
Supplementary Data for the Three Months Ended June 30, 2022

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 |
| 4. Reference | page 13-14 |

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.

2. Financial Results Summary (NTT Consolidated)

NTT Consolidated Financial Results (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) |
| Consolidated | | | | | | | | | | | Year Ending March 31 (Forecast) |
| Operating revenues | 2,892.6 | 2,995.1 | 3,035.6 | 3,233.2 | 12,156.4 | 3,068.9 | - | - | - | - | 12,600.0 |
| Fixed voice related services ⁽¹⁾ | 228.3 | 228.0 | 230.4 | 229.5 | 916.1 | 219.8 | - | - | - | - | - |
| Mobile voice related services ⁽¹⁾ | 278.7 | 277.9 | 272.4 | 273.6 | 1,102.5 | 265.2 | - | - | - | - | - |
| IP/packet communications services ⁽¹⁾ | 867.4 | 873.9 | 855.1 | 848.3 | 3,444.8 | 851.5 | - | - | - | - | - |
| Sales of telecommunications equipment | 155.6 | 144.7 | 195.8 | 198.6 | 694.7 | 160.1 | - | - | - | - | - |
| System integration services ⁽¹⁾ | 905.9 | 976.6 | 988.2 | 1,117.9 | 3,988.7 | 1,054.0 | - | - | - | - | - |
| Other ⁽¹⁾ | 456.7 | 493.9 | 493.6 | 565.4 | 2,009.6 | 518.3 | - | - | - | - | - |
| Operating expenses | 2,406.3 | 2,472.1 | 2,505.2 | 3,004.3 | 10,387.9 | 2,565.5 | - | - | - | - | 10,780.0 |
| Personnel expenses | 633.4 | 625.3 | 648.0 | 659.5 | 2,566.1 | 674.7 | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 1,329.6 | 1,402.8 | 1,412.1 | 1,694.9 | 5,839.4 | 1,443.7 | - | - | - | - | - |
| Depreciation and amortization | 382.5 | 387.1 | 388.3 | 403.3 | 1,561.2 | 389.6 | - | - | - | - | 1,603.0 |
| Impairment losses | 1.2 | 0.0 | 0.3 | 36.5 | 38.1 | 0.3 | - | - | - | - | - |
| Goodwill | - | - | 0.2 | - | 0.2 | - | - | - | - | - | - |
| Other | 1.2 | 0.0 | 0.1 | 36.5 | 37.8 | 0.3 | - | - | - | - | - |
| Expenses on disposal of fixed assets | 26.0 | 26.1 | 24.7 | 55.2 | 132.1 | 21.6 | - | - | - | - | - |
| Taxes and dues | 33.5 | 30.7 | 31.8 | 155.0 | 251.0 | 35.6 | - | - | - | - | - |
| Operating profit | 486.3 | 523.0 | 530.4 | 228.9 | 1,768.6 | 503.4 | - | - | - | - | 1,820.0 |
| Profit before taxes | 496.3 | 519.0 | 538.7 | 241.6 | 1,795.5 | 525.5 | - | - | - | - | 1,822.0 |
| Profit attributable to NTT | 340.0 | 335.8 | 354.5 | 150.7 | 1,181.1 | 368.6 | - | - | - | - | 1,190.0 |
| EBITDA and EBITDA margin with reconciliation | | | | | | | | | | | |
| EBITDA [a+b+c+d] | 836.7 | 876.3 | 885.0 | 649.1 | 3,247.1 | 857.3 | - | - | - | - | 3,300.0 |
| a Operating profit | 486.3 | 523.0 | 530.4 | 228.9 | 1,768.6 | 503.4 | - | - | - | - | 1,820.0 |
| b Depreciation and amortization ⁽²⁾ | 336.9 | 341.5 | 343.7 | 356.2 | 1,378.3 | 342.6 | - | - | - | - | 1,420.0 |
| c Loss on sales and disposal of property, plant and equipment | 12.3 | 11.8 | 10.5 | 27.4 | 62.1 | 11.1 | - | - | - | - | 60.0 |
| d Impairment losses | 1.2 | 0.0 | 0.3 | 36.5 | 38.1 | 0.3 | - | - | - | - | - |
| EBITDA margin [(e/f)*100] | 28.9% | 29.3% | 29.2% | 20.1% | 26.7% | 27.9% | - | - | - | - | 26.2% |
| e EBITDA [a+b+c+d] | 836.7 | 876.3 | 885.0 | 649.1 | 3,247.1 | 857.3 | - | - | - | - | 3,300.0 |
| f Operating revenues | 2,892.6 | 2,995.1 | 3,035.6 | 3,233.2 | 12,156.4 | 3,068.9 | - | - | - | - | 12,600.0 |

NTT Consolidated Financial Position (IFRS)

| | FY 2021 | | | | FY 2022 | | | | FY 2022 (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 | Year Ending March 31 (Forecast) |
| Assets | 23,082.5 | 22,719.5 | 23,544.4 | 23,862.2 | 24,403.3 | - | - | - | - |
| Current assets | 5,352.8 | 4,953.9 | 5,542.0 | 5,716.6 | 5,938.6 | - | - | - | - |
| (incl.) Cash and cash equivalents | 1,139.3 | 905.2 | 826.4 | 834.6 | 924.7 | - | - | - | - |
| (incl.) Trade and other receivables | 3,113.6 | 2,981.8 | 3,590.8 | 3,605.0 | 3,331.1 | - | - | - | - |
| Non-current assets | 17,729.7 | 17,765.6 | 18,002.4 | 18,145.6 | 18,464.7 | - | - | - | - |
| (incl.) Property, plant and equipment | 9,324.1 | 9,334.4 | 9,385.3 | 9,326.9 | 9,395.2 | - | - | - | - |
| Liabilities and Equity | 23,082.5 | 22,719.5 | 23,544.4 | 23,862.2 | 24,403.3 | - | - | - | - |
| Liabilities | 14,699.6 | 14,020.1 | 14,843.4 | 14,844.1 | 15,108.9 | - | - | - | - |
| Current liabilities | 7,404.1 | 5,688.5 | 5,852.4 | 6,258.6 | 6,304.2 | - | - | - | - |
| (incl.) Trade and other payables | 1,995.4 | 1,845.9 | 2,121.6 | 2,500.3 | 2,389.6 | - | - | - | - |
| Non-current liabilities | 7,295.5 | 8,331.6 | 8,991.0 | 8,585.5 | 8,804.7 | - | - | - | - |
| (incl.) Long-term debt | 4,411.8 | 5,439.6 | 6,036.2 | 5,717.5 | 5,935.6 | - | - | - | - |
| (incl.) Defined benefit liabilities | 1,739.2 | 1,752.4 | 1,766.0 | 1,561.0 | 1,564.5 | - | - | - | - |
| Equity | 8,382.9 | 8,699.4 | 8,701.0 | 9,018.1 | 9,294.4 | - | - | - | - |
| Interest-bearing liabilities (consolidated) | | | | | | | | | |
| Interest-bearing liabilities ⁽³⁾ | 8,136.9 | 7,511.9 | 8,012.9 | 7,364.3 | 7,989.5 | - | - | - | 7,300.0 |

- (1) In connection with the revision of NTT's business segments that NTT has implemented beginning with the fourth quarter of FY2021, certain revenue items have been recategorized. In connection with this revision, results for periods from the third quarter of FY2021 and earlier that are presented above have also been restated accordingly (please refer to "Revision of Segments (page 13)" for a summary of the segment revision).
- (2) 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.
- (3) Interest-bearing liabilities presented above include non-recourse debt. Interest-bearing liabilities excluding non-recourse debt were 7,189.4 billion yen as of March 31, 2022, and 7,812.4 billion yen as of June 30, 2022.

