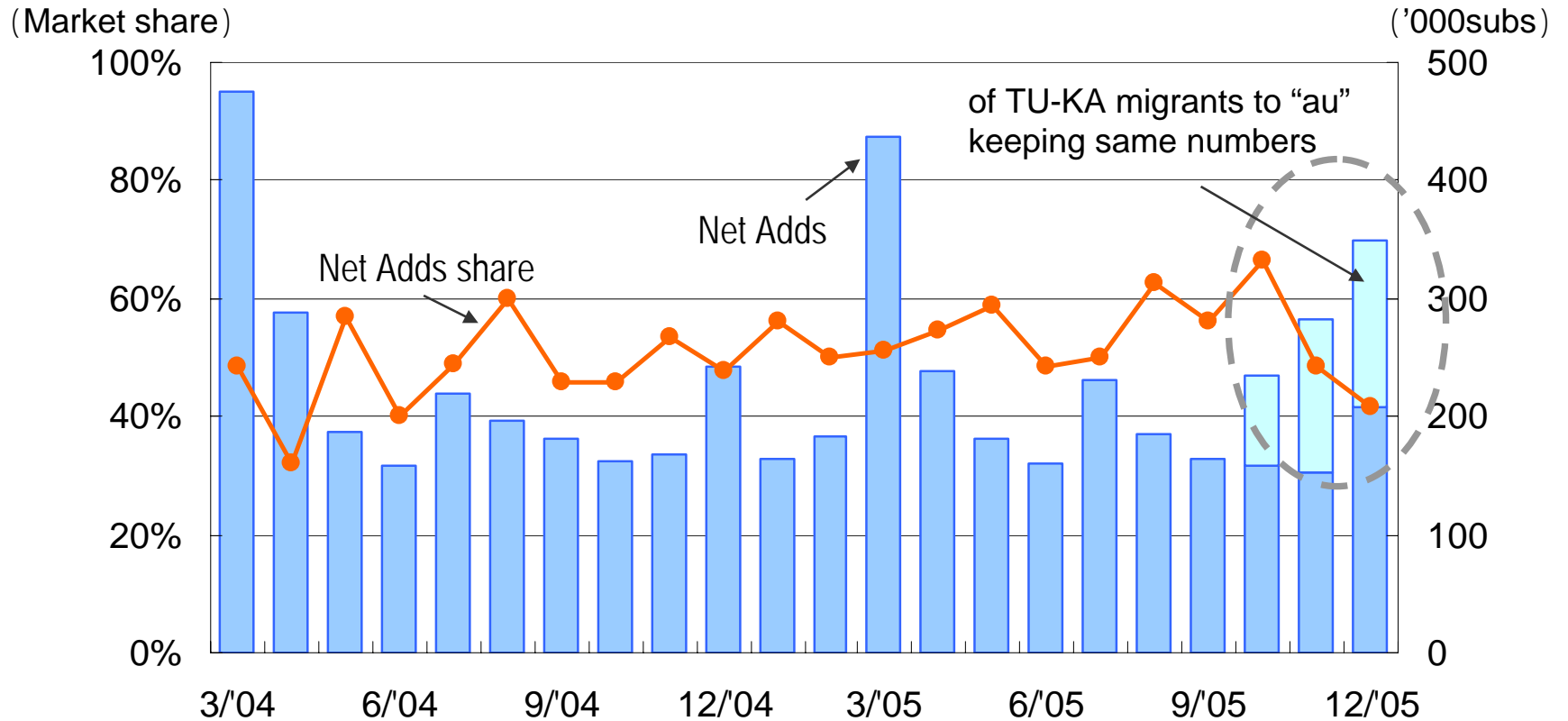


1.1. Net Additions



Share of :

full-year/FY2005.3

1-3Q/FY2006.3

*The line chart excludes the effect of TU-KA migration in the net-adds share.

