
Supplementary Data for the Three Months Ended June 30, 2020

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Disclaimers

This document is a translation of the Japanese original. The Japanese original is authoritative. The forward-looking statements and projected figures concerning the future performance of NTT and its subsidiaries and affiliates contained or referred to herein are based on a series of assumptions, projections, estimates, judgments and beliefs of the management of NTT in light of information currently available to it regarding NTT and its subsidiaries and affiliates, the economy and telecommunications industry in Japan and overseas, and other factors. These projections and estimates may be affected by the future business operations of NTT and its subsidiaries and affiliates, the state of the economy in Japan and abroad, possible fluctuations in the securities markets, the pricing of services, the effects of competition, the performance of new products, services and new businesses, changes to laws and regulations affecting the telecommunications industry in Japan and elsewhere, other changes in circumstances that could cause actual results to differ materially from the forecasts contained or referred to herein, as well as other risks included in NTT's most recent Annual Securities Report and in any other materials publicly disclosed by NTT on its website.

* "E" in this material represents that the figure is a plan or projection for operation.

** "FY" in this material indicates the fiscal year ending March 31 of the succeeding year.

1. Financial Results Summary (NTT Consolidated)

NTT Consolidated Financial Results (IFRS)

	FY 2019					FY 2020					(Billions of yen)
											FY 2020 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
Consolidated											
Operating revenues	2,915.4	2,974.1	2,973.1	3,036.7	11,899.4	2,766.5	-	-	-	-	11,500.0
Fixed voice related services	252.3	245.5	249.9	251.7	999.4	230.9	-	-	-	-	-
Mobile voice related services	231.3	235.2	240.2	259.8	966.5	270.6	-	-	-	-	-
IP/packet communications services	923.3	918.2	899.7	878.1	3,619.3	873.0	-	-	-	-	-
Sales of telecommunications equipment	187.6	173.0	189.3	141.9	691.8	105.6	-	-	-	-	-
System integration services	876.6	930.8	928.1	995.9	3,731.4	841.3	-	-	-	-	-
Other	444.3	471.3	465.9	509.4	1,891.0	445.1	-	-	-	-	-
Operating expenses	2,410.2	2,496.5	2,505.5	2,925.0	10,337.3	2,268.9	-	-	-	-	9,910.0
Personnel expenses	606.0	595.8	612.1	614.6	2,428.5	608.5	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	1,390.3	1,480.7	1,463.9	1,671.4	6,006.4	1,238.9	-	-	-	-	-
Depreciation and amortization	360.5	361.6	365.2	378.0	1,465.3	368.2	-	-	-	-	1,506.0
Impairment losses	1.5	2.6	2.9	9.6	16.7	0.0	-	-	-	-	-
Goodwill	-	0.3	1.7	0.9	2.9	-	-	-	-	-	-
Metal cable-related	-	-	-	-	-	-	-	-	-	-	-
Other	1.5	2.3	1.2	8.6	13.7	0.0	-	-	-	-	-
Expenses on disposal of fixed assets	21.1	27.6	31.8	91.1	171.6	21.6	-	-	-	-	-
Taxes and dues	30.7	28.3	29.6	160.2	248.8	31.6	-	-	-	-	-
Operating profit	505.2	477.6	467.6	111.7	1,562.2	497.6	-	-	-	-	1,590.0
Profit before taxes	526.8	475.1	465.9	102.4	1,570.1	496.6	-	-	-	-	1,586.0
Profit attributable to NTT	280.5	267.1	249.3	58.4	855.3	272.6	-	-	-	-	860.0
EBITDA and EBITDA margin with reconciliation											
EBITDA [a+b+c+d]	838.1	815.6	810.8	504.1	2,968.6	834.7	-	-	-	-	3,010.0
a Operating profit	505.2	477.6	467.6	111.7	1,562.2	497.6	-	-	-	-	1,590.0
b Depreciation and amortization ⁽¹⁾	322.4	324.3	325.0	334.1	1,305.9	327.3	-	-	-	-	1,347.0
c Loss on sales and disposal of property, plant and equipment	8.9	11.0	15.3	48.7	83.9	9.8	-	-	-	-	73.0
d Impairment losses	1.5	2.6	2.9	9.6	16.7	0.0	-	-	-	-	-
EBITDA margin [(e/f)*100]	28.7%	27.4%	27.3%	16.6%	24.9%	30.2%	-	-	-	-	26.2%
e EBITDA [a+b+c+d]	838.1	815.6	810.8	504.1	2,968.6	834.7	-	-	-	-	3,010.0
f Operating revenues	2,915.4	2,974.1	2,973.1	3,036.7	11,899.4	2,766.5	-	-	-	-	11,500.0

NTT Consolidated Financial Position (IFRS)

	FY 2019				FY 2020				FY 2020 (E)
	As of June 30	As of September 30	As of December 31	As of March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31 (Forecast)
Assets	22,568.6	22,233.6	22,941.7	23,014.1	23,420.2	-	-	-	-
Current assets	6,355.9	5,957.8	6,434.8	6,703.5	6,746.0	-	-	-	-
(incl.) Cash and cash equivalents	1,021.5	928.0	875.5	1,033.6	1,072.5	-	-	-	-
(incl.) Trade and other receivables	4,219.0	4,070.8	4,524.4	3,502.8	3,233.6	-	-	-	-
Non-current assets	16,212.7	16,275.8	16,506.9	16,310.6	16,674.2	-	-	-	-
(incl.) Property, plant and equipment	8,923.9	8,939.7	9,007.6	9,087.5	9,071.9	-	-	-	-
Liabilities and Equity	22,568.6	22,233.6	22,941.7	23,014.1	23,420.2	-	-	-	-
Liabilities	10,926.2	10,677.6	11,307.4	11,551.5	11,584.1	-	-	-	-
Current liabilities	5,308.5	5,068.3	5,604.4	6,607.6	6,449.1	-	-	-	-
(incl.) Trade and other payables	1,685.9	1,672.0	1,704.8	2,142.8	1,820.7	-	-	-	-
Non-current liabilities	5,617.7	5,609.3	5,703.1	4,943.9	5,135.0	-	-	-	-
(incl.) Long-term debt	2,834.9	2,792.5	2,867.6	2,165.8	2,266.0	-	-	-	-
(incl.) Defined benefit liabilities	1,883.2	1,896.7	1,912.5	1,873.5	1,879.2	-	-	-	-
Equity	11,642.4	11,555.9	11,634.3	11,462.6	11,836.2	-	-	-	-
Interest-bearing liabilities (consolidated)									
Interest-bearing liabilities	4,757.2	4,463.2	5,131.9	4,699.9	5,162.8	-	-	-	3,400.0

