
Supplementary Data for the Three Months Ended June 30, 2021

Contents

1. Financial Results Summary, Medium-Term Financial Targets (Consolidated)	pages 1-4
2. Financial Results Summary (Subsidiary Groups)	pages 5-8
3. Operating Data	pages 9-12

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 2020					FY 2021					FY 2021 (E)	(Billions of yen) [Ref.] FY 2021 (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	As of March 31 (Announced as of August 2021)	As of March 31 (Announced as of May 2021)
Consolidated												
Operating revenues	2,766.5	2,944.9	3,026.6	3,206.0	11,944.0	2,892.6	-	-	-	-	12,000.0	12,000.0
Fixed voice related services	230.9	230.2	235.9	238.3	935.3	228.4	-	-	-	-	-	-
Mobile voice related services	270.6	277.4	283.9	283.9	1,115.8	277.7	-	-	-	-	-	-
IP/packet communications services	873.0	874.7	870.5	869.8	3,488.0	868.2	-	-	-	-	-	-
Sales of telecommunications equipment	105.6	153.8	222.0	192.6	674.1	155.6	-	-	-	-	-	-
System integration services	841.3	915.3	930.8	1,114.2	3,801.6	901.3	-	-	-	-	-	-
Other	445.1	493.5	483.6	507.1	1,929.3	461.3	-	-	-	-	-	-
Operating expenses	2,268.9	2,433.9	2,532.9	3,036.9	10,272.6	2,406.3	-	-	-	-	10,270.0	10,270.0
Personnel expenses	608.5	606.8	610.5	635.6	2,461.4	633.4	-	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	1,238.9	1,398.1	1,467.3	1,770.9	5,875.3	1,329.6	-	-	-	-	-	-
Depreciation and amortization	368.2	373.6	379.5	385.8	1,507.2	382.5	-	-	-	-	1,540.0	1,540.0
Impairment losses	0.0	1.7	0.3	23.7	25.7	1.2	-	-	-	-	-	-
Goodwill	-	1.3	-	1.4	2.7	-	-	-	-	-	-	-
Other	0.0	0.3	0.3	22.3	23.0	1.2	-	-	-	-	-	-
Expenses on disposal of fixed assets	21.6	24.5	44.4	66.4	156.9	26.0	-	-	-	-	-	-
Taxes and dues	31.6	29.3	30.8	154.4	246.1	33.5	-	-	-	-	-	-
Operating profit	497.6	511.0	493.7	169.1	1,671.4	486.3	-	-	-	-	1,730.0	1,730.0
Profit before taxes	496.6	508.4	490.0	157.5	1,652.6	496.3	-	-	-	-	1,716.0	1,716.0
Profit attributable to NTT	272.6	268.9	289.7	85.0	916.2	340.0	-	-	-	-	1,085.0	1,085.0
EBITDA and EBITDA margin with reconciliation												
EBITDA [a+b+c+d]	834.7	852.2	855.4	569.3	3,111.6	836.7	-	-	-	-	3,160.0	3,160.0
a Operating profit	497.6	511.0	493.7	169.1	1,671.4	486.3	-	-	-	-	1,730.0	1,730.0
b Depreciation and amortization ⁽¹⁾	327.3	329.7	337.3	338.3	1,332.5	336.9	-	-	-	-	1,358.0	1,358.0
c Loss on sales and disposal of property, plant and equipment	9.8	9.8	24.0	38.2	81.9	12.3	-	-	-	-	72.0	72.0
d Impairment losses	0.0	1.7	0.3	23.7	25.7	1.2	-	-	-	-	-	-
EBITDA margin [(e/f)*100]	30.2%	28.9%	28.3%	17.8%	26.1%	28.9%	-	-	-	-	26.3%	26.3%
e EBITDA [a+b+c+d]	834.7	852.2	855.4	569.3	3,111.6	836.7	-	-	-	-	3,160.0	3,160.0
f Operating revenues	2,766.5	2,944.9	3,026.6	3,206.0	11,944.0	2,892.6	-	-	-	-	12,000.0	12,000.0

NTT Consolidated Financial Position (IFRS)

	FY 2020				FY 2021				FY 2021 (E)	[Ref.] FY 2021 (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 (Announced as of August 2021)	As of March 31 (Announced as of May 2021)
Assets	23,420.2	22,856.0	23,862.0	22,965.5	23,082.5	-	-	-	-	-
Current assets	6,746.0	5,960.0	6,731.3	5,326.4	5,352.8	-	-	-	-	-
(incl.) Cash and cash equivalents	1,072.5	1,006.3	1,352.9	935.7	1,139.3	-	-	-	-	-
(incl.) Trade and other receivables	3,233.6	3,266.2	3,760.7	3,534.6	3,113.6	-	-	-	-	-
Non-current assets	16,674.2	16,896.1	17,130.7	17,639.1	17,729.7	-	-	-	-	-
(incl.) Property, plant and equipment	9,071.9	9,097.4	9,157.3	9,282.3	9,324.1	-	-	-	-	-
Liabilities and Equity	23,420.2	22,856.0	23,862.0	22,965.5	23,082.5	-	-	-	-	-
Liabilities	11,584.1	10,623.7	15,815.7	14,762.4	14,699.6	-	-	-	-	-
Current liabilities	6,449.1	5,640.3	9,831.2	7,426.2	7,404.1	-	-	-	-	-
(incl.) Trade and other payables	1,820.7	1,740.5	3,094.2	2,356.7	1,995.4	-	-	-	-	-
Non-current liabilities	5,135.0	4,983.4	5,984.4	7,336.3	7,295.5	-	-	-	-	-
(incl.) Long-term debt	2,266.0	2,058.5	3,013.4	4,455.7	4,411.8	-	-	-	-	-
(incl.) Defined benefit liabilities	1,879.2	1,892.5	1,908.1	1,731.6	1,739.2	-	-	-	-	-
Equity	11,836.2	12,232.3	8,046.4	8,203.0	8,382.9	-	-	-	-	-
Interest-bearing liabilities (consolidated)										
Interest-bearing liabilities	5,162.8	4,211.3	8,096.7	7,624.3	8,136.9	-	-	-	7,250.0	7,000.0

(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.