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

Medium-Term Financial Targets (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | FY 2022 (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) | - | - | - | - | 329 | - | - | - | - | - | 340 |
| Overseas Operating Income Margin (%) ⁽¹⁾ | 4.1% | 5.5% | 6.6% | 8.9% | 6.3% | 6.1% | - | - | - | - | 7.0% |
| Cost Reductions (Billions of yen) ⁽²⁾ | (695.0) | (715.0) | (795.0) | (840.0) | (840.0) | (870.0) | - | - | - | - | (930.0) |
| ROIC (%) | - | - | - | - | 7.5% | - | - | - | - | - | 7.6% |

(1) Overseas Operating Income excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed asset. Includes results from NTT DATA's overseas businesses, NTT Ltd., NTT Communications' overseas businesses, NTT Security Holdings, NTT, Inc. (Non-consolidated), NTT Venture Capital, NTT Disruption, NTT Global Sourcing.

(2) Cumulative reductions from FY 2017.

2. Financial Results Summary (Capital Investment)

Capital Investment (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) |
| Capital investment | 371.4 | 388.6 | 399.5 | 528.1 | 1,687.6 | 350.5 | - | - | - | - | 1,750.0 |
| Integrated ICT Business Segment ⁽¹⁾ | 156.7 | 155.3 | 161.1 | 225.6 | 698.6 | 130.6 | - | - | - | - | 713.0 |
| Regional communications business Segment | 105.0 | 109.3 | 115.7 | 171.0 | 501.1 | 88.0 | - | - | - | - | 495.0 |
| Global Solutions Business Segment ⁽¹⁾ | 79.2 | 95.9 | 88.9 | 83.3 | 347.2 | 112.8 | - | - | - | - | 387.0 |
| Others(Real Estate, Energy and Others) ⁽¹⁾ | 30.5 | 28.1 | 33.9 | 48.2 | 140.7 | 19.1 | - | - | - | - | 155.0 |
| (Ref.) Capital investment by group | | | | | | | | | | | |
| NTT Docomo Group | 156.7 | 155.3 | 161.1 | 225.6 | 698.6 | 130.6 | - | - | - | - | 713.0 |
| NTT East Group | 49.9 | 50.3 | 54.9 | 96.5 | 251.6 | 37.3 | - | - | - | - | 250.0 |
| NTT West Group | 55.2 | 59.1 | 60.8 | 74.5 | 249.5 | 50.7 | - | - | - | - | 245.0 |
| NTT DATA Consolidated (After integration of overseas business) ⁽²⁾ | - | - | - | - | - | - | - | - | - | - | 286.0 |
| NTT DATA Consolidated (Prior to integration of overseas businesses) ⁽³⁾ | 35.8 | 46.3 | 43.2 | 51.5 | 176.7 | 43.6 | - | - | - | - | 175.0 |
| NTT Ltd. Group ⁽⁴⁾ | 43.1 | 49.1 | 45.6 | 31.9 | 169.7 | 69.2 | - | - | - | - | 212.0 |
| NTT Urban Solutions Group | 28.8 | 10.7 | 21.2 | 18.1 | 78.8 | 5.7 | - | - | - | - | 95.0 |
| (Ref.) NTT DOCOMO Group | 156.7 | 155.3 | 161.1 | 225.6 | 698.6 | 130.6 | - | - | - | - | 713.0 |
| Enterprise | 32.3 | 27.2 | 29.5 | 46.2 | 135.1 | 25.8 | - | - | - | - | 149.0 |
| Smart life | 14.2 | 13.0 | 12.9 | 15.5 | 55.5 | 13.5 | - | - | - | - | 69.0 |
| Consumer communications | 110.2 | 115.1 | 118.7 | 163.9 | 508.0 | 91.3 | - | - | - | - | 495.0 |
| (incl.) Telecommunications capital investment ⁽⁵⁾ | 113.0 | 118.0 | 121.9 | 171.4 | 524.3 | 95.1 | - | - | - | - | 521.4 |

(1) NTT has implemented a revision of its business segments beginning with the fourth quarter of FY2021 (please refer to "Revision of Segments (page 13)" for a summary of the segment revision). In connection with this revision, results for periods from the third quarter of FY2021 and earlier that are presented above have been restated and are presented on the basis of the new segments.

(2) Represents the combined total of the full-year earnings forecast of NTT DATA Consolidated (Prior to Integration of Overseas Business) for FY2022 and the earnings forecast of the NTT Ltd. Group for the second half of FY2022.

(3) Represents figures for NTT DATA Consolidated on its current basis, excluding the impact of the global business integration scheduled to be implemented in October 2022.

(4) Represents figures for NTT Ltd. Group on its current basis, excluding the impact of the global business integration scheduled to be implemented in October 2022.

(5) Represents the Telecommunications capital investment of Consumer communications and Enterprise.

