

Supplementary Data for the Nine Months Ended December 31, 2015

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The projected figures concerning the future performance of NTT and its subsidiaries and affiliates contained herein are based on a series of assumptions, projections, estimates, judgments and beliefs of the management of NTT in light of information currently available to it regarding NTT and its subsidiaries and affiliates, the economy and telecommunications industry in Japan and overseas, and other factors. These projections and estimates may be affected by the future business operations of NTT and its subsidiaries and affiliates, the state of the economy in Japan and abroad, possible fluctuations in the securities markets, the pricing of services, the effects of competition, the performance of new products, services and new businesses, changes to laws and regulations affecting the telecommunications industry in Japan and elsewhere, other changes in circumstances that could cause actual results to differ materially from the forecasts contained herein, as well as other risks included in NTT's most recent Annual Report on Form 20-F and other filings and submissions with the United States Securities and Exchange Commission.

1. Financial Results Summary (Consolidated)

(Billions of yen)

	A		B		C
	Nine Months Ended December 31, 2014		Nine Months Ended December 31, 2015		Year Ending March 31, 2016 (Forecast) ⁽³⁾
			Change B-A	Progress B/C	
Consolidated (US GAAP)					
Operating Revenues	8,182.5	8,495.4	312.8	74.5%	11,400.0
Fixed Voice Related Services	1,087.3	994.5	(92.8)	-	-
Mobile Voice Related Services	660.6	624.6	(36.0)	-	-
IP/Packet Communications Services	2,750.1	2,819.5	69.4	-	-
Sales of Telecommunications Equipment	794.4	725.8	(68.7)	-	-
System Integration	1,893.5	2,212.2	318.8	-	-
Other	996.7	1,118.8	122.1	-	-
Operating Expenses	7,271.6	7,368.8	97.2	72.6%	10,150.0
Cost of Services (excluding items shown separately below)	1,736.1	1,733.4	(2.7)	-	-
Cost of Equipment Sold (excluding items shown separately below)	706.8	699.5	(7.3)	-	-
Cost of System Integration (excluding items shown separately below)	1,323.7	1,577.7	253.9	-	-
Depreciation and Amortization	1,365.3	1,317.1	(48.1)	-	-
Impairment Loss	1.6	6.0	4.4	-	-
Selling, General and Administrative Expenses	2,138.1	2,035.1	(103.0)	-	-
Operating Income	910.9	1,126.6	215.6	90.1%	1,250.0
Income Before Income Taxes	910.2	1,121.2	211.0	91.9%	1,220.0
Net Income Attributable to NTT	449.9	604.1	154.1	92.2%	655.0
(Ref.) Details of "Cost of Services," "Cost of Equipment Sold," "Cost of System Integration" and "Selling, General and Administrative Expenses"					
Personnel	1,693.0	1,724.5	31.4	-	-
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	3,930.2	4,054.5	124.3	-	-
Loss on Disposal of Property, Plant and Equipment	113.3	98.9	(14.4)	-	-
Other Expenses	168.2	167.8	(0.4)	-	-
Total	5,904.7	6,045.6	140.9	-	-
EBITDA and EBITDA Margin with Reconciliation					
EBITDA (a+b)	2,340.0	2,495.4	155.4	80.4%	3,104.0
a Operating Income	910.9	1,126.6	215.6	90.1%	1,250.0
b Depreciation and Amortization, and Loss on Disposal of Property, Plant and Equipment	1,429.0	1,368.8	(60.2)	73.8%	1,854.0
EBITDA Margin [(c/d)X100]	28.6%	29.4%	0.8%	-	27.2%
c EBITDA (a+b)	2,340.0	2,495.4	155.4	80.4%	3,104.0
d Operating Revenues	8,182.5	8,495.4	312.8	74.5%	11,400.0
Capital Investment⁽¹⁾⁽²⁾					
Capital Investment	1,197.3	1,039.4	(157.9)	60.1%	1,730.0
(Ref.) Core Group Companies					
NTT (Holding Company)	8.1	6.6	(1.5)	31.5%	21.0
NTT East	191.3	162.2	(29.1)	54.1%	300.0
NTT West	213.9	189.9	(23.9)	65.5%	290.0
NTT Communications	74.1	83.6	9.5	62.0%	135.0
NTT DOCOMO (Consolidated)	439.3	362.5	(76.8)	60.4%	600.0
NTT DATA (Consolidated)	95.8	88.1	(7.7)	67.8%	130.0

Interest-Bearing Liabilities

	As of March 31, 2015	As of December 31, 2015	As of March 31, 2016 (Forecast) ⁽⁵⁾
Interest-Bearing Liabilities	4,406.7	4,446.2	4,200.0

Notes: (1) NTT Consolidated Capital Investment figures, excluding investments related to real estate and solar power generation operations, for "A. Nine Months Ended December 31, 2014," "B. Nine Months Ended December 31, 2015" and "C. Year Ending March 31, 2016" are 1,113.3 billion yen, 996.2 billion yen and 1,630.0 billion yen, respectively.

