February 6, 2020
Nippon Telegraph and Telephone Corporation

Supplementary Data for the Nine Months Ended December 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 2018						FY 2019						FY 2019 (E)	[Ref.] FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Announced as of February 2020)	Year Ending March 31 (Announced as of November 2019)
Consolidated														
Operating revenues	2,852.7	2,940.5	3,002.0	8,795.2	3,084.6	11,879.8	2,915.4	2,974.1	2,973.1	8,862.7	-	-	11,890.0	11,890.0
Fixed voice related services	272.2	266.1	271.0	809.3	268.4	1,077.7	252.3	245.5	249.9	747.8	-	-	-	-
Mobile voice related services	234.5	238.5	237.2	710.2	236.5	946.7	231.3	235.2	240.2	706.7	-	-	-	-
IP/packet communications services	938.0	930.5	934.1	2,802.5	918.7	3,721.2	923.3	918.2	899.7	2,741.2	-	-	-	-
Sales of telecommunications equipment	198.0	234.5	280.1	712.6	216.6	929.2	187.6	173.0	189.3	549.9	-	-	-	-
System integration services	837.7	877.2	884.9	2,599.7	994.3	3,594.1	876.6	930.8	928.1	2,735.5	-	-	-	-
Other	372.3	393.7	394.9	1,160.9	450.1	1,611.0	444.3	471.3	465.9	1,381.6	-	-	-	-
Operating expenses	2,315.5	2,406.9	2,545.6	7,268.1	2,917.9	10,186.0	2,410.2	2,496.5	2,505.5	7,412.3	-	-	10,340.0	10,340.0
Personnel expenses	592.1	590.7	603.0	1,785.8	605.8	2,391.6	606.0	595.8	612.1	1,813.9	-	-	-	-
Expenses for purchase of goods and services and other expenses	1,341.8	1,426.3	1,475.5	4,243.6	1,674.1	5,917.7	1,390.3	1,480.7	1,463.9	4,334.9	-	-	-	-
Depreciation and amortization	325.5	331.0	334.2	990.6	343.0	1,333.6	360.5	361.6	365.2	1,087.3	-	-	1,456.0	1,456.0
Impairment losses	-	0.0	67.3	67.4	59.0	126.4	1.5	2.6	2.9	7.1	-	-	-	-
Goodwill	-	-	-	-	39.4	39.4	-	0.3	1.7	2.0	-	-	-	-
Metal cable-related	-	-	66.0	66.0	-	66.0	-	-	-	-	-	-	-	-
Other	-	0.0	1.3	1.4	19.6	21.0	1.5	2.3	1.2	5.1	-	-	-	-
Expenses on disposal of fixed assets	26.8	32.4	34.1	93.2	78.9	172.2	21.1	27.6	31.8	80.5	-	-	-	-
Taxes and dues	29.3	26.6	31.5	87.4	157.1	244.5	30.7	28.3	29.6	88.6	-	-	-	-
Operating profit	537.2	533.5	456.4	1,527.1	166.7	1,693.8	505.2	477.6	467.6	1,450.4	-	-	1,550.0	1,550.0
Profit before taxes	542.7	535.7	452.1	1,530.4	141.4	1,671.9	526.8	475.1	465.9	1,467.8	-	-	1,569.0	1,569.0
Profit attributable to NTT	289.7	270.0	232.4	792.1	62.4	854.6	280.5	267.1	249.3	796.9	-	-	855.0	855.0
EBITDA and EBITDA margin with reconciliation														
EBITDA [a+b+c+d]	874.4	877.4	874.9	2,626.8	614.6	3,241.4	840.0	816.4	812.0	2,468.4	-	-	2,914.0	2,914.0
a Operating profit	537.2	533.5	456.4	1,527.1	166.7	1,693.8	505.2	477.6	467.6	1,450.4	-	-	1,550.0	1,550.0
b Depreciation and amortization (1)	325.5	331.0	334.2	990.6	343.0	1,333.6	324.4	325.2	326.2	975.7	-	-	1,312.0	1,312.0
c Loss on sales and disposal of property, plant and equipment	11.7	12.9	17.0	41.6	45.9	87.5	8.9	11.0	15.3	35.2	-	-	52.0	52.0
d Impairment losses	-	0.0	67.3	67.4	59.0	126.4	1.5	2.6	2.9	7.1	-	-	-	-
EBITDA margin [(e/f)*100]	30.7%	29.8%	29.1%	29.9%	19.9%	27.3%	28.8%	27.5%	27.3%	27.9%	-	-	24.5%	24.5%
e EBITDA [a+b+c+d]	874.4	877.4	874.9	2,626.8	614.6	3,241.4	840.0	816.4	812.0	2,468.4	-	-	2,914.0	2,914.0
f Operating revenues	2,852.7	2,940.5	3,002.0	8,795.2	3,084.6	11,879.8	2,915.4	2,974.1	2,973.1	8,862.7	-	-	11,890.0	11,890.0

NTT Consolidated Financial Position (IFRS)