2. Financial Results Summary (Business Segments)

Business Segments (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) Year Ending March 31 (Forecast) |
| Business segments ⁽¹⁾ | | | | | | | | | | | |
| Integrated ICT Business Segment ⁽²⁾ | | | | | | | | | | | |
| Operating revenues | 1,435.5 | 1,445.3 | 1,480.0 | 1,509.5 | 5,870.2 | 1,421.8 | - | - | - | - | 5,984.0 |
| Fixed voice related service | 45.5 | 43.8 | 45.2 | 41.6 | 176.0 | 42.8 | - | - | - | - | - |
| Mobile voice related service | 280.3 | 279.5 | 274.3 | 275.8 | 1,109.9 | 267.2 | - | - | - | - | - |
| IP/packet communications service | 582.7 | 587.2 | 571.4 | 563.0 | 2,304.3 | 565.1 | - | - | - | - | - |
| Sales of telecommunications equipment | 139.2 | 127.8 | 180.2 | 181.9 | 629.0 | 145.3 | - | - | - | - | - |
| System integration services | 115.0 | 126.4 | 120.6 | 163.2 | 525.2 | 127.2 | - | - | - | - | - |
| Other | 272.7 | 280.6 | 288.3 | 284.0 | 1,125.7 | 274.2 | - | - | - | - | - |
| Operating expenses | 1,152.6 | 1,152.2 | 1,170.0 | 1,322.8 | 4,797.6 | 1,138.1 | - | - | - | - | 4,900.0 |
| Personnel expenses | 120.2 | 117.5 | 118.4 | 114.7 | 470.7 | 119.7 | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 821.3 | 822.0 | 838.7 | 947.9 | 3,430.0 | 807.0 | - | - | - | - | - |
| Depreciation and amortization | 192.1 | 194.8 | 195.7 | 197.4 | 779.9 | 193.8 | - | - | - | - | - |
| Impairment losses | - | - | - | 1.7 | 1.7 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 12.9 | 11.9 | 10.5 | 17.4 | 52.6 | 10.8 | - | - | - | - | - |
| Taxes and dues | 6.2 | 6.1 | 6.6 | 43.8 | 62.7 | 6.8 | - | - | - | - | - |
| Operating profit | 282.8 | 293.1 | 310.0 | 186.6 | 1,072.5 | 283.7 | - | - | - | - | 1,084.0 |
| Regional communications business Segment | | | | | | | | | | | |
| Operating revenues | 774.8 | 792.5 | 784.5 | 855.7 | 3,207.6 | 767.9 | - | - | - | - | 3,220.0 |
| Fixed voice related service | 233.7 | 231.5 | 232.6 | 234.2 | 932.0 | 221.4 | - | - | - | - | - |
| IP/packet communications service | 399.2 | 398.2 | 399.3 | 401.9 | 1,598.6 | 400.4 | - | - | - | - | - |
| Sales of telecommunications equipment | 16.6 | 17.1 | 15.8 | 18.3 | 67.7 | 14.9 | - | - | - | - | - |
| System integration services | 33.6 | 54.3 | 47.0 | 84.4 | 219.3 | 35.2 | - | - | - | - | - |
| Other | 91.8 | 91.5 | 89.8 | 116.9 | 389.9 | 96.0 | - | - | - | - | - |
| Operating expenses | 628.1 | 648.8 | 640.3 | 850.4 | 2,767.6 | 629.2 | - | - | - | - | 2,778.0 |
| Personnel expenses | 167.1 | 164.4 | 164.5 | 161.5 | 657.4 | 163.8 | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 324.7 | 347.2 | 339.6 | 446.1 | 1,457.6 | 331.4 | - | - | - | - | - |
| Depreciation and amortization | 103.2 | 106.0 | 105.3 | 106.9 | 421.3 | 102.8 | - | - | - | - | - |
| Impairment losses | - | - | - | 14.5 | 14.5 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 13.2 | 14.4 | 13.9 | 36.6 | 78.2 | 10.5 | - | - | - | - | - |
| Taxes and dues | 19.9 | 16.8 | 17.0 | 84.9 | 138.5 | 20.7 | - | - | - | - | - |
| Operating profit | 146.8 | 143.7 | 144.2 | 5.3 | 440.0 | 138.7 | - | - | - | - | 442.0 |
| Global Solutions Business Segment ⁽²⁾ | | | | | | | | | | | |
| Operating revenues | 842.2 | 884.2 | 907.7 | 981.0 | 3,615.2 | 969.0 | - | - | - | - | 3,870.0 |
| System integration services | 841.0 | 879.7 | 904.1 | 968.0 | 3,592.9 | 967.9 | - | - | - | - | - |
| Other | 1.2 | 4.5 | 3.6 | 13.0 | 22.3 | 1.1 | - | - | - | - | - |
| Operating expenses | 801.4 | 818.4 | 845.1 | 939.9 | 3,404.7 | 905.5 | - | - | - | - | 3,626.0 |
| Personnel expenses | 302.5 | 299.4 | 321.2 | 340.7 | 1,263.7 | 345.0 | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 417.8 | 438.3 | 442.8 | 492.6 | 1,791.5 | 479.3 | - | - | - | - | - |
| Depreciation and amortization | 76.1 | 75.7 | 76.7 | 80.5 | 309.1 | 77.2 | - | - | - | - | - |
| Impairment losses | 1.3 | 0.0 | 0.3 | 17.8 | 19.4 | 0.3 | - | - | - | - | - |
| Expenses on disposal of fixed assets | 1.0 | 1.4 | 0.3 | 2.9 | 5.5 | 0.6 | - | - | - | - | - |
| Taxes and dues | 2.7 | 3.6 | 3.8 | 5.5 | 15.5 | 3.2 | - | - | - | - | - |
| Operating profit | 40.9 | 65.8 | 62.6 | 41.2 | 210.5 | 63.4 | - | - | - | - | 244.0 |
| Others(Real Estate, Energy and Others) ⁽²⁾ | | | | | | | | | | | |
| Operating revenues | 298.6 | 332.1 | 336.8 | 428.4 | 1,396.0 | 362.3 | - | - | - | - | 1,510.0 |
| System integration services | 9.3 | 10.0 | 10.0 | 11.2 | 40.5 | 13.8 | - | - | - | - | - |
| Other | 289.3 | 322.1 | 326.8 | 417.3 | 1,355.4 | 348.5 | - | - | - | - | - |
| Operating expenses | 275.4 | 305.4 | 312.8 | 429.8 | 1,323.5 | 338.1 | - | - | - | - | 1,436.0 |
| Personnel expenses | 60.5 | 60.0 | 61.9 | 66.4 | 248.8 | 63.9 | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 181.0 | 212.4 | 217.1 | 303.7 | 914.1 | 236.7 | - | - | - | - | - |
| Depreciation and amortization | 28.8 | 28.3 | 28.1 | 33.7 | 118.9 | 31.9 | - | - | - | - | - |
| Impairment losses | - | - | - | 2.5 | 2.5 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 0.4 | 0.5 | 1.4 | 2.7 | 4.9 | 0.7 | - | - | - | - | - |
| Taxes and dues | 4.7 | 4.3 | 4.4 | 20.8 | 34.3 | 5.0 | - | - | - | - | - |
| Operating profit | 23.2 | 26.7 | 24.0 | (1.4) | 72.5 | 24.1 | - | - | - | - | 74.0 |

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

(2) NTT has implemented a revision of its business segments beginning with the fourth quarter of FY2021 (please refer to "Revision of Segments (page 13)" for a summary of the segment revision). In connection with this revision, results for periods from the third quarter of FY2021 and earlier that are presented above have been restated and are presented on the basis of the new segments.