(1) Beginning on April 1, 2020, NTT Group has excluded all depreciation expenses related to right-of-use assets from EBITDA and depreciation, as a component of EBITDA. As a result of the change described above, EBITDA and depreciation, as a component of EBITDA, for FY 2019 have been retroactively revised to be reduced by 10.9 billion yen.

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

Medium-Term Financial Targets (IFRS)

	FY 2019					FY 2020					FY 2020 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
EPS (Yen) ⁽¹⁾	-	-	-	-	231	-	-	-	-	-	231
Overseas Sales (Millions of Dollars) ⁽²⁾	4,766	5,009	4,919	4,761	19,454	4,385	-	-	-	-	18,390
Overseas Operating Income Margin (%) ⁽²⁾	1.6%	2.7%	3.2%	2.1%	2.4%	2.2%	-	-	-	-	2.2%
Cost Reductions (Billions of yen) ⁽³⁾	(280.0)	(320.0)	(440.0)	-	(500.0)	(525.0)	-	-	-	-	(660.0)
ROIC (%)	-	-	-	-	6.6%	-	-	-	-	-	6.8%
Capex to Sales (%) (Domestic Network Business) ⁽⁴⁾	-	-	-	-	13.8%	-	-	-	-	-	13.8%

(1) EPS amounts reflect the two-for-one stock split with an effective date of January 1, 2020 as approved by the Board of Directors on November 5, 2019.

(2) Includes results from NTT, Inc. (the global holding company), its subsidiaries and its affiliates. Overseas Operating Income excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed asset. The USD/JPY conversion rate used figures for the three months ended June 30, 2020 is USD1.00 = JPY107.63.

(3) Cumulative reductions from FY 2017.

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

1. Financial Results Summary (Capital Investment)

Capital Investment (IFRS)	FY 2019					FY 2020					(Billions of yen)
											FY 2020 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
Capital investment	330.7	368.0	411.5	696.6	1,806.6	315.2	-	-	-	-	1,730.0
Mobile communications business	97.9	120.6	119.7	234.7	572.8	90.8	-	-	-	-	570.0
Regional communications business	88.6	110.5	114.5	208.9	522.5	98.7	-	-	-	-	518.0
Long distance and international communications business	48.5	58.7	63.4	108.7	279.3	50.0	-	-	-	-	257.0
Data communications business	42.1	41.9	54.2	55.7	193.8	38.2	-	-	-	-	180.0
Other business	53.6	36.2	59.7	88.6	238.2	37.4	-	-	-	-	205.0
(Ref.) Capital investment by group											
NTT East Group	52.0	63.9	59.0	96.1	271.0	53.4	-	-	-	-	268.0
NTT West Group	36.6	46.6	55.5	112.8	251.5	45.3	-	-	-	-	250.0
NTT Ltd. Group	-	36.7	25.8	51.2	113.6	29.2	-	-	-	-	133.0
NTT Communications Group (from July 2019) ⁽¹⁾	-	21.5	37.4	54.5	113.5	20.0	-	-	-	-	121.0
NTT Communications Group	42.8	-	-	-	-	-	-	-	-	-	-
Dimension Data Consolidated	4.8	-	-	-	-	-	-	-	-	-	-
NTT Urban Solutions Group	35.5	13.3	32.1	48.4	129.4	23.3	-	-	-	-	90.0

