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# 2019年3月期 決算詳細資料

## Financial Results for the Fiscal Year Ended 2019.3

2019年5月15日  
May 15, 2019

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### 免責事項 / Disclaimer

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

Unit: 百万円 / Millions of Yen

| 連結<br>Consolidated Statement   | FY2018.3  |           |           |           |                 | FY2019.3  |           |           |           |                 | FY2020.3                     |
|--|-----------|-----------|-----------|-----------|-----------------|-----------|-----------|-----------|-----------|-----------------|------------------------------|
|  | 1Q        | 2Q        | 3Q        | 4Q        | 通期<br>Full-year | 1Q        | 2Q        | 3Q        | 4Q        | 通期<br>Full-year | 通期予想 *<br>Full-year Forecast |
| 売上高<br>Operating revenue   | 1,198,666 | 1,217,404 | 1,344,003 | 1,281,905 | 5,041,978       | 1,221,716 | 1,240,552 | 1,309,390 | 1,308,694 | 5,080,353       | 5,200,000                    |
| 営業利益<br>Operating income   | 281,414   | 261,122   | 271,235   | 149,022   | 962,793         | 288,862   | 272,330   | 261,289   | 191,248   | 1,013,729       | 1,020,000                    |
| 営業利益率<br>Operating margin  | 23.5%     | 21.4%     | 20.2%     | 11.6%     | 19.1%           | 23.6%     | 22.0%     | 20.0%     | 14.6%     | 20.0%           | 19.6%                        |
| 親会社の所有者に帰属する当期利益<br>Profit for the period attributable to owners of the parent | 173,474   | 155,970   | 161,114   | 81,970    | 572,528         | 178,666   | 166,810   | 160,295   | 111,898   | 617,669         | 620,000                      |
| フリーキャッシュフロー<br>Free cash flows   | 55,062    | 306,230   | -5,273    | 71,539    | 427,558         | 22,730    | 131,101   | -5,801    | 166,999   | 315,028         | 550,000                      |
| 減価償却費及び償却費<br>Depreciation and amortization                                    | 137,562   | 136,730   | 136,681   | 135,635   | 546,609         | 139,542   | 138,126   | 142,961   | 141,653   | 562,282         | 710,000                      |
| 固定資産除却費<br>Retirement of fixed assets  | 5,536     | 7,517     | 6,073     | 18,466    | 37,591          | 1,958     | 2,052     | 2,455     | 13,457    | 19,921          | 10,000                       |
| 設備投資額(支払)<br>Capex (cash flow basis)   | 124,040   | 122,135   | 138,983   | 175,673   | 560,831         | 168,095   | 138,357   | 152,721   | 142,584   | 601,757         | 610,000                      |
| EBITDA   | 424,512   | 405,432   | 413,989   | 316,128   | 1,560,061       | 430,362   | 412,511   | 406,709   | 349,089   | 1,598,670       | 1,740,000                    |
| EBITDAマージン<br>EBITDA margin  | 35.4%     | 33.3%     | 30.8%     | 24.7%     | 30.9%           | 35.2%     | 33.3%     | 31.1%     | 26.7%     | 31.5%           | 33.5%                        |

Unit: 百万円 / Millions of Yen

| 連結<br>Consolidated Statement   | FY2018.3         |                  |                   |                  | 18年3月末<br>Mar-18 | FY2019.3         |                  |                   | 19年3月末<br>Mar-19 | 20年3月末 予想<br>Mar-20 Forecast |
|--|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|-------------------|------------------|------------------------------|
|  | 17年6月末<br>Jun-17 | 17年9月末<br>Sep-17 | 17年12月末<br>Dec-17 | 18年3月末<br>Mar-18 |                  | 18年6月末<br>Jun-18 | 18年9月末<br>Sep-18 | 18年12月末<br>Dec-18 |                  | 19年3月末<br>Mar-19             |
| 資産<br>Total assets   | 6,122,912        | 6,294,597        | 6,402,144         | 6,574,555        | 6,771,125        | 6,992,335        | 7,156,958        | 7,330,416         | -                |                              |
| 資本<br>Total equity   | 3,856,301        | 3,992,862        | 4,081,511         | 4,131,257        | 4,400,261        | 4,545,764        | 4,520,245        | 4,612,932         | -                |                              |
| 親会社所有者帰属持分比率<br>Ratio of equity attributable to owners of the parent to total assets | 58.6%            | 58.5%            | 58.5%             | 57.4%            | 59.5%            | 59.4%            | 57.4%            | 57.1%             | -                |                              |
| 1株当たり親会社所有者帰属持分(円)<br>Equity per share attributable to owners of the parent          | ¥1,466           | ¥1,520           | ¥1,545            | ¥1,569           | ¥1,674           | ¥1,737           | ¥1,737           | ¥1,779            | -                |                              |
| 有利子負債残高<br>Interest-bearing debt   | 1,205,280        | 1,092,359        | 1,114,152         | 1,118,616        | 1,222,452        | 1,161,717        | 1,379,215        | 1,275,711         | -                |                              |
| 現預金控除後<br>Net debt   | 1,063,629        | 816,989          | 932,430           | 917,782          | 1,053,869        | 975,032          | 1,187,581        | 1,071,114         | -                |                              |
| Debt/EBITDA (倍)<br>Debt/EBITDA ratio   | -                | -                | -                 | 0.72             | -                | -                | -                | 0.80              | -                |                              |
| D/E レシオ (倍)<br>Debt/Equity ratio   | 0.34             | 0.30             | 0.30              | 0.30             | 0.30             | 0.28             | 0.34             | 0.30              | -                |                              |