	FY 2018				FY 2019				FY 2019 (E)	[Ref.] 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	Year Ending March 31 (Announced as of February 2020)	Year Ending March 31 (Announced as of November 2019)
Assets	21,467.0	21,719.8	21,899.8	22,295.1	22,568.6	22,233.6	22,941.7	-	-	-
Current assets	5,702.3	6,082.5	6,385.2	6,580.0	6,355.9	5,957.8	6,434.8	-	-	-
(incl.) Cash and cash equivalents	797.1	889.6	908.4	946.1	1,021.5	928.0	875.5	-	-	-
(incl.) Trade and other receivables	3,823.7	3,965.9	4,149.0	4,391.4	4,219.0	4,070.8	4,524.4	-	-	-
Non-current assets	15,764.6	15,637.3	15,514.7	15,715.2	16,212.7	16,275.8	16,506.9	-	-	-
(incl.) Property, plant and equipment	8,820.7	8,941.8	8,858.6	9,012.9	8,923.9	8,939.7	9,007.6	-	-	-
Liabilities and Equity	21,467.0	21,719.8	21,899.8	22,295.1	22,568.6	22,233.6	22,941.7	-	-	-
Liabilities	9,802.9	9,655.7	10,169.4	10,490.4	10,926.2	10,677.6	11,307.4	-	-	-
Current liabilities	4,618.2	4,329.1	4,843.8	5,228.1	5,308.5	5,068.3	5,604.4	-	-	-
(incl.) Trade and other payables	1,510.6	1,484.8	1,615.5	2,092.5	1,685.9	1,672.0	1,704.8	-	-	-
Non-current liabilities	5,184.7	5,326.6	5,325.6	5,262.3	5,617.7	5,609.3	5,703.1	-	-	-
(incl.) Long-term debt	2,793.1	2,936.3	2,907.7	2,865.2	2,834.9	2,792.5	2,867.6	-	-	-
(incl.) Defined benefit liabilities	1,864.4	1,879.1	1,891.9	1,878.0	1,883.2	1,896.7	1,912.5	-	-	-
Equity	11,664.0	12,064.1	11,730.4	11,804.8	11,642.4	11,555.9	11,634.3	-	-	-
Interest-bearing liabilities (consolidated)										
Interest-bearing liabilities	4,359.5	4,064.1	4,560.1	4,262.7	4,757.2	4,463.2	5,131.9	-	4,900.0	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 expenses to depreciation. In consideration of the comparability of EBITDA with actual results in FY 2018, EBITDA and depreciation of its components in actual results in FY 2019 and the full-year forecast for FY 2019 have not been adjusted to reflect this change.

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

Medium-Term Financial Targets (IFRS)

	FY 2018						FY 2019						FY 2019 (E)	[Ref.] FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Announced as of February 2020)	Year Ending March 31 (Announced as of November 2019)
EPS (Yen) (1)	-	-	-	-	-	220	-	-	-	-	-	-	231	231
Overseas Sales (Millions of Dollars) (3)	4,634	4,681	4,701	14,016	4,895	18,911	4,766	5,009	4,919	14,694	-	-	20,000	20,000
Overseas Operating Income Margin (%) (3)	2.6%	3.6%	3.1%	3.1%	3.5%	3.2%	1.6%	2.7%	3.2%	2.5%	-	-	3.5%	3.5%
Cost Reductions (Billions of yen) (4)	-	-	-	-	-	(220.0)	(280.0)	(320.0)	-	(440.0)	-	-	(470.0)	(470.0)
ROIC (%)	-	-	-	-	-	7.4%	-	-	-	-	-	-	6.6%	6.7%
Capex to Sales (%) (Domestic Network Business (5))	-	-	-	-	-	13.9%	-	-	-	-	-	-	14.0%	14.0%

(1) EPS amounts reflect the two-for-one stock split with an effective date of January 1, 2020 as approved by the Board of Directors on November 5, 2019. There are no substantive differences between the total annual forecast amount of ¥231 and the pre-stock split amount of ¥462.

(2) NTT revised the EPS forecast for FY 2019 from 456 yen to 462 yen, due to authorized repurchases of shares of its common stock at a meeting of its Board of Directors held on August 6, 2019. As described in Note 1, EPS amount reflects the stock split.

(3) Includes results from NTT, Inc. (the global holding company), its subsidiaries and its affiliates. Overseas Operating Income excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed asset. The USD/JPY conversion rate used figures for the nine months ended December 31, 2019 is USD1.00 = JPY108.65.

(4) Cumulative reductions from FY 2017.

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

1. Financial Results Summary (Capital Investment)

Capital Investment (IFRS)

(Billions of yen)

	FY 2018						FY 2019						FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)[2]
Capital investment	321.4	361.1	367.6	1,050.2	646.8	1,697.0	330.7	368.0	411.5	1,110.1	-	-	1,750.0
Mobile communications business	124.9	130.5	134.0	389.5	204.3	593.7	97.9	120.6	119.7	338.1	-	-	570.0
Regional communications business	102.1	108.0	114.0	324.0	217.0	541.0	88.6	110.5	114.5	313.6	-	-	520.0
Long distance and international communications business	38.4	50.3	45.4	134.2	110.2	244.3	48.5	58.7	63.4	170.6	-	-	267.0
Data communications business	38.2	40.2	45.4	123.8	55.4	179.2	42.1	41.9	54.2	138.2	-	-	202.0
Other business	17.8	32.1	28.8	78.7	60.0	138.7	53.6	36.2	59.7	149.6	-	-	191.0
(Ref.) Capital investment by group													
NTT East Group	60.6	57.7	54.6	172.9	101.2	274.1	52.0	63.9	59.0	174.9	-	-	265.0
NTT West Group	41.5	50.3	59.4	151.2	115.8	266.9	36.6	46.6	55.5	138.7	-	-	255.0
NTT Ltd. Group	-	-	-	-	-	-	-	36.7	25.8	62.5	-	-	95.0
NTT Communications Group (from July 2019) [1]	-	-	-	-	-	-	-	21.5	37.4	59.0	-	-	123.0
NTT Communications Group	32.3	44.6	39.7	116.7	102.6	219.3	42.8	-	-	-	-	-	-
Dimension Data Consolidated	5.5	5.1	4.7	15.2	5.7	20.9	4.8	-	-	-	-	-	-
NTT Urban Solutions Group	-	-	-	-	-	-	35.5	13.3	32.1	80.9	-	-	110.0

(1) Overseas subsidiaries of NTT Communications group were transferred to the NTT Ltd. group with as part of the global reorganization of NTT group in July 2019.

(2) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).

