



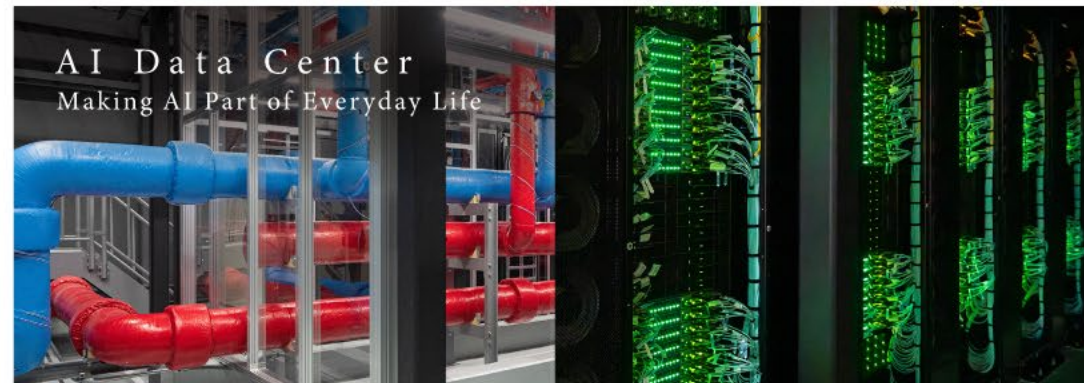
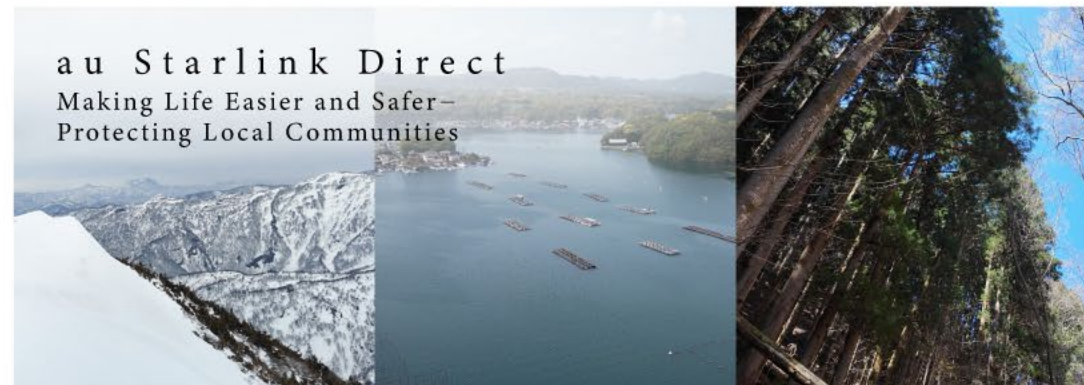
# Fiscal Year Ended March 2026

(April 2025-March 2026)

May 12, 2026

KDDI Corporation  
Hiromichi Matsuda  
President, Representative Director, CEO

The creation of a society in which  
anyone can make their dreams a reality,  
by enhancing the power to connect.



# Consolidated Financial Results

Revenue and profit growth, achieving mid-term targets through underlying performance driven by business growth

	FY25-03	FY26-03	Rate of change	
<b>Operating revenue</b>	5,835.5 bil. yen	6,071.9 bil. yen	+ 4.1%	« Mid-term target »  EPS 1.5x from FY19-03 (194.38 yen) ↓ Required profit level 748.0 bil. yen
<b>Operating income</b> (Underlying performance)	1,098.0 bil. yen	1,164.3 bil. yen	+ 6.0%	
<b>Profit for the year*</b> (Underlying performance)	665.9 bil. yen	756.7 bil. yen	+13.6%	

\*Underlying performance driven by business growth : excluding the impacts outlined below

【Operating income】 1. External outflows related to the fictitious transactions (FY25-03 : 10.5 bil. yen, FY26-03 : 17.1 bil. yen)

