May 10, 2019
Nippon Telegraph and Telephone Corporation

Supplementary Data for the Annual Results for the Fiscal Year Ended March 31, 2019

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Disclaimers

This document is a translation of the Japanese original. The Japanese original is authoritative.
The forward-looking statements and projected figures concerning the future performance of NTT and its subsidiaries and affiliates contained or referred to 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 or referred to herein, as well as other risks included in NTT's most recent Annual Securities Report and in any other materials publicly disclosed by NTT on its website.

* "E" in this material represents that the figure is a plan or projection for operation.
** "FY" in this material indicates the fiscal year ending March 31 of the succeeding year.

1. Financial Results Summary (NTT Consolidated)

NTT Consolidated Financial Results (IFRS)

(Billions of yen)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forcast)
Consolidated											
Operating revenues	2,808.7	2,882.4	3,055.8	3,035.2	11,782.1	2,852.7	2,940.5	3,002.0	3,084.6	11,879.8	11,830.0
Fixed voice related services	290.2	280.8	287.8	288.0	1,146.9	272.2	266.1	271.0	268.4	1,077.7	-
Mobile voice related services	227.2	236.9	235.7	233.5	933.3	234.5	238.5	237.2	236.5	946.7	-
IP/packet communications services	939.5	949.6	939.1	929.3	3,757.4	938.0	930.5	934.1	918.7	3,721.2	-
Sales of telecommunications equipment	179.8	184.2	304.1	210.2	878.3	198.0	234.5	280.1	216.6	929.2	-
System integration services	792.2	855.2	884.0	925.9	3,457.4	837.7	877.2	884.9	994.3	3,594.1	-
Other	379.9	375.7	405.0	448.3	1,608.9	372.3	393.7	394.9	450.1	1,611.0	-
Operating expenses	2,284.1	2,368.7	2,684.5	2,803.8	10,141.1	2,315.5	2,406.9	2,545.6	2,917.9	10,186.0	10,280.0
Personnel expenses	591.6	594.9	614.2	592.6	2,393.4	592.1	590.7	603.0	605.8	2,391.6	-
Expenses for purchase of goods and services and other expenses	1,305.9	1,378.6	1,519.7	1,629.6	5,833.9	1,341.8	1,426.3	1,475.5	1,674.1	5,917.7	-
Depreciation and amortization	331.0	333.3	339.5	343.3	1,346.9	325.5	331.0	334.2	343.0	1,333.6	1,456.0
Impairment losses	-	0.7	150.1	27.0	177.9	-	0.0	67.3	59.0	126.4	-
Goodwill	-	-	25.3	8.8	34.1	-	-	-	39.4	39.4	-
Metal cable-related	-	-	124.8	-	124.8	-	-	66.0	-	66.0	-
Other	-	0.7	0.0	18.2	19.0	-	0.0	1.3	19.6	21.0	-
Expenses on disposal of fixed assets	27.3	35.5	34.7	56.7	154.2	26.8	32.4	34.1	78.9	172.2	-
Taxes and dues	28.3	25.7	26.3	154.5	234.9	29.3	26.6	31.5	157.1	244.5	-
Operating profit	524.7	513.7	371.3	231.5	1,641.1	537.2	533.5	456.4	166.7	1,693.8	1,550.0
Profit before taxes	527.8	514.1	486.8	211.7	1,740.5	542.7	535.7	452.1	141.4	1,671.9	1,569.0
Profit attributable to NTT	289.3	274.8	217.3	116.5	897.9	289.7	270.0	232.4	62.4	854.6	855.0
EBITDA and EBITDA margin with reconciliation											
EBITDA [a+b+c+d]	869.1	863.8	876.1	628.1	3,237.1	874.4	877.4	874.9	614.6	3,241.4	2,914.0
a Operating profit	524.7	513.7	371.3	231.5	1,641.1	537.2	533.5	456.4	166.7	1,693.8	1,550.0
b Depreciation and amortization (1)	331.0	333.3	339.5	343.3	1,346.9	325.5	331.0	334.2	343.0	1,333.6	1,312.0
c Loss on sales and disposal of property, plant and equipment	13.5	16.1	15.2	26.4	71.2	11.7	12.9	17.0	45.9	87.5	52.0
d Impairment losses	-	0.7	150.1	27.0	177.9	-	0.0	67.3	59.0	126.4	-
EBITDA margin [(e/f)*100]	30.9%	30.0%	28.7%	20.7%	27.5%	30.7%	29.8%	29.1%	19.9%	27.3%	24.6%
e EBITDA [a+b+c+d]	869.1	863.8	876.1	628.1	3,237.1	874.4	877.4	874.9	614.6	3,241.4	2,914.0
f Operating revenues	2,808.7	2,882.4	3,055.8	3,035.2	11,782.1	2,852.7	2,940.5	3,002.0	3,084.6	11,879.8	11,830.0

NTT Consolidated Financial Position (IFRS)

