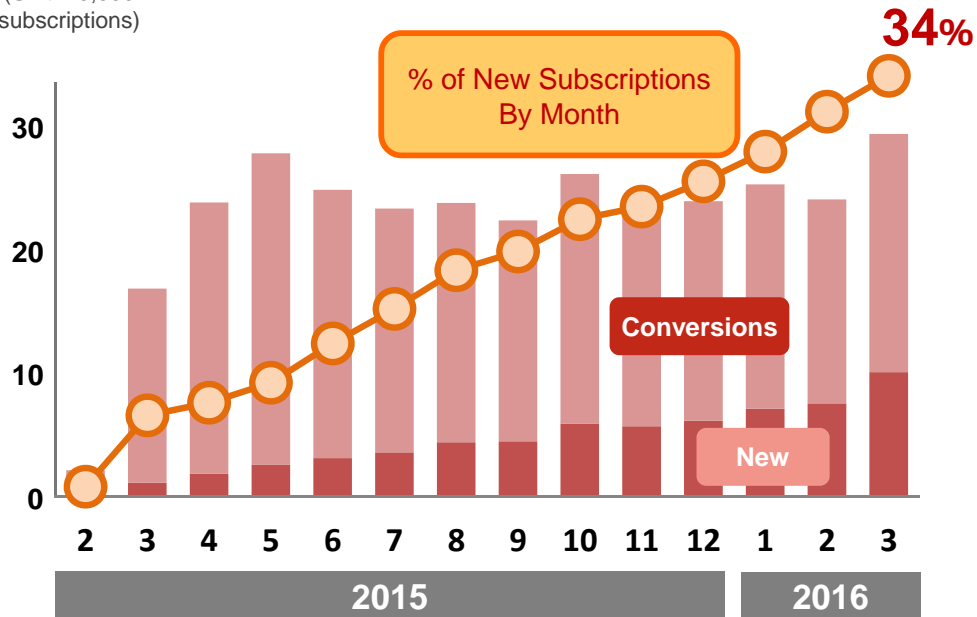


Hikari Collaboration Progress in Number of Openings

Hikari Collaboration no. of subscriptions : **3.08 million**

(As of March 31, 2016)

(Unit: 10,000 subscriptions)



FLET'S Hikari Actual Results & Targets (Unit: 10,000 subscriptions)

	2015 Actual	2016 Forecast	Change
Hikari Net Increase (incl. Hikari Collaboration)	26	30	+4
Hikari Collaboration net increase (partial listing)	289	205	(84)
New Hikari Collaboration Subscriptions	63	90	+27
Conversions	237	150	(87)
Hikari Subscriptions (incl. Hikari Collaboration)	1,067	1,097	+30
Hikari Collaboration Subscriptions (partial listing)	308	513	+205

Expand Services for Hikari Collaboration service providers

Expand Hikari Collaboration by Prompt Responses to requests from Hikari Collaboration service providers

Additional Support Options for Activation and Follow-up Services Completed

- In addition to bill collection services and repair services, additional support options, such as equipment installation and configuration services, are provided to Hikari Collaboration service providers at the time of Hikari line activation

Additional Support Options for Corporate Users Late May 2016

- Provide Hikari Collaboration service providers with options for handling advance work associated with batch applications and activations for corporate users

More Efficient Service System for End Users Late June 2016

- Reduce response time / work input and prevent input errors through system coordination by eliminating duplicate entry of application information by Hikari Collaboration service providers