顧客への売上高) Revenue from external customers | 4,001 | 4,790 | 5,279 | 7,242 | 21,312 | 3,637 | 5,096 | 6,547 | | 15,281 | - |
| セグメント間売上 Inter-segment revenue or transfers | 11,484 | 12,758 | 13,014 | 14,537 | 51,791 | 14,717 | 14,606 | 15,101 | | 44,424 | - |
| 営業利益 Operating income | 1,732 | 1,795 | 2,555 | 462 | 6,545 | 5,103 | 1,773 | 3,049 | | 9,925 | - |
| 減価償却費及び償却費 Depreciation and amortization | 413 | 531 | 410 | 610 | 1,964 | 511 | 476 | 500 | | 1,487 | - |
| 固定資産除却費 Retirement of fixed assets | 0 | 0 | 6 | 22 | 29 | 0 | 4 | 35 | | 40 | - |
| EBITDA | 2,145 | 2,326 | 2,972 | 1,101 | 8,544 | 5,614 | 2,253 | 3,585 | | 11,452 | - |
| EBITDAマージン EBITDA margin | 13.9% | 13.3% | 16.2% | 5.1% | 11.7% | 30.6% | 11.4% | 16.6% | | 19.2% | - |

* 2022年3月期より、一部連結子会社のセグメントを「その他」から「ビジネスセグメント」へ変更しております。これに伴い、2021年3月期について、組替後の実績に変更しております。
From FY2022.3, the segment of some consolidated companies has been transferred to "Business Services segment" from "Others."
In accordance with this transfer, stated figures for FY2021.3 retroactively reflect reclassification of segment.

主要オペレーションデータ / Major Operational Data

連結 / Consolidated basis

| 累計契約数 Subscriptions | | FY2021.3 | | | | | FY2022.3 | | | | | 22年3月末 予想 Mar-22 Forecast |
|------------------------|---|------------------|------------------|-------------------|--|------------------|------------------|------------------|-------------------|--|------------------|------------------------------|
| | | 20年6月末 Jun-20 | 20年9月末 Sep-20 | 20年12月末 Dec-20 | | 21年3月末 Mar-21 | 21年6月末 Jun-21 | 21年9月末 Sep-21 | 21年12月末 Dec-21 | | 22年3月末 Mar-22 | |
| モバイル Mobile | au累計契約数 au subscriptions (千契約/Thousand) | 59,243 | 59,935 | 60,121 | | 60,398 | 60,567 | 60,758 | 61,428 | | - | |
| 固定 Fixed-line | FTTH *1 (千回線/Thousand) | 4,685 | 4,759 | 4,823 | | 4,858 | 4,906 | 4,941 | 4,986 | | 4,935 | |

パーソナルセグメント / Personal Services segment

| 累計契約数 Subscriptions | | FY2021.3 | | | | | FY2022.3 | | | | | 22年3月末 予想 Mar-22 Forecast |
|------------------------|--|------------------|------------------|-------------------|--|------------------|------------------|------------------|-------------------|--|------------------|------------------------------|
| | | 20年6月末 Jun-20 | 20年9月末 Sep-20 | 20年12月末 Dec-20 | | 21年3月末 Mar-21 | 21年6月末 Jun-21 | 21年9月末 Sep-21 | 21年12月末 Dec-21 | | 22年3月末 Mar-22 | |
| モバイル Mobile | グループID数 Group IDs (千契約/Thousand) | 31,468 | 31,500 | 31,507 | | 31,511 | 31,386 | 31,366 | 31,559 | | 31,800 | |
| | 4G LTE+5G累計契約数 *2 4G LTE+5G Total subscriptions (千契約/Thousand) | 27,423 | 27,947 | 28,357 | | 28,917 | 29,265 | 29,783 | 30,398 | | - | |
| 固定 Fixed-line | FTTH *1 (千回線/Thousand) | 4,655 | 4,729 | 4,793 | | 4,827 | 4,874 | 4,908 | 4,951 | | 4,900 | |
| | RGU対象世帯数 Households applicable to RGU (千世帯/Thousand) | 5,540 | 5,555 | 5,567 | | 5,559 | 5,588 | 5,587 | 5,588 | | - | |
| | CATV RGU (千RGU/Thousand) | 11,482 | 11,514 | 11,539 | | 11,524 | 11,564 | 11,569 | 11,568 | | - | |
| | バンドル率 Bundle ratio (サービス/Services) | 2.07 | 2.07 | 2.07 | | 2.07 | 2.07 | 2.07 | 2.07 | | - | |