2. Contract cost impairment (FY26-03 : 48.2 bil. yen)

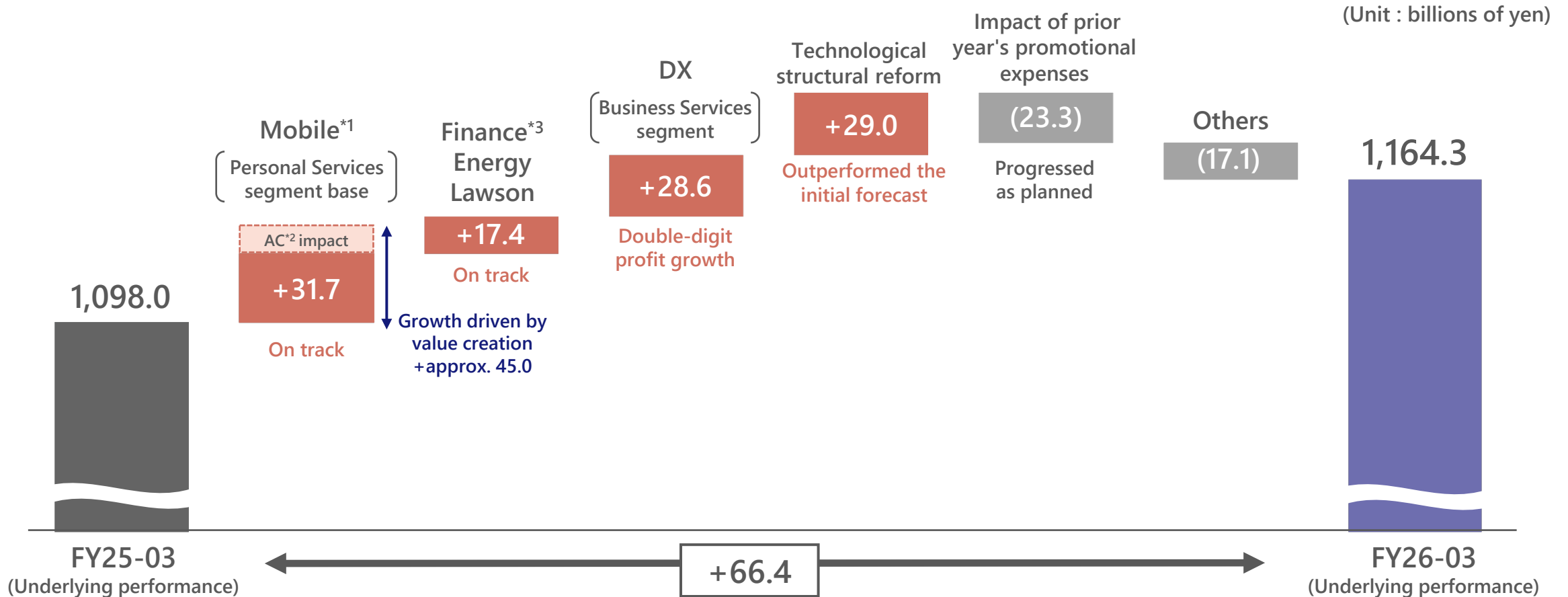
【Profit for the year】 1. External outflows related to the fictitious transactions (FY25-03 : 10.5 bil. yen, FY26-03 : 17.1 bil. yen)

2. Contract cost impairment (FY26-03 : 32.5 bil. yen)

\* Profit for the year attributable to owners of the parent

# Consolidated Operating Income -Factors for Change-

In addition to growth in mobile revenues, each business domain also maintained solid performance



\*Underlying performance driven by business growth : excluding the impacts outlined below

1. External outflows related to the fictitious transactions (FY25-03 : 10.5 bil. yen, FY26-03 : 17.1 bil. yen) 2. Contract cost impairment (FY26-03 : 48.2 bil. yen)

\*1 Management-based profit figure \*2 AC (Access charge) \*3 au Financial Holdings (IFRS basis)

