

4. Operating Data

Number of Subscribers (in thousands except for Public Telephones)

	A		B		C	
	As of		As of		As of	
	March 31, 2015		March 31, 2016		March 31, 2017 (Forecast)	
			Change		Change	
			B-A		C-B	
Telephone Subscriber Lines ⁽¹⁾	21,286	19,943	(1,343)		18,833	(1,110)
NTT East	10,492	9,875	(618)		9,445	(430)
NTT West	10,794	10,068	(726)		9,388	(680)
INS-Net ⁽²⁾	3,058	2,776	(282)		2,531	(245)
NTT East	1,559	1,414	(144)		1,294	(120)
NTT West	1,499	1,361	(137)		1,236	(125)
Telephone Subscriber Lines + INS-Net	24,344	22,718	(1,625)		21,363	(1,355)
NTT East	12,051	11,289	(762)		10,739	(550)
NTT West	12,293	11,429	(863)		10,624	(805)
Public Telephones	183,655	171,179	(12,476)		162,589	(8,590)
NTT East	87,785	78,199	(9,586)		71,199	(7,000)
NTT West	95,870	92,980	(2,890)		91,390	(1,590)
FLET'S ISDN	95	85	(10)		79	(6)
NTT East	42	37	(5)		36	(1)
NTT West	53	48	(5)		43	(5)
FLET'S ADSL	1,219	1,053	(167)		896	(157)
NTT East	550	475	(75)		415	(60)
NTT West	669	577	(92)		480	(97)
FLET'S Hikari (including Hikari Collaboration Model) ⁽³⁾⁽⁴⁾⁽⁵⁾	18,716	19,259	543		19,859	600
NTT East	10,403	10,666	264		10,966	300
NTT West	8,313	8,593	280		8,893	300
(incl.) Hikari Collaboration Model	270	4,691	4,421		8,241	3,550
NTT East	190	3,077	2,886		5,127	2,050
NTT West	80	1,615	1,534		3,115	1,500
Hikari Denwa ⁽⁶⁾	17,108	17,374	267		17,474	100
NTT East	9,032	9,123	91		9,223	100
NTT West	8,076	8,252	176		8,252	-
Conventional Leased Circuit Services	241	232	(8)		224	(8)
NTT East	117	113	(4)		109	(4)
NTT West	124	120	(4)		116	(4)
High Speed Digital Services	127	115	(12)		99	(16)
NTT East	66	59	(7)		54	(5)
NTT West	62	56	(5)		45	(11)
NTT Group Major ISPs ⁽⁷⁾	11,586	11,411	(175)		10,951	(460)
(incl.) OCN	8,282	8,046	(236)		7,544	(501)
(incl.) Plala	2,960	3,005	45		3,030	25
Hikari TV	3,014	3,052	38		3,060	8
FLET'S TV Transmission Services ⁽⁶⁾	1,345	1,432	87		1,456	24
NTT East	877	910	33		920	10
NTT West	468	522	54		536	14
Mobile ⁽⁸⁾	66,595	70,964	4,368		75,300	4,336
(incl.) New Billing Plan	17,827	29,704	11,877		-	-
LTE ("Xi")	30,744	38,679	7,934		44,600	5,921
FOMA ⁽⁹⁾	35,851	32,285	(3,566)		30,700	(1,585)
sp-mode	28,160	32,463	4,303		35,100	2,637
i-mode	22,338	18,770	(3,569)		16,500	(2,270)

- Notes: (1) Number of Telephone Subscriber Lines is the total of individual lines and central station lines (Subscriber Telephone Light Plan is included).
- (2) "INS-Net" includes "INS-Net 64" and "INS-Net 1500." In terms of number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500" is in all cases roughly ten times greater than "INS-Net 64." For this reason, one "INS-Net 1500" subscription is calculated as ten "INS-Net 64" subscriptions (including subscriptions to the "INS-Net 64 Lite Plan").
- (3) Number of "FLET'S Hikari (including Hikari Collaboration Model)" subscribers includes subscribers to "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West and subscribers to the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.
- (4) The comparative results for the year ended March 31, 2016 compared to the year ended March 31, 2015 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 1,415 thousand lines and 1,203 thousand lines, respectively, for a total of 2,619 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 626 thousand lines and 354 thousand lines, respectively, for a total of 980 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 2,371 thousand lines and 1,230 thousand lines, respectively, for a total of 3,601 thousand lines.
- (5) The comparative forecast "As of March 31, 2017" for the year ending March 31, 2016 compared to the results for the year ended March 31, 2015 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West are expected to be 1,450 thousand lines and 1,150 thousand lines, respectively, for a total of 2,600 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West are expected to be 900 thousand lines and 650 thousand lines, respectively, for a total of 1,550 thousand lines; and the numbers of switchover lines for NTT East and NTT West are expected to be 1,500 thousand lines and 1,000 thousand lines, respectively, for a total of 2,500 thousand lines.
- (6) Numbers of subscribers for "Hikari Denwa" and "FLET'S TV Transmission Services" include wholesale services provided to service providers by NTT East and NTT West.
- (7) "NTT Group Major ISPs" includes "WAKWAK" and "InfoSphere," in addition to "OCN" and "Plala."
- (8) Number of Mobile (including "LTE (Xi)" and "FOMA") service subscribers includes communication module service subscribers.
- (9) Effective March 3, 2008, FOMA services became mandatory for subscription to "2in1" services. Such FOMA service subscriptions to "2in1" services are included in the number of FOMA service subscribers and, as a result, are also included in the number of Mobile service subscribers.

