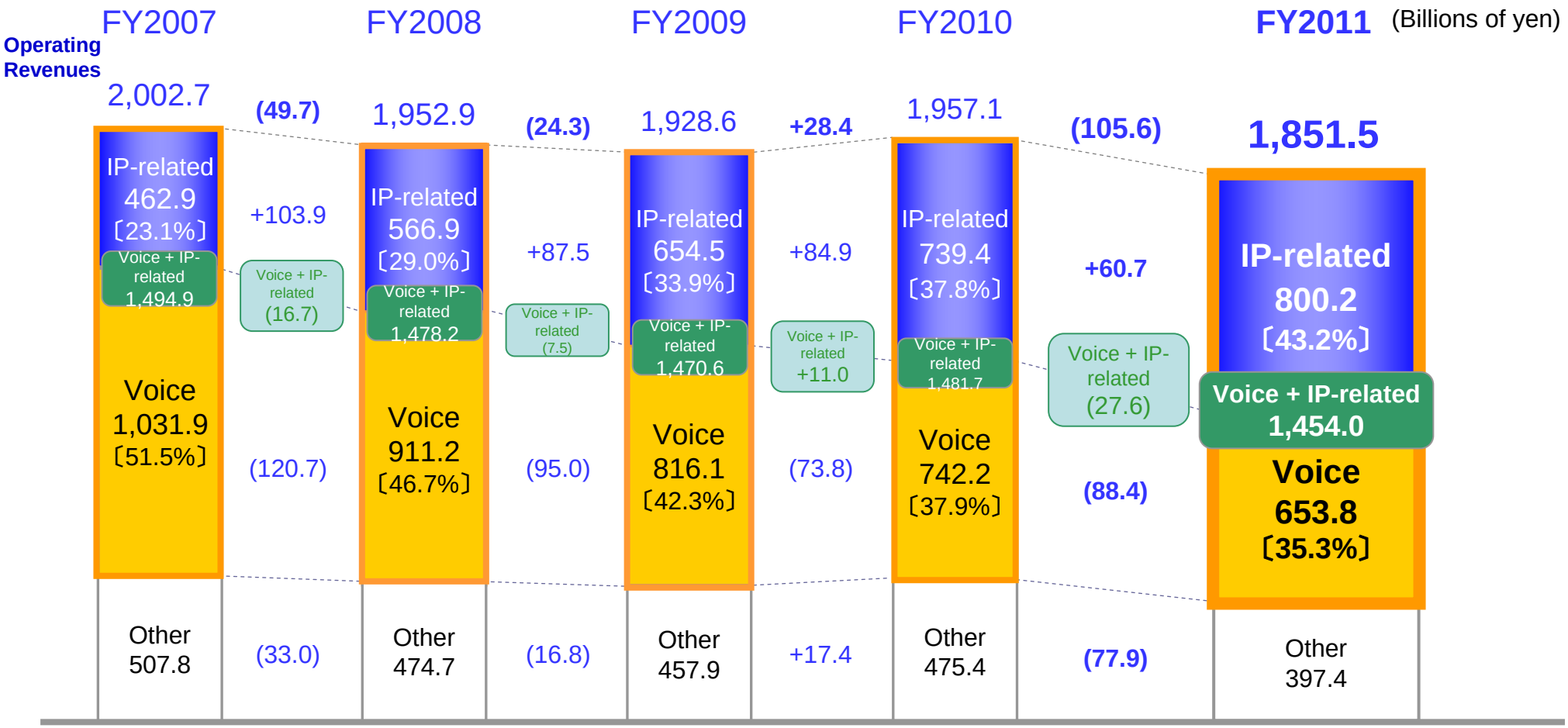
2. Trends in Operating Revenues

- Operating Revenues for Voice + IP-related services decreased 27.6 billion yen compared with the prior fiscal year, due to, among other things, special circumstances (approx. 15.0 billion yen) such as the changes in interconnection charge models and the impact of the Great East Japan Earthquake (approx. 10.0 billion yen). Operating Revenues for IP-related services exceeded 40 percent of the total Operating Revenues, surpassing, for the first time ever, Operating Revenues for Voice services for the year.
- Operating Revenues for other services decreased by 77.9 billion yen compared with the prior fiscal year, due to, among other things, decreased commissioned revenues impacted by the preparation of optical broadband rolled out by the central and local governments in the fiscal year ended March 31, 2010 (a decrease of 56.5 billion yen) and a decrease in revenues from legacy-related services.



Figures in [brackets] indicate proportion of operating revenues.