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

Medium-Term Financial Targets (IFRS)

	FY 2020					FY 2021					FY 2021 (E)	[Ref.] FY 2021 (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	As of March 31 (Announced as of August 2021)	As of March 31 (Announced as of May 2021)
EPS (Yen)	-	-	-	-	248	-	-	-	-	-	302	300
Overseas Sales (Millions of Dollars) ⁽¹⁾	4,385	4,675	4,753	4,835	18,648	4,642	-	-	-	-	19,000	19,000
Overseas Operating Income Margin (%) ⁽¹⁾	2.2%	3.5%	3.3%	2.9%	3.0%	4.1%	-	-	-	-	6.0%	6.0%
Cost Reductions (Billions of yen) ⁽²⁾	(525.0)	(565.0)	(610.0)	-	(670.0)	(695.0)	-	-	-	-	(840.0)	(840.0)
ROIC (%)	-	-	-	-	7.2%	-	-	-	-	-	7.4%	7.4%
Capex to Sales (%) (Domestic Network Business ⁽³⁾)	-	-	-	-	13.6%	-	-	-	-	-	13.5%	13.5%

(1) 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, 2021 is USD1.00 = JPY109.52.

(2) Cumulative reductions from FY 2017.

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

1. Financial Results Summary (Capital Investment)

Capital Investment (IFRS)	FY 2020					FY 2021					(Billions of yen) FY 2021 (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) ⁽¹⁾
Capital investment	315.2	375.4	429.9	607.8	1,728.3	371.4	-	-	-	-	1,750.0
Mobile communications business	90.8	115.3	154.5	208.5	569.1	122.7	-	-	-	-	550.0
Regional communications business	98.7	119.8	128.3	180.5	527.4	105.0	-	-	-	-	510.0
Long distance and international communications business	50.0	60.8	60.7	87.6	259.0	59.2	-	-	-	-	263.0
Data communications business	38.2	45.1	39.8	46.4	169.5	35.8	-	-	-	-	175.0
Other business	37.4	34.5	46.7	84.8	203.3	48.7	-	-	-	-	252.0
(Ref.) Capital investment by group											
NTT East Group	53.4	64.6	60.1	90.6	268.7	49.9	-	-	-	-	260.0
NTT West Group	45.3	55.2	68.2	89.9	258.6	55.2	-	-	-	-	250.0
NTT Ltd. Group	29.2	42.5	40.3	43.5	155.5	43.1	-	-	-	-	157.0
NTT Communications Group	20.0	16.9	19.8	41.1	97.8	20.7	-	-	-	-	102.0
NTT Urban Solutions Group	23.3	11.3	16.7	40.8	92.1	28.8	-	-	-	-	120.0
(Ref.) NTT DOCOMO Group	90.8	115.3	154.5	208.5	569.1	122.7	-	-	-	-	550.0
Telecommunications business	83.8	106.1	143.4	191.2	524.4	112.3	-	-	-	-	475.0
Smart life business	4.3	6.3	7.8	10.9	29.3	7.9	-	-	-	-	59.0
Other businesses	2.7	2.8	3.3	6.4	15.3	2.5	-	-	-	-	16.0

(1) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

1. Financial Results Summary (Business Segments)

Business Segments (IFRS)