1. Financial Results Summary (Business Segments)

Business Segments (IFRS)

(Billions of yen)

	FY 2018						FY 2019						FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)[2]
Business segments [1]													
Mobile communications business													
Operating revenues	1,176.7	1,212.9	1,264.6	3,654.1	1,186.7	4,840.8	1,159.3	1,170.7	1,186.0	3,516.0	-	-	4,640.0
Mobile voice related service	236.9	241.0	239.7	717.5	238.7	956.2	233.6	237.6	242.6	713.8	-	-	-
IP/packet communications service	544.6	541.7	542.5	1,628.9	530.4	2,159.3	541.2	538.7	522.0	1,602.0	-	-	-
Sales of telecommunications equipment	178.6	211.8	259.7	650.1	194.3	844.4	167.7	150.1	171.0	488.8	-	-	-
Other	216.5	218.4	222.7	657.6	223.4	880.9	216.8	244.3	250.4	711.5	-	-	-
Operating expenses	866.7	912.3	973.1	2,752.1	1,075.1	3,827.2	880.6	909.2	938.4	2,728.2	-	-	3,810.0
Personnel expenses	73.0	72.3	72.6	217.9	71.1	288.9	72.3	72.7	73.7	218.7	-	-	-
Expenses for purchase of goods and services and other expenses	666.6	706.1	766.1	2,138.7	785.1	2,923.8	655.0	678.6	700.5	2,034.1	-	-	-
Depreciation and amortization	113.8	117.7	117.1	348.6	122.3	470.9	141.5	143.5	146.0	430.9	-	-	-
Impairment losses	-	-	-	-	32.8	32.8	-	-	1.7	1.7	-	-	-
Expenses on disposal of fixed assets	10.4	13.3	14.3	37.9	30.8	68.8	8.7	11.2	12.5	32.4	-	-	-
Taxes and dues	3.0	3.0	3.1	9.0	33.0	42.0	3.1	3.2	4.1	10.4	-	-	-
Operating profit	309.9	300.6	291.5	902.0	111.6	1,013.6	278.7	261.5	247.6	787.9	-	-	830.0
Regional communications business													
Operating revenues	768.9	775.5	781.1	2,325.5	826.8	3,152.3	746.5	763.3	766.5	2,276.2	-	-	3,060.0
Fixed voice related service	274.0	267.9	271.7	813.6	271.6	1,085.2	255.3	245.8	252.2	753.3	-	-	-
IP/packet communications service	374.4	374.1	377.3	1,125.8	374.9	1,500.7	372.5	370.6	374.1	1,117.2	-	-	-
Sales of telecommunications equipment	18.3	18.7	18.9	55.9	20.7	76.6	17.8	21.9	17.1	56.8	-	-	-
System integration services	27.6	41.1	37.7	106.4	62.5	168.9	29.7	52.9	48.6	131.2	-	-	-
Other	74.6	73.7	75.5	223.8	97.0	320.9	71.2	72.1	74.4	217.7	-	-	-
Operating expenses	626.9	641.2	706.0	1,974.1	817.5	2,791.6	601.9	637.1	639.6	1,878.6	-	-	2,679.0
Personnel expenses	178.4	178.4	177.9	534.7	172.9	707.6	175.0	169.8	171.3	516.1	-	-	-
Expenses for purchase of goods and services and other expenses	305.1	318.7	317.0	940.8	398.2	1,338.9	293.4	331.2	330.8	955.3	-	-	-
Depreciation and amortization	110.7	110.8	111.9	333.4	114.5	448.0	102.8	103.7	103.1	309.7	-	-	-
Impairment losses	-	-	66.0	66.0	3.7	69.7	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	14.4	17.6	17.4	49.3	40.9	90.3	11.6	16.0	17.7	45.3	-	-	-
Taxes and dues	18.3	15.8	15.8	49.9	87.2	137.1	19.1	16.4	16.7	52.2	-	-	-
Operating profit	142.0	134.3	75.0	351.4	9.4	360.7	144.6	126.1	126.9	397.6	-	-	381.0
Long distance and international communications business													
Operating revenues	541.2	572.0	571.3	1,684.4	594.3	2,278.7	555.9	562.0	542.2	1,660.1	-	-	2,264.0
Fixed voice related service	55.7	56.8	56.0	168.5	51.8	220.3	50.4	53.7	53.0	157.1	-	-	-
IP/packet communications service	106.0	105.8	107.9	319.7	107.8	427.5	106.4	105.8	102.4	314.5	-	-	-
Sales of telecommunications equipment	1.6	4.4	1.9	7.9	3.6	11.5	2.6	1.8	1.6	6.0	-	-	-
System integration services	338.6	363.3	357.4	1,059.4	379.7	1,439.1	352.2	375.9	362.0	1,090.0	-	-	-
Other	39.3	41.6	48.1	128.9	51.4	180.3	44.3	24.9	23.2	92.4	-	-	-
Operating expenses	509.1	532.6	537.6	1,579.3	599.2	2,178.5	526.8	531.7	505.6	1,564.2	-	-	2,151.0
Personnel expenses	102.5	102.7	103.7	308.9	102.4	411.4	107.7	102.2	105.5	315.5	-	-	-
Expenses for purchase of goods and services and other expenses	361.3	384.2	381.8	1,127.3	414.2	1,541.6	362.1	371.2	345.4	1,078.6	-	-	-
Depreciation and amortization	42.8	43.3	43.8	129.9	48.6	178.4	52.7	51.5	51.3	155.5	-	-	-
Impairment losses	-	-	0.2	0.2	19.4	19.7	1.5	2.3	0.0	3.8	-	-	-
Expenses on disposal of fixed assets	0.7	0.7	2.4	3.8	4.1	7.9	0.6	1.3	1.7	3.6	-	-	-
Taxes and dues	1.8	1.6	5.7	9.2	10.5	19.6	2.1	3.3	1.8	7.2	-	-	-
Operating profit	32.0	39.4	33.6	105.1	(4.9)	100.1	29.1	30.2	36.6	95.9	-	-	113.0
Data communications business													
Operating revenues	505.2	517.5	528.0	1,550.7	612.9	2,163.6	527.3	550.5	564.2	1,642.0	-	-	2,240.0
System integration services	505.2	517.5	528.0	1,550.7	612.9	2,163.6	527.3	550.5	564.2	1,642.0	-	-	-
Operating expenses	476.0	486.4	493.5	1,455.9	560.0	2,015.9	497.4	516.6	534.4	1,548.5	-	-	2,092.0
Personnel expenses	193.3	193.5	202.5	589.3	214.9	804.2	203.3	201.6	213.5	618.4	-	-	-
Expenses for purchase of goods and services and other expenses	242.6	251.9	247.6	742.1	300.9	1,043.0	243.5	263.5	267.8	774.8	-	-	-
Depreciation and amortization	37.2	38.3	39.9	115.4	38.2	153.6	48.1	48.4	49.9	146.3	-	-	-
Impairment losses	-	-	-	-	0.7	0.7	-	0.3	0.0	0.3	-	-	-
Expenses on disposal of fixed assets	0.2	0.2	0.6	0.9	1.3	2.2	0.1	0.3	0.4	0.8	-	-	-
Taxes and dues	2.7	2.5	2.9	8.1	4.1	12.2	2.5	2.6	2.9	7.9	-	-	-
Operating profit	29.3	31.1	34.5	94.8	52.9	147.7	29.8	33.9	29.8	93.5	-	-	148.0
Other business													
Operating revenues	267.2	297.8	290.3	855.3	385.0	1,240.3	338.5	382.3	375.9	1,096.8	-	-	1,567.0
IP/packet communications service	5.7	5.9	6.1	17.7	6.9	24.6	6.0	6.7	7.0	19.6	-	-	-
System integration services	35.5	37.1	34.7	107.3	44.8	152.1	35.6	34.3	37.8	107.8	-	-	-
Other	226.0	254.7	249.5	730.3	333.3	1,063.5	296.9	341.3	331.1	969.4	-	-	-
Operating expenses	241.2	266.4	264.5	772.1	382.5	1,154.6	309.7	355.2	348.8	1,013.7	-	-	1,474.0
Personnel expenses	61.6	61.3	61.4	184.3	69.6	253.9	60.8	67.7	66.0	194.4	-	-	-
Expenses for purchase of goods and services and other expenses	152.8	178.9	176.3	508.1	255.6	763.7	212.3	252.3	244.7	709.3	-	-	-
Depreciation and amortization	22.3	21.7	21.4	65.4	25.5	90.9	32.3	32.0	31.7	96.0	-	-	-
Impairment losses	-	0.0	1.1	1.1	2.4	3.6	-	-	1.2	1.2	-	-	-
Expenses on disposal of fixed assets	1.6	1.5	0.9	3.9	5.1	9.0	0.4	0.5	1.0	1.9	-	-	-
Taxes and dues	2.9	3.0	3.4	9.3	24.2	33.6	4.0	2.8	4.1	10.9	-	-	-
Operating profit	26.0	31.4	25.8	83.2	2.5	85.6	28.9	27.1	27.1	83.1	-	-	93.0

