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## Supplementary Data for the Nine Months Ended December 31, 2018

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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)

|  | FY 2017            |              |                    |             |                   |                         | FY 2018            |              |                    |             |                   |          | (Billions of yen) |
|--|--------------------|--------------|--------------------|-------------|-------------------|-------------------------|--------------------|--------------|--------------------|-------------|-------------------|----------|-------------------|
|  | Three Months Ended |              | Three Months Ended |             | Nine Months Ended |                         | Three Months Ended |              | Three Months Ended |             | Nine Months Ended |          | Year Ending       |
|  | June 30            | September 30 | December 31        | December 31 | March 31          | March 31 <sup>(1)</sup> | June 30            | September 30 | December 31        | December 31 | March 31          | March 31 | FY 2018 (E)       |
| <b>Consolidated</b>  |                    |              |                    |             |                   |                         |                    |              |                    |             |                   |          |                   |
| Operating revenues   | 2,808.7            | 2,882.4      | 3,055.8            | 8,746.9     | -                 | 11,782.1                | 2,852.7            | 2,940.5      | 3,002.0            | 8,795.2     | -                 | -        | 11,900.0          |
| Fixed voice related services                                   | 290.2              | 280.8        | 287.8              | 858.9       | -                 | 1,146.9                 | 272.2              | 266.1        | 271.0              | 809.3       | -                 | -        | -                 |
| Mobile voice related services                                  | 227.2              | 236.9        | 235.7              | 699.8       | -                 | 933.3                   | 234.5              | 238.5        | 237.2              | 710.2       | -                 | -        | -                 |
| IP/packet communications services                              | 939.5              | 949.6        | 939.1              | 2,828.1     | -                 | 3,757.4                 | 938.0              | 930.5        | 934.1              | 2,802.5     | -                 | -        | -                 |
| Sales of telecommunications equipment                          | 179.8              | 184.2        | 304.1              | 668.1       | -                 | 878.3                   | 198.0              | 234.5        | 280.1              | 712.6       | -                 | -        | -                 |
| System integration services                                    | 792.2              | 855.2        | 884.0              | 2,531.5     | -                 | 3,457.4                 | 837.7              | 877.2        | 884.9              | 2,599.7     | -                 | -        | -                 |
| Other  | 379.9              | 375.7        | 405.0              | 1,160.6     | -                 | 1,608.9                 | 372.3              | 393.7        | 394.9              | 1,160.9     | -                 | -        | -                 |
| Operating expenses   | 2,284.1            | 2,368.7      | 2,684.5            | 7,337.3     | -                 | 10,141.1                | 2,315.5            | 2,406.9      | 2,545.6            | 7,268.1     | -                 | -        | 10,210.0          |
| Personnel expenses   | 591.6              | 594.9        | 614.2              | 1,800.7     | -                 | 2,393.4                 | 592.1              | 590.7        | 603.0              | 1,785.8     | -                 | -        | -                 |
| Expenses for purchase of goods and services and other expenses | 1,305.9            | 1,378.6      | 1,519.7            | 4,204.3     | -                 | 5,833.9                 | 1,341.8            | 1,426.3      | 1,475.5            | 4,243.6     | -                 | -        | -                 |
| Depreciation and amortization                                  | 331.0              | 333.3        | 339.5              | 1,003.7     | -                 | 1,346.9                 | 325.5              | 331.0        | 334.2              | 990.6       | -                 | -        | 1,342.0           |
| Impairment losses  | -                  | 0.7          | 150.1              | 150.9       | -                 | 177.9                   | -                  | 0.0          | 67.3               | 67.4        | -                 | -        | -                 |
| Goodwill   | -                  | -            | 25.3               | 25.3        | -                 | 34.1                    | -                  | -            | -                  | -           | -                 | -        | -                 |
| Metal cable-related  | -                  | -            | 124.8              | 124.8       | -                 | 124.8                   | -                  | -            | 66.0               | 66.0        | -                 | -        | -                 |
| Other  | -                  | 0.7          | 0.0                | 0.7         | -                 | 19.0                    | -                  | 0.0          | 1.3                | 1.4         | -                 | -        | -                 |
| Expenses on disposal of fixed assets                           | 27.3               | 35.5         | 34.7               | 97.4        | -                 | 154.2                   | 26.8               | 32.4         | 34.1               | 93.2        | -                 | -        | -                 |
| Taxes and dues   | 28.3               | 25.7         | 26.3               | 80.4        | -                 | 234.9                   | 29.3               | 26.6         | 31.5               | 87.4        | -                 | -        | -                 |
| Operating profit   | 524.7              | 513.7        | 371.3              | 1,409.6     | -                 | 1,641.1                 | 537.2              | 533.5        | 456.4              | 1,527.1     | -                 | -        | 1,690.0           |
| Profit before taxes  | 527.8              | 514.1        | 486.8              | 1,528.8     | -                 | 1,740.5                 | 542.7              | 535.7        | 452.1              | 1,530.4     | -                 | -        | 1,686.0           |
| Profit attributable to NTT                                     | 289.3              | 274.8        | 217.3              | 781.4       | -                 | 897.9                   | 289.7              | 270.0        | 232.4              | 792.1       | -                 | -        | 880.0             |
| <b>EBITDA and EBITDA margin with reconciliation</b>            |                    |              |                    |             |                   |                         |                    |              |                    |             |                   |          |                   |
| EBITDA [a+b+c+d]   | 869.1              | 863.8        | 876.1              | 2,609.0     | -                 | 3,237.1                 | 874.4              | 877.4        | 874.9              | 2,626.8     | -                 | -        | 3,240.0           |
| a Operating profit   | 524.7              | 513.7        | 371.3              | 1,409.6     | -                 | 1,641.1                 | 537.2              | 533.5        | 456.4              | 1,527.1     | -                 | -        | 1,690.0           |
| b Depreciation and amortization                                | 331.0              | 333.3        | 339.5              | 1,003.7     | -                 | 1,346.9                 | 325.5              | 331.0        | 334.2              | 990.6       | -                 | -        | 1,342.0           |
| c Loss on sales and disposal of property, plant and equipment  | 13.5               | 16.1         | 15.2               | 44.8        | -                 | 71.2                    | 11.7               | 12.9         | 17.0               | 41.6        | -                 | -        | 208.0             |
| d Impairment losses  | -                  | 0.7          | 150.1              | 150.9       | -                 | 177.9                   | -                  | 0.0          | 67.3               | 67.4        | -                 | -        | -                 |
| EBITDA margin [(e/f)*100]                                      | 30.9%              | 30.0%        | 28.7%              | 29.8%       | -                 | 27.5%                   | 30.7%              | 29.8%        | 29.1%              | 29.9%       | -                 | -        | 27.2%             |
| e EBITDA [a+b+c+d]   | 869.1              | 863.8        | 876.1              | 2,609.0     | -                 | 3,237.1                 | 874.4              | 877.4        | 874.9              | 2,626.8     | -                 | -        | 3,240.0           |
| f Operating revenues   | 2,808.7            | 2,882.4      | 3,055.8            | 8,746.9     | -                 | 11,782.1                | 2,852.7            | 2,940.5      | 3,002.0            | 8,795.2     | -                 | -        | 11,900.0          |

NTT Consolidated Financial Position (IFRS)