\* フリーキャッシュフロー、減価償却費及び償却費、EBITDAの2020年3月期の通期予想には、IFRS第16号の適用に伴う影響額を含んでおります(各セグメントについても同様)。なお、連結ベースでの影響額は約1,000億円となります

FY2020.3 Full-year Forecast of Free cash flows, Depreciation and amortization, and EBITDA includes the impact of the IFRS16 adoption (each segment as well). The impact amount of consolidated basis is about 100 billion Yen.

# 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<br>Personal Services segment                 | FY2018.3 |         |           |         |                 | FY2019.3 |         |           |         |                 |
|---|----------|---------|-----------|---------|-----------------|----------|---------|-----------|---------|-----------------|
|   | 1Q       | 2Q      | 3Q        | 4Q      | 通期<br>Full-year | 1Q       | 2Q      | 3Q        | 4Q      | 通期<br>Full-year |
| 売上高<br>Operating revenue                                | 919,443  | 943,732 | 1,052,390 | 984,040 | 3,899,605       | 936,746  | 961,423 | 1,019,547 | 993,512 | 3,911,229       |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers  | 894,521  | 917,748 | 1,025,622 | 955,389 | 3,793,280       | 911,130  | 936,024 | 993,283   | 965,500 | 3,805,937       |
| モバイル通信料収入<br>Mobile communications revenues             | 453,260  | 451,528 | 446,400   | 436,634 | 1,787,822       | 442,079  | 443,962 | 444,484   | 443,661 | 1,774,186       |
| au通信ARPA収入<br>au ARPA revenues                          | 448,528  | 445,861 | 439,548   | 428,457 | 1,762,394       | 432,301  | 432,887 | 432,287   | 430,421 | 1,727,896       |
| MVNO収入<br>MVNO revenues                                 | 4,732    | 5,667   | 6,852     | 8,177   | 25,429          | 9,778    | 11,075  | 12,197    | 13,240  | 46,290          |
| 固定通信料収入<br>Fixed-line communications revenues           | 193,502  | 205,661 | 200,390   | 200,549 | 800,102         | 198,384  | 199,640 | 200,345   | 201,536 | 799,905         |
| 端末販売収入、修理収入等<br>Handset revenues, repair revenues, etc. | 192,339  | 206,001 | 317,237   | 248,544 | 964,120         | 201,740  | 223,938 | 276,324   | 240,004 | 942,005         |
| その他<br>Others   | 55,420   | 54,558  | 61,595    | 69,663  | 241,236         | 68,928   | 68,484  | 72,130    | 80,299  | 289,841         |
| セグメント間売上<br>Inter-segment revenue or transfers          | 24,922   | 25,984  | 26,768    | 28,651  | 106,325         | 25,616   | 25,399  | 26,264    | 28,013  | 105,292         |
| 営業利益<br>Operating income                                | 222,064  | 200,027 | 203,792   | 107,048 | 732,931         | 219,517  | 207,201 | 192,310   | 137,270 | 756,298         |
| 減価償却費及び償却費<br>Depreciation and amortization             | 117,931  | 117,321 | 117,124   | 116,108 | 468,485         | 119,969  | 118,391 | 122,792   | 121,190 | 482,341         |
| 固定資産除却費<br>Retirement of fixed assets                   | 5,265    | 7,264   | 5,750     | 17,059  | 35,337          | 1,819    | 1,879   | 2,280     | 12,591  | 18,569          |
| EBITDA  | 345,260  | 324,611 | 326,667   | 251,290 | 1,247,828       | 341,304  | 327,471 | 317,382   | 271,356 | 1,257,514       |
| EBITDAマージン<br>EBITDA margin                             | 37.6%    | 34.4%   | 31.0%     | 25.5%   | 32.0%           | 36.4%    | 34.1%   | 31.1%     | 27.3%   | 32.2%           |