(2) Capital Investment figures for domestic access network businesses for "A. Nine Months Ended December 31, 2014," "B. Nine Months Ended December 31, 2015" and "C. Year Ending March 31, 2016" are 915.3 billion yen, 789.4 billion yen and 1,298.0 billion yen, respectively.

(3) Forecasts for the year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.

2. Financial Results (Business Segments)

(Billions of yen)

	A		B		C
	Nine Months Ended December 31, 2014		Nine Months Ended December 31, 2015		Year Ending March 31, 2016 (Forecast) ⁽²⁾
			Change B-A	Progress B/C	
Business segments⁽¹⁾					
Regional communications business					
Operating Revenues	2,579.2	2,520.2	(58.9)	74.1%	3,400.0
Operating Expenses	2,447.7	2,288.1	(159.6)	72.6%	3,150.0
Operating Income	131.5	232.2	100.7	92.9%	250.0
Long distance and international communications business					
Operating Revenues	1,447.3	1,675.5	228.1	73.5%	2,280.0
Operating Expenses	1,359.4	1,593.2	233.8	73.1%	2,180.0
Operating Income	88.0	82.2	(5.7)	82.2%	100.0
Mobile communications business					
Operating Revenues	3,326.8	3,383.5	56.7	75.4%	4,490.0
Operating Expenses	2,741.9	2,700.5	(41.4)	71.3%	3,785.0
Operating Income	584.9	683.0	98.2	96.9%	705.0
Data communications business					
Operating Revenues	1,066.4	1,147.8	81.3	74.5%	1,540.0
Operating Expenses	1,009.7	1,073.8	64.0	75.1%	1,430.0
Operating Income	56.7	74.0	17.3	67.3%	110.0
Other business					
Operating Revenues	894.1	872.7	(21.3)	68.7%	1,270.0
Operating Expenses	853.8	826.6	(27.2)	67.8%	1,220.0
Operating Income	40.3	46.2	5.9	92.3%	50.0

Notes: (1) Figures for each segment include inter-segment transactions.

(2) Forecasts for the year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.