|   | FY 2017       |                    |                   |                               | FY 2018       |                    |                   |                | FY 2018 (E)                              |
|---|---------------|--------------------|-------------------|-------------------------------|---------------|--------------------|-------------------|----------------|--|
|   | As of June 30 | As of September 30 | As of December 31 | As of March 31 <sup>(1)</sup> | As of June 30 | As of September 30 | As of December 31 | As of March 31 | As of March 31 (Forecast) <sup>(2)</sup> |
| <b>Assets</b>                               | 21,233.6      | 21,454.9           | 21,443.6          | 21,541.4                      | 21,467.0      | 21,719.8           | 21,899.8          | -              | -  |
| Current assets                              | 5,574.8       | 5,733.2            | 5,849.5           | 5,869.2                       | 5,702.3       | 6,082.5            | 6,385.2           | -              | -  |
| (incl.) Cash and cash equivalents           | 1,161.7       | 984.4              | 892.2             | 895.0                         | 797.1         | 889.6              | 908.4             | -              | -  |
| (incl.) Trade and other receivables         | 3,361.0       | 3,693.8            | 3,900.4           | 4,022.2                       | 3,823.7       | 3,965.9            | 4,149.0           | -              | -  |
| Non-current assets                          | 15,658.8      | 15,721.7           | 15,594.1          | 15,672.3                      | 15,764.6      | 15,637.3           | 15,514.7          | -              | -  |
| (incl.) Property, plant and equipment       | 8,724.6       | 8,786.9            | 8,699.1           | 8,812.2                       | 8,820.7       | 8,941.8            | 8,858.6           | -              | -  |
| Liabilities and Equity                      | 21,233.6      | 21,454.9           | 21,443.6          | 21,541.4                      | 21,467.0      | 21,719.8           | 21,899.8          | -              | -  |
| Liabilities                                 | 10,033.3      | 9,874.1            | 9,852.6           | 9,975.8                       | 9,802.9       | 9,655.7            | 10,169.4          | -              | -  |
| Current liabilities                         | 4,406.5       | 4,221.1            | 4,231.8           | 4,622.4                       | 4,618.2       | 4,329.1            | 4,843.8           | -              | -  |
| (incl.) Trade and other payables            | 1,469.2       | 1,425.8            | 1,570.5           | 1,811.7                       | 1,510.6       | 1,484.8            | 1,615.5           | -              | -  |
| Non-current liabilities                     | 5,626.8       | 5,653.0            | 5,620.8           | 5,353.4                       | 5,184.7       | 5,326.6            | 5,325.6           | -              | -  |
| (incl.) Long-term debt                      | 3,178.2       | 3,185.1            | 3,163.0           | 2,953.9                       | 2,793.1       | 2,936.3            | 2,907.7           | -              | -  |
| (incl.) Defined benefit liabilities         | 1,880.9       | 1,894.2            | 1,911.9           | 1,860.5                       | 1,864.4       | 1,879.1            | 1,891.9           | -              | -  |
| Equity                                      | 11,200.3      | 11,580.8           | 11,591.0          | 11,565.7                      | 11,664.0      | 12,064.1           | 11,730.4          | -              | -  |
| Interest-bearing liabilities (consolidated) | 4,636.9       | 4,315.6            | 4,276.5           | 3,971.6                       | 4,359.5       | 4,064.1            | 4,560.1           | -              | 4,100.0                                  |

(1) Full-year financial results based on IFRS (International Financial Reporting Standards) have not been audited, and are provided for reference only. These figures are subject to change, pending results of the independent financial audit.

(2) Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.

1. Financial Results Summary (Capital Investment)

Capital Investment (IFRS)

|   | FY2017 <sup>(1)</sup>         |                                    |                                   |                                  | FY2018                         |                        |                               |                                    |                                   |                                  | (Billions of yen)              |                        |   |
|---|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|---|
|   | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 | FY 2018 (E)<br>Year Ending<br>March 31<br>(Forecast) <sup>(2)</sup> |
|   |                               |                                    |                                   |                                  |                                |                        |                               |                                    |                                   |                                  |                                |                        |   |
| Capital investment                                      | 369.1                         | 401.2                              | 383.3                             | 1,153.6                          | -                              | 1,697.9                | 321.4                         | 361.1                              | 367.6                             | 1,050.2                          | -                              | -                      | 1,720.0   |
| Regional communications business                        | 106.4                         | 126.2                              | 123.6                             | 356.3                            | -                              | 549.6                  | 102.1                         | 108.0                              | 114.0                             | 324.0                            | -                              | -                      | 545.0   |
| Long distance and international communications business | 52.1                          | 56.7                               | 47.5                              | 156.3                            | -                              | 235.0                  | 36.4                          | 50.3                               | 45.4                              | 134.2                            | -                              | -                      | 252.0   |
| Mobile communications business                          | 122.3                         | 145.2                              | 135.9                             | 403.5                            | -                              | 577.0                  | 124.9                         | 130.5                              | 134.0                             | 369.5                            | -                              | -                      | 590.0   |
| Data communications business                            | 44.6                          | 53.7                               | 40.9                              | 139.3                            | -                              | 194.8                  | 38.2                          | 40.2                               | 45.4                              | 123.8                            | -                              | -                      | 176.0   |
| Other business  | 43.7                          | 19.3                               | 35.3                              | 98.3                             | -                              | 141.5                  | 17.8                          | 32.1                               | 28.8                              | 76.7                             | -                              | -                      | 157.0   |
| (Ref.) Capital investment by group                      |                               |                                    |                                   |                                  |                                |                        |                               |                                    |                                   |                                  |                                |                        |   |
| NTT East Group  | 60.9                          | 60.1                               | 59.0                              | 180.0                            | -                              | 268.6                  | 60.6                          | 57.7                               | 54.6                              | 172.9                            | -                              | -                      | 275.0   |
| NTT West Group  | 45.5                          | 66.1                               | 64.7                              | 176.3                            | -                              | 281.0                  | 41.5                          | 50.3                               | 59.4                              | 151.2                            | -                              | -                      | 270.0   |
| NTT Communications Group                                | 46.3                          | 51.7                               | 42.5                              | 140.5                            | -                              | 209.1                  | 32.3                          | 44.6                               | 39.7                              | 116.7                            | -                              | -                      | 222.0   |
| Dimension Data Consolidated                             | 5.3                           | 4.1                                | 3.8                               | 13.2                             | -                              | 21.1                   | 5.5                           | 5.1                                | 4.7                               | 15.2                             | -                              | -                      | 24.0  |

(1) Full-year financial results based on IFRS (International Financial Reporting Standards) have not been audited, and are provided for reference only. These figures are subject to change, pending results of the independent financial audit.

(2) Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.

