



Fiscal Year Ending March 2026 Q1 Financial Results

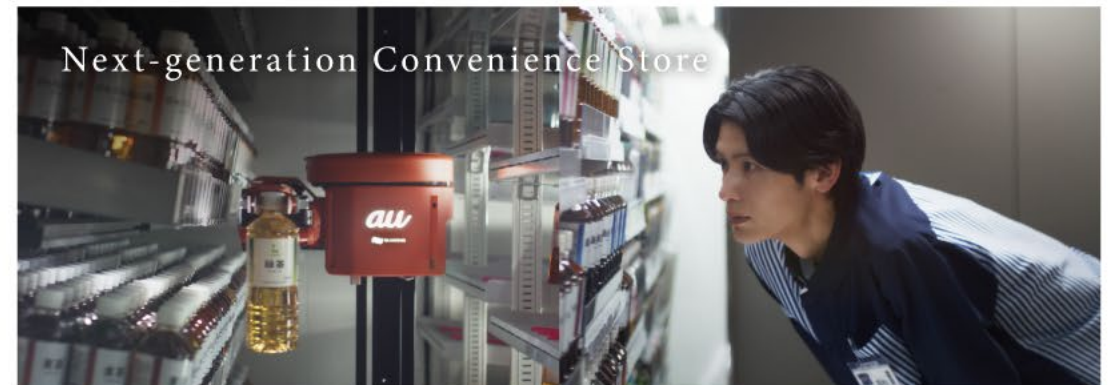
(April – June 2025)

August 1, 2025

KDDI Corporation

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

 KDDI VISION 2030





Consolidated Results: FY2026-03 Q1

Consolidated Financial Results

Although revenue increased and profit decreased in Q1,
progress is in line with the initial forecast

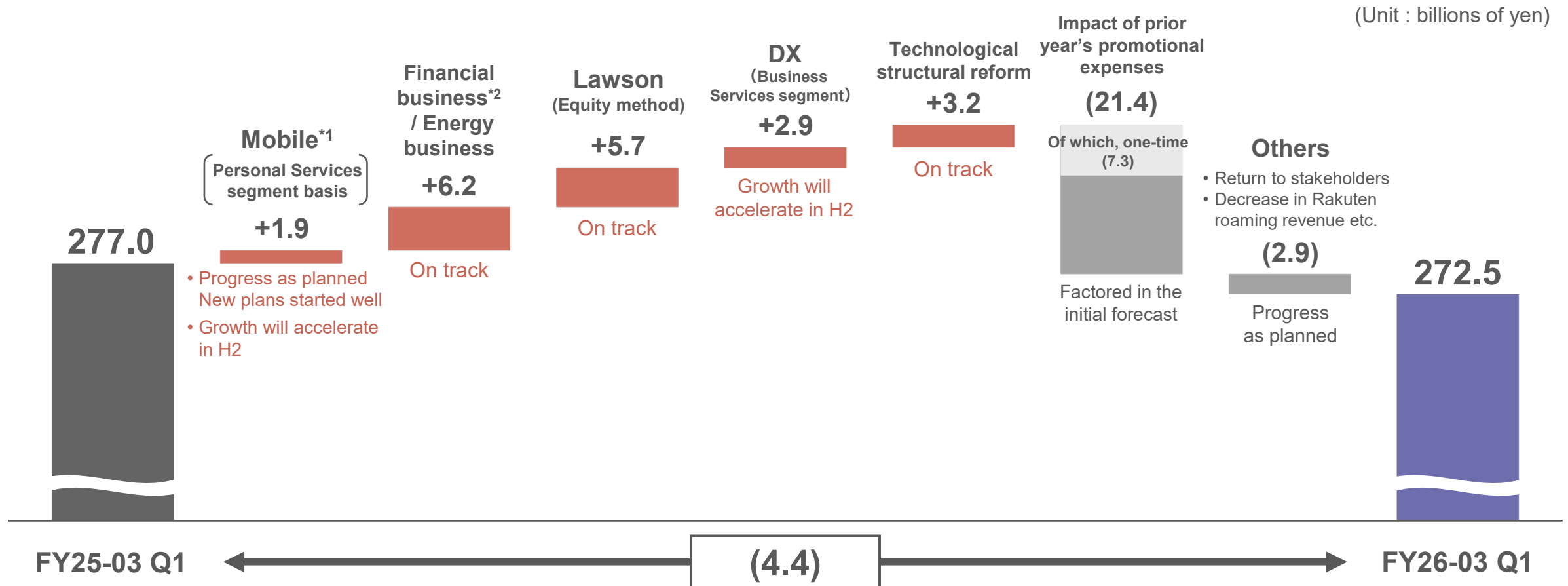
(Unit : billions of yen)

	FY25-03 Q1	FY26-03 Q1	Rate of increase/decrease	FY26-03 Full-year forecast
Operating revenue	1,389.1	1,436.3	+3.4%	6,330.0
Operating income	277.0	272.5	(1.6)%	1,178.0
Profit for the period*	176.9	171.1	(3.3)%	748.0

* Profit for the period attributable to owners of the parent

Consolidated Operating Income - Factors for Change -

Although profit decreased due to one-time factors, core businesses are growing. Steady progress against the initial forecast



*1 Management-based profit figures *2 au Financial Holdings (IFRS basis)

Enhancing the Power to Connect

Focus on the growth of the Power to Connect,
the foundation for promoting Digital data x AI

【Our commitment for the Next Growth】

Creating new value with
Digital data x AI



Enhancing the
Power to Connect

Establish underlying communication
network as KDDI's strong competitive foundation

Expand the telecom business foundation
both toC and toB, while providing the value of
“Connected Experience” etc.



