

## 2. Trends in Operating Revenues

- Operating Revenues decreased 57.9 billion yen over the previous fiscal year to 1,773.8 billion yen.
- Operating Revenues for Voice + IP-related services decreased 54.2 billion yen over the previous fiscal year, due to a decrease in traffic revenues as well as the impact of the expansion of various discount programs. Operating Revenues for other services decreased 3.7 billion yen over the previous fiscal year, due to, among other things, a decrease in revenues from legacy-related services.