1. Financial Results Summary (Business Segments)

| Business Segments (IFRS)                                       | FY2017                        |                                    |                                   |                                  |                                |                                       | FY2018                        |                                    |                                   |                                  |                                |                        | (Billions of yen)                                    |
|--|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|--|
|  | FY2017                        |                                    | FY2017                            |                                  | FY2017                         |                                       | FY2018                        |                                    | FY2018                            |                                  | FY2018                         |                        | FY 2018 (E)  |
|  | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 <sup>(1)</sup> | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 | Year Ending<br>March 31<br>(Forecast) <sup>(3)</sup> |
| <b>Business segments<sup>(2)</sup></b>                         |                               |                                    |                                   |                                  |                                |                                       |                               |                                    |                                   |                                  |                                |                        |  |
| <b>Regional communications business</b>                        |                               |                                    |                                   |                                  |                                |                                       |                               |                                    |                                   |                                  |                                |                        |  |
| Operating revenues   | 786.7                         | 792.1                              | 798.7                             | 2,377.5                          | -                              | 3,231.6                               | 768.9                         | 775.5                              | 781.1                             | 2,325.5                          | -                              | -                      | 3,140.0  |
| Fixed voice related service                                    | 288.5                         | 280.4                              | 286.7                             | 855.6                            | -                              | 1,143.1                               | 274.0                         | 267.9                              | 271.7                             | 813.6                            | -                              | -                      | -  |
| IP/packet communications service                               | 379.5                         | 381.4                              | 380.0                             | 1,141.0                          | -                              | 1,523.7                               | 374.4                         | 374.1                              | 377.3                             | 1,125.8                          | -                              | -                      | -  |
| Sales of telecommunications equipment                          | 18.5                          | 19.2                               | 18.5                              | 56.2                             | -                              | 76.7                                  | 18.3                          | 18.7                               | 18.9                              | 55.9                             | -                              | -                      | -  |
| System integration services                                    | 28.4                          | 38.0                               | 37.2                              | 103.5                            | -                              | 166.6                                 | 27.6                          | 41.1                               | 37.7                              | 106.4                            | -                              | -                      | -  |
| Other  | 71.9                          | 73.2                               | 76.2                              | 221.3                            | -                              | 321.4                                 | 74.6                          | 73.7                               | 75.5                              | 223.9                            | -                              | -                      | -  |
| Operating expenses   | 635.4                         | 655.1                              | 779.4                             | 2,069.9                          | -                              | 2,880.0                               | 626.9                         | 641.2                              | 706.0                             | 1,974.1                          | -                              | -                      | 2,797.0  |
| Personnel expenses   | 190.6                         | 184.7                              | 182.8                             | 558.1                            | -                              | 736.8                                 | 178.4                         | 178.4                              | 177.9                             | 534.7                            | -                              | -                      | -  |
| Expenses for purchase of goods and services and other expenses | 301.3                         | 323.2                              | 324.8                             | 949.3                            | -                              | 1,345.4                               | 305.1                         | 318.7                              | 317.0                             | 940.8                            | -                              | -                      | -  |
| Depreciation and amortization                                  | 112.0                         | 112.9                              | 114.7                             | 339.6                            | -                              | 455.0                                 | 110.7                         | 110.8                              | 111.9                             | 333.4                            | -                              | -                      | -  |
| Impairment losses  | -                             | 0.6                                | 124.8                             | 125.4                            | -                              | 127.6                                 | -                             | -                                  | 66.0                              | 66.0                             | -                              | -                      | -  |
| Expenses on disposal of fixed assets                           | 13.7                          | 18.2                               | 16.9                              | 48.8                             | -                              | 78.3                                  | 14.4                          | 17.6                               | 17.4                              | 49.3                             | -                              | -                      | -  |
| Taxes and dues   | 17.9                          | 15.5                               | 15.5                              | 48.9                             | -                              | 136.9                                 | 18.3                          | 15.8                               | 15.8                              | 49.9                             | -                              | -                      | -  |
| Operating profit   | 151.3                         | 137.1                              | 19.3                              | 307.7                            | -                              | 351.6                                 | 142.0                         | 134.3                              | 75.0                              | 351.4                            | -                              | -                      | 343.0  |
| <b>Long distance and international communications business</b> |                               |                                    |                                   |                                  |                                |                                       |                               |                                    |                                   |                                  |                                |                        |  |
| Operating revenues   | 533.4                         | 562.7                              | 570.0                             | 1,666.1                          | -                              | 2,242.2                               | 541.2                         | 572.0                              | 571.3                             | 1,684.4                          | -                              | -                      | 2,310.0  |
| Fixed voice related service                                    | 60.4                          | 59.1                               | 60.8                              | 180.3                            | -                              | 239.9                                 | 55.7                          | 56.8                               | 56.0                              | 168.5                            | -                              | -                      | -  |
| IP/packet communications service                               | 99.8                          | 101.8                              | 103.4                             | 305.0                            | -                              | 410.2                                 | 106.0                         | 105.8                              | 107.9                             | 319.7                            | -                              | -                      | -  |
| Sales of telecommunications equipment                          | 4.7                           | 3.9                                | 1.6                               | 10.2                             | -                              | 14.7                                  | 1.6                           | 4.4                                | 1.9                               | 7.9                              | -                              | -                      | -  |
| System integration services                                    | 325.5                         | 357.8                              | 362.2                             | 1,045.5                          | -                              | 1,404.0                               | 338.6                         | 363.3                              | 357.4                             | 1,059.4                          | -                              | -                      | -  |
| Other  | 43.0                          | 40.1                               | 42.0                              | 125.1                            | -                              | 173.4                                 | 39.3                          | 41.6                               | 49.1                              | 129.9                            | -                              | -                      | -  |
| Operating expenses   | 492.3                         | 523.7                              | 569.7                             | 1,585.7                          | -                              | 2,151.6                               | 509.1                         | 532.6                              | 537.6                             | 1,579.3                          | -                              | -                      | 2,180.0  |
| Personnel expenses   | 96.0                          | 97.6                               | 111.4                             | 305.0                            | -                              | 404.6                                 | 102.5                         | 102.7                              | 103.7                             | 308.9                            | -                              | -                      | -  |
| Expenses for purchase of goods and services and other expenses | 353.3                         | 382.2                              | 387.5                             | 1,123.0                          | -                              | 1,521.8                               | 361.3                         | 384.2                              | 381.8                             | 1,127.3                          | -                              | -                      | -  |
| Depreciation and amortization                                  | 40.5                          | 41.2                               | 42.5                              | 124.2                            | -                              | 167.8                                 | 42.8                          | 43.3                               | 43.8                              | 129.9                            | -                              | -                      | -  |
| Impairment losses  | -                             | 0.2                                | 25.3                              | 25.5                             | -                              | 37.1                                  | -                             | -                                  | 0.2                               | 0.2                              | -                              | -                      | -  |
| Expenses on disposal of fixed assets                           | 0.9                           | 0.9                                | 1.4                               | 3.2                              | -                              | 5.4                                   | 0.7                           | 0.7                                | 2.4                               | 3.8                              | -                              | -                      | -  |
| Taxes and dues   | 1.6                           | 1.6                                | 1.6                               | 4.8                              | -                              | 15.0                                  | 1.8                           | 1.6                                | 5.7                               | 9.2                              | -                              | -                      | -  |
| Operating profit   | 41.1                          | 39.1                               | 0.3                               | 80.4                             | -                              | 90.6                                  | 32.0                          | 39.4                               | 33.6                              | 105.1                            | -                              | -                      | 130.0  |
| <b>Mobile communications business</b>                          |                               |                                    |                                   |                                  |                                |                                       |                               |                                    |                                   |                                  |                                |                        |  |
| Operating revenues   | 1,133.6                       | 1,160.7                            | 1,295.1                           | 3,589.4                          | -                              | 4,762.3                               | 1,176.7                       | 1,212.9                            | 1,264.6                           | 3,654.1                          | -                              | -                      | 4,860.0  |
| Mobile voice related service                                   | 229.7                         | 239.4                              | 238.3                             | 707.3                            | -                              | 942.8                                 | 236.9                         | 241.0                              | 239.7                             | 717.5                            | -                              | -                      | -  |
| IP/packet communications service                               | 533.5                         | 540.8                              | 539.1                             | 1,613.3                          | -                              | 2,137.2                               | 544.6                         | 541.7                              | 542.5                             | 1,628.9                          | -                              | -                      | -  |
| Sales of telecommunications equipment                          | 157.0                         | 162.0                              | 284.7                             | 603.7                            | -                              | 789.8                                 | 178.6                         | 211.8                              | 259.7                             | 650.1                            | -                              | -                      | -  |
| Other  | 213.5                         | 218.4                              | 233.1                             | 665.1                            | -                              | 892.4                                 | 216.5                         | 218.4                              | 222.7                             | 657.6                            | -                              | -                      | -  |
| Operating expenses   | 851.5                         | 883.2                              | 998.9                             | 2,733.6                          | -                              | 3,775.3                               | 866.7                         | 912.3                              | 973.1                             | 2,752.1                          | -                              | -                      | 3,870.0  |
| Personnel expenses   | 72.6                          | 71.4                               | 72.2                              | 216.3                            | -                              | 288.1                                 | 73.0                          | 72.3                               | 72.6                              | 217.9                            | -                              | -                      | -  |
| Expenses for purchase of goods and services and other expenses | 644.8                         | 671.7                              | 786.2                             | 2,102.7                          | -                              | 2,881.8                               | 666.6                         | 706.1                              | 766.1                             | 2,138.7                          | -                              | -                      | -  |
| Depreciation and amortization                                  | 119.1                         | 121.3                              | 122.0                             | 362.4                            | -                              | 486.6                                 | 113.8                         | 117.7                              | 117.1                             | 348.6                            | -                              | -                      | -  |
| Impairment losses  | -                             | -                                  | -                                 | -                                | -                              | 11.8                                  | -                             | -                                  | -                                 | -                                | -                              | -                      | -  |
| Expenses on disposal of fixed assets                           | 12.5                          | 16.1                               | 15.5                              | 44.1                             | -                              | 67.2                                  | 10.4                          | 13.3                               | 14.3                              | 37.9                             | -                              | -                      | -  |
| Taxes and dues   | 2.5                           | 2.7                                | 2.9                               | 8.1                              | -                              | 39.8                                  | 3.0                           | 3.0                                | 3.1                               | 9.0                              | -                              | -                      | -  |
| Operating profit   | 282.1                         | 277.5                              | 296.3                             | 855.9                            | -                              | 987.0                                 | 309.9                         | 300.6                              | 291.5                             | 902.0                            | -                              | -                      | 990.0  |
| <b>Data communications business</b>                            |                               |                                    |                                   |                                  |                                |                                       |                               |                                    |                                   |                                  |                                |                        |  |
| Operating revenues   | 472.1                         | 491.9                              | 521.4                             | 1,485.4                          | -                              | 2,045.2                               | 505.2                         | 517.5                              | 528.0                             | 1,550.7                          | -                              | -                      | 2,100.0  |
| System integration services                                    | 472.1                         | 491.9                              | 521.4                             | 1,485.4                          | -                              | 2,045.2                               | 505.2                         | 517.5                              | 528.0                             | 1,550.7                          | -                              | -                      | -  |
| Operating expenses   | 445.7                         | 461.9                              | 490.4                             | 1,398.0                          | -                              | 1,922.0                               | 476.0                         | 486.4                              | 493.5                             | 1,455.9                          | -                              | -                      | 1,958.0  |
| Personnel expenses   | 182.8                         | 193.1                              | 202.2                             | 578.1                            | -                              | 776.6                                 | 193.3                         | 193.5                              | 202.5                             | 589.3                            | -                              | -                      | -  |
| Expenses for purchase of goods and services and other expenses | 221.5                         | 227.8                              | 245.9                             | 695.2                            | -                              | 975.7                                 | 242.6                         | 251.9                              | 247.6                             | 742.1                            | -                              | -                      | -  |
| Depreciation and amortization                                  | 38.5                          | 38.1                               | 39.1                              | 115.7                            | -                              | 153.9                                 | 37.2                          | 38.3                               | 39.9                              | 115.4                            | -                              | -                      | -  |
| Impairment losses  | -                             | -                                  | -                                 | -                                | -                              | 1.7                                   | -                             | -                                  | -                                 | -                                | -                              | -                      | -  |
| Expenses on disposal of fixed assets                           | 0.3                           | 0.5                                | 0.3                               | 1.1                              | -                              | 2.4                                   | 0.2                           | 0.2                                | 0.6                               | 0.9                              | -                              | -                      | -  |
| Taxes and dues   | 2.6                           | 2.8                                | 2.8                               | 7.9                              | -                              | 11.6                                  | 2.7                           | 2.5                                | 2.9                               | 8.1                              | -                              | -                      | -  |
| Operating profit   | 26.4                          | 30.0                               | 31.0                              | 87.4                             | -                              | 123.2                                 | 29.3                          | 31.1                               | 34.5                              | 94.8                             | -                              | -                      | 142.0  |
| <b>Other business</b>  |                               |                                    |                                   |                                  |                                |                                       |                               |                                    |                                   |                                  |                                |                        |  |
| Operating revenues   | 274.8                         | 281.3                              | 293.0                             | 849.0                            | -                              | 1,214.6                               | 267.2                         | 297.8                              | 290.3                             | 855.3                            | -                              | -                      | 1,290.0  |
| IP/packet communications service                               | 5.9                           | 6.4                                | 5.6                               | 17.9                             | -                              | 24.5                                  | 5.7                           | 5.9                                | 6.1                               | 17.7                             | -                              | -                      | -  |
| System integration services                                    | 32.4                          | 34.7                               | 39.7                              | 106.8                            | -                              | 147.7                                 | 35.5                          | 37.1                               | 34.7                              | 107.3                            | -                              | -                      | -  |
| Other  | 236.5                         | 240.2                              | 247.6                             | 724.2                            | -                              | 1,042.3                               | 226.0                         | 254.7                              | 249.5                             | 730.3                            | -                              | -                      | -  |
| Operating expenses   | 246.3                         | 251.0                              | 265.8                             | 763.1                            | -                              | 1,115.9                               | 241.2                         | 266.4                              | 264.5                             | 772.1                            | -                              | -                      | 1,193.0  |
| Personnel expenses   | 63.2                          | 62.6                               | 62.1                              | 187.9                            | -                              | 253.5                                 | 61.6                          | 61.3                               | 61.4                              | 184.3                            | -                              | -                      | -  |
| Expenses for purchase of goods and services and other expenses | 158.6                         | 164.7                              | 177.8                             | 501.2                            | -                              | 743.8                                 | 152.8                         | 178.9                              | 176.3                             | 508.1                            | -                              | -                      | -  |
| Depreciation and amortization                                  | 20.8                          | 20.2                               | 21.5                              | 62.5                             | -                              | 84.6                                  | 22.3                          | 21.7                               | 21.4                              | 65.4                             | -                              | -                      | -  |
| Impairment losses  | -                             | -                                  | -                                 | -                                | -                              | 0.0                                   | -                             | 0.0                                | 1.1                               | 1.1                              | -                              | -                      | -  |
| Expenses on disposal of fixed assets                           | 0.5                           | 0.6                                | 1.4                               | 2.5                              | -                              | 4.8                                   | 1.6                           | 1.5                                | 0.9                               | 3.9                              | -                              | -                      | -  |
| Taxes and dues   | 3.2                           | 2.8                                | 2.9                               | 9.0                              | -                              | 29.3                                  | 2.9                           | 3.0                                | 3.4                               | 9.3                              | -                              | -                      | -  |
| Operating profit   | 28.5                          | 30.3                               | 27.2                              | 85.9                             | -                              | 98.7                                  | 26.0                          | 31.4                               | 25.8                              | 83.2                             | -                              | -                      | 97.0   |

