

## Vodafone K.K. to revise corporate price plans and discounts

Vodafone K.K. announces today that from 1 November 2005 it will successively revise its price plans and discount services for business customers, making them more accessible to SOHO\* and corporate customers who require a smaller number of lines, such as individual company departments.

Details of the corporate price plan and discount service revisions are as follows:

### 1. Vodafone Mobile Office price plan revision (from 1 November 2005)

Vodafone Mobile Office is a price plan for business customers that allows free voice calls between employees of the same company. By registering several Vodafone K.K. 3G handsets as one group (on-net group), customers can make free calls nationwide between on-net group handsets for a basic monthly charge of only 5,200 yen (5,460 yen including tax). With the revision, the minimum number of lines that can be registered as an on-net group will be reduced from the current 10 lines to 2 lines, and the Happy Bonus discount service will also be applicable. Furthermore, combined with the concurrent revision to the Corporate Discount on Multiple Lines, and the revision to the Volume Discount from December, this service will be even more accessible to business customers.

- Application required for Vodafone Mobile Office.

- This service is for customers contracted under the same company account. Group companies are not treated as the same company.

- All lines must be used by the contracted user (including employees).

### 2. Corporate Discount on Multiple Lines discount tariff revision (from 1 November 2005)

Corporate Discount on Multiple Lines is a service that discounts basic monthly charges based on the number of lines subscribed to, with no fixed charge. The current discount rates are: 10% for 2–9 lines, 12% for 10–29 lines and 14% for 30–59 lines. With the revision, the discount rate for 2–59 lines will be uniformly revised to 15%.

### 3. Volume Discount fixed charge revision (from 1 December 2005)

Volume Discount is a service that discounts voice call charges based on total monthly voice call charges, for a fixed monthly charge of 3,000 yen (3,150 yen including tax) per billing account. With this revision, the fixed monthly charge will be revised to 300 yen (315 yen including tax) per line for corporate accounts with less than 10 lines.

- Application required for Corporate Discount on Multiple Lines and Volume Discount.

- This service is for customers contracted under a single name, billing address and account.

- All lines must be used by the contracted user (including employees).

For more information on the revised corporate price plans and discount services, please see the attached appendix.

\*Small Office/Home Office. Term used for a work environment in the home or small office using a computer network.

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### **About Vodafone K.K.**

Vodafone K.K. is a leading mobile operator in Japan with nearly 15 million customers and a subsidiary of Vodafone Group Plc, the world's largest mobile community. The Tokyo-based company offers a wide range of sophisticated mobile voice and data services including Vodafone live!, which provides mail and internet access to 85% of its customers, and pioneered the picture messaging service called Sha-mail first introduced in November 2000. In December 2002, Vodafone K.K. launched the world's first commercial 3G W-CDMA service based on 3GPP international standards. Vodafone K.K.'s 3G service offers its customers rich content and roaming on 169 networks in 121 countries and regions. For more information, please visit [www.vodafone.jp](http://www.vodafone.jp)

\*Above data is current as of 31 August 2005.

## Vodafone Mobile Office Tariff Revision (from 1 November 2005)

### 1. Overview

Vodafone Mobile Office is a price plan for business customers that allows free voice calls between employees of the same company. By registering 2 or more Vodafone K.K. 3G handsets as one group (on-net group), customers can make free calls nationwide between on-net group handsets, for a basic monthly charge of only 5,200 yen (5,460 yen including tax).

### 2. Rates (reference)

(Voice call rates per minute [domestic])

Category	Destination	Time	Rate
On-net group	Vodafone K.K. 3G handsets	All day	<b>Free</b>
	Fixed-line phones*	8:00am – 7:00pm	10 yen (10.5 yen incl. tax)
		7:00pm – 8:00am	15 yen (15.75 yen incl. tax)
Off-net group (calls made outside on-net group)	Uniform	Uniform	20 yen (21 yen incl. tax)

(Communications charges [domestic])

