

Tomorrow, Together



# Financial Results for the Fiscal Year Ended March 2022

May 13, 2022

KDDI Corporation

President

Makoto Takahashi



# Highlights of Consolidated Financial Results for FY22.3

## Achieving sustainable profit growth and enhancing shareholder returns

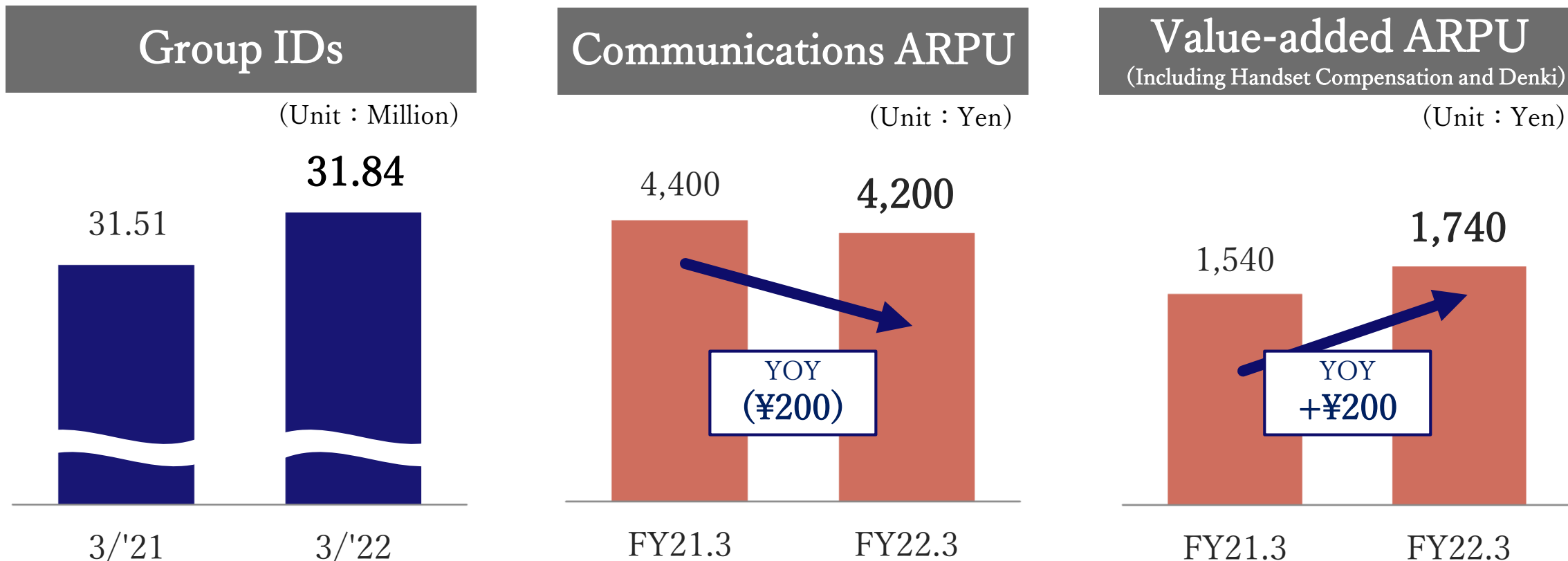
- Promoted “the integration of telecommunications and life design,” with growth fields leading profit growth
- Promoted a multi-brand strategy and built a robust ID base

	FY22.3	CAGR FY19.3-FY22.3	(Reference) FY19.3-FY22.3 Target
Operating Revenue	¥5,446.7 billion	+2.3%	Cost reduction, etc. 3 years total ¥100 billion (approx.)
Operating Income	¥1,060.6 billion	+1.5%	
Life Design Domain Revenue	¥1,422.0 billion	+14.6%	FY22.3 ¥1.44 trillion*
Business Services segment Revenue	¥1,042.6 billion	+5.6%	FY22.3 ¥1 trillion
Payout ratio	41.7%	—	Over 40%
EPS	¥300.03	+5.0%	FY19.3→FY25.3 1.5 times

\* The expected approximately ¥60.0 billion deduction due to a change in accounting procedures in the energy business against mid-term target of 1.5 trillion yen.