(1) Full-year financial results based on IFRS (International Financial Reporting Standards) have not been audited, and are provided for reference only. These figures are subject to change, pending results of the independent financial audit.

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

(3) Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.

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

Overview of Financial Results (IFRS)

|  | FY2017             |              |                    |             |                    |          | FY2018             |              |                    |             |                    |          | FY 2018 (E)                                | (Billions of yen)  |
|--|--------------------|--------------|--------------------|-------------|--------------------|----------|--------------------|--------------|--------------------|-------------|--------------------|----------|--|--|
|  | Three Months Ended |              | Three Months Ended |             | Three Months Ended |          | Three Months Ended |              | Three Months Ended |             | Three Months Ended |          | Year Ending March 31<br>(Revised Forecast) | Year Ending March 31<br>(Forecast when previous 2Q results were announced) |
|  | June 30            | September 30 | December 31        | December 31 | March 31           | March 31 | June 30            | September 30 | December 31        | December 31 | March 31           | March 31 |  |  |
| <b>NTT East Group<sup>(1)</sup></b>                            |                    |              |                    |             |                    |          |                    |              |                    |             |                    |          |  |  |
| Operating revenues   | 430.2              | 432.3        | 441.2              | 1,303.7     | -                  | 1,786.8  | 424.2              | 425.6        | 431.7              | 1,281.5     | -                  | -        | 1,735.0                                    | 1,735.0  |
| Fixed voice related service                                    | 151.1              | 147.6        | 150.7              | 449.4       | -                  | 599.1    | 144.5              | 142.3        | 145.4              | 432.2       | -                  | -        | 570.0                                      | 570.0  |
| IP/packet communications service                               | 210.8              | 212.9        | 212.8              | 636.5       | -                  | 851.6    | 209.7              | 210.6        | 211.5              | 631.8       | -                  | -        | 838.0                                      | 838.0  |
| Sales of telecommunications equipment                          | 7.3                | 7.3          | 7.0                | 21.6        | -                  | 29.9     | 7.2                | 7.4          | 7.4                | 22.0        | -                  | -        | 30.0                                       | 30.0   |
| System integration services                                    | 14.0               | 16.8         | 17.9               | 48.8        | -                  | 80.0     | 13.0               | 18.5         | 17.7               | 49.2        | -                  | -        | 80.0                                       | 80.0   |
| Other  | 47.0               | 47.7         | 52.7               | 147.4       | -                  | 226.1    | 49.8               | 46.8         | 49.7               | 146.3       | -                  | -        | 217.0                                      | 217.0  |
| Operating expenses   | 341.3              | 352.9        | 413.3              | 1,107.4     | -                  | 1,554.1  | 336.6              | 340.4        | 378.2              | 1,055.2     | -                  | -        | 1,502.0                                    | 1,502.0  |
| Personnel expenses   | 99.8               | 96.8         | 95.6               | 292.2       | -                  | 386.1    | 93.6               | 93.4         | 92.7               | 279.8       | -                  | -        | 375.0                                      | 375.0  |
| Expenses for purchase of goods and services and other expenses | 164.7              | 176.9        | 179.7              | 521.2       | -                  | 751.8    | 167.3              | 172.3        | 172.1              | 511.7       | -                  | -        | 731.0                                      | 731.0  |
| Depreciation and amortization                                  | 59.9               | 60.3         | 60.9               | 181.1       | -                  | 242.9    | 59.1               | 58.6         | 59.2               | 177.0       | -                  | -        | 238.0                                      | 238.0  |
| Impairment losses  | -                  | 0.6          | 60.9               | 61.5        | -                  | 63.0     | -                  | -            | 36.1               | 36.1        | -                  | -        | 36.0                                       | -  |
| Expenses on disposal of fixed assets                           | 7.2                | 9.8          | 7.8                | 24.9        | -                  | 38.2     | 6.7                | 7.5          | 38.2               | 9.5         | -                  | -        | 50.0                                       | 50.0   |
| Taxes and dues   | 9.7                | 8.5          | 8.4                | 26.7        | -                  | 72.1     | 9.9                | 8.6          | 8.5                | 27.1        | -                  | -        | 72.0                                       | 72.0   |
| Operating profit   | 88.9               | 79.4         | 27.9               | 196.3       | -                  | 232.7    | 87.6               | 85.1         | 53.5               | 226.3       | -                  | -        | 233.0                                      | 233.0  |
| Profit before taxes  | 88.4               | 79.2         | 27.0               | 194.6       | -                  | 230.3    | 87.5               | 84.5         | 53.0               | 225.0       | -                  | -        | 231.0                                      | 231.0  |
| Profit attributable to NTT East                                | 61.5               | 54.3         | 19.4               | 135.2       | -                  | 162.4    | 61.7               | 59.2         | 37.5               | 158.4       | -                  | -        | 163.0                                      | 163.0  |
| <b>NTT West Group<sup>(2)</sup></b>                            |                    |              |                    |             |                    |          |                    |              |                    |             |                    |          |  |  |
| Operating revenues   | 366.6              | 370.7        | 368.1              | 1,105.4     | -                  | 1,494.0  | 354.1              | 359.9        | 361.7              | 1,075.7     | -                  | -        | 1,454.0                                    | 1,454.0  |
| Fixed voice related service                                    | 139.5              | 135.6        | 137.9              | 413.0       | -                  | 553.7    | 131.2              | 127.9        | 130.2              | 389.3       | -                  | -        | 523.0                                      | 523.0  |
| IP/packet communications service                               | 168.9              | 168.7        | 167.3              | 504.8       | -                  | 672.5    | 164.8              | 163.7        | 165.9              | 494.4       | -                  | -        | 656.0                                      | 656.0  |
| Sales of telecommunications equipment                          | 11.3               | 12.0         | 11.5               | 34.7        | -                  | 47.2     | 11.1               | 11.4         | 11.5               | 34.1        | -                  | -        | 47.0                                       | 47.0   |
| System integration services                                    | 14.8               | 21.6         | 19.8               | 56.1        | -                  | 88.9     | 15.0               | 23.0         | 20.5               | 58.5        | -                  | -        | 89.0                                       | 89.0   |
| Other  | 32.2               | 32.9         | 31.7               | 96.7        | -                  | 131.6    | 31.9               | 34.0         | 33.5               | 99.4        | -                  | -        | 139.0                                      | 139.0  |
| Operating expenses   | 304.2              | 312.9        | 376.7              | 993.8       | -                  | 1,374.7  | 299.8              | 310.8        | 339.8              | 950.4       | -                  | -        | 1,344.0                                    | 1,344.0  |
| Personnel expenses   | 91.0               | 88.1         | 87.5               | 266.6       | -                  | 352.1    | 85.1               | 85.2         | 85.5               | 255.7       | -                  | -        | 340.0                                      | 340.0  |
| Expenses for purchase of goods and services and other expenses | 146.4              | 156.7        | 155.3              | 458.4       | -                  | 640.2    | 146.8              | 156.1        | 156.4              | 459.3       | -                  | -        | 638.0                                      | 638.0  |
| Depreciation and amortization                                  | 52.1               | 52.6         | 53.8               | 158.5       | -                  | 212.0    | 51.6               | 52.1         | 52.7               | 156.5       | -                  | -        | 212.0                                      | 212.0  |
| Impairment losses  | -                  | -            | 63.9               | 63.9        | -                  | 64.6     | -                  | -            | 29.9               | 29.9        | -                  | -        | 30.0                                       | -  |
| Expenses on disposal of fixed assets                           | 6.5                | 8.5          | 9.2                | 24.2        | -                  | 40.9     | 7.9                | 10.2         | 8.0                | 26.2        | -                  | -        | 59.0                                       | 89.0   |
| Taxes and dues   | 8.2                | 7.0          | 7.0                | 22.1        | -                  | 64.9     | 8.3                | 7.2          | 7.2                | 22.8        | -                  | -        | 65.0                                       | 65.0   |
| Operating profit   | 62.4               | 57.8         | (8.6)              | 111.6       | -                  | 119.4    | 54.3               | 49.1         | 21.9               | 125.3       | -                  | -        | 110.0                                      | 110.0  |
| Profit before taxes  | 61.1               | 56.2         | (10.1)             | 107.2       | -                  | 113.6    | 53.3               | 47.9         | 20.7               | 121.9       | -                  | -        | 105.0                                      | 105.0  |
| Profit attributable to NTT West                                | 42.5               | 39.1         | (6.2)              | 75.4        | -                  | 80.0     | 37.7               | 33.9         | 15.5               | 87.0        | -                  | -        | 73.0                                       | 73.0   |