3. Financial Results Summary (NTT DOCOMO Group(including NTT Communications Group and NTT Comware Group))

Overview of Financial Results (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) |
| NTT DOCOMO Group ⁽¹⁾ | | | | | | | | | | | |
| Operating revenues | 1,435.5 | 1,445.3 | 1,480.0 | 1,509.5 | 5,870.2 | 1,421.8 | - | - | - | - | 5,984.0 |
| Telecommunications services | 912.5 | 914.4 | 894.7 | 884.2 | 3,605.8 | 879.0 | - | - | - | - | 3,497.0 |
| Mobile communications services | 674.5 | 674.5 | 655.7 | 653.7 | 2,658.3 | 645.2 | - | - | - | - | 2,544.0 |
| Fixed communications services and other telecommunications services | 238.0 | 239.9 | 239.0 | 230.5 | 947.5 | 233.8 | - | - | - | - | 953.0 |
| Equipment sales | 139.2 | 127.8 | 180.2 | 181.9 | 629.0 | 145.3 | - | - | - | - | 684.0 |
| System integration services | 115.0 | 126.4 | 120.6 | 163.2 | 525.2 | 127.2 | - | - | - | - | 566.0 |
| Other | 268.8 | 276.7 | 284.5 | 280.2 | 1,110.2 | 270.3 | - | - | - | - | 1,237.0 |
| Operating expenses | 1,152.6 | 1,152.2 | 1,170.0 | 1,322.8 | 4,797.6 | 1,138.1 | - | - | - | - | 4,900.0 |
| Personnel expenses | 120.2 | 117.5 | 118.4 | 114.7 | 470.7 | 119.7 | - | - | - | - | 481.0 |
| Cost of equipment sold and services, and other expenses | 672.5 | 672.9 | 690.1 | 839.7 | 2,875.3 | 661.4 | - | - | - | - | 2,973.0 |
| Depreciation and amortization | 192.1 | 194.8 | 195.7 | 197.4 | 779.9 | 193.8 | - | - | - | - | 801.0 |
| Impairment losses | - | - | - | 1.7 | 1.7 | - | - | - | - | - | - |
| Communication network charges | 155.0 | 155.1 | 155.2 | 152.1 | 617.4 | 152.4 | - | - | - | - | 613.0 |
| Loss on disposal of property, plant and equipment and intangible assets | 12.9 | 11.9 | 10.5 | 17.4 | 52.6 | 10.8 | - | - | - | - | 32.0 |
| Operating profit | 282.8 | 293.1 | 310.0 | 186.6 | 1,072.5 | 283.7 | - | - | - | - | 1,084.0 |
| Profit before taxes | 284.7 | 293.0 | 318.6 | 186.1 | 1,082.4 | 291.9 | - | - | - | - | 1,084.0 |
| Profit attributable to NTT DOCOMO, INC. | 198.3 | 200.9 | 222.5 | 130.5 | 752.1 | 205.1 | - | - | - | - | 748.0 |
| Financial Indicators | | | | | | | | | | | |
| Free cash flow ⁽²⁾ | 43.0 | 560.6 | 196.3 | 333.4 | 1,133.3 | 213.3 | - | - | - | - | 680.0 |
| EBITDA ⁽³⁾ | 447.8 | 460.4 | 477.2 | 360.6 | 1,746.0 | 449.7 | - | - | - | - | 1,800.0 |
| Ratio of smart life plus enterprise business revenue (%) | - | - | - | - | 45.7% | - | - | - | - | - | 47.7% |
| Enterprise business revenue | 408.4 | - | - | - | 1,719.5 | 417.7 | - | - | - | - | 1,774.0 |
| Telecom CAPEX to Sales (%) | - | - | - | - | 16.4% | - | - | - | - | - | 16.8% |
| ROIC (%) | - | - | - | - | 10.8% | - | - | - | - | - | 10.5% |
| (Ref.) NTT DOCOMO Group Operating Income in Each Segment ⁽⁴⁾ | | | | | | | | | | | |
| Enterprise | | | | | | | | | | | |
| Operating revenues | 408.4 | - | - | - | 1,719.5 | 417.7 | - | - | - | - | 1,774.0 |
| (incl.) Solution services | 108.7 | - | - | - | - | 117.3 | - | - | - | - | - |
| Operating profit (loss) | 60.9 | - | - | - | 251.6 | 69.8 | - | - | - | - | 279.0 |
| Operating margin | 14.9% | - | - | - | 14.6% | 16.7% | - | - | - | - | 15.7% |
| Smart life | | | | | | | | | | | |
| Operating revenues | 234.7 | - | - | - | 960.4 | 240.3 | - | - | - | - | 1,081.0 |
| Operating profit (loss) | 48.6 | - | - | - | 197.8 | 56.9 | - | - | - | - | 203.0 |
| Operating margin | 20.7% | - | - | - | 20.6% | 23.7% | - | - | - | - | 18.8% |
| Consumer communications | | | | | | | | | | | |
| Operating revenues | 849.6 | - | - | - | 3,434.6 | 825.2 | - | - | - | - | 3,371.0 |
| Operating profit (loss) | 173.3 | - | - | - | 623.1 | 157.0 | - | - | - | - | 602.0 |
| Operating margin | 20.4% | - | - | - | 18.1% | 19.0% | - | - | - | - | 17.9% |

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

(2) 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.

(3) 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.

(4) Figures assume the completion of executing organizational restructuring including inter-group business transfers (Step 2) implemented for July 2022.

| Segment | Principal Services, etc., included in Each Reportable Segment |
|-------------------------|--|
| Enterprise | For enterprise customers: Mobile communications services, Fixed-line communications services, Device sales, System integration service, etc. |
| Smart life | Finance/payment services, Marketing solutions, Content/Lifestyle services, Support services for customers' peace of mind |
| Consumer communications | For consumer customers: Mobile communications services, Fixed-line communications services, Device sales, etc. |

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

Overview of Financial Results (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) |
| NTT East Group ⁽¹⁾ | | | | | | | | | | | |
| Operating revenues | 418.4 | 430.5 | 420.3 | 448.9 | 1,718.0 | 411.0 | - | - | - | - | 1,730.0 |
| Fixed voice related service | 124.8 | 123.5 | 123.8 | 121.6 | 493.8 | 117.1 | - | - | - | - | 468.0 |
| IP/packet communications service | 227.8 | 227.5 | 227.7 | 229.7 | 912.8 | 227.0 | - | - | - | - | 917.0 |
| Sales of telecommunications equipment | 7.2 | 6.7 | 6.1 | 7.0 | 27.0 | 5.2 | - | - | - | - | 28.0 |
| System integration services | 17.8 | 31.9 | 22.5 | 39.7 | 111.9 | 18.5 | - | - | - | - | 128.0 |
| Other | 40.8 | 40.8 | 40.1 | 50.8 | 172.4 | 43.2 | - | - | - | - | 189.0 |
| Operating expenses | 326.6 | 335.6 | 333.2 | 443.7 | 1,439.0 | 321.0 | - | - | - | - | 1,450.0 |
| Personnel expenses | 88.0 | 85.7 | 86.8 | 83.5 | 344.0 | 86.3 | - | - | - | - | 339.0 |
| Expenses for purchase of goods and services and other expenses | 166.8 | 177.0 | 174.4 | 226.3 | 744.4 | 165.8 | - | - | - | - | 778.0 |
| Depreciation and amortization | 54.3 | 56.2 | 55.1 | 56.0 | 221.7 | 52.6 | - | - | - | - | 216.0 |
| Impairment losses | - | - | - | 13.9 | 13.9 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 6.5 | 7.4 | 7.5 | 19.1 | 40.4 | 4.7 | - | - | - | - | 40.0 |
| Taxes and dues | 10.9 | 9.3 | 9.4 | 45.0 | 74.6 | 11.6 | - | - | - | - | 77.0 |
| Operating profit | 91.8 | 94.9 | 87.1 | 5.1 | 279.0 | 90.0 | - | - | - | - | 280.0 |
| Profit before taxes | 95.2 | 94.4 | 86.8 | 5.1 | 281.5 | 90.4 | - | - | - | - | 279.0 |
| Profit attributable to NTT East | 67.2 | 66.0 | 60.4 | 2.9 | 196.4 | 63.0 | - | - | - | - | 195.0 |
| NTT West Group ⁽²⁾ | | | | | | | | | | | |
| Operating revenues | 362.1 | 367.1 | 370.6 | 413.8 | 1,513.5 | 363.5 | - | - | - | - | 1,520.0 |
| Fixed voice related service | 110.3 | 109.4 | 110.3 | 114.2 | 444.2 | 105.9 | - | - | - | - | 424.0 |
| IP/packet communications service | 171.7 | 170.9 | 171.9 | 172.9 | 687.4 | 174.2 | - | - | - | - | 699.0 |
| Sales of telecommunications equipment | 9.5 | 10.5 | 9.7 | 11.5 | 41.2 | 9.8 | - | - | - | - | 42.0 |
| System integration services | 16.2 | 22.7 | 24.9 | 45.3 | 109.2 | 17.1 | - | - | - | - | 123.0 |
| Other | 54.4 | 53.5 | 53.7 | 69.9 | 231.5 | 56.5 | - | - | - | - | 232.0 |
| Operating expenses | 307.1 | 318.3 | 313.6 | 413.7 | 1,352.7 | 314.8 | - | - | - | - | 1,358.0 |
| Personnel expenses | 79.2 | 78.7 | 77.6 | 78.2 | 313.7 | 77.5 | - | - | - | - | 308.0 |
| Expenses for purchase of goods and services and other expenses | 163.4 | 175.3 | 171.6 | 226.5 | 736.8 | 172.1 | - | - | - | - | 741.0 |
| Depreciation and amortization | 48.9 | 49.8 | 50.3 | 50.9 | 199.9 | 50.3 | - | - | - | - | 206.0 |
| Impairment losses | - | - | - | 0.6 | 0.6 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 6.6 | 7.1 | 6.5 | 17.6 | 37.8 | 5.8 | - | - | - | - | 39.0 |
| Taxes and dues | 9.0 | 7.4 | 7.6 | 39.9 | 64.0 | 9.1 | - | - | - | - | 64.0 |
| Operating profit | 54.9 | 48.8 | 57.0 | 0.1 | 160.9 | 48.6 | - | - | - | - | 162.0 |
| Profit before taxes | 54.5 | 48.1 | 56.2 | (0.6) | 158.3 | 48.1 | - | - | - | - | 159.0 |
| Profit attributable to NTT West | 37.6 | 33.4 | 39.5 | (0.0) | 110.5 | 33.2 | - | - | - | - | 111.0 |

(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.

