

Supplementary Data for the Annual Results for the Fiscal Year Ended March 31, 2016

Contents

	pages
1. Financial Results Summary (Consolidated)	1-2
2. Financial Results (Business Segments)	3
3. Financial Results (Holding Company and Subsidiaries)	4-6
4. Operating Data	7-9

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 Financial Results, EBITDA and EBITDA Margin and Interest-Bearing Liabilities) (Billions of yen)

	A	B		C	
	Year Ended March 31, 2015	Year Ended March 31, 2016		Year Ending March 31, 2017 (Forecast)	
			Change B-A		Change C-B
Consolidated (US GAAP)					
Operating Revenues	11,095.3	11,541.0	445.7	11,450.0	(91.0)
Fixed Voice Related Services	1,441.4	1,330.0	(111.4)	-	-
Mobile Voice Related Services	872.1	837.8	(34.2)	-	-
IP/Packet Communications Services	3,672.2	3,757.8	85.7	-	-
Sales of Telecommunications Equipment	997.0	953.0	(44.0)	-	-
System Integration	2,691.8	3,063.5	371.7	-	-
Other	1,421.0	1,598.8	177.9	-	-
Operating Expenses	10,010.8	10,192.8	182.1	10,020.0	(172.8)
Cost of Services (excluding items shown separately below)	2,434.9	2,458.1	23.2	-	-
Cost of Equipment Sold (excluding items shown separately below)	948.9	970.5	21.6	-	-
Cost of System Integration (excluding items shown separately below)	1,900.3	2,197.5	297.2	-	-
Depreciation and Amortization	1,828.0	1,766.3	(61.7)	-	-
Impairment Loss	38.7	19.8	(18.9)	-	-
Selling, General and Administrative Expenses	2,856.5	2,767.8	(88.7)	-	-
Goodwill and other intangible assets impairments	3.5	12.9	9.4	-	-
Operating Income	1,084.6	1,348.1	263.6	1,430.0	81.9
Income Before Income Taxes	1,066.6	1,329.3	262.6	1,410.0	80.7
Net Income Attributable to NTT	518.1	737.7	219.7	750.0	12.3
(Ref.) Details of "Cost of Services," "Cost of Equipment Sold," "Cost of System Integration" and "Selling, General and Administrative Expenses"					
Personnel	2,280.2	2,299.7	19.5	-	-
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	5,451.6	5,675.9	224.3	-	-
Loss on Disposal of Property, Plant and Equipment	182.5	191.7	9.2	-	-
Other Expenses	226.2	226.6	0.4	-	-
Total	8,140.6	8,393.8	253.3	-	-
EBITDA and EBITDA Margin with Reconciliation					
EBITDA (a+b)	3,017.3	3,221.9	204.7	3,068.0	(153.9)
a Operating Income	1,084.6	1,348.1	263.6	1,430.0	81.9
b Depreciation and Amortization, and Loss on Disposal of Property, Plant and Equipment	1,932.7	1,873.8	(58.9)	1,638.0	(235.8)
EBITDA Margin [(c/d)X100]	27.2%	27.9%	0.7points	26.8%	(1.1)points
c EBITDA (a+b)	3,017.3	3,221.9	204.7	3,068.0	(153.9)
d Operating Revenues	11,095.3	11,541.0	445.7	11,450.0	(91.0)
Interest-Bearing Liabilities					
	As of March 31, 2015	As of March 31, 2016	As of March 31, 2017 (Forecast)		
Interest-Bearing Liabilities	4,406.7	4,163.3	4,300.0		