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

(2) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).

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

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2018						FY 2019						FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)[3]
NTT DOCOMO Consolidated													
Operating revenues	1,176.7	1,212.9	1,264.6	3,654.1	1,186.7	4,840.8	1,159.3	1,170.7	1,186.0	3,516.0	-	-	4,640.0
Telecommunications services	785.4	786.5	785.9	2,357.8	772.9	3,130.7	778.6	780.0	768.5	2,327.2	-	-	3,054.0
Mobile communications services	718.3	716.8	712.6	2,147.8	696.6	2,844.4	699.7	697.6	681.7	2,078.9	-	-	2,723.0
Optical-fiber broadband service and other telecommunications services	67.1	69.7	73.2	210.0	76.3	286.3	78.9	82.5	86.9	248.3	-	-	331.0
Equipment sales	178.6	211.8	259.7	650.1	194.3	844.4	167.7	150.1	171.0	488.8	-	-	652.0
Other	212.6	214.6	219.0	646.2	219.5	865.8	213.0	240.6	246.5	700.1	-	-	934.0
Operating expenses	866.7	912.3	973.1	2,752.1	1,075.1	3,827.2	880.6	909.2	938.4	2,728.2	-	-	3,810.0
Personnel expenses	73.0	72.3	72.6	217.9	71.1	288.9	72.3	72.7	73.7	218.7	-	-	291.0
Expenses for purchase of goods and services and other expenses	566.4	602.1	658.2	1,826.7	707.0	2,533.7	554.1	573.3	594.1	1,721.5	-	-	2,442.0
Depreciation and amortization	113.8	117.7	117.1	348.6	122.3	470.9	141.5	143.5	146.0	430.9	-	-	580.0
Impairment losses	-	-	-	-	32.8	32.8	-	-	1.7	1.7	-	-	-
Communication network charges	103.2	106.9	110.9	321.0	111.0	432.0	104.0	108.5	110.4	323.0	-	-	436.0
Expenses on disposal of fixed assets	10.4	13.3	14.3	37.9	30.8	68.8	8.7	11.2	12.5	32.4	-	-	61.0
Operating profit	309.9	300.6	291.5	902.0	111.6	1,013.6	278.7	261.5	247.6	787.9	-	-	830.0
Profit before taxes	317.1	304.1	290.5	911.6	91.0	1,002.6	285.4	263.2	247.9	796.4	-	-	838.0
Profit attributable to NTT DOCOMO, INC.	218.3	188.7	200.5	607.6	56.1	663.6	192.3	180.0	170.0	542.3	-	-	575.0
NTT East Group [1]													
Operating revenues	424.2	425.6	431.7	1,281.5	459.1	1,740.6	409.3	414.0	417.5	1,240.9	-	-	1,671.0
Fixed voice related service	144.5	142.3	145.4	432.2	141.3	573.6	135.7	131.5	134.9	402.1	-	-	535.0
IP/packet communications service	209.7	210.6	211.5	631.8	210.7	842.5	210.5	209.6	210.9	631.0	-	-	846.0
Sales of telecommunications equipment	7.2	7.4	7.4	22.0	8.3	30.3	7.3	8.6	7.1	23.0	-	-	30.0
System integration services	13.0	18.5	17.7	49.2	26.2	75.4	14.2	24.2	24.3	62.6	-	-	89.0
Other	49.8	46.8	49.7	146.3	72.5	218.8	41.7	40.1	40.4	122.2	-	-	171.0
Operating expenses	336.6	340.4	378.2	1,055.2	442.7	1,498.0	321.2	334.6	337.4	993.3	-	-	1,418.0
Personnel expenses	93.6	93.4	92.7	279.8	92.8	372.6	92.8	88.3	90.5	271.6	-	-	359.0
Expenses for purchase of goods and services and other expenses	167.3	172.3	172.1	511.7	221.6	733.3	156.7	172.5	174.1	503.3	-	-	712.0
Depreciation and amortization	59.1	58.6	59.2	177.0	60.9	237.9	55.3	56.1	54.8	166.2	-	-	224.0
Impairment losses	-	-	36.1	36.1	2.5	38.7	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	6.7	7.5	9.5	23.6	19.8	43.5	5.9	8.7	8.8	23.3	-	-	50.0
Taxes and dues	9.9	8.6	8.5	27.1	45.0	72.1	10.5	9.1	9.2	28.9	-	-	73.0
Operating profit	87.6	85.1	53.5	226.3	16.3	242.7	88.2	79.4	80.1	247.6	-	-	253.0
Profit before taxes	87.5	84.5	53.0	225.0	16.0	241.0	88.1	79.2	79.5	246.8	-	-	252.0
Profit attributable to NTT East	61.7	59.2	37.5	158.4	7.6	166.0	61.2	55.9	55.7	172.9	-	-	175.0
NTT West Group [2]													
Operating revenues	354.1	359.9	361.7	1,075.7	386.6	1,462.3	346.0	355.7	356.6	1,058.2	-	-	1,420.0
Fixed voice related service	131.2	127.9	130.2	389.3	132.7	522.0	121.4	116.6	119.2	357.2	-	-	477.0
IP/packet communications service	164.8	163.7	165.9	494.4	164.2	658.6	162.1	161.1	163.4	486.6	-	-	650.0
Sales of telecommunications equipment	11.1	11.4	11.5	34.1	12.6	46.7	10.5	13.4	10.1	34.0	-	-	43.0
System integration services	15.0	23.0	20.5	58.5	36.8	95.4	16.0	29.1	25.2	70.2	-	-	102.0
Other	31.9	34.0	33.5	99.4	40.2	139.6	35.9	35.5	38.8	110.2	-	-	148.0
Operating expenses	299.8	310.8	339.8	950.4	393.6	1,344.0	289.6	308.8	309.8	908.2	-	-	1,292.0
Personnel expenses	85.1	85.2	85.5	255.7	81.1	336.8	82.4	81.4	81.2	245.0	-	-	325.0
Expenses for purchase of goods and services and other expenses	146.8	156.1	156.4	459.3	193.8	653.1	145.2	165.2	163.9	474.3	-	-	670.0
Depreciation and amortization	51.6	52.1	52.7	156.5	53.8	210.3	47.6	47.6	48.4	143.6	-	-	188.0
Impairment losses	-	-	29.9	29.9	1.2	31.0	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	7.9	10.2	8.0	26.2	21.5	47.7	5.8	7.3	8.8	22.0	-	-	45.0
Taxes and dues	8.3	7.2	7.2	22.8	42.2	65.0	8.6	7.3	7.5	23.3	-	-	64.0
Operating profit	54.3	49.1	21.9	125.3	(7.0)	118.3	56.4	46.8	46.8	150.0	-	-	128.0
Profit before taxes	53.3	47.9	20.7	121.9	(8.2)	113.7	55.6	46.3	46.0	147.8	-	-	123.0
Profit attributable to NTT West	37.7	33.9	15.5	87.0	(6.4)	80.7	39.1	32.7	32.6	104.5	-	-	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.