| 各種指標 Indicators | | FY2021.3 | | | | | FY2022.3 | | | | | FY2022.3 通期予想 Full-year Forecast |
|--|--|----------|-------|-------|-------|-----------------|----------|-------|-------|-------|-------------|--|
| | | 1Q | 2Q | 3Q | 4Q | 通期 Full-year | 1Q | 2Q | 3Q | 4Q | 累計 Total | |
| マルチブランド総合ARPU Multi-Brand Total ARPU (円/Yen) | | 5,730 | 5,970 | 5,990 | 6,070 | 5,940 | 5,760 | 5,960 | 5,950 | | - | |
| マルチブランド通信ARPU Multi-Brand communications ARPU (円/Yen) | | 4,360 | 4,410 | 4,440 | 4,380 | 4,400 | 4,280 | 4,270 | 4,200 | | 4,200 | |
| マルチブランド付加価値ARPU (補償、auでんき等含む) Multi-Brand value-added ARPU (Including Handset Repair and Compensation, au Denki, etc.) (円/Yen) | | 1,370 | 1,550 | 1,560 | 1,690 | 1,540 | 1,480 | 1,690 | 1,750 | | - | |
| マルチブランド解約率 Multi-Brand churn rate (%) | | 0.44 | 0.53 | 0.57 | 0.76 | 0.58 | 0.83 | 0.74 | 0.79 | | - | |
| 端末出荷台数 Number of units shipped (千台/Thousand) | | 1,550 | 1,900 | 2,490 | 2,210 | 8,160 | 2,100 | 2,130 | 2,500 | 6,720 | - | |

*1 auひかり+コミュファ光+auひかりちゅら(OCT)+ひかりJ+BIGLOBE光など / au HIKARI+Commuf@-hikari+au HIKARI Chura(OCT)+HIKARI J+BIGLOBE HIKARI and others

*2 VoLTE非対応の4G LTE契約数は除きます。 / Subscriptions of 4G LTE that does not support VoLTE are excluded.