1. Financial Results Summary (Capital Investment)

Capital Investment						(Billions of yen)	
	A	B		C			
	Year Ended	Year Ended		Year Ending			
	March 31, 2015	March 31, 2016		March 31, 2017			
			Change		Change		
			B-A		C-B		
Capital Investment ⁽¹⁾⁽²⁾	1,817.5	1,687.2	(130.3)	1,720.0	32.8		
Regional communications business	666.2	622.1	(44.0)	589.0	(33.1)		
Long distance and international communications business	198.1	227.6	29.5	239.0	11.4		
Mobile communications business	661.8	595.2	(66.5)	585.0	(10.2)		
Data communications business	140.9	134.0	(6.9)	150.0	16.0		
Other business	150.6	108.3	(42.3)	157.0	48.7		
(Ref.) Core Group Companies							
NTT (Holding Company)	17.0	18.7	1.6	18.0	(0.7)		
R&D Facilities	14.4	16.5	2.0	14.0	(2.5)		
Joint Facilities	2.5	2.1	(0.4)	4.0	1.9		
NTT East ⁽³⁾	312.1	294.0	(18.1)	270.0	(24.0)		
Service Expansion and Improvement	289.3	261.0	(28.3)	251.0	(10.0)		
Voice Transmission	150.4	147.6	(2.7)	139.0	(8.6)		
Data Transmission	27.7	22.1	(5.6)	18.0	(4.1)		
Leased Circuit	111.1	91.1	(19.9)	93.0	1.9		
Telegraph	0.0	0.0	0.0	1.0	1.0		
R&D Facilities	1.7	2.5	0.7	2.0	(0.5)		
Joint Facilities	20.9	30.3	9.4	17.0	(13.3)		
NTT West ⁽³⁾	314.5	289.4	(25.1)	275.0	(14.4)		
Service Expansion and Improvement	298.0	272.2	(25.7)	259.0	(13.2)		
Voice Transmission	152.6	154.3	1.6	150.0	(4.3)		
Data Transmission	17.6	21.5	3.9	28.0	6.5		
Leased Circuit	127.6	96.2	(31.3)	80.0	(16.2)		
Telegraph	0.0	0.0	0.0	1.0	1.0		
R&D Facilities	1.8	1.9	0.0	2.0	0.1		
Joint Facilities	14.6	15.2	0.5	14.0	(1.2)		
NTT Communications	121.4	130.8	9.4	129.0	(1.8)		
Cloud Computing Platforms	33.1	34.2	1.1	33.0	(1.2)		
Data Networks	19.0	16.8	(2.2)	22.3	5.5		
Voice Communications	10.0	11.0	1.0	11.7	0.7		
Applications & Content	4.2	1.9	(2.2)	2.1	0.2		
Solution Services	6.8	9.1	2.3	7.9	(1.2)		
Infrastructure and Joint Facilities, etc.	48.0	57.4	9.4	51.7	(5.7)		
NTT DOCOMO (Consolidated)	661.8	595.2	(66.5)	585.0	(10.2)		
NTT DATA (Consolidated)	140.9	134.0	(6.8)	150.0	15.9		
(Ref.) Optical Access Network Investment							
NTT East	109.0	90.0	(19.0)	Approx. 90.0	0.0		
(Ref.) coverage rate (%) ⁽⁴⁾	95%	95%		95%			
NTT West	115.0	87.0	(28.0)	Approx. 75.0	(12.0)		
(Ref.) coverage rate (%) ⁽⁴⁾	93%	93%		93%			

Notes : (1) NTT Consolidated Capital Investment figures, excluding investments related to real estate and solar power generation operations, for "A. Year Ended March 31, 2015," "B. Year Ended March 31, 2016" and "C. Year Ending March 31, 2017 (Forecast)" are 1,702.9 billion yen, 1,605.2 billion yen and 1,610.0 billion yen, respectively.

(2) Capital Investment figures for domestic access network businesses for "A. Year Ended March 31, 2015," "B. Year Ended March 31, 2016" and "C. Year Ending March 31, 2017 (Forecast)" are 1,398.0 billion yen, 1,302.3 billion yen and 1,253.0 billion yen, respectively.

(3) Figures for NTT East and NTT West include figures for Optical Access Network Investment.

(4) The coverage rates for NTT East and NTT West represent the percentage of wiring points (feeder points) that were shifted to fiber-optics.

