

Expanded Use of FLET'S Hikari and Expanded NGN Coverage Areas

Expanding fiber-optic coverage for multi-dwelling units

- Promotion of optical wiring
- Increased marketing targeting multi-unit residences

Opening up unused layers of the Internet usage

- Diversifying purchase channels and creating use scenarios through alliances with other companies.
Partners include:
Nintendo, Japan Post, Osaka Gas
- Strengthen efforts in video services such as "Hikari TV" and "FLET'S TV"
- Expand Optical LINK series lineup

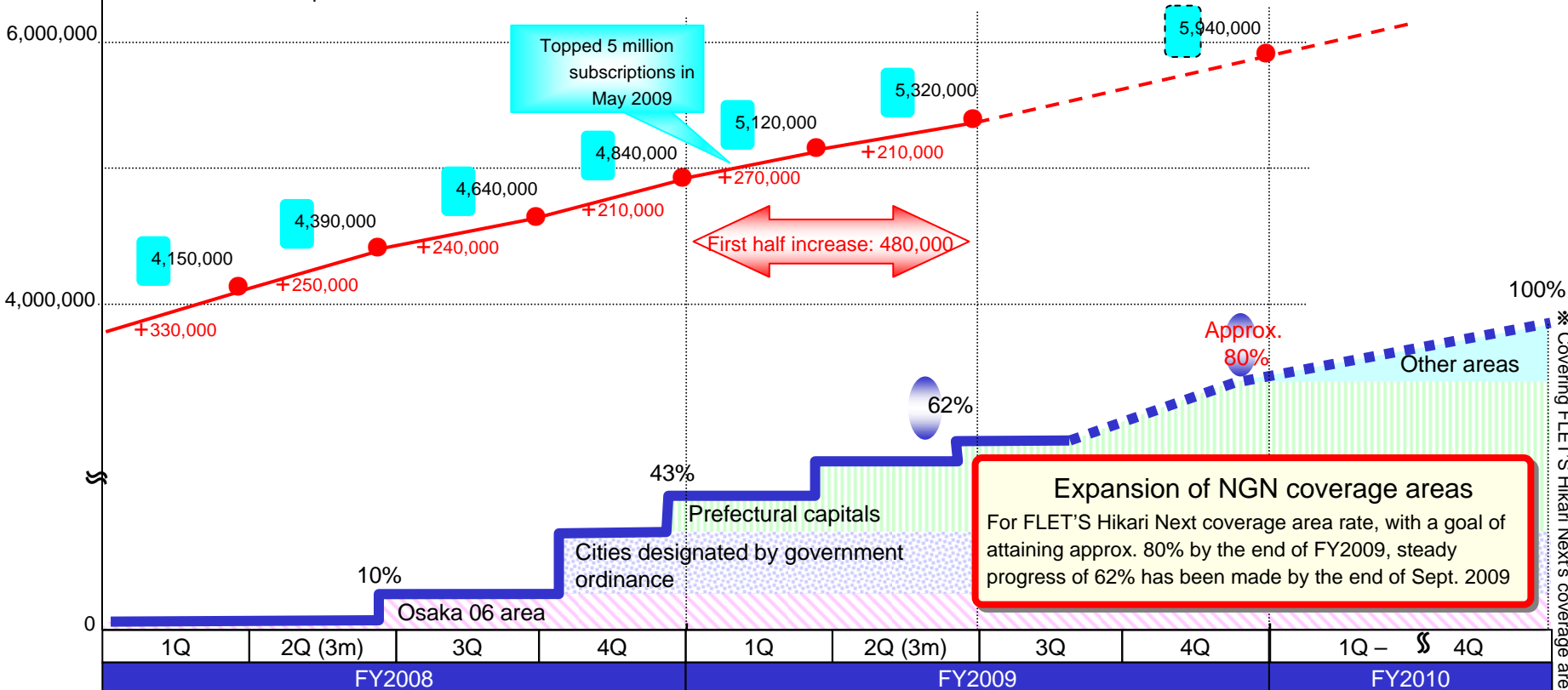
Using NGN to create new demand

- SaaS-type businesses
 - Circuit information reporting function (Sept. 2009)
 - Software streaming distribution function (planned for Jan. 2010)
 - Information fee collection agency (planned for Jan. 2010)
- Launch "NGN Partners' Forum" with goal of creating new businesses that use NGN (Nov. 2009)

Stronger measures to prevent cancellations

- Greater understanding of customer needs and usage and enhanced customer support
- Review of member program (Club NTT-West) and website enhancements
- Enhanced marketing of supplementary services such as video services

Number of FLET'S Hikari subscriptions



Expansion of NGN coverage areas
 For FLET'S Hikari Next coverage area rate, with a goal of attaining approx. 80% by the end of FY2009, steady progress of 62% has been made by the end of Sept. 2009

*Coverage rate: ratio accounted for by existing FLET'S Hikari coverage area