主要オペレーションデータ / Major Operational Data

パーソナルセグメント・ビジネスセグメント / Personal Services segment・Business Services segment

| 各種指標 Indicators | FY2021.3 | | | | | FY2022.3 | | | | | FY2022.3 |
|--|------------------|------------------|-------------------|---------|------------------|------------------|------------------|-------------------|----|------------------|---------------------------------|
| | 1Q | 2Q | 3Q | 4Q | 通期 Full-year | 1Q | 2Q | 3Q | 4Q | 累計 Total | 通期予想 Full-year Forecast |
| ライフデザイン領域 売上高 Life Design Domain Sales (十億円/Billions of Yen) | 283.0 | 321.0 | 337.0 | 365.0 | 1,305.0 | 297.0 | 336.0 | 353.0 | | 987.0 | 1,440.0 |
| ライフデザイン領域 営業利益 Life Design Domain Operating income (十億円/Billions of Yen) | 50.0 | 60.0 | 61.0 | 27.0 | 198.0 | 59.0 | 60.0 | 61.0 | | 181.0 | 250.0 |
| 決済・金融取扱高 *1 Transaction Volume of Settlement/Loan (十億円/Billions of Yen) | 1,887.0 | 2,162.0 | 2,408.0 | 2,553.0 | 9,009.0 | 2,506.0 | 2,670.0 | 3,059.0 | | 8,235.0 | 9,300.0 |
| 各種指標 Indicators | FY2021.3 | | | | | FY2022.3 | | | | | 22年3月末 予想 Mar-22 Forecast |
| | 20年6月末 Jun-20 | 20年9月末 Sep-20 | 20年12月末 Dec-20 | | 21年3月末 Mar-21 | 21年6月末 Jun-21 | 21年9月末 Sep-21 | 21年12月末 Dec-21 | | 22年3月末 Mar-22 | |
| auスマートパス / auスマートパスプレミアム au Smart Pass / au Smart Pass Premium (千会員/Thousand) | 15,440 | 15,530 | 15,550 | | 15,630 | 15,570 | 15,330 | 15,350 | | | - |
| うち auスマートパスプレミアム of au Smart Pass Premium (千会員/Thousand) | 9,940 | 10,460 | 10,910 | | 11,370 | 11,640 | 11,810 | 12,120 | | | - |
| au PAY 会員数 + au PAY カード会員数 au PAY members and au PAY Card members (千会員/Thousand) | 29,400 | 30,300 | 31,400 | | 32,800 | 33,700 | 34,600 | 35,700 | | | - |
| うち au PAY カード会員数 of au PAY Card members (千会員/Thousand) | 5,500 | 5,800 | 6,100 | | 6,500 | 6,700 | 7,000 | 7,300 | | | - |
| auでんき等契約数 au Denki, etc. subscriptions (千契約/Thousand) | - | - | - | - | 2,880 | - | - | - | | | 3,400 |
| IoT累計回線数 *2 IoT Connections (千回線/Thousand) | - | - | - | - | 18,000 | - | - | - | | | 24,000 |

*1 ①au PAY 決済額+②au PAY カード 決済額+③auかんたん決済 決済額+④auじぶん銀行 決済額+⑤ローン実行額

Settlement amounts of ①au PAY ②au PAY Card ③au Carrier billing and ④au Jibun Bank in addition to ⑤the transaction amount of loan from au Jibun Bank

*2 五十万単位切り捨て / Rounded down five hundred thousand unit

主なKPI・収入の定義 / Definitions of KPIs and Revenues

| | | | ハンドセット Handset | モジュール Module | その他 (データカード・タブレットなど) Others (Data card/Tablet, etc.) |
|--------------------|---|--|-------------------|-----------------|---|
| 連結 Consolidated | 累計契約数 Subscriptions | | ○ | ○ | ○ |
| ビジネス Business | IoT累計回線数 IoT connections | | — | ○ | — |
| パーソナル Personal | マルチブランド通信ARPU Multi-Brand communications ARPU | au UQ mobile | ○ | — | — |
| | マルチブランド解約率 ^{*1} Multi-Brand churn rate | povo (沖縄セルラー含む) (Including Okinawa Cellular) | ○ | — | — |
| | グループID数 ^{*2} Group IDs | au UQ mobile povo + グループMVNO (Group MVNO) | ○ | — | — |
| | モバイル通信料収入 ^{*3} Mobile communications revenues | (沖縄セルラー含む) (Including Okinawa Cellular) | ○ | — | ○ ^{*4} |

* 2022年3月期より、マルチブランド戦略に基づき、パーソナルセグメントは上記表に記した定義に変更をしております。

From FY2022.3, based on the Multi-Brand strategy, personal segment has been changed to the definition shown in the above table.

*1 携帯電話番号ポータビリティ（MNP制度）を利用してau、UQ mobile、povoの間で乗り換えが行われる際の解約は含まれません。

The number of churn excludes the number of subscribers who switch between au, UQ mobile, and povo using Mobile Number Portability (MNP).

*2 グループMVNOのBIGLOBEモバイルには他社回線も含まれます。/ BIGLOBE mobile, our Group MVNO, includes lines of other company.

*3 他社からのローミング収入も含まれます。/ Roaming income from external customers is also included.

*4 グループMVNOのみ、データカード・タブレットなどが含まれます。/ Only Group MVNO includes data cards, tablets, etc.