2. Financial Results (Business Segments)

(Billions of yen)

	A	B		C	
	Year Ended March 31, 2015	Year Ended March 31, 2016		Year Ending March 31, 2017 (Forecast)	
			<i>Change</i> <i>B-A</i>		<i>Change</i> <i>C-B</i>
Business segments⁽¹⁾					
Regional communications business					
Operating Revenues	3,505.5	3,407.9	(97.7)	3,270.0	(137.9)
Operating Expenses	3,336.7	3,142.9	(193.8)	2,980.0	(162.9)
Operating Income	168.9	265.0	96.1	290.0	25.0
Long distance and international communications business					
Operating Revenues	1,998.6	2,250.9	252.3	2,220.0	(30.9)
Operating Expenses	1,885.1	2,154.2	269.2	2,110.0	(44.2)
Operating Income	113.6	96.7	(16.9)	110.0	13.3
Mobile communications business					
Operating Revenues	4,383.4	4,527.1	143.7	4,620.0	92.9
Operating Expenses	3,747.6	3,738.8	(8.9)	3,715.0	(23.8)
Operating Income	635.8	788.4	152.6	905.0	116.6
Data communications business					
Operating Revenues	1,511.0	1,616.8	105.8	1,630.0	13.2
Operating Expenses	1,424.7	1,504.1	79.4	1,510.0	5.9
Operating Income	86.4	112.7	26.4	120.0	7.3
Other business					
Operating Revenues	1,272.2	1,294.5	22.2	1,320.0	25.5
Operating Expenses	1,204.8	1,220.4	15.7	1,255.0	34.6
Operating Income	67.5	74.0	6.6	65.0	(9.0)

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

3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	A	B		C	
	Year Ended March 31, 2015	Year Ended March 31, 2016		Year Ending March 31, 2017 (Forecast)	
			Change B-A		Change C-B
NTT (Holding Company) (JPN GAAP)					
Operating Revenues	411.8	521.7	109.9	473.0	(48.7)
Operating Expenses	137.8	137.6	(0.1)	134.0	(3.6)
Operating Income	273.9	384.0	110.1	339.0	(45.0)
Non-Operating Revenues	33.9	30.0	(3.9)	25.0	(5.0)
Non-Operating Expenses	35.5	32.6	(2.9)	29.0	(3.6)
Recurring Profit	272.3	381.4	109.0	335.0	(46.4)
Net Income	556.5	666.6	110.1	336.0	(330.6)
NTT East (JPN GAAP)					
Operating Revenues	1,765.4	1,722.3	(43.1)	1,650.0	(72.3)
Voice Transmission Services (excluding IP) ⁽¹⁾	468.5	427.8	(40.7)	393.0	(34.8)
IP Services	844.4	855.4	10.9	836.0	(19.4)
Leased Circuit (excluding IP)	111.9	103.7	(8.2)	97.0	(6.7)
Other	200.0	198.5	(1.4)		
Supplementary Business	140.3	136.7	(3.6)	324.0	(11.2)
Operating Expenses	1,655.5	1,560.4	(95.1)	1,485.0	(75.4)
Personnel	98.2	96.8	(1.3)	95.0	(1.8)
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	1,073.9	992.8	(81.1)	971.0	(21.8)
Depreciation and Amortization	362.5	342.6	(19.8)	295.0	(47.6)
Loss on Disposal of Property, Plant and Equipment	47.0	54.7	7.6	51.0	(3.7)
Taxes and Public Dues	73.7	73.3	(0.3)	73.0	(0.3)
Operating Income	109.8	161.8	51.9	165.0	3.1
Non-Operating Revenues	23.7	17.5	(6.1)	5.0	(12.5)
Non-Operating Expenses	11.5	5.9	(5.6)	5.0	(0.9)
Recurring Profit	122.0	173.4	51.3	165.0	(8.4)
Net Income	69.5	118.7	49.2	114.0	(4.7)
NTT West (JPN GAAP)					
Operating Revenues	1,574.2	1,528.0	(46.1)	1,477.0	(51.0)
Voice Transmission Services (excluding IP) ⁽¹⁾	472.5	428.6	(43.9)	394.0	(34.6)
IP Services	686.1	702.7	16.5	695.0	(7.7)
Leased Circuit (excluding IP)	103.0	93.3	(9.6)	84.0	(9.3)
Other	153.5	147.8	(5.6)		
Supplementary Business	158.8	155.4	(3.4)	304.0	0.7
Operating Expenses	1,538.5	1,453.9	(84.5)	1,402.0	(51.9)
Personnel	96.3	90.0	(6.2)	81.0	(9.0)
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	999.2	924.5	(74.6)	904.0	(20.5)
Depreciation and Amortization	327.6	317.0	(10.5)	293.0	(24.0)
Loss on Disposal of Property, Plant and Equipment	48.6	56.2	7.6	57.0	0.7
Taxes and Public Dues	66.7	66.0	(0.7)	67.0	0.9
Operating Income	35.6	74.0	38.3	75.0	0.9
Non-Operating Revenues	6.0	5.7	(0.2)	6.0	0.2
Non-Operating Expenses	12.8	12.7	(0.1)	11.0	(1.7)
Recurring Profit	28.8	67.1	38.3	70.0	2.8
Net Income	13.9	72.4	58.5	50.0	(22.4)