(3) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).

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

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2018						FY 2019						FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)[6]
NTT, Inc. (Global Holding Company) Group [1]													
Operating revenues	-	-	-	-	-	-	1,073.1	1,102.3	1,096.3	3,271.7	-	-	4,460.0
Operating expenses	-	-	-	-	-	-	1,013.8	1,037.8	1,030.5	3,082.1	-	-	4,199.0
Operating profit	-	-	-	-	-	-	59.3	64.5	65.8	189.6	-	-	261.0
(incl.) NTT Ltd. Group [2]													
Operating revenues	-	-	-	-	-	-	-	316.4	303.4	619.8	-	-	1,010.0
Operating expenses	-	-	-	-	-	-	-	320.9	300.1	621.1	-	-	1,003.0
Personnel expenses	-	-	-	-	-	-	-	71.5	73.2	144.6	-	-	-
Expenses for purchase of goods and services and other expenses	-	-	-	-	-	-	-	224.7	204.8	429.6	-	-	-
Depreciation and amortization	-	-	-	-	-	-	-	21.8	21.5	43.3	-	-	-
Impairment losses	-	-	-	-	-	-	-	2.3	0.0	2.3	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	0.0	0.1	0.1	-	-	-
Taxes and dues	-	-	-	-	-	-	-	0.7	0.6	1.3	-	-	-
Operating profit	-	-	-	-	-	-	-	(4.6)	3.3	(1.3)	-	-	7.0
Profit before taxes	-	-	-	-	-	-	-	(7.8)	(0.0)	(7.8)	-	-	4.0
Profit attributable to NTT Ltd.	-	-	-	-	-	-	-	(12.2)	(3.2)	(15.4)	-	-	3.0
(incl.) NTT Communications Group (from July 2019) [3] [4]													
Operating revenues [5]	-	-	-	-	-	-	-	258.6	254.1	512.7	-	-	785.0
Cloud computing platforms	-	-	-	-	-	-	-	24.6	24.5	49.1	-	-	76.0
Data networks	-	-	-	-	-	-	-	98.7	95.7	194.4	-	-	292.0
Voice communications	-	-	-	-	-	-	-	57.2	57.2	114.3	-	-	171.0
Applications & content	-	-	-	-	-	-	-	20.0	18.3	38.3	-	-	58.0
Solution services	-	-	-	-	-	-	-	51.2	52.0	103.3	-	-	168.0
Other	-	-	-	-	-	-	-	6.9	6.4	13.3	-	-	20.0
Operating expenses	-	-	-	-	-	-	-	218.2	220.4	438.6	-	-	697.0
Personnel expenses	-	-	-	-	-	-	-	30.2	31.9	62.1	-	-	93.0
Expenses for purchase of goods and services and other expenses	-	-	-	-	-	-	-	157.1	156.9	314.0	-	-	502.0
Depreciation and amortization	-	-	-	-	-	-	-	28.4	28.9	57.2	-	-	86.0
Impairment losses	-	-	-	-	-	-	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	1.2	1.6	2.8	-	-	5.0
Taxes and dues	-	-	-	-	-	-	-	1.2	1.2	2.4	-	-	11.0
Operating profit	-	-	-	-	-	-	-	40.4	33.7	74.0	-	-	88.0
Profit before taxes	-	-	-	-	-	-	-	38.3	34.7	73.0	-	-	85.0
Profit attributable to NTT Communications	-	-	-	-	-	-	-	37.3	25.2	62.4	-	-	65.0
(incl.) NTT DATA Consolidated													
Net sales	505.2	517.5	528.0	1,550.7	612.9	2,163.6	527.3	550.5	564.2	1,642.0	-	-	2,240.0
Public and social infrastructure	106.7	101.7	109.0	317.4	162.5	479.9	100.1	112.8	120.6	333.5	-	-	483.0
Financial	130.9	135.1	133.3	399.3	159.8	559.1	139.0	141.8	141.3	422.1	-	-	571.0
Enterprise and Solutions	120.7	129.9	130.3	380.9	149.0	529.8	135.1	146.9	148.0	430.1	-	-	552.0
North America	101.5	107.4	105.0	313.9	108.0	421.9	103.0	105.4	105.5	314.0	-	-	440.0
EMEA and LATAM	103.7	102.9	115.9	322.5	117.7	440.1	110.8	106.6	117.2	334.7	-	-	445.0
Eliminations or Corporate	(58.3)	(59.6)	(65.5)	(183.3)	(84.0)	(267.3)	(60.9)	(63.1)	(68.4)	(192.4)	-	-	(251.0)
Cost of sales	378.4	394.6	395.0	1,168.0	450.6	1,618.6	395.1	414.5	423.2	1,232.7	-	-	1,658.0
Gross profit	126.8	122.9	132.9	382.7	162.3	545.0	132.2	136.1	141.1	409.3	-	-	582.0
Selling, general and administrative expenses	97.7	92.0	98.7	288.3	108.9	397.3	102.3	102.2	111.3	315.8	-	-	434.0
Operating profit	29.1	30.9	34.2	94.3	53.4	147.7	29.8	33.9	29.8	93.5	-	-	148.0
Profit before taxes	30.2	30.8	33.6	94.6	52.3	146.9	30.8	32.1	29.4	92.3	-	-	145.0
Profit attributable to NTT DATA	20.8	17.9	20.9	59.5	34.1	93.6	21.0	19.2	17.7	57.9	-	-	92.0

