

4. Trends in Subscriptions for Major Services and ARPU

- The net increase in FLET'S Hikari subscriptions for the fiscal year ended March 31, 2013 was 0.40 million, reaching 9.75 million at the end of the fiscal year.
- FLET'S Hikari ARPU decreased by 60 yen to 5,840 from the previous fiscal year, due to, among other things, discount services.

| Major Services | | FY2011 | | FY2012 | |
|--|-------------------------|--------------|-------------------------|--------------|-------------------------|
| | | Net increase | Number of subscriptions | Net increase | Number of subscriptions |
| FLET'S Hikari | 10,000 Subscriptions | +84 | 935 | +40 | 975 |
| FLET'S Hikari Light (partial listing only) | | +26 | 26 | +18 | 44 |
| Ninen wari | | +45 | 45 | +289 | 334 |
| Hikari Denwa | 10,000 Channels | +96 | 740 | +68 | 808 |
| Business Ether wide | 1,000 Subscriptions | +11 | 30 | +14 | 44 |
| FLET'S Hikari Member's Club | 10,000 Subscriptions | +92 | 256 | +161 | 417 |
| FLET'S Hikari ARPU | Yen | | 5,900 | | 5,840 |
| Supplementary Services (partial listing only) | | | | 1,620 | |