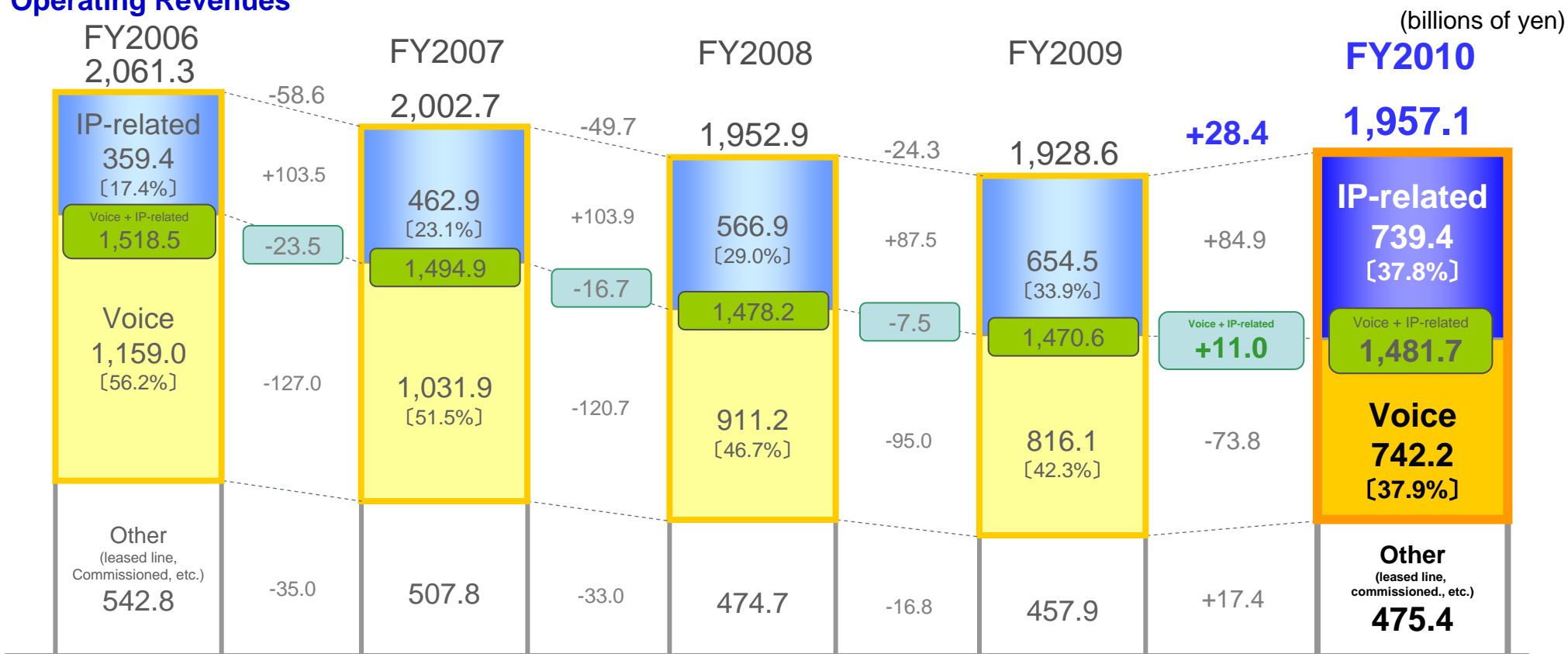


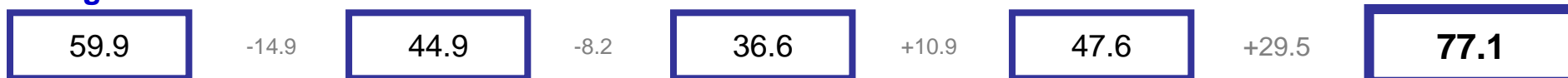
# 3. Trends in Operating Revenues and Operating Income

- NTT East has promoted a shift to IP-based businesses in order to have the increase in IP-related revenues offset the decrease in voice revenues. As a result, NTT East achieved its first year-on-year increase in Voice + IP-related revenues in FY2010.
- Other revenues have continued to decline in conjunction with a decrease in revenues from legacy businesses, such as leased lines, telegrams and address books. However, other revenues increased in FY2010 due to, among other things, increases in commissioned revenues from optical broadband development promoted by the central and local governments.

## Operating Revenues



## Operating Income



(\*)IP-related revenues include revenues from Remote Support Service and Virus Clear.