KPI revised to the sum of
Personal Services segment and
Business Services segment

Focus on Mobile Revenues growth
(communications and value-added services)

Core



Growth of Mobile Revenues

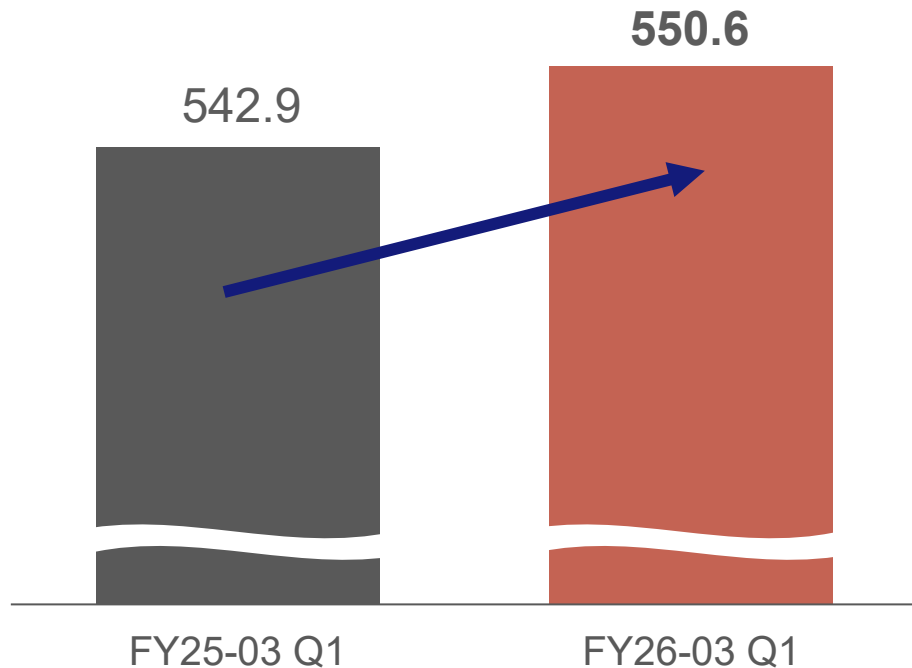
Committed to enhancing the power to connect and
aim for further growth

Mobile revenues*

(Personal Services segment + Business Services segment)

(Unit : billions of yen)

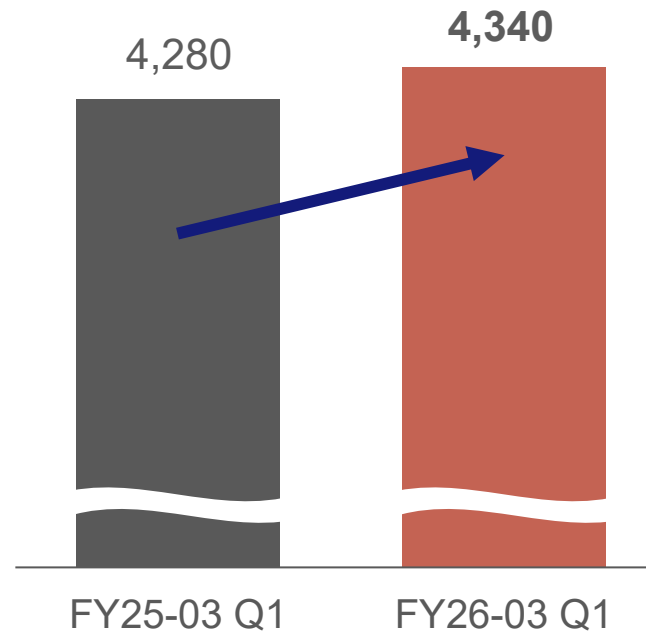
YOY+7.6 bil. yen



Mobile ARPU

(Unit : yen)

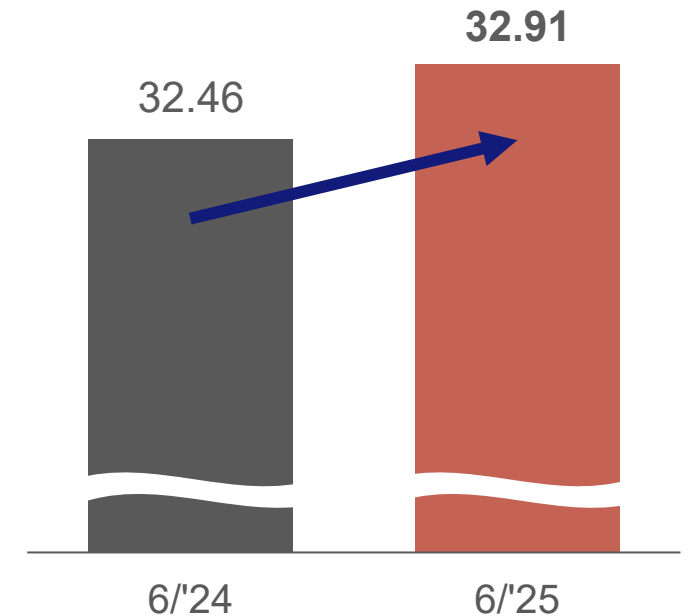
YOY+60 yen



Smartphone subscriptions

(Unit : million)

YOY+0.45 mil.



Note) Sum of Personal Services segment and Business Services segment

* 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

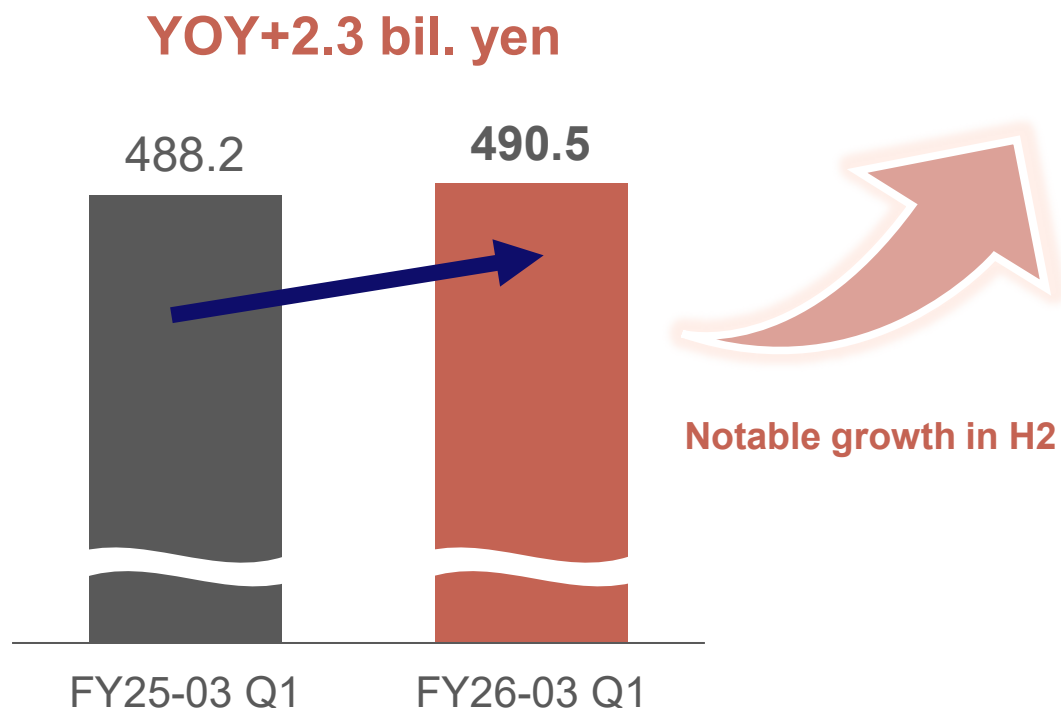
Mobile Revenues

(Personal Services segment basis)

Steady growth by promoting initiatives of communications and value-added

Mobile revenues*

(Unit: billions of yen)



Key points for FY26-03 Q1

- Mobile ARPU and smartphone subscriptions are steadily increasing
- New plans offering “Connected Experience” value are well received
- Both brand migration and churn rate trends have improved
- Aim to achieve a virtuous economic cycle

* 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.