3. Financial Results Summary (NTT Data Consolidated, NTT Ltd. Group) ⁽¹⁾

Overview of Financial Results (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) |
| NTT DATA Consolidated (After integration of overseas business) ⁽²⁾ | | | | | | | | | | | |
| Net sales | - | - | - | - | - | - | - | - | - | - | 3,270.0 |
| Operating expenses | - | - | - | - | - | - | - | - | - | - | 3,034.0 |
| Operating profit | - | - | - | - | - | - | - | - | - | - | 236.0 |
| Profit before taxes | - | - | - | - | - | - | - | - | - | - | 230.0 |
| Profit attributable to NTT DATA | - | - | - | - | - | - | - | - | - | - | 136.0 |
| NTT DATA Consolidated (Prior to integration of overseas businesses) ⁽³⁾ | | | | | | | | | | | |
| Net sales | 590.8 | 621.3 | 636.1 | 703.7 | 2,551.9 | 677.4 | - | - | - | - | 2,660.0 |
| Public and social infrastructure | 121.9 | 138.7 | 140.9 | 181.0 | 582.4 | 127.9 | - | - | - | - | 611.0 |
| Financial | 146.6 | 160.7 | 150.4 | 175.4 | 633.1 | 163.9 | - | - | - | - | 658.0 |
| Enterprise and Solutions | 147.7 | 159.5 | 164.0 | 181.7 | 652.9 | 168.3 | - | - | - | - | 680.0 |
| North America | 114.0 | 114.9 | 118.4 | 128.3 | 475.7 | 138.5 | - | - | - | - | 508.0 |
| EMEA and LATAM | 131.6 | 128.1 | 144.7 | 146.6 | 550.9 | 163.2 | - | - | - | - | 573.0 |
| Eliminations or Corporate | (71.0) | (80.6) | (82.2) | (109.3) | (343.0) | (84.4) | - | - | - | - | (370.0) |
| Cost of sales | 437.9 | 454.9 | 465.2 | 517.9 | 1,875.9 | 499.5 | - | - | - | - | 1,938.0 |
| Gross profit | 152.9 | 166.3 | 170.9 | 185.8 | 676.0 | 177.9 | - | - | - | - | 722.0 |
| Selling, general and administrative expenses | 105.6 | 104.5 | 113.0 | 140.3 | 463.4 | 120.4 | - | - | - | - | 500.0 |
| Operating profit | 47.3 | 61.9 | 58.0 | 45.5 | 212.6 | 57.5 | - | - | - | - | 222.0 |
| Profit before taxes | 49.0 | 62.1 | 58.2 | 46.6 | 215.8 | 58.9 | - | - | - | - | 222.0 |
| Profit attributable to NTT DATA | 31.1 | 40.8 | 38.3 | 32.8 | 143.0 | 39.7 | - | - | - | - | 147.0 |
| NTT Ltd. Group ⁽⁴⁾⁽⁵⁾ | | | | | | | | | | | |
| Operating revenues | 253.7 | 261.8 | 271.6 | 267.5 | 1,054.7 | 294.2 | - | - | - | - | 1,220.0 |
| High value services | 108.4 | 110.9 | 119.3 | 117.7 | 456.2 | 132.2 | - | - | - | - | 510.0 |
| Data center | 37.9 | 41.2 | 46.1 | 48.8 | 173.9 | 55.8 | - | - | - | - | - |
| Managed services | 36.8 | 37.4 | 39.3 | 34.4 | 147.9 | 41.9 | - | - | - | - | - |
| Data Networks | 13.5 | 12.3 | 14.3 | 14.2 | 54.3 | 12.9 | - | - | - | - | - |
| Other (Cloud communications, etc.) | 20.2 | 19.9 | 19.7 | 20.3 | 80.1 | 21.6 | - | - | - | - | - |
| Other services(IT product sales, etc.) | 145.3 | 151.0 | 152.3 | 149.8 | 598.5 | 161.9 | - | - | - | - | 710.0 |
| Operating expenses | 259.8 | 256.9 | 265.9 | 265.7 | 1,048.3 | 287.9 | - | - | - | - | 1,185.0 |
| Personnel expenses | 73.1 | 67.2 | 71.9 | 77.0 | 289.2 | 77.2 | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 162.1 | 166.2 | 170.1 | 152.4 | 650.9 | 186.7 | - | - | - | - | - |
| Depreciation and amortization | 22.9 | 22.2 | 23.1 | 25.2 | 93.5 | 23.4 | - | - | - | - | - |
| Impairment losses | 1.3 | 0.0 | 0.0 | 9.4 | 10.7 | 0.3 | - | - | - | - | - |
| Expenses on disposal of fixed assets | 0.2 | 0.4 | 0.2 | 1.1 | 1.8 | 0.0 | - | - | - | - | - |
| Taxes and dues | 0.2 | 0.8 | 0.7 | 0.6 | 2.3 | 0.3 | - | - | - | - | - |
| Operating profit | (6.1) | 5.0 | 5.7 | 1.8 | 6.3 | 6.2 | - | - | - | - | 35.0 |
| Profit before taxes | (7.6) | 3.0 | 2.1 | (2.2) | (4.6) | 10.0 | - | - | - | - | 23.0 |
| Profit attributable to NTT Ltd. | (9.6) | (1.4) | (1.5) | 17.4 | 4.9 | 18.2 | - | - | - | - | 0.0 |
| (Ref.) Ratio of "High value services" to operating revenues | 43% | - | - | - | 43% | 45% | - | - | - | - | 42% |

(1) NTT has implemented a revision of its business segments beginning with the fourth quarter of FY2021 (please refer to "Revision of Segments (page 13)" for a summary of the segment revision). In connection with this revision, results for periods from the third quarter of FY2021 and earlier that are presented above have been restated and are presented on the basis of the new segments. Results for NTT, Inc. (Global Holding Company) Group, which were previously presented on this page, are identical to the results for the global solutions business segment as a result of the revision of NTT's business segments that NTT has implemented beginning with the presentation of FY2021 results. Accordingly, such results will no longer be presented on this page. Please refer to page 4 for details.

(2) The earnings forecast of NTT DATA Consolidated for FY2022 (after the global business integration) includes the earnings forecast of the NTT Ltd. Group for the second half of FY2022.

(3) Represents figures for NTT DATA Consolidated on its current basis, excluding the impact of the global business integration scheduled to be implemented in October 2022.