Category	Communication charge	
MMS (Multimedia Messaging Service) sending/downloading (free to receive up to 128 characters. incl. address, subject line etc.) (free to receive from Vodafone K.K. handset phone numbers)	up to 1.5KB 3 yen (3.15 yen incl. tax)	
	up to 10KB 8 yen (8.4 yen incl. tax)	
	up to 30KB 35 yen (36.75 yen incl. tax)	
	up to 100KB 100 yen (105 yen incl. tax)	
	up to 300KB 200 yen (210 yen incl. tax)	
SMS (Short Message Service) sending	3 yen (3.15 yen incl. tax)/message (140 bytes)	
Vodafone live! packet communication charges	0.2 yen (0.21 yen incl. tax)/packet (128 bytes)	
Internet access	Packet communications	0.2 yen (0.21 yen incl. tax)/packet (128 bytes)
	64K digital data communications	36 yen (37.8 yen incl. tax)/minute
Video calls	On-net group	18 yen (18.9 yen incl. tax)/minute
	Off-net group	36 yen (37.8 yen incl. tax)/minute

\* 1 fixed-line phone can be grouped with every 10 Vodafone K.K. 3G handsets as an on-net group (1 fixed-line phone can be grouped if under 10 handsets). Call rates for on-net group fixed-line phones are lower than those for off-net group fixed-line phones.

- Above voice call and communications charges apply to domestic use only. Different charges will apply for use overseas.
- Application required for Vodafone Mobile Office.
- This service is for customers contracted under the same company account. Group companies are not treated as the same company.
- All lines must be used by the contracted user (including employees).
- In case of application for change in current contract: for 3G contracts, changes apply from the next billing month. For 2G contracts, change to 3G contract and Vodafone Mobile Office application required; changes apply from the contract month.
- Vodafone Mobile Office basic charge does not include free communication allowance.
- Application and basic monthly charge of 300 yen (315 yen incl. tax) required to use Vodafone live! mobile internet service.
- Happy Time 2 is not applicable to Vodafone Mobile Office.

### 3. Applicable Discount Services

Happy Bonus (newly added) or Yearly Discount or Long-Term Discount / Mail Flat-rate or Dual Packet Flat-rate or Packet Economy or Happy Packet / Corporate Discount on Multiple Lines / Volume Discount

### 4. Compatible Handsets

Vodafone K.K. 3G handsets (except data communication dedicated devices such as the VC701SI)

## Corporate Discount on Multiple Lines Revision (from 1 November 2005)

Service that discounts basic monthly charges based on the number of lines subscribed to, with no fixed charge.

### Discount Rates

No. of lines	2-9	10-29	30-59	60-99	100-299	300-999	1000-1999	2000+
Discount rate (after revision)	15%			16%	18%	20%	22%	23%
Discount rate (before revision)	10%	12%	14%	16%	18%	20%	22%	23%

- Application required for Corporate Discount on Multiple Lines. Applied from the contract month.
- This service is for customers contracted under a single name, billing address and account.
- All lines must be used by the contracted user (including employees).

Applicable Discount Services: Happy Bonus or Yearly Discount or Long-Term Discount / Mail Flat-rate or Dual Packet Flat-rate or Packet Economy or Happy Packet / Designated Number Discount or Volume Discount

## Volume Discount Revision (from 1 December 2005)

Service that discounts voice call charges based on total monthly voice call charges.

Applicable to: voice call charges, Video Call, mail and data communications charges and web access for domestic use.

### Fixed Charge

No. of lines	Under 10 lines	Over 10 lines
Fixed charge (after revision)	300 yen (315 yen incl. tax) per line/month	3,000 yen (3,150 yen incl. tax)/month
Fixed charge (before revision)	3,000 yen (3,150 yen incl. tax)/month	

### Discount Rates

Monthly total call charge	Under 150,000 yen (157,500 yen incl. tax)	150,000 yen (157,500 yen incl. tax) – 1 million yen (1.05 million yen incl. tax)	1 million yen (1.05 million yen incl. tax) – 5 million yen (5.25 million yen incl. tax)	Over 5 million yen (5.25 million yen incl. tax)
Discount rate	15%	20%	25%	28%

- Application required for Volume Discount. Applied from the following billing month.
- This service is for customers contracted under a single name, billing address and account.
- All lines must be used by the contracted user (including employees).
- Call/communication charges that exceed free communication allowance qualify for discount.
- Not applicable to communication charges for Global Roaming, Vodafone International Call Service and International Messaging Service (Global SMS/Global MMS/Global Mail).

Applicable Discount Services: Happy Bonus or Yearly Discount or Long-Term Discount / Mail Flat-rate or Dual Packet Flat-rate or Packet Economy or Happy Packet / Corporate Discount on Multiple Lines.