Note: (1) Operating Revenues from Voice Transmission Services (excluding IP) of NTT East and NTT West for the fiscal year ended March 31, 2016 include monthly charges, call charges and interconnection charges of 321.1 billion yen, 30.3 billion yen and 51.1 billion yen for NTT East, and 319.6 billion yen, 28.2 billion yen and 55.8 billion yen for NTT West, respectively.

3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	A	B		C	
	Year Ended March 31, 2015	Year Ended March 31, 2016		Year Ending March 31, 2017 (Forecast)	
			Change B-A		Change C-B
NTT Communications (JPN GAAP)					
Operating Revenues ⁽¹⁾	909.9	918.3	8.3	910.0	(8.3)
Cloud Computing Platforms	64.9	70.0	5.0	88.0	17.9
Data Networks	370.8	369.8	(0.9)	375.0	5.1
Voice Communications	269.9	260.3	(9.5)	243.0	(17.3)
Applications & Content	38.4	38.7	0.2	38.0	(0.7)
Solution Services	149.8	162.3	12.5	151.0	(11.3)
Others	15.9	16.9	1.0	15.0	(1.9)
Operating Expenses	816.8	827.1	10.3	822.0	(5.1)
Personnel	78.7	77.2	(1.4)	79.0	1.7
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	426.9	417.1	(9.8)	618.0	(9.0)
Communication Network Charges	193.0	209.9	16.9		
Depreciation and Amortization	102.0	104.4	2.4	105.0	0.5
Loss on Disposal of Property, Plant and Equipment	4.5	5.6	1.0	8.0	2.3
Taxes and Public Dues	11.5	12.7	1.1	12.0	(0.7)
Operating Income	93.1	91.1	(1.9)	88.0	(3.1)
Non-Operating Revenues	30.1	27.1	(3.0)	22.0	(5.1)
Non-Operating Expenses	8.4	8.1	(0.3)	8.0	(0.1)
Recurring Profit	114.8	110.2	(4.6)	102.0	(8.2)
Net Income	77.2	72.3	(4.9)	72.0	(0.3)
Dimension Data (IFRS)⁽²⁾⁽³⁾					
Operating Revenues	734.4	921.9	187.6	890.0	(31.9)
Operating Expenses	725.9	921.6	195.7	886.0	(35.6)
Operating Income ⁽⁴⁾	8.4	0.3	(8.1)	4.0	3.7
Net Income Attributable to Dimension Data	3.6	(7.7)	(11.3)	-	-

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, 2015 are consolidated into NTT's consolidated statements of income from April 1, 2015 to March 31, 2016, Dimension Data's financial results for the twelve months ended December 31, 2015 are included under "B. Year Ended March 31, 2016" and Dimension Data's forecast for the twelve months ending December 31, 2016 is included under "C. Year Ending March 31, 2017 (Forecast)."

(3) The conversion rate used for Dimension Data figures for the fiscal year ended March 31, 2016 is USD1.00 = JPY121.10.

(4) Operating Income for the fiscal year ended March 31, 2016 under US GAAP was (11.2) billion yen.