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

(3) 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.

(4) Overseas subsidiaries of NTT Communications group were transferred to the NTT Ltd. group with as part of the global reorganization of NTT group in July 2019.

(5) The following are the main services included in each line item:
- Cloud computing platforms: "Data center services" and "Private cloud services (Enterprise cloud, etc.)"
- Data networks: "Closed network services (Arcstar Universal One, etc.)" and "Open network services (OCN, etc.)"
- Voice communications: "Telephone services" and "VoIP services (050 plus, etc.)"
- Applications & content: "Application services (Mail services, etc.)"
- Solution services: "System integration services"

(6) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).

[Ref.] Financial Results Summary (NTT Communications Group, Dimension Data Consolidated)

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2018						FY 2019				
	Three Months Ended June 30	Three Months Ended September 30	Six 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
NTT Communications Group [1]											
Operating revenues [2]	326.3	345.2	671.6	348.9	371.5	1,392.0	337.3	-	-	-	-
Cloud computing platforms	49.0	52.0	101.0	51.8	54.7	207.5	54.7	-	-	-	-
Data networks	122.4	121.2	243.7	122.2	122.0	487.9	122.5	-	-	-	-
Voice communications	66.8	66.8	133.7	69.1	63.9	266.6	62.7	-	-	-	-
Applications & content	30.6	31.5	62.1	33.9	38.5	134.5	33.5	-	-	-	-
Solution services	51.3	67.3	118.7	61.0	86.5	266.2	56.6	-	-	-	-
Other	6.1	6.4	12.4	10.8	5.9	29.2	7.3	-	-	-	-
Operating expenses	289.3	304.5	593.8	308.8	357.3	1,259.8	299.8	-	-	-	-
Personnel expenses	50.6	50.5	101.1	51.6	50.0	202.8	53.3	-	-	-	-
Expenses for purchase of goods and services and other expenses	200.6	215.2	415.8	215.9	247.9	879.6	198.0	-	-	-	-
Depreciation and amortization	35.7	36.5	72.2	37.2	42.1	151.5	44.4	-	-	-	-
Impairment losses	-	-	-	-	2.7	2.7	1.5	-	-	-	-
Expenses on disposal of fixed assets	0.6	0.7	1.4	2.4	4.1	7.9	0.6	-	-	-	-
Taxes and dues	1.8	1.6	3.3	1.7	10.3	15.4	2.0	-	-	-	-
Operating profit	37.1	40.7	77.8	40.1	14.3	132.1	37.5	-	-	-	-
Profit before taxes	37.9	41.1	79.0	39.4	13.6	132.1	37.6	-	-	-	-
Profit attributable to NTT Communications	27.1	28.2	55.4	28.2	15.0	98.5	24.4	-	-	-	-
Dimension Data Consolidated [3] [4]											
Operating revenues	215.2	228.6	443.8	224.5	225.0	893.3	220.7	-	-	-	-
System integration services	215.2	228.6	443.8	224.5	225.0	893.3	220.7	-	-	-	-
Cost of sales	172.4	184.0	356.5	182.2	180.1	718.7	178.4	-	-	-	-
Gross profit	42.8	44.6	87.4	42.3	44.9	174.6	42.4	-	-	-	-
Selling, general and administrative expenses	39.3	38.4	77.8	38.3	39.0	155.2	44.9	-	-	-	-
Operating profit	3.4	6.1	9.6	4.0	5.9	19.4	(2.5)	-	-	-	-
Profit before taxes	1.4	3.3	4.8	2.7	4.4	11.8	(4.0)	-	-	-	-
Profit attributable to Dimension Data	0.3	0.5	0.8	0.6	3.7	5.2	(3.8)	-	-	-	-

(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 services (Enterprise cloud, etc.)"
- Data networks: "Closed network services (Arcstar Universal One, etc.)" and "Open network services (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.