# 決算概要(ライフデザイン / ビジネス) / Financial Results Summary (Life Design Services / Business Services)

Unit: 百万円 / Millions of Yen

| ライフデザインセグメント<br>Life Design Services segment           | FY2018.3 |         |         |         |                 | FY2019.3 |         |         |         |                 |
|--|----------|---------|---------|---------|-----------------|----------|---------|---------|---------|-----------------|
|  | 1Q       | 2Q      | 3Q      | 4Q      | 通期<br>Full-year | 1Q       | 2Q      | 3Q      | 4Q      | 通期<br>Full-year |
| 売上高<br>Operating revenue                               | 122,456  | 124,363 | 140,582 | 134,336 | 521,736         | 127,135  | 131,436 | 149,970 | 170,833 | 579,374         |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers | 96,074   | 95,477  | 108,943 | 102,379 | 402,873         | 97,885   | 99,186  | 118,676 | 131,462 | 447,209         |
| 付加価値ARPA収入<br>Value-added ARPA revenues                | 42,131   | 42,213  | 43,828  | 46,611  | 174,784         | 48,838   | 50,940  | 53,146  | 52,917  | 205,841         |
| その他<br>Others  | 53,943   | 53,264  | 65,115  | 55,768  | 228,090         | 49,048   | 48,246  | 65,530  | 78,544  | 241,368         |
| セグメント間売上<br>Inter-segment revenue or transfers         | 26,382   | 28,885  | 31,639  | 31,957  | 118,863         | 29,249   | 32,251  | 31,294  | 39,371  | 132,165         |
| 営業利益<br>Operating income                               | 26,412   | 24,694  | 31,101  | 21,838  | 104,045         | 27,432   | 27,285  | 31,865  | 26,250  | 112,832         |
| 減価償却費及び償却費<br>Depreciation and amortization            | 5,367    | 5,313   | 5,502   | 5,676   | 21,859          | 5,735    | 5,850   | 6,217   | 6,698   | 24,500          |
| 固定資産除却費<br>Retirement of fixed assets                  | 37       | 85      | 64      | 500     | 686             | 47       | 66      | 52      | 478     | 643             |
| EBITDA   | 31,816   | 30,093  | 36,668  | 29,002  | 127,578         | 33,214   | 33,201  | 38,134  | 33,427  | 137,976         |
| EBITDAマージン<br>EBITDA margin                            | 26.0%    | 24.2%   | 26.1%   | 21.6%   | 24.5%           | 26.1%    | 25.3%   | 25.4%   | 19.6%   | 23.8%           |

Unit: 百万円 / Millions of Yen

| ビジネスセグメント<br>Business Services segment                 | FY2018.3 |         |         |         |                 | FY2019.3 |         |         |         |                 |
|--|----------|---------|---------|---------|-----------------|----------|---------|---------|---------|-----------------|
|  | 1Q       | 2Q      | 3Q      | 4Q      | 通期<br>Full-year | 1Q       | 2Q      | 3Q      | 4Q      | 通期<br>Full-year |
| 売上高<br>Operating revenue                               | 174,869  | 184,169 | 184,584 | 206,349 | 749,971         | 189,186  | 194,822 | 198,275 | 214,580 | 796,863         |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers | 142,654  | 138,300 | 145,109 | 164,990 | 591,053         | 148,182  | 152,158 | 150,908 | 167,309 | 618,557         |
| モバイル<br>Mobile   | 55,506   | 56,823  | 57,697  | 63,080  | 233,107         | 57,714   | 58,509  | 56,150  | 59,132  | 231,505         |
| 固定<br>Fixed-line                                       | 68,138   | 60,598  | 65,246  | 75,970  | 269,952         | 67,058   | 67,351  | 68,157  | 76,563  | 279,129         |
| その他<br>Others  | 19,009   | 20,879  | 22,166  | 25,940  | 87,994          | 23,409   | 26,297  | 26,601  | 31,614  | 107,922         |
| セグメント間売上<br>Inter-segment revenue or transfers         | 32,215   | 45,868  | 39,476  | 41,359  | 158,918         | 41,005   | 42,665  | 47,366  | 47,270  | 178,306         |
| 営業利益<br>Operating income                               | 23,622   | 24,759  | 23,692  | 12,394  | 84,467          | 26,501   | 28,096  | 27,851  | 21,543  | 103,992         |
| 減価償却費及び償却費<br>Depreciation and amortization            | 11,666   | 11,595  | 11,430  | 11,498  | 46,189          | 11,353   | 11,374  | 11,241  | 11,303  | 45,271          |
| 固定資産除却費<br>Retirement of fixed assets                  | 230      | 151     | 165     | 831     | 1,377           | 91       | 87      | 119     | 262     | 559             |
| EBITDA   | 35,519   | 36,568  | 35,287  | 25,623  | 132,997         | 37,944   | 39,560  | 39,215  | 33,393  | 150,113         |
| EBITDAマージン<br>EBITDA margin                            | 20.3%    | 19.9%   | 19.1%   | 12.4%   | 17.7%           | 20.1%    | 20.3%   | 19.8%   | 15.6%   | 18.8%           |