	FY 2017				FY 2018				FY 2019 (E)
	As of June 30	As of September 30	As of December 31	As of March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31 (Forcast)
Assets	21,233.6	21,454.9	21,443.6	21,541.4	21,467.0	21,719.8	21,899.8	22,295.1	-
Current assets	5,574.8	5,733.2	5,849.5	5,869.2	5,702.3	6,082.5	6,385.2	6,580.0	-
(incl.) Cash and cash equivalents	1,161.7	984.4	892.2	895.0	797.1	889.6	908.4	946.1	-
(incl.) Trade and other receivables	3,361.0	3,693.8	3,900.4	4,022.2	3,823.7	3,965.9	4,149.0	4,391.4	-
Non-current assets	15,658.8	15,721.7	15,594.1	15,672.3	15,764.6	15,637.3	15,514.7	15,715.2	-
(incl.) Property, plant and equipment	8,724.6	8,786.9	8,699.1	8,812.2	8,820.7	8,941.8	8,858.6	9,012.9	-
Liabilities and Equity	21,233.6	21,454.9	21,443.6	21,541.4	21,467.0	21,719.8	21,899.8	22,295.1	-
Liabilities	10,033.3	9,874.1	9,852.6	9,975.8	9,802.9	9,655.7	10,169.4	10,490.4	-
Current liabilities	4,406.5	4,221.1	4,231.8	4,622.4	4,618.2	4,329.1	4,843.8	5,228.1	-
(incl.) Trade and other payables	1,469.2	1,425.8	1,570.5	1,811.7	1,510.6	1,484.8	1,615.5	2,092.5	-
Non-current liabilities	5,626.8	5,653.0	5,620.8	5,353.4	5,184.7	5,326.6	5,325.6	5,262.3	-
(incl.) Long-term debt	3,178.2	3,185.1	3,163.0	2,953.9	2,793.1	2,936.3	2,907.7	2,865.2	-
(incl.) Defined benefit liabilities	1,880.9	1,894.2	1,911.9	1,860.5	1,864.4	1,879.1	1,891.9	1,878.0	-
Equity	11,200.3	11,580.8	11,591.0	11,565.7	11,664.0	12,064.1	11,730.4	11,804.8	-
Interest-bearing liabilities (consolidated)									
Interest-bearing liabilities	4,636.9	4,315.6	4,276.5	3,971.6	4,359.5	4,064.1	4,560.1	4,262.7	4,300.0

(1) As IFRS 16 (leases) became effective on April 1, 2019, NTT Group has changed the method of accounting for lease payments under operating leases from expense to depreciation. In consideration of the comparability of EBITDA with actual results in FY 2018, EBITDA and depreciation of EBITDA and its components in the full-year forecast for FY 2019 are not changed.

1. Financial Results Summary (Medium-Term Financial Targets)

Medium-Term Financial Targets (IFRS)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
EPS (Yen) [(1)]	-	-	-	-	425	-	-	-	-	440	456
Overseas Sales (Millions of Dollars) [(2)]	-	-	-	-	18,354	4,634	4,681	4,701	4,895	18,911	20,000
Overseas Operating Income Margin (%) [(2)]	-	-	-	-	3.1%	2.6%	3.6%	3.1%	3.5%	3.2%	3.5%
Cost Reductions (Billions of yen) [(3)]	-	-	-	-	-	-	-	-	-	(220.0)	(470.0)
ROIC (%)	-	-	-	-	7.4%	-	-	-	-	7.4%	6.7%
Capex to Sales (%) (Domestic Network Business [(4)])	-	-	-	-	13.7%	-	-	-	-	13.9%	14.1%

(1) Excludes the effects of the arbitration award received from Tata Sons Limited.

(2) Including results from the global holding company (NTT, Inc.), its subsidiaries and its affiliates. Operating Income excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed asset excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed assets.

(3) Cumulative reductions from FY 2017.

(4) Excludes NTT communications' data centers and certain other assets.

1. Financial Results Summary (Capital Investment)

Capital Investment (IFRS)

(Billions of yen)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
Capital investment	369.1	401.2	383.3	544.4	1,697.9	321.4	361.1	367.6	646.8	1,697.0	1,750.0
Mobile communications business	122.3	145.2	135.9	173.6	577.0	124.9	130.5	134.0	204.3	593.7	570.0
Regional communications business	106.4	126.2	123.6	193.4	549.6	102.1	108.0	114.0	217.0	541.0	520.0
Long distance and international communications business	52.1	56.7	47.5	78.7	235.0	38.4	50.3	45.4	110.2	244.3	267.0
Data communications business	44.6	53.7	40.9	55.6	194.8	38.2	40.2	45.4	55.4	179.2	202.0
Other business	43.7	19.3	35.3	43.2	141.5	17.8	32.1	28.8	60.0	138.7	191.0
(Ref.) Capital investment by group											
NTT East Group	60.9	60.1	59.0	88.6	268.6	60.6	57.7	54.6	101.2	274.1	265.0
NTT West Group	45.5	66.1	64.7	104.8	281.0	41.5	50.3	59.4	115.8	266.9	255.0
NTT Communications Group	46.3	51.7	42.5	68.6	209.1	32.3	44.6	39.7	102.6	219.3	241.0
Dimension Data Consolidated	5.3	4.1	3.8	7.8	21.1	5.5	5.1	4.7	5.7	20.9	23.0

1. Financial Results Summary (Business Segments)

Business Segments (IFRS)