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

1. Financial Results Summary (Business Segments)

Business Segments (IFRS)	FY 2019					FY 2020					(Billions of yen)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	FY 2020 (E)
Business segments ⁽¹⁾											
Mobile communications business											
Operating revenues	1,159.3	1,170.7	1,186.0	1,135.3	4,651.3	1,098.2	-	-	-	-	4,570.0
Mobile voice related service	233.6	237.6	242.6	262.5	976.3	273.3	-	-	-	-	-
IP/packet communications service	541.2	538.7	522.0	500.6	2,102.5	494.8	-	-	-	-	-
Sales of telecommunications equipment	167.7	150.1	171.0	119.5	608.2	90.0	-	-	-	-	-
Other	216.8	244.3	250.4	252.8	964.2	240.1	-	-	-	-	-
Operating expenses	880.6	909.2	938.4	1,068.5	3,796.6	817.6	-	-	-	-	3,690.0
Personnel expenses	72.3	72.7	73.7	69.5	288.2	72.6	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	655.0	678.6	700.5	774.5	2,808.6	585.5	-	-	-	-	-
Depreciation and amortization	141.5	143.5	146.0	149.9	580.8	148.0	-	-	-	-	-
Impairment losses	-	-	1.7	0.5	2.2	-	-	-	-	-	-
Expenses on disposal of fixed assets	8.7	11.2	12.5	39.1	71.5	7.5	-	-	-	-	-
Taxes and dues	3.1	3.2	4.1	35.0	45.3	4.0	-	-	-	-	-
Operating profit	278.7	261.5	247.6	66.8	854.7	280.5	-	-	-	-	880.0
Regional communications business											
Operating revenues	746.5	763.3	766.5	803.7	3,079.9	736.3	-	-	-	-	3,096.0
Fixed voice related service	255.3	245.8	252.2	252.9	1,006.1	235.2	-	-	-	-	-
IP/packet communications service	372.5	370.6	374.1	372.5	1,489.7	381.0	-	-	-	-	-
Sales of telecommunications equipment	17.8	21.9	17.1	19.8	76.6	14.3	-	-	-	-	-
System integration services	29.7	52.9	48.6	74.9	206.1	31.3	-	-	-	-	-
Other	71.2	72.1	74.4	83.6	301.3	74.6	-	-	-	-	-
Operating expenses	601.9	637.1	639.6	813.0	2,691.6	610.6	-	-	-	-	2,688.0
Personnel expenses	175.0	169.8	171.3	166.6	682.7	169.7	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	293.4	331.2	330.8	402.3	1,357.6	303.1	-	-	-	-	-
Depreciation and amortization	102.8	103.7	103.1	104.8	414.5	104.5	-	-	-	-	-
Impairment losses	-	-	-	0.9	0.9	-	-	-	-	-	-
Expenses on disposal of fixed assets	11.6	16.0	17.7	51.4	96.7	14.0	-	-	-	-	-
Taxes and dues	19.1	16.4	16.7	87.1	139.3	19.3	-	-	-	-	-
Operating profit	144.6	126.1	126.9	(9.4)	388.3	125.7	-	-	-	-	408.0
Long distance and international communications business											
Operating revenues	555.9	562.0	542.2	545.7	2,205.8	487.3	-	-	-	-	2,114.0
Fixed voice related service	50.4	53.7	53.0	50.9	207.9	50.4	-	-	-	-	-
IP/packet communications service	106.4	105.8	102.4	103.7	418.3	105.6	-	-	-	-	-
Sales of telecommunications equipment	2.6	1.8	1.6	5.0	11.0	1.6	-	-	-	-	-
System integration services	352.2	375.9	362.0	352.5	1,442.6	307.8	-	-	-	-	-
Other	44.3	24.9	23.2	33.6	125.9	21.9	-	-	-	-	-
Operating expenses	526.8	531.7	505.6	538.0	2,102.2	446.8	-	-	-	-	1,990.0
Personnel expenses	107.7	102.2	105.5	100.3	415.7	100.9	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	362.1	371.2	345.4	364.0	1,442.6	295.6	-	-	-	-	-
Depreciation and amortization	52.7	51.5	51.3	55.2	210.7	48.5	-	-	-	-	-
Impairment losses	1.5	2.3	0.0	4.7	8.6	0.0	-	-	-	-	-
Expenses on disposal of fixed assets	0.6	1.3	1.7	3.6	7.1	0.6	-	-	-	-	-
Taxes and dues	2.1	3.3	1.8	10.3	17.5	1.2	-	-	-	-	-
Operating profit	29.1	30.2	36.6	7.7	103.6	40.5	-	-	-	-	124.0
Data communications business											
Operating revenues	527.3	550.5	564.2	624.8	2,266.8	530.9	-	-	-	-	2,170.0
System integration services	527.3	550.5	564.2	624.8	2,266.8	530.9	-	-	-	-	-
Operating expenses	497.4	516.6	534.4	587.4	2,135.9	504.2	-	-	-	-	2,050.0
Personnel expenses	203.3	201.6	213.5	221.7	840.1	207.0	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	243.5	263.5	267.8	308.5	1,083.4	242.8	-	-	-	-	-
Depreciation and amortization	48.1	48.4	49.9	50.0	196.3	51.6	-	-	-	-	-
Impairment losses	-	0.3	0.0	2.0	2.3	-	-	-	-	-	-
Expenses on disposal of fixed assets	0.1	0.3	0.4	1.5	2.2	0.3	-	-	-	-	-
Taxes and dues	2.5	2.6	2.9	3.7	11.6	2.6	-	-	-	-	-
Operating profit	29.8	33.9	29.8	37.4	130.9	26.7	-	-	-	-	120.0
Other business											
Operating revenues	338.5	382.3	375.9	504.9	1,601.7	344.2	-	-	-	-	1,554.0
IP/packet communications service	6.0	6.7	7.0	7.1	26.7	-	-	-	-	-	-
System integration services	35.6	34.3	37.8	51.6	159.4	42.4	-	-	-	-	-
Other	296.9	341.3	331.1	446.2	1,415.6	301.9	-	-	-	-	-
Operating expenses	309.7	355.2	348.8	497.1	1,510.8	315.8	-	-	-	-	1,487.0
Personnel expenses	60.8	67.7	66.0	82.5	277.0	72.4	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	212.3	252.3	244.7	349.4	1,058.7	205.4	-	-	-	-	-
Depreciation and amortization	32.3	32.0	31.7	35.9	131.9	33.1	-	-	-	-	-
Impairment losses	-	-	1.2	1.6	2.8	-	-	-	-	-	-
Expenses on disposal of fixed assets	0.4	0.5	1.0	3.4	5.2	0.3	-	-	-	-	-
Taxes and dues	4.0	2.8	4.1	24.2	35.1	4.6	-	-	-	-	-
Operating profit	28.8	27.1	27.1	7.8	90.9	28.4	-	-	-	-	67.0

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

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

Overview of Financial Results (IFRS)

