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## Supplementary Data for the Annual Results for the Fiscal Year Ended March 31, 2020

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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				
	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
<b>Consolidated</b>										
Operating revenues	2,852.7	2,940.5	3,002.0	3,084.6	11,879.8	2,915.4	2,974.1	2,973.1	3,036.7	11,899.4
Fixed voice related services	272.2	266.1	271.0	268.4	1,077.7	252.3	245.5	249.9	251.7	999.4
Mobile voice related services	234.5	238.5	237.2	236.5	946.7	231.3	235.2	240.2	259.8	966.5
IP/packet communications services	938.0	930.5	934.1	918.7	3,721.2	923.3	918.2	899.7	878.1	3,619.3
Sales of telecommunications equipment	198.0	234.5	280.1	216.6	929.2	187.6	173.0	189.3	141.9	691.8
System integration services	837.7	877.2	884.9	994.3	3,594.1	876.6	930.8	928.1	995.9	3,731.4
Other	372.3	393.7	394.9	450.1	1,611.0	444.3	471.3	465.9	509.4	1,891.0
Operating expenses	2,315.5	2,406.9	2,545.6	2,917.9	10,186.0	2,410.2	2,496.5	2,505.5	2,925.0	10,337.3
Personnel expenses	592.1	590.7	603.0	605.8	2,391.6	606.0	595.8	612.1	614.6	2,428.5
Expenses for purchase of goods and services and other expenses	1,341.8	1,426.3	1,475.5	1,674.1	5,917.7	1,390.3	1,480.7	1,463.9	1,671.4	6,006.4
Depreciation and amortization	325.5	331.0	334.2	343.0	1,333.6	360.5	361.6	365.2	378.0	1,465.3
Impairment losses	-	0.0	67.3	59.0	126.4	1.5	2.6	2.9	9.6	16.7
Goodwill	-	-	-	39.4	39.4	-	0.3	1.7	0.9	2.9
Metal cable-related	-	-	66.0	-	66.0	-	-	-	-	-
Other	-	0.0	1.3	19.6	21.0	1.5	2.3	1.2	8.6	13.7
Expenses on disposal of fixed assets	26.8	32.4	34.1	78.9	172.2	21.1	27.6	31.8	91.1	171.6
Taxes and dues	29.3	26.6	31.5	157.1	244.5	30.7	28.3	29.6	160.2	248.8
Operating profit	537.2	533.5	456.4	166.7	1,693.8	505.2	477.6	467.6	111.7	1,562.2
Profit before taxes	542.7	535.7	452.1	141.4	1,671.9	526.8	475.1	465.9	102.4	1,570.1
Profit attributable to NTT	289.7	270.0	232.4	62.4	854.6	280.5	267.1	249.3	58.4	855.3
<b>EBITDA and EBITDA margin with reconciliation</b>										
EBITDA [a+b+c+d]	874.4	877.4	874.9	614.6	3,241.4	840.0	816.4	812.0	511.1	2,979.5
a Operating profit	537.2	533.5	456.4	166.7	1,693.8	505.2	477.6	467.6	111.7	1,562.2
b Depreciation and amortization <sup>(1)</sup>	325.5	331.0	334.2	343.0	1,333.6	324.4	325.2	326.2	341.1	1,316.8
c Loss on sales and disposal of property, plant and equipment	11.7	12.9	17.0	45.9	87.5	8.9	11.0	15.3	48.7	83.9
d Impairment losses	-	0.0	67.3	59.0	126.4	1.5	2.6	2.9	9.6	16.7
EBITDA margin [(e/f)*100]	30.7%	29.8%	29.1%	19.9%	27.3%	28.8%	27.5%	27.3%	16.8%	25.0%
e EBITDA [a+b+c+d]	874.4	877.4	874.9	614.6	3,241.4	840.0	816.4	812.0	511.1	2,979.5
f Operating revenues	2,852.7	2,940.5	3,002.0	3,084.6	11,879.8	2,915.4	2,974.1	2,973.1	3,036.7	11,899.4

NTT Consolidated Financial Position (IFRS)

	FY 2018				FY 2019			
	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
<b>Assets</b>	21,467.0	21,719.8	21,899.8	22,295.1	22,568.6	22,233.6	22,941.7	23,014.1
Current assets	5,702.3	6,082.5	6,385.2	6,580.0	6,355.9	5,957.8	6,434.8	6,703.5
(incl.) Cash and cash equivalents	797.1	889.6	908.4	946.1	1,021.5	928.0	875.5	1,033.6
(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	3,502.8
Non-current assets	15,764.6	15,637.3	15,514.7	15,715.2	16,212.7	16,275.8	16,506.9	16,310.6
(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	9,087.5
<b>Liabilities and Equity</b>	21,467.0	21,719.8	21,899.8	22,295.1	22,568.6	22,233.6	22,941.7	23,014.1
Liabilities	9,802.9	9,655.7	10,169.4	10,490.4	10,926.2	10,677.6	11,307.4	11,551.5
Current liabilities	4,618.2	4,329.1	4,843.8	5,228.1	5,308.5	5,068.3	5,604.4	6,607.6
(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	2,142.8
Non-current liabilities	5,184.7	5,326.6	5,325.6	5,262.3	5,617.7	5,609.3	5,703.1	4,943.9
(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	2,165.8
(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	1,873.5
Equity	11,664.0	12,064.1	11,730.4	11,804.8	11,642.4	11,555.9	11,634.3	11,462.6
<b>Interest-bearing liabilities (consolidated)</b>								
Interest-bearing liabilities	4,359.5	4,064.1	4,560.1	4,262.7	4,757.2	4,463.2	5,131.9	4,699.9