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

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

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

Overview of Financial Results (IFRS)

|  | FY2017                        |                                    |                                   |                                  |                                |                        | FY2018                        |                                    |                                   |                                  |                                |                        | (Billions of yen)   |
|--|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|---|
|  | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 | FY 2018 (E)<br>Year Ending<br>March 31<br>(Forecast) <sup>(5)</sup> |
| <b>NTT Communications Group<sup>(1)</sup></b>                  |                               |                                    |                                   |                                  |                                |                        |                               |                                    |                                   |                                  |                                |                        |   |
| Operating revenues <sup>(2)</sup>                              | 319.9                         | 324.3                              | 334.2                             | 978.4                            | -                              | 1,333.5                | 326.3                         | 345.2                              | 348.9                             | 1,020.4                          | -                              | -                      | 1,380.0   |
| Cloud computing platforms                                      | 43.1                          | 45.4                               | 47.7                              | 136.2                            | -                              | 185.3                  | 49.0                          | 52.0                               | 51.8                              | 152.8                            | -                              | -                      | 212.0   |
| Data networks  | 118.7                         | 120.0                              | 122.0                             | 360.6                            | -                              | 480.8                  | 122.4                         | 121.2                              | 122.2                             | 365.9                            | -                              | -                      | 488.0   |
| Voice communications   | 68.7                          | 69.1                               | 71.1                              | 208.9                            | -                              | 276.3                  | 66.8                          | 66.8                               | 69.1                              | 202.8                            | -                              | -                      | 270.0   |
| Applications & content   | 29.8                          | 30.6                               | 31.2                              | 91.6                             | -                              | 125.8                  | 30.6                          | 31.5                               | 33.9                              | 96.0                             | -                              | -                      | 130.0   |
| Solution services  | 50.7                          | 54.5                               | 56.3                              | 161.5                            | -                              | 238.0                  | 51.3                          | 67.3                               | 61.0                              | 179.7                            | -                              | -                      | 260.0   |
| Other  | 9.0                           | 4.9                                | 5.8                               | 19.6                             | -                              | 27.3                   | 6.1                           | 6.4                                | 10.8                              | 23.3                             | -                              | -                      | 20.0  |
| Operating expenses   | 276.4                         | 283.3                              | 329.4                             | 889.1                            | -                              | 1,215.0                | 289.3                         | 304.5                              | 308.8                             | 902.6                            | -                              | -                      | 1,249.0   |
| Personnel expenses   | 48.3                          | 47.3                               | 58.5                              | 154.1                            | -                              | 202.0                  | 50.6                          | 50.5                               | 51.6                              | 152.8                            | -                              | -                      | 211.0   |
| Expenses for purchase of goods and services and other expenses | 193.2                         | 200.2                              | 208.4                             | 601.8                            | -                              | 832.7                  | 200.6                         | 215.2                              | 215.9                             | 631.7                            | -                              | -                      | 865.0   |
| Depreciation and amortization                                  | 32.5                          | 33.5                               | 34.4                              | 100.3                            | -                              | 135.2                  | 35.7                          | 36.5                               | 37.2                              | 109.3                            | -                              | -                      | 154.0   |
| Impairment losses  | -                             | -                                  | 25.3                              | 25.3                             | -                              | 25.4                   | -                             | -                                  | -                                 | -                                | -                              | -                      | -   |
| Expenses on disposal of fixed assets                           | 0.9                           | 0.8                                | 1.4                               | 3.1                              | -                              | 5.3                    | 0.6                           | 0.7                                | 2.4                               | 3.7                              | -                              | -                      | 5.0   |
| Taxes and dues   | 1.5                           | 1.5                                | 1.5                               | 4.5                              | -                              | 14.4                   | 1.8                           | 1.6                                | 1.7                               | 5.0                              | -                              | -                      | 14.0  |
| Operating profit   | 43.5                          | 41.0                               | 4.8                               | 89.3                             | -                              | 118.5                  | 37.1                          | 40.7                               | 40.1                              | 117.9                            | -                              | -                      | 131.0   |
| Profit before taxes  | 44.6                          | 43.3                               | 4.4                               | 92.3                             | -                              | 115.8                  | 37.9                          | 41.1                               | 39.4                              | 118.4                            | -                              | -                      | 131.0   |
| Profit attributable to NTT Communications                      | 31.6                          | 31.4                               | (7.0)                             | 56.0                             | -                              | 78.8                   | 27.1                          | 28.2                               | 28.2                              | 83.6                             | -                              | -                      | 88.0  |
| <b>Dimension Data Consolidated<sup>(3)(4)</sup></b>            |                               |                                    |                                   |                                  |                                |                        |                               |                                    |                                   |                                  |                                |                        |   |
| Operating revenues   | 208.4                         | 232.8                              | 231.6                             | 672.9                            | -                              | 887.5                  | 215.2                         | 228.6                              | 224.5                             | 668.3                            | -                              | -                      | 930.0   |
| System integration services                                    | 208.4                         | 232.8                              | 231.6                             | 672.9                            | -                              | 887.5                  | 215.2                         | 228.6                              | 224.5                             | 668.3                            | -                              | -                      | 930.0   |
| Cost of sales  | 168.3                         | 188.2                              | 188.1                             | 544.6                            | -                              | 724.8                  | 172.4                         | 184.0                              | 182.2                             | 538.6                            | -                              | -                      | 746.0   |
| Gross profit   | 40.2                          | 44.6                               | 43.5                              | 128.3                            | -                              | 162.7                  | 42.8                          | 44.6                               | 42.3                              | 129.7                            | -                              | -                      | 184.0   |
| Selling, general and administrative expenses                   | 36.9                          | 41.3                               | 42.7                              | 121.0                            | -                              | 160.9                  | 39.3                          | 38.4                               | 38.3                              | 116.1                            | -                              | -                      | 163.0   |
| Operating profit   | 3.3                           | 3.3                                | 0.8                               | 7.4                              | -                              | 1.8                    | 3.4                           | 6.1                                | 4.0                               | 13.6                             | -                              | -                      | 21.0  |
| Profit before taxes  | 1.9                           | 1.9                                | 0.1                               | 4.0                              | -                              | 15.9                   | 1.4                           | 3.3                                | 2.7                               | 7.5                              | -                              | -                      | 18.0  |
| Profit attributable to Dimension Data                          | 0.1                           | 2.3                                | (0.8)                             | 1.6                              | -                              | 9.7                    | 0.3                           | 0.5                                | 0.6                               | 1.4                              | -                              | -                      | 13.0  |

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

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

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

(4) The USD/JPY conversion rate used for Dimension Data figures for the nine months ended December 31, 2018 is USD1.00 = JPY111.14

(5) Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.

