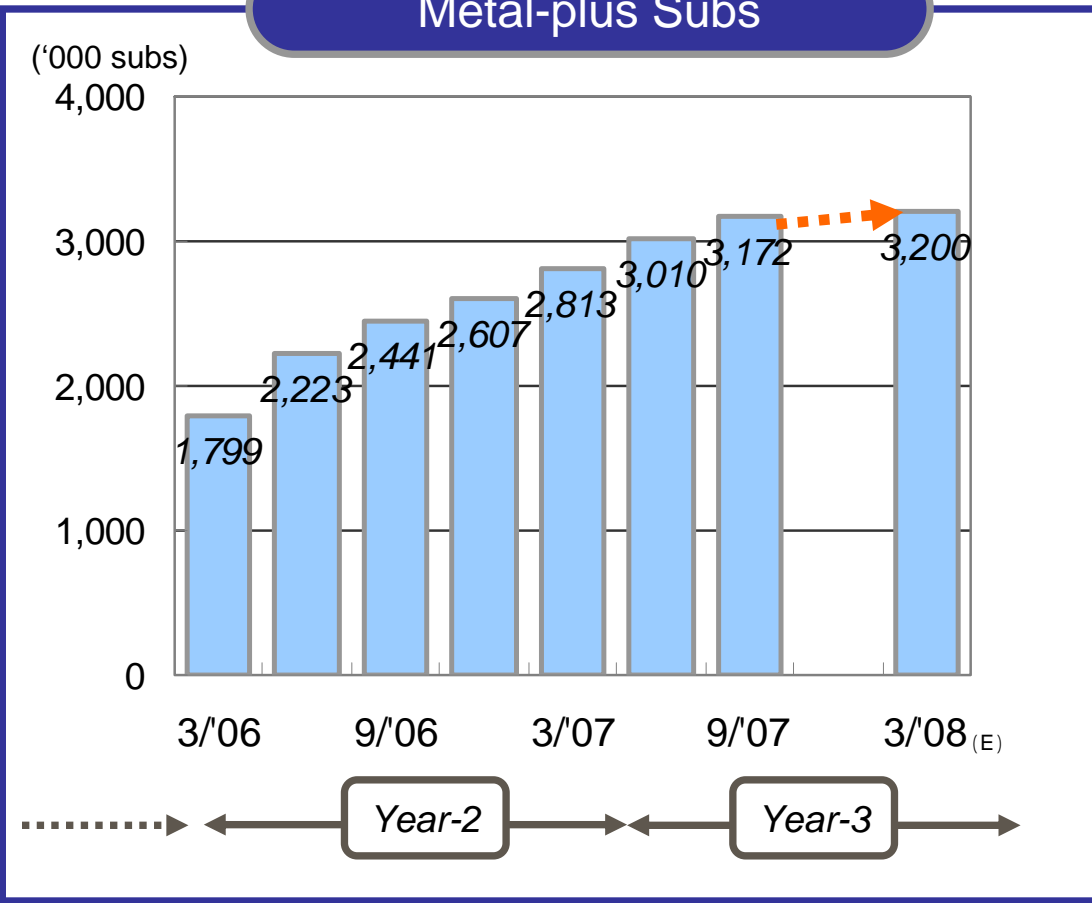


1. Metal-plus

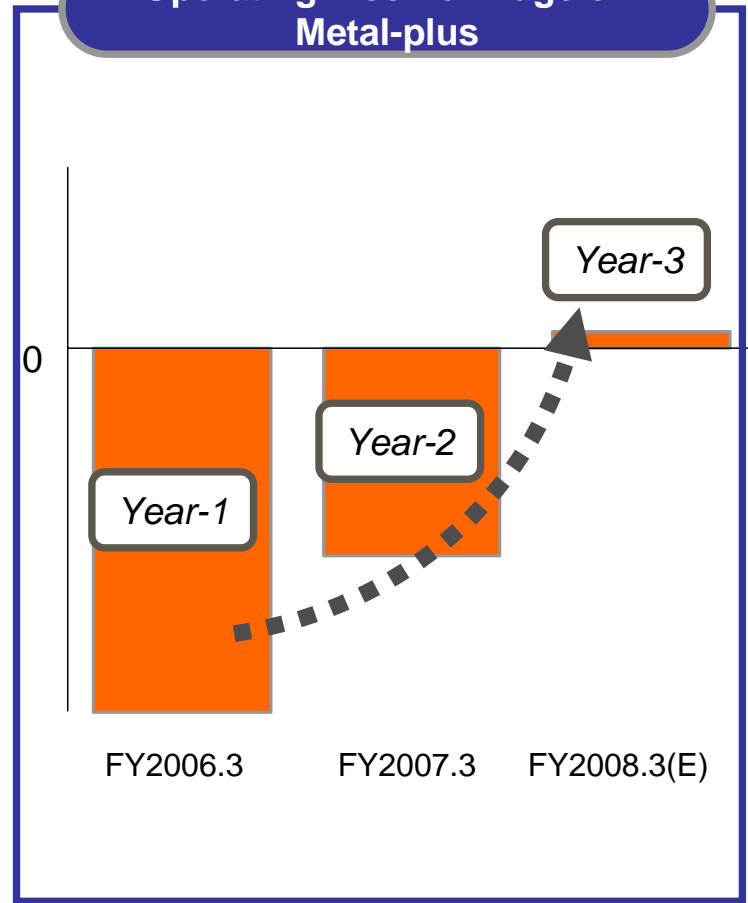
■ No. of Metal-plus subs rose to 3.17M at end-September.