(Billions of yen)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
Business segments [1]											
Mobile communications business											
Operating revenues	1,133.6	1,160.7	1,295.1	1,172.9	4,762.3	1,176.7	1,212.9	1,264.6	1,186.7	4,840.8	4,580.0
Mobile voice related service	229.7	239.4	238.3	235.5	942.8	236.9	241.0	239.7	238.7	956.2	-
IP/packet communications service	533.5	540.8	539.1	523.8	2,137.2	544.6	541.7	542.5	530.4	2,159.3	-
Sales of telecommunications equipment	157.0	162.0	284.7	186.2	789.8	178.6	211.8	259.7	194.3	844.4	-
Other	213.5	218.4	233.1	227.4	892.4	216.5	218.4	222.7	223.4	880.9	-
Operating expenses	851.5	883.2	998.9	1,041.7	3,775.3	866.7	912.3	973.1	1,075.1	3,827.2	3,750.0
Personnel expenses	72.6	71.4	72.2	71.9	288.1	73.0	72.3	72.6	71.1	288.9	-
Expenses for purchase of goods and services and other expenses	644.8	671.7	786.2	779.1	2,881.8	666.6	706.1	766.1	785.1	2,923.8	-
Depreciation and amortization	119.1	121.3	122.0	124.2	486.6	113.8	117.7	117.1	122.3	470.9	-
Impairment losses	-	-	-	11.8	11.8	-	-	-	32.8	32.8	-
Expenses on disposal of fixed assets	12.5	16.1	15.5	23.0	67.2	10.4	13.3	14.3	30.8	68.8	-
Taxes and dues	2.5	2.7	2.9	31.7	39.8	3.0	3.0	3.1	33.0	42.0	-
Operating profit	282.1	277.5	296.3	131.1	987.0	309.9	300.6	291.5	111.6	1,013.6	830.0
Regional communications business											
Operating revenues	786.7	792.1	798.7	854.0	3,231.6	768.9	775.5	781.1	826.8	3,152.3	3,060.0
Fixed voice related service	288.5	280.4	286.7	287.5	1,143.1	274.0	267.9	271.7	271.6	1,085.2	-
IP/packet communications service	379.5	381.4	380.0	382.7	1,523.7	374.4	374.1	377.3	374.9	1,500.7	-
Sales of telecommunications equipment	18.5	19.2	18.5	20.6	76.7	18.3	18.7	18.9	20.7	76.6	-
System integration services	28.4	38.0	37.2	63.1	166.6	27.6	41.1	37.7	62.5	168.9	-
Other	71.9	73.2	76.2	100.2	321.4	74.6	73.7	75.5	97.0	320.9	-
Operating expenses	635.4	655.1	779.4	810.1	2,880.0	626.9	641.2	706.0	817.5	2,791.6	2,679.0
Personnel expenses	190.6	184.7	182.8	178.7	736.8	178.4	178.4	177.9	172.9	707.6	-
Expenses for purchase of goods and services and other expenses	301.3	323.2	324.8	396.1	1,345.4	305.1	318.7	317.0	398.2	1,338.9	-
Depreciation and amortization	112.0	112.9	114.7	115.4	455.0	110.7	110.8	111.9	114.5	448.0	-
Impairment losses	-	0.6	124.8	2.2	127.6	-	-	66.0	3.7	69.7	-
Expenses on disposal of fixed assets	13.7	18.2	16.9	29.6	78.3	14.4	17.6	17.4	40.9	90.3	-
Taxes and dues	17.9	15.5	15.5	88.1	136.9	18.3	15.8	15.8	87.2	137.1	-
Operating profit	151.3	137.1	19.3	43.9	351.6	142.0	134.3	75.0	9.4	360.7	381.0
Long distance and international communications business											
Operating revenues	533.4	562.7	570.0	576.1	2,242.2	541.2	572.0	571.3	594.3	2,278.7	2,264.0
Fixed voice related service	60.4	59.1	60.8	59.5	239.9	55.7	56.8	56.0	51.8	220.3	-
IP/packet communications service	99.8	101.8	103.4	105.2	410.2	106.0	105.8	107.9	107.8	427.5	-
Sales of telecommunications equipment	4.7	3.9	1.6	4.5	14.7	1.6	4.4	1.9	3.6	11.5	-
System integration services	325.5	357.8	362.2	358.5	1,404.0	338.6	363.3	357.4	379.7	1,439.1	-
Other	43.0	40.1	42.0	48.3	173.4	39.3	41.6	48.1	51.4	180.3	-
Operating expenses	492.3	523.7	569.7	566.0	2,151.6	509.1	532.6	537.6	599.2	2,178.5	2,151.0
Personnel expenses	96.0	97.6	111.4	99.6	404.6	102.5	102.7	103.7	102.4	411.4	-
Expenses for purchase of goods and services and other expenses	353.3	382.2	387.5	398.8	1,521.8	361.3	384.2	381.8	414.2	1,541.6	-
Depreciation and amortization	40.5	41.2	42.5	43.6	167.8	42.8	43.3	43.8	48.6	178.4	-
Impairment losses	-	0.2	25.3	11.6	37.1	-	-	0.2	19.4	19.7	-
Expenses on disposal of fixed assets	0.9	0.9	1.4	2.2	5.4	0.7	0.7	2.4	4.1	7.9	-
Taxes and dues	1.6	1.6	1.6	10.1	15.0	1.8	1.6	5.7	10.5	19.6	-
Operating profit	41.1	39.1	0.3	10.1	90.6	32.0	39.4	33.6	(4.9)	100.1	113.0
Data communications business											
Operating revenues	472.1	491.9	521.4	559.9	2,045.2	505.2	517.5	528.0	612.9	2,163.6	2,240.0
System integration services	472.1	491.9	521.4	559.9	2,045.2	505.2	517.5	528.0	612.9	2,163.6	-
Operating expenses	445.7	461.9	490.4	524.0	1,922.0	476.0	486.4	493.5	560.0	2,015.9	2,092.0
Personnel expenses	182.8	193.1	202.2	198.5	776.6	193.3	193.5	202.5	214.9	804.2	-
Expenses for purchase of goods and services and other expenses	221.5	227.8	245.9	280.6	975.7	242.6	251.9	247.6	300.9	1,043.0	-
Depreciation and amortization	38.5	38.1	39.1	38.2	153.9	37.2	38.3	39.9	38.2	153.6	-
Impairment losses	-	-	-	1.7	1.7	-	-	-	0.7	0.7	-
Expenses on disposal of fixed assets	0.3	0.5	0.3	1.3	2.4	0.2	0.2	0.6	1.3	2.2	-
Taxes and dues	2.6	2.6	2.8	3.7	11.6	2.7	2.5	2.9	4.1	12.2	-
Operating profit	26.4	30.0	31.0	35.9	123.2	29.3	31.1	34.5	52.9	147.7	148.0
Other business											
Operating revenues	274.8	281.3	293.0	365.6	1,214.6	267.2	297.8	290.3	385.0	1,240.3	1,567.0
IP/packet communications service	5.9	6.4	5.6	6.6	24.5	5.7	5.9	6.1	6.9	24.6	-
System integration services	32.4	34.7	39.7	40.9	147.7	35.5	37.1	34.7	44.8	152.1	-
Other	236.5	240.2	247.6	318.1	1,042.3	226.0	254.7	249.5	333.3	1,063.5	-
Operating expenses	246.3	251.0	265.8	352.8	1,115.9	241.2	266.4	264.5	382.5	1,154.6	1,474.0
Personnel expenses	63.2	62.6	62.1	65.5	253.5	61.6	61.3	61.4	69.6	253.9	-
Expenses for purchase of goods and services and other expenses	158.6	164.7	177.8	242.6	743.8	152.8	178.9	176.3	255.6	763.7	-
Depreciation and amortization	20.8	20.2	21.5	22.1	84.6	22.3	21.7	21.4	25.5	90.9	-
Impairment losses	-	-	-	0.0	0.0	-	0.0	1.1	2.4	3.6	-
Expenses on disposal of fixed assets	0.5	0.6	1.4	2.3	4.8	1.6	1.5	0.9	5.1	9.0	-
Taxes and dues	3.2	2.8	2.9	20.3	29.3	2.9	3.0	3.4	24.2	33.6	-
Operating profit	28.5	30.3	27.2	12.8	98.7	26.0	31.4	25.8	2.5	85.6	93.0