2. Financial Results Summary (NTT DOCOMO Consolidated, NTT DATA Consolidated)

Overview of Financial Results (IFRS)

|   | FY2017             |              |                    |             |                    |          | FY2018             |              |                    |             |                    |          | (Billions of yen)                              |
|---|--------------------|--------------|--------------------|-------------|--------------------|----------|--------------------|--------------|--------------------|-------------|--------------------|----------|--|
|   | Three Months Ended |              | Three Months Ended |             | Three Months Ended |          | Three Months Ended |              | Three Months Ended |             | Three Months Ended |          | FY 2018 (E)                                    |
|   | June 30            | September 30 | December 31        | December 31 | March 31           | March 31 | June 30            | September 30 | December 31        | December 31 | March 31           | March 31 | Year Ending March 31 (Forecast) <sup>(3)</sup> |
| <b>NTT DOCOMO Consolidated<sup>(1)</sup></b>                          |                    |              |                    |             |                    |          |                    |              |                    |             |                    |          |  |
| Operating revenues  | 1,133.7            | 1,160.8      | 1,295.3            | 3,589.8     | -                  | 4,762.3  | 1,176.7            | 1,212.9      | 1,264.6            | 3,654.1     | -                  | -        | 4,860.0  |
| Telecommunications services   | 766.1              | 784.1        | 780.6              | 2,330.7     | -                  | 3,092.7  | 785.4              | 786.5        | 785.9              | 2,357.8     | -                  | -        | 3,110.0  |
| Mobile communications services  | 716.5              | 729.2        | 721.8              | 2,167.5     | -                  | 2,867.3  | 718.3              | 716.8        | 712.6              | 2,147.8     | -                  | -        | 2,825.0  |
| Voice   | 229.7              | 239.4        | 238.3              | 707.3       | -                  | 942.8    | 236.9              | 241.0        | 239.7              | 717.5       | -                  | -        | 948.0  |
| Packet communications   | 486.8              | 489.8        | 483.6              | 1,460.2     | -                  | 1,924.5  | 481.4              | 475.9        | 473.0              | 1,430.2     | -                  | -        | 1,877.0  |
| Optical-fiber broadband service and other telecommunications services | 49.6               | 54.9         | 58.7               | 163.2       | -                  | 225.4    | 67.1               | 69.7         | 73.2               | 210.0       | -                  | -        | 285.0  |
| Equipment sales   | 157.0              | 162.0        | 284.7              | 603.7       | -                  | 789.8    | 178.6              | 211.8        | 259.7              | 650.1       | -                  | -        | 868.0  |
| Other   | 210.7              | 214.7        | 230.0              | 655.4       | -                  | 879.7    | 212.6              | 214.6        | 219.0              | 646.2       | -                  | -        | 882.0  |
| Operating expenses  | 851.6              | 882.9        | 999.0              | 2,733.6     | -                  | 3,775.3  | 866.7              | 912.3        | 973.1              | 2,752.1     | -                  | -        | 3,870.0  |
| Personnel expenses  | 72.6               | 71.4         | 72.2               | 216.3       | -                  | 288.1    | 73.0               | 72.3         | 72.6               | 217.9       | -                  | -        | 292.0  |
| Expenses for purchase of goods and services and other expenses        | 556.3              | 577.3        | 688.3              | 1,821.9     | -                  | 2,531.3  | 566.4              | 602.1        | 658.2              | 1,826.7     | -                  | -        | 2,588.0  |
| Depreciation and amortization   | 119.1              | 121.3        | 122.0              | 362.4       | -                  | 486.6    | 113.8              | 117.7        | 117.1              | 348.6       | -                  | -        | 473.0  |
| Impairment losses   | -                  | -            | -                  | -           | -                  | 11.8     | -                  | -            | -                  | -           | -                  | -        | -  |
| Communication network charges   | 91.0               | 96.9         | 101.0              | 288.9       | -                  | 390.4    | 103.2              | 106.9        | 110.9              | 321.0       | -                  | -        | 436.0  |
| Expenses on disposal of fixed assets                                  | 12.5               | 16.1         | 15.5               | 44.1        | -                  | 67.2     | 10.4               | 13.3         | 14.3               | 37.9        | -                  | -        | 81.0   |
| Operating profit  | 282.1              | 277.8        | 296.2              | 856.2       | -                  | 987.0    | 309.9              | 300.6        | 291.5              | 902.0       | -                  | -        | 990.0  |
| Profit before taxes   | 289.8              | 285.5        | 445.3              | 1,020.6     | -                  | 1,141.7  | 317.1              | 304.1        | 290.5              | 911.6       | -                  | -        | 1,005.0  |
| Profit attributable to NTT DOCOMO, INC.                               | 199.9              | 192.2        | 305.6              | 697.7       | -                  | 790.8    | 218.3              | 188.7        | 200.5              | 607.6       | -                  | -        | 670.0  |
| <b>NTT DATA Consolidated<sup>(2)</sup></b>                            |                    |              |                    |             |                    |          |                    |              |                    |             |                    |          |  |
| Net sales   | 470.3              | 490.1        | 519.7              | 1,480.1     | -                  | 2,039.7  | 505.2              | 517.5        | 528.0              | 1,550.7     | -                  | -        | 2,100.0  |
| Public and social infrastructure                                      | 90.5               | 101.2        | 107.2              | 299.0       | -                  | 444.9    | 106.7              | 101.7        | 109.0              | 317.4       | -                  | -        | 463.0  |
| Financial   | 130.6              | 136.7        | 140.4              | 407.7       | -                  | 559.9    | 130.9              | 135.1        | 133.3              | 399.3       | -                  | -        | 549.0  |
| Enterprise and Solutions  | 107.2              | 114.0        | 122.1              | 343.2       | -                  | 478.1    | 120.7              | 129.9        | 130.3              | 380.9       | -                  | -        | 493.0  |
| North America   | 110.9              | 108.3        | 107.2              | 326.4       | -                  | 427.9    | 101.5              | 107.4        | 105.0              | 313.9       | -                  | -        | 424.0  |
| EMEA and LATAM  | 86.5               | 90.6         | 104.5              | 281.6       | -                  | 387.5    | 103.7              | 102.9        | 115.9              | 322.5       | -                  | -        | 423.0  |
| Eliminations or Corporate   | (55.4)             | (60.7)       | (61.7)             | (177.8)     | -                  | (258.7)  | (58.3)             | (59.6)       | (65.5)             | (183.3)     | -                  | -        | (252.0)  |
| Cost of sales   | 355.3              | 367.7        | 392.2              | 1,115.2     | -                  | 1,535.5  | 378.4              | 394.6        | 395.0              | 1,168.0     | -                  | -        | 1,570.0  |
| Gross profit  | 115.1              | 122.4        | 127.4              | 364.9       | -                  | 504.2    | 126.8              | 122.9        | 132.9              | 382.7       | -                  | -        | 530.0  |
| Selling, general and administrative expenses                          | 88.8               | 92.4         | 96.6               | 277.7       | -                  | 381.0    | 97.7               | 92.0         | 98.7               | 288.3       | -                  | -        | 388.0  |
| Operating profit  | 26.3               | 30.0         | 30.8               | 87.2        | -                  | 123.1    | 29.1               | 30.9         | 34.2               | 94.3        | -                  | -        | 142.0  |
| Profit before taxes   | 26.9               | 28.2         | 30.7               | 85.9        | -                  | 122.7    | 30.2               | 30.8         | 33.6               | 94.6        | -                  | -        | 141.0  |
| Profit attributable to NTT DATA                                       | 16.9               | 18.4         | 20.9               | 56.2        | -                  | 82.4     | 20.8               | 17.9         | 20.9               | 59.5        | -                  | -        | 90.0   |

(1) Full-year financial results based on IFRS (International Financial Reporting Standards) have not been audited, and are provided for reference only. These figures are subject to change, pending results of the independent financial audit.

(2) Full-year financial results for each business segment based on IFRS (International Financial Reporting Standards) have not been audited, and are provided for reference only. These figures are subject to change, pending results of the independent financial audit.

(3) Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.