# Multi-Brand Strategy

Built a robust ID base. Growing Value-added ARPU  
against the decrease of Communications ARPU



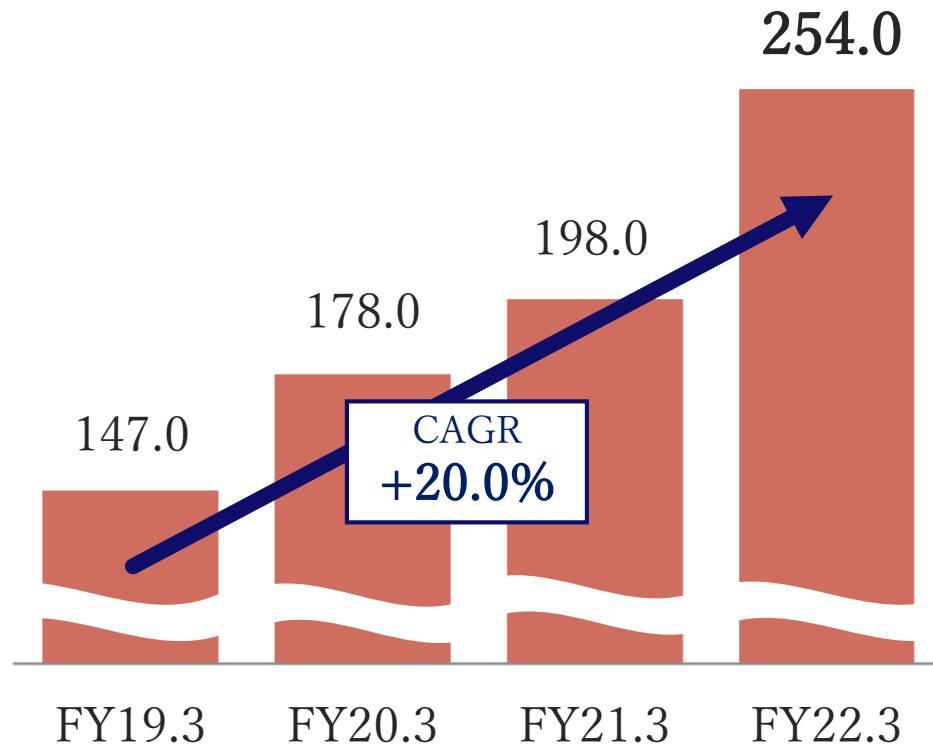
Cumulative 5G unit sales steadily increasing over 8 million

# Life Design Domain

Double-digit growth in operating income CAGR  
due to steady growth of core services

## Operating Income

(Unit : Billions of yen)