3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	A	B		C	
	Year Ended March 31, 2015	Year Ended March 31, 2016		Year Ending March 31, 2017 (Forecast)	
			Change B-A	Change C-B	
NTT DOCOMO Consolidated (US GAAP)					
Operating Revenues	4,383.4	4,527.1	143.7	4,620.0	92.9
Telecommunications Services	2,747.2	2,815.5	68.4	2,974.0	158.5
Mobile Communications Services	2,736.6	2,767.6	30.9	2,844.0	76.4
Voice Revenues	883.8	849.4	(34.4)	868.0	18.6
Packet Communications Revenues	1,852.8	1,918.2	65.3	1,976.0	57.8
Optical-fiber Broadband Services and Other Telecommunications Services	10.5	47.9	37.4	130.0	82.1
Equipment Sales	904.1	860.5	(43.6)	745.0	(115.5)
Other Operating Revenues ⁽¹⁾	732.2	851.1	118.9	901.0	49.9
Operating Expenses	3,744.3	3,744.1	(0.3)	3,710.0	(34.1)
Personnel	286.5	286.2	(0.3)	293.0	6.8
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	2,418.1	2,435.9	17.8	2,497.0	61.1
Depreciation and Amortization	659.8	625.9	(33.9)	448.0	(177.9)
Impairment loss	30.2	9.1	(21.1)	-	(9.1)
Loss on Disposal of Property, Plant and Equipment	69.5	68.8	(0.7)	81.0	12.2
Communication Network Charges	240.3	276.9	36.6	351.0	74.1
Taxes and Public Dues	40.1	41.3	1.2	40.0	(1.3)
Operating Income	639.1	783.0	144.0	910.0	127.0
Non-Operating Income (Loss)	4.8	(5.0)	(9.8)	4.0	9.0
Income Before Income Taxes	643.9	778.0	134.1	914.0	136.0
Net Income Attributable to NTT DOCOMO	410.1	548.4	138.3	640.0	91.6
NTT DATA Consolidated (JPN GAAP)					
Net sales ⁽²⁾	1,511.8	1,614.8	103.0	1,650.0	35.1
Public & Social Infrastructure	408.7	420.8	12.0	426.0	5.1
Financial	496.2	523.6	27.4	520.0	(3.6)
Enterprise & Solutions	366.1	391.8	25.6	406.0	14.1
Global	464.5	519.6	55.0	549.0	29.3
Elimination or Corporate	(223.8)	(241.0)	(17.1)	(251.0)	(9.9)
Cost of Sales	1,147.3	1,216.7	69.4	1,236.0	19.2
Gross Profit	364.5	398.1	33.5	414.0	15.8
Selling, General and Administrative Expenses	280.4	297.2	16.7	309.0	11.7
Operating Income	84.0	100.8	16.8	105.0	4.1
Non-Operating Income (Loss)	(6.1)	(2.7)	3.3	(6.0)	(3.2)
Ordinary income	77.9	98.1	20.2	99.0	0.8
Net Income Attributable to Owners of Parent	32.1	63.3	31.2	58.0	(5.3)

Notes: (1) With the introduction of "Optical-fiber broadband services and other telecommunications services" in the fiscal year ended March 31, 2015, Telecommunications Services revenues previously included in "Other Operating Revenues" under "A. Year Ended March 31, 2015" 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.

4. Operating Data

Number of Subscribers (in thousands except for Public Telephones)