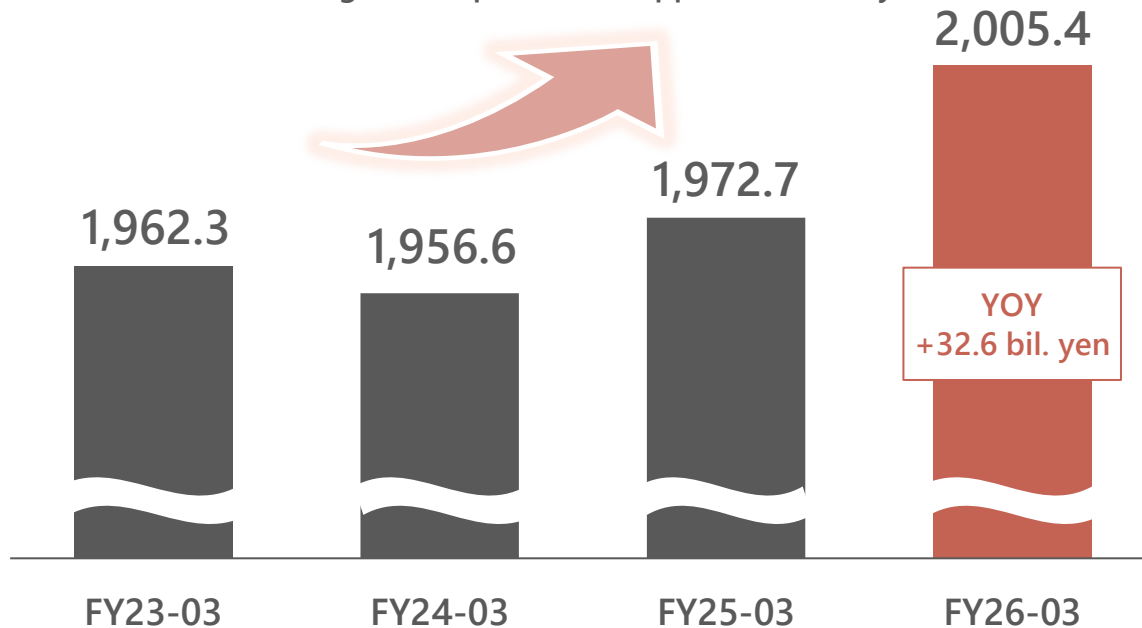
# Progress in Mobile Structural Transformation

Structural transformation towards LTV-focused/value creation has succeeded, resulting in strong growth in mobile revenues

## Mobile revenues\*1 (Personal Services segment base)

(Unit : billions of yen)

Revenue increased significantly, exceeding the initial forecast  
(Excluding AC\*2 impact, YoY +approx. 50.0 bil. yen)



- Value creation ahead of competitors -

Connected experience\*3 No.1



au Starlink Direct\*4  
Connections

exceeded **4.0** million\*5

**au 5G Fast Lane**\*6  
Cumulative number of users  
approx. **2.5** million\*7

Mobile ARPU

FY26-03 **4,440** yen  
(YOY+100 yen)

Smartphone subscriptions

As of the end of March 2026  
**33.23** mil.  
(YOY+0.36 mil.)