New Plans are Off to Great Start

Driven by the value of “connected experience” and increasing data demand, our reliable large-capacity plans are highly popular



New value of “connected experience” is well received
au 5G Fast Lane / au Starlink Direct / au Unlimited Data Overseas

Value of “Connected Experience” + Unlimited data^{*1} plan
Selection rate (New subscription / Model change) **about 80%^{*2}**

New plan

auバリューリンクプラン
au Value Link Plan

使い放題MAX+
Unlimited Data MAX+

“Connected experience”
value



Large-capacity plan is well received
due to increased data usage

Large-capacity plan
Selection rate (New subscription / Model change)
about 40%^{*2}

New plan

Komikomi plan value

35GB/month

New plan

Tokutoku plan 2

30GB/month

Automatic discount below 5GB

^{*1} Network speed to be restricted within the unaffected range (maximum 5Mbps) as use of over 200GB/month. There are upper limit of tethering use. Data throttling may be incurred during congestion

^{*2} The actual result from June 3 to June 30, 2025. au includes au Money Activity Plan+ and au Money Activity Value Link Plan.

5G Network

Achieved multiple No.1 ratings for 5G SA as well.
Enhancing our competitiveness with the strengths of network

Full deployment of 5G SA

5G SA Area No.1

The largest number*¹ of
Sub6 base stations in Japan: 41,000
5G SA available at all Sub6 base stations

5G SA Rated No.1 in Japan

Opensignal's network experience analysis

Achieved **No.1** in all 6 categories*² 

- Download speed
- Upload speed
- Gaming experience
- Video experience
- UDP*³ latency
- Reliability

Operating Sub6 base stations compatible with 2 frequency bands

Simultaneous deployment of
2 frequency bands:

Installation efficiency **2x**
Communication speeds **MAX 2x***⁴



au 5G Fast Lane

Smooth communication during peak hours
is well received
Leveraging network strengths for competitive advantage

【Customer feedback】

- It's great that I can watch video smoothly even near Shibuya Station.
- I can connect without stress, even in the heavy crowd at Tokyo Dome event.



Communication speed compared to inactive
after the service launch in July 2025

Yamanote Line about **1.9x***⁵

*1 Comparison of 4 MNOs. The browsable license number by MIC radio communication search as of July 25, 2025. *2 Evaluation results from Opensignal's "Does 5G Standalone live up to the hype in Japan?" (comparison of 2 MNOs 5GSA services). Based on independent analysis of mobile measurements recorded between April 1 and June 29, 2025. ©Opensignal Limited. *3 User Datagram Protocol *4 Compared to conventional radio equipment that supports only a single frequency when using 5G SA services. *5 From 6PM to 7PM on July 3, 2025, a DL throughput measurement was conducted around the Yamanote Line in clockwise direction, and the average value of all samples was calculated. Results may vary depending on the customer's usage environment.

Starlink Direct / Unlimited Data Overseas

Connect in out-of-service areas and overseas
to support customers' daily lives and sense of security

au Starlink Direct

Highly rated for reliable connectivity even at sea and in the mountains
Further enhancing features that support this sense of security

July 2025

SMS sending and receiving 4x faster*1

Capable of sending and receiving photos and videos via messages*2

Summer in 2025

Data communication scheduled to begin*3

【Customer feedback】

- I'm happy as I go to mountains and fishing at the sea.
- Remote campsite deep in the mountains with no signal. Feel safe to stay connected.

Supported devices **66** models
Expanded to over **9 mil.** devices*4

1mil. users since the service launch*5

au海外放題

au Unlimited Data Overseas

Our competitive pricing, convenience, and
communication quality have been well received.

Offer value to customers using other carriers and rental Wi-Fi

【Customer feedback】

- New pricing plan includes 15 free days per month, enjoy using overseas.
- For overseas travel, rental Wi-Fi and eSIM can be troublesome. This is helpful.
- Smooth communication overseas with no stress.



About 60% of users
subscribe the bundled communication plan*6

*1 The original 2-minute duration has been shortened to within 30 seconds. This is based on the 90th percentile value compared to January 2025. The experience may vary depending on the customer's environment.
*2 This applies to Google Messages on Android devices, with some models excluded. *3 Data communication (internet access) will be available for certain apps (YAMAP, weather news and etc.) on applicable Android devices. *4 As of August 1, 2025 *5 Number of connected users (unique users) from April 10 to July 10, 2025 *6 As of June 2025

Multi-brand Redesign

Service revisions performed as expected,
leading to improved trends for both brands

Brand migration

Trends improved by enhancing the attractiveness of au
Flattening brand migration is insight for FY26-03