3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

D. Financial Results (Holding Company and Subsidiaries)							(Amount in ¥ bn)
	A	B		C		[Ref.]	
	Nine Months Ended December 31, 2014	Nine Months Ended December 31, 2015		Year Ending March 31, 2016 (Revised Forecast) ⁽²⁾		Year Ending March 31, 2016 (Forecast when previous 2Q results were announced)	
			Change B-A	Progress B/C			
NTT (Holding Company) (JPN GAAP)							
Operating Revenues	372.1	386.7	14.5	73.1%	529.0	429.0	
Operating Expenses	95.3	93.0	(2.2)	67.4%	138.0	138.0	
Operating Income	276.8	293.6	16.8	75.1%	391.0	291.0	
Non-Operating Revenues	22.8	20.4	(2.3)	73.2%	28.0	28.0	
Non-Operating Expenses	26.0	22.9	(3.0)	71.8%	32.0	32.0	
Recurring Profit	273.6	291.2	17.5	75.2%	387.0	287.0	
Net Income	561.2	290.4	(270.8)	42.6%	681.0	288.0	
NTT East (JPN GAAP)							
Operating Revenues	1,308.5	1,287.0	(21.4)	74.8%	1,721.0	1,721.0	
Voice Transmission Services (excluding IP) ⁽¹⁾	356.3	324.6	(31.6)	76.4%	425.0	425.0	
IP Services	629.3	646.0	16.6	75.8%	852.0	852.0	
Leased Circuit (excluding IP)	84.7	79.8	(4.9)	77.5%	103.0	103.0	
Other	147.5	143.9	(3.6)				
Supplementary Business	90.5	92.5	2.0	69.4%	341.0	341.0	
Operating Expenses	1,212.5	1,135.0	(77.5)	72.5%	1,566.0	1,566.0	
Personnel	74.0	72.2	(1.8)	74.5%	97.0	97.0	
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	782.7	721.8	(60.9)	72.3%	999.0	999.0	
Depreciation and Amortization	275.1	259.9	(15.1)	75.1%	346.0	346.0	
Loss on Disposal of Property, Plant and Equipment	25.8	26.6	0.7	53.2%	50.0	50.0	
Taxes and Public Dues	54.7	54.3	(0.3)	73.5%	74.0	74.0	
Operating Income	95.9	152.0	56.1	98.1%	155.0	155.0	
Non-Operating Revenues	21.6	12.8	(8.7)	99.2%	13.0	13.0	
Non-Operating Expenses	7.2	4.2	(2.9)	71.2%	6.0	6.0	
Recurring Profit	110.3	160.6	50.3	99.2%	162.0	162.0	
Net Income	70.7	113.1	42.4	106.8%	106.0	106.0	
NTT West (JPN GAAP)							
Operating Revenues	1,163.4	1,129.1	(34.2)	73.9%	1,527.0	1,527.0	
Voice Transmission Services (excluding IP) ⁽¹⁾	359.5	325.4	(34.0)	75.9%	429.0	429.0	
IP Services	512.5	526.8	14.2	76.4%	690.0	690.0	
Leased Circuit (excluding IP)	77.7	71.2	(6.5)	71.9%	99.0	99.0	
Other	113.1	106.5	(6.5)				
Supplementary Business	100.4	99.1	(1.3)	66.5%	309.0	309.0	
Operating Expenses	1,132.4	1,061.3	(71.1)	72.5%	1,463.0	1,463.0	
Personnel	72.0	67.2	(4.7)	74.7%	90.0	90.0	
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	731.4	674.0	(57.4)	72.3%	932.0	932.0	
Depreciation and Amortization	248.0	239.3	(8.6)	74.6%	321.0	321.0	
Loss on Disposal of Property, Plant and Equipment	30.8	31.1	0.2	58.8%	53.0	53.0	
Taxes and Public Dues	49.9	49.5	(0.4)	73.9%	67.0	67.0	
Operating Income	30.9	67.7	36.8	105.9%	64.0	64.0	
Non-Operating Revenues	5.1	4.0	(1.1)	57.2%	7.0	7.0	
Non-Operating Expenses	9.2	8.8	(0.3)	63.5%	14.0	14.0	
Recurring Profit	26.8	62.9	36.0	110.4%	57.0	57.0	
Net Income	16.6	45.9	29.3	106.9%	43.0	43.0	

Notes: (1) Operating Revenues from Voice Transmission Services (excluding IP) of NTT East and NTT West for the Nine Months Ended December 31, 2015 include monthly charges, call charges and interconnection charges of 242.9 billion yen, 23.2 billion yen and 39.0 billion yen for NTT East, and 241.9 billion yen, 21.6 billion yen and 42.6 billion yen for NTT West, respectively.

(2) With respect to Operating Revenues, Operating Income, Recurring Profit and Net Income for NTT (Holding Company), NTT expects to record the amount of its distribution of surplus from NTT East in its Operating Revenues and the proceeds from the sale of its shares in NTT DOCOMO as an extraordinary gain. As a result, figures for Year Ending March 31, 2016 (Revised Forecast) have been revised. The proceeds from the sale of NTT DOCOMO shares are calculated based on the assumption that all tendered shares will be purchased. Additionally, all or a portion of tendered shares may not be purchased. Other forecasts for the fiscal year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.

3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	A	B	C		
	Nine Months Ended December 31, 2014	Nine Months Ended December 31, 2015	Year Ending March 31, 2016 (Forecast) ⁽⁵⁾		
			Change B-A	Progress B/C	
NTT Communications (JPN GAAP)					
Operating Revenues ⁽¹⁾	660.6	668.2	7.5	73.4%	910.0
Cloud Computing Platforms	45.7	51.2	5.4	67.4%	76.0
Data Networks	278.4	275.5	(2.9)	75.5%	365.0
Voice Communications	205.5	195.8	(9.6)	76.5%	256.0
Applications & Content	28.6	28.8	0.1	72.1%	40.0
Solution Services	90.5	105.1	14.6	66.5%	158.0
Others	11.6	11.6	(0.0)	77.4%	15.0
Operating Expenses	589.0	601.4	12.4	72.6%	828.0
Personnel	59.3	57.1	(2.1)	74.3%	77.0
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	296.0	301.0	5.0	72.2%	629.0
Communication Network Charges	145.7	153.0	7.2		
Depreciation and Amortization	77.0	78.6	1.6	74.9%	105.0
Loss on Disposal of Property, Plant and Equipment	2.1	1.9	(0.1)	38.8%	5.0
Taxes and Public Dues	8.7	9.5	0.7	79.3%	12.0
Operating Income	71.5	66.7	(4.8)	81.4%	82.0
Non-Operating Revenues	22.4	22.1	(0.2)	88.8%	25.0
Non-Operating Expenses	6.0	5.8	(0.1)	73.5%	8.0
Recurring Profit	88.0	83.0	(4.9)	83.9%	99.0
Net Income	57.6	59.1	1.5	89.7%	66.0
Dimension Data (IFRS)⁽²⁾⁽³⁾					
Operating Revenues	534.8	700.5	165.7	74.1%	945.0
Operating Expenses	525.6	698.2	172.6	74.2%	941.5
Operating Income ⁽⁴⁾	9.2	2.3	(6.9)	64.5%	3.5
Net Income Attributable to Dimension Data	6.1	(1.5)	(7.7)	-	-