Net Adds

<50.4%>

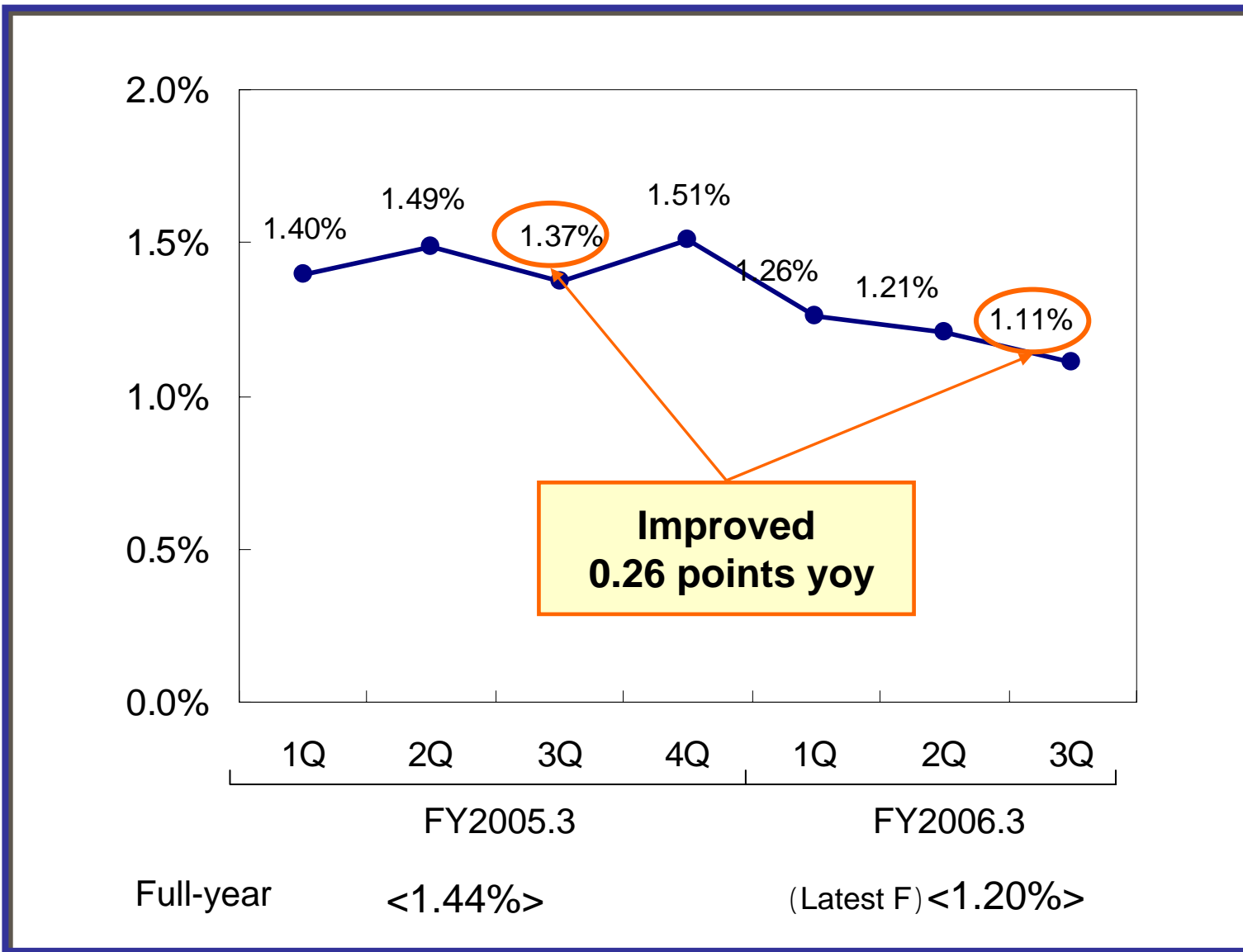
<63.8%>

Total subs

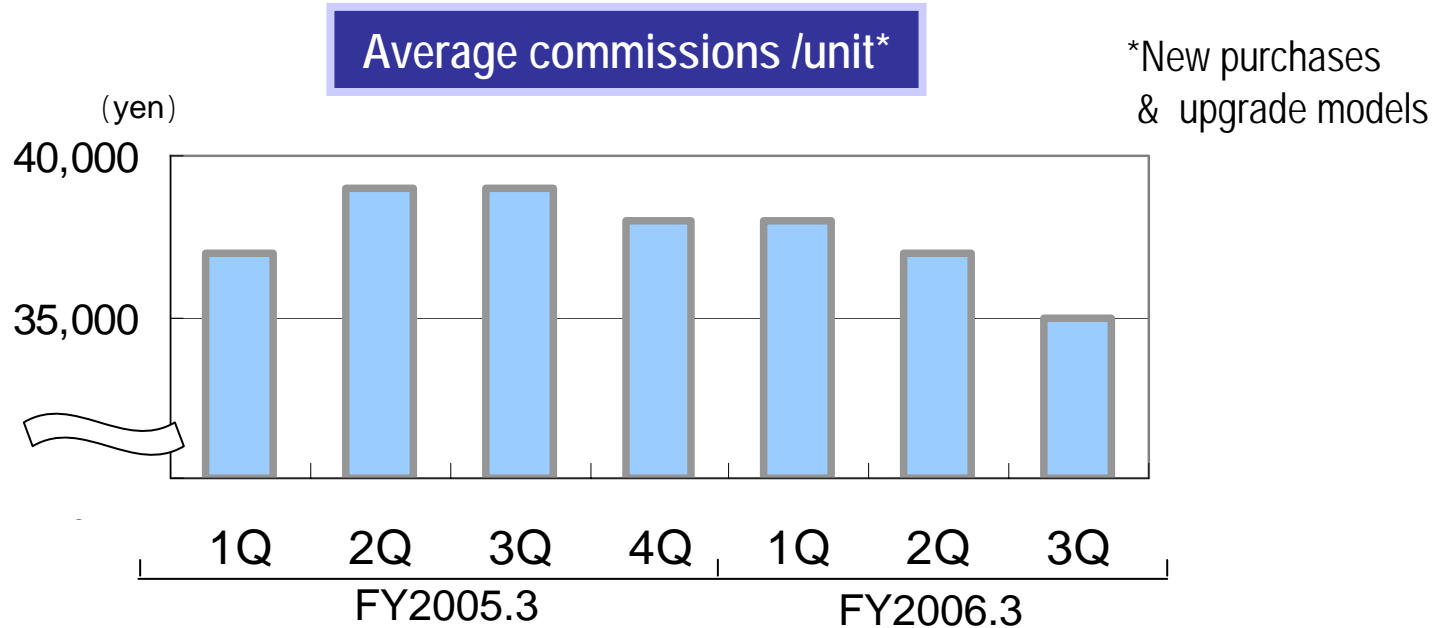
<22.5%>

<23.9%>

1.2. Churn Rate

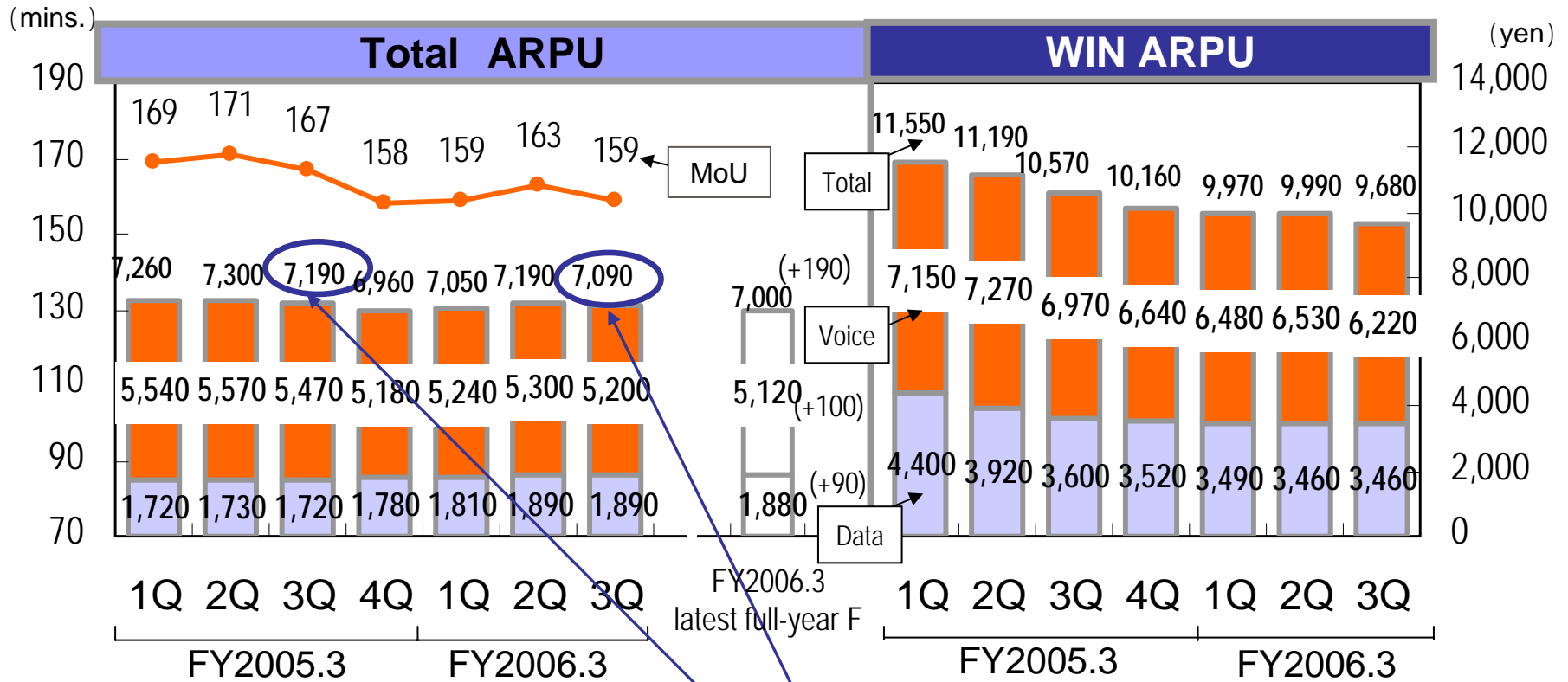


1.3. Sales Commissions



	FY2005.3					FY2006.3(E)				FY2006.3 Previous F