(4) Represents figures for NTT Ltd. Group on its current basis, excluding the impact of the global business integration scheduled to be implemented in October 2022. The forecast for the first half of FY2022 for NTT Ltd. Group, which will not be included in the FY2022 NTT DATA Consolidated forecast after the global business integration, is operating revenues of 600.0 billion yen and operating income of 10.0 billion yen.

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

Overview of Financial Results (IFRS)

| | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) |
| NTT Urban Solutions Group ⁽¹⁾ | | | | | | | | | | | |
| Operating revenues | 93.2 | 105.6 | 104.4 | 143.4 | 446.5 | 90.4 | - | - | - | - | 380.0 |
| Operating expenses | 82.8 | 92.2 | 93.3 | 139.3 | 407.6 | 81.6 | - | - | - | - | 345.0 |
| Personnel expenses | 21.8 | 22.1 | 21.7 | 23.6 | 89.1 | 21.6 | - | - | - | - | 74.0 |
| Expenses for purchase of goods and services and other expenses | 49.5 | 58.9 | 60.4 | 90.6 | 259.4 | 48.5 | - | - | - | - | 221.0 |
| Depreciation and amortization | 10.4 | 10.3 | 10.2 | 10.3 | 41.2 | 10.3 | - | - | - | - | 35.0 |
| Impairment losses | - | - | - | 2.0 | 2.0 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | - | - | - | - | - | - | - | - | - | - | - |
| Taxes and dues | 1.1 | 1.0 | 1.0 | 12.8 | 15.9 | 1.1 | - | - | - | - | 15.0 |
| Operating profit | 11.0 | 15.5 | 15.7 | 4.4 | 46.6 | 8.6 | - | - | - | - | 44.0 |
| Profit before taxes | 9.7 | 14.3 | 14.5 | 3.0 | 41.5 | 6.2 | - | - | - | - | 39.0 |
| Profit attributable to NTT Urban Solutions | 6.3 | 9.2 | 8.9 | 1.6 | 26.0 | 3.4 | - | - | - | - | 25.0 |
| (incl.) NTT Urban Development Consolidated ⁽²⁾ | | | | | | | | | | | |
| Operating revenues | 34.2 | 34.4 | 31.0 | 42.0 | 141.5 | 35.5 | - | - | - | - | 157.0 |
| Operating expenses | 24.9 | 23.7 | 21.8 | 45.6 | 116.0 | 25.4 | - | - | - | - | 134.0 |
| Personnel expenses | 3.1 | 0.7 | 1.8 | 1.9 | 7.5 | 1.8 | - | - | - | - | 8.0 |
| Expenses for purchase of goods and services and other expenses | 14.1 | 15.7 | 12.7 | 22.6 | 65.1 | 16.1 | - | - | - | - | 84.0 |
| Depreciation and amortization | 7.1 | 6.9 | 6.9 | 6.9 | 27.7 | 7.0 | - | - | - | - | 28.0 |
| Impairment losses | - | - | - | 2.0 | 2.0 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | - | - | - | - | - | - | - | - | - | - | - |
| Taxes and dues | 0.6 | 0.5 | 0.4 | 12.2 | 13.7 | 0.6 | - | - | - | - | 14.0 |
| Operating profit | 9.5 | 11.6 | 13.5 | (3.4) | 31.2 | 9.5 | - | - | - | - | 32.0 |
| Profit before taxes | 8.3 | 10.5 | 12.3 | (4.8) | 26.3 | 8.2 | - | - | - | - | 27.0 |
| Profit attributable to NTT Urban Development | 5.3 | 6.8 | 8.1 | (3.8) | 16.5 | 5.1 | - | - | - | - | 17.0 |

(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

(2) NTT Urban Value Support, Inc. (formerly NTT Urban Development Builservice Co., Ltd. * wholly-owned subsidiary of NTT Urban Development Corporation) became a wholly-owned subsidiary of NTT Urban Solutions, Inc. in July 2021 and is not included in NTT Urban Development Corporation.