Notes: (1) The following are the main services included in each line item:

- Cloud Computing Platforms: "Data center services" and "Private Cloud (Enterprise Cloud, etc.)"
- Data Networks: "Closed network services (Arcstar Universal One, etc.)" and "Open network service (OCN, etc.)"
- Voice Communications: "Telephone services" and "VoIP services (050 plus, etc.)"
- Applications & Content: "Application services (Mail services, etc.)"
- Solution Services: "System integration services"

(2) Because Dimension Data's statements of income from January 1 to December 31 are consolidated into NTT's consolidated statements of income from April 1 to March 31, Dimension Data's financial results for the Nine Months Ended September 30, 2014 are stated under "A. Nine Months Ended December 31, 2014," its financial results for the Nine Months Ended September 30, 2015 are stated under "B. Nine Months Ended December 31, 2015" and its forecasts for the Twelve Months Ended December 31, 2015 are stated under "C. Year Ending March 31, 2016."

(3) The conversion rate used for Dimension Data figures for the Nine Months Ended December 31, 2015 is USD1.00 = JPY120.98

(4) Operating Income for the Nine Months Ended December 31, 2015 under US GAAP was (6.9) billion yen.

(5) Forecasts for the year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.

3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	A		B		C
	Nine Months Ended December 31, 2014		Nine Months Ended December 31, 2015		Year Ending March 31, 2016 (Forecast) ⁽³⁾
				Change B-A	Progress B/C
NTT DOCOMO Consolidated (US GAAP)					
Operating Revenues	3,326.8	3,383.5	56.7	75.4%	4,490.0
Telecommunications Services	2,068.7	2,099.6	30.9	75.4%	2,786.0
Mobile Communications Services	2,061.2	2,070.2	9.0	75.7%	2,734.0
Voice Revenues	669.8	633.4	(36.4)	76.1%	832.0
Packet Communications Revenues	1,391.4	1,436.7	45.3	75.5%	1,902.0
Optical-fiber Broadband Services and Other Telecommunications Services	7.5	29.5	21.9	56.6%	52.0
Equipment Sales	731.2	657.8	(73.4)	76.8%	856.0
Other Operating Revenues ⁽¹⁾	526.9	626.0	99.1	73.8%	848.0
Operating Expenses	2,739.6	2,698.0	(41.7)	71.4%	3,780.0
Personnel	215.5	216.4	0.9	74.9%	289.0
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	1,780.4	1,754.7	(25.7)	70.6%	2,485.0
Depreciation and Amortization	486.9	457.1	(29.8)	73.5%	622.0
Loss on Disposal of Property, Plant and Equipment	49.2	34.7	(14.4)	59.9%	58.0
Communication Network Charges	177.5	204.7	27.2	71.6%	286.0
Taxes and Public Dues	30.1	30.3	0.2	75.7%	40.0
Operating Income	587.1	685.5	98.4	96.6%	710.0
Non-Operating Income (Loss)	7.8	(8.1)	(16.0)	116.1%	(7.0)
Income Before Income Taxes	595.0	677.4	82.4	96.4%	703.0
Net Income Attributable to NTT DOCOMO	381.9	492.4	110.6	100.5%	490.0
NTT DATA Consolidated (JPN GAAP)					
Net sales ⁽²⁾	1,067.0	1,145.3	78.2	74.4%	1,540.0
Public & Social Infrastructure	268.1	277.5	9.3	70.3%	395.0
Financial	353.3	372.7	19.4	73.7%	506.0
Enterprise & Solutions	262.6	280.6	18.0	74.6%	376.0
Global	340.5	382.6	42.1	81.1%	472.0
Elimination or Corporate	(157.5)	(168.1)	(10.6)	80.5%	(209.0)
Cost of Sales	810.0	862.3	52.3	74.7%	1,155.0
Gross Profit	256.9	282.9	25.9	73.5%	385.0
Selling, General and Administrative Expenses	208.3	218.6	10.2	76.7%	285.0
Operating Income	48.5	64.2	15.6	64.3%	100.0
Non-Operating Income (Loss)	(3.2)	(3.3)	(0.0)	66.0%	(5.0)
Ordinary income	45.3	60.9	15.6	64.2%	95.0
Net Income Attributable to Owners of Parent	21.7	43.9	22.1	78.4%	56.0

Notes: (1) With the introduction of "Optical-fiber broadband services and other telecommunications services" in the fourth quarter of the fiscal year ended March 31, 2015, Telecommunications Services revenues previously included in "Other Operating Revenues" under "A. Nine Months Ended December 31, 2014" have been retroactively reclassified as "Optical-fiber broadband services and other telecommunications services revenues."