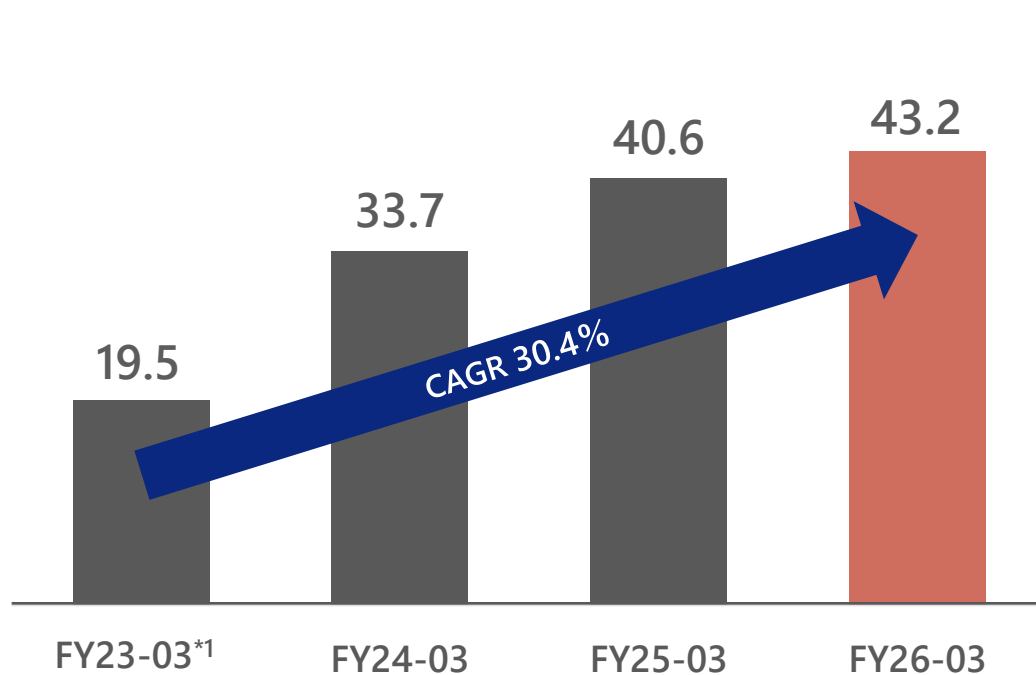
\*1 Sum of communications revenues (data-related, basic charges/voice-related, various discount amounts), product support services etc. and content etc.. Financial and energy business revenues are not included. From FY26-03, the mobile KPI and the definition of mobile revenues have been changed. \*2 AC (Access charge) \*3 Opensignal Awards- The "Connected Experience" is based on Opensignal's latest evaluations, including "consistent quality" and "reliability experience"(April 2026), in comparison with the four major domestic MNOs. For details, please visit the website. \*4 Service area: Outside of au's 5G/4G LTE coverage area within Japan (including territorial waters, contiguous zones, and ferry routes). On supported devices, data communication is available for certain apps. Voice calls are not supported as of April 2026. When using satellite signals, functions such as voicemail and call forwarding are unavailable. Connection quality may be restricted depending on the environment. \*5 As of April 2026, connections are counted as unique users. \*6 An eligible plan with a 5G SA contract and an au 5G SA-compatible smartphone is required. Depending on the environment, the effects of au 5G Fast Lane may be difficult to experience. \*7 As of the end of March 2026

# Focus Areas

Both financial business and DX achieved double-digit growth

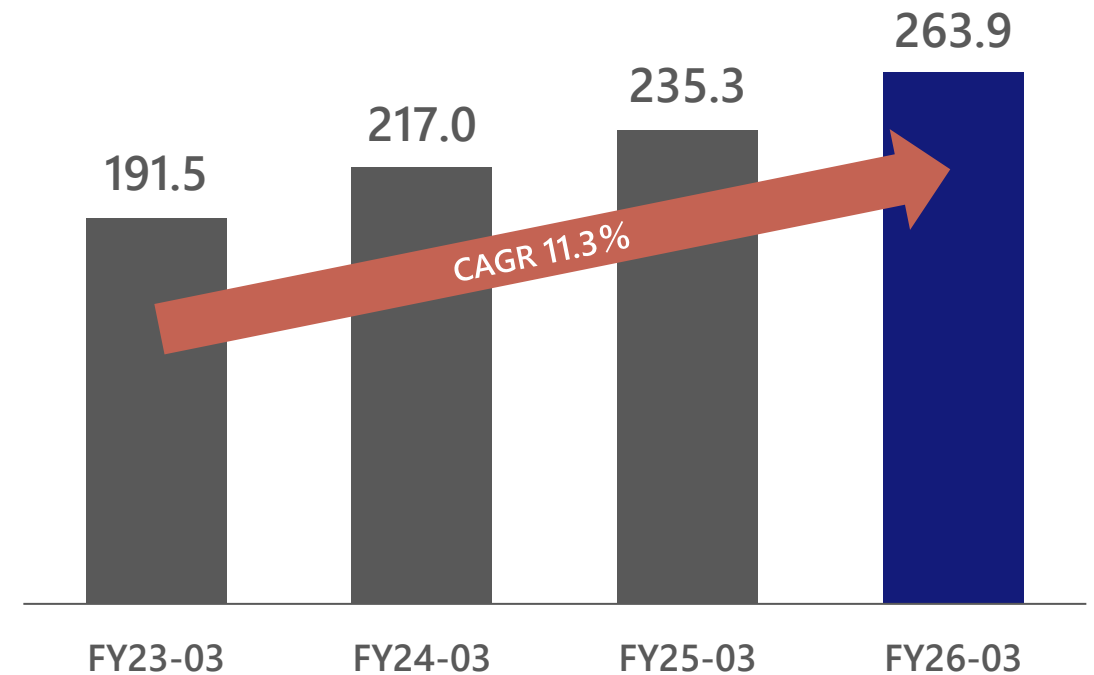
## Financial business (au Financial Holdings) Operating income