	FY 2019					FY 2020					(Billions of yen)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
NTT DOCOMO Consolidated											
Operating revenues	1,159.3	1,170.7	1,186.0	1,135.3	4,651.3	1,098.2	-	-	-	-	4,570.0
Telecommunications services	778.6	780.0	768.5	767.1	3,094.3	771.9	-	-	-	-	3,051.0
Mobile communications services	699.7	697.6	681.7	678.9	2,757.8	681.0	-	-	-	-	2,687.0
Optical-fiber broadband service and other telecommunications services	78.9	82.5	86.9	88.2	336.4	91.0	-	-	-	-	364.0
Equipment sales	167.7	150.1	171.0	119.5	608.2	90.0	-	-	-	-	512.0
Other	213.0	240.6	246.5	248.7	948.8	236.2	-	-	-	-	1,007.0
Operating expenses	880.6	909.2	938.4	1,068.5	3,796.6	817.6	-	-	-	-	3,690.0
Personnel expenses	72.3	72.7	73.7	69.5	288.2	72.6	-	-	-	-	291.0
Expenses for purchase of goods and services and other expenses	554.1	573.3	594.1	700.8	2,422.2	477.8	-	-	-	-	2,286.0
Depreciation and amortization	141.5	143.5	146.0	149.9	580.8	148.0	-	-	-	-	610.0
Impairment losses	-	-	1.7	0.5	2.2	-	-	-	-	-	-
Communication network charges	104.0	108.5	110.4	108.7	431.7	111.7	-	-	-	-	459.0
Expenses on disposal of fixed assets	8.7	11.2	12.5	39.1	71.5	7.5	-	-	-	-	44.0
Operating profit	278.7	261.5	247.6	66.8	854.7	280.5	-	-	-	-	880.0
Profit before taxes	285.4	263.2	247.9	71.5	868.0	283.4	-	-	-	-	884.0
Profit attributable to NTT DOCOMO, INC.	192.3	180.0	170.0	49.2	591.5	195.3	-	-	-	-	605.0
NTT East Group ⁽¹⁾											
Operating revenues	409.3	414.0	417.5	436.2	1,677.1	402.8	-	-	-	-	1,689.0
Fixed voice related service	135.7	131.5	134.9	132.1	534.2	125.1	-	-	-	-	504.0
IP/packet communications service	210.5	209.6	210.9	211.1	842.1	218.3	-	-	-	-	884.0
Sales of telecommunications equipment	7.3	8.6	7.1	8.0	31.0	6.3	-	-	-	-	31.0
System integration services	14.2	24.2	24.3	37.2	99.9	15.2	-	-	-	-	113.0
Other	41.7	40.1	40.4	47.7	169.9	37.8	-	-	-	-	157.0
Operating expenses	321.2	334.6	337.4	427.8	1,421.1	324.9	-	-	-	-	1,429.0
Personnel expenses	92.8	88.3	90.5	88.0	359.6	88.9	-	-	-	-	353.0
Expenses for purchase of goods and services and other expenses	156.7	172.5	174.1	209.7	713.0	162.2	-	-	-	-	736.0
Depreciation and amortization	55.3	56.1	54.8	55.9	222.1	55.7	-	-	-	-	228.0
Impairment losses	-	-	-	-	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	5.9	8.7	8.8	28.8	52.1	7.5	-	-	-	-	38.0
Taxes and dues	10.5	9.1	9.2	45.4	74.3	10.6	-	-	-	-	74.0
Operating profit	88.2	79.4	80.1	8.4	256.0	77.9	-	-	-	-	260.0
Profit before taxes	88.1	79.2	79.5	8.2	255.0	78.2	-	-	-	-	259.0
Profit attributable to NTT East	61.2	55.9	55.7	5.5	178.4	52.8	-	-	-	-	180.0
NTT West Group ⁽²⁾											
Operating revenues	346.0	355.7	356.6	376.1	1,434.3	339.1	-	-	-	-	1,438.0
Fixed voice related service	121.4	116.6	119.2	123.3	480.5	111.7	-	-	-	-	457.0
IP/packet communications service	162.1	161.1	163.4	161.5	648.1	162.9	-	-	-	-	658.0
Sales of telecommunications equipment	10.5	13.4	10.1	12.0	46.0	8.0	-	-	-	-	43.0
System integration services	16.0	29.1	25.2	38.1	108.3	16.5	-	-	-	-	117.0
Other	35.9	35.5	38.8	41.3	151.5	40.0	-	-	-	-	163.0
Operating expenses	289.6	308.8	309.8	393.9	1,302.1	291.4	-	-	-	-	1,290.0
Personnel expenses	82.4	81.4	81.2	78.7	323.6	80.8	-	-	-	-	320.0
Expenses for purchase of goods and services and other expenses	145.2	165.2	163.9	201.0	675.4	146.5	-	-	-	-	662.0
Depreciation and amortization	47.6	47.6	48.4	49.0	192.6	48.9	-	-	-	-	196.0
Impairment losses	-	-	-	0.9	0.9	-	-	-	-	-	-
Expenses on disposal of fixed assets	5.8	7.3	8.8	22.6	44.6	6.5	-	-	-	-	47.0
Taxes and dues	8.6	7.3	7.5	41.7	65.0	8.7	-	-	-	-	65.0
Operating profit	56.4	46.8	46.8	(17.8)	132.2	47.8	-	-	-	-	148.0
Profit before taxes	55.6	46.3	46.0	(18.6)	129.3	47.3	-	-	-	-	146.0
Profit attributable to NTT West	39.1	32.7	32.6	(12.7)	91.8	31.4	-	-	-	-	99.0

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

Overview of Financial Results (IFRS)