# 決算概要(グローバル / その他) / Financial Results Summary (Global Services / Others)

Unit: 百万円 / Millions of Yen

| グローバルセグメント<br>Global Services segment                  | FY2018.3 |        |        |        |                 | FY2019.3 |        |        |        |                 |
|--|----------|--------|--------|--------|-----------------|----------|--------|--------|--------|-----------------|
|  | 1Q       | 2Q     | 3Q     | 4Q     | 通期<br>Full-year | 1Q       | 2Q     | 3Q     | 4Q     | 通期<br>Full-year |
| 売上高<br>Operating revenue                               | 66,181   | 64,831 | 60,708 | 56,981 | 248,702         | 65,203   | 52,807 | 46,462 | 44,318 | 208,790         |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers | 58,927   | 58,211 | 53,431 | 49,930 | 220,499         | 58,495   | 46,108 | 39,516 | 37,056 | 181,175         |
| セグメント間売上<br>Inter-segment revenue or transfers         | 7,255    | 6,621  | 7,277  | 7,050  | 28,203          | 6,708    | 6,699  | 6,946  | 7,262  | 27,615          |
| 営業利益<br>Operating income                               | 7,231    | 8,776  | 9,101  | 6,799  | 31,907          | 14,222   | 8,435  | 7,609  | 4,103  | 34,368          |
| 減価償却費及び償却費<br>Depreciation and amortization            | 3,053    | 2,987  | 2,970  | 2,664  | 11,674          | 2,912    | 3,099  | 3,102  | 3,007  | 12,120          |
| 固定資産除却費<br>Retirement of fixed assets                  | 4        | 16     | 91     | 75     | 186             | 2        | 19     | 3      | 129    | 153             |
| EBITDA   | 10,288   | 11,779 | 12,162 | 9,578  | 43,807          | 17,136   | 11,552 | 10,714 | 9,379  | 48,782          |
| EBITDAマージン<br>EBITDA margin                            | 15.5%    | 18.2%  | 20.0%  | 16.8%  | 17.6%           | 26.3%    | 21.9%  | 23.1%  | 21.2%  | 23.4%           |

Unit: 百万円 / Millions of Yen

| その他<br>Others  | FY2018.3 |        |        |        |                 | FY2019.3 |        |        |        |                 |
|--|----------|--------|--------|--------|-----------------|----------|--------|--------|--------|-----------------|
|  | 1Q       | 2Q     | 3Q     | 4Q     | 通期<br>Full-year | 1Q       | 2Q     | 3Q     | 4Q     | 通期<br>Full-year |
| 売上高<br>Operating revenue                               | 21,935   | 24,711 | 27,964 | 30,662 | 105,273         | 22,107   | 23,044 | 23,948 | 30,081 | 99,180          |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers | 6,490    | 7,668  | 10,898 | 9,217  | 34,273          | 6,024    | 7,077  | 7,007  | 7,367  | 27,475          |
| セグメント間売上<br>Inter-segment revenue or transfers         | 15,445   | 17,043 | 17,066 | 21,446 | 71,000          | 16,083   | 15,967 | 16,941 | 22,714 | 71,705          |
| 営業利益<br>Operating income                               | 2,651    | 2,745  | 3,504  | 1,324  | 10,224          | 1,085    | 1,383  | 1,763  | 2,810  | 7,041           |
| 減価償却費及び償却費<br>Depreciation and amortization            | 266      | 255    | 402    | 451    | 1,374           | 376      | 371    | 337    | 351    | 1,435           |
| 固定資産除却費<br>Retirement of fixed assets                  | 0        | 1      | 2      | 2      | 5               | 0        | 0      | 0      | 0      | 1               |
| EBITDA   | 2,917    | 3,001  | 3,909  | 1,779  | 11,605          | 1,461    | 1,754  | 2,100  | 3,162  | 8,477           |
| EBITDAマージン<br>EBITDA margin                            | 13.3%    | 12.1%  | 14.0%  | 5.8%   | 11.0%           | 6.6%     | 7.6%   | 8.8%   | 10.5%  | 8.5%            |

新セグメント(パーソナル) 決算概要 / Financial Results Summary of New segments(Personal Services)

Unit: 百万円 / Millions of Yen

| パーソナルセグメント<br>Personal Services segment                | FY2018.3 |    |    |    |                 | FY2019.3 *1 |           |           |           |                 | FY2020.3                   |
|--|----------|----|----|----|-----------------|-------------|-----------|-----------|-----------|-----------------|----------------------------|
|  | 1Q       | 2Q | 3Q | 4Q | 通期<br>Full-year | 1Q          | 2Q        | 3Q        | 4Q        | 通期<br>Full-year | 通期予想<br>Full-year Forecast |
| 売上高<br>Operating revenue                               | -        | -  | -  | -  | -               | 1,059,127   | 1,075,575 | 1,150,145 | 1,136,878 | 4,421,726       | 4,550,000                  |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers | -        | -  | -  | -  | -               | 1,042,533   | 1,056,708 | 1,131,260 | 1,111,904 | 4,342,405       | 4,460,000                  |
| 総合ARPA収入 *2<br>Total ARPA revenues                     | -        | -  | -  | -  | -               | 530,535     | 549,423   | 549,201   | 562,019   | 2,191,178       | 2,225,000                  |
| MVNO収入<br>MVNO revenues                                | -        | -  | -  | -  | -               | 9,778       | 11,075    | 12,197    | 13,240    | 46,290          | 64,000                     |
| 固定通信料収入<br>Fixed-line communications revenues          | -        | -  | -  | -  | -               | 202,169     | 203,620   | 203,423   | 202,187   | 811,398         | -                          |
| 端末販売収入等<br>Handset revenues etc.                       | -        | -  | -  | -  | -               | 122,082     | 126,265   | 178,950   | 127,758   | 555,054         | -                          |
| その他<br>Others  | -        | -  | -  | -  | -               | 177,970     | 166,325   | 187,489   | 206,700   | 738,484         | -                          |
| セグメント間売上<br>Inter-segment revenue or transfers         | -        | -  | -  | -  | -               | 16,594      | 18,868    | 18,885    | 24,975    | 79,321          | 90,000                     |
| 営業利益<br>Operating income                               | -        | -  | -  | -  | -               | 256,430     | 237,979   | 227,146   | 162,963   | 884,518         | 885,000                    |
| 減価償却費及び償却費<br>Depreciation and amortization            | -        | -  | -  | -  | -               | 122,683     | 121,400   | 126,128   | 124,940   | 495,151         | 626,000                    |
| 固定資産除却費<br>Retirement of fixed assets                  | -        | -  | -  | -  | -               | 1,850       | 1,926     | 2,292     | 12,487    | 18,555          | 9,000                      |
| EBITDA   | -        | -  | -  | -  | -               | 380,962     | 361,304   | 355,566   | 302,729   | 1,400,562       | 1,520,000                  |
| EBITDAマージン<br>EBITDA margin                            | -        | -  | -  | -  | -               | 36.0%       | 33.6%     | 30.9%     | 26.6%     | 31.7%           | 33.4%                      |