Business Segments (IFRS)	FY 2020					FY 2021					(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 2021 (E)
											Year Ending March 31 (Forecast) ⁽²⁾
Business segments ⁽¹⁾											
Mobile communications business											
Operating revenues	1,098.2	1,184.4	1,230.6	1,212.1	4,725.2	1,159.6	-	-	-	-	4,790.0
Mobile voice related service	273.3	280.0	286.5	287.7	1,127.6	280.9	-	-	-	-	-
IP/packet communications service	494.8	495.7	489.7	505.0	1,985.1	485.8	-	-	-	-	-
Sales of telecommunications equipment	90.0	133.9	196.9	155.0	575.7	137.6	-	-	-	-	-
Other	240.1	274.8	257.5	264.4	1,036.7	255.3	-	-	-	-	-
Operating expenses	817.6	901.3	972.4	1,120.6	3,812.0	915.2	-	-	-	-	3,870.0
Personnel expenses	72.6	74.0	73.7	70.5	290.9	75.3	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	585.5	663.0	727.8	831.9	2,808.2	669.9	-	-	-	-	-
Depreciation and amortization	148.0	149.9	151.6	156.6	606.1	153.4	-	-	-	-	-
Impairment losses	-	-	-	0.2	0.2	-	-	-	-	-	-
Expenses on disposal of fixed assets	7.5	10.0	13.1	27.6	58.2	11.7	-	-	-	-	-
Taxes and dues	4.0	4.4	6.3	33.8	48.4	4.9	-	-	-	-	-
Operating profit	280.5	283.1	258.2	91.5	913.2	244.4	-	-	-	-	920.0
Regional communications business											
Operating revenues	736.3	767.0	801.3	902.8	3,207.4	774.8	-	-	-	-	3,170.0
Fixed voice related service	235.2	230.1	240.4	244.6	950.3	233.7	-	-	-	-	-
IP/packet communications service	381.0	384.2	387.8	391.1	1,544.1	399.2	-	-	-	-	-
Sales of telecommunications equipment	14.3	17.0	18.1	20.2	69.5	16.6	-	-	-	-	-
System integration services	31.3	55.8	62.2	143.4	292.7	33.6	-	-	-	-	-
Other	74.6	80.0	92.8	103.4	350.8	91.8	-	-	-	-	-
Operating expenses	610.6	636.8	668.0	871.8	2,787.2	628.1	-	-	-	-	2,741.0
Personnel expenses	169.7	168.8	169.6	167.3	675.4	167.1	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	303.1	331.5	346.7	466.0	1,447.4	324.7	-	-	-	-	-
Depreciation and amortization	104.5	105.5	106.3	106.5	422.9	103.2	-	-	-	-	-
Impairment losses	-	-	-	14.1	14.1	-	-	-	-	-	-
Expenses on disposal of fixed assets	14.0	13.7	28.5	32.0	88.3	13.2	-	-	-	-	-
Taxes and dues	19.3	17.3	16.8	85.8	139.3	19.9	-	-	-	-	-
Operating profit	125.7	130.2	133.3	31.0	420.2	146.8	-	-	-	-	429.0
Long distance and international communications business											
Operating revenues	487.3	516.1	503.7	558.6	2,065.6	485.2	-	-	-	-	2,090.0
Fixed voice related service	50.4	49.1	49.1	47.5	196.1	47.5	-	-	-	-	-
IP/packet communications service	105.6	104.6	105.4	104.1	419.7	101.4	-	-	-	-	-
Sales of telecommunications equipment	1.6	3.2	7.3	17.7	29.8	1.6	-	-	-	-	-
System integration services	307.8	336.4	320.3	356.3	1,320.9	311.9	-	-	-	-	-
Other	21.9	22.8	21.6	33.0	99.2	22.8	-	-	-	-	-
Operating expenses	446.8	477.1	462.8	532.8	1,919.4	456.2	-	-	-	-	1,932.0
Personnel expenses	100.9	99.3	97.2	95.9	393.3	106.8	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	295.6	325.2	310.8	368.7	1,300.4	293.1	-	-	-	-	-
Depreciation and amortization	48.5	50.4	52.7	52.4	204.0	53.1	-	-	-	-	-
Impairment losses	0.0	0.0	(0.0)	0.7	0.8	1.3	-	-	-	-	-
Expenses on disposal of fixed assets	0.6	1.1	2.1	5.7	9.5	1.0	-	-	-	-	-
Taxes and dues	1.2	1.0	(0.0)	9.4	11.5	1.0	-	-	-	-	-
Operating profit	40.5	39.0	40.9	25.8	146.2	29.0	-	-	-	-	158.0
Data communications business											
Operating revenues	530.9	549.2	578.3	660.3	2,318.7	590.8	-	-	-	-	2,360.0
System integration services	530.9	549.2	578.3	660.3	2,318.7	590.8	-	-	-	-	-
Operating expenses	504.2	512.0	535.2	628.0	2,179.5	543.5	-	-	-	-	2,180.0
Personnel expenses	207.0	208.5	220.5	247.9	884.0	228.7	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	242.8	247.0	256.3	313.1	1,059.2	258.8	-	-	-	-	-
Depreciation and amortization	51.6	52.3	53.3	51.7	209.0	52.8	-	-	-	-	-
Impairment losses	-	1.6	0.4	6.9	8.9	0.0	-	-	-	-	-
Expenses on disposal of fixed assets	0.3	0.3	2.0	3.5	6.0	0.8	-	-	-	-	-
Taxes and dues	2.6	2.3	2.7	4.8	12.4	2.4	-	-	-	-	-
Operating profit	26.7	37.1	43.1	32.3	139.2	47.3	-	-	-	-	180.0
Other business											
Operating revenues	344.2	361.5	374.7	386.7	1,467.1	340.0	-	-	-	-	1,500.0
IP/packet communications service	-	-	-	-	-	-	-	-	-	-	-
System integration services	42.4	45.6	45.3	53.5	186.7	49.8	-	-	-	-	-
Other	301.9	315.9	329.4	333.2	1,280.4	290.2	-	-	-	-	-
Operating expenses	315.8	336.5	347.3	402.7	1,402.3	312.5	-	-	-	-	1,433.0
Personnel expenses	72.4	70.9	70.3	79.7	293.4	73.2	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	205.4	227.8	238.3	261.6	933.0	195.7	-	-	-	-	-
Depreciation and amortization	33.1	32.6	33.0	35.6	134.3	37.7	-	-	-	-	-
Impairment losses	-	-	-	2.6	2.6	-	-	-	-	-	-
Expenses on disposal of fixed assets	0.3	0.8	0.8	2.4	4.4	0.7	-	-	-	-	-
Taxes and dues	4.6	4.3	5.0	20.7	34.6	5.3	-	-	-	-	-
Operating profit	28.4	25.0	27.4	(16.0)	64.8	27.5	-	-	-	-	67.0

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

(2) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

2. Financial Results Summary (NTT DOCOMO Consolidated)

Overview of Financial Results (IFRS)

