

# FY2005 Financial Results Highlights

## Operating Income :

Grew to 832.6 billion yen, up 48.5 billion yen year-on-year  
( Forecast: 830 billion yen)

## Operating Revenues :

Decreased 78.7 billion yen year-on-year

- Cellular services revenues increased 11.2 billion yen
- Equipment sales revenues decreased 78.1 billion yen, due mainly to a reduction in no. of handsets sold

## Operating Expenses :

Down 127.2 billion yen year-on-year

- Equipment sales-related expenses\* decreased 68 billion yen, due mainly to a reduction in no. of handsets sold
- Negative impact of 60.4 billion yen from write-off of PHS assets incurred in FY2004

\* Equipment sales-related expenses = Cost of equipment + Distributor commissions