|   |   |   |   |   |   |       |       |       |       |       |         |
|---|---|---|---|---|---|-------|-------|-------|-------|-------|---------|
| ライフデザイン領域 売上高<br>Life Design Domain Sales (十億円/Billions of Yen)             | - | - | - | - | - | 197.0 | 225.0 | 238.0 | 286.0 | 946.0 | 1,170.0 |
| ライフデザイン領域 営業利益<br>Life Design Domain Operating income (十億円/Billions of Yen) | - | - | - | - | - | 33.0  | 36.0  | 41.0  | 39.0  | 148.0 | 167.0   |

\*1 2019年3月期の数値は参考情報です / The figures of FY2019.3 are referential information.

\*2 au通信ARPA収入+付加価値ARPA収入+端末修理・補償収入+auでんき収入 / au ARPA revenues + Value-added ARPA revenues + Handset Repair and Compensation revenues + au Denki revenues

新セグメント(ビジネス / その他) 決算概要 / Financial Results Summary of New segments(Business Services / Others)

Unit: 百万円 / Millions of Yen

| ビジネスセグメント<br>Business Services segment                 | FY2018.3 |    |    |    |                 | FY2019.3 * |         |         |         |                 | FY2020.3                   |
|--|----------|----|----|----|-----------------|------------|---------|---------|---------|-----------------|----------------------------|
|  | 1Q       | 2Q | 3Q | 4Q | 通期<br>Full-year | 1Q         | 2Q      | 3Q      | 4Q      | 通期<br>Full-year | 通期予想<br>Full-year Forecast |
| 売上高<br>Operating revenue                               | -        | -  | -  | -  | -               | 213,372    | 219,073 | 217,393 | 236,566 | 886,404         | 910,000                    |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers | -        | -  | -  | -  | -               | 173,159    | 176,768 | 171,123 | 189,423 | 710,473         | 726,000                    |
| セグメント間売上<br>Inter-segment revenue or transfers         | -        | -  | -  | -  | -               | 40,213     | 42,305  | 46,270  | 47,143  | 175,931         | 184,000                    |
| 営業利益<br>Operating income                               | -        | -  | -  | -  | -               | 31,112     | 32,709  | 32,290  | 25,870  | 121,981         | 132,000                    |
| 減価償却費及び償却費<br>Depreciation and amortization            | -        | -  | -  | -  | -               | 17,251     | 17,142  | 17,305  | 17,203  | 68,901          | 80,000                     |
| 固定資産除却費<br>Retirement of fixed assets                  | -        | -  | -  | -  | -               | 108        | 126     | 163     | 974     | 1,370           | 1,000                      |
| EBITDA   | -        | -  | -  | -  | -               | 48,471     | 49,979  | 49,761  | 44,439  | 192,650         | 213,000                    |
| EBITDAマージン<br>EBITDA margin                            | -        | -  | -  | -  | -               | 22.7%      | 22.8%   | 22.9%   | 18.8%   | 21.7%           | 23.4%                      |