Overview of Financial Results (IFRS)	FY 2020					FY 2021					(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 2021 (E)
											Year Ending March 31 (Forecast) ⁽³⁾
NTT DOCOMO Consolidated											
Operating revenues	1,098.2	1,184.4	1,230.6	1,212.1	4,725.2	1,159.6	-	-	-	-	4,790.0
Telecommunications services	771.9	779.5	780.0	796.5	3,127.9	770.7	-	-	-	-	3,089.0
Mobile communications services	681.0	686.4	685.1	688.7	2,741.2	671.3	-	-	-	-	2,679.0
Optical-fiber broadband service and other telecommunications services	91.0	93.1	94.9	107.8	386.7	99.4	-	-	-	-	410.0
Equipment sales	90.0	133.9	196.9	155.0	575.7	137.6	-	-	-	-	617.0
Other	236.2	271.0	253.8	260.6	1,021.6	251.3	-	-	-	-	1,084.0
Operating expenses	817.6	901.3	972.4	1,120.6	3,812.0	915.2	-	-	-	-	3,870.0
Personnel expenses	72.6	74.0	73.7	70.5	290.9	75.3	-	-	-	-	292.0
Expenses for purchase of goods and services and other expenses	477.8	553.9	618.4	747.8	2,397.9	556.4	-	-	-	-	2,418.0
Depreciation and amortization	148.0	149.9	151.6	156.6	606.1	153.4	-	-	-	-	629.0
Impairment losses	-	-	-	0.2	0.2	-	-	-	-	-	-
Communication network charges	111.7	113.5	115.6	117.8	458.6	118.5	-	-	-	-	480.0
Expenses on disposal of fixed assets	7.5	10.0	13.1	27.6	58.2	11.7	-	-	-	-	51.0
Operating profit	280.5	283.1	258.2	91.5	913.2	244.4	-	-	-	-	920.0
Profit before taxes	283.4	284.6	253.9	93.7	915.6	245.3	-	-	-	-	934.0
Profit attributable to NTT DOCOMO, INC.	195.3	196.0	175.6	62.1	629.0	171.5	-	-	-	-	640.0
Financial Indicators											
Free cash flow ⁽¹⁾	(54.0)	361.0	76.6	463.2	846.8	11.0	-	-	-	-	830.0
EBITDA ⁽²⁾	406.0	411.1	389.9	237.6	1,444.5	376.8	-	-	-	-	1,470.0
(Ref.) Operating Income in Each Segment											
Telecommunications business											
Operating revenues	851.8	910.7	972.7	949.1	3,684.3	904.1	-	-	-	-	3,690.0
Operating profit (loss)	219.4	214.2	210.4	77.1	721.1	184.5	-	-	-	-	710.0
Operating margin	25.8%	23.5%	21.6%	8.1%	19.6%	20.4%	-	-	-	-	19.2%
Smart life business											
Operating revenues	145.0	172.2	153.4	145.6	616.2	150.1	-	-	-	-	670.0
Operating profit (loss)	28.3	33.4	17.5	(19.9)	59.4	23.2	-	-	-	-	70.0
Operating margin	19.5%	19.4%	11.4%	(13.6%)	9.6%	15.5%	-	-	-	-	10.4%
Other businesses											
Operating revenues	110.4	111.8	115.2	128.0	465.4	115.4	-	-	-	-	470.0
Operating profit (loss)	32.8	35.4	30.3	34.2	132.7	36.7	-	-	-	-	140.0
Operating margin	29.7%	31.7%	26.3%	26.7%	28.5%	31.8%	-	-	-	-	29.8%
(Incl.) Smart life business and other businesses											
Operating revenues	255.5	284.0	268.6	273.5	1,081.5	265.5	-	-	-	-	1,140.0
Operating profit (loss)	61.2	68.8	47.8	14.4	192.1	59.9	-	-	-	-	210.0
Operating margin	23.9%	24.2%	17.8%	5.2%	17.8%	22.6%	-	-	-	-	18.4%

(1) Adjusted free cash flow is calculated excluding the effects of changes in investment derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months.

(2) Beginning with the fiscal year ending March 31, 2021, depreciation charges for right-of-use assets have been excluded from EBITDA and its depreciation and amortization components.

(3) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

Segment	Principal Services, etc., Included in Each Reportable Segment
Telecommunications business	Mobile communications services: 5G services, LTE(Xi) services, FOMA services (3G), International services, Sales of handset/equipment for each service, etc. Optical-fiber broadband service and other telecommunications services: Optical-fiber broadband service, Satellite communications service, etc.
Smart life business	Content/Lifestyle services: "dTV," "d hits," "d magazine," "d shopping," "d healthcare," "NTT Plala Inc.," "Oak Lawn Marketing, Inc.," "Tower Records Japan Inc.," etc. Finance/Payment services: "d CARD," "d CARD GOLD," "iD," "d Payment," Fintech, etc.
Other businesses	Support services for customers' peace of mind: "Mobile Device Protection Service," "Anshin Remote Support," etc. Enterprise solutions: Enterprise IoT solutions, System development/sales/maintenance services, etc.

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

Overview of Financial Results (IFRS)

Overview of Financial Results (IFRS)	FY 2020					FY 2021					(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 2021 (E)
											Year Ending March 31 (Forecast) ⁽³⁾
NTT East Group ⁽¹⁾											
Operating revenues	402.8	415.8	429.4	478.2	1,726.1	418.4	-	-	-	-	1,730.0
Fixed voice related service	125.1	123.4	126.1	126.1	500.7	124.8	-	-	-	-	484.0
IP/packet communications service	218.3	220.7	222.4	223.3	884.8	227.8	-	-	-	-	904.0
Sales of telecommunications equipment	6.3	6.8	6.9	7.9	27.9	7.2	-	-	-	-	31.0
System integration services	15.2	26.9	27.5	75.0	144.6	17.8	-	-	-	-	130.0
Other	37.8	37.9	46.5	45.9	168.0	40.8	-	-	-	-	181.0
Operating expenses	324.9	333.6	338.5	465.1	1,462.1	326.6	-	-	-	-	1,457.0
Personnel expenses	88.9	88.0	89.1	87.3	353.3	88.0	-	-	-	-	348.0
Expenses for purchase of goods and services and other expenses	162.2	172.4	174.8	245.8	755.2	166.8	-	-	-	-	774.0
Depreciation and amortization	55.7	56.1	56.5	56.7	225.0	54.3	-	-	-	-	216.0
Impairment losses	-	-	-	13.6	13.6	-	-	-	-	-	-
Expenses on disposal of fixed assets	7.5	7.2	8.9	16.4	39.9	6.5	-	-	-	-	44.0
Taxes and dues	10.6	10.0	9.4	45.1	75.0	10.9	-	-	-	-	75.0
Operating profit	77.9	82.1	90.9	13.1	264.0	91.8	-	-	-	-	273.0
Profit before taxes	78.2	81.7	90.5	12.9	263.3	95.2	-	-	-	-	272.0
Profit attributable to NTT East	52.8	57.2	63.1	7.3	180.4	67.2	-	-	-	-	188.0
NTT West Group ⁽²⁾											
Operating revenues	339.1	356.6	378.2	431.9	1,505.9	362.1	-	-	-	-	1,470.0
Fixed voice related service	111.7	108.3	116.0	120.4	456.4	110.3	-	-	-	-	431.0
IP/packet communications service	162.9	163.7	165.7	168.0	660.3	171.7	-	-	-	-	675.0
Sales of telecommunications equipment	8.0	10.2	11.2	12.6	42.0	9.5	-	-	-	-	43.0
System integration services	16.5	29.2	35.1	68.9	149.7	16.2	-	-	-	-	116.0
Other	40.0	45.2	50.3	62.1	197.5	54.4	-	-	-	-	205.0
Operating expenses	291.4	308.6	335.9	414.2	1,350.1	307.1	-	-	-	-	1,314.0
Personnel expenses	80.8	80.8	80.5	80.0	322.1	79.2	-	-	-	-	316.0
Expenses for purchase of goods and services and other expenses	146.5	164.4	178.3	227.6	716.8	163.4	-	-	-	-	694.0
Depreciation and amortization	48.9	49.5	49.9	49.9	198.2	48.9	-	-	-	-	192.0
Impairment losses	-	-	-	0.5	0.5	-	-	-	-	-	-
Expenses on disposal of fixed assets	6.5	6.6	19.7	15.6	48.3	6.6	-	-	-	-	48.0
Taxes and dues	8.7	7.4	7.5	40.7	64.2	9.0	-	-	-	-	64.0
Operating profit	47.8	48.0	42.4	17.7	155.8	54.9	-	-	-	-	156.0
Profit before taxes	47.3	47.2	42.8	17.0	154.4	54.5	-	-	-	-	154.5
Profit attributable to NTT West	31.4	33.4	30.1	10.2	105.2	37.6	-	-	-	-	105.5