(2) Pursuant to organizational reforms implemented on July 1, 2015, NTT DATA restructured its disclosure segments starting from the second quarter of the fiscal year ending March 31, 2016. The numerical values provided reflect the changes made to the segments. In addition, Operating Revenues for the fiscal year ended March 31, 2015 were 1,511.8 billion yen (408.7 billion yen for the Public & Social Infrastructure segment, 496.2 billion yen for the Financial segment, 366.1 billion yen for the Enterprise & Solutions segment, and 464.5 billion yen for the Global segment).

(3) Forecasts for the year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.

4. Operating Data

Number of Subscribers

(in thousands except for Public Telephones)

	A	B	C	D	E	
	As of March 31, 2015 (From April 2014 to March 2015)	As of June 30, 2015 (From April to June 2015)	As of September 30, 2015 (From April to September 2015)	As of December 31, 2015	As of March 31, 2016 (Forecast) ⁽¹⁰⁾	
					F Change D-A	G Change E-A
					Progress F/G	
Telephone Subscriber Lines ⁽¹⁾	21,286	20,891	20,580	20,278	(1,008)	62.6%
NTT East	10,492	10,324	10,181	10,036	(456)	54.2%
NTT West	10,794	10,567	10,399	10,242	(552)	71.7%
INS-Net ⁽²⁾	3,058	2,975	2,906	2,843	(215)	74.0%
NTT East	1,559	1,519	1,483	1,450	(109)	68.1%
NTT West	1,499	1,456	1,423	1,393	(106)	81.4%
Telephone Subscriber Lines + INS-Net	24,344	23,866	23,486	23,121	(1,223)	64.4%
NTT East	12,051	11,844	11,664	11,486	(565)	56.5%
NTT West	12,293	12,023	11,822	11,634	(658)	73.1%
Public Telephones	183,655	181,711	179,428	176,573	(7,082)	101.2%
NTT East	87,785	86,514	85,071	82,907	(4,878)	81.3%
NTT West	95,870	95,197	94,357	93,666	(2,204)	220.4%
FLET'S ISDN	95	93	90	88	(8)	68.1%
NTT East	42	41	40	38	(3)	67.7%
NTT West	53	52	51	49	(4)	68.5%
FLET'S ADSL	1,219	1,162	1,125	1,090	(129)	59.2%
NTT East	550	526	510	493	(57)	81.9%
NTT West	669	636	615	597	(72)	48.4%
FLET'S Hikari (including Hikari Collaboration Model) ⁽³⁾⁽⁴⁾⁽⁵⁾	18,716	18,951	19,036	19,157	442	73.6%
NTT East	10,403	10,476	10,510	10,582	179	44.7%
NTT West	8,313	8,475	8,526	8,576	263	131.4%
(incl.) Hikari Collaboration Model	270	1,322	2,348	3,478	3,208	53.6%
NTT East	190	954	1,637	2,350	2,160	56.8%
NTT West	80	368	711	1,128	1,047	48.0%
Hikari Denwa ⁽⁶⁾	17,108	17,243	17,293	17,335	227	-
NTT East	9,032	9,056	9,068	9,089	57	-
NTT West	8,076	8,187	8,225	8,246	170	-
Conventional Leased Circuit Services	241	239	237	235	(6)	89.3%
NTT East	117	116	115	114	(3)	73.3%
NTT West	124	123	122	121	(3)	114.3%
High Speed Digital Services	127	121	119	118	(10)	52.9%
NTT East	66	62	62	60	(5)	73.2%
NTT West	62	58	58	57	(5)	40.5%
NTT Group Major ISPs ⁽⁷⁾	11,586	11,650	11,609	11,514	(71)	31.1%
(incl.) OCN	8,282	8,342	8,290	8,177	(105)	41.3%
(incl.) Plala	2,960	2,968	2,974	2,986	26	-
Hikari TV	3,014	3,038	3,043	3,047	33	23.9%
FLET'S TV Transmission Services ⁽⁶⁾	1,345	1,378	1,398	1,417	72	262.4%
NTT East	877	887	894	903	26	86.4%
NTT West	468	490	504	514	46	-
Mobile ⁽⁸⁾	66,595	67,532	68,494	69,602	3,006	79.0%
(incl.) New Billing Plan	17,827	20,812	23,777	26,519	8,693	-
LTE ("Xi")	30,744	32,609	34,504	36,293	5,548	78.6%
FOMA ⁽⁹⁾	35,851	34,923	33,989	33,309	(2,542)	78.2%
sp-mode	28,160	29,094	30,209	31,126	2,966	77.2%
i-mode	22,338	21,512	20,581	19,862	(2,476)	81.5%