## Main indicators

au PAY members + au PAY Card members

**37.0 Million** (YOY +4.2M)

Of these, au PAY Card members

**7.6 Million** (YOY +1.1M)

au Denki, etc.  
Subscribers

**3.38 Million**  
(YOY +0.5M)

Transaction Volume  
of Settlement/Loan

**¥11.7 Trillion**  
(YOY +29%)

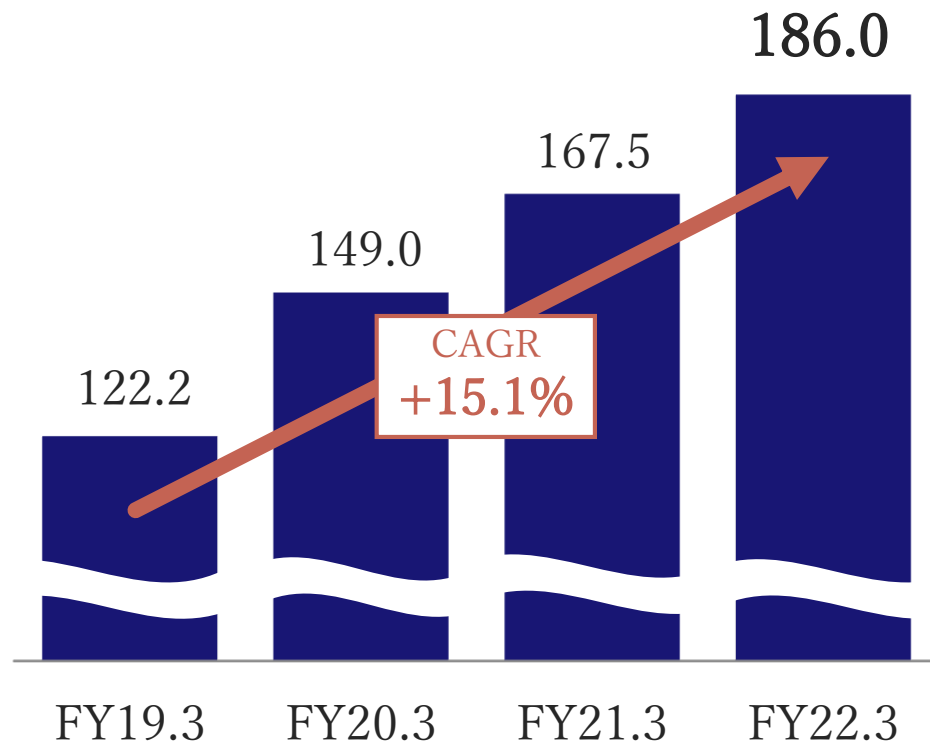


# Business Services segment

NEXT Core Business drove operating income with double digits CAGR growth

## Operating Income

(Unit : Billions of yen)



## Main indicators

NEXT Core Business ratio  
in total revenue of Business Services  
segment

FY22.3 **31.9%**

IoT Connections\*

FY22.3 Over **24.5 Million**  
(YOY+6.5 Million)

\* KDDI non-consolidated base

au Design project  
iida



ありがとう



3G



2022.3.31

# Thank you 3G

## We appreciate you for using our 3G Services

2002	Third-generation mobile phone services begins
2003	CDMA 1X WIN service commences Industry's first flat-rate packet service introduced
2005	Sales of the world's first 1seg-compatible mobile phone "W33SA"
2006	Comprehensive music service "LISMO" launched Google search engine was introduced into EZ Web
2011	KDDI launches its first iPhone

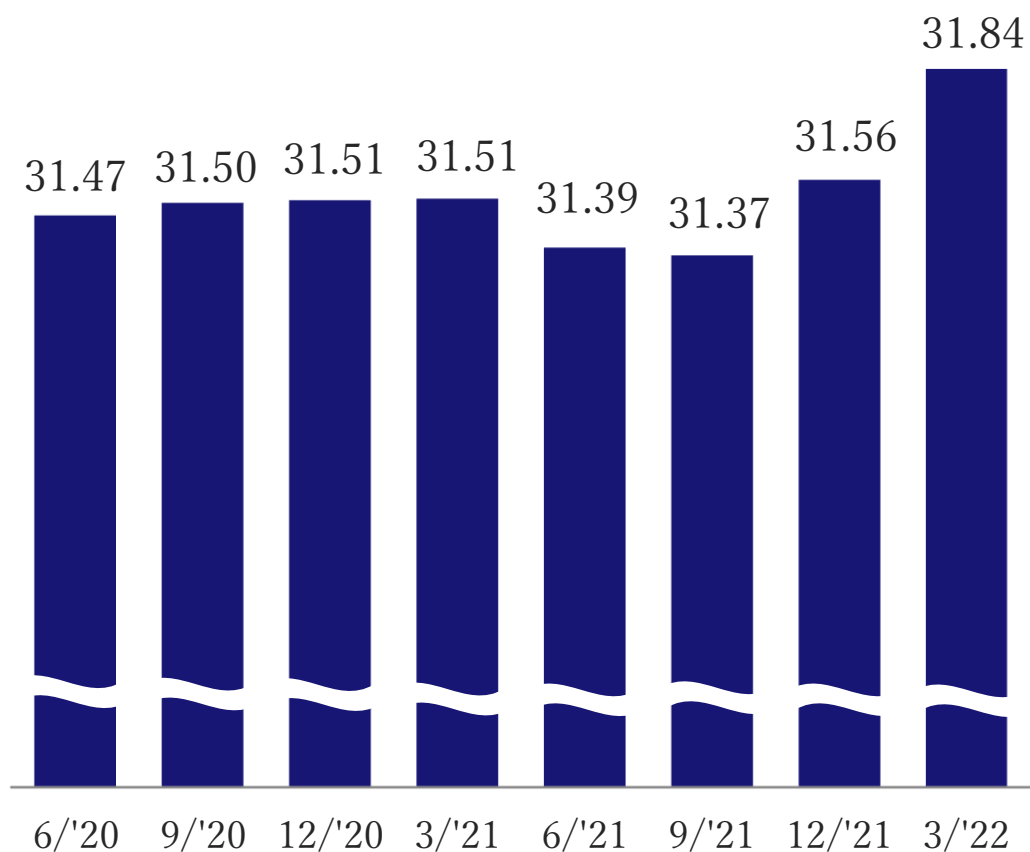
The first to end 3G and  
move on to the next era