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

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

(3) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

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

Overview of Financial Results (IFRS)

	FY 2020					FY 2021					(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 2021 (E)
											Year Ending March 31 (Forecast) ⁽⁵⁾
NTT, Inc. (Global Holding Company) Group ⁽¹⁾											
Operating revenues	1,006.8	1,056.7	1,070.0	1,204.3	4,337.8	1,065.4	-	-	-	-	4,395.0
Operating expenses	939.8	980.6	985.7	1,147.6	4,053.7	989.3	-	-	-	-	4,057.0
Operating profit	67.0	76.1	84.3	56.7	284.1	76.1	-	-	-	-	338.0
(incl.) NTT Ltd. Group ⁽²⁾											
Operating revenues	252.2	275.8	262.3	268.6	1,058.8	253.7	-	-	-	-	1,080.0
High value services	91.6	101.4	93.2	101.1	387.4	108.4	-	-	-	-	424.0
Data center	28.7	32.9	30.7	35.6	127.9	37.9	-	-	-	-	-
Managed services	27.9	32.1	29.8	30.9	120.7	36.8	-	-	-	-	-
Data Networks	14.1	15.4	14.5	15.3	59.3	13.5	-	-	-	-	-
Other (Cloud communications, etc.)	20.9	21.0	18.3	19.3	79.5	20.2	-	-	-	-	-
Other services(IT product sales, etc.)	160.5	174.3	169.1	167.5	671.5	145.3	-	-	-	-	656.0
Operating expenses	250.7	272.8	259.9	266.3	1,049.6	259.8	-	-	-	-	1,058.0
Personnel expenses	67.3	66.6	65.3	65.9	265.1	73.1	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	162.9	183.8	170.8	177.2	694.8	162.1	-	-	-	-	-
Depreciation and amortization	20.0	21.9	23.3	22.2	87.4	22.9	-	-	-	-	-
Impairment losses	0.0	0.0	0.0	0.7	0.7	1.3	-	-	-	-	-
Expenses on disposal of fixed assets	0.0	0.1	0.2	0.3	0.5	0.2	-	-	-	-	-
Taxes and dues	0.4	0.4	0.3	0.1	1.1	0.2	-	-	-	-	-
Operating profit	1.5	3.0	2.4	2.3	9.2	(6.1)	-	-	-	-	22.0
Profit before taxes	(1.4)	0.4	0.6	(2.0)	(2.4)	(7.6)	-	-	-	-	10.0
Profit attributable to NTT Ltd.	(5.0)	(3.0)	(0.7)	(4.9)	(13.6)	(9.6)	-	-	-	-	0.0
(Ref.) Ratio of "High value services" to operating revenues	36%	-	-	-	37%	43%	-	-	-	-	39%
(incl.) NTT Communications Group (from July 2019) ⁽³⁾											
Operating revenues ⁽⁴⁾	251.6	256.4	258.2	304.1	1,070.4	244.0	-	-	-	-	1,075.0
Cloud computing platforms	26.2	25.6	25.9	25.1	102.8	25.3	-	-	-	-	106.0
Data networks	97.1	97.6	98.1	98.3	391.1	96.8	-	-	-	-	394.0
Voice communications	56.5	55.5	56.0	53.8	221.8	50.9	-	-	-	-	211.0
Applications & content	17.4	17.6	18.6	20.4	74.1	18.5	-	-	-	-	78.0
Solution services	48.1	54.8	53.2	99.0	255.1	46.5	-	-	-	-	260.0
Other	6.2	5.3	6.4	7.4	25.4	6.1	-	-	-	-	26.0
Operating expenses	212.4	220.1	218.2	282.3	933.1	208.9	-	-	-	-	937.0
Personnel expenses	32.7	31.7	31.1	31.0	126.6	32.5	-	-	-	-	132.0
Expenses for purchase of goods and services and other expenses	150.0	158.3	155.2	207.9	671.5	145.2	-	-	-	-	671.0
Depreciation and amortization	28.4	28.4	29.2	29.7	115.7	29.6	-	-	-	-	117.0
Impairment losses	-	-	-	-	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	0.6	1.0	2.0	5.4	9.0	0.9	-	-	-	-	8.0
Taxes and dues	0.8	0.6	0.6	8.3	10.3	0.7	-	-	-	-	9.0
Operating profit	39.2	36.3	39.9	21.8	137.3	35.2	-	-	-	-	138.0
Profit before taxes	43.1	43.5	39.8	22.2	148.7	37.0	-	-	-	-	138.0
Profit attributable to NTT Communications	43.1	31.4	27.5	13.7	115.7	25.5	-	-	-	-	93.0
(incl.) NTT DATA Consolidated											
Net sales	530.9	549.2	578.3	660.3	2,318.7	590.8	-	-	-	-	2,360.0
Public and social infrastructure	109.3	121.1	126.1	184.0	540.5	121.9	-	-	-	-	559.0
Financial	138.1	146.4	151.5	171.6	607.6	146.6	-	-	-	-	620.0
Enterprise and Solutions	136.2	145.1	145.7	163.8	590.9	147.7	-	-	-	-	598.0
North America	105.0	103.3	109.2	111.9	429.4	114.0	-	-	-	-	395.0
EMEA and LATAM	105.9	106.0	118.6	123.8	454.2	131.6	-	-	-	-	478.0
Eliminations or Corporate	(63.5)	(72.7)	(72.8)	(94.9)	(303.9)	(71.0)	-	-	-	-	(290.0)
Cost of sales	400.1	409.0	430.3	494.6	1,734.1	437.9	-	-	-	-	1,732.0
Gross profit	130.8	140.2	148.0	165.7	584.6	152.9	-	-	-	-	628.0
Selling, general and administrative expenses	104.1	103.0	104.9	133.4	445.4	105.6	-	-	-	-	448.0
Operating profit	26.7	37.1	43.1	32.3	139.2	47.3	-	-	-	-	180.0
Profit before taxes	27.1	35.6	43.0	24.6	130.5	49.0	-	-	-	-	175.0
Profit attributable to NTT DATA	19.1	22.1	28.0	7.6	76.8	31.1	-	-	-	-	106.0