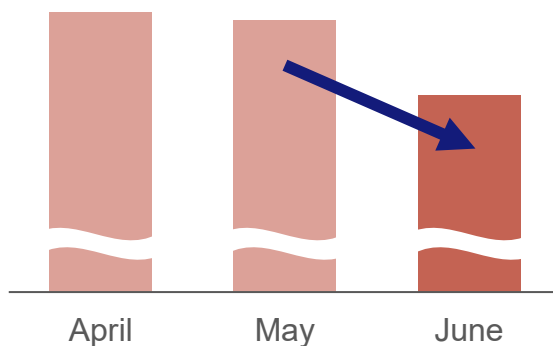
UQ mobile→au

Increasing trend continues.
Further growth by promoting
attractiveness of au



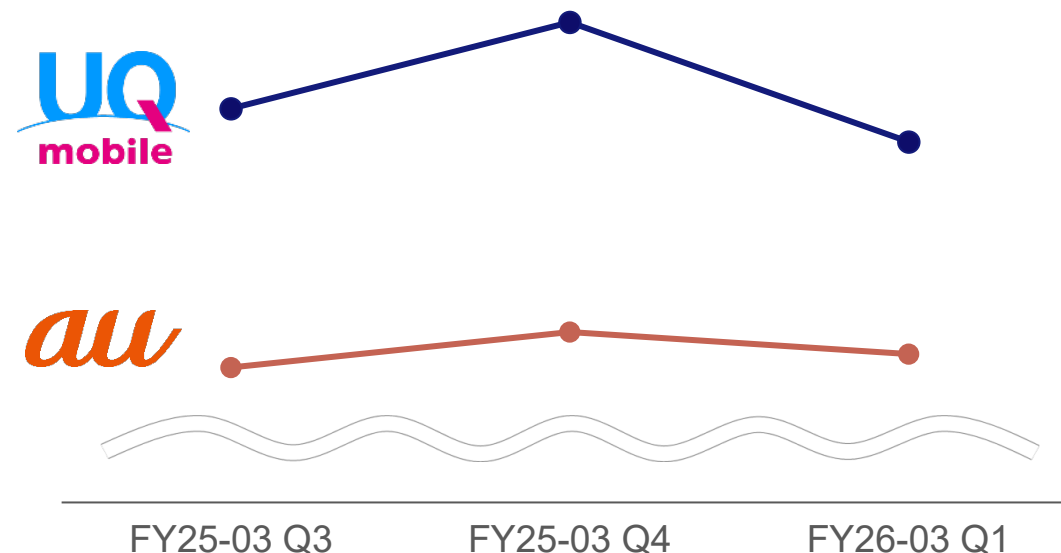
au→UQ mobile

Significantly reduced in June
due to brand redesign



Churn rate

au maintains low level. UQ mobile recently improved.
Redesign with more focus on LTV*



Ponta Pass

Contribute to KDDI and Lawson growth
Aiming for net increase of 1mil. members^{*1} in full-year

Contribute to KDDI growth

Bundle enrollment with the new plan
lowered the au/UQ mobile churn rates^{*2}

Contribute to Lawson growth

Customers referred to LAWSON : **2x**^{*3}
Contribute to daily sales increase

Toward expanding membership

Starting in June 2025, promote initiatives to enhance
attractiveness of Ponta Pass

In-store membership registration
at LAWSON



About **80%** of new memberships
are non-au ID users^{*4}

Mobile bundled plans



©Ponta

Offering plans with great deals

Financial Services

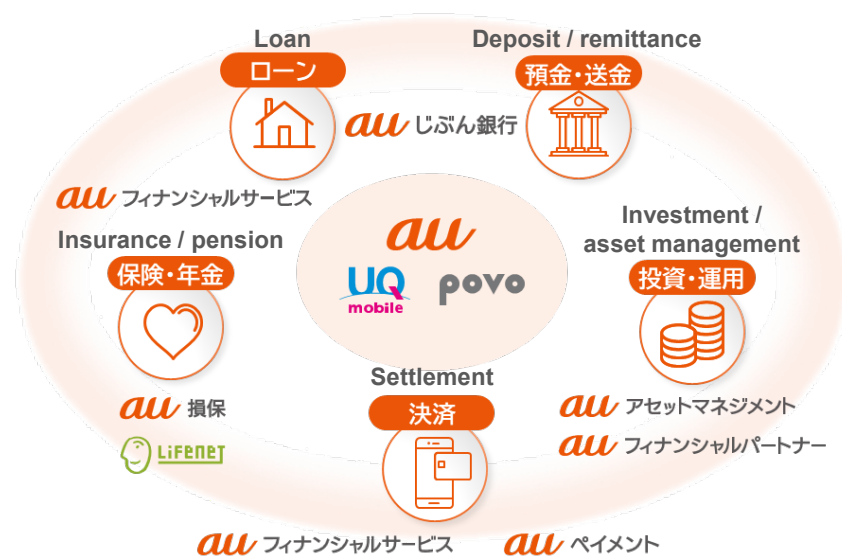
Strengthen financial functions to expand the value offered through Telecom x Finance

Creating value with telecom x finance

2008 : Launch of Jibun Bank (now au Jibun Bank)

2019 : Establish of au Financial Group

2023 : Release of au Money activity plan



Pioneered a synergy model ahead of competitors

Strengthen bank and security alliance

Collaboration with SBI securities scheduled to begin in fall 2025

Expand the alliance for
au Collective Preferential Interest Rates

au Jibun Bank **NEW !**
au じぶん銀行 × **SBI証券**
auまとめて金利優遇

+0.10% per year preferential interest rate on
deposits by au Jibun Bank
with real-time direct debit setup

Enhance bank deposits through partnering
Further expand alliance with securities firms

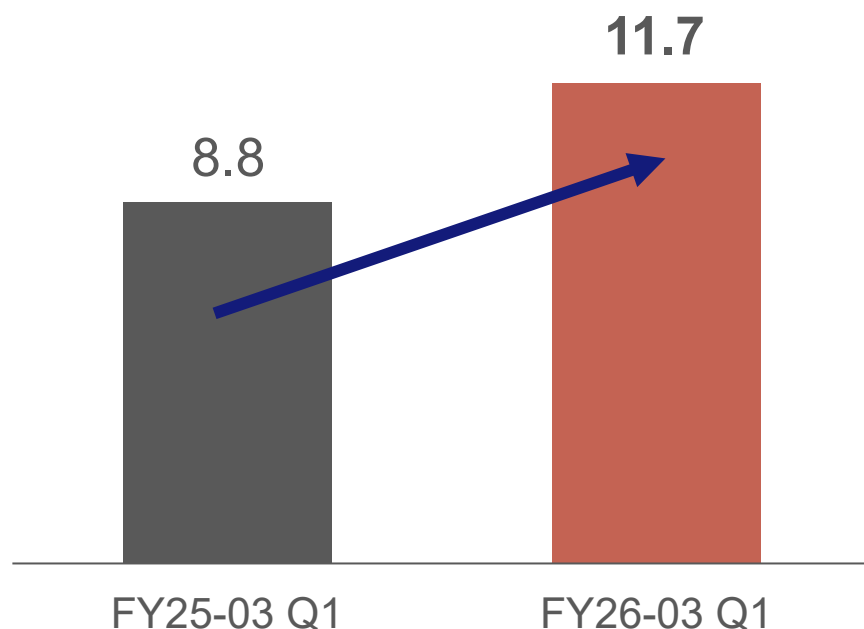
Financial Business

Leveraging bundled plans with telecom services
to expand both business performance and customer base

Operating income (au Financial Holdings)

(Unit : billions of yen)

YOY+33.0%



auマネ活バリューリンクプラン

au Money Activity Value Link Plan

Cumulative number of subscribers exceeded 1.6 million*

— au Financial Holdings —

FY26-03 Q1 transaction volume of settlement / loan
5.79 trillion yen (YOY+13.6%)

au PAY card members

10.32 mil.