(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 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				
	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
EPS (Yen) <sup>(1)</sup>	-	-	-	-	220	-	-	-	-	231
Overseas Sales (Millions of Dollars) <sup>(2)</sup>	4,634	4,681	4,701	4,895	18,911	4,766	5,009	4,919	4,761	19,454
Overseas Operating Income Margin (%) <sup>(2)</sup>	2.6%	3.6%	3.1%	3.5%	3.2%	1.6%	2.7%	3.2%	2.1%	2.4%
Cost Reductions (Billions of yen) <sup>(3)</sup>	-	-	-	-	(220.0)	(280.0)	(320.0)	(440.0)	-	(500.0)
ROIC (%)	-	-	-	-	7.4%	-	-	-	-	6.6%
Capex to Sales (%) (Domestic Network Business) <sup>(4)</sup>	-	-	-	-	13.9%	-	-	-	-	13.8%

(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.

(2) 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 for the fiscal year ended March 31, 2020 is USD1.00 = JPY108.70.

(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 2018					FY 2019				
	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
Capital investment	321.4	361.1	367.6	646.8	1,697.0	330.7	368.0	411.5	696.6	1,806.6
Mobile communications business	124.9	130.5	134.0	204.3	593.7	97.9	120.6	119.7	234.7	572.8
Regional communications business	102.1	108.0	114.0	217.0	541.0	88.6	110.5	114.5	208.9	522.5
Long distance and international communications business	38.4	50.3	45.4	110.2	244.3	48.5	58.7	63.4	108.7	279.3
Data communications business	38.2	40.2	45.4	55.4	179.2	42.1	41.9	54.2	55.7	193.8
Other business	17.8	32.1	28.8	60.0	138.7	53.6	36.2	59.7	88.6	238.2
(Ref.) Capital investment by group										
NTT East Group	60.6	57.7	54.6	101.2	274.1	52.0	63.9	59.0	96.1	271.0
NTT West Group	41.5	50.3	59.4	115.8	266.9	36.6	46.6	55.5	112.8	251.5
NTT Ltd. Group	-	-	-	-	-	-	36.7	25.8	51.2	113.6
NTT Communications Group (from July 2019) <sup>(1)</sup>	-	-	-	-	-	-	21.5	37.4	54.5	113.5
NTT Communications Group	32.3	44.6	39.7	102.6	219.3	42.8	-	-	-	-
Dimension Data Consolidated	5.5	5.1	4.7	5.7	20.9	4.8	-	-	-	-
NTT Urban Solutions Group	-	-	-	-	-	35.5	13.3	32.1	48.4	129.4

(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.