	1Q	2Q	3Q	4Q		1Q	2Q	3Q	Latest F	
Sales commissions (Billions of yen)	94.0	114.0	112.0	124.0	444.0	102.0	119.0	119.0	488.0	457.0
Average commissions/unit (yen)	37,000	39,000	39,000	38,000	38,000	38,000	37,000	35,000	37,000	38,000
Number of units sold ('000 units)	2,550	2,930	2,870	3,230	11,590	2,700	3,220	3,370	13,120	12,100

1.4. Trend of ARPU



Full-year total ARPU < ¥ 7,170 >
of Voice < ¥ 5,430 >
of Data < ¥ 1,740 >

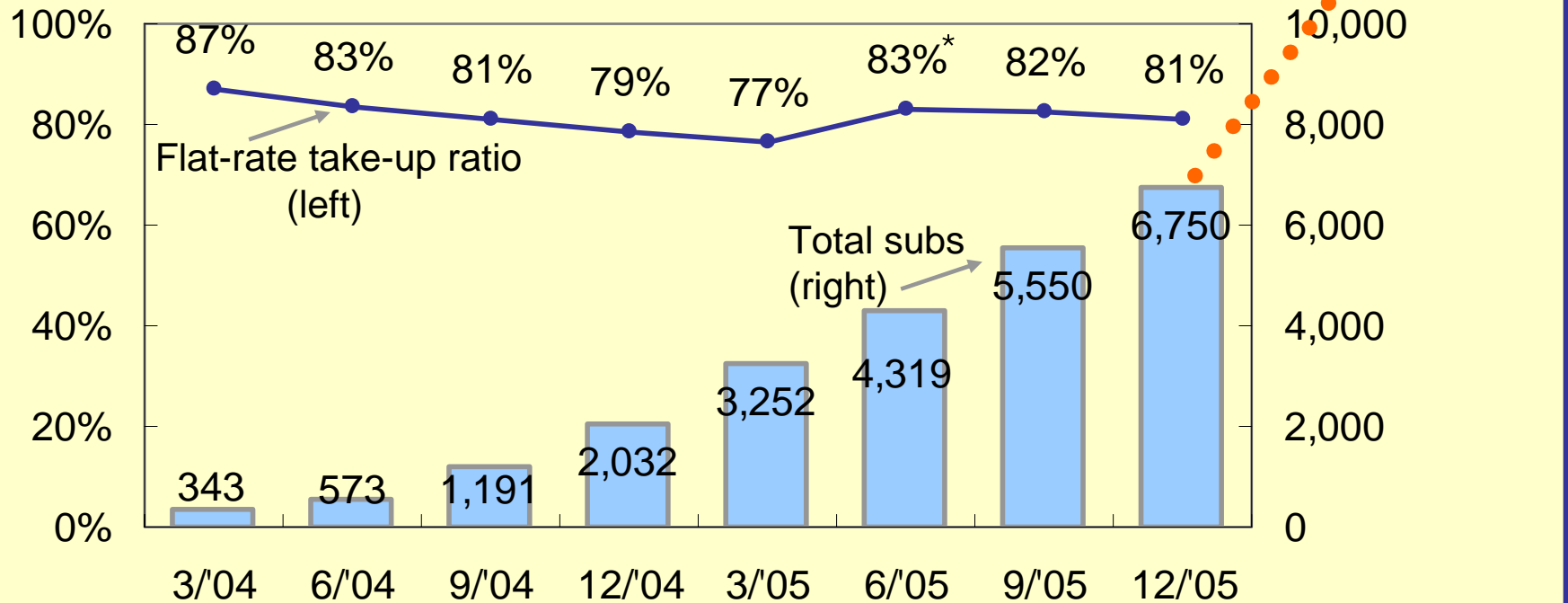
yoy change
total ¥ 100 (1.4%)
of Voice ¥ 270 (4.9%)
of Data + ¥170 (+ 9.9%)