3. Operating Data (Number of Subscriptions)

Number of Subscriptions

|   |                | FY2017        |                    |                   |                | FY2018        |                    |                   |                | FY 2018 (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<br>(Forecast) <sup>(9)</sup> |
| Telephone subscriber lines <sup>(1)</sup>                                 | (in thousands) | 18,482        | 18,168             | 17,860            | 17,538         | 17,207        | 16,927             | 16,641            | -              | 16,290                                      |
| NTT East  | (in thousands) | 9,166         | 9,014              | 8,864             | 8,707          | 8,542         | 8,403              | 8,260             | -              | 8,107                                       |
| NTT West  | (in thousands) | 9,316         | 9,154              | 8,996             | 8,832          | 8,664         | 8,524              | 8,382             | -              | 8,183                                       |
| INS-Net <sup>(2)</sup>  | (in thousands) | 2,488         | 2,440              | 2,386             | 2,331          | 2,277         | 2,230              | 2,185             | -              | 2,134                                       |
| NTT East  | (in thousands) | 1,269         | 1,244              | 1,217             | 1,188          | 1,160         | 1,135              | 1,111             | -              | 1,088                                       |
| NTT West  | (in thousands) | 1,219         | 1,196              | 1,170             | 1,143          | 1,117         | 1,095              | 1,074             | -              | 1,046                                       |
| Telephone subscriber lines + INS-Net                                      | (in thousands) | 20,970        | 20,609             | 20,246            | 19,869         | 19,484        | 19,157             | 18,826            | -              | 18,424                                      |
| NTT East  | (in thousands) | 10,434        | 10,258             | 10,081            | 9,895          | 9,703         | 9,538              | 9,370             | -              | 9,195                                       |
| NTT West  | (in thousands) | 10,535        | 10,350             | 10,166            | 9,975          | 9,781         | 9,619              | 9,456             | -              | 9,229                                       |
| Public telephones   | (number)       | 160,396       | 159,485            | 158,693           | 157,875        | 157,023       | 156,338            | 155,875           | -              | 154,640                                     |
| NTT East  | (number)       | 71,037        | 70,763             | 70,617            | 70,402         | 70,170        | 70,077             | 70,171            | -              | 69,402                                      |
| NTT West  | (number)       | 89,359        | 88,722             | 88,076            | 87,473         | 86,853        | 86,261             | 85,704            | -              | 85,238                                      |
| FLET'S ISDN   | (in thousands) | 75            | 73                 | 72                | 70             | 67            | 66                 | 63                | -              | 63  |
| NTT East  | (in thousands) | 33            | 32                 | 31                | 30             | 29            | 28                 | 27                | -              | 27  |
| NTT West  | (in thousands) | 43            | 42                 | 41                | 39             | 38            | 37                 | 36                | -              | 35  |
| FLET'S ADSL   | (in thousands) | 881           | 849                | 819               | 780            | 735           | 690                | 641               | -              | 653   |
| NTT East  | (in thousands) | 394           | 379                | 365               | 342            | 315           | 294                | 276               | -              | 282   |
| NTT West  | (in thousands) | 487           | 470                | 454               | 438            | 420           | 396                | 364               | -              | 371   |
| FLET'S Hikari (including Hikari Collaboration Model) <sup>(3)(4)(5)</sup> | (in thousands) | 20,294        | 20,386             | 20,457            | 20,533         | 20,720        | 20,851             | 20,995            | -              | 21,133                                      |
| NTT East  | (in thousands) | 11,318        | 11,381             | 11,439            | 11,491         | 11,613        | 11,707             | 11,809            | -              | 11,891                                      |
| NTT West  | (in thousands) | 8,976         | 9,005              | 9,018             | 9,041          | 9,107         | 9,144              | 9,186             | -              | 9,241                                       |
| (incl.) Hikari Collaboration Model  | (in thousands) | 9,574         | 10,145             | 10,655            | 11,117         | 11,617        | 11,993             | 12,363            | -              | 13,117                                      |
| NTT East  | (in thousands) | 5,770         | 6,077              | 6,351             | 6,602          | 6,877         | 7,089              | 7,294             | -              | 7,652                                       |
| NTT West  | (in thousands) | 3,804         | 4,069              | 4,304             | 4,515          | 4,740         | 4,903              | 5,070             | -              | 5,465                                       |
| Hikari Denwa <sup>(6)</sup>   | (in thousands) | 17,862        | 17,924             | 17,984            | 18,032         | 18,092        | 18,154             | 18,214            | -              | 18,282                                      |
| NTT East  | (in thousands) | 9,433         | 9,478              | 9,520             | 9,558          | 9,610         | 9,666              | 9,720             | -              | 9,758                                       |
| NTT West  | (in thousands) | 8,430         | 8,447              | 8,464             | 8,474          | 8,482         | 8,488              | 8,494             | -              | 8,524                                       |
| Conventional Leased Circuit Services                                      | (in thousands) | 224           | 222                | 220               | 218            | 217           | 216                | 214               | -              | 211   |
| NTT East  | (in thousands) | 109           | 108                | 106               | 106            | 105           | 105                | 104               | -              | 102   |
| NTT West  | (in thousands) | 115           | 115                | 114               | 113            | 111           | 111                | 110               | -              | 110   |
| High Speed Digital Services   | (in thousands) | 106           | 105                | 103               | 96             | 92            | 87                 | 77                | -              | 89  |
| NTT East  | (in thousands) | 54            | 53                 | 52                | 49             | 47            | 45                 | 42                | -              | 45  |
| NTT West  | (in thousands) | 52            | 52                 | 51                | 46             | 44            | 42                 | 36                | -              | 43  |
| NTT Group Major ISPs <sup>(7)</sup>                                       | (in thousands) | 11,189        | 11,157             | 11,110            | 11,057         | 11,002        | 10,977             | 10,969            | -              | 10,874                                      |
| (incl.) OCN   | (in thousands) | 7,678         | 7,637              | 7,595             | 7,521          | 7,458         | 7,414              | 7,375             | -              | 7,309                                       |
| (incl.) Plala   | (in thousands) | 3,124         | 3,135              | 3,129             | 3,145          | 3,155         | 3,169              | 3,194             | -              | 3,170                                       |
| Hikari TV   | (in thousands) | 3,021         | 3,018              | 3,015             | 3,016          | 3,010         | 3,015              | 2,998             | -              | 3,050                                       |
| FLET'S TV Transmission Services <sup>(6)</sup>                            | (in thousands) | 1,551         | 1,570              | 1,592             | 1,615          | 1,638         | 1,660              | 1,690             | -              | 1,703                                       |
| NTT East  | (in thousands) | 963           | 972                | 983               | 992            | 1,001         | 1,009              | 1,022             | -              | 1,042                                       |
| NTT West  | (in thousands) | 587           | 597                | 609               | 624            | 637           | 650                | 668               | -              | 661   |
| Mobile Telecommunications Services <sup>(6)</sup>                         | (in thousands) | 75,114        | 75,361             | 75,678            | 76,370         | 76,746        | 77,050             | 77,517            | -              | 78,100                                      |
| (incl.) "Kake-hodai & Pake-aeru" billing plan                             | (in thousands) | 38,342        | 39,617             | 40,598            | 41,964         | 42,926        | 43,877             | 44,637            | -              | -   |
| Telecommunications Services (LTE (Xi))                                    | (in thousands) | 45,659        | 46,908             | 48,200            | 50,097         | 51,344        | 52,502             | 53,834            | -              | 55,600                                      |
| Telecommunications Services (FOMA (3G))                                   | (in thousands) | 29,455        | 28,453             | 27,478            | 26,273         | 25,402        | 24,549             | 23,684            | -              | 22,500                                      |
| sp-mode   | (in thousands) | 36,671        | 37,418             | 37,979            | 38,998         | 39,638        | 40,239             | 40,809            | -              | -   |
| i-mode  | (in thousands) | 14,662        | 13,809             | 13,030            | 12,111         | 11,375        | 10,641             | 9,963             | -              | -   |

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

(2) "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").

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

(4) The comparative results for the nine months ended December 31, 2018 compared to the year ended March 31, 2018 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 1,223 thousand lines and 902 thousand lines, respectively, for a total of 2,125 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 891 thousand lines and 664 thousand lines, respectively, for a total of 1,556 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 404 thousand lines and 350 thousand lines, respectively, for a total of 754 thousand lines.

(5) The comparative forecast for the year ending March 31, 2019 (Forecast) compared to the results for the year ended March 31, 2018 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West are expected to be 1,700 thousand lines and 1,250 thousand lines, respectively, for a total of 2,950 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 1,250 thousand lines and 950 thousand lines, respectively, for a total of 2,200 thousand lines; and the numbers of switchover lines for NTT East and NTT West are expected to be 650 thousand lines and 600 thousand lines, respectively, for a total of 1,250 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) The number of Mobile Telecommunications Services (including "Telecommunications Services (LTE (Xi))" and "Telecommunications Services (FOMA (3G))") includes Communication Module Services.