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

2. Financial Results Summary (NTT DOCOMO Consolidated, NTT East Group, NTT West Group)

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
NTT DOCOMO Consolidated											
Operating revenues	1,133.7	1,160.8	1,295.3	1,172.5	4,762.3	1,176.7	1,212.9	1,264.6	1,186.7	4,840.8	4,580.0
Telecommunications services	766.1	784.1	780.6	762.1	3,092.7	785.4	786.5	785.9	772.9	3,130.7	3,007.0
Mobile communications services	716.5	729.2	721.8	699.8	2,867.3	718.3	716.8	712.6	696.6	2,844.4	2,684.0
Voice	229.7	239.4	238.3	235.5	942.8	236.9	241.0	239.7	238.7	956.2	-
Packet communications	486.8	489.8	483.6	464.3	1,924.5	481.4	475.9	473.0	458.0	1,888.2	-
Optical-fiber broadband service and other telecommunications services	49.6	54.9	58.7	62.2	225.4	67.1	69.7	73.2	76.3	286.3	323.0
Equipment sales	157.0	162.0	284.7	186.2	789.8	178.6	211.8	259.7	194.3	844.4	627.0
Other	210.7	214.7	230.0	224.3	879.7	212.6	214.6	219.0	219.5	865.8	946.0
Operating expenses	851.6	882.9	999.0	1,041.7	3,775.3	866.7	912.3	973.1	1,075.1	3,827.2	3,750.0
Personnel expenses	72.6	71.4	72.2	71.9	288.1	73.0	72.3	72.6	71.1	288.9	292.0
Expenses for purchase of goods and services and other expenses	556.3	577.3	688.3	709.3	2,531.3	566.4	602.1	658.2	707.0	2,533.7	2,394.0
Depreciation and amortization	119.1	121.3	122.0	124.2	486.6	113.8	117.7	117.1	122.3	470.9	587.0
Impairment losses	-	-	-	11.8	11.8	-	-	-	32.8	32.8	-
Communication network charges	91.0	96.9	101.0	101.5	390.4	103.2	106.9	110.9	111.0	432.0	435.0
Expenses on disposal of fixed assets	12.5	16.1	15.5	23.0	67.2	10.4	13.3	14.3	30.8	68.8	42.0
Operating profit	282.1	277.8	296.2	130.8	987.0	309.9	300.6	291.5	111.6	1,013.6	830.0
Profit before taxes	289.8	285.5	445.3	121.1	1,141.7	317.1	304.1	290.5	91.0	1,002.6	838.0
Profit attributable to NTT DOCOMO, INC.	199.9	192.2	305.6	93.2	790.8	218.3	188.7	200.5	56.1	663.6	575.0
NTT East Group (1)											
Operating revenues	430.2	432.3	441.2	483.1	1,786.8	424.2	425.6	431.7	459.1	1,740.6	1,671.0
Fixed voice related service	151.1	147.6	150.7	149.7	599.1	144.5	142.3	145.4	141.3	573.6	535.0
IP/packet communications service	210.8	212.9	212.8	215.1	851.6	209.7	210.6	211.5	210.7	842.5	846.0
Sales of telecommunications equipment	7.3	7.3	7.0	8.3	29.9	7.2	7.4	7.4	8.3	30.3	30.0
System integration services	14.0	16.8	17.9	31.3	80.0	13.0	18.5	17.7	26.2	75.4	89.0
Other	47.0	47.7	52.7	78.7	226.1	49.8	46.8	49.7	72.5	218.8	171.0
Operating expenses	341.3	352.9	413.3	446.6	1,554.1	336.6	340.4	378.2	442.7	1,498.0	1,418.0
Personnel expenses	99.8	96.8	95.6	93.9	386.1	93.6	93.4	92.7	92.8	372.6	359.0
Expenses for purchase of goods and services and other expenses	164.7	176.9	179.7	230.6	751.8	167.3	172.3	172.1	221.6	733.3	712.0
Depreciation and amortization	59.9	60.3	60.9	61.9	242.9	59.1	58.6	59.2	60.9	237.9	224.0
Impairment losses	-	0.6	60.9	1.5	63.0	-	-	36.1	2.5	38.7	-
Expenses on disposal of fixed assets	7.2	9.8	7.8	13.4	38.2	6.7	7.5	9.5	19.8	43.5	50.0
Taxes and dues	9.7	8.5	8.4	45.4	72.1	9.9	8.6	8.5	45.0	72.1	73.0
Operating profit	88.9	79.4	27.9	36.5	232.7	87.6	85.1	53.5	16.3	242.7	253.0
Profit before taxes	88.4	79.2	27.0	35.8	230.3	87.5	84.5	53.0	16.0	241.0	252.0
Profit attributable to NTT East	61.5	54.3	19.4	27.2	162.4	61.7	59.2	37.5	7.6	166.0	175.0
NTT West Group (2)											
Operating revenues	366.6	370.7	368.1	388.6	1,494.0	354.1	359.9	361.7	386.6	1,462.3	1,420.0
Fixed voice related service	139.5	135.6	137.9	140.7	553.7	131.2	127.9	130.2	132.7	522.0	477.0
IP/packet communications service	168.9	168.7	167.3	167.7	672.5	164.8	163.7	165.9	164.2	658.6	650.0
Sales of telecommunications equipment	11.3	12.0	11.5	12.5	47.2	11.1	11.4	11.5	12.6	46.7	43.0
System integration services	14.8	21.6	19.8	32.8	88.9	15.0	23.0	20.5	36.8	95.4	102.0
Other	32.2	32.9	31.7	34.9	131.6	31.9	34.0	33.5	40.2	139.6	148.0
Operating expenses	304.2	312.9	376.7	380.8	1,374.7	299.8	310.8	339.8	393.6	1,344.0	1,292.0
Personnel expenses	91.0	88.1	87.5	85.5	352.1	85.1	85.2	85.5	81.1	336.8	325.0
Expenses for purchase of goods and services and other expenses	146.4	156.7	155.3	181.7	640.2	146.8	156.1	156.4	193.8	653.1	670.0
Depreciation and amortization	52.1	52.6	53.8	53.5	212.0	51.6	52.1	52.7	53.8	210.3	188.0
Impairment losses	-	-	63.9	0.7	64.6	-	-	29.9	1.2	31.0	-
Expenses on disposal of fixed assets	6.5	8.5	9.2	16.7	40.9	7.9	10.2	8.0	21.5	47.7	45.0
Taxes and dues	8.2	7.0	7.0	42.7	64.9	8.3	7.2	7.2	42.2	65.0	64.0
Operating profit	62.4	57.8	(8.6)	7.8	119.4	54.3	49.1	21.9	(7.0)	118.3	128.0
Profit before taxes	61.1	56.2	(10.1)	6.4	113.6	53.3	47.9	20.7	(8.2)	113.7	123.0
Profit attributable to NTT West	42.5	39.1	(6.2)	4.7	80.0	37.7	33.9	15.5	(6.4)	80.7	87.0