2. Update on WIN(1)

Expanded flat-rate plan to even wider customer base through commencement of Double Teigaku "Light" in May 2005.

Growth of WIN & Flat-rate Subs

3/'06 Target
approx. 8,180k

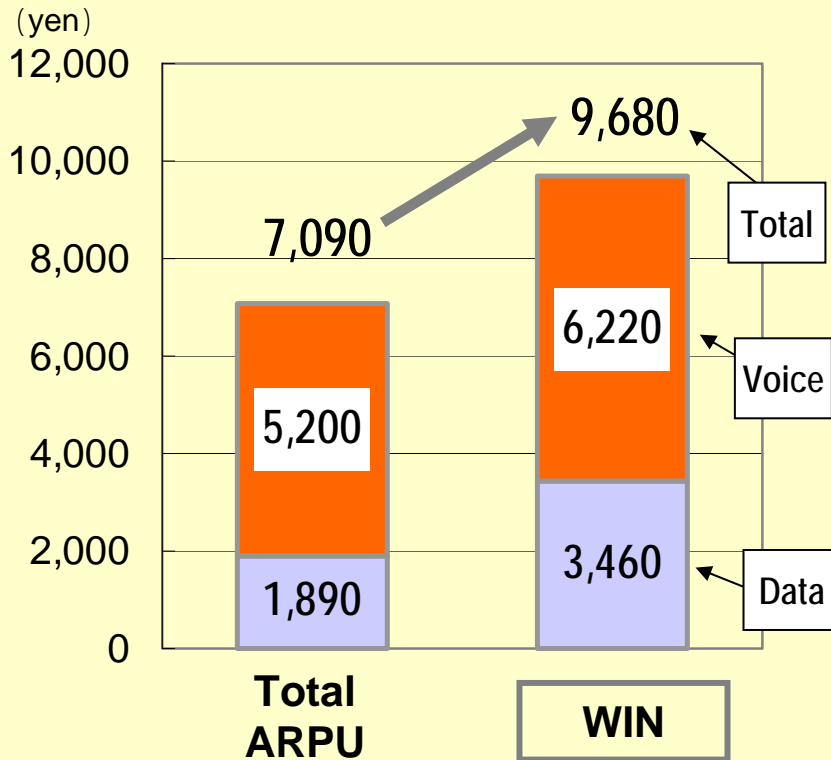


Note: Flat-rate take-up ratio at end-June and thereafter includes Double Teigaku "Light" subs in line with the launch of service in May 2005. Former Packet-Discount WIN subs, who were automatically shifted into Double Teigaku "Light" after May 2005, account for 6% at end-March 2005.