YOY+7.0%

Of Gold card members

1.61 mil.

YOY+28.9%

Mortgage balance

4.6 tri. yen

YOY+35.5%

**Bundled plan offering working out,
the number of au PAY Gold card members increases**

Business Services Segment Performance

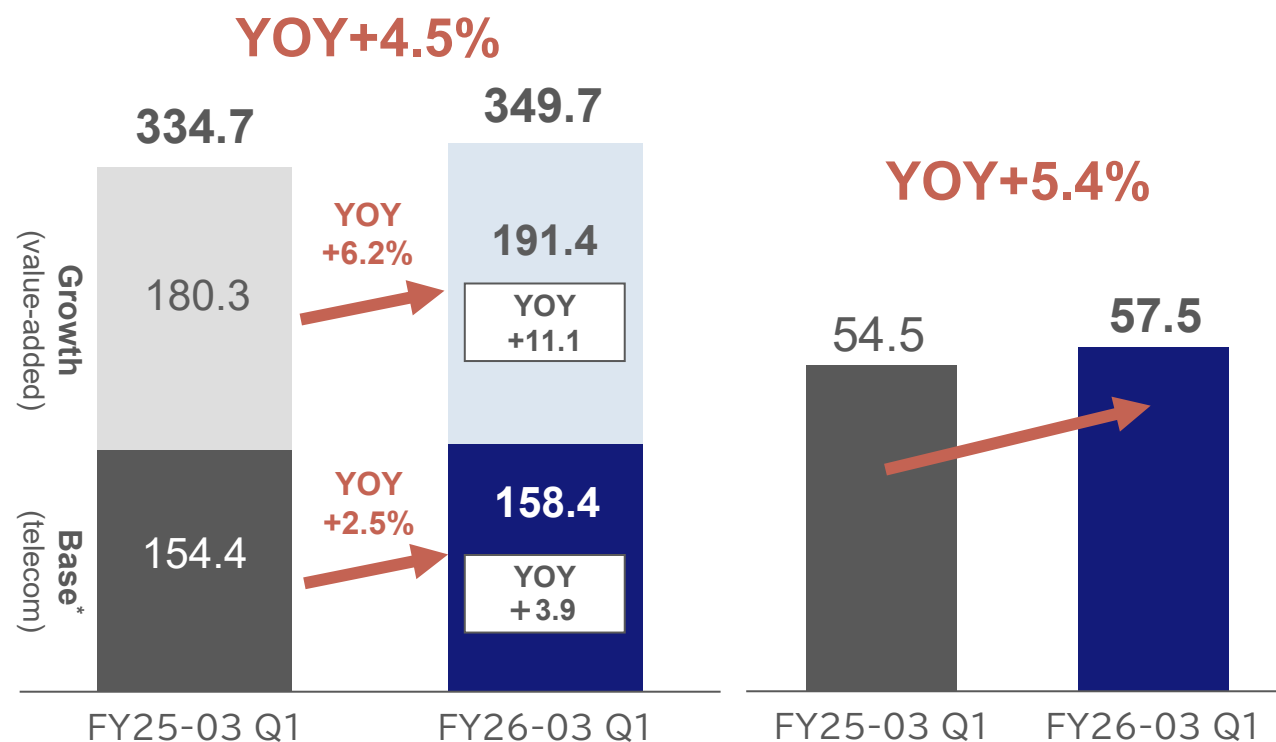
Strengthen initiatives in focus area and accelerate growth trend toward second half year

Operating revenue

(unit : billions of yen)

Operating income

(unit : billions of yen)



Key points for Performance

- **Base**
Mobile revenues increase
Both ID and ARPU progress steadily
- **Growth area**
Delays in integration of Altius Link
Digital BPO underperforms

Aim to expand growth in focus areas such as Security and IoT, and bottom out and accelerate the BPO performance toward the end of fiscal year

Growth Area

Focus on high-demand cyber security and IoT across various industries, aim for business growth

Cyber security

Generate synergies with network
Support digitalization

WAKONX



×



Cyber security expertise

Network operation expertise
track records in global



One of Japan's largest security monitoring centers

Implementation progress : 600 companies/organizations*¹

Orders received in 2025

Public
sector

Build and monitor the internet security
environment for 30,000 employees

Financial
institutions

Network / PC security integrated
monitoring and incident handling

Starting in July 2025,
full-scale global rollout
has begun

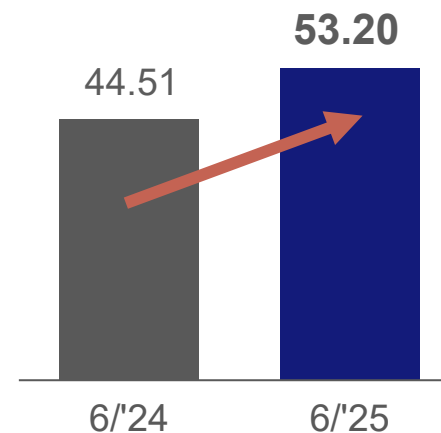
IoT related services

Connections that form foundation of the
AI era expand steadily

IoT connections*²

(unit : million)