(1) The scope of aggregation for each of the figures presented for NTT East group is internal management figures after eliminating internal transactions between NTT East and its subsidiaries. Such figures are not audited and are provided for reference only.

(2) The scope of aggregation for each of the figures presented for NTT West group is internal management figures after eliminating internal transactions between NTT West and its subsidiaries. Such figures are not audited and are provided for reference only.

2. Financial Results Summary (NTT Communications Group, Dimension Data Consolidated)

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
NTT Communications Group [1]											
Operating revenues [2]	319.9	324.3	334.2	355.1	1,333.5	326.3	345.2	348.9	371.5	1,392.0	1,350.0
Cloud computing platforms	43.1	45.4	47.7	49.1	185.3	49.0	52.0	51.8	54.7	207.5	235.0
Data networks	118.7	120.0	122.0	120.2	480.8	122.4	121.2	122.2	122.0	487.9	478.0
Voice communications	68.7	69.1	71.1	67.4	276.3	66.8	66.8	69.1	63.9	266.6	257.0
Applications & content	29.8	30.6	31.2	34.3	125.8	30.6	31.5	33.9	38.5	134.5	86.0
Solution services	50.7	54.5	56.3	76.5	238.0	51.3	67.3	61.0	86.5	266.2	273.0
Other	9.0	4.9	5.8	7.7	27.3	6.1	6.4	10.8	5.9	29.2	21.0
Operating expenses	276.4	283.3	329.4	325.9	1,215.0	289.3	304.5	308.8	357.3	1,259.8	1,214.0
Personnel expenses	48.3	47.3	58.5	47.9	202.0	50.6	50.5	51.6	50.0	202.8	213.0
Expenses for purchase of goods and services and other expenses	193.2	200.2	208.4	231.0	832.7	200.6	215.2	215.9	247.9	879.6	805.0
Depreciation and amortization	32.5	33.5	34.4	34.8	135.2	35.7	36.5	37.2	42.1	151.5	174.0
Impairment losses	-	-	25.3	0.1	25.4	-	-	-	2.7	2.7	-
Expenses on disposal of fixed assets	0.9	0.8	1.4	2.2	5.3	0.6	0.7	2.4	4.1	7.9	7.0
Taxes and dues	1.5	1.5	1.5	9.9	14.4	1.8	1.6	1.7	10.3	15.4	15.0
Operating profit	43.5	41.0	4.8	29.2	118.5	37.1	40.7	40.1	14.3	132.1	136.0
Profit before taxes	44.6	43.3	4.4	23.5	115.8	37.9	41.1	39.4	13.6	132.1	136.0
Profit attributable to NTT Communications	31.6	31.4	(7.0)	22.9	78.8	27.1	28.2	28.2	15.0	98.5	91.0
Dimension Data Consolidated [3][4]											
Operating revenues	208.4	232.8	231.6	214.5	887.5	215.2	228.6	224.5	225.0	893.3	920.0
System integration services	208.4	232.8	231.6	214.5	887.5	215.2	228.6	224.5	225.0	893.3	920.0
Cost of sales	168.3	188.2	188.1	180.2	724.8	172.4	184.0	182.2	180.1	718.7	740.0
Gross profit	40.2	44.6	43.5	34.4	162.7	42.8	44.6	42.3	44.9	174.6	180.0
Selling, general and administrative expenses	36.9	41.3	42.7	40.0	160.9	39.3	38.4	38.3	39.0	155.2	155.0
Operating profit	3.3	3.3	0.8	(5.6)	1.8	3.4	6.1	4.0	5.9	19.4	25.0
Profit before taxes	1.9	1.9	0.1	12.0	15.9	1.4	3.3	2.7	4.4	11.8	22.0
Profit attributable to Dimension Data	0.1	2.3	(0.8)	8.1	9.7	0.3	0.5	0.6	3.7	5.2	12.0