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

Number of Subscriptions

| | | FY 2021 | | | | | FY 2022 | | | | | FY 2022 (E) |
|--|----------------|--|--|--|--|------------------------|--|--|--|--|------------------------|---------------------------------------|
| | | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of December 31 (Three Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of December 31 (Three Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | Year Ending March 31 (Forecast) |
| Mobile Telecommunications Services ⁽¹⁾ | (in thousands) | 82,916 | 83,454 | 83,846 | 84,752 | 84,752 | 85,245 | - | - | - | - | 87,668 |
| Telecommunications Services (5G) | (in thousands) | 5,351 | 6,942 | 8,952 | 11,530 | 11,530 | 13,785 | - | - | - | - | 22,480 |
| (Incl.) home5G | (in thousands) | - | 75 | 186 | 288 | 288 | 388 | - | - | - | - | - |
| (Incl.) Modules | (in thousands) | - | - | - | - | - | - | - | - | - | - | - |
| Telecommunications Services (LTE (Xi)) | (in thousands) | 63,172 | 63,001 | 62,242 | 61,396 | 61,396 | 60,452 | - | - | - | - | 56,543 |
| (Incl.) Modules | (in thousands) | 6,088 | 6,730 | 7,389 | 8,086 | 8,086 | 8,665 | - | - | - | - | - |
| Telecommunications Services (FOMA (3G)) | (in thousands) | 14,393 | 13,511 | 12,651 | 11,826 | 11,826 | 11,009 | - | - | - | - | 8,645 |
| (Incl.) Modules | (in thousands) | 6,114 | 5,929 | 5,682 | 5,470 | 5,470 | 5,183 | - | - | - | - | - |
| Net increase from previous period | (in thousands) | 284 | 537 | 392 | 907 | 2,120 | 493 | - | - | - | - | 2,915 |
| Churn rate ⁽²⁾ | (%) | 0.58% | 0.53% | 0.65% | 0.69% | 0.62% | 0.67% | - | - | - | - | - |
| (Incl.) Handset churn rate ⁽³⁾ | (%) | 0.48% | 0.45% | 0.55% | 0.64% | 0.53% | 0.58% | - | - | - | - | - |
| i-mode | (in thousands) | 3,816 | 3,393 | 3,017 | 2,675 | 2,675 | 2,385 | - | - | - | - | - |
| sp-mode and so on ⁽⁴⁾ | (in thousands) | 47,538 | 48,014 | 48,338 | 50,099 | 50,099 | 50,528 | - | - | - | - | - |
| Number of units sold | (in thousands) | 6,492 | 5,781 | 5,781 | 6,224 | 24,279 | 5,523 | - | - | - | - | 24,750 |
| (Incl.) New subscriptions ⁽⁵⁾ | (in thousands) | 2,874 | 2,659 | 2,843 | 3,527 | 11,903 | 3,134 | - | - | - | - | - |
| Total smartphones and tablets sold | (in thousands) | 3,248 | 3,028 | 2,969 | 3,151 | 12,396 | 2,649 | - | - | - | - | 12,642 |
| (Incl.) Tablets sold | (in thousands) | 217 | 182 | 143 | 146 | 689 | 154 | - | - | - | - | - |
| Telephone subscriber lines ⁽⁶⁾ | (in thousands) | 13,858 | 13,622 | 13,381 | 13,123 | 13,123 | 12,858 | - | - | - | - | 12,142 |
| NTT East | (in thousands) | 6,932 | 6,821 | 6,713 | 6,597 | 6,597 | 6,482 | - | - | - | - | 6,097 |
| NTT West | (in thousands) | 6,926 | 6,801 | 6,669 | 6,527 | 6,527 | 6,376 | - | - | - | - | 6,045 |
| INS-Net ⁽⁷⁾ | (in thousands) | 1,727 | 1,690 | 1,648 | 1,604 | 1,604 | 1,564 | - | - | - | - | 1,440 |
| NTT East | (in thousands) | 869 | 848 | 827 | 803 | 803 | 782 | - | - | - | - | 703 |
| NTT West | (in thousands) | 859 | 842 | 821 | 801 | 801 | 782 | - | - | - | - | 737 |
| Telephone subscriber lines + INS-Net | (in thousands) | 15,585 | 15,312 | 15,029 | 14,727 | 14,727 | 14,422 | - | - | - | - | 13,582 |
| NTT East | (in thousands) | 7,801 | 7,669 | 7,540 | 7,400 | 7,400 | 7,264 | - | - | - | - | 6,800 |
| NTT West | (in thousands) | 7,785 | 7,643 | 7,490 | 7,327 | 7,327 | 7,158 | - | - | - | - | 6,782 |
| Public telephones | (number) | 143,829 | 141,726 | 139,321 | 137,649 | 137,649 | 132,595 | - | - | - | - | 126,649 |
| NTT East | (number) | 68,898 | 68,714 | 68,556 | 67,959 | 67,959 | 65,762 | - | - | - | - | 62,959 |
| NTT West | (number) | 74,931 | 73,012 | 70,765 | 69,690 | 69,690 | 66,833 | - | - | - | - | 63,690 |
| FLET'S ISDN | (in thousands) | 45 | 43 | 42 | 40 | 40 | 38 | - | - | - | - | 33 |
| NTT East | (in thousands) | 19 | 18 | 18 | 17 | 17 | 16 | - | - | - | - | 14 |
| NTT West | (in thousands) | 26 | 25 | 24 | 23 | 23 | 22 | - | - | - | - | 19 |
| FLET'S ADSL | (in thousands) | 359 | 340 | 313 | 286 | 286 | 247 | - | - | - | - | - |
| NTT East | (in thousands) | 150 | 141 | 130 | 120 | 120 | 104 | - | - | - | - | - |
| NTT West | (in thousands) | 210 | 199 | 183 | 166 | 166 | 143 | - | - | - | - | - |
| FLET'S Hikari (including Hikari Collaboration Model) ^{(8) (9) (10)} | (in thousands) | 22,817 | 23,034 | 23,194 | 23,266 | 23,266 | 23,407 | - | - | - | - | 23,916 |
| NTT East | (in thousands) | 12,911 | 13,034 | 13,119 | 13,156 | 13,156 | 13,240 | - | - | - | - | 13,556 |
| NTT West | (in thousands) | 9,906 | 10,000 | 10,075 | 10,110 | 10,110 | 10,167 | - | - | - | - | 10,360 |
| (incl.) Hikari Collaboration Model | (in thousands) | 15,611 | 15,905 | 16,132 | 16,292 | 16,292 | 16,500 | - | - | - | - | 17,192 |
| NTT East | (in thousands) | 9,172 | 9,342 | 9,471 | 9,573 | 9,573 | 9,696 | - | - | - | - | 10,173 |
| NTT West | (in thousands) | 6,439 | 6,563 | 6,660 | 6,719 | 6,719 | 6,804 | - | - | - | - | 7,019 |
| (incl.) docomo Hikari | (in thousands) | 7,137 | 7,209 | 7,254 | 7,262 | 7,262 | 7,276 | - | - | - | - | - |
| Hikari Denwa ⁽¹¹⁾ | (in thousands) | 18,713 | 18,756 | 18,777 | 18,782 | 18,782 | 18,782 | - | - | - | - | 18,908 |
| NTT East | (in thousands) | 10,043 | 10,064 | 10,073 | 10,075 | 10,075 | 10,076 | - | - | - | - | 10,175 |
| NTT West | (in thousands) | 8,671 | 8,692 | 8,703 | 8,707 | 8,707 | 8,706 | - | - | - | - | 8,733 |

(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, but it is calculated including the number of "OCN mobile" subscriptions from the fourth quarter of 2021.

(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, and "OCN mobile" from the fourth 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," "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, 2022 compared to the fiscal year ended March 31, 2022 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 368 thousand lines and 288 thousand lines, respectively, for a total of 657 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 300 thousand lines and 225 thousand lines, respectively, for a total of 525 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 43 thousand lines and 36 thousand lines, respectively, for a total of 79 thousand lines.

(10) The comparative forecast for the year ending March 31, 2023 (Forecast) compared to the results for the year ended March 31, 2022 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 1,100 thousand lines, respectively, for a total of 2,600 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West are expected to be 1,200 thousand lines and 800 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 200 thousand lines and 150 thousand lines, respectively, for a total of 350 thousand lines.

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

4. Operating Data (Number of Subscriptions, Transactions)

Number of Subscriptions

| | | FY 2021 | | | | | FY 2022 | | | | | FY 2022 (E) |
|---|----------------|--|--|--|--|------------------------|--|--|--|--|------------------------|---------------------------------------|
| | | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of December 31 (Three Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of December 31 (Three Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | Year Ending March 31 (Forecast) |
| NTT Group Major ISPs ⁽¹⁾ | (in thousands) | 11,382 | 11,365 | 11,378 | 11,360 | 11,360 | 11,354 | - | - | - | - | 11,250 |
| (incl.) OCN | (in thousands) | 7,020 | 7,015 | 7,036 | 7,018 | 7,018 | 7,052 | - | - | - | - | 7,005 |
| (incl.) Plala | (in thousands) | 3,927 | 3,907 | 3,896 | 3,889 | 3,889 | 3,851 | - | - | - | - | 3,789 |
| Hikari TV | (in thousands) | 2,934 | 2,925 | 2,951 | 2,952 | 2,952 | 2,937 | - | - | - | - | 2,932 |
| FLET'S TV Transmission Services ⁽²⁾ | (in thousands) | 1,926 | 1,954 | 1,976 | 1,995 | 1,995 | 2,011 | - | - | - | - | 2,061 |
| NTT East | (in thousands) | 1,130 | 1,139 | 1,147 | 1,154 | 1,154 | 1,159 | - | - | - | - | 1,184 |
| NTT West | (in thousands) | 796 | 815 | 829 | 841 | 841 | 852 | - | - | - | - | 877 |
| "d POINT CLUB" members | (in thousands) | 83,728 | 85,542 | 87,206 | 89,075 | 89,075 | 90,377 | - | - | - | - | - |
| (incl.) "d POINT CARD" registrants ⁽³⁾ | (in thousands) | 52,570 | 54,325 | 55,975 | 57,857 | 57,857 | 59,166 | - | - | - | - | - |
| "d POINTs" used | (in billions) | 69.7 | 66.4 | 67.3 | 66.9 | 270.3 | 67.1 | - | - | - | - | - |
| (incl.) "d POINTs" used at partners' stores, etc. | (in billions) | 52.7 | 50.6 | 52.1 | 52.7 | 208.1 | 54.0 | - | - | - | - | - |
| Finance/Payment transactions handled ⁽⁴⁾ | (in billions) | 2,000 | 4,090 | 6,490 | 8,860 | 8,860 | 2,510 | - | - | - | - | - |
| (incl.) "d CARD" transactions | (in billions) | 1,500 | 3,060 | 4,850 | 6,610 | 6,610 | 1,870 | - | - | - | - | - |
| (incl.) "d Payment" transactions ⁽⁵⁾ | (in billions) | 304 | 628 | 1,022 | 1,418 | 1,418 | 431 | - | - | - | - | - |
| "d CARD" members | (in thousands) | 14,759 | 15,071 | 15,379 | 15,666 | 15,666 | 15,938 | - | - | - | - | - |
| (incl.) "d CARD GOLD" | (in thousands) | 8,232 | 8,475 | 8,687 | 8,886 | 8,886 | 9,065 | - | - | - | - | - |
| "d Payment" users ⁽⁶⁾ | (in millions) | 37.35 | 39.43 | 41.65 | 43.75 | 43.75 | 45.61 | - | - | - | - | - |
| Locations where payment / point services are available ⁽⁷⁾ | (in millions) | 3.52 | 3.71 | 3.87 | 4.10 | 4.10 | 4.24 | - | - | - | - | - |

