

# FY2011 Forecast

(Billions of yen)

| Item                                  | FY2011 Forecast | FY2010  | Increase (Decrease) | [Reference] FY2011 Business Plan | Increase (Decrease) |
|---------------------------------------|-----------------|---------|---------------------|----------------------------------|---------------------|
| Operating Revenues                    | 1,704.0         | 1,758.0 | (54.0)              | 1,701.0                          | 3.0                 |
| IP Services Revenues                  | 641.0           | 582.0   | 58.9                | 641.0                            | 0.0                 |
| Existing Services Revenues            | 921.0           | 1,015.2 | (94.2)              | 918.0                            | 3.0                 |
| Voice Transmission Services Revenues* | 652.0           | 729.0   | (77.0)              | 652.0                            | 0.0                 |
| Supplementary Businesses Revenues     | 142.0           | 160.6   | (18.6)              | 142.0                            | 0.0                 |
| Operating Expenses                    | 1,649.0         | 1,708.4 | (59.4)              | 1,656.0                          | (7.0)               |
| Personnel Expenses                    | 109.0           | 110.7   | (1.7)               | 106.0                            | 3.0                 |
| General Expenses                      | 1,066.0         | 1,114.2 | (48.2)              | 1,072.0                          | (6.0)               |
| Capital Charges                       | 407.0           | 416.2   | (9.2)               | 410.0                            | (3.0)               |
| Taxes and Dues                        | 67.0            | 67.1    | (0.1)               | 68.0                             | (1.0)               |
| Operating Income                      | 55.0            | 49.6    | 5.3                 | 45.0                             | 10.0                |
| Recurring Profit                      | 65.0            | 63.0    | 1.9                 | 55.0                             | 10.0                |
| Net Profit                            | 49.0            | 49.0    | 0.0                 | —                                | —                   |

\* Partial listing only.