2. Update on WIN(2)

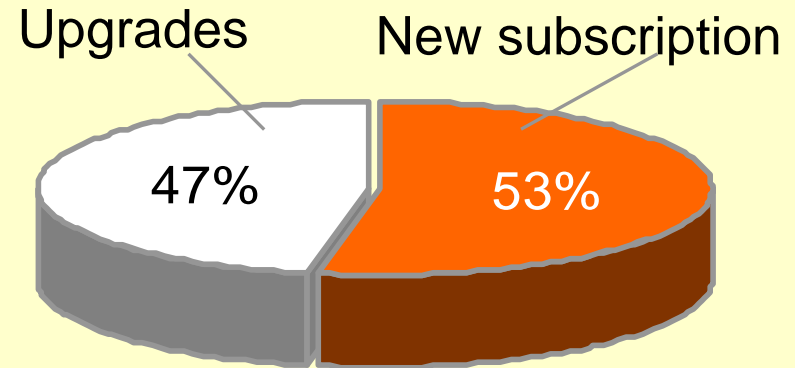
WIN has continued to capture high-end users from other companies with proportion of new subscriptions at around half.

ARPU



Note: ARPU of 3Q/FY06.3.

Breakdown of WIN Subs

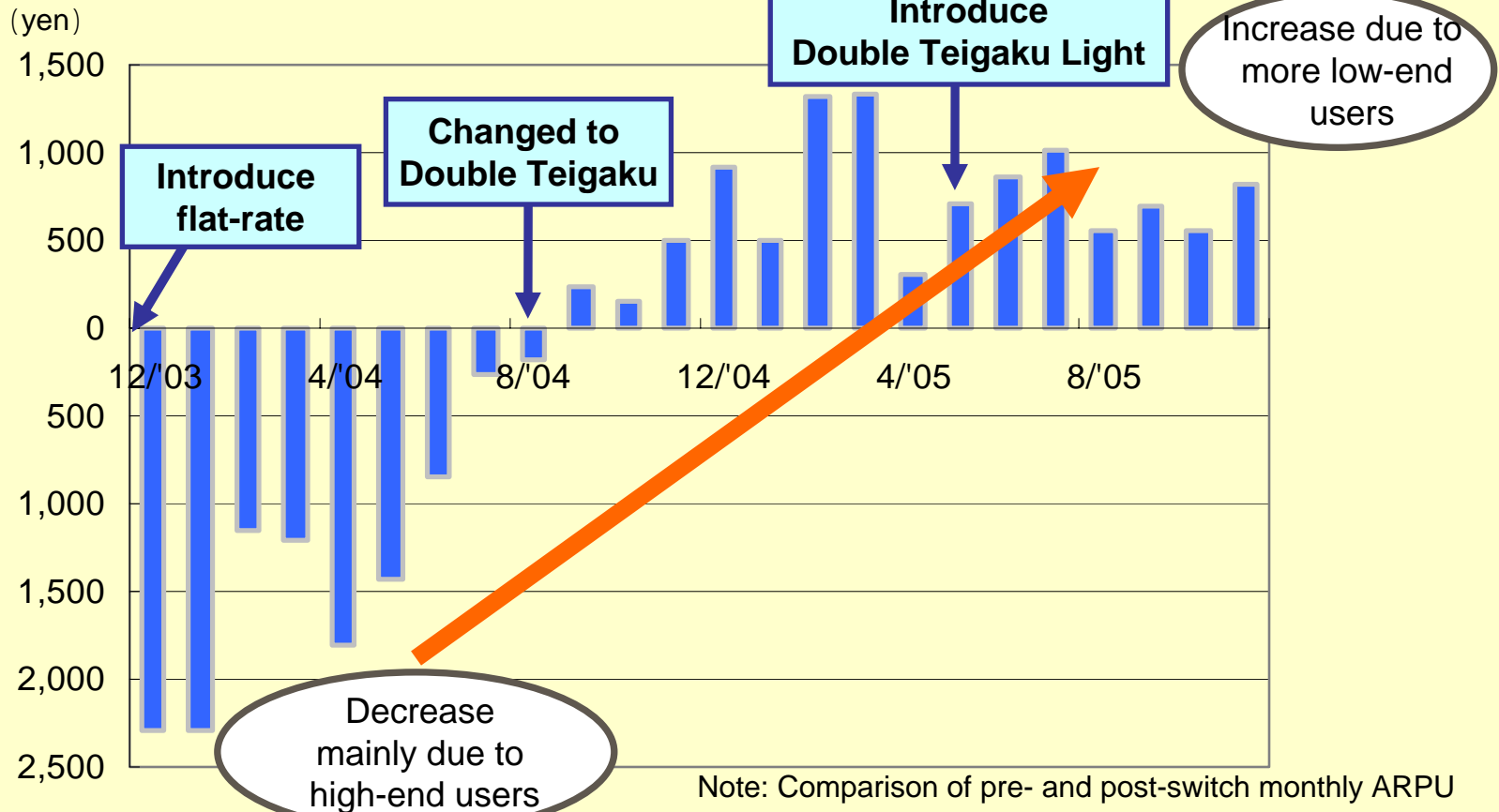


