

4. Trends in Subscriptions for Major Services and ARPU

- The net increase in FLET'S Hikari subscriptions for the fiscal year ended March 31, 2012 was 0.84 million, reaching 9.35 million at the end of the fiscal year. (NTT East plans to increase FLET'S Hikari subscriptions by 0.8 million for the fiscal year ending March 31, 2013 and, to exceed 10 million subscriptions within that fiscal year.)
- Despite the impact of the Great East Japan Earthquake, FLET'S Hikari ARPU increased by 20 yen to 5,900 yen following the expansion of supplemental services, such as Hikari Denwa.

Major Services			FY2010 Results		FY2011 Results	
			Net Increase	Facilities	Net Increase	Facilities
	FLET'S Hikari	10,000 subscriptions	+98	851	+84	935
	FLET'S Hikari Light (partial listing only)		—	—	+26	26
Supplemental Services	Hikari Denwa	10,000 channels	+103	645	+96	740
	Remote Support Service	10,000 subscriptions	+65	221	+49	269
	FLET'S Virus Clear	10,000 subscriptions	+29	131	+20	151
	FLET'S TV	10,000 subscriptions	+24	48	+17	64
	Business Ether Wide	1,000 subscriptions	+11	19	+11	30
	FLET'S Hikari Member's Club	10,000 members	+124	164	+92	256
FLET'S Hikari ARPU				5,880		5,900
Supplemental Services (partial listing only)			Yen	1,570		1,620