1. Financial Results Summary (Business Segments)

Business Segments (IFRS)	FY 2018					FY 2019					(Billions of yen)
	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	
<b>Business segments<sup>(1)</sup></b>											
<b>Mobile communications business</b>											
Operating revenues	1,176.7	1,212.9	1,264.6	1,186.7	4,840.8	1,159.3	1,170.7	1,186.0	1,135.3	4,651.3	
Mobile voice related service	236.9	241.0	239.7	238.7	956.2	233.6	237.6	242.6	262.5	976.3	
IP/packet communications service	544.6	541.7	542.5	530.4	2,159.3	541.2	538.7	522.0	500.6	2,102.5	
Sales of telecommunications equipment	178.6	211.8	259.7	194.3	844.4	167.7	150.1	171.0	119.5	608.2	
Other	216.5	218.4	222.7	223.4	880.9	216.8	244.3	250.4	252.8	964.2	
Operating expenses	866.7	912.3	973.1	1,075.1	3,827.2	880.6	909.2	938.4	1,068.5	3,796.6	
Personnel expenses	73.0	72.3	72.6	71.1	288.9	72.3	72.7	73.7	69.5	288.2	
Expenses for purchase of goods and services and other expenses	666.6	706.1	766.1	785.1	2,923.8	655.0	678.6	700.5	774.5	2,808.6	
Depreciation and amortization	113.8	117.7	117.1	122.3	470.9	141.5	143.5	146.0	149.9	580.8	
Impairment losses	-	-	-	32.8	32.8	-	-	1.7	0.5	2.2	
Expenses on disposal of fixed assets	10.4	13.3	14.3	30.8	68.8	8.7	11.2	12.5	39.1	71.5	
Taxes and dues	3.0	3.0	3.1	33.0	42.0	3.1	3.2	4.1	35.0	45.3	
Operating profit	309.9	300.6	291.5	111.6	1,013.6	278.7	261.5	247.6	66.8	854.7	
<b>Regional communications business</b>											
Operating revenues	768.9	775.5	781.1	826.8	3,152.3	746.5	763.3	766.5	803.7	3,079.9	
Fixed voice related service	274.0	267.9	271.7	271.6	1,085.2	255.3	245.2	252.2	252.9	1,006.1	
IP/packet communications service	374.4	374.1	377.3	374.9	1,500.7	372.5	370.6	374.1	372.5	1,489.7	
Sales of telecommunications equipment	18.3	18.7	18.9	20.7	76.6	17.8	21.9	17.1	19.8	76.6	
System integration services	27.6	41.1	37.7	62.5	168.9	29.7	52.9	48.6	74.9	206.1	
Other	74.6	73.7	75.5	97.0	320.9	71.2	72.1	74.4	83.6	301.3	
Operating expenses	626.9	641.2	706.0	817.5	2,791.6	601.9	637.1	639.6	813.0	2,691.6	
Personnel expenses	178.4	178.4	177.9	172.9	707.6	175.0	169.8	171.3	166.6	682.7	
Expenses for purchase of goods and services and other expenses	305.1	318.7	317.0	398.2	1,338.9	293.4	331.2	330.8	402.3	1,357.6	
Depreciation and amortization	110.7	110.8	111.9	114.5	448.0	102.8	103.7	103.1	104.8	414.5	
Impairment losses	-	-	66.0	3.7	69.7	-	-	-	0.9	0.9	
Expenses on disposal of fixed assets	14.4	17.6	17.4	40.9	90.3	11.6	16.0	17.7	51.4	96.7	
Taxes and dues	18.3	15.8	15.8	87.2	137.1	19.1	16.4	16.7	87.1	139.3	
Operating profit	142.0	134.3	75.0	9.4	360.7	144.6	126.1	126.9	(9.4)	388.3	
<b>Long distance and international communications business</b>											
Operating revenues	541.2	572.0	571.3	594.3	2,278.7	555.9	562.0	542.2	545.7	2,205.8	
Fixed voice related service	55.7	56.8	56.0	51.8	220.3	50.4	53.7	53.0	50.9	207.9	
IP/packet communications service	106.0	105.8	107.9	107.8	427.5	106.4	105.8	102.4	103.7	418.3	
Sales of telecommunications equipment	1.6	4.4	1.9	3.6	11.5	2.6	1.8	1.6	5.0	11.0	
System integration services	338.6	363.3	357.4	379.7	1,439.1	352.2	375.9	362.0	352.5	1,442.6	
Other	39.3	41.6	48.1	51.4	180.3	44.3	24.9	23.2	33.6	125.9	
Operating expenses	509.1	532.6	537.6	599.2	2,178.5	526.8	531.7	505.6	538.0	2,102.2	
Personnel expenses	102.5	102.7	103.7	102.4	411.4	102.7	102.2	105.5	100.3	415.7	
Expenses for purchase of goods and services and other expenses	361.3	384.2	381.8	414.2	1,541.6	362.1	371.2	345.4	364.0	1,442.6	
Depreciation and amortization	42.8	43.3	43.8	48.6	178.4	52.7	51.5	51.3	55.2	210.7	
Impairment losses	-	-	0.2	19.4	19.7	1.5	2.3	0.0	4.7	8.6	
Expenses on disposal of fixed assets	0.7	0.7	2.4	4.1	7.9	0.6	1.3	1.7	3.6	7.1	
Taxes and dues	1.8	1.6	5.7	10.5	19.6	2.1	3.3	1.8	10.3	17.5	
Operating profit	32.0	39.4	33.6	(4.9)	100.1	29.1	30.2	36.6	7.7	103.6	
<b>Data communications business</b>											
Operating revenues	505.2	517.5	528.0	612.9	2,163.6	527.3	550.5	564.2	624.8	2,266.8	
System integration services	505.2	517.5	528.0	612.9	2,163.6	527.3	550.5	564.2	624.8	2,266.8	
Operating expenses	476.0	486.4	493.5	560.0	2,015.9	497.4	516.6	534.4	587.4	2,135.9	
Personnel expenses	193.3	193.5	202.5	214.9	804.2	203.3	201.6	213.5	221.7	840.1	
Expenses for purchase of goods and services and other expenses	242.6	251.9	247.6	300.9	1,043.0	243.5	263.5	267.8	308.5	1,083.4	
Depreciation and amortization	37.2	38.3	39.9	38.2	153.6	48.1	48.4	49.9	50.0	196.3	
Impairment losses	-	-	-	0.7	0.7	-	0.3	0.0	2.0	2.3	
Expenses on disposal of fixed assets	0.2	0.2	0.6	1.3	2.2	0.1	0.3	0.4	1.5	2.2	
Taxes and dues	2.7	2.5	2.9	4.1	12.2	2.5	2.6	2.9	3.7	11.6	
Operating profit	29.3	31.1	34.5	52.9	147.7	29.8	33.9	29.8	37.4	130.9	
<b>Other business</b>											
Operating revenues	267.2	297.8	290.3	385.0	1,240.3	338.5	382.3	375.9	504.9	1,601.7	
IP/packet communications service	5.7	5.9	6.1	6.9	24.6	6.0	6.7	7.0	7.1	26.7	
System integration services	35.5	37.1	34.7	44.8	152.1	35.6	34.3	37.8	51.6	159.4	
Other	226.0	254.7	249.5	333.3	1,063.5	296.9	341.3	331.1	446.2	1,415.6	
Operating expenses	241.2	266.4	264.5	382.5	1,154.6	309.7	355.2	348.8	497.1	1,510.8	
Personnel expenses	61.6	61.3	61.4	69.6	253.9	60.8	67.7	66.0	82.5	277.0	
Expenses for purchase of goods and services and other expenses	152.8	178.9	176.3	255.6	763.7	212.3	252.3	244.7	349.4	1,058.7	
Depreciation and amortization	22.3	21.7	21.4	25.5	90.9	32.3	32.0	31.7	35.9	131.9	
Impairment losses	-	0.0	1.1	2.4	3.6	-	-	1.2	1.6	2.8	
Expenses on disposal of fixed assets	1.6	1.5	0.9	5.1	9.0	0.4	0.5	1.0	3.4	5.2	
Taxes and dues	2.9	3.0	3.4	24.2	33.6	4.0	2.8	4.1	24.2	35.1	
Operating profit	26.0	31.4	25.8	2.5	85.6	28.9	27.1	27.1	7.8	90.9	

