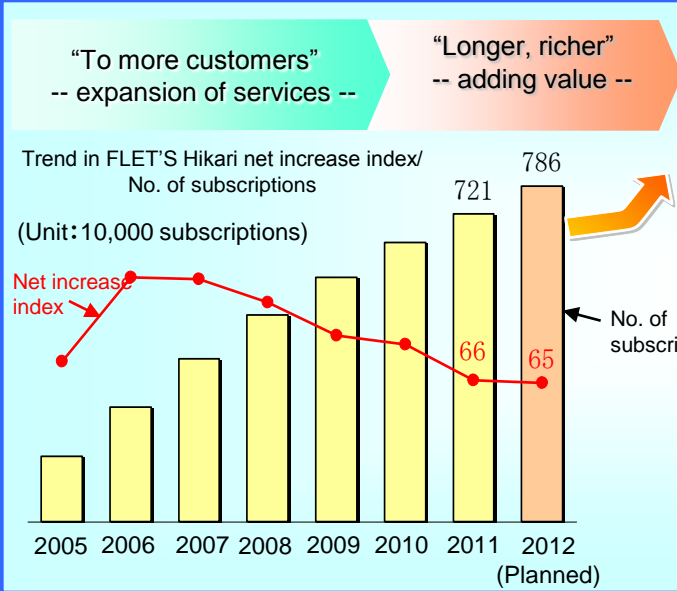


- NTT West will offer attractive discount plans for long-term users, promote new use scenarios through FLET'S Hikari Wi-Fi, take measures to “promote the use” of optical services, and work to increase Operating Revenues for IP-related services by achieving a net increase in optical users.  
**NTT West will move from “offering a broadband environment to more customers” to “offering an enriched broadband experience.”**
- In addition, NTT West will make an effort to “strengthen its financial foundation” through continuous cost reductions, and strive to reach its profit target.
- Further, in the field of growth strategy, NTT West will work to create a new revenue source to follow “cloud” and “le-deji” (home digital) services and develop it as an important pillar of its revenues.

Achieving Net Increase in Optical Users

## Expansion of IP related revenues



- **Enhancing rate plans and services for long-term use**
  - Actively promote *Hikari Motto Discounts*
  - Expansion of FLET'S Hikari Light services
  - Improve appeal of “Club NTT-West”

- **Providing new use scenarios**
  - ① **Promotion of FLET'S Hikari Wi-Fi**
    - Provide Hikari Mobile Pack
    - Expand FLET'S Spot areas
    - Enhance support systems
  - ② **Providing new services through alliances**
    - *Kurashi Full Services*, Hikari Device Warranty, Hikari BOX+, etc.

Expansion of growth strategy businesses

- Cloud businesses
- le-deji, etc.

+

➔ Create a new service, mainly through alliances, that will be developed as an important pillar of revenues

Cost Reductions

## Strengthening the financial foundation

- Committing to increased self-manufacturing and improving productivity
- Streamlining capital investments
- Further consolidating of bases