Notes: (1) Number of Telephone Subscriber Lines is the total of individual lines and central station lines (Subscriber Telephone Light Plan is included).

(2) "INS-Net" includes "INS-Net 64" and "INS-Net 1500." In terms of number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500" is in all cases roughly ten times greater than "INS-Net 64." For this reason, one "INS-Net 1500" subscription is calculated as ten "INS-Net 64" subscriptions (including subscriptions to the "INS-Net 64 Lite Plan").

(3) Number of "FLET'S Hikari (including Hikari Collaboration Model)" subscribers includes subscribers to "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West and subscribers to the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.

(4) The comparative results for the Nine Months Ended December 31, 2015 compared to the year ended March 31, 2015 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 1,018 thousand lines and 931 thousand lines, respectively, for a total of 1,950 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 378 thousand lines and 199 thousand lines, respectively, for a total of 577 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 1,832 thousand lines and 869 thousand lines, respectively, for a total of 2,701 thousand lines.

(5) The comparative forecast "As of March 31, 2016" for the year ending March 31, 2016 compared to the results for the year ended March 31, 2015 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West are expected to be 1,650 thousand lines and 1,100 thousand lines, respectively, for a total of 2,750 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West are expected to be 850 thousand lines and 400 thousand lines, respectively, for a total of 1,250 thousand lines; and the numbers of switchover lines for NTT East and NTT West are expected to be 3,000 thousand lines and 1,800 thousand lines, respectively, for a total of 4,800 thousand lines.

(6) Numbers of subscribers for "Hikari Denwa" and "FLET'S TV Transmission Services" include wholesale services provided to service providers by NTT East and NTT West.

(7) "NTT Group Major ISPs" includes "WAKWAK" and "InfoSphere," in addition to "OCN" and "Plala."

(8) Number of Mobile (including "LTE ("Xi")" and "FOMA") service subscribers includes communication module service subscribers.

(9) Effective March 3, 2008, FOMA services became mandatory for subscription to "2in1" services. Such FOMA service subscriptions to "2in1" services are included in the number of FOMA service subscribers and, as a result, are also included in the number of Mobile service subscribers.

(10) Forecasts for the year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.

4. Operating Data

Average Monthly Revenue per Unit (ARPU)

Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to each designated service on a per user basis. In the case of NTT Group's fixed-line business, ARPU is calculated by dividing revenue items included in the operating revenues of NTT Group's regional communications business segment, that is, fixed-line (telephone subscriber lines and INS-NET) and FLET'S Hikari, by the number of active subscribers to the relevant services.

In the case of NTT Group's mobile communications business, ARPU is calculated by dividing revenue items included in operating revenues from its mobile communications business segment, such as revenues from LTE("Xi") mobile phone services, FOMA mobile phone services and "docomo Hikari" services, that are incurred consistently each month, by the number of active users to the relevant services. The calculation of these figures excludes revenues that are not representative of monthly average usage, such as telecommunications equipment sales, activation fees and universal service charges.

NTT believes that its ARPU figures calculated in this way provide useful information regarding the monthly average usage of its subscribers. The revenue items included in the numerators of NTT Group's ARPU figures are based on its financial results comprising its U.S. GAAP results of operations.