(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 2018					FY 2019				
	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
<b>NTT DOCOMO Consolidated</b>										
Operating revenues	1,176.7	1,212.9	1,264.6	1,186.7	4,840.8	1,159.3	1,170.7	1,186.0	1,135.3	4,651.3
Telecommunications services	785.4	786.5	785.9	772.9	3,130.7	778.6	780.0	768.5	767.1	3,094.3
Mobile communications services	718.3	716.8	712.6	696.6	2,844.4	699.7	697.6	681.7	678.9	2,757.8
Optical-fiber broadband service and other telecommunications services	67.1	69.7	73.2	76.3	286.3	78.9	82.5	86.9	88.2	336.4
Equipment sales	178.6	211.8	259.7	194.3	844.4	167.7	150.1	171.0	119.5	608.2
Other	212.6	214.6	219.0	219.5	865.8	213.0	240.6	246.5	248.7	948.8
Operating expenses	866.7	912.3	973.1	1,075.1	3,827.2	880.6	909.2	938.4	1,068.5	3,796.6
Personnel expenses	73.0	72.3	72.6	71.1	288.9	72.3	72.7	73.7	69.5	288.2
Expenses for purchase of goods and services and other expenses	566.4	602.1	658.2	707.0	2,533.7	554.1	573.3	594.1	700.8	2,422.2
Depreciation and amortization	113.8	117.7	117.1	122.3	470.9	141.5	143.5	146.0	149.9	580.8
Impairment losses	-	-	-	32.8	32.8	-	-	1.7	0.5	2.2
Communication network charges	103.2	106.9	110.9	111.0	432.0	104.0	108.5	110.4	108.7	431.7
Expenses on disposal of fixed assets	10.4	13.3	14.3	30.8	68.8	8.7	11.2	12.5	39.1	71.5
Operating profit	309.9	300.6	291.5	111.6	1,013.6	278.7	261.5	247.6	66.8	854.7
Profit before taxes	317.1	304.1	290.5	91.0	1,002.6	285.4	263.2	247.9	71.5	868.0
Profit attributable to NTT DOCOMO, INC.	218.3	188.7	200.5	56.1	663.6	192.3	180.0	170.0	49.2	591.5
<b>NTT East Group <sup>(1)</sup></b>										
Operating revenues	424.2	425.6	431.7	459.1	1,740.6	409.3	414.0	417.5	436.2	1,677.1
Fixed voice related service	144.5	142.3	145.4	141.3	573.6	135.7	131.5	134.9	132.1	534.2
IP/packet communications service	209.7	210.6	211.5	210.7	842.5	210.5	209.6	210.9	211.1	842.1
Sales of telecommunications equipment	7.2	7.4	7.4	8.3	30.3	7.3	8.6	7.1	8.0	31.0
System integration services	13.0	18.5	17.7	26.2	75.4	14.2	24.2	24.3	37.2	99.9
Other	49.8	46.8	49.7	72.5	218.8	41.7	40.1	40.4	47.7	169.9
Operating expenses	336.6	340.4	378.2	442.7	1,498.0	321.2	334.6	337.4	427.8	1,421.1
Personnel expenses	93.6	93.4	92.7	92.8	372.6	92.8	88.3	90.5	88.0	359.6
Expenses for purchase of goods and services and other expenses	167.3	172.3	172.1	221.6	733.3	156.7	172.5	174.1	209.7	713.0
Depreciation and amortization	59.1	58.6	59.2	60.9	237.9	55.3	56.1	54.8	55.9	222.1
Impairment losses	-	-	36.1	2.5	38.7	-	-	-	-	-
Expenses on disposal of fixed assets	6.7	7.5	9.5	19.8	43.5	5.9	8.7	8.8	28.8	52.1
Taxes and dues	9.9	8.6	8.5	45.0	72.1	10.5	9.1	9.2	45.4	74.3
Operating profit	87.6	85.1	53.5	16.3	242.7	88.2	79.4	80.1	8.4	256.0
Profit before taxes	87.5	84.5	53.0	16.0	241.0	88.1	79.2	79.5	8.2	255.0
Profit attributable to NTT East	61.7	59.2	37.5	7.6	166.0	61.2	55.9	55.7	5.5	178.4
<b>NTT West Group <sup>(2)</sup></b>										
Operating revenues	354.1	359.9	361.7	386.6	1,462.3	346.0	355.7	356.6	376.1	1,434.3
Fixed voice related service	131.2	127.9	130.2	132.7	522.0	121.4	116.6	119.2	123.3	480.5
IP/packet communications service	164.8	163.7	165.9	164.2	658.6	162.1	161.1	163.4	161.5	648.1
Sales of telecommunications equipment	11.1	11.4	11.5	12.6	46.7	10.5	13.4	10.1	12.0	46.0
System integration services	15.0	23.0	20.5	36.8	95.4	16.0	29.1	25.2	38.1	108.3
Other	31.9	34.0	33.5	40.2	139.6	35.9	35.5	38.8	41.3	151.5
Operating expenses	299.8	310.8	339.8	393.6	1,344.0	289.6	308.8	309.8	393.9	1,302.1
Personnel expenses	85.1	85.2	85.5	81.1	336.8	82.4	81.4	81.2	78.7	323.6
Expenses for purchase of goods and services and other expenses	146.8	156.1	156.4	193.8	653.1	145.2	165.2	163.9	201.0	675.4
Depreciation and amortization	51.6	52.1	52.7	53.8	210.3	47.6	47.6	48.4	49.0	192.6
Impairment losses	-	-	29.9	1.2	31.0	-	-	-	0.9	0.9
Expenses on disposal of fixed assets	7.9	10.2	8.0	21.5	47.7	5.8	7.3	8.8	22.6	44.6
Taxes and dues	8.3	7.2	7.2	42.2	65.0	8.6	7.3	7.5	41.7	65.0
Operating profit	54.3	49.1	21.9	(7.0)	118.3	56.4	46.8	46.8	(17.8)	132.2
Profit before taxes	53.3	47.9	20.7	(8.2)	113.7	55.6	46.3	46.0	(18.6)	129.3
Profit attributable to NTT West	37.7	33.9	15.5	(6.4)	80.7	39.1	32.7	32.6	(12.7)	91.8

