

4. Trends in Subscriptions for Major Services

- The net increase in FLET'S Hikari subscriptions for the fiscal year ended March 31, 2014 was 0.44 million, exceeding 10 million subscriptions by October 2013 and reaching 10.19 million by the end of the fiscal year.
- FLET'S Hikari ARPU decreased by 200 yen from the previous fiscal year to 5,660 yen, due to, among other things, discount services.

Major Services		FY2012		FY2013	
		Net increase	Number of subscriptions	Net increase	Number of subscriptions
FLET'S Hikari	10,000 Subscriptions	+40	975	+44	1,019
FLET'S Hikari Light (partial listing only)		+18	44	+11	54
Ninen wari	10,000 channels	+289	334	+179	513
Hikari Denwa	10,000 Channels	+68	808	+61	869
Business Ether wide	1,000 Channels	+14	44	+17	61
FLET'S Hikari Member's Club	10,000 subscriptions	+161	417	+80	497

FLET'S Hikari ARPU	Yen	5,860	5,660
Supplementary Services (partial listing only)		1,720	1,770