Metal-plus Subs



Operating Income Image of Metal-plus



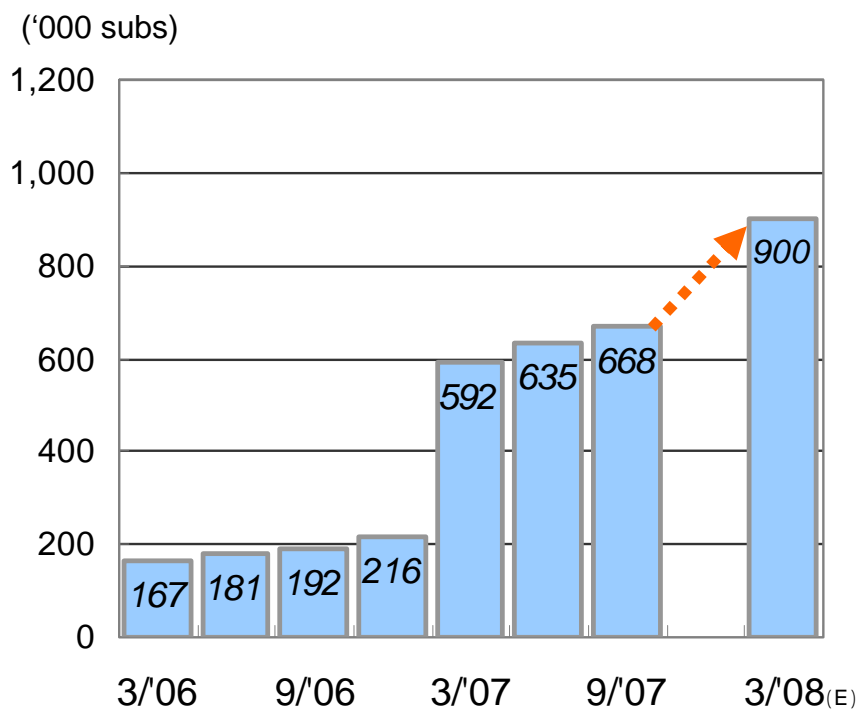
Note: Including ADSL one.

2. HIKARI-one (FTTH) (1)

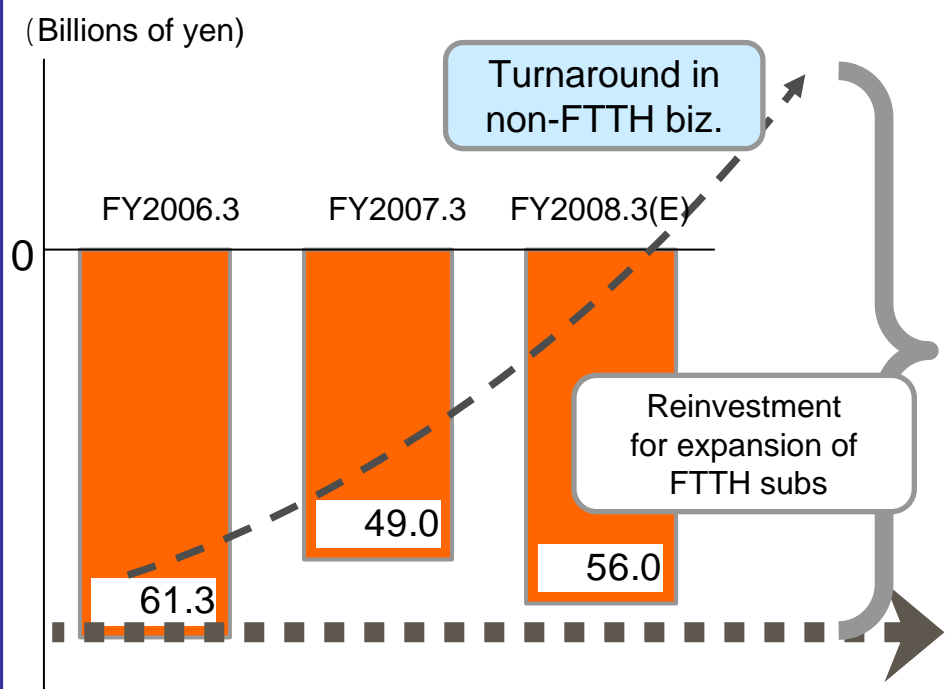


■ No. of HIKARI-one (FTTH) subs increased to 0.67M at end-September.

HIKARI-one Subs



Operating Income Image for Fixed-line Biz



2. HIKARI-one (FTTH) (2)



- Reinforce sales force including sales channels and competitiveness of products.
- In 2H, expand sales for condos and for homes in the Tokyo-Metropolitan area.

Course Name (Targeted area)	HIKARI-one Condo (All major cities nationwide)	HIKARI-one Home (Tokyo-Metropolitan area)
Challenges	➤ Intensify sales force	➤ Strengthen product competitiveness
Initiatives to take	Sales & Marketing	<ul style="list-style-type: none"> ➤ Fully utilize the channels of the consumer business domain. ➤ Increase customer touch points through multi-ISP ➤ Sales shift from Metal-plus to FTTH ➤ Strengthen developer sales (HIKARI-one Condo)
	Product	<ul style="list-style-type: none"> ➤ Develop products suited to market needs (DVD Burning)* ➤ Change ISP brand from "DION" to "au one net" and strengthen linkage with "au."

Strengthen sales efforts and product competitiveness for FTTH business. Also, establish successful models targeting homes in the Tokyo-Metropolitan area.

* DVD Burning is a service enabling users to download DVD video that is for sale.