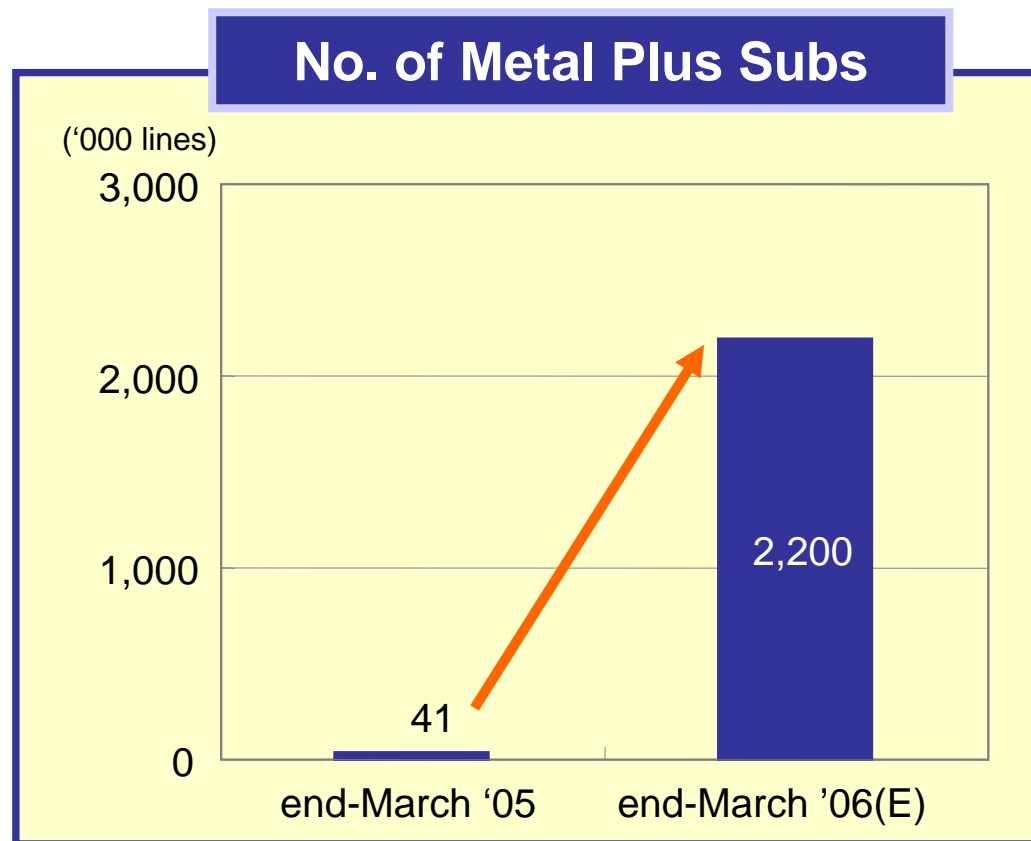


# 1. Sales of Metal Plus During Launch Period

Sales during launch period progressed as expected in consumer sector while saw wait and see attitude among corporate customers as Metal Plus is new service.

Aim for 2.2M activated lines by end of FY 2006.3 through expanded service area.

Achieve differentiation and greater customer convenience by combining fixed-line and mobile phone bills.