Note: Percentage of the simple total of subs who sign up in 3Q/FY06.3.

2. Update on WIN(3)

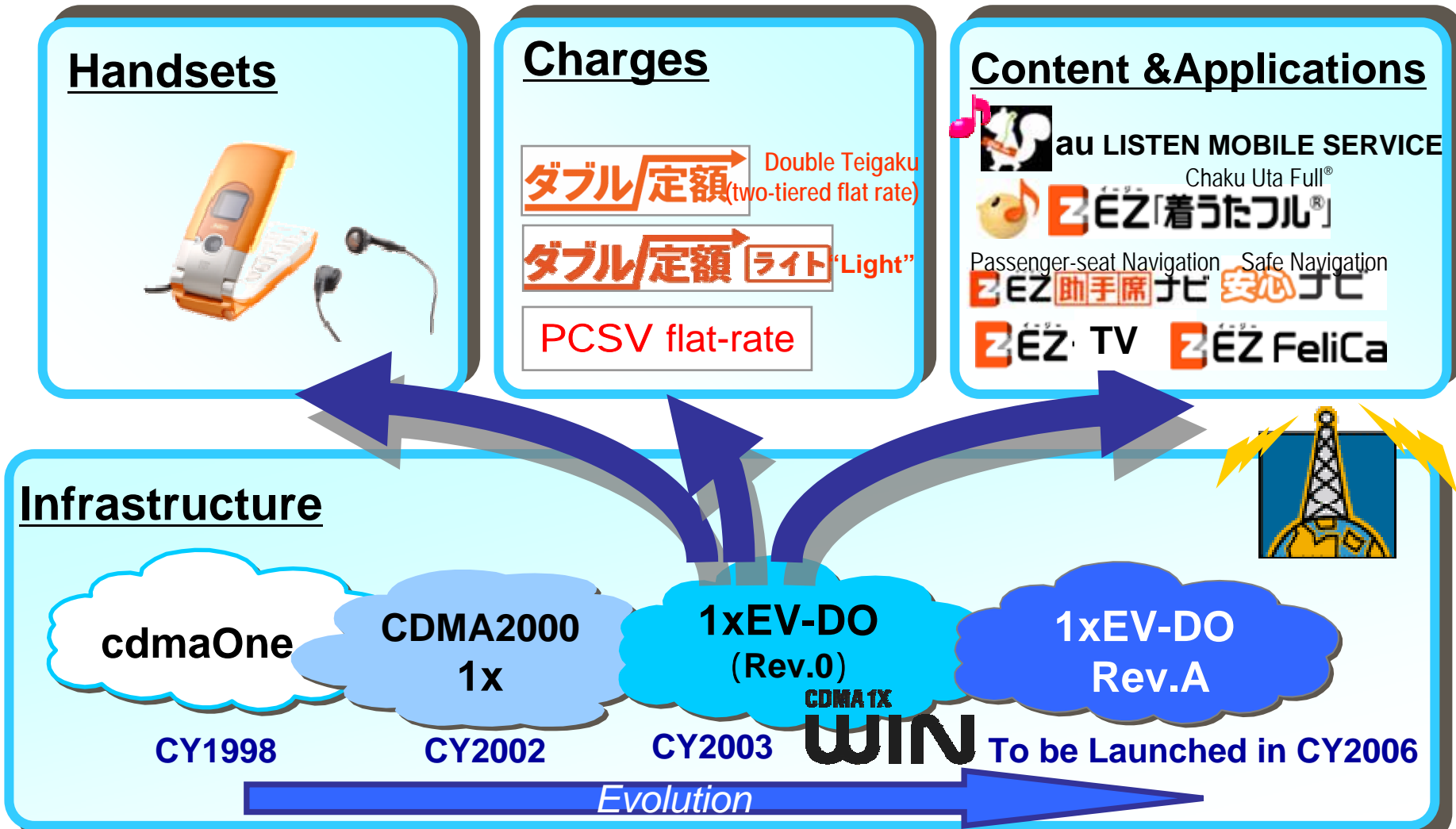
During launching period, WIN had a negative effect with data high-end users shifting to flat-rate but post-switched ARPU turns to be on an upward trend since DoubleTeigaku (Two-tiered flat-rate plan) was introduced.