Unit: 百万円 / Millions of Yen

| その他<br>Others  | FY2018.3 |    |    |    |                 | FY2019.3 * |        |        |        |                 | FY2020.3                   |
|--|----------|----|----|----|-----------------|------------|--------|--------|--------|-----------------|----------------------------|
|  | 1Q       | 2Q | 3Q | 4Q | 通期<br>Full-year | 1Q         | 2Q     | 3Q     | 4Q     | 通期<br>Full-year | 通期予想<br>Full-year Forecast |
| 売上高<br>Operating revenue                               | -        | -  | -  | -  | -               | 22,107     | 23,044 | 23,948 | 30,081 | 99,180          | -                          |
| グループ外売上 (外部顧客への売上高)<br>Revenue from external customers | -        | -  | -  | -  | -               | 6,024      | 7,077  | 7,007  | 7,367  | 27,475          | -                          |
| セグメント間売上<br>Inter-segment revenue or transfers         | -        | -  | -  | -  | -               | 16,083     | 15,967 | 16,941 | 22,714 | 71,705          | -                          |
| 営業利益<br>Operating income                               | -        | -  | -  | -  | -               | 1,214      | 1,712  | 1,939  | 3,157  | 8,023           | -                          |
| 減価償却費及び償却費<br>Depreciation and amortization            | -        | -  | -  | -  | -               | 376        | 371    | 337    | 351    | 1,435           | -                          |
| 固定資産除却費<br>Retirement of fixed assets                  | -        | -  | -  | -  | -               | 0          | 0      | 0      | 1      | 1               | -                          |
| EBITDA   | -        | -  | -  | -  | -               | 1,591      | 2,083  | 2,276  | 3,509  | 9,459           | -                          |
| EBITDAマージン<br>EBITDA margin                            | -        | -  | -  | -  | -               | 7.2%       | 9.0%   | 9.5%   | 11.7%  | 9.5%            | -                          |

\* 2019年3月期の数値は参考情報です / The figures of FY2019.3 are referential information.

## 主要オペレーションデータ / Major Operational Data

連結 / Consolidated basis

| 累計契約数<br>Subscriptions |   | FY2018.3         |                  |                   |                  |                  | FY2019.3         |                   |                  |        |  | 20年3月末 予想<br>Mar-20 Forecast |
|------------------------|---|------------------|------------------|-------------------|------------------|------------------|------------------|-------------------|------------------|--------|--|------------------------------|
|                        |   | 17年6月末<br>Jun-17 | 17年9月末<br>Sep-17 | 17年12月末<br>Dec-17 | 18年3月末<br>Mar-18 | 18年6月末<br>Jun-18 | 18年9月末<br>Sep-18 | 18年12月末<br>Dec-18 | 19年3月末<br>Mar-19 |        |  |                              |
| モバイル<br>Mobile         | au累計契約数<br>au subscriptions<br>(千契約/Thousand) | 49,109           | 49,665           | 50,638            | 52,283           | 52,891           | 53,514           | 54,263            | 55,225           | 57,300 |  |                              |
|                        | UQ WiMAX<br>(千契約/Thousand)                    | 25,871           | 27,104           | 28,154            | 29,334           | 30,106           | 30,812           | 31,523            | 32,768           | -      |  |                              |
| 固定<br>Fixed-line       | FTTH *1<br>(千回線/Thousand)                     | 4,196            | 4,264            | 4,325             | 4,377            | 4,421            | 4,458            | 4,491             | 4,508            | 4,600  |  |                              |

## パーソナルセグメント・ライフデザインセグメント / Personal Services segment・Life Design Services segment

| 累計契約数<br>Subscriptions   |  | FY2018.3         |                  |                   |                  |                  | FY2019.3         |                   |                  |        |  | 20年3月末 予想<br>Mar-20 Forecast |
|--|--|------------------|------------------|-------------------|------------------|------------------|------------------|-------------------|------------------|--------|--|------------------------------|
|  |  | 17年6月末<br>Jun-17 | 17年9月末<br>Sep-17 | 17年12月末<br>Dec-17 | 18年3月末<br>Mar-18 | 18年6月末<br>Jun-18 | 18年9月末<br>Sep-18 | 18年12月末<br>Dec-18 | 19年3月末<br>Mar-19 |        |  |                              |
| モバイル<br>Mobile   | au累計契約数<br>au subscriptions<br>(千契約/Thousand)              | 38,883           | 39,014           | 39,258            | 39,572           | 39,651           | 39,706           | 39,820            | 39,937           | -      |  |                              |
|  | スマートフォン浸透率<br>au smartphone penetration rate<br>(%)        | 62.8             | 63.8             | 64.7              | 66.0             | 66.9             | 67.8             | 68.6              | 70.1             | -      |  |                              |
|  | モバイルID数<br>Mobile IDs<br>(千/Thousand)                      | 26,026           | 26,083           | 26,236            | 26,464           | 26,596           | 26,700           | 26,796            | 26,947           | 26,980 |  |                              |
|  | au契約者数<br>au accounts<br>(千人/Thousand)                     | 24,956           | 24,817           | 24,737            | 24,691           | 24,626           | 24,568           | 24,520            | 24,501           | 24,000 |  |                              |
|  | MVNO契約数<br>MVNO subscriptions<br>(千契約/Thousand)            | 1,070            | 1,265            | 1,498             | 1,773            | 1,970            | 2,132            | 2,276             | 2,447            | 2,980  |  |                              |
| 固定<br>Fixed-line   | FTTH *1<br>(千回線/Thousand)                                  | 4,129            | 4,196            | 4,257             | 4,308            | 4,352            | 4,389            | 4,424             | 4,445            | 4,530  |  |                              |
|  | RGU対象世帯数<br>Households applicable to RGU<br>(千世帯/Thousand) | 5,333            | 5,343            | 5,368             | 5,382            | 5,432            | 5,450            | 5,468             | 5,475            | -      |  |                              |
|  | CATV RGU<br>(千RGU/Thousand)                                | 11,044           | 11,073           | 11,132            | 11,155           | 11,236           | 11,283           | 11,323            | 11,338           | -      |  |                              |
|  | バンドル率<br>Bundle ratio<br>(サービス/Services)                   | 2.07             | 2.07             | 2.07              | 2.07             | 2.07             | 2.07             | 2.07              | 2.07             | -      |  |                              |
| au スマートバリュー<br>au Smart Value  | au契約数<br>au subscriptions<br>(千契約/Thousand)                | 12,790           | 13,020           | 13,300            | 13,650           | 13,800           | 14,000           | 14,170            | 14,510           | -      |  |                              |
|  | 世帯数<br>Households<br>(千世帯/Thousand)                        | 6,330            | 6,470            | 6,630             | 6,770            | 6,850            | 6,950            | 7,020             | 7,100            | -      |  |                              |
| auスマートパス / auスマートパスプレミアム<br>au Smart Pass / au Smart Pass Premium<br>(千会員/Thousand)    |  | 15,290           | 15,340           | 15,420            | 15,530           | 15,460           | 15,460           | 15,450            | 15,490           | -      |  |                              |
| au WALLET プリペイドカード + クレジットカード *2<br>au WALLET Prepaid and Credit Card<br>(千枚/Thousand) |  | 21,300           | 21,800           | 22,400            | 23,100           | 23,600           | 24,200           | 24,800            | 25,400           | -      |  |                              |