(Unit : billions of yen)



## DX (Business Services segment) Operating income<sup>\*2</sup>

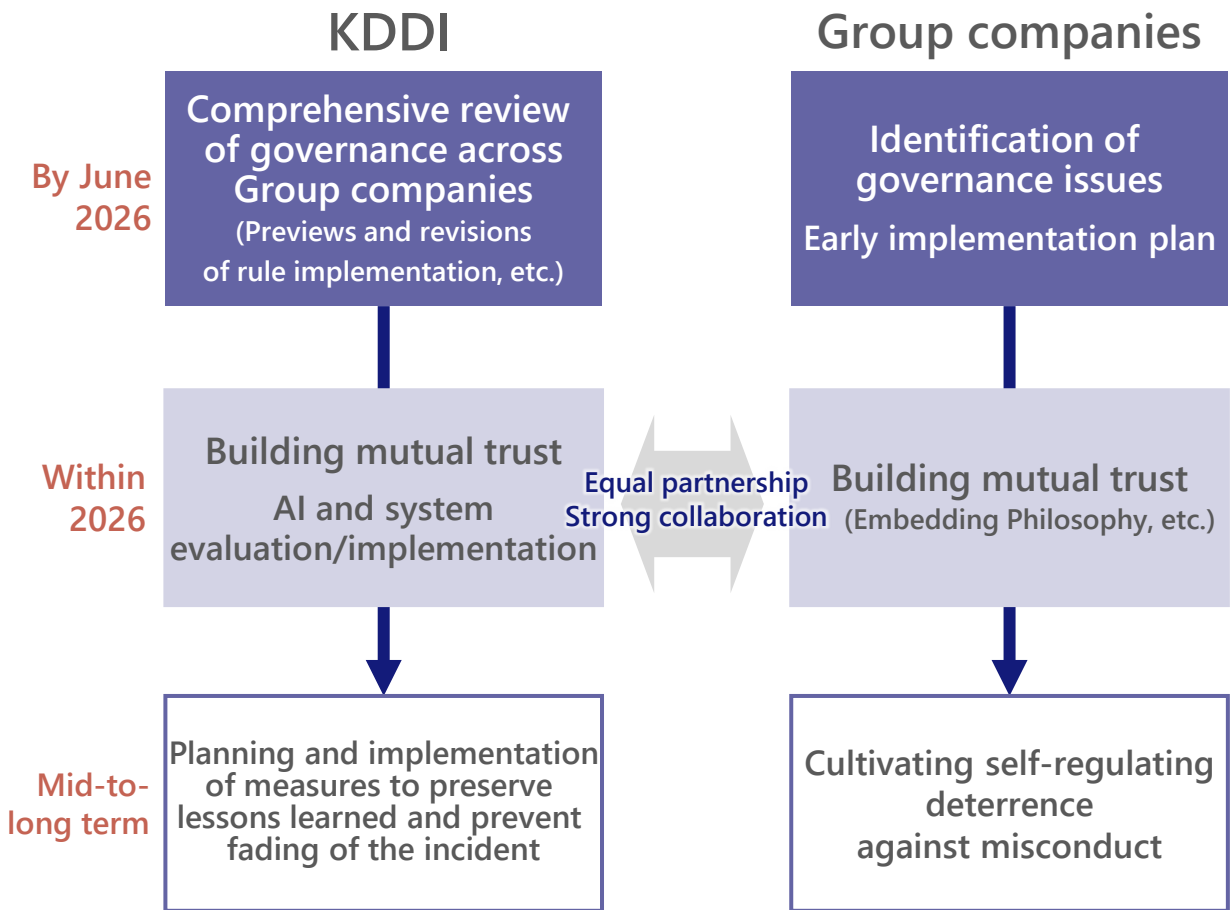
(Unit : billions of yen)



<sup>\*1</sup> The figure for FY23-03 excludes the impact of the change in accounting treatment. <sup>\*2</sup> The figure for FY24-03 has been restated to reflect the segment reclassification applied in FY25-03, and the figure for FY23-03 has been restated to reflect the segment reclassification applied in FY24-03.