	FY 2019					FY 2020					(Billions of yen)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	FY 2020 (E)
NTT, Inc. (Global Holding Company) Group ⁽¹⁾											
Operating revenues	1,073.1	1,102.3	1,096.3	1,155.0	4,426.8	1,006.8	-	-	-	-	4,225.0
Operating expenses	1,013.8	1,037.8	1,030.5	1,111.2	4,193.2	939.8	-	-	-	-	3,981.0
Operating profit	59.3	64.5	65.8	43.9	233.5	67.0	-	-	-	-	244.0
(incl.) NTT Ltd. Group ⁽²⁾											
Operating revenues	-	316.4	303.4	277.9	897.7	252.2	-	-	-	-	1,130.0
Operating expenses	-	322.7	301.5	295.0	919.1	250.7	-	-	-	-	1,125.0
Personnel expenses	-	71.5	73.2	70.0	214.6	67.3	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	-	225.1	205.0	193.9	624.1	162.9	-	-	-	-	-
Depreciation and amortization	-	23.1	22.6	25.5	71.3	20.0	-	-	-	-	-
Impairment losses	-	2.3	0.0	4.4	6.7	0.0	-	-	-	-	-
Expenses on disposal of fixed assets	-	0.0	0.1	0.1	0.2	0.0	-	-	-	-	-
Taxes and dues	-	0.7	0.6	1.0	2.3	0.4	-	-	-	-	-
Operating profit	-	(6.3)	2.0	(17.1)	(21.4)	1.5	-	-	-	-	5.0
Profit before taxes	-	(9.9)	(0.0)	(21.3)	(31.6)	(1.4)	-	-	-	-	7.0
Profit attributable to NTT Ltd.	-	(14.1)	(3.2)	(16.7)	(34.0)	(5.0)	-	-	-	-	(13.0)
(incl.) NTT Communications Group (from July 2019) ⁽³⁾⁽⁴⁾											
Operating revenues ⁽⁵⁾	-	258.6	254.1	281.9	794.6	251.6	-	-	-	-	1,037.0
Cloud computing platforms	-	24.6	24.5	26.1	75.2	26.2	-	-	-	-	106.0
Data networks	-	98.7	95.7	98.5	292.9	97.1	-	-	-	-	383.0
Voice communications	-	57.2	57.2	56.1	170.4	56.5	-	-	-	-	216.0
Applications & content	-	20.0	18.3	22.1	60.3	17.4	-	-	-	-	73.0
Solution services	-	51.2	52.0	71.7	174.9	48.1	-	-	-	-	235.0
Other	-	6.9	6.4	7.5	20.8	6.2	-	-	-	-	24.0
Operating expenses	-	218.2	220.4	259.8	698.4	212.4	-	-	-	-	918.0
Personnel expenses	-	30.2	31.9	29.5	91.6	32.7	-	-	-	-	126.0
Expenses for purchase of goods and services and other expenses	-	157.1	156.9	187.5	501.5	150.0	-	-	-	-	658.0
Depreciation and amortization	-	28.4	28.9	29.7	87.0	28.4	-	-	-	-	116.0
Impairment losses	-	-	-	0.1	0.1	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	1.2	1.6	3.5	6.3	0.6	-	-	-	-	7.0
Taxes and dues	-	1.2	1.2	9.5	11.9	0.8	-	-	-	-	11.0
Operating profit	-	40.4	33.7	22.1	96.2	39.2	-	-	-	-	119.0
Profit before taxes	-	38.3	34.7	35.9	108.9	43.1	-	-	-	-	121.0
Profit attributable to NTT Communications	-	37.3	25.2	48.1	110.5	43.1	-	-	-	-	92.0
(incl.) NTT DATA Consolidated											
Net sales	527.3	550.5	564.2	624.8	2,266.8	530.9	-	-	-	-	2,170.0
Public and social infrastructure	100.1	112.8	120.6	166.6	500.2	109.3	-	-	-	-	505.0
Financial	139.0	141.8	141.3	158.2	580.4	138.1	-	-	-	-	574.0
Enterprise and Solutions	135.1	146.9	148.0	158.5	588.6	136.2	-	-	-	-	563.0
North America	103.0	105.4	105.5	112.0	426.0	105.0	-	-	-	-	368.0
EMEA and LATAM	110.8	106.6	117.2	120.8	455.4	105.9	-	-	-	-	422.0
Eliminations or Corporate	(60.9)	(63.1)	(68.4)	(91.3)	(283.7)	(63.5)	-	-	-	-	(262.0)
Cost of sales	395.1	414.5	423.2	461.8	1,694.6	400.1	-	-	-	-	1,610.0
Gross profit	132.2	136.1	141.1	162.9	572.2	130.8	-	-	-	-	560.0
Selling, general and administrative expenses	102.3	102.2	111.3	125.5	441.3	104.1	-	-	-	-	440.0
Operating profit	29.8	33.9	29.8	37.4	130.9	26.7	-	-	-	-	120.0
Profit before taxes	30.8	32.1	29.4	27.8	120.2	27.1	-	-	-	-	114.0
Profit attributable to NTT DATA	21.0	19.2	17.7	17.3	75.1	19.1	-	-	-	-	71.0

- (1) The scope of aggregation for each of the figures presented for NTT, Inc. Group is internal management figures after eliminating internal transactions between NTT, Inc. and its subsidiaries. Such figures are not audited and are provided for reference only.
- (2) The scope of aggregation for each of the figures presented for NTT Ltd. Group is internal management figures after eliminating internal transactions between NTT Ltd. and its subsidiaries. Such figures are not audited and are provided for reference only.
- (3) The scope of aggregation for each of the figures presented for NTT Communications Group is internal management figures after eliminating internal transactions between NTT Communications and its subsidiaries. Such figures are not audited and are provided for reference only.
- (4) Overseas subsidiaries of NTT Communications Group were transferred to the NTT Ltd. Group as part of the global reorganization of NTT Group in July 2019.
- (5) The following are the main services included in each line item:
 - Cloud computing platforms: "Data center services" and "Private cloud services (Enterprise cloud, etc.)"
 - Data networks: "Closed network services (Arostar Universal One, etc.)" and "Open network services (OCN, etc.)"
 - Voice communications: "Telephone services" and "VoIP services (050 plus, etc.)"
 - Applications & content: "Application services (Mail services, etc.)"
 - Solution services: "System integration services"

