

III. Increasing Hikari Services

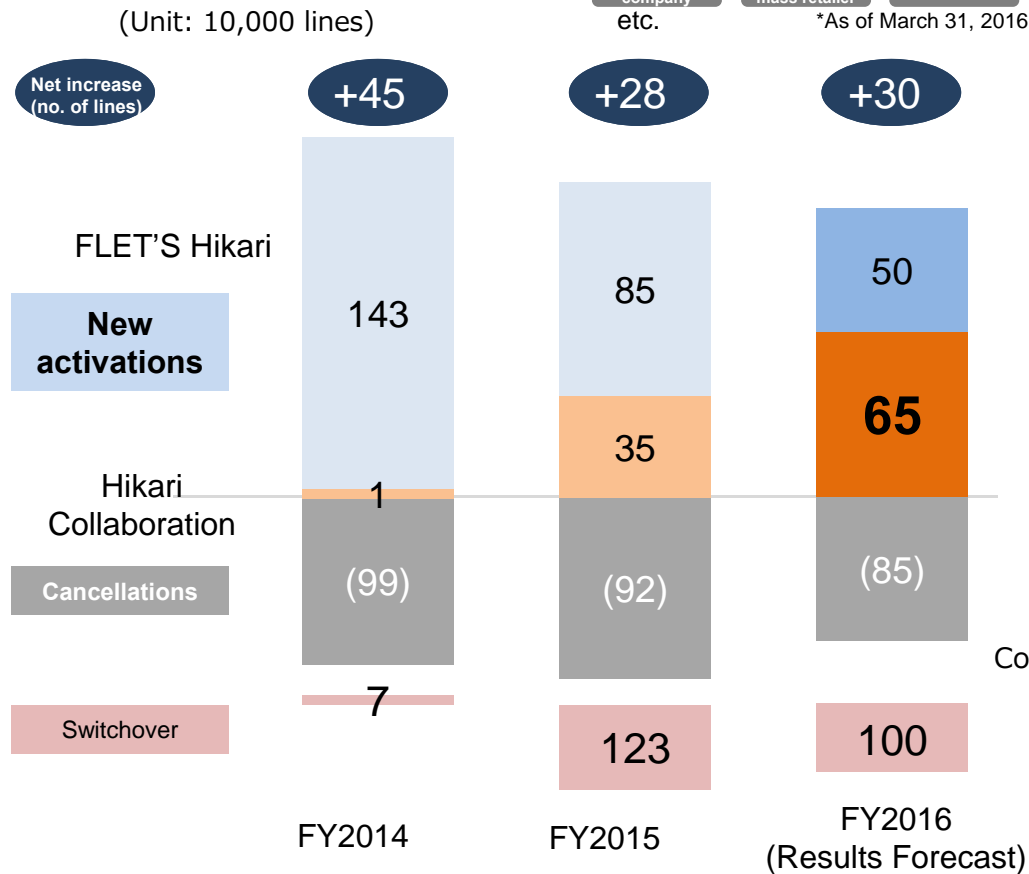
Hikari Service Sales (no. of lines)

- Promote activations by improving the Hikari Collaboration business support system
- Strengthen industry-specific alliance sales functions

No. of Collaboration Hikari vendors

255 companies*

- Carrier
 - ISP
 - CATV
 - Sler
 - Manufacturer
 - Energy
 - Trading company etc.
 - Electronics mass retailer
 - Real estate
- *As of March 31, 2016



Number of Subscriptions

- Increase the number of subscriptions based on the level of increase in Hikari Collaboration lines in FY2015