# Initiatives to Strengthen Group Governance System

Implementing effective initiatives with strong Group-wide collaboration




**Initiatives implemented to date\***

Completed a full comprehensive review; aiming to complete issue resolution and rule formalization by the end of June

- Established three-financial statements review regular meeting, strengthening P&L budget control and BS/CF oversight
- Revised counterparty management and Group finance approval rule
- Commenced monitoring under the revised operational framework
- Established a recurrence-prevention promotion meeting at Group companies and advanced related initiatives.

**Psychological safety and enhancing "quality" and "quantity" of communication**

- Planned top management visits to 14 strategic subsidiaries in FY27-03 H1; 2 visits completed to date\*
- Planning Group executive-level dialogue session



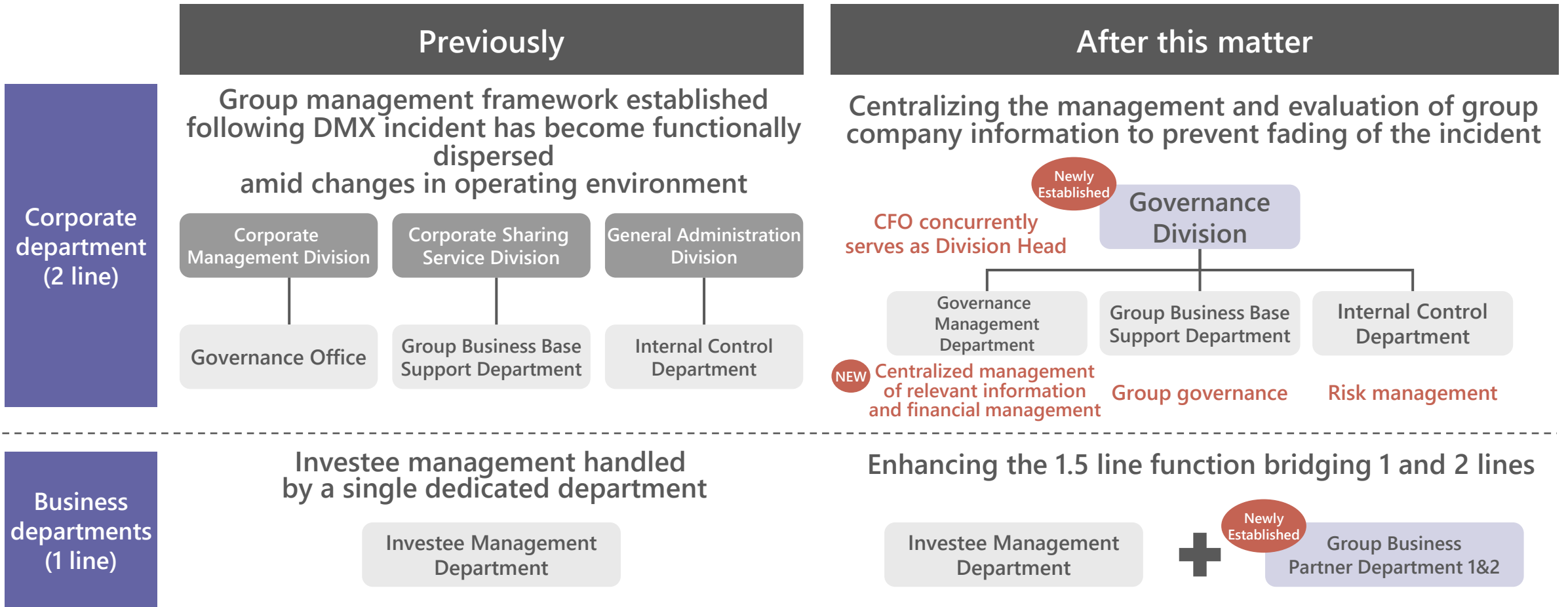
**Enhancing governance through AI and systems while driving operational efficiency**