(1) The scope of aggregation for each of the figures presented for NTT Communications group is internal management figures after eliminating internal transactions between NTT Communications and its subsidiaries. Such figures are not audited and are provided for reference only.

(2) 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"

(3) These are figures from the United Kingdom statutory financial reports of Dimension Data. The quarterly financial results above are not audited and are provided for reference only. The full-year financial results above have not been audited, and are provided for reference only. These full-year financial results are subject to change, pending results of the independent financial audit.

(4) The USD/JPY conversion rate used for Dimension Data figures for the fiscal yaer ended March 31, 2019 is USD1.00 = JPY110.92

2. Financial Results Summary (NTT DATA Consolidated, NTT Urban Development Consolidated)

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
NTT DATA Consolidated											
Net sales	470.3	490.1	519.7	559.6	2,039.7	505.2	517.5	528.0	612.9	2,163.6	2,240.0
Public and social infrastructure	90.5	101.2	107.2	146.0	444.9	106.7	101.7	109.0	162.5	479.9	483.0
Financial	130.6	136.7	140.4	152.2	559.9	130.9	135.1	133.3	159.8	559.1	571.0
Enterprise and Solutions	107.2	114.0	122.1	134.9	478.1	120.7	129.9	130.3	149.0	529.8	552.0
North America	110.9	108.3	107.2	101.5	427.9	101.5	107.4	105.0	108.0	421.9	440.0
EMEA and LATAM	86.5	90.6	104.5	105.9	387.5	103.7	102.9	115.9	117.7	440.1	445.0
Eliminations or Corporate	(55.4)	(60.7)	(61.7)	(80.9)	(258.7)	(58.3)	(59.6)	(65.5)	(84.0)	(267.3)	(251.0)
Cost of sales	355.3	367.7	392.2	420.3	1,535.5	378.4	394.6	395.0	450.6	1,618.6	1,658.0
Gross profit	115.1	122.4	127.4	139.3	504.2	126.8	122.9	132.9	162.3	545.0	582.0
Selling, general and administrative expenses	88.8	92.4	96.6	103.3	381.0	97.7	92.0	98.7	108.9	397.3	434.0
Operating profit	26.3	30.0	30.8	35.9	123.1	29.1	30.9	34.2	53.4	147.7	148.0
Profit before taxes	26.9	28.2	30.7	36.9	122.7	30.2	30.8	33.6	52.3	146.9	145.0
Profit attributable to NTT DATA	16.9	18.4	20.9	26.2	82.4	20.8	17.9	20.9	34.1	93.6	92.0
NTT Urban Development Consolidated											
Operating revenues	40.1	31.1	39.4	49.9	160.6	29.9	42.0	37.5	58.6	168.0	-
Cost of sales	23.1	18.0	24.8	46.2	112.2	17.2	26.6	24.2	51.7	119.9	-
Gross profit	17.0	13.1	14.6	3.6	48.3	12.6	15.3	13.2	6.8	48.0	-
Selling, general and administrative expenses	4.7	4.1	4.9	6.6	20.5	4.2	4.3	4.8	6.9	20.4	-
Operating profit	12.4	9.0	9.7	(0.8)	30.4	9.9	9.9	8.0	0.7	28.6	-
Profit before taxes	11.7	8.2	9.8	(1.9)	27.9	9.3	9.0	7.2	0.0	25.6	-
Profit attributable to NTT Urban Development	7.7	5.3	6.5	(1.4)	18.1	6.0	5.7	4.5	(0.1)	16.1	-