# Appendix

# Group IDs / Total ARPU

## Group IDs

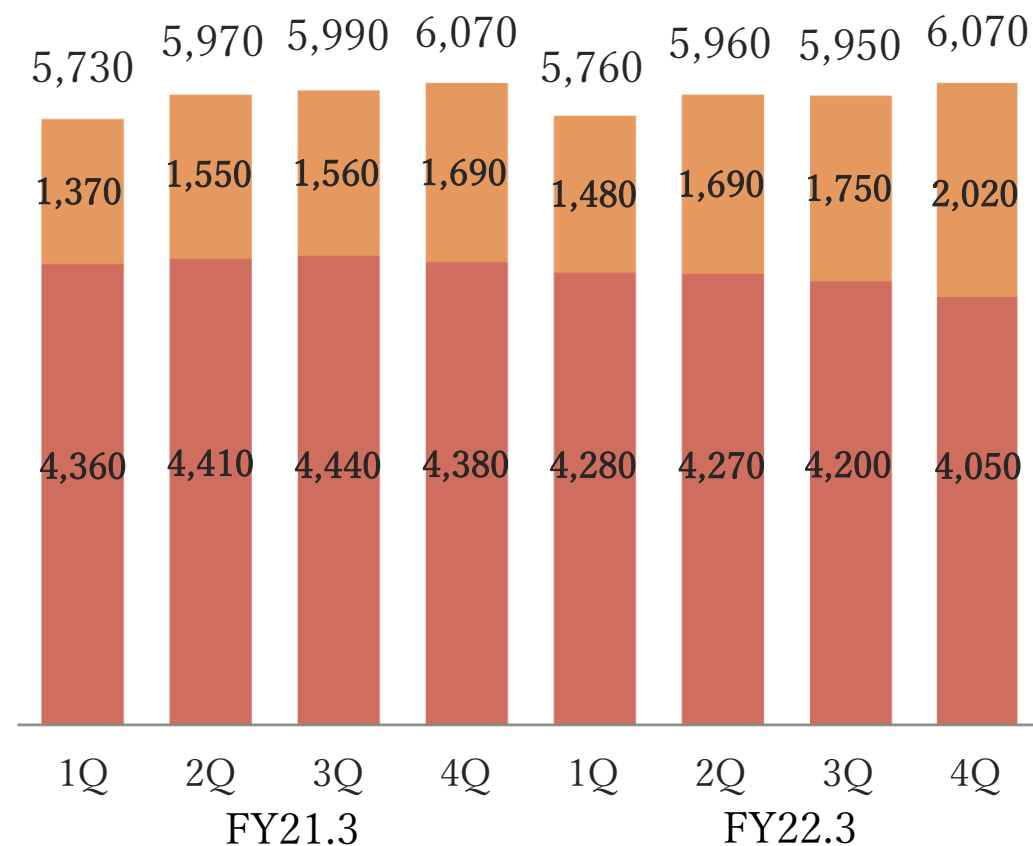
(Unit : Million)



Note) Personal Services segment

## Multi-Brand Total ARPU

(Unit : Yen)





# Consolidated/Financial Business Balance sheet (as of the end of March 2022)

Total Assets 11.08 trillion yen

Property, Plant and equipment, Intangible assets and Right-of-use assets	Interest-bearing debt
	Trade and other payables
	Deposits for financial business
Goodwill	Other liabilities
Trade and other receivables	
Securities for financial business	Equity
Loans for financial business	
Cash and cash equivalents	
Others	

KDDI(Consolidated)

Total Assets 3.24 trillion yen

Cash and cash equivalents	Deposits
Securities	
Loans	
Others	Others

au Financial Holdings (Consolidated)

Note) "KDDI (consolidated)" is prepared in accordance with IFRS and "au Financial Holdings (consolidated)" is prepared in accordance with J-GAAP

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## 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 situation, 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.