(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) 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"

(5) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

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

Overview of Financial Results (IFRS)

	FY 2020					FY 2021					(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 2021 (E) Year Ending March 31 (Forecast) ⁽³⁾
NTT Urban Solutions Group ⁽¹⁾⁽²⁾											
Operating revenues	81.9	100.0	111.4	154.4	447.7	93.2	-	-	-	-	465.0
Operating expenses	73.6	87.8	98.4	150.5	410.3	82.8	-	-	-	-	430.0
Personnel expenses	21.8	21.2	21.4	24.0	88.5	21.8	-	-	-	-	85.0
Expenses for purchase of goods and services and other expenses	40.8	55.9	66.0	104.2	266.8	49.5	-	-	-	-	292.0
Depreciation and amortization	9.8	9.8	10.0	10.1	39.7	10.4	-	-	-	-	37.0
Impairment losses	-	-	-	-	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-	-
Taxes and dues	1.1	0.9	1.0	12.2	15.3	1.1	-	-	-	-	16.0
Operating profit	14.5	13.0	13.3	4.3	45.1	11.0	-	-	-	-	47.0
Profit before taxes	13.5	11.7	12.0	3.1	40.4	9.7	-	-	-	-	42.0
Profit attributable to NTT Urban Solutions	9.1	7.7	7.8	1.6	26.2	6.3	-	-	-	-	27.0
(incl.) NTT Urban Development Consolidated											
Operating revenues	28.6	32.2	43.2	39.9	143.9	34.2	-	-	-	-	151.0
Operating expenses	21.5	22.8	31.9	45.8	122.0	24.9	-	-	-	-	132.0
Personnel expenses	3.0	3.1	2.8	3.1	12.0	3.1	-	-	-	-	13.0
Expenses for purchase of goods and services and other expenses	11.2	12.7	21.9	24.5	70.4	14.1	-	-	-	-	78.0
Depreciation and amortization	6.5	6.6	6.7	6.7	26.5	7.1	-	-	-	-	27.0
Impairment losses	-	-	-	-	-	-	-	-	-	-	-
Expenses on disposal of fixed assets	-	-	-	-	-	-	-	-	-	-	-
Taxes and dues	0.7	0.4	0.5	11.5	13.1	0.6	-	-	-	-	14.0
Operating profit	13.1	9.6	11.1	(6.3)	27.4	9.5	-	-	-	-	30.0
Profit before taxes	11.9	8.3	9.9	(7.6)	22.6	8.3	-	-	-	-	25.0
Profit attributable to NTT Urban Development	7.9	5.4	6.3	(5.5)	14.1	5.3	-	-	-	-	18.0

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

(2) Amounts of less than one billion yen had previously been presented rounded down, but beginning with the current fiscal year, the presentation has been changed to rounding to the nearest million. As a result of this change, figures for the previous fiscal year have also been reclassified to be presented as rounded to the