(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, Inc. Group, NTT Ltd. Group, NTT Communications Group, NTT Data Consolidated)

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2018					FY 2019				
	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
<b>NTT, Inc. (Global Holding Company) Group <sup>(1)</sup></b>										
Operating revenues	-	-	-	-	-	1,073.1	1,102.3	1,096.3	1,155.0	4,426.8
Operating expenses	-	-	-	-	-	1,013.8	1,037.8	1,030.5	1,111.2	4,193.2
Operating profit	-	-	-	-	-	59.3	64.5	65.8	43.9	233.5
<b>(incl.) NTT Ltd. Group <sup>(2)</sup></b>										
Operating revenues	-	-	-	-	-	-	316.4	303.4	277.9	897.7
Operating expenses	-	-	-	-	-	-	322.7	301.5	295.0	919.1
Personnel expenses	-	-	-	-	-	-	71.5	73.2	70.0	214.6
Expenses for purchase of goods and services and other expenses	-	-	-	-	-	-	225.1	205.0	193.9	624.1
Depreciation and amortization	-	-	-	-	-	-	23.1	22.6	25.5	71.3
Impairment losses	-	-	-	-	-	-	2.3	0.0	4.4	6.7
Expenses on disposal of fixed assets	-	-	-	-	-	-	0.0	0.1	0.1	0.2
Taxes and dues	-	-	-	-	-	-	0.7	0.6	1.0	2.3
Operating profit	-	-	-	-	-	-	(6.3)	2.0	(17.1)	(21.4)
Profit before taxes	-	-	-	-	-	-	(9.9)	(0.0)	(21.3)	(31.6)
Profit attributable to NTT Ltd.	-	-	-	-	-	-	(14.1)	(3.2)	(16.7)	(34.0)
<b>(incl.) NTT Communications Group (from July 2019) <sup>(3) (4)</sup></b>										
Operating revenues <sup>(5)</sup>	-	-	-	-	-	-	258.6	254.1	281.9	794.6
Cloud computing platforms	-	-	-	-	-	-	24.6	24.5	26.1	75.2
Data networks	-	-	-	-	-	-	98.7	95.7	98.5	292.9
Voice communications	-	-	-	-	-	-	57.2	57.2	56.1	170.4
Applications & content	-	-	-	-	-	-	20.0	18.3	22.1	60.3
Solution services	-	-	-	-	-	-	51.2	52.0	71.7	174.9
Other	-	-	-	-	-	-	6.9	6.4	7.5	20.8
Operating expenses	-	-	-	-	-	-	218.2	220.4	259.8	698.4
Personnel expenses	-	-	-	-	-	-	30.2	31.9	29.5	91.6
Expenses for purchase of goods and services and other expenses	-	-	-	-	-	-	157.1	156.9	187.5	501.5
Depreciation and amortization	-	-	-	-	-	-	28.4	28.9	29.7	87.0
Impairment losses	-	-	-	-	-	-	-	-	0.1	0.1
Expenses on disposal of fixed assets	-	-	-	-	-	-	1.2	1.6	3.5	6.3
Taxes and dues	-	-	-	-	-	-	1.2	1.2	9.5	11.9
Operating profit	-	-	-	-	-	-	40.4	33.7	22.1	96.2
Profit before taxes	-	-	-	-	-	-	38.3	34.7	35.9	108.9
Profit attributable to NTT Communications	-	-	-	-	-	-	37.3	25.2	48.1	110.5
<b>(incl.) NTT DATA Consolidated</b>										
Net sales	505.2	517.5	528.0	612.9	2,163.6	527.3	550.5	564.2	624.8	2,266.8
Public and social infrastructure	106.7	101.7	109.0	162.5	479.9	100.1	112.8	120.6	166.6	500.2
Financial	130.9	135.1	133.3	159.8	559.1	139.0	141.8	141.3	158.2	580.4
Enterprise and Solutions	120.7	129.9	130.3	149.0	529.8	135.1	146.9	148.0	158.5	588.6
North America	101.5	107.4	105.0	108.0	421.9	103.0	105.4	105.5	112.0	426.0
EMEA and LATAM	103.7	102.9	115.9	117.7	440.1	110.8	106.6	117.2	120.8	455.4
Eliminations or Corporate	(58.3)	(59.6)	(65.5)	(84.0)	(267.3)	(60.9)	(63.1)	(68.4)	(91.3)	(283.7)
Cost of sales	378.4	394.6	395.0	450.6	1,618.6	395.1	414.5	423.2	461.8	1,694.6
Gross profit	126.8	122.9	132.9	162.3	545.0	132.2	136.1	141.1	162.9	572.2
Selling, general and administrative expenses	97.7	92.0	98.7	108.9	397.3	102.3	102.2	111.3	125.5	441.3
Operating profit	29.1	30.9	34.2	53.4	147.7	29.8	33.9	29.8	37.4	130.9
Profit before taxes	30.2	30.8	33.6	52.3	146.9	30.8	32.1	29.4	27.8	120.2
Profit attributable to NTT DATA	20.8	17.9	20.9	34.1	93.6	21.0	19.2	17.7	17.3	75.1