Changes of ARPU : 1X WIN



3. Boost All-Round Product Attractiveness

Promote differentiation by leveraging competitive advantage in infrastructure to boost all-round product attractiveness in terms of handset, charges and content.



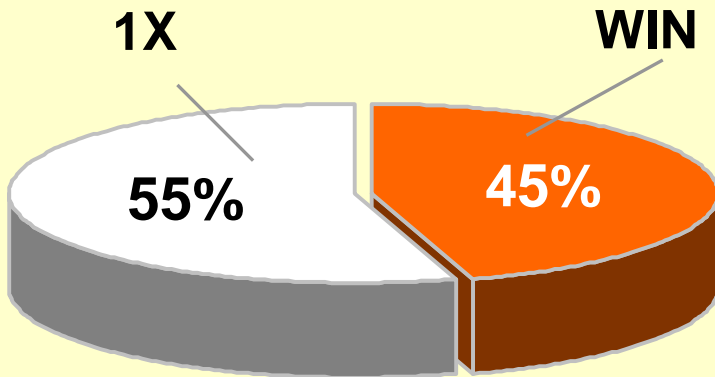
* PCSV: PC site viewer

4. Update on Initial Shift of TU-KA Subs into "au"

Support smooth migration to "au" by enabling TU-KA customers to keep the same phone numbers (by cancel TU-KA contract & commence "au" contract) even before introduction of MNP.

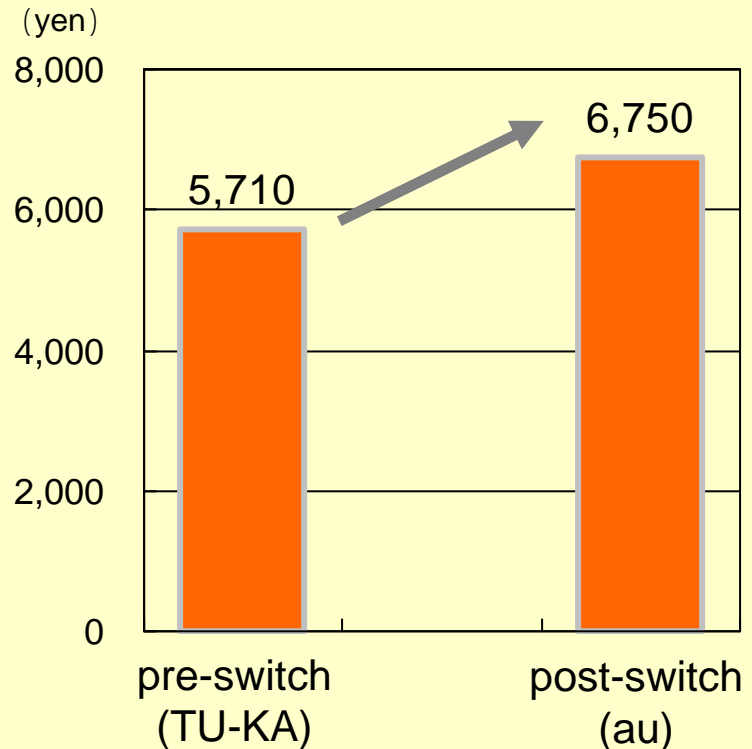
Half of TU-KA customers chose WIN handsets, resulting increased ARPU.

Breakdown of Subs



Note: Percentage of the simple total of subs who migrated into "au" in 3Q/FY06.3.

ARPU



Note: Comparison of pre- and post-switch monthly ARPU for the month when users switched to "au" in Oct. & Nov.