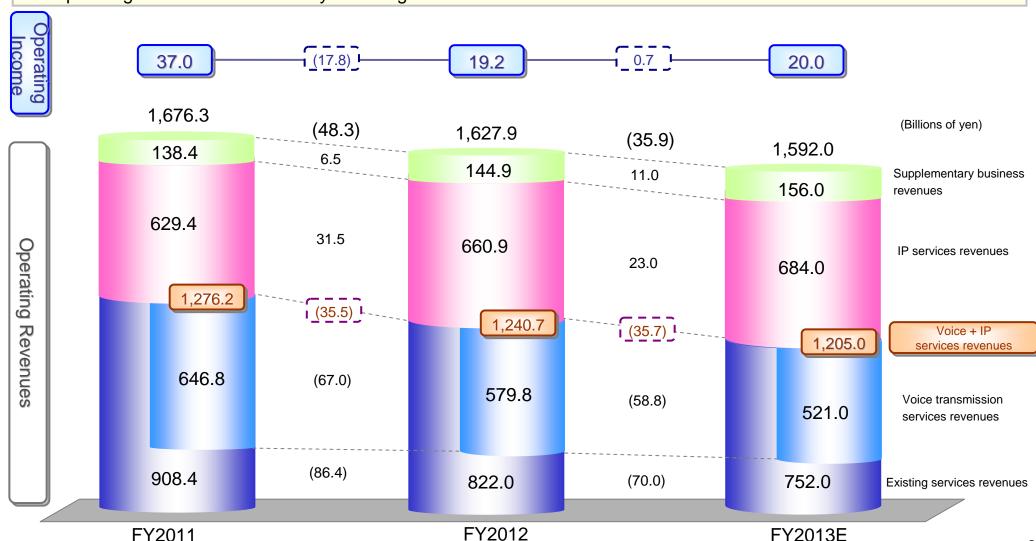
Changes in Operating Revenues and Operating Income



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- ➤ FY2012: Operating Revenues decreased from the previous fiscal year by 48.3 billion yen, due to, among other factors, a decrease in Voice + IP services revenues of 35.5 billion yen.
- ➤ FY2013: While Operating Revenues are predicted to decrease by 35.9 billion yen, NTT West aims to increase Operating Income to 20.0 billion yen through cost reductions.



Figures are rounded down to the nearest billion.