3. Operating Data (Number of Subscriptions)

Number of Subscriptions

		FY 2017				FY 2018				FY 2019 (E)
		As of June 30	As of September 30	As of December 31	As of March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31 (Forecast)
Mobile Telecommunications Services [1]	(in thousands)	75,114	75,361	75,678	76,370	76,746	77,050	77,517	78,453	79,500
(incl.) "Kake-hodai & Pake-aeru" billing plan	(in thousands)	38,342	39,617	40,598	41,964	42,926	43,877	44,637	45,793	-
Telecommunications Services (LTE (Xi))	(in thousands)	45,659	46,908	48,200	50,097	51,344	52,502	53,834	55,872	60,200
Telecommunications Services (FOMA (3G))	(in thousands)	29,455	28,453	27,478	26,273	25,402	24,549	23,684	22,581	19,300
sp-mode	(in thousands)	36,671	37,418	37,979	38,998	39,638	40,239	40,809	41,797	-
i-mode	(in thousands)	14,662	13,809	13,030	12,111	11,375	10,641	9,963	9,098	-
Telephone subscriber lines [2]	(in thousands)	18,482	18,168	17,860	17,538	17,207	16,927	16,641	16,363	15,193
NTT East	(in thousands)	9,166	9,014	8,864	8,707	8,542	8,403	8,260	8,119	7,519
NTT West	(in thousands)	9,316	9,154	8,996	8,832	8,664	8,524	8,382	8,244	7,674
INS-Net [3]	(in thousands)	2,488	2,440	2,386	2,331	2,277	2,230	2,185	2,138	1,959
NTT East	(in thousands)	1,269	1,244	1,217	1,188	1,160	1,135	1,111	1,086	986
NTT West	(in thousands)	1,219	1,196	1,170	1,143	1,117	1,095	1,074	1,052	973
Telephone subscriber lines + INS-Net	(in thousands)	20,970	20,609	20,246	19,869	19,484	19,157	18,826	18,500	17,152
NTT East	(in thousands)	10,434	10,258	10,081	9,895	9,703	9,538	9,370	9,204	8,504
NTT West	(in thousands)	10,535	10,350	10,166	9,975	9,781	9,619	9,456	9,296	8,647
Public telephones	(number)	160,396	159,485	158,693	157,875	157,023	156,338	155,875	155,214	152,214
NTT East	(number)	71,037	70,763	70,617	70,402	70,170	70,077	70,171	69,951	68,951
NTT West	(number)	89,359	88,722	88,076	87,473	86,853	86,261	85,704	85,263	83,263
FLET'S ISDN	(in thousands)	75	73	72	70	67	66	63	62	52
NTT East	(in thousands)	33	32	31	30	29	28	27	26	21
NTT West	(in thousands)	43	42	41	39	38	37	36	36	31
FLET'S ADSL	(in thousands)	881	849	819	780	735	690	641	602	462
NTT East	(in thousands)	394	379	365	342	315	294	276	258	188
NTT West	(in thousands)	487	470	454	438	420	396	364	344	274
FLET'S Hikari (including Hikari Collaboration Model) [4][5][6]	(in thousands)	20,294	20,386	20,457	20,533	20,720	20,851	20,995	21,078	21,678
NTT East	(in thousands)	11,318	11,381	11,439	11,491	11,613	11,707	11,809	11,880	12,280
NTT West	(in thousands)	8,976	9,005	9,018	9,041	9,107	9,144	9,186	9,197	9,397
(incl.) Hikari Collaboration Model	(in thousands)	9,574	10,145	10,655	11,117	11,617	11,993	12,363	12,690	13,890
NTT East	(in thousands)	5,770	6,077	6,351	6,602	6,877	7,089	7,294	7,470	8,170
NTT West	(in thousands)	3,804	4,069	4,304	4,515	4,740	4,903	5,070	5,220	5,720
Hikari Denwa [7]	(in thousands)	17,862	17,924	17,984	18,032	18,092	18,154	18,214	18,244	18,454
NTT East	(in thousands)	9,433	9,478	9,520	9,558	9,610	9,666	9,720	9,759	9,959
NTT West	(in thousands)	8,430	8,447	8,464	8,474	8,482	8,488	8,494	8,485	8,495
Conventional Leased Circuit Services	(in thousands)	224	222	220	218	217	216	214	212	205
NTT East	(in thousands)	109	108	106	106	105	105	104	103	99
NTT West	(in thousands)	115	115	114	113	111	111	110	109	106
High Speed Digital Services	(in thousands)	106	105	103	96	92	87	77	69	41
NTT East	(in thousands)	54	53	52	49	47	45	42	37	26
NTT West	(in thousands)	52	52	51	46	44	42	36	32	15
NTT Group Major ISPs [8]	(in thousands)	11,189	11,157	11,110	11,057	11,002	10,977	10,969	10,945	10,708
(incl.) OCN	(in thousands)	7,678	7,637	7,595	7,521	7,458	7,414	7,375	7,305	7,078
(incl.) Plala	(in thousands)	3,124	3,135	3,129	3,145	3,155	3,169	3,194	3,234	3,213
Hikari TV	(in thousands)	3,021	3,018	3,015	3,016	3,010	3,015	2,998	3,001	3,320
FLET'S TV Transmission Services [7]	(in thousands)	1,551	1,570	1,592	1,615	1,638	1,660	1,690	1,716	1,787
NTT East	(in thousands)	963	972	983	992	1,001	1,009	1,022	1,033	1,062
NTT West	(in thousands)	587	597	609	624	637	650	668	684	725

(1) The number of Mobile Telecommunications Services (including "Telecommunications Services (LTE (Xi))" and "Telecommunications Services (FOMA (3G))") includes Communication Module Services.

(2) The number of Telephone Subscriber Lines is the total of individual lines and central station lines (including the Subscriber Telephone Lite Plan).

(3) "INS-Net" includes "INS-Net 64" and "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500" is in all cases approximately 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").

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

(5) The comparative results for the fiscal year ended March 31, 2019 compared to the fiscal year ended March 31, 2018 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 1,641 thousand lines and 1,213 thousand lines, respectively, for a total of 2,853 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 1,192 thousand lines and 895 thousand lines, respectively, for a total of 2,087 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 518 thousand lines and 448 thousand lines, respectively, for a total of 966 thousand lines.

(6) The comparative forecast for the year ending March 31, 2020 (Forecast) compared to the results for the year ended March 31, 2019 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 1,500 thousand lines and 1,150 thousand lines, respectively, for a total of 2,650 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 1,050 thousand lines and 850 thousand lines, respectively, for a total of 1,900 thousand lines; and the numbers of switchover lines for NTT East and NTT West are expected to be 400 thousand lines and 300 thousand lines, respectively, for a total of 700 thousand lines.

(7) The number of subscriptions for "Hikari Denwa" and "FLET'S TV Transmission Services" include wholesale services provided to service providers by NTT East and NTT West.