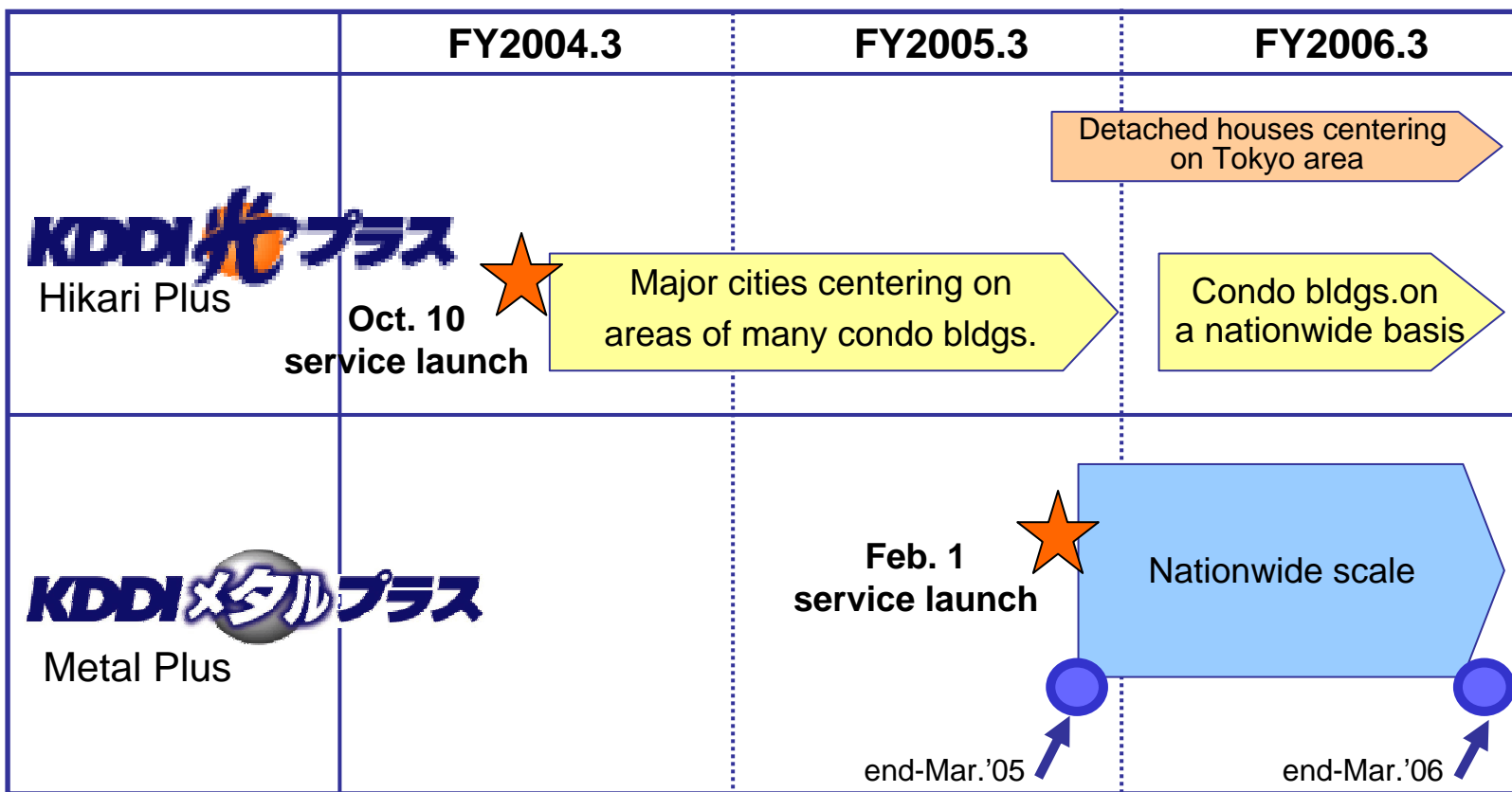


Note: No. of Metal Plus line subscriptions (incl. those not yet activated) at end-March 2005 was 417,000.

# 2. Development Plans for Hikari/Metal Plus (1)

## Roll-out Plans

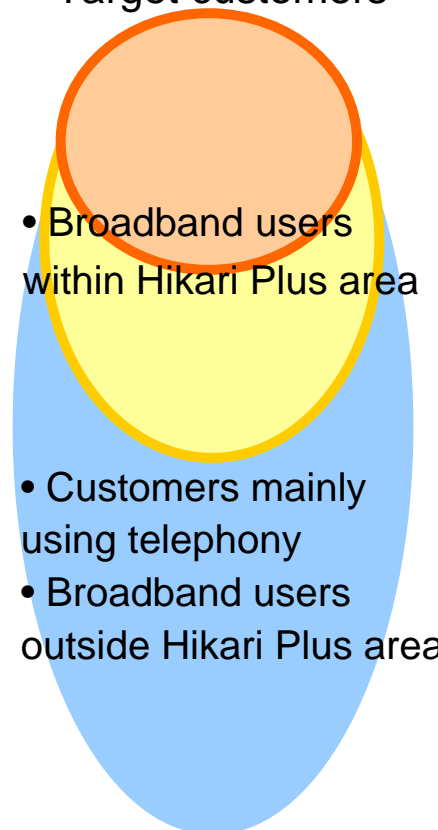
- Expand sales of direct access services centering on Metal Plus in FY 2006.3.
- Roll-out Hikari Plus flexibly in line with customer take-ups in the FTTH market.



end-Mar.'05  
pop coverage 20%  
(300GC)

end-Mar.'06  
Planned pop coverage 75%  
(1,800GC)

### Target customers



## 2. Development Plans for Hikari/Metal Plus (2)

Expand CDN (Contents Delivery Network) and GC rings as common backbone to promote direct access services such as Metal Plus and Hikari Plus.