4. Operating Data

Average Monthly Revenue per Unit (ARPU)

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

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

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

					(Yen)		
	Three Months Ended June 30, 2015 (From April to June, 2015)	Three Months Ended September 30, 2015 (From July to September, 2015)	Three Months Ended December 31, 2015 (From October to December, 2015)	Three Months Ended March 31, 2016 (From January to March, 2016)	Year Ended March 31, 2015	Year Ended March 31, 2016	Year Ending March 31, 2017 (Forecast)
NTT East ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾⁽⁵⁾							
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,660	2,660	2,660	2,630	2,700	2,650	2,600
FLET'S Hikari ARPU ⁽⁶⁾	5,590	5,550	5,510	5,380	5,490	5,510	5,270
Basic Monthly Charge	3,860	3,850	3,830	3,750	3,730	3,830	3,700
Optional Services	1,730	1,700	1,680	1,630	1,760	1,680	1,570
NTT West ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾⁽⁵⁾							
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,620	2,610	2,610	2,590	2,650	2,610	2,570
FLET'S Hikari ARPU ⁽⁶⁾	5,550	5,490	5,450	5,400	5,680	5,470	5,250
Basic Monthly Charge	3,770	3,730	3,700	3,670	3,880	3,720	3,580
Optional Services	1,780	1,760	1,750	1,730	1,800	1,750	1,670
NTT DOCOMO ⁽⁷⁾⁽⁸⁾⁽⁹⁾							
Aggregate ARPU	4,010	4,190	4,230	4,260	4,100	4,170	4,390
Voice ARPU (LTE("Xi")+FOMA)	1,120	1,240	1,240	1,230	1,280	1,210	1,240
Data ARPU	2,890	2,950	2,990	3,030	2,820	2,960	3,150
Packet ARPU (LTE("Xi")+FOMA)	2,870	2,910	2,930	2,940	2,820	2,910	2,980
"docomo Hikari" ARPU	20	40	60	90	0	50	170

- Notes:
- 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 "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West. In addition, "FLET'S Hikari" also includes the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.
 - "FLET'S Hikari" Optional Services includes wholesale services provided to service providers by NTT East and NTT West.
 - Revenues from interconnection charges are excluded from the calculation of Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) and FLET'S Hikari ARPU.
 - Numbers of active subscribers used in the ARPU calculation of NTT East and NTT West are as below.
 - Quarterly Results: Sum of number of active subscribers* for each month in the relevant quarter
 - FY Results: Sum of number of active subscribers* for each month from April to March
 - FY Forecast: Sum of the average expected active number of subscribers during the fiscal year ((number of subscribers at March 31, 2016 + number of expected subscribers at March 31, 2017)/2)x12
 - *active subscribers = (number of subscribers at end of previous month + number of subscribers at end of the current month)/2
 - 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).
 - 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.
 - For purposes of calculating FLET'S Hikari ARPU, the number of subscribers is determined based on the number of FLET'S Hikari subscribers, which includes subscribers to "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari 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.
 - The following is the formula we use to compute ARPU for NTT DOCOMO.
 - Aggregate ARPU = Voice ARPU + Packet ARPU + "docomo Hikari" ARPU
 - Voice ARPU: Voice ARPU Related Revenues (basic monthly charges, voice communication charges) / No. of active users
 - Packet ARPU: Packet ARPU Related Revenues (basic monthly charges, packet communication charges) / No. of active users
 - "docomo Hikari" ARPU: A part of Other Operating Revenues (basic monthly charges, voice communication charges) / No. of active users
 - Numbers of active users used in the ARPU calculation of NTT DOCOMO are as below.
 - Quarterly Results: Sum of number of active users* for each month in the relevant quarter
 - FY Results/FY Forecast: Sum of number of active users*/expected number of active users* for each month from April to March
 - *active users = (number of users at end of previous month + number of users at end of current month)/2
 - The number of "users" used to calculate ARPU is the total number of subscriptions, excluding the subscriptions listed below:
 - Subscriptions to communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to Mobile Virtual Network Operators (MVNOs); and
 - Data Plan subscriptions which the customer contracting for such subscription in his/her name also has a subscription for "Xi" services in his/her name.

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

(Ref.) NTT DOCOMO Conventional ARPU

					(Yen)		
	Three Months Ended June 30, 2015 (From April to June, 2015)	Three Months Ended September 30, 2015 (From July to September, 2015)	Three Months Ended December 31, 2015 (From October to December, 2015)	Three Months Ended March 31, 2016 (From January to March, 2016)	Year Ended March 31, 2015	Year Ended March 31, 2016	Year Ending March 31, 2017 (Forecast)
Mobile Aggregate ARPU ⁽¹⁰⁾⁽¹¹⁾⁽¹²⁾	4,290	4,450	4,490	4,460	4,370	4,420	-
Voice ARPU (LTE("Xi")+FOMA)	1,020	1,130	1,120	1,100	1,180	1,090	-
Packet ARPU (LTE("Xi")+FOMA)	2,610	2,630	2,630	2,620	2,600	2,620	-
Smart ARPU (LTE("Xi")+FOMA)	660	690	740	740	590	710	-

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

4. Operating Data

Number of Employees

(Persons)

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