(3) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

3. Operating Data (Number of Subscriptions, Units sold)

Number of Subscriptions

		FY 2020					FY 2021				FY 2021 (E)
		As of June 30	As of September 30	As of December 31	As of March 31	Year Ended March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31 (Forecast) ⁽¹²⁾
Mobile Telecommunications Services ⁽¹⁾	(in thousands)	80,615	80,987	81,751	82,632	82,632	82,916	-	-	-	84,212
Telecommunications Services (5G)	(in thousands)	149	376	1,413	3,091	3,091	5,351	-	-	-	10,370
(Incl.) Modules	(in thousands)	-	-	-	-	-	-	-	-	-	-
Telecommunications Services (LTE (Xi))	(in thousands)	62,397	63,476	64,012	64,210	64,210	63,172	-	-	-	62,392
(Incl.) Modules	(in thousands)	3,357	4,003	4,714	5,480	5,480	6,088	-	-	-	-
Telecommunications Services (FOMA (3G))	(in thousands)	18,069	17,135	16,326	15,331	15,331	14,393	-	-	-	11,450
(Incl.) Modules	(in thousands)	6,443	6,345	6,263	6,248	6,248	6,114	-	-	-	-
Net increase from previous period	(in thousands)	289	372	764	881	2,306	284	-	-	-	1,580
Churn rate ⁽²⁾	(%)	0.42%	0.49%	0.48%	0.53%	0.48%	0.58%	-	-	-	-
(Incl.) Handset churn rate ⁽³⁾	(%)	0.34%	0.42%	0.40%	0.46%	0.40%	0.48%	-	-	-	-
i-mode	(in thousands)	5,888	5,340	4,893	4,291	4,291	3,816	-	-	-	-
sp-mode and so on ⁽⁴⁾	(in thousands)	44,564	45,098	45,643	46,339	46,339	47,538	-	-	-	-
Number of units sold	(in thousands)	4,008	5,271	5,600	6,623	21,503	6,492	-	-	-	22,325
(Incl.) New subscriptions ⁽⁵⁾	(in thousands)	2,046	2,209	2,566	3,088	9,909	2,874	-	-	-	-
Total smartphones and tablets sold	(in thousands)	2,149	3,216	3,434	3,897	12,696	3,248	-	-	-	12,595
(Incl.) Tablets sold	(in thousands)	162	254	376	337	1,128	217	-	-	-	-
Telephone subscriber lines ⁽⁶⁾	(in thousands)	14,878	14,618	14,365	14,102	14,102	13,858	-	-	-	13,075
NTT East	(in thousands)	7,407	7,286	7,172	7,051	7,051	6,932	-	-	-	6,551
NTT West	(in thousands)	7,472	7,332	7,193	7,052	7,052	6,926	-	-	-	6,525
INS-Net ⁽⁷⁾	(in thousands)	1,900	1,857	1,814	1,767	1,767	1,727	-	-	-	1,582
NTT East	(in thousands)	961	940	916	892	892	869	-	-	-	792
NTT West	(in thousands)	939	918	898	875	875	859	-	-	-	790
Telephone subscriber lines + INS-Net	(in thousands)	16,779	16,476	16,179	15,869	15,869	15,585	-	-	-	14,657
NTT East	(in thousands)	8,368	8,226	8,088	7,943	7,943	7,801	-	-	-	7,343
NTT West	(in thousands)	8,411	8,250	8,091	7,926	7,926	7,785	-	-	-	7,314
Public telephones	(number)	149,289	147,583	146,363	145,643	145,643	143,829	-	-	-	138,643
NTT East	(number)	69,211	69,169	69,161	69,110	69,110	68,898	-	-	-	68,110
NTT West	(number)	80,078	78,414	77,202	76,533	76,533	74,931	-	-	-	70,533
FLET'S ISDN	(in thousands)	53	51	49	47	47	45	-	-	-	41
NTT East	(in thousands)	22	22	21	20	20	19	-	-	-	18
NTT West	(in thousands)	30	30	28	27	27	26	-	-	-	23
FLET'S ADSL	(in thousands)	455	428	403	381	381	359	-	-	-	279
NTT East	(in thousands)	189	180	170	160	160	150	-	-	-	120
NTT West	(in thousands)	265	248	234	221	221	210	-	-	-	159
FLET'S Hikari (including Hikari Collaboration Model) ^{(8) (9) (10)}	(in thousands)	21,923	22,144	22,338	22,564	22,564	22,817	-	-	-	23,264
NTT East	(in thousands)	12,400	12,520	12,620	12,727	12,727	12,911	-	-	-	13,127
NTT West	(in thousands)	9,524	9,624	9,718	9,837	9,837	9,906	-	-	-	10,137
(incl.) Hikari Collaboration Model	(in thousands)	14,257	14,601	14,906	15,245	15,245	15,611	-	-	-	16,395
NTT East	(in thousands)	8,369	8,568	8,736	8,918	8,918	9,172	-	-	-	9,618
NTT West	(in thousands)	5,888	6,033	6,170	6,328	6,328	6,439	-	-	-	6,778
(incl.) docomo Hikari	(in thousands)	6,656	6,803	6,935	7,041	7,041	7,137	-	-	-	-
Hikari Denwa ⁽¹¹⁾	(in thousands)	18,542	18,592	18,640	18,692	18,692	18,713	-	-	-	18,832
NTT East	(in thousands)	9,963	9,982	10,000	10,018	10,018	10,043	-	-	-	10,118
NTT West	(in thousands)	8,579	8,611	8,639	8,674	8,674	8,671	-	-	-	8,714

(1) Mobile telecommunications services and New subscriptions include mobile line subscriptions of MVNOs and Communication Module subscriptions.

(2) "Churn rate" is calculated excluding the subscriptions and cancellations of subscriptions of MVNOs.

(3) Churn rate of billing plans that offer voice communication service (excluding 2in1 service).

(4) Sp-mode includes "ahamo" from the first quarter of 2021.

(5) Mobile telecommunications services and New subscriptions include mobile line subscriptions of MVNOs and Communication Module subscriptions.

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

(7) "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").

(8) The number of "FLET'S Hikari (including Hikari Collaboration Model)" subscriptions includes subscriptions to "FLET'S Hikari Cross," "B FLET'S," (Service ended at the end of January 2021) "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.

(9) The comparative results for the three months ended June 30, 2021 compared to the fiscal year ended March 31, 2021 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 462 thousand lines and 271 thousand lines, respectively, for a total of 733 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 387 thousand lines and 218 thousand lines, respectively, for a total of 605 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 73 thousand lines and 43 thousand lines, respectively, for a total of 117 thousand lines.

(10) The comparative forecast for the year ending March 31, 2022 (Forecast) compared to the results for the year ended March 31, 2021 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West are expected to be 1,500 thousand lines and 1,150 thousand lines, respectively, for a total of 2,650 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West are expected to be 1,150 thousand lines and 850 thousand lines, respectively, for a total of 2,000 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.

(11) The number of subscriptions for "Hikari Denwa" include wholesale services provided to service providers by NTT East and NTT West.