	Three Months Ended June 30, 2015 (From April to June 2015)	Three Months Ended September 30, 2015 (From July to September, 2015)	Three Months Ended December 31, 2015 (From October to December, 2015)	Nine Months Ended December 31, 2014 (From April to December, 2014)	Nine Months Ended December 31, 2015 (From April to December, 2015)	Year Ended March 31, 2015	Year Ending March 31, 2016 (Forecast) ⁽¹⁾⁽⁹⁾
NTT East ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾⁽⁵⁾							
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,660	2,660	2,660	2,710	2,660	2,700	2,660
FLET'S Hikari ARPU ⁽⁶⁾	5,590	5,550	5,510	5,470	5,550	5,490	5,450
Basic Monthly Charge	3,860	3,850	3,830	3,710	3,850	3,730	3,790
Optional Services	1,730	1,700	1,680	1,760	1,700	1,760	1,660
NTT West ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾⁽⁵⁾							
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,620	2,610	2,610	2,660	2,610	2,650	2,610
FLET'S Hikari ARPU ⁽⁶⁾	5,550	5,490	5,450	5,710	5,500	5,680	5,350
Basic Monthly Charge	3,770	3,730	3,700	3,910	3,740	3,880	3,630
Optional Services	1,780	1,760	1,750	1,800	1,760	1,800	1,720
NTT DOCOMO ⁽⁷⁾⁽⁸⁾⁽⁹⁾							
Aggregate ARPU	4,010	4,190	4,230	4,120	4,140	4,100	4,160
Voice ARPU (LTE("Xi")+FOMA)	1,120	1,240	1,240	1,290	1,200	1,280	1,210
Data ARPU	2,890	2,950	2,990	2,830	2,940	2,820	2,950
Packet ARPU (LTE("Xi")+FOMA)	2,870	2,910	2,930	2,830	2,900	2,820	2,890
"docomo Hikari" ARPU	20	40	60	-	40	-	60

- Notes: (1) We compute the following two categories of ARPU for business conducted by each of NTT East and NTT West.
- Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines): Calculated based on revenues from monthly charges and call charges for Telephone Subscriber Lines and INS-NET Subscriber Lines, which are included in operating revenues from Voice Transmission Services (excluding IP Services), and revenues from "FLET'S ADSL" and "FLET'S ISDN," which are included in operating revenues from IP Services.
 - FLET'S Hikari ARPU: Calculated based on revenues from "FLET'S Hikari" (including "FLET'S Hikari" optional services), which are included in operating revenues from IP Services, revenues from monthly charges, call charges and connection device charges for "Hikari Denwa," and revenues from "FLET'S Hikari" optional services, which are included in Supplementary Business revenues.
 - "FLET'S Hikari" includes "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT East, and "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West. In addition, "FLET'S Hikari" also includes the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.
 - "FLET'S Hikari" Optional Services includes wholesale services provided to service providers by NTT East and NTT West.
- (2) Revenues from interconnection charges are excluded from the calculation of Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) and FLET'S Hikari ARPU.
- (3) Numbers of active subscribers used in the ARPU calculation of NTT East and NTT West are as below.
- Quarterly Results: Sum of number of active subscribers* for each month in the relevant quarter
 - Nine Months Results (from April to December): Sum of number of active subscribers* for each month from April to December.
 - FY Results: Sum of number of active subscribers* for each month from April to March
 - FY Forecast: Sum of number of active subscribers* for each month from April to September and sum of the average expected active number of subscribers from October to March ((number of subscribers at September 30, 2015 + number of expected subscribers at March 31, 2016)/2)x6
- *active subscribers = (number of subscribers at end of previous month + number of subscribers at end of the current month)/2
- (4) For purposes of calculating Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines), the number of subscribers is determined based on the number of subscriptions for fixed-line services (Telephone Subscriber Lines + INS-NET Subscriber Lines).
- (5) In terms of number of channels, transmission rate, and line use rate (base rate), INS-Net 1500 is in all cases roughly ten times greater than INS-Net 64. For this reason, for the purpose of calculating Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines), one INS-Net 1500 subscription is calculated as ten INS-Net 64 subscriptions.
- (6) For purposes of calculating FLET'S Hikari ARPU, the number of subscribers is determined based on the number of FLET'S Hikari subscribers, which includes subscribers to "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West, and the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.
- (7) The following is the formula we use to compute ARPU for NTT DOCOMO.
- Aggregate ARPU = Voice ARPU + Packet ARPU + "docomo Hikari" ARPU
 - Voice ARPU: Voice ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users
 - Packet ARPU: Packet ARPU Related Revenues (basic monthly charges, packet communication charges) / No. of active users
 - "docomo Hikari" ARPU: A part of Other Operating Revenues (basic monthly charges, voice communication charges) / No. of active users
- (8) Numbers of active users used in the ARPU calculation of NTT DOCOMO are as below.
- Quarterly Results: Sum of number of active users* for each month in the relevant quarter
 - Nine Months Results (from April to December): Sum of number of active users* for each month from April to December.
 - FY Results/FY Forecast: Sum of number of active users*/expected number of active users* for each month from April to March
- *active users = (number of users at end of previous month + number of users at end of current month)/2
- (9) The number of "users" used to calculate ARPU is the total number of subscriptions, excluding the subscriptions listed below:
- Subscriptions to communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs); and
 - Data Plan subscriptions which the customer contracting for such subscription in his/her name also has a subscription for "Xi" services in his/her name.

