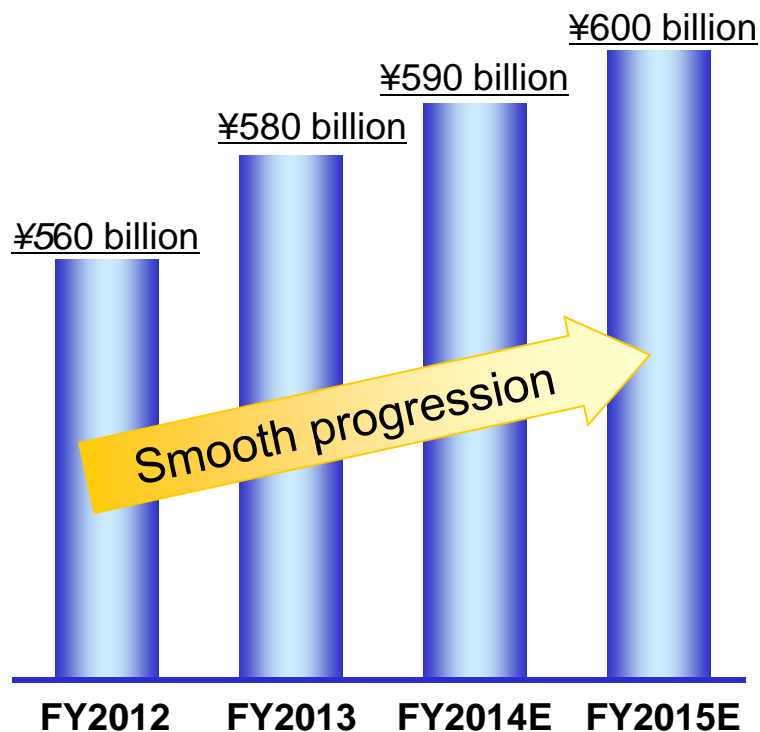


- Efforts to achieve sales of 600 billion yen in the business sales segment are on track, with a target of ¥590 billion sales in FY2014

## Sales Progress in Business Sales Segment



## Specific Initiatives

- ✓ Build alliances with local vendors with strengths in particular businesses
- ✓ Expand provision of business networks
  - Provide Business Ether Burst Plan (April 2013~) (maximum speed of 1 Gbps bandwidth 200 Mbps)
- ✓ As a BCP measure, expand data center business in response to growing demand for backup services in the Tokyo area
- ✓ Further boost sales by assigning performance-based sales teams
- ✓ Enhance service lineup
  - Provide "Office Anshin Pack," an ICT support menu starting at ¥500/month for small- and medium-sized businesses (April 2014~)
  - Expand total voice solutions services, including those provided on-premises, by strengthening voice cloud services