(12) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

3. Operating Data (Number of Subscriptions, Transactions)

Number of Subscriptions

		FY 2020					FY 2021					FY 2021 (E)
		As of June 30	As of September 30	As of December 31	As of March 31	Year Ended March 31	As of June 30	As of September 30	As of December 31	As of March 31	Year Ended March 31	As of March 31 (Forecast) ⁽⁴⁾
NTT Group Major ISPs ⁽¹⁾	(in thousands)	11,487	11,482	11,486	11,430	11,430	11,382	-	-	-	-	11,430
(incl.) OCN	(in thousands)	7,116	7,105	7,097	7,040	7,040	7,020	-	-	-	-	7,000
(incl.) Plala	(in thousands)	3,949	3,950	3,953	3,946	3,946	3,927	-	-	-	-	3,950
Hikari TV	(in thousands)	2,963	2,957	2,949	2,947	2,947	2,934	-	-	-	-	2,940
FLET'S TV Transmission Services ⁽²⁾	(in thousands)	1,848	1,871	1,894	1,916	1,916	1,926	-	-	-	-	2,004
NTT East	(in thousands)	1,091	1,102	1,113	1,121	1,121	1,130	-	-	-	-	1,151
NTT West	(in thousands)	757	769	781	795	795	796	-	-	-	-	853
"d POINT CLUB" members	(in thousands)	76,567	78,146	79,670	81,953	81,953	83,728	-	-	-	-	-
(Incl.) "d POINT CARD" registrants ⁽³⁾	(in thousands)	44,719	46,761	48,521	50,785	50,785	52,570	-	-	-	-	-
"d POINTs" used	(in billions)	57.1	58.2	67.1	66.9	249.3	69.7	-	-	-	-	-
(Incl.) "d POINTs" used at partners' stores, etc.	(in billions)	40.3	40.1	47.4	48.1	176.0	52.7	-	-	-	-	-
Finance/Payment transactions handled ⁽⁴⁾	(in billions)	1,500	3,180	5,080	6,980	6,980	2,000	-	-	-	-	-
(Incl.) "d CARD" transactions	(in billions)	1,140	2,410	3,830	5,250	5,250	1,500	-	-	-	-	-
(Incl.) "d Payment" transactions ⁽⁵⁾	(in billions)	153	332	568	810	810	266	-	-	-	-	-
"d CARD" members	(in thousands)	13,185	13,549	13,915	14,368	14,368	14,759	-	-	-	-	-
(Incl.) "d CARD GOLD"	(in thousands)	7,042	7,343	7,619	7,967	7,967	8,232	-	-	-	-	-
"d Payment" users ⁽⁶⁾	(in thousands)	27,270	29,990	32,550	35,230	35,230	37,350	-	-	-	-	-
Locations where payment / point services are available ⁽⁷⁾	(in thousands)	1,940	2,660	2,870	3,090	3,090	3,520	-	-	-	-	-

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

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

(3) The number of users who can earn and use "d POINTs" at participating stores by registering their personal information.

(4) The amount of transactions includes the transactions handled with "d CARD," "ID," "d Payment," direct carrier billing and "DOCOMO Mobile Payment Service," etc.

(5) The amount of transactions processed with "d Payment" represents the cumulative amount of payments made with "d Payment" (code and online payment) and "d Payment (ID)".

(6) The number of "d Payment" users represents the sum of total number of "d Payment" app downloads and "d Payment (ID)" members.

(7) 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.

(8) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

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.

Average monthly communication time per user(MOU)

	FY 2020					FY 2021					(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 2021 (E) Year Ending March 31 (Forecast) ⁽¹⁰⁾
NTT DOCOMO ^{(1) (2) (3)}											
Aggregate ARPU	4,800	4,820	4,920	4,880	4,850	4,840	-	-	-	-	4,860
Mobile ARPU (5G + LTE (Xi) + FOMA (3G))	4,250	4,260	4,340	4,290	4,280	4,250	-	-	-	-	4,250
docomo Hikari ARPU	550	560	580	590	570	590	-	-	-	-	610
(Ref.) MOU (Minutes of Use)	146	141	141	138	141	138	-	-	-	-	-
NTT East ^{(4) (5) (6) (7) (8)}											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,490	2,490	2,500	2,480	2,490	2,470	-	-	-	-	2,460
FLET'S Hikari ARPU ⁽⁹⁾	4,720	4,700	4,690	4,660	4,690	4,640	-	-	-	-	4,550
Basic Monthly Charge	3,420	3,420	3,410	3,400	3,410	3,400	-	-	-	-	3,340
Optional Services	1,300	1,280	1,280	1,260	1,280	1,240	-	-	-	-	1,210
NTT West ^{(4) (5) (6) (7) (8)}											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,470	2,480	2,480	2,470	2,470	2,460	-	-	-	-	2,460
FLET'S Hikari ARPU ⁽⁹⁾	4,760	4,740	4,730	4,710	4,740	4,690	-	-	-	-	4,640
Basic Monthly Charge	3,290	3,280	3,270	3,280	3,290	3,260	-	-	-	-	3,230
Optional Services	1,470	1,460	1,460	1,430	1,450	1,430	-	-	-	-	1,410

(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,
 - "FLET'S Hikari" includes "FLET'S Hikari Cross," "B FLET'S,"(Service ended at the end of January 2021) "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, 2021 + number of expected subscribers at March 31, 2022)/2)x12

(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,"(Service ended at the end of January 2021) "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.

(10) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021)

3. Operating Data (Number of Employees)

Number of Employees	FY 2020				FY 2021				(Persons) FY 2021 (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) ⁽¹⁾
NTT Consolidated Number of Employees	329,500	328,500	330,300	324,650	332,950	-	-	-	327,750
Mobile communications business	28,800	28,850	28,850	28,100	29,650	-	-	-	29,100
Regional communications business	80,200	79,850	80,100	75,400	77,500	-	-	-	73,550
Long distance and international communications business	51,650	50,900	50,500	49,950	50,050	-	-	-	48,850
Data communications business	135,800	136,350	138,250	139,700	142,750	-	-	-	144,550
Other business	33,050	32,550	32,600	31,500	33,000	-	-	-	31,700
Number of Employees, by Core Group Companies									
NTT East Group	39,800	39,450	39,700	37,850	38,750	-	-	-	37,250
NTT West Group	40,400	40,400	40,400	37,550	38,750	-	-	-	36,300
NTT Ltd. Group	39,550	38,850	38,400	38,150	37,700	-	-	-	36,550
NTT Communications Group	11,850	11,850	11,900	11,600	12,150	-	-	-	12,050

(1) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).