

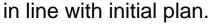
### 1. METAL PLUS

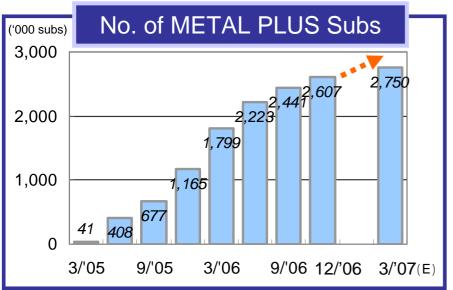


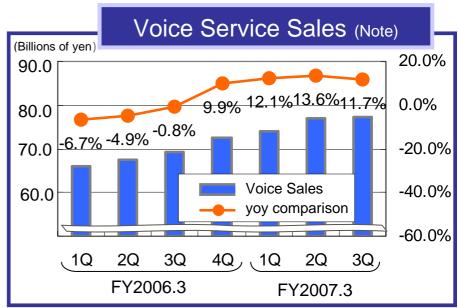
Fixed-line **Business** 

No. of METAL PLUS subs increased to 2.61M at end-Dec., leading to an upturn in voice sales.

In FY2008.3, expect to make a turnaround in METAL PLUS service







(Note) KDDI parent company base **Operating Income Image for METAL PLUS** Year-3 0 Year-2 Year-1 FY2007.3(E) FY2008.3(E) FY2006.3



## 2. FTTH Initiatives (1)



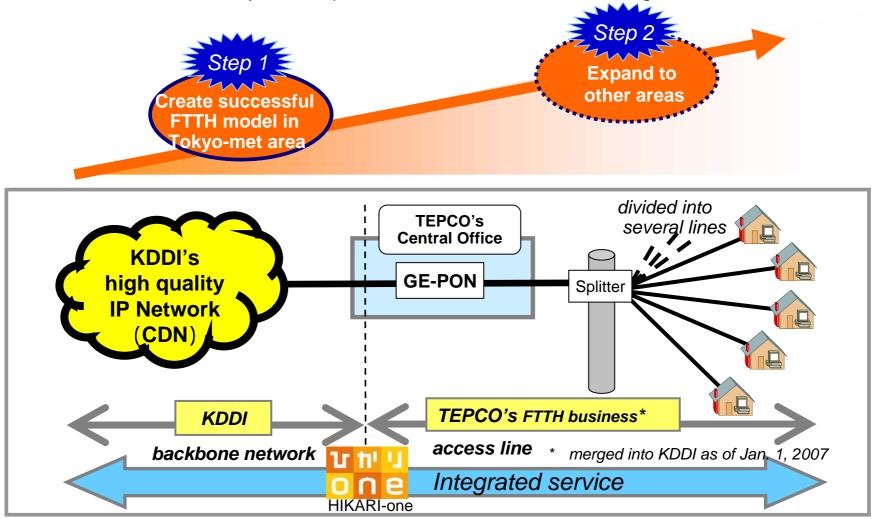
Fixed-line Business

Changed the name to "HIKARI-one" and started integrated FTTH service with TEPCO under new brand in June 2006.



Completed integration of TEPCO's FTTH business (on Jan. 1, 2007).

Aim for a 30% share in Tokyo-Metropolitan service area over mid-long term.





# 2. FTTH Initiatives (2)



Fixed-line Business

#### **Synergy of Business Integration**

- ➤ Enhanced FTTH biz base; 560k lines (KDDI:220k, TEPCO: 340k (end-Dec. '06)
- Can flexibly expand coverage in line with demand in each area by establishing own optical access network, leading to more efficient and agile business development.
- ➤ Efforts with PLC (Power Line Communications)

Note: TEPCO figure refers only to TEPCO Hikari lines.

#### **Current Efforts**

- ➤ Sales & Marketing:
- Expand sales channels
- Expand ISP connections: 7 ISPs (end-Dec. '06)
- ➤ Post-integration Organization (Engineering): Set up a consistent construction & maintenance system within Engineering Sector and establish joint venture with TEPCO to ensure smooth operations.

### **Effect of Biz. Integration(4Q)**

Operating Revenues: approx. ¥ 3.0B

Operating Expenses: " ¥ 12.0B

(of Goodwill amortization: " ¥ 2.0B)

Operating Income: " ¥ 9.0B

Note: Outlook of aggregate goodwill is ¥ 55.0B, which is planned for amortization over 7 years.



## 3. Business Outlook for Fixed-line Biz.

Fixed-line Business

In FY2008.3, expect to make a turnaround in Fixed-line Business (excl. FTTH).

Project operating loss to bottom out in FY2006.3 in Fixed-line Business incl. FTTH, even taking into account absorption of TEPCO's FTTH business.