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

Overview of Financial Results (IFRS)

(Billions of yen)

	FY 2019					FY 2020				
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31
NTT Communications Group⁽¹⁾										
Operating revenues ⁽²⁾	337.3	-	-	-	-	-	-	-	-	-
Cloud computing platforms	54.7	-	-	-	-	-	-	-	-	-
Data networks	122.5	-	-	-	-	-	-	-	-	-
Voice communications	62.7	-	-	-	-	-	-	-	-	-
Applications & content	33.5	-	-	-	-	-	-	-	-	-
Solution services	56.6	-	-	-	-	-	-	-	-	-
Other	7.3	-	-	-	-	-	-	-	-	-
Operating expenses	299.8	-	-	-	-	-	-	-	-	-
Personnel expenses	53.3	-	-	-	-	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	198.0	-	-	-	-	-	-	-	-	-
Depreciation and amortization	44.4	-	-	-	-	-	-	-	-	-
Impairment losses	1.5	-	-	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	0.6	-	-	-	-	-	-	-	-	-
Taxes and dues	2.0	-	-	-	-	-	-	-	-	-
Operating profit	37.5	-	-	-	-	-	-	-	-	-
Profit before taxes	37.6	-	-	-	-	-	-	-	-	-
Profit attributable to NTT Communications	24.4	-	-	-	-	-	-	-	-	-
Dimension Data Consolidated⁽³⁾⁽⁴⁾										
Operating revenues	220.7	-	-	-	-	-	-	-	-	-
System integration services	220.7	-	-	-	-	-	-	-	-	-
Cost of sales	178.4	-	-	-	-	-	-	-	-	-
Gross profit	42.4	-	-	-	-	-	-	-	-	-
Selling, general and administrative expenses	44.9	-	-	-	-	-	-	-	-	-
Operating profit	(2.5)	-	-	-	-	-	-	-	-	-
Profit before taxes	(4.0)	-	-	-	-	-	-	-	-	-
Profit attributable to Dimension Data	(3.8)	-	-	-	-	-	-	-	-	-

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

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

(3) These are figures from the United Kingdom statutory financial reports of Dimension Data. The quarterly financial results above are not audited and are provided for reference only.

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

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

Overview of Financial Results (IFRS)

	FY 2019					FY 2020					(Billions of yen)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	FY 2020 (E)
NTT Urban Solutions Group ⁽¹⁾											
Operating revenues	77.6	98.1	100.4	149.7	426.0	81.8	-	-	-	-	456.0
Operating expenses	68.0	84.6	89.7	141.8	384.2	73.5	-	-	-	-	420.0
Personnel expenses	15.0	15.1	16.2	23.6	70.0	21.8	-	-	-	-	83.0
Expenses for purchase of goods and services and other expenses	43.1	60.6	63.5	95.9	263.2	40.7	-	-	-	-	282.0
Depreciation and amortization	8.5	8.6	8.9	9.6	35.7	9.7	-	-	-	-	40.0
Impairment losses	-	-	-	0.4	0.4	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-	-
Taxes and dues	1.2	0.1	1.0	12.0	14.5	1.1	-	-	-	-	15.0
Operating profit	13.5	13.4	11.0	10.6	48.7	14.5	-	-	-	-	43.0
Profit before taxes	12.5	12.2	9.9	6.7	41.4	13.5	-	-	-	-	39.0
Profit attributable to NTT Urban Solutions	8.4	7.9	6.3	4.6	27.3	9.0	-	-	-	-	25.0
(incl.) NTT Urban Development Consolidated											
Operating revenues	34.1	40.1	35.3	38.2	147.9	28.6	-	-	-	-	144.0
Operating expenses	25.3	28.4	26.6	41.6	122.1	21.4	-	-	-	-	123.0
Personnel expenses	2.5	2.5	2.4	2.6	10.1	3.0	-	-	-	-	13.0
Expenses for purchase of goods and services and other expenses	16.3	20.5	17.7	20.7	75.4	11.2	-	-	-	-	73.0
Depreciation and amortization	5.5	5.7	5.9	6.2	23.5	6.5	-	-	-	-	24.0
Impairment losses	-	-	-	0.4	0.4	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-	-
Taxes and dues	0.8	(0.3)	0.5	11.4	12.4	0.6	-	-	-	-	13.0
Operating profit	12.6	11.3	8.4	(0.3)	32.1	13.0	-	-	-	-	26.0
Profit before taxes	11.7	10.2	7.3	(4.0)	25.2	11.9	-	-	-	-	23.0
Profit attributable to NTT Urban Development	7.8	6.5	4.4	(2.8)	16.0	7.8	-	-	-	-	14.0