(4) The USD/JPY conversion rate used for Dimension Data figures for the three months ended June 30, 2019 is USD1.00 = JPY109.90

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

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2018						FY 2019						FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)(2)
NTT Urban Solutions Group (1)													
Operating revenues	-	-	-	-	-	-	77.6	98.1	100.4	276.3	-	-	427.0
Operating expenses	-	-	-	-	-	-	68.0	84.6	89.7	242.3	-	-	387.0
Personnel expenses	-	-	-	-	-	-	15.0	15.1	16.2	46.4	-	-	66.0
Expenses for purchase of goods and services and other expenses	-	-	-	-	-	-	43.1	60.6	63.5	167.3	-	-	275.0
Depreciation and amortization	-	-	-	-	-	-	8.5	8.6	8.9	26.1	-	-	32.0
Impairment losses	-	-	-	-	-	-	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes and dues	-	-	-	-	-	-	1.2	0.1	1.0	2.4	-	-	14.0
Operating profit	-	-	-	-	-	-	13.5	13.4	11.0	38.1	-	-	47.0
Profit before taxes	-	-	-	-	-	-	12.5	12.2	9.9	34.7	-	-	39.0
Profit attributable to NTT Urban Solutions	-	-	-	-	-	-	8.4	7.9	6.3	22.7	-	-	26.0
(incl.) NTT Urban Development Consolidated													
Operating revenues	29.9	42.0	37.5	109.4	58.6	168.0	34.1	40.1	35.3	109.6	-	-	161.0
Operating expenses	21.5	31.0	29.1	81.7	58.6	140.4	25.3	28.4	26.6	80.4	-	-	136.0
Personnel expenses	2.5	2.6	2.6	7.9	2.9	10.8	2.5	2.5	2.4	7.5	-	-	11.0
Expenses for purchase of goods and services and other expenses	14.3	23.6	20.8	58.8	38.9	97.8	16.3	20.5	17.7	54.6	-	-	92.0
Depreciation and amortization	4.2	4.4	4.4	13.1	4.6	17.7	5.5	5.7	5.9	17.2	-	-	22.0
Impairment losses	-	0.0	0.8	0.9	0.9	1.8	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes and dues	0.3	0.3	0.2	0.9	11.3	12.2	0.8	(0.3)	0.5	1.0	-	-	12.0
Operating profit	9.9	9.9	8.0	27.8	0.7	28.6	12.6	11.3	8.4	32.5	-	-	30.0
Profit before taxes	9.3	9.0	7.2	25.7	(0.0)	25.6	11.7	10.2	7.3	29.3	-	-	22.0
Profit attributable to NTT Urban Development	6.0	5.7	4.5	16.3	(0.1)	16.1	7.8	6.5	4.4	18.8	-	-	14.0

(1) The scope of aggregation for each of the figures presented for NTT Urban Solutions group is internal management figures after eliminating internal transactions among NTT Urban Development (on a consolidated basis), NTT FACILITIES and its subsidiaries. Such figures are not audited and are provided for reference only.

(2) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).

3. Operating Data (Number of Subscriptions)

Number of Subscriptions

		FY 2018				FY 2019				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)[9]
Mobile Telecommunications Services [1]	(in thousands)	76,746	77,050	77,517	78,453	78,896	79,203	79,670	-	80,000
Telecommunications Services (LTE (Xi))	(in thousands)	51,344	52,502	53,834	55,872	57,285	58,542	59,897	-	61,100
Telecommunications Services (FOMA (3G))	(in thousands)	25,402	24,549	23,684	22,581	21,611	20,661	19,772	-	18,900
Telephone subscriber lines [2]	(in thousands)	17,207	16,927	16,641	16,363	16,048	15,734	15,448	-	15,193
NTT East	(in thousands)	8,542	8,403	8,260	8,119	7,970	7,815	7,675	-	7,519
NTT West	(in thousands)	8,664	8,524	8,382	8,244	8,078	7,919	7,773	-	7,674
INS-Net [3]	(in thousands)	2,277	2,230	2,185	2,138	2,089	2,039	1,995	-	1,959
NTT East	(in thousands)	1,160	1,135	1,111	1,086	1,060	1,033	1,009	-	986
NTT West	(in thousands)	1,117	1,095	1,074	1,052	1,029	1,006	985	-	973
Telephone subscriber lines + INS-Net	(in thousands)	19,484	19,157	18,826	18,500	18,137	17,774	17,443	-	17,152
NTT East	(in thousands)	9,703	9,538	9,370	9,204	9,030	8,848	8,685	-	8,504
NTT West	(in thousands)	9,781	9,619	9,456	9,296	9,107	8,926	8,758	-	8,647
Public telephones	(number)	157,023	156,338	155,875	155,214	154,298	153,252	152,359	-	152,214
NTT East	(number)	70,170	70,077	70,171	69,951	69,705	69,551	69,415	-	68,951
NTT West	(number)	86,853	86,261	85,704	85,263	84,593	83,701	82,944	-	83,263
FLET'S ISDN	(in thousands)	67	66	63	62	60	58	56	-	52
NTT East	(in thousands)	29	28	27	26	25	24	24	-	21
NTT West	(in thousands)	38	37	36	36	35	34	33	-	31
FLET'S ADSL	(in thousands)	735	690	641	602	570	542	511	-	462
NTT East	(in thousands)	315	294	276	258	242	228	214	-	188
NTT West	(in thousands)	420	396	364	344	327	314	297	-	274
FLET'S Hikari (including Hikari Collaboration Model) [4] [5] [6]	(in thousands)	20,720	20,851	20,995	21,078	21,260	21,416	21,563	-	21,678
NTT East	(in thousands)	11,613	11,707	11,809	11,880	11,993	12,094	12,186	-	12,280
NTT West	(in thousands)	9,107	9,144	9,186	9,197	9,267	9,322	9,377	-	9,397
(incl.) Hikari Collaboration Model	(in thousands)	11,617	11,993	12,363	12,690	13,055	13,357	13,633	-	13,890
NTT East	(in thousands)	6,877	7,089	7,294	7,470	7,675	7,847	8,006	-	8,170
NTT West	(in thousands)	4,740	4,903	5,070	5,220	5,381	5,510	5,627	-	5,720
Hikari Denwa [7]	(in thousands)	18,092	18,154	18,214	18,244	18,286	18,369	18,448	-	18,454
NTT East	(in thousands)	9,610	9,666	9,720	9,759	9,796	9,857	9,908	-	9,959
NTT West	(in thousands)	8,482	8,488	8,494	8,485	8,490	8,512	8,540	-	8,495
NTT Group Major ISPs [8]	(in thousands)	11,002	10,977	10,969	10,945	10,916	11,537	11,529	-	11,472
(incl.) OCN	(in thousands)	7,458	7,414	7,375	7,305	7,249	7,211	7,188	-	7,113
(incl.) Plala	(in thousands)	3,155	3,169	3,194	3,234	3,258	3,914	3,923	-	3,900
Hikari TV	(in thousands)	3,010	3,015	2,998	3,001	2,992	2,978	2,980	-	3,000
FLET'S TV Transmission Services [7]	(in thousands)	1,638	1,660	1,690	1,716	1,743	1,769	1,799	-	1,787
NTT East	(in thousands)	1,001	1,009	1,022	1,033	1,044	1,056	1,070	-	1,062
NTT West	(in thousands)	637	650	668	684	699	712	729	-	725
“d POINT CLUB” members	(in thousands)	66,523	67,634	68,829	70,145	71,313	72,344	73,452	-	-
Locations where payment / point services are available	(in thousands)	-	-	-	1,050	1,110	1,220	1,430	-	-