YOY+19.5%



Exceeded*³

8 mil. connections

Build a platform that
integrates IoT and AI



ConnectIN

Supported PC exceeded

30 models*⁴

Adopted in GIGA school in
municipalities

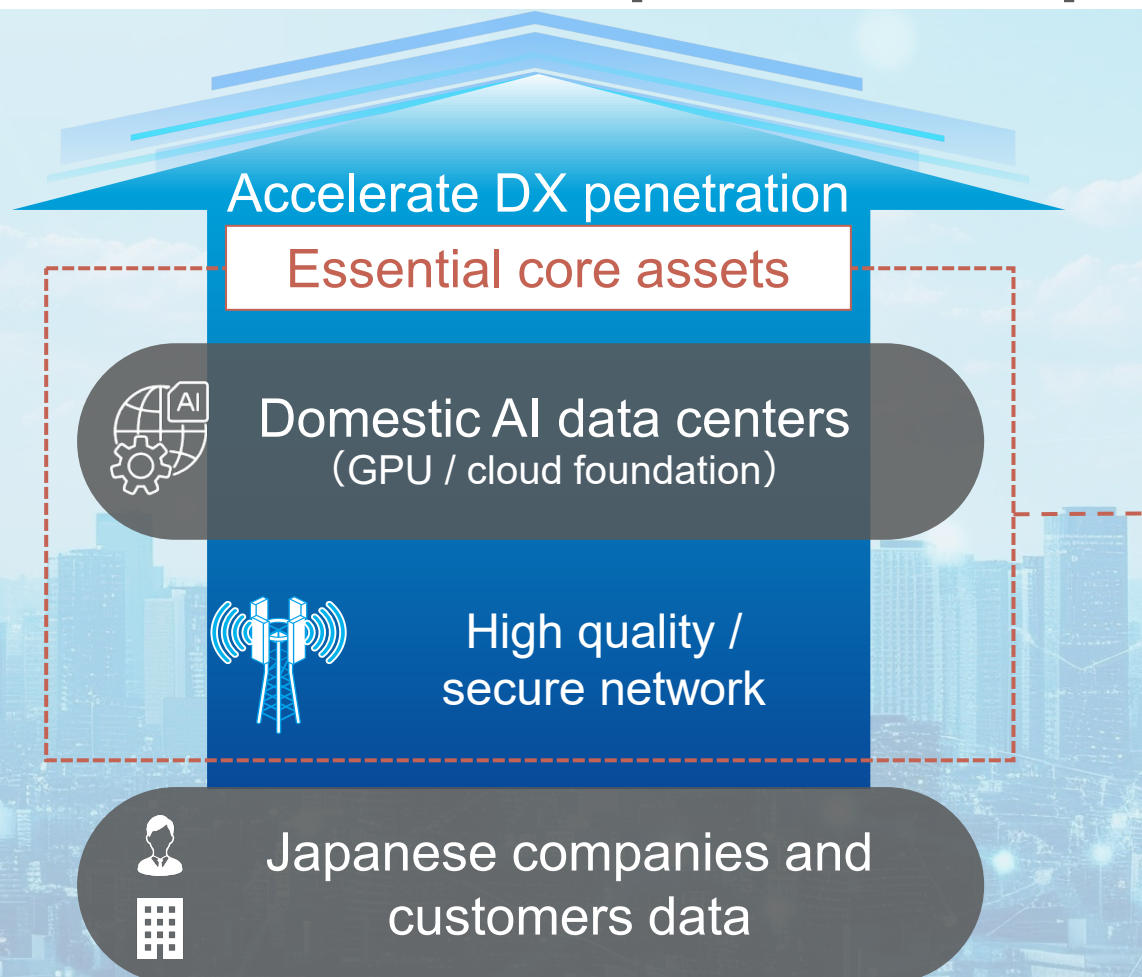
*¹ As of March 31, 2025 *² Exclude SORACOM *³ As of July 16, 2025. Total connections of SORACOM Air including offerings from overseas subsidiaries. SORACOM Air for cellular, Sigfox, LoRaWAN included *⁴ As of July 2025



Initiatives for Next Growth

Digital Data x AI

Develop core infrastructure to accelerate DX penetration for Japanese companies and customers



Infrastructures for AI era

- Network that supports huge data traffic
- Data centers that store and utilize data safely and seamlessly



Next Generation Network

Promote initiatives for network building and stable operation that support huge traffic

Network for AI

Build high investment efficiency and flexible network with partners



Advancing virtualized networks



Adopt AMD EPYC CPU to 5G virtualized networks



Open network architecture



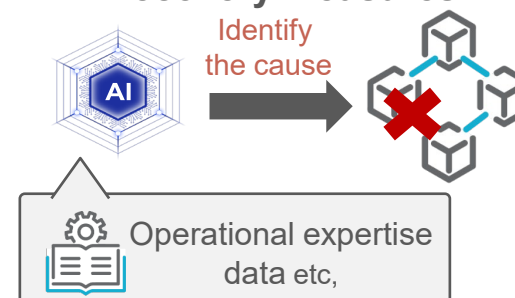
Deploy DriveNets Network solution to OS servers at four main locations

AI for Network

Promote efficiency and quality improvement through AI utilization

Incident recovery

Identify the cause using diverse data and propose recovery measures

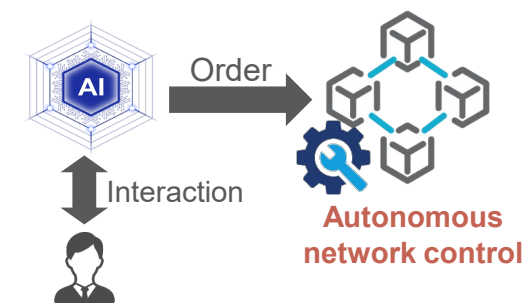


Started developing a fault identification feature

Commercial implementation is scheduled to begin gradually from FY26-03

Interactive operation

Natural language-based automatic control



Successfully validated a commercial use case

AI Data Center

Create secure and reliable AI environment for Japanese companies and customers

Establish domestic GPU infrastructure

In major cities with high data concentration



Osaka Sakai AI Data Center

Utilize advanced cooling technology
Introduce high-performance GPU infrastructure



Hewlett Packard
Enterprise



TELEHOUSE TOKYO
Tama 5-2nd

Scheduled to open
in fall 2027

– Sovereign Cloud / AI –

Google Cloud

KDDI Encryption Key Management Service for Google Cloud

Confidential data is securely managed within Japan,
ensuring data sovereignty



iret

Start in July 2025

Initiatives to ensure operational and technological
sovereignty to be implemented in phases.