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

3. Operating Data (ARPU)

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 (3G) 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 IFRS results of operations.

(Yen)

	FY 2017					FY 2018					FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
NTT DOCOMO [1][2][3]											
Aggregate ARPU	4,620	4,740	4,750	4,720	4,710	4,800	4,820	4,830	4,770	4,800	4,630
New Mobile ARPU (LTE (Xi) + FOMA (3G))	4,320	4,410	4,390	4,340	4,370	4,390	4,390	4,380	4,300	4,360	4,120
docomo Hikari ARPU	300	330	360	380	340	410	430	450	470	440	510
Aggregate ARPU	4,600	4,710	4,720	4,690	4,680	-	-	-	-	-	-
Voice ARPU (LTE (Xi) + FOMA (3G))	1,330	1,390	1,390	1,370	1,370	-	-	-	-	-	-
Old Data ARPU	3,270	3,320	3,330	3,320	3,310	-	-	-	-	-	-
Packet ARPU (LTE (Xi) + FOMA (3G))	2,970	2,990	2,970	2,940	2,970	-	-	-	-	-	-
docomo Hikari ARPU	300	330	360	380	340	-	-	-	-	-	-
NTT East [4][5][6][7][8]											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,580	2,580	2,590	2,560	2,580	2,550	2,550	2,550	2,530	2,540	2,510
FLET'S Hikari ARPU [9]	5,120	5,090	5,080	5,030	5,080	4,950	4,920	4,920	4,860	4,910	4,800
Basic Monthly Charge	3,640	3,640	3,620	3,610	3,630	3,540	3,530	3,520	3,510	3,520	3,470
Optional Services	1,480	1,450	1,460	1,420	1,450	1,410	1,390	1,400	1,350	1,390	1,330
NTT West [4][5][6][7][8]											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,540	2,550	2,550	2,530	2,540	2,520	2,520	2,530	2,510	2,520	2,480
FLET'S Hikari ARPU [9]	5,160	5,110	5,100	5,050	5,100	4,960	4,920	4,930	4,880	4,930	4,810
Basic Monthly Charge	3,550	3,510	3,490	3,470	3,500	3,390	3,360	3,370	3,360	3,380	3,300
Optional Services	1,610	1,600	1,610	1,580	1,600	1,570	1,560	1,560	1,520	1,550	1,510

(1) The following is the formula we use to compute ARPU for NTT DOCOMO.

(New) Aggregate ARPU = Mobile ARPU + “docomo Hikari" ARPU

- Mobile ARPU: Mobile ARPU related revenues {voice-related revenues (basic monthly charges, voice communication charges) + packet-related revenues (basic monthly charges, packet communication charges)} / No. of active users
- “docomo Hikari" ARPU: "docomo Hikari" ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users

(Old) 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: "docomo Hikari" ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users

Note that the sum of Packet ARPU and “docomo Hikari" ARPU is referred to as Data ARPU.

(2) Numbers of active users used in the ARPU calculation of NTT DOCOMO are as described below.

- Sum of No. of active users for each month ((No. of users at the end of previous month + No. of users at the end of current month) / 2) during the relevant period

(3) The number of "users" used to calculate ARPU is the total number of subscriptions, excluding the subscriptions listed below:

- Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs, and Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "Xi" or "FOMA" services in his/her name.

(New) 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 MVNOs and the impact on revenues from “dPOINT” program, etc. are not included in ARPU calculations.

(Old) 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 MVNOs are not included in ARPU calculations.

(4) 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
  - "FLET'S Hikari" includes "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, and "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari Mytown 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.

(5) Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) and FLET'S Hikari ARPU do not include interconnection charges.

(6) 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 {(number of subscribers at end of previous month + number of subscribers at end of the current month)/2} for each month in the relevant period
- FY Results: Sum of number of active subscribers{(number of subscribers at end of previous month + number of subscribers at end of the current month)/2} for each month from April to March
- FY Forecast: Sum of the average expected active number of subscribers during the fiscal year ((number of subscribers at March 31, 2019 + number of expected subscribers at March 31, 2020)/2)x12

(7) 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).

(8) 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.

(9) 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," "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 Mytown 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.

3. Operating Data (Number of Employees)

Number of Employees

(Persons)

	FY 2017				FY 2018				FY 2019 (E)
	As of June 30	As of September 30	As of December 31	As of March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31 (Forecast)
NTT Consolidated Number of Employees	280,850	283,400	286,350	282,550	304,450	306,750	309,400	303,350	311,900
Mobile communications business	28,150	28,050	27,950	27,450	28,550	28,450	28,350	26,650	27,750
Regional communications business	70,000	70,300	71,450	67,600	82,400	82,900	83,350	79,550	76,500
Long distance and international communications business	43,850	44,200	44,650	45,350	47,100	47,400	48,000	48,000	49,300
Data communications business	113,950	115,900	117,350	118,000	120,550	122,000	123,650	123,900	128,950
Other business	24,900	24,950	24,950	24,150	25,850	26,000	26,050	25,250	29,400
Number of Employees, by Core Group Companies[(1)]									
NTT East Group	34,950	34,850	34,900	32,950	40,700	41,200	41,600	39,900	39,950
NTT West Group	35,050	35,450	36,550	34,650	41,750	41,700	41,750	39,650	36,550
NTT Communications Group	21,800	21,850	21,950	22,050	23,150	23,300	23,350	23,350	24,050
Dimension Data (Consolidated)	20,750	21,000	21,350	21,900	22,600	22,750	23,250	23,250	23,300

(1) Starting from the quarter ended December 31, 2016, "Number of Employees" includes employees whose contracts were changed from fixed-term contracts to open-ended contracts.