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

3. Operating Data (Number of Subscriptions)

Number of Subscriptions

		FY 2019				FY 2020				FY 2020 (E)
		As of June 30	As of September 30	As of December 31	As of March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31 (Forecast)
Mobile Telecommunications Services ⁽¹⁾	(in thousands)	78,896	79,203	79,670	80,326	80,615	-	-	-	81,041
Telecommunications Services (5G)	(in thousands)	-	-	-	14	149	-	-	-	2,542
Telecommunications Services (LTE (Xi))	(in thousands)	57,285	58,542	59,897	61,664	62,397	-	-	-	62,969
Telecommunications Services (FOMA (3G))	(in thousands)	21,611	20,661	19,772	18,648	18,069	-	-	-	15,530
Telephone subscriber lines ⁽²⁾	(in thousands)	16,048	15,734	15,448	15,144	14,878	-	-	-	13,974
NTT East	(in thousands)	7,970	7,815	7,675	7,528	7,407	-	-	-	6,928
NTT West	(in thousands)	8,078	7,919	7,773	7,615	7,472	-	-	-	7,046
INS-Net ⁽³⁾	(in thousands)	2,089	2,039	1,995	1,942	1,900	-	-	-	1,693
NTT East	(in thousands)	1,060	1,033	1,009	982	961	-	-	-	882
NTT West	(in thousands)	1,029	1,006	985	960	939	-	-	-	811
Telephone subscriber lines + INS-Net	(in thousands)	18,137	17,774	17,443	17,085	16,779	-	-	-	15,667
NTT East	(in thousands)	9,030	8,848	8,685	8,510	8,368	-	-	-	7,810
NTT West	(in thousands)	9,107	8,926	8,758	8,575	8,411	-	-	-	7,857
Public telephones	(number)	154,298	153,252	152,359	151,313	149,289	-	-	-	147,313
NTT East	(number)	69,705	69,551	69,415	69,325	69,211	-	-	-	68,325
NTT West	(number)	84,593	83,701	82,944	81,988	80,078	-	-	-	78,988
FLET'S ISDN	(in thousands)	60	58	56	54	53	-	-	-	48
NTT East	(in thousands)	25	24	24	23	22	-	-	-	21
NTT West	(in thousands)	35	34	33	31	30	-	-	-	27
FLET'S ADSL	(in thousands)	570	542	511	483	455	-	-	-	368
NTT East	(in thousands)	242	228	214	201	189	-	-	-	151
NTT West	(in thousands)	327	314	297	282	265	-	-	-	217
FLET'S Hikari (including Hikari Collaboration Model) ^{(4) (5) (6)}	(in thousands)	21,260	21,416	21,563	21,658	21,923	-	-	-	22,308
NTT East	(in thousands)	11,993	12,094	12,186	12,240	12,400	-	-	-	12,640
NTT West	(in thousands)	9,267	9,322	9,377	9,418	9,524	-	-	-	9,668
(incl.) Hikari Collaboration Model	(in thousands)	13,055	13,357	13,633	13,888	14,257	-	-	-	14,888
NTT East	(in thousands)	7,675	7,847	8,006	8,149	8,369	-	-	-	8,749
NTT West	(in thousands)	5,381	5,510	5,627	5,739	5,888	-	-	-	6,139
Hikari Denwa ⁽⁷⁾	(in thousands)	18,286	18,369	18,448	18,503	18,542	-	-	-	18,773
NTT East	(in thousands)	9,796	9,857	9,908	9,940	9,963	-	-	-	10,140
NTT West	(in thousands)	8,490	8,512	8,540	8,563	8,579	-	-	-	8,633
NTT Group Major ISPs ⁽⁸⁾	(in thousands)	10,916	11,537	11,529	11,517	11,487	-	-	-	11,431
(incl.) OCN	(in thousands)	7,249	7,211	7,188	7,153	7,116	-	-	-	7,059
(incl.) Plala	(in thousands)	3,258	3,914	3,923	3,938	3,949	-	-	-	3,930
Hikari TV	(in thousands)	2,992	2,978	2,980	2,983	2,963	-	-	-	3,070
FLET'S TV Transmission Services ⁽⁷⁾	(in thousands)	1,743	1,769	1,799	1,828	1,848	-	-	-	1,962
NTT East	(in thousands)	1,044	1,056	1,070	1,082	1,091	-	-	-	1,132
NTT West	(in thousands)	699	712	729	747	757	-	-	-	831
"d POINT CLUB" members	(in thousands)	71,313	72,344	73,452	75,091	76,567	-	-	-	-
Locations where payment / point services are available ⁽⁹⁾	(in thousands)	1,110	1,220	1,430	1,710	1,940	-	-	-	-

(1) The number of Mobile Telecommunications Services (including "Telecommunications Services (LTE (Xi))" and "Telecommunications Services (FOMA (3G))") includes MVNOs and Communication Module Services, and the number of 5G Services includes MVNOs.

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

(3) "INS-Net" includes "INS-Net 64" and "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 64." For this reason, one "INS-Net 1500" subscription is calculated as ten "INS-Net 64" subscriptions (including subscriptions to the "INS-Net 64 Lite Plan").

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

(5) The comparative results for the three months ended June 30, 2020 compared to the fiscal year ended March 31, 2020 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 420 thousand lines and 306 thousand lines, respectively, for a total of 727 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 324 thousand lines and 234 thousand lines, respectively, for a total of 558 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 74 thousand lines and 56 thousand lines, respectively, for a total of 129 thousand lines.

(6) The comparative forecast for the year ending March 31, 2021 (Forecast) compared to the results for the year ended March 31, 2020 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 1,550 thousand lines and 1,100 thousand lines, respectively, for a total of 2,650 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West are expected to be 1,100 thousand lines and 800 thousand lines, respectively, for a total of 1,900 thousand lines; and the numbers of switchover lines for NTT East and NTT West are expected to be 300 thousand lines and 250 thousand lines, respectively, for a total of 550 thousand lines.

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

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

(9) Locations where payment / point services are available represent the combined number of locations where "d POINT," "ID" and "d Payment"(code and online payment) services can be used.

3. Operating Data (ARPU)

Average Monthly Revenue per Unit (ARPU)

Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to each designated service on a per user basis. In the case of NTT Group's mobile communications business, ARPU is calculated by dividing revenue items included in operating revenues from its mobile communications business segment, such as revenues from 5G mobile phone services, LTE ("Xi") mobile phone services, FOMA (3G) mobile phone services and "docomo Hikari" services, that are incurred consistently each month, by the number of active users to the relevant services. In the case of NTT Group's fixed-line business, ARPU is calculated by dividing revenue items included in the operating revenues of NTT Group's regional communications business segment, that is, fixed-line (telephone subscriber lines and INS-NET) and FLET'S Hikari, by the number of active subscribers to the relevant services. The calculation of these figures excludes revenues that are not representative of monthly average usage, such as telecommunications equipment sales, activation fees and universal service charges. NTT believes that its ARPU figures calculated in this way provide useful information regarding the monthly average usage of its subscribers. The revenue items included in the numerators of NTT Group's ARPU figures are based on its financial results comprising its IFRS results of operations.