\*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 有効発行枚数 / Number of valid cards



## 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・ライフデザインセグメント・ビジネスセグメント / Personal Services segment・Life Design Services segment・Business Services Segment

| 各種指標<br>Indicators   | FY2018.3 |       |       |       |                 | FY2019.3 |         |         |         |                 | FY2020.3                   |
|--|----------|-------|-------|-------|-----------------|----------|---------|---------|---------|-----------------|----------------------------|
|  | 1Q       | 2Q    | 3Q    | 4Q    | 通期<br>Full-year | 1Q       | 2Q      | 3Q      | 4Q      | 通期<br>Full-year | 通期予想<br>Full-year Forecast |
| 総合ARPA<br>Total ARPA (円/Yen)   | 6,530    | 6,540 | 6,500 | 6,410 | 6,500           | 6,500    | 6,560   | 6,590   | 6,580   | 6,560           | -                          |
| au通信ARPA<br>au ARPA (円/Yen)  | 5,970    | 5,970 | 5,910 | 5,780 | 5,910           | 5,840    | 5,870   | 5,870   | 5,860   | 5,860           | -                          |
| 付加価値ARPA<br>Value-added ARPA (円/Yen)   | 560      | 570   | 590   | 630   | 590             | 660      | 690     | 720     | 720     | 700             | -                          |
| 総合ARPA (新定義)<br>Total ARPA (New definition) (円/Yen)                          | -        | -     | -     | -     | -               | 7,170    | 7,450   | 7,460   | 7,650   | 7,430           | 7,650                      |
| au解約率<br>au churn rate (%)   | 0.91     | 0.79  | 0.78  | 0.96  | 0.86            | 0.71     | 0.64    | 0.72    | 0.98    | 0.76            | -                          |
| au端末販売台数<br>Number of units sold (千台/Thousand)                               | 2,070    | 2,100 | 2,530 | 2,340 | 9,030           | 1,860    | 2,000   | 2,200   | 2,460   | 8,520           | 8,200                      |
| うち スマートフォン販売台数<br>of smartphones (千台/Thousand)                               | 1,600    | 1,700 | 2,210 | 2,000 | 7,520           | 1,610    | 1,730   | 1,910   | 2,100   | 7,350           | 7,200                      |
| au端末出荷台数<br>Number of units shipped (千台/Thousand)                            | 1,810    | 1,970 | 2,830 | 2,250 | 8,860           | 1,760    | 1,840   | 2,530   | 2,170   | 8,300           | -                          |
| au経済圏 流通総額<br>au Economic Zone Gross Merchandise Value (十億円/Billions of Yen) | 406.0    | 443.0 | 500.0 | 541.0 | 1,890.0         | 561.0    | 608.0   | 658.0   | 691.0   | 2,517.0         | -                          |
| au WALLET 決済<br>au WALLET settlement (十億円/Billions of Yen)                   | -        | -     | -     | -     | 1,098.0         | -        | -       | -       | -       | 1,511.0         | -                          |
| au かんたん決済<br>au Carrier Billing (十億円/Billions of Yen)                        | -        | -     | -     | -     | 401.0           | -        | -       | -       | -       | 479.0           | -                          |
| その他<br>Others (十億円/Billions of Yen)  | -        | -     | -     | -     | 390.0           | -        | -       | -       | -       | 527.0           | -                          |
| au経済圏 売上高 *1<br>au Economic Zone Sales (十億円/Billions of Yen)                 | 119.0    | 130.0 | 148.0 | 164.0 | 560.0           | 144.0    | 167.0   | 180.0   | 218.0   | 709.0           | -                          |
| 決済・金融取扱高 *2<br>Transaction Volume of Settlement/Loan (十億円/Billions of Yen)   | -        | -     | -     | -     | -               | 1,021.0  | 1,024.0 | 1,140.0 | 1,239.0 | 4,424.0         | 4,900.0                    |
| IoT累計回線数<br>IoT lines (千回線/Thousand)   | -        | -     | -     | -     | -               | -        | -       | -       | -       | 8,000           | 10,000                     |