Gemini to be offered on GPU platform
at Osaka Sakai AI Data Center

Towards AI Service Implementation

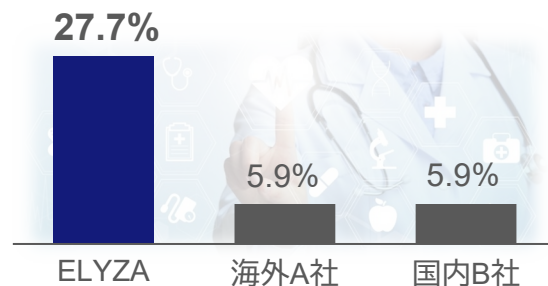
Promote initiatives for domain-specific LLM, inference models, and AI agents

Domain-specific LLM / Inference models

ELYZA develop medical domain-specific LLM*1 that surpasses global standards, as well as inference model comparable to o1-mini

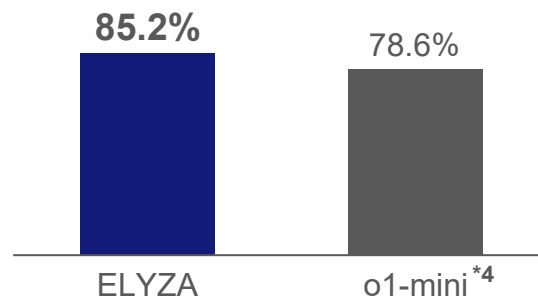
Medical domain-specific LLM

- Accuracy in judging the necessity of receipt corrections*2 -



Inference models

- Math benchmark*3 score -



ELYZA

AI agents

Accumulating know-how in customer service using digital humans

Remote customer service

Agent : Kaede



Optimal tenant guidance
Automation of procedures

Customer support

Agent : Nagisa



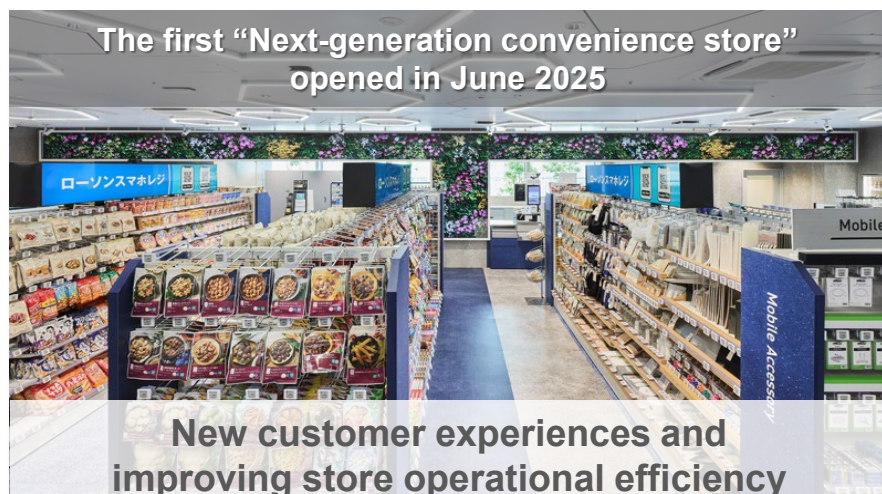
Handling inquiries
regarding au services

To promote adoption of AI services, we will develop solutions that handle data from Japanese companies and customers

*1 This research was supported by the Strategic Innovation Promotion Program(SIP) "Implementation of Integrated Healthcare Systems" (JPJ012425) *2 Evaluation based on Precision. The f1 scores for each are 30.9%, 11.2%, 11.2%, respectively. *3 MATH-500 *4 For o1-mini, o1-mini-2024-09-12 was used.

Launch of Real x Tech LAWSON

Actively embrace advanced technology, and accumulate best practices and expertise



Over 100^{*1}
in the first month

Well received for its convenience
in short breaks



**Personalized
recommendations**

To those stay longer in drink and
desserts area



No wait at the register
Average dwell time

about 2min.^{*2}

Average 1,000 people use per a day



**Improving team
productivity**

Deliver products during meetings
Snacks and light meals etc.

Sandbox for Future

Create value with Digital data x AI in Takanawa
Roll out the model nationwide

- Creating new value with Digital data x AI -

Digital AI

AI agents
suggestions / proposals /
sales etc.

Physical AI

Robots / mobility
Simulations etc.





KDDI SUMMIT 2025

つなぐチカラを進化させる

ともに、夢中に、未来を創ろう

2025

10.28_{TUE} - 29_{WED}

Inviting diverse guests, KDDI will introduce the latest case studies
leveraging the power to connect





Summary

Focus on enhancing power to connect to create the value with Digital data x AI

FY26-03 Q1 Consolidated results	● Although profit decreased compared to the previous period, progress is in line with the initial forecast. ● New plans are off to great start and new “connected experience” values are well received. Multi-brand redesign works out. Trend has improved for both brand migration and churn rate. Aim to increase profit by +30 billion yen with mobile (Personal Services segment basis). ● Financial business is enhancing banking and securities alliance. Further expand value of Telecom x Finance ● For Business Services segment, strengthen initiatives in focus area such as cyber security and IoT, and accelerate growth trend.
Initiatives for next growth	● Develop core infrastructure to accelerate DX penetration for Japanese companies and customers. ● Initiatives for Digital x AI in Takanawa, Real x Tech LAWSON, was launched. Roll out the Takanawa model nationwide.