(1) The number of Mobile Telecommunications Services (including "Telecommunications Services (LTE (Xi))" and "Telecommunications Services (FOMA (3G))") includes MVNOs and 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 "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 nine months ended December 31, 2019 compared to the fiscal 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 were 1,165 thousand lines and 853 thousand lines, respectively, for a total of 2,018 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 827 thousand lines and 632 thousand lines, respectively, for a total of 1,458 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 293 thousand lines and 238 thousand lines, respectively, for a total of 531 thousand lines.

(6) The comparative forecast for the year ending March 31, 2020 (Forecast announced as of November 2019) 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."

(9) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).

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 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. 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. 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 2018						FY 2019						FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Nine 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	Nine Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)[10]
NTT DOCOMO [1] [2] [3]													
Aggregate ARPU	4,800	4,820	4,830	4,820	4,770	4,800	4,770	4,740	4,710	4,740	-	-	4,680
Mobile ARPU (LTE (Xi) + FOMA (3G))	4,390	4,390	4,380	4,390	4,300	4,360	4,280	4,240	4,180	4,240	-	-	4,170
docomo Hikari ARPU	410	430	450	430	470	440	490	500	530	500	-	-	510
NTT East [4] [5] [6] [7] [8]													
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,550	2,550	2,550	2,550	2,530	2,540	2,510	2,520	2,520	2,520	-	-	2,510
FLET'S Hikari ARPU [9]	4,950	4,920	4,920	4,930	4,860	4,910	4,840	4,800	4,770	4,800	-	-	4,800
Basic Monthly Charge	3,540	3,530	3,520	3,530	3,510	3,520	3,500	3,470	3,440	3,470	-	-	3,470
Optional Services	1,410	1,390	1,400	1,400	1,350	1,390	1,340	1,330	1,330	1,330	-	-	1,330
NTT West [4] [5] [6] [7] [8]													
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,520	2,520	2,530	2,520	2,510	2,520	2,500	2,500	2,500	2,500	-	-	2,480
FLET'S Hikari ARPU [9]	4,960	4,920	4,930	4,940	4,880	4,930	4,870	4,820	4,810	4,830	-	-	4,810
Basic Monthly Charge	3,390	3,360	3,370	3,380	3,360	3,380	3,360	3,310	3,310	3,320	-	-	3,300
Optional Services	1,570	1,560	1,560	1,560	1,520	1,550	1,510	1,510	1,500	1,510	-	-	1,510

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

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

(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.

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.

(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 Business revenues.

- "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 "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

・ Nine-month Results (from April to December): 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 December

・ 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 number of active subscribers from April to September {(number of subscribers at end of previous month + number of subscribers at end of the current month)/2} for each month from April to September + sum of the average forecasted number of active subscribers from October to March {(number of subscribers at September 30, 2019 + expected number of subscribers at March 31, 2020)/2} x6

(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 "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.

(10) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).

3. Operating Data (Number of Employees)

Number of Employees

(Persons)

	FY 2018				FY 2019				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)[3]
NTT Consolidated Number of Employees [1]	309,000	311,300	313,950	307,900	319,100	321,450	324,500	-	317,850
Mobile communications business	28,550	28,450	28,350	26,650	27,700	28,050	28,050	-	27,550
Regional communications business	82,400	82,900	83,350	79,550	82,450	81,250	81,650	-	79,400
Long distance and international communications business [1]	51,650	51,950	52,550	52,550	53,400	52,300	52,050	-	52,450
Data communications business	120,550	122,000	123,650	123,900	127,350	130,350	132,700	-	128,950
Other business	25,850	26,000	26,050	25,250	28,200	29,500	30,050	-	29,500
Number of Employees, by Core Group Companies									
NTT East Group	40,700	41,200	41,600	39,900	41,000	40,050	40,400	-	39,500
NTT West Group	41,750	41,700	41,750	39,650	41,450	41,200	41,250	-	39,900
NTT Ltd. Group [1]	-	-	-	-	-	40,550	40,200	-	40,550
NTT Communications Group (from July 2019) [2]	-	-	-	-	-	11,650	11,700	-	11,700
NTT Communications Group	23,150	23,300	23,350	23,350	23,800	-	-	-	-
Dimension Data Consolidated [1]	27,150	27,300	27,800	27,800	28,000	-	-	-	-

(1) Past figures have been retroactively revised as a result of expanding the scope of the personnel counted at certain overseas subsidiaries (+4,550 persons) .

(2) Overseas subsidiaries of NTT Communications group were transferred to the NTT Ltd. group with as part of the global reorganization of NTT group in July 2019.

(3) Forecasts for the year ending March 31, 2020 have not been changed from those announced in the financial results for the six months ended September 30, 2019 (announced on November 5, 2019).