(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. In addition, beginning with the fourth quarter of the fiscal year ended March 31, 2020, expenses related to the acquisition of shares of the former Dimension Data (including PPA depreciation) have been presented under operating expenses, and accordingly, past figures have been retrospectively adjusted.

(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"

[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	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
<b>NTT Communications Group <sup>(1)</sup></b>										
Operating revenues <sup>(2)</sup>	326.3	345.2	348.9	371.5	1,392.0	337.3	-	-	-	-
Cloud computing platforms	49.0	52.0	51.8	54.7	207.5	54.7	-	-	-	-
Data networks	122.4	121.2	122.2	122.0	487.9	122.5	-	-	-	-
Voice communications	66.8	66.8	69.1	63.9	266.6	62.7	-	-	-	-
Applications & content	30.6	31.5	33.9	38.5	134.5	33.5	-	-	-	-
Solution services	51.3	67.3	61.0	86.5	266.2	56.6	-	-	-	-
Other	6.1	6.4	10.8	5.9	29.2	7.3	-	-	-	-
Operating expenses	289.3	304.5	308.8	357.3	1,259.8	299.8	-	-	-	-
Personnel expenses	50.6	50.5	51.6	50.0	202.8	53.3	-	-	-	-
Expenses for purchase of goods and services and other expenses	200.6	215.2	215.9	247.9	879.6	198.0	-	-	-	-
Depreciation and amortization	35.7	36.5	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	2.4	4.1	7.9	0.6	-	-	-	-
Taxes and dues	1.8	1.6	1.7	10.3	15.4	2.0	-	-	-	-
Operating profit	37.1	40.7	40.1	14.3	132.1	37.5	-	-	-	-
Profit before taxes	37.9	41.1	39.4	13.6	132.1	37.6	-	-	-	-
Profit attributable to NTT Communications	27.1	28.2	28.2	15.0	98.5	24.4	-	-	-	-
<b>Dimension Data Consolidated <sup>(3)(4)</sup></b>										
Operating revenues	215.2	228.6	224.5	225.0	893.3	220.7	-	-	-	-
System integration services	215.2	228.6	224.5	225.0	893.3	220.7	-	-	-	-
Cost of sales	172.4	184.0	182.2	180.1	718.7	178.4	-	-	-	-
Gross profit	42.8	44.6	42.3	44.9	174.6	42.4	-	-	-	-
Selling, general and administrative expenses	39.3	38.4	38.3	39.0	155.2	44.9	-	-	-	-
Operating profit	3.4	6.1	4.0	5.9	19.4	(2.5)	-	-	-	-
Profit before taxes	1.4	3.3	2.7	4.4	11.8	(4.0)	-	-	-	-
Profit attributable to Dimension Data	0.3	0.5	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				
	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
<b>NTT Urban Solutions Group <sup>(1)</sup></b>										
Operating revenues	-	-	-	-	-	77.6	98.1	100.4	149.7	426.0
Operating expenses	-	-	-	-	-	68.0	84.6	89.7	141.8	384.2
Personnel expenses	-	-	-	-	-	15.0	15.1	16.2	23.6	70.0
Expenses for purchase of goods and services and other expenses	-	-	-	-	-	43.1	60.6	63.5	95.9	263.2
Depreciation and amortization	-	-	-	-	-	8.5	8.6	8.9	9.6	35.7
Impairment losses	-	-	-	-	-	-	-	-	0.4	0.4
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-
Taxes and dues	-	-	-	-	-	1.2	0.1	1.0	12.0	14.5
Operating profit	-	-	-	-	-	13.5	13.4	11.0	10.6	48.7
Profit before taxes	-	-	-	-	-	12.5	12.2	9.9	6.7	41.4
Profit attributable to NTT Urban Solutions	-	-	-	-	-	8.4	7.9	6.3	4.6	27.3
<b>(incl.) NTT Urban Development Consolidated</b>										
Operating revenues	29.9	42.0	37.5	58.6	168.0	34.1	40.1	35.3	38.2	147.9
Operating expenses	21.5	31.0	29.1	58.6	140.4	25.3	28.4	26.6	41.6	122.1
Personnel expenses	2.5	2.6	2.6	2.9	10.8	2.5	2.5	2.4	2.6	10.1
Expenses for purchase of goods and services and other expenses	14.3	23.6	20.8	38.9	97.8	16.3	20.5	17.7	20.7	75.4
Depreciation and amortization	4.2	4.4	4.4	4.6	17.7	5.5	5.7	5.9	6.2	23.5
Impairment losses	-	0.0	0.8	0.9	1.8	-	-	-	0.4	0.4
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-
Taxes and dues	0.3	0.3	0.2	11.3	12.2	0.8	(0.3)	0.5	11.4	12.4
Operating profit	9.9	9.9	8.0	0.7	28.6	12.6	11.3	8.4	(0.3)	32.1
Profit before taxes	9.3	9.0	7.2	(0.0)	25.6	11.7	10.2	7.3	(4.0)	25.2
Profit attributable to NTT Urban Development	6.0	5.7	4.5	(0.1)	16.1	7.8	6.5	4.4	(2.8)	16.0