	A	B	C		
	As of March 31, 2015	As of March 31, 2016	As of March 31, 2017 (Forecast)		
		<i>Change B-A</i>		<i>Change C-B</i>	
Telephone Subscriber Lines ⁽¹⁾	21,286	19,943	18,833	(1,110)	
NTT East	10,492	9,875	9,445	(430)	
NTT West	10,794	10,068	9,388	(680)	
INS-Net ⁽²⁾	3,058	2,776	2,531	(245)	
NTT East	1,559	1,414	1,294	(120)	
NTT West	1,499	1,361	1,236	(125)	
Telephone Subscriber Lines + INS-Net	24,344	22,718	21,363	(1,355)	
NTT East	12,051	11,289	10,739	(550)	
NTT West	12,293	11,429	10,624	(805)	
Public Telephones	183,655	171,179	162,589	(8,590)	
NTT East	87,785	78,199	71,199	(7,000)	
NTT West	95,870	92,980	91,390	(1,590)	
FLET'S ISDN	95	85	79	(6)	
NTT East	42	37	36	(1)	
NTT West	53	48	43	(5)	
FLET'S ADSL	1,219	1,053	896	(157)	
NTT East	550	475	415	(60)	
NTT West	669	577	480	(97)	
FLET'S Hikari (including Hikari Collaboration Model) ⁽³⁾⁽⁴⁾⁽⁵⁾	18,716	19,259	19,859	600	
NTT East	10,403	10,666	10,966	300	
NTT West	8,313	8,593	8,893	300	
(incl.) Hikari Collaboration Model	270	4,691	8,241	3,550	
NTT East	190	3,077	5,127	2,050	
NTT West	80	1,615	3,115	1,500	
Hikari Denwa ⁽⁶⁾	17,108	17,374	17,474	100	
NTT East	9,032	9,123	9,223	100	
NTT West	8,076	8,252	8,252	-	
Conventional Leased Circuit Services	241	232	224	(8)	
NTT East	117	113	109	(4)	
NTT West	124	120	116	(4)	
High Speed Digital Services	127	115	99	(16)	
NTT East	66	59	54	(5)	
NTT West	62	56	45	(11)	
NTT Group Major ISPs ⁽⁷⁾	11,586	11,411	10,951	(460)	
(incl.) OCN	8,282	8,046	7,544	(501)	
(incl.) Plala	2,960	3,005	3,030	25	
Hikari TV	3,014	3,052	3,060	8	
FLET'S TV Transmission Services ⁽⁶⁾	1,345	1,432	1,456	24	
NTT East	877	910	920	10	
NTT West	468	522	536	14	
Mobile ⁽⁸⁾	66,595	70,964	75,300	4,336	
(incl.) New Billing Plan	17,827	29,704	-	-	
LTE ("Xi")	30,744	38,679	44,600	5,921	
FOMA ⁽⁹⁾	35,851	32,285	30,700	(1,585)	
sp-mode	28,160	32,463	35,100	2,637	
i-mode	22,338	18,770	16,500	(2,270)	

- 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," "FLET'S Hikari Lightplus" 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 year ended March 31, 2016 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 1,415 thousand lines and 1,203 thousand lines, respectively, for a total of 2,619 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 626 thousand lines and 354 thousand lines, respectively, for a total of 980 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 2,371 thousand lines and 1,230 thousand lines, respectively, for a total of 3,601 thousand lines.
- (5) The comparative forecast "As of March 31, 2017" 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 1,450 thousand lines and 1,150 thousand lines, respectively, for a total of 2,600 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 900 thousand lines and 650 thousand lines, respectively, for a total of 1,550 thousand lines; and the numbers of switchover lines for NTT East and NTT West are expected to be 1,500 thousand lines and 1,000 thousand lines, respectively, for a total of 2,500 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.

4. Operating Data

Number of Employees

(Persons)

	A As of March 31, 2015	B As of March 31, 2016		C As of March 31, 2017 (Forecast)	
			<i>Change</i> <i>B-A</i>		<i>Change</i> <i>C-B</i>
NTT Consolidated	241,600	241,450	(150)	245,950	4,500
Regional communications business	71,200	66,200	(5,000)	62,300	(3,900)
Long distance and international communications busi	42,250	43,750	1,500	47,000	3,250
Mobile communications business	25,700	26,150	450	27,050	900
Data communications business	76,650	80,550	3,900	84,950	4,400
Other business	25,800	24,800	(1,000)	24,650	(150)
Core Group Companies					
NTT (Holding Company)	2,850	2,750	(100)	2,750	0
NTT East	5,000	4,800	(200)	4,700	(100)
NTT West	4,650	4,450	(200)	4,400	(50)
NTT Communications	6,500	6,450	(50)	6,450	0
NTT DOCOMO (Consolidated)	25,700	26,150	450	27,050	900
NTT DATA (Consolidated)	76,650	80,550	3,900	84,950	4,400