- Sequentially implementing AI-based financial data alerts and credit screening functions starting in FY27-03 H1

\* As of May 12, 2026

# Towards a Resilient and Unified Corporate Group

Established a new organization to consolidate and strengthen previously dispersed governance-related functions and departments



# Review of the Previous Mid-term Strategy

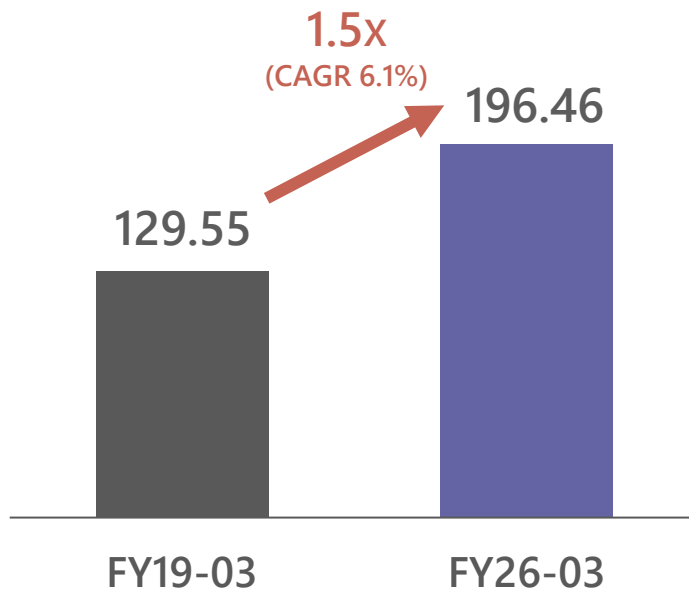
## (FY23-03 - FY26-03)

EPS targets achieved on underlying performance\* basis.  
The business foundation has grown steadily towards the next Mid-term Strategy

### Mid-term EPS target

Achieved on underlying performance\* basis  
FY26-03 EPS : 196.46 yen

(Unit: yen)