	FY 2019					FY 2020					(Yen)
	Three Months Ended	Three Months Ended	Three Months Ended	Three Months Ended	Year Ended	Three Months Ended	Three Months Ended	Three Months Ended	Three Months Ended	Year Ended	FY 2020 (E)
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	Year Ending March 31 (Forecast)
NTT DOCOMO ⁽¹⁾⁽²⁾⁽³⁾											
Aggregate ARPU	4,770	4,740	4,710	4,760	4,740	4,800	-	-	-	-	4,810
Mobile ARPU (5G + LTE (Xi) + FOMA (3G))	4,280	4,240	4,180	4,220	4,230	4,250	-	-	-	-	4,250
docomo Hikari ARPU	490	500	530	540	510	550	-	-	-	-	560
NTT East ⁽⁴⁾⁽⁵⁾⁽⁶⁾⁽⁷⁾⁽⁸⁾											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,510	2,520	2,520	2,500	2,510	2,490	-	-	-	-	2,480
FLET'S Hikari ARPU ⁽⁹⁾	4,840	4,800	4,770	4,740	4,790	4,720	-	-	-	-	4,690
Basic Monthly Charge	3,500	3,470	3,440	3,450	3,470	3,420	-	-	-	-	3,410
Optional Services	1,340	1,330	1,330	1,290	1,320	1,300	-	-	-	-	1,280
NTT West ⁽⁴⁾⁽⁵⁾⁽⁶⁾⁽⁷⁾⁽⁸⁾											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,500	2,500	2,500	2,480	2,500	2,470	-	-	-	-	2,480
FLET'S Hikari ARPU ⁽⁹⁾	4,870	4,820	4,810	4,770	4,820	4,760	-	-	-	-	4,730
Basic Monthly Charge	3,360	3,310	3,310	3,300	3,320	3,290	-	-	-	-	3,270
Optional Services	1,510	1,510	1,500	1,470	1,500	1,470	-	-	-	-	1,460

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

Aggregate ARPU = Mobile ARPU + "docomo Hikari" ARPU

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

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

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

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

- Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs, and Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "5G," "Xi" or "FOMA" services in his/her name.

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

(4) We compute the following two categories of ARPU for business conducted by each of NTT East and NTT West.

- Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines): Calculated based on revenues from monthly charges and call charges for Telephone Subscriber Lines and INS-NET Subscriber Lines, which are included in operating revenues from Voice Transmission Services (excluding IP Services), and revenues from "FLET'S ADSL" and "FLET'S ISDN," which are included in operating revenues from IP Services.
- FLET'S Hikari ARPU: Calculated based on revenues from "FLET'S Hikari" (including "FLET'S Hikari" optional services), which are included in operating revenues from IP Services, revenues from monthly charges, call charges and connection device charges for "Hikari Denwa," and revenues from "FLET'S Hikari" optional services, which are - "FLET'S Hikari" includes "FLET'S Hikari Cross," "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, and "FLET'S Hikari Cross," "FLET'S Hikari Next," "FLET'S Hikari Mytown Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West. In addition, "FLET'S Hikari" also includes the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.
- "FLET'S Hikari" Optional Services includes wholesale services provided to service providers by NTT East and NTT West.

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

(6) Numbers of active subscribers used in the ARPU calculation of NTT East and NTT West are as below.

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

(7) For purposes of calculating Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines), the number of subscribers is determined based on the number of subscriptions for fixed-line services (Telephone Subscriber Lines + INS-NET Subscriber Lines).

(8) In terms of number of channels, transmission rate, and line use rate (base rate), INS-Net 1500 is in all cases roughly ten times greater than INS-Net 64. For this reason, for the purpose of calculating Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines), one INS-Net 1500 subscription is calculated as ten INS-Net 64 subscriptions.

(9) For purposes of calculating FLET'S Hikari ARPU, the number of subscribers is determined based on the number of FLET'S Hikari subscribers, which includes subscribers to "FLET'S Hikari Cross," "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "FLET'S Hikari Cross," "FLET'S Hikari Next," "FLET'S Hikari Mytown Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West, and the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.

3. Operating Data (Number of Employees)

Number of Employees	FY 2019				FY 2020				(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 2020 (E)
NTT Consolidated Number of Employees	319,100	321,450	324,500	319,050	329,500	-	-	-	327,900
Mobile communications business	27,700	28,050	28,050	27,550	28,800	-	-	-	28,250
Regional communications business ⁽¹⁾	82,450	81,250	81,650	74,750	80,200	-	-	-	77,200
Long distance and international communications business	53,400	52,300	52,050	51,600	51,650	-	-	-	51,150
Data communications business	127,350	130,350	132,700	133,200	135,800	-	-	-	139,900
Other business	28,200	29,500	30,050	31,950	33,050	-	-	-	31,400
Number of Employees, by Core Group Companies									
NTT East Group	41,000	40,050	40,400	38,900	39,800	-	-	-	38,200
NTT West Group ⁽¹⁾	41,450	41,200	41,250	35,850	40,400	-	-	-	39,000
NTT Ltd. Group	-	40,550	40,200	39,900	39,550	-	-	-	39,200
NTT Communications Group (from July 2019) ⁽²⁾	-	11,650	11,700	11,500	11,850	-	-	-	11,700
NTT Communications Group	23,800	-	-	-	-	-	-	-	-
Dimension Data Consolidated	28,000	-	-	-	-	-	-	-	-

(1) The number of employees as of March 31, 2020 does not include employees of the NTT West Group who resigned at the end of the period and were rehired at the beginning of the new fiscal year (3,650 persons).

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