(9) Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.



### 3. Operating Data (ARPU)

#### Average Monthly Revenue per Unit (ARPU)

Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to each designated service on a per user basis. In the case of NTT Group's fixed-line business, ARPU is calculated by dividing revenue items included in the operating revenues of NTT Group's regional communications business segment, that is, fixed-line (telephone subscriber lines and INS-NET) and FLET'S Hikari, by the number of active subscribers to the relevant services. In the case of NTT Group's mobile communications business, ARPU is calculated by dividing revenue items included in operating revenues from its mobile communications business segment, such as revenues from LTE ("Xi") mobile phone services, FOMA (3G) mobile phone services and "docomo Hikari" services, that are incurred consistently each month, by the number of active users to the relevant services. The calculation of these figures excludes revenues that are not representative of monthly average usage, such as telecommunications equipment sales, activation fees and universal service charges. NTT believes that its ARPU figures calculated in this way provide useful information regarding the monthly average usage of its subscribers. The revenue items included in the numerators of NTT Group's ARPU figures are based on its financial results comprising its IFRS results of operations.

|   | FY2017                        |                                    |                                   |                                  |                                | FY2018                 |                               |                                    |                                   |                                  | FY 2018 (E)                    |                        |   |
|---|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|---|
|   | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 | Three Months Ended<br>June 30 | Three Months Ended<br>September 30 | Three Months Ended<br>December 31 | Nine Months Ended<br>December 31 | Three Months Ended<br>March 31 | Year Ended<br>March 31 | Year Ending<br>March 31<br>(Forecast) <sup>(10)</sup> |
| <b>NTT East<sup>(1)(2)(3)(4)(5)</sup></b>   |                               |                                    |                                   |                                  |                                |                        |                               |                                    |                                   |                                  |                                |                        |   |
| Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) | 2,580                         | 2,580                              | 2,590                             | 2,580                            | 2,560                          | 2,580                  | 2,550                         | 2,550                              | 2,550                             | 2,550                            | -                              | -                      | 2,540   |
| FLET'S Hikari ARPU <sup>(6)</sup>   | 5,120                         | 5,090                              | 5,080                             | 5,100                            | 5,030                          | 5,080                  | 4,950                         | 4,920                              | 4,920                             | 4,930                            | -                              | -                      | 4,880   |
| Basic Monthly Charge  | 3,640                         | 3,640                              | 3,620                             | 3,640                            | 3,610                          | 3,630                  | 3,540                         | 3,530                              | 3,520                             | 3,530                            | -                              | -                      | 3,520   |
| Optional Services   | 1,480                         | 1,450                              | 1,460                             | 1,460                            | 1,420                          | 1,450                  | 1,410                         | 1,390                              | 1,400                             | 1,400                            | -                              | -                      | 1,360   |
| <b>NTT West<sup>(1)(2)(3)(4)(5)</sup></b>   |                               |                                    |                                   |                                  |                                |                        |                               |                                    |                                   |                                  |                                |                        |   |
| Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) | 2,540                         | 2,550                              | 2,550                             | 2,550                            | 2,530                          | 2,540                  | 2,520                         | 2,520                              | 2,530                             | 2,520                            | -                              | -                      | 2,510   |
| FLET'S Hikari ARPU <sup>(6)</sup>   | 5,160                         | 5,110                              | 5,100                             | 5,120                            | 5,050                          | 5,100                  | 4,960                         | 4,920                              | 4,930                             | 4,940                            | -                              | -                      | 4,920   |
| Basic Monthly Charge  | 3,550                         | 3,510                              | 3,490                             | 3,510                            | 3,470                          | 3,500                  | 3,390                         | 3,360                              | 3,370                             | 3,380                            | -                              | -                      | 3,380   |
| Optional Services   | 1,610                         | 1,600                              | 1,610                             | 1,610                            | 1,580                          | 1,600                  | 1,570                         | 1,560                              | 1,560                             | 1,560                            | -                              | -                      | 1,540   |
| <b>NTT DOCOMO<sup>(7)(8)(9)</sup></b>   |                               |                                    |                                   |                                  |                                |                        |                               |                                    |                                   |                                  |                                |                        |   |
| Aggregate ARPU  | 4,620                         | 4,740                              | 4,750                             | 4,710                            | 4,720                          | 4,710                  | 4,800                         | 4,820                              | 4,830                             | 4,820                            | -                              | -                      | 4,780   |
| New Mobile ARPU (LTE (Xi) + FOMA (3G))  | 4,320                         | 4,410                              | 4,390                             | 4,380                            | 4,340                          | 4,370                  | 4,390                         | 4,390                              | 4,380                             | 4,390                            | -                              | -                      | 4,340   |
| docomo Hikari ARPU  | 300                           | 330                                | 360                               | 330                              | 380                            | 340                    | 410                           | 430                                | 450                               | 430                              | -                              | -                      | 440   |
| Aggregate ARPU  | 4,600                         | 4,710                              | 4,720                             | 4,680                            | 4,690                          | 4,680                  | -                             | -                                  | -                                 | -                                | -                              | -                      | -   |
| Voice ARPU (LTE (Xi) + FOMA (3G))   | 1,330                         | 1,390                              | 1,390                             | 1,360                            | 1,370                          | 1,370                  | -                             | -                                  | -                                 | -                                | -                              | -                      | -   |
| Old Data ARPU   | 3,270                         | 3,320                              | 3,330                             | 3,320                            | 3,320                          | 3,310                  | -                             | -                                  | -                                 | -                                | -                              | -                      | -   |
| Packet ARPU (LTE (Xi) + FOMA (3G))  | 2,970                         | 2,990                              | 2,970                             | 2,990                            | 2,940                          | 2,970                  | -                             | -                                  | -                                 | -                                | -                              | -                      | -   |
| docomo Hikari ARPU  | 300                           | 330                                | 360                               | 330                              | 380                            | 340                    | -                             | -                                  | -                                 | -                                | -                              | -                      | -   |

- 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 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.
- Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) and FLET'S Hikari ARPU do not include interconnection charges.
- 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, 2018 + expected number of subscribers at March 31, 2019)/2) x6
- 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 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.
- The following is the formula we use to compute ARPU for NTT DOCOMO.

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

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

(Old) Aggregate ARPU = Voice ARPU + Packet ARPU + "docomo Hikari" ARPU

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

Note that the sum of Packet ARPU and "docomo Hikari" ARPU is referred to as Data ARPU.
- 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
- The number of "users" used to calculate ARPU is the total number of subscriptions, excluding the subscriptions listed below.
  - Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs, and Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "Xi" or "FOMA" services in his/her name.

(New) Note that revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs and the impact on revenues from "dPOINT" program, etc. are not included in ARPU calculations.

(Old) Note that revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs are not included in ARPU calculations.
- Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.

3. Operating Data (Number of Employees)

| Number of Employees   | FY2017        |                    |                   |                | FY2018        |                    |                   |                | (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 | FY 2018 (E)<br>As of March 31<br>(Forecast) <sup>(2)</sup> |
| NTT Consolidated Number of Employees                              | 280,850       | 283,400            | 286,350           | 282,550        | 304,450       | 306,750            | 309,400           | -              | 305,300  |
| Regional communications business                                  | 70,000        | 70,300             | 71,450            | 67,600         | 82,400        | 82,900             | 83,350            | -              | 79,350   |
| Long distance and international communications business           | 43,850        | 44,200             | 44,650            | 45,350         | 47,100        | 47,400             | 48,000            | -              | 48,350   |
| Mobile communications business                                    | 28,150        | 28,050             | 27,950            | 27,450         | 28,550        | 28,450             | 28,350            | -              | 28,100   |
| Data communications business                                      | 113,950       | 115,900            | 117,350           | 118,000        | 120,550       | 122,000            | 123,650           | -              | 123,950  |
| Other business  | 24,900        | 24,950             | 24,950            | 24,150         | 25,850        | 26,000             | 26,050            | -              | 25,550   |
| <b>Number of Employees, by Core Group Companies<sup>(1)</sup></b> |               |                    |                   |                |               |                    |                   |                |  |
| NTT East Group  | 34,950        | 34,850             | 34,900            | 32,950         | 40,700        | 41,200             | 41,600            | -              | 39,950   |
| NTT West Group  | 35,050        | 35,450             | 36,550            | 34,650         | 41,750        | 41,700             | 41,750            | -              | 39,400   |
| NTT Communications Group  | 21,800        | 21,850             | 21,950            | 22,050         | 23,150        | 23,300             | 23,350            | -              | 23,950   |
| Dimension Data (Consolidated)                                     | 20,750        | 21,000             | 21,350            | 21,900         | 22,600        | 22,750             | 23,250            | -              | 23,050   |

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

(2) Forecasts for the year ending March 31, 2019 have not been changed from those announced in the financial results for the six months ended September 30, 2018.