### Summary of the previous Mid-term Strategy

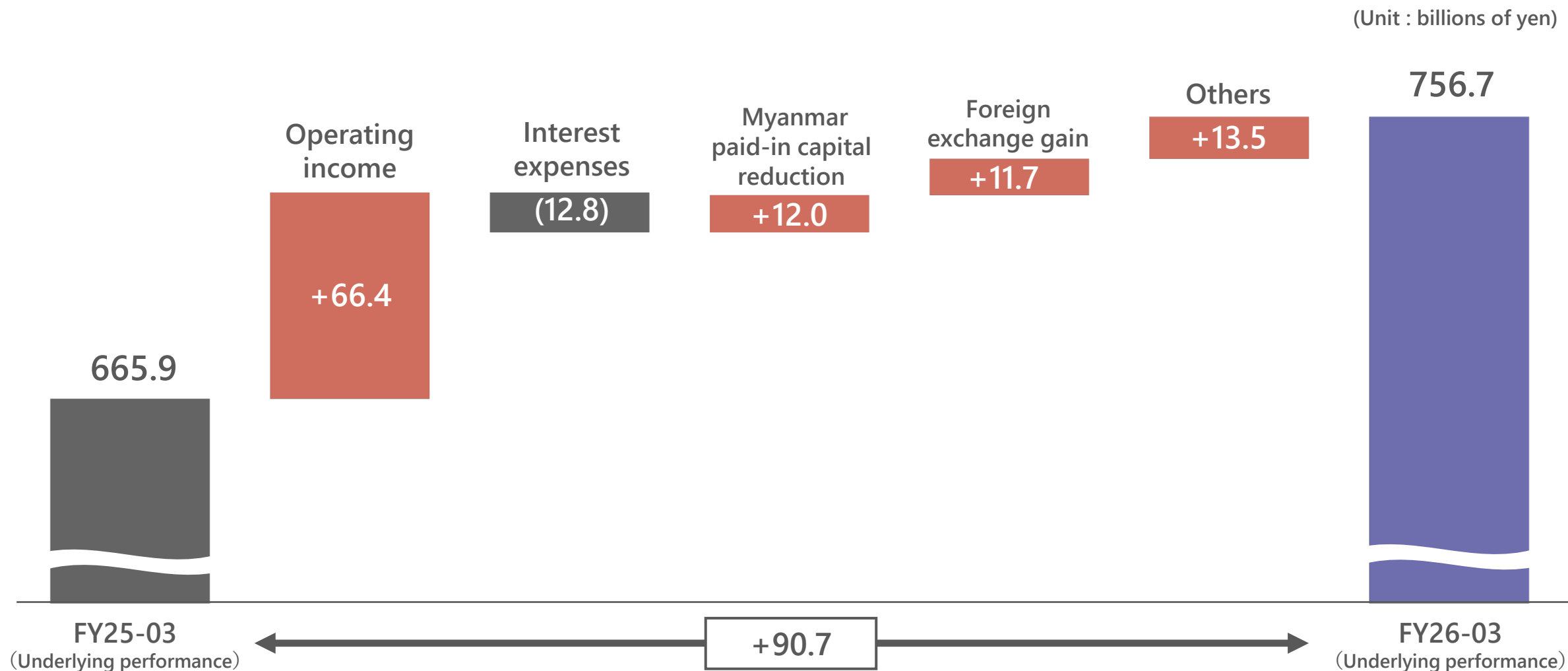
- Despite significant changes in business environment-including mobile tariff reductions, rising fuel costs, and political unrest in Myanmar-sustainable growth was achieved and a solid foundation for the next growth phase was established
- Company-wide measures have been thoroughly implemented to prevent the recurrence of network incidents and inappropriate transactions

Telecom infrastructure	Accelerating the 3G shutdown and 5G rollout enabled focused investment in a best-in-class network.
Mobile	Despite the impact of mobile tariff reductions, revenue returned to growth trajectory, driven by high network quality, new value creation, and LTV-focused initiatives
Finance Energy Lawson	<ul style="list-style-type: none"> <li>• Finance achieved double-digit CAGR growth, generating synergies with telecom and expanding the customer base</li> <li>• Although Energy lagged the initial plan, it transitioned to a structure more resilient to fuel price fluctuations</li> <li>• Partnership with Lawson expanded customer touchpoints, strengthening the foundation for value creation</li> </ul>
DX	Achieved double-digit CAGR growth, with growth of Base and Growth area. Looking ahead to the next phase of growth, enhanced capabilities, including security and Sakai AI DC

\* Underlying performance driven by business growth : excluding external outflows related to the fictitious transactions and contract cost impairment in FY26-03

# Appendix

# Profit for the Year -Factors for Change-



\*Underlying performance driven by business growth : excluding the impacts outlined below

1. External outflows related to the fictitious transactions (FY25-03 : 10.5 bil. yen, FY26-03 : 17.1 bil. yen) 2. Contract cost impairment (FY26-03 : 32.5 bil. yen)

Note) Profit for the year attributable to owners of the parent

# Statement of Financial Position

(as of the end of March 2026)

(Unit : billions of yen)

Property, plant and equipment Intangible assets Rights-of-use assets 4,528.2	Interest-bearing debt 3,269.4
	Trade and other payables 499.1
	Other liabilities 777.4
Goodwill 548.8	Equity 5,232.6
Trade and other receivables 2,286.7	
Cash and cash equivalents 209.2	
Other 2,205.6	

**KDDI (Consolidated, excluding auFH)\***  
Total assets 9.78 trillion yen

(Unit : billions of yen)

Cash and cash equivalents 869.6	Borrowings for financial business 2,105.5
Securities 708.8	
Loans 6,391.6	Deposits 5,692.4
Other 1,314.8	
	Other 1,127.0
	Equity 360.1

**au Financial Holdings (Consolidated)**  
Total assets 9.28 trillion yen



## 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.