Note that revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) are not included in ARPU calculations.

- (10) Forecasts for the year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.

(Ref.) NTT DOCOMO Conventional ARPU

	Three Months Ended June 30, 2015 (From April to June 2015)	Three Months Ended September 30, 2015 (From July to September, 2015)	Three Months Ended December 31, 2015 (From October to December, 2015)	Nine Months Ended December 31, 2014 (From April to December, 2014)	Nine Months Ended December 31, 2015 (From April to December, 2015)	Year Ended March 31, 2015	Year Ending March 31, 2016 (Forecast) ⁽¹⁾⁽⁹⁾
Mobile Aggregate ARPU ⁽¹¹⁾⁽¹²⁾⁽¹³⁾							
Mobile Aggregate ARPU ("LTE("Xi")+"FOMA") = Voice ARPU ("LTE("Xi")+"FOMA") + Packet ARPU ("LTE("Xi")+"FOMA") + Smart ARPU ("LTE("Xi")+"FOMA")	4,290	4,450	4,490	4,390	4,410	4,370	4,400
Voice ARPU (LTE("Xi")+FOMA)	1,020	1,130	1,120	1,210	1,090	1,180	1,090
Packet ARPU (LTE("Xi")+FOMA)	2,610	2,630	2,630	2,610	2,620	2,600	2,610
Smart ARPU (LTE("Xi")+FOMA)	660	690	740	570	700	590	700

- (11) The following is the formula we use to compute Conventional ARPU for NTT DOCOMO.
- Mobile Aggregate ARPU ("LTE("Xi")+"FOMA") = Voice ARPU ("LTE("Xi")+"FOMA") + Packet ARPU ("LTE("Xi")+"FOMA") + Smart ARPU ("LTE("Xi")+"FOMA").
 - NTT DOCOMO's Voice ARPU ("LTE("Xi")+"FOMA") is based on operating revenues related to voice services, such as basic monthly charges and voice communication charges attributable to our "LTE("Xi")+"FOMA" services, our Packet ARPU ("LTE("Xi")+"FOMA") is based on operating revenues related to packet services, such as flat monthly fees and packet communication charges attributable to our "LTE("Xi")+"FOMA" services, and our Smart ARPU ("LTE("Xi")+"FOMA") is based on operating revenues from a part of Other Operating Revenues attributable to "LTE("Xi")+"FOMA" wireless communications services (revenues from content, collection of charges, mobile phone insurance service, advertising and others).
- (12) Revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs) are not included in Conventional ARPU calculation.
- (13) Numbers of active subscribers* used in the Conventional ARPU calculation of NTT DOCOMO are as below.
- Quarterly Results: Sum of number of active subscribers* for each month in the relevant quarter
 - Nine Months Results (from April to December): Sum of number of active subscribers* for each month from April to December.
 - FY Results/FY Forecast: Sum of number of active subscribers*/expected number of active subscribers* for each month from April to March
- *active subscribers = (number of subscribers at end of previous month + number of subscribers at end of the current month)/2

4. Operating Data

Number of Employees

				(Persons)
	A	B		C
	As of	As of		As of
	December 31, 2014	December 31, 2015		March 31, 2016
				(Forecast) ⁽³⁾
			Change	
			B-A	
NTT Consolidated	248,450	249,650	1,200	245,650
Core Group Companies				
NTT (Holding Company)	2,900	2,800	(100)	2,800
NTT East	5,150	5,150	0	4,800
NTT West	4,700	4,600	(100)	4,500
NTT Communications	6,750	6,550	(200)	6,450
NTT DOCOMO (Consolidated)	26,150	26,700	550	26,400
NTT DATA (Consolidated)	76,550	80,600	4,050	81,600
(Reference) Outsourcing Companies				
East Outsourcing Companies ⁽¹⁾	29,600	27,500	(2,100)	24,800
West Outsourcing Companies ⁽²⁾	29,200	27,050	(2,150)	24,450

Notes: (1) Figures for East Outsourcing Companies include employees from NTT EAST - MINAMIKANTO, NTT EAST - KANSHINETSU, NTT EAST - TOHOKU, NTT EAST - HOKKAIDO, NTT - ME and NTT EAST SERVICE.

(2) Figures for West Outsourcing Companies include employees from NTT BUSINESS SOLUTIONS, NTT MARKETING ACT, NTT NEOMEIT, NTT FIELDTECHNO and NTT BUSINESS ASSOCIE WEST.

(3) Forecasts for the year ending March 31, 2016 have not been changed from those announced in the financial results for the six months ended September 30, 2015.