(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.

### 3. Operating Data (Number of Subscriptions)

#### Number of Subscriptions

		FY 2018				FY 2019			
		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
Mobile Telecommunications Services <sup>(1)</sup>	(in thousands)	76,746	77,050	77,517	78,453	78,896	79,203	79,670	80,326
Telecommunications Services (5G)	(in thousands)	-	-	-	-	-	-	-	14
Telecommunications Services (LTE (Xi))	(in thousands)	51,344	52,502	53,834	55,872	57,285	58,542	59,897	61,664
Telecommunications Services (FOMA (3G))	(in thousands)	25,402	24,549	23,684	22,581	21,611	20,661	19,772	18,648
Telephone subscriber lines <sup>(2)</sup>	(in thousands)	17,207	16,927	16,641	16,363	16,048	15,734	15,448	15,144
NTT East	(in thousands)	8,542	8,403	8,260	8,119	7,970	7,815	7,675	7,528
NTT West	(in thousands)	8,664	8,524	8,382	8,244	8,078	7,919	7,773	7,615
INS-Net <sup>(3)</sup>	(in thousands)	2,277	2,230	2,185	2,138	2,089	2,039	1,995	1,942
NTT East	(in thousands)	1,160	1,135	1,111	1,086	1,060	1,033	1,009	982
NTT West	(in thousands)	1,117	1,095	1,074	1,052	1,029	1,006	985	960
Telephone subscriber lines + INS-Net	(in thousands)	19,484	19,157	18,826	18,500	18,137	17,774	17,443	17,085
NTT East	(in thousands)	9,703	9,538	9,370	9,204	9,030	8,848	8,685	8,510
NTT West	(in thousands)	9,781	9,619	9,456	9,296	9,107	8,926	8,758	8,575
Public telephones	(number)	157,023	156,338	155,875	155,214	154,298	153,252	152,359	151,313
NTT East	(number)	70,170	70,077	70,171	69,951	69,705	69,551	69,415	69,325
NTT West	(number)	86,853	86,261	85,704	85,263	84,593	83,701	82,944	81,988
FLET'S ISDN	(in thousands)	67	66	63	62	60	58	56	54
NTT East	(in thousands)	29	28	27	26	25	24	24	23
NTT West	(in thousands)	38	37	36	36	35	34	33	31
FLET'S ADSL	(in thousands)	735	690	641	602	570	542	511	483
NTT East	(in thousands)	315	294	276	258	242	228	214	201
NTT West	(in thousands)	420	396	364	344	327	314	297	282
FLET'S Hikari (including Hikari Collaboration Model) <sup>(4) (5) (6)</sup>	(in thousands)	20,720	20,851	20,995	21,078	21,260	21,416	21,563	21,658
NTT East	(in thousands)	11,613	11,707	11,809	11,880	11,993	12,094	12,186	12,240
NTT West	(in thousands)	9,107	9,144	9,186	9,197	9,267	9,322	9,377	9,418
(incl.) Hikari Collaboration Model	(in thousands)	11,617	11,993	12,363	12,690	13,055	13,357	13,633	13,888
NTT East	(in thousands)	6,877	7,089	7,294	7,470	7,675	7,847	8,006	8,149
NTT West	(in thousands)	4,740	4,903	5,070	5,220	5,381	5,510	5,627	5,739
Hikari Denwa <sup>(6)</sup>	(in thousands)	18,092	18,154	18,214	18,244	18,286	18,369	18,448	18,503
NTT East	(in thousands)	9,610	9,666	9,720	9,759	9,796	9,857	9,908	9,940
NTT West	(in thousands)	8,482	8,488	8,494	8,485	8,490	8,512	8,540	8,563
NTT Group Major ISPs <sup>(7)</sup>	(in thousands)	11,002	10,977	10,969	10,945	10,916	11,537	11,529	11,517
(incl.) OCN	(in thousands)	7,458	7,414	7,375	7,305	7,249	7,211	7,188	7,153
(incl.) Plala	(in thousands)	3,155	3,169	3,194	3,234	3,258	3,914	3,923	3,938
Hikari TV	(in thousands)	3,010	3,015	2,998	3,001	2,992	2,978	2,980	2,983
FLET'S TV Transmission Services <sup>(6)</sup>	(in thousands)	1,638	1,660	1,690	1,716	1,743	1,769	1,799	1,828
NTT East	(in thousands)	1,001	1,009	1,022	1,033	1,044	1,056	1,070	1,082
NTT West	(in thousands)	637	650	668	684	699	712	729	747
"d POINT CLUB" members	(in thousands)	66,523	67,634	68,829	70,145	71,313	72,344	73,452	75,091
Locations where payment / point services are available <sup>(6)</sup>	(in thousands)	-	-	-	1,050	1,110	1,220	1,430	1,710