Appendix

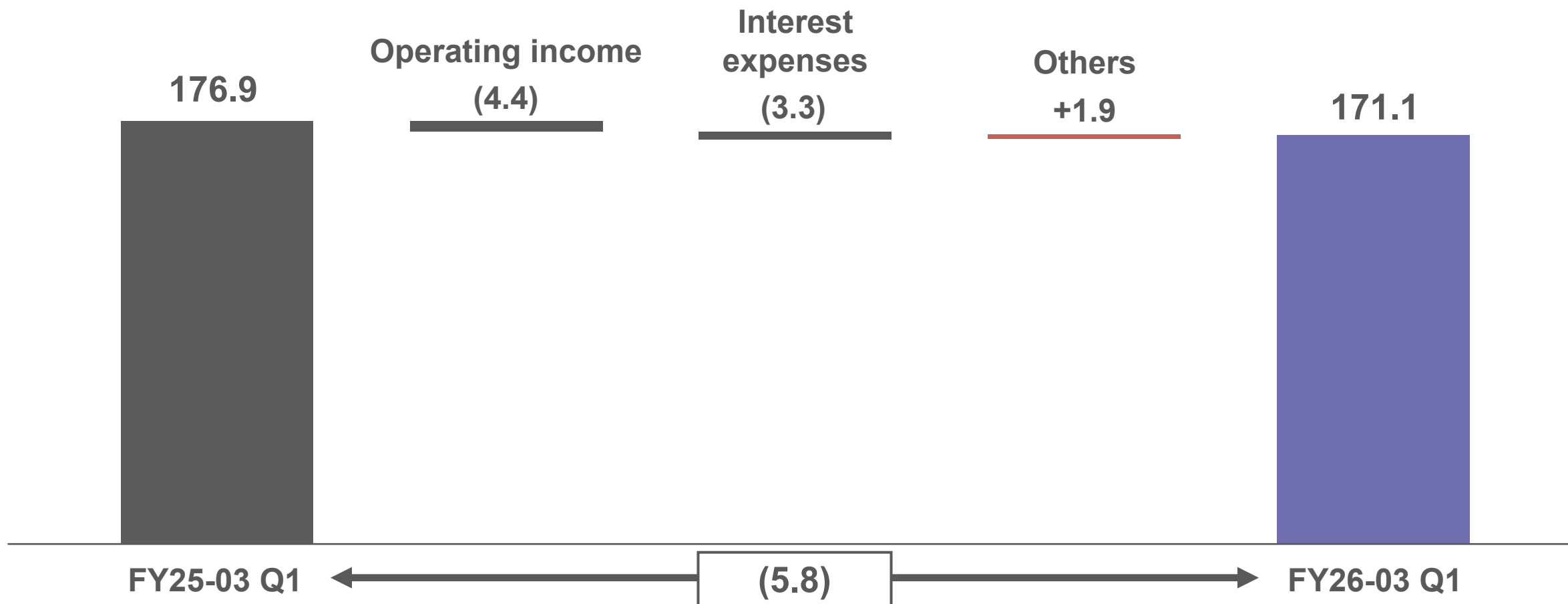
Mobile KPI

Items		New (Personal Services segment + Business Services segment)	Old (Personal Services segment)
Subscriptions	Disclosure items	Main subscriptions	Multi-brand IDs
	Target	SP, FP, data card, tablet etc.	SP, FP
ARPU	Disclosure items	Mobile ARPU	Communications ARPU , Value-added ARPU
	Formula	$\frac{(\text{Data-related} + \text{Basic charges, Voice-related} + \text{Various discounts} + \text{Product support services etc.} + \text{Content etc.})}{\text{Average number of main subscriptions}}$	Communications (Data-related + Basic charges, Voice-related+ Various discounts) ÷ Average number of active multi-brand IDs Value-added (Finance/settlement + Product support services etc.+ Content etc.) ÷ Average number of active multi-brand IDs
Churn rate	Disclosure items	Main subscriptions churn rate, Smartphone churn rate	Multi-brand churn rate
	Target	Main subscriptions churn rate: SP, FP, data card, tablet etc. Smartphone churn rate: SP	SP, FP
Number of units shipped	Target	SP, FP, data card, tablet etc.	SP, FP

Note) SP: smartphone, FP: feature phone

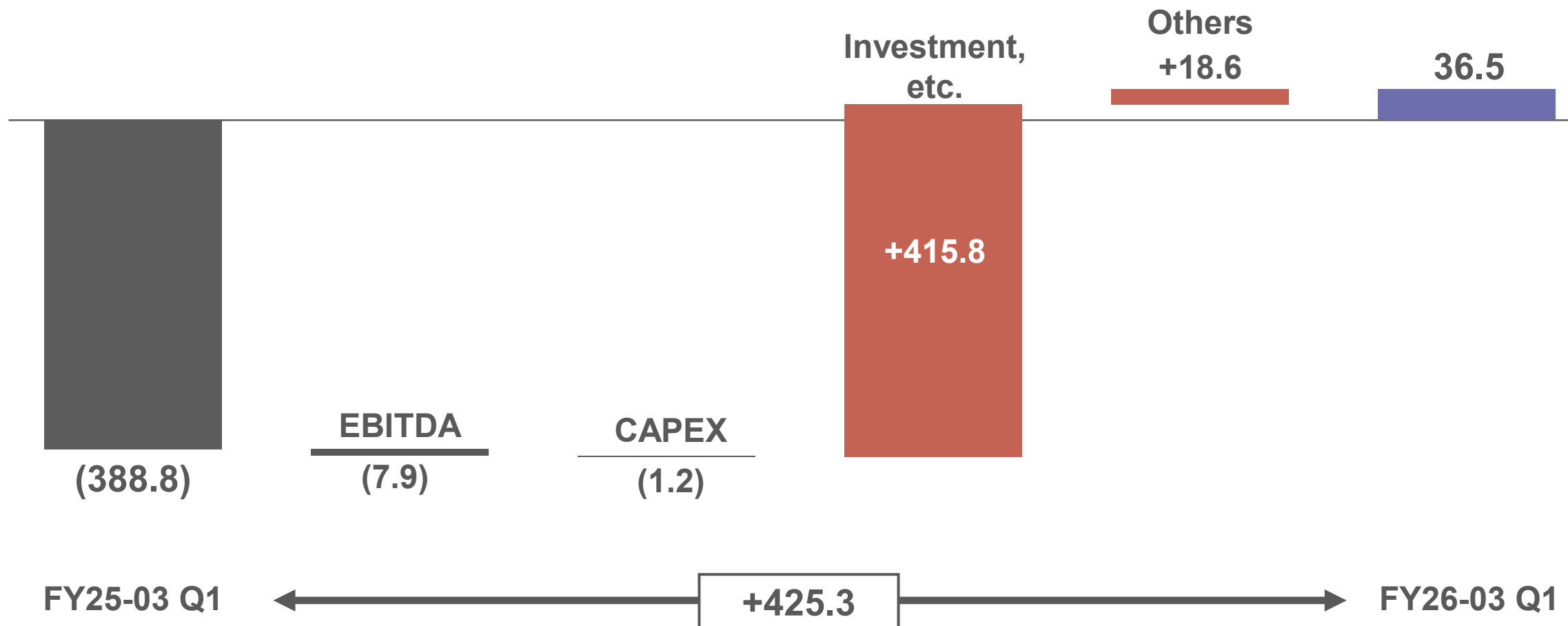
FY26-03 Q1 Profit for the period - Factors for Change -

(Unit : billions of yen)



FY26-03 Q1 FCF - Factors for Change -

(Unit : billions of yen)



Note) Calculated excluding au Financial Holdings from the consolidated figures

Statement of Financial Position

(as of the end of June 2025)

(Unit : billions of yen)

Property, plant and equipment Intangible assets Rights-of-use asset 4,451.5	Interest-bearing debt 3,116.8
	Trade and other payables 426.5
	Other liabilities 648.1
Goodwill 565.8	Equity 5,336.8
Trade and other Receivable 2,150.9	
Cash and cash equivalents 221.5	
Other 2,138.5	

KDDI (Consolidated, excluding auFH)*
Total assets 9.53 trillions yen

(Unit : billions of yen)

Cash and cash equivalents 742.0	Borrowings for financial business 2,012.6
Securities 505.5	
Loans 5,547.3	Deposits 4,801.3
Other 1,271.2	
	Other 935.4
	Equity 316.7

au Financial Holdings (Consolidated)
Total assets 8.07 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.