\*1 ライフデザインセグメントのグループ外売上+パーソナルセグメントのエネルギー、教育等の売上 / Revenue from external customers of Life Design Services segment + revenue from energy, education and others of Personal Services segment

\*2 au WALLETプリペイドカード、クレジットカードの決済額+auかんたん決済額+じぶん銀行決済額+ローン実行額 / Settlement amounts of au WALLET prepaid card, credit card, au Carrier billing and Jibun Bank and the transaction amount of loan from Jibun Bank

セグメント別主要サービス / Principal services included in each reportable Segment

|   |  |   |  |
|---|--|---|--|
| <b>新パーソナル<br/>New Personal<br/>Services Segment</b> | <b>旧パーソナル<br/>セグメント</b><br>Old Personal<br>Services Segment      | ・モバイル通信サービス / Mobile communications services<br>・端末機器販売 / Handset sales<br>・固定通信サービス / Fixed-line communications services   | <b>旧グローバルセグメント</b><br>Old Global Services Segment<br><br>・コンシューマサービス（ミャンマー、モンゴル）<br>Consumer services (Myanmar and Mongolia) |
|   | <b>ライフデザイン領域<br/>Life Design Domain</b>                          | ・端末修理、補償 / Handset repair and compensation<br>・コマース（au Wallet Market等） / Commerce (au Wallet Market etc.)<br>・エネルギー（auでんき等） / Energy (au Denki etc.)<br>・教育（イーオン等） / Education (Aeon etc.)            |  |
| <b>新ビジネス<br/>New Business<br/>Services Segment</b>  | <b>旧ライフデザイン<br/>セグメント</b><br>Old Life Design<br>Services Segment | ・auスマートパス等 / au Smart Pass etc.<br>・コマース（Wowma!等） / Commerce (Wowma! etc.)<br>・金融 / Finance   | ・グローバルICT（データセンター事業等）<br>Global ICT business (Data center business etc.)   |
|   | <b>旧ビジネス<br/>セグメント</b><br>Old Business<br>Services Segment       | ・モバイル通信サービス / Mobile communications services<br>・端末機器販売 / Handset sales<br>・固定通信サービス / Fixed-line communications services<br>・ICTソリューション / ICT solution services<br>・データセンター事業 / Data center business |  |

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

|   |   | au (沖縄セルラー含む / Including OCT) |                            |  | MVNO  |               |
|---|---|-------------------------------|----------------------------|--|---|---------------|
|   |   | スマートフォン<br>Smartphone         | フィーチャーフォン<br>Feature phone | データカード<br>タブレット・モジュール<br>Data card/<br>Tablet/Module | 連結子会社提供サービス<br>(一部サービスを除く)<br>Services provided by<br>consolidated<br>subsidiaries<br>(Excluding certain<br>services) | その他<br>Others |
| パーソナル<br>Personal   | au累計契約数<br>au subscriptions   | ○                             | ○                          | ○  | ○   | ○             |
|   | au解約率<br>au churn rate  |                               |                            |  |   |               |
|   | au端末販売台数 / au端末出荷台数<br>Number of units sold / Number of units shipped | ○                             | ○                          | —  | —   | —             |
|   | スマートフォン浸透率<br>au smartphone penetration rate                          |                               |                            |  |   |               |
|   | au契約者数 <sup>*1</sup><br>au accounts                                   | ○                             | ○ <sup>*5</sup>            | ○  | —   | —             |
|   | 総合ARPA<br>Total ARPA  |                               |                            |  |   |               |
|   | MVNO契約数 / MVNO収入 <sup>*2</sup><br>MVNO subscriptions / MVNO revenues  | —                             | —                          | —  | ○ <sup>*6</sup>   | —             |
|   | モバイルID数 <sup>*3</sup><br>Mobile IDs                                   | ○                             | ○ <sup>*5</sup>            | ○  | ○ <sup>*6</sup>   | —             |
| モバイル通信料収入 <sup>*4</sup><br>Mobile communications revenues |   |                               |                            |  |   |               |

\*1 同一名義契約を除いたau通信ARPA収入の対象契約数 / Number of subscriptions within the scope of au ARPA revenues, which excludes multiple subscriptions under the same identical name

\*2 連結子会社で提供しているMVNOサービスの契約数および通信料収入 / Based on MVNO services provided by consolidated subsidiaries

\*3 au契約者数+MVNO契約数 / au accounts + MVNO subscriptions

\*4 au通信ARPA収入+MVNO収入 / au ARPA revenues + MVNO revenues

\*5 プリペイドを除く / Excluding prepaid

\*6 他事業者のネットワーク回線を使用するサービスを含む / Including services using networks of other operators