(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 fiscal year ended March 31, 2020 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 1,529 thousand lines and 1,125 thousand lines, respectively, for a total of 2,655 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 1,085 thousand lines and 829 thousand lines, respectively, for a total of 1,913 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 391 thousand lines and 315 thousand lines, respectively, for a total of 706 thousand lines.

(6) 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.

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

(8) Locations where payment / point services are available represent the combined number of locations where "d POINT," "iD" and "d Payment"(code and online payment) services can be used. The data (as of March 31, 2020) on the number of locations where "iD" services can be used is based on the actual data of February 29, 2020.

### 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 5G mobile phone services, 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				
	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
<b>NTT DOCOMO</b> <sup>(1) (2) (3)</sup>										
Aggregate ARPU	4,800	4,820	4,830	4,770	4,800	4,770	4,740	4,710	4,760	4,740
Mobile ARPU (5G + LTE (Xi) + FOMA (3G))	4,390	4,390	4,380	4,300	4,360	4,280	4,240	4,180	4,220	4,230
docomo Hikari ARPU	410	430	450	470	440	490	500	530	540	510
<b>NTT East</b> <sup>(4) (5) (6) (7) (8)</sup>										
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,550	2,550	2,550	2,530	2,540	2,510	2,520	2,520	2,500	2,510
FLET'S Hikari ARPU <sup>(9)</sup>	4,950	4,920	4,920	4,860	4,910	4,840	4,800	4,770	4,740	4,790
Basic Monthly Charge	3,540	3,530	3,520	3,510	3,520	3,500	3,470	3,440	3,450	3,470
Optional Services	1,410	1,390	1,400	1,350	1,390	1,340	1,330	1,330	1,290	1,320
<b>NTT West</b> <sup>(4) (5) (6) (7) (8)</sup>										
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,520	2,520	2,530	2,510	2,520	2,500	2,500	2,500	2,480	2,500
FLET'S Hikari ARPU <sup>(9)</sup>	4,960	4,920	4,930	4,880	4,930	4,870	4,820	4,810	4,770	4,820
Basic Monthly Charge	3,390	3,360	3,370	3,360	3,380	3,360	3,310	3,310	3,300	3,320
Optional Services	1,570	1,560	1,560	1,520	1,550	1,510	1,510	1,500	1,470	1,500

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

Aggregate ARPU = Mobile ARPU + "docomo Hikari" ARPU

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

(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 "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 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:  $\frac{\text{Sum of number of active subscribers (number of subscribers at end of previous month + number of subscribers at end of the current month)}}{2}$  for each month in the relevant period
- FY Results:  $\frac{\text{Sum of number of active subscribers (number of subscribers at end of previous month + number of subscribers at end of the current month)}}{2}$  for each month from April to March

(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.

### 3. Operating Data (Number of Employees)

Number of Employees	FY 2018				FY 2019				(Persons)
	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	
NTT Consolidated Number of Employees <sup>(1)</sup>	309,000	311,300	313,950	307,900	319,100	321,450	324,500	319,050	
Mobile communications business	28,550	28,450	28,350	26,650	27,700	28,050	28,050	27,550	
Regional communications business <sup>(2)</sup>	82,400	82,900	83,350	79,550	82,450	81,250	81,650	74,750	
Long distance and international communications business <sup>(1)</sup>	51,650	51,950	52,550	52,550	53,400	52,300	52,050	51,600	
Data communications business	120,550	122,000	123,650	123,900	127,350	130,350	132,700	133,200	
Other business	25,850	26,000	26,050	25,250	28,200	29,500	30,050	31,950	
Number of Employees, by Core Group Companies									
NTT East Group	40,700	41,200	41,600	39,900	41,000	40,050	40,400	38,900	
NTT West Group <sup>(2)</sup>	41,750	41,700	41,750	39,650	41,450	41,200	41,250	35,850	
NTT Ltd. Group <sup>(1)</sup>	-	-	-	-	-	40,550	40,200	39,900	
NTT Communications Group (from July 2019) <sup>(3)</sup>	-	-	-	-	-	11,650	11,700	11,500	
NTT Communications Group	23,150	23,300	23,350	23,350	23,800	-	-	-	
Dimension Data Consolidated <sup>(1)</sup>	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) The number of employees as of March 31, 2020 does not include employees of the NTT West group who resigned at the end of the period and were rehired at the beginning of the new fiscal year (3,650 persons).

(3) 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.