(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), "d Payment (iD)" and "DOCOMO Mobile Payment". In association with the service integration of "DOCOMO Mobile Payment" into "d Payment" on June 1, 2022, the amount of transactions processed with "d Payment" include DOCOMO Payment transactions with the first quarter of FY2022. In connection with this service integration, figures for FY 2021 also include DOCOMO Payment transactions.

(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.

4. 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 integrated ICT business, ARPU is calculated by dividing revenue items included in operating revenues from its integrated ICT 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 regional communications 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 2021 | | | | | FY 2022 | | | | | (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 2022 (E) Year Ending March 31 (Forecast) |
| NTT DOCOMO | | | | | | | | | | | |
| Aggregate ARPU ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾ | 4,780 | 4,790 | 4,730 | 4,670 | 4,740 | 4,620 | - | - | - | - | 4,540 |
| Mobile ARPU (5G + LTE (Xi) + FOMA (3G)) | 4,200 | 4,200 | 4,140 | 4,080 | 4,150 | 4,030 | - | - | - | - | 3,940 |
| Hikari ARPU | 580 | 590 | 590 | 590 | 590 | 590 | - | - | - | - | 600 |
| Aggregate ARPU (as oldly defined) ⁽²⁾⁽³⁾⁽⁴⁾ | 4,840 | 4,850 | 4,800 | 4,740 | 4,810 | - | - | - | - | - | - |
| Mobile ARPU (5G + LTE (Xi) + FOMA (3G)) | 4,250 | 4,250 | 4,200 | 4,140 | 4,210 | - | - | - | - | - | - |
| Hikari ARPU | 590 | 600 | 600 | 600 | 600 | - | - | - | - | - | - |
| NTT East ⁽⁵⁾⁽⁶⁾⁽⁷⁾⁽⁸⁾⁽⁹⁾ | | | | | | | | | | | |
| Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) | 2,470 | 2,470 | 2,590 | 2,570 | 2,530 | 2,550 | - | - | - | - | 2,540 |
| FLET'S Hikari ARPU ⁽¹⁰⁾ | 4,640 | 4,560 | 4,530 | 4,530 | 4,570 | 4,500 | - | - | - | - | 4,480 |
| Basic Monthly Charge | 3,400 | 3,330 | 3,320 | 3,320 | 3,350 | 3,310 | - | - | - | - | 3,310 |
| Optional Services | 1,240 | 1,230 | 1,210 | 1,210 | 1,220 | 1,190 | - | - | - | - | 1,170 |
| NTT West ⁽⁵⁾⁽⁶⁾⁽⁷⁾⁽⁸⁾⁽⁹⁾ | | | | | | | | | | | |
| Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) | 2,460 | 2,460 | 2,570 | 2,560 | 2,510 | 2,550 | - | - | - | - | 2,530 |
| FLET'S Hikari ARPU ⁽¹⁰⁾ | 4,690 | 4,620 | 4,580 | 4,580 | 4,620 | 4,560 | - | - | - | - | 4,540 |
| Basic Monthly Charge | 3,260 | 3,200 | 3,190 | 3,200 | 3,220 | 3,200 | - | - | - | - | 3,190 |
| Optional Services | 1,430 | 1,420 | 1,390 | 1,380 | 1,400 | 1,360 | - | - | - | - | 1,350 |

(1) Beginning with the fiscal year ended March 31, 2022, Mobile ARPU is calculated to include OCN mobile-related revenues and subscription numbers.

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

Aggregate ARPU = Mobile ARPU + "Hikari" ARPU

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

(3) 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

(4) 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.

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

- Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines): Calculated based on revenues from monthly charges and call charges for Telephone Subscriber Lines and INS-NET Subscriber Lines, which are included in operating revenues from Voice Transmission Services (excluding IP Services), and revenues from "FLET'S ADSL" and "FLET'S ISDN," which are included in operating revenues from IP Services.
- FLET'S Hikari ARPU: Calculated based on revenues from "FLET'S Hikari" (including "FLET'S Hikari" optional services), which are included in operating revenues from IP Services, revenues from monthly charges, call charges and connection device charges for "Hikari Denwa," and revenues from "FLET'S Hikari" optional services, which are included in Supplementary Business revenues.
 - "FLET'S Hikari" includes "FLET'S Hikari Cross," "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.

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

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

- 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 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

(8) 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).

(9) 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.

(10) 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," "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.

4. Operating Data (Number of Employees)

| Number of Employees | FY 2021 | | | | FY 2022 | | | | (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 2022 (E) |
| | | | | | | | | | Year Ending March 31 (Forecast) |
| NTT Consolidated Number of Employees | 332,950 | 335,200 | 337,850 | 333,850 | 341,950 | - | - | - | 339,050 |
| Integrated ICT Business Segment ⁽¹⁾ | 48,100 | 48,100 | 48,100 | 46,500 | 48,350 | - | - | - | 47,750 |
| Regional communications business Segment | 77,500 | 77,100 | 77,250 | 72,950 | 74,800 | - | - | - | 71,550 |
| Global Solutions Business Segment ⁽¹⁾ | 180,600 | 183,100 | 185,600 | 188,300 | 191,950 | - | - | - | 193,250 |
| Others(Real Estate, Energy and Others) ⁽¹⁾ | 26,750 | 26,900 | 26,900 | 26,100 | 26,850 | - | - | - | 26,500 |
| Number of Employees, by Core Group Companies | | | | | | | | | |
| NTT DOCOMO Group | 48,100 | 48,100 | 48,100 | 46,500 | 48,350 | - | - | - | 47,750 |
| NTT East Group | 38,750 | 38,550 | 38,600 | 36,550 | 37,550 | - | - | - | 36,550 |
| NTT West Group | 38,750 | 38,550 | 38,650 | 36,400 | 37,250 | - | - | - | 35,000 |
| NTT DATA Consolidated (After integration of overseas business) ⁽²⁾ | - | - | - | 188,150 | 191,850 | - | - | - | 193,100 |
| NTT DATA Consolidated (Prior to integration of overseas businesses) ⁽³⁾ | 142,750 | 145,750 | 149,100 | 152,000 | 155,800 | - | - | - | 159,000 |
| NTT Ltd. Group ⁽⁴⁾ | 37,700 | 37,150 | 36,300 | 36,150 | 36,050 | - | - | - | 34,100 |

(1) NTT has implemented a revision of its business segments beginning with the fourth quarter of FY2021 (please refer to "Revision of Segments (page 13)" for a summary of the segment revision). In connection with this revision, results for periods from the third quarter of FY2021 and earlier that are presented above have been restated and are presented on the basis of the new segments.

(2) Represents the combined total of the full-year FY2022 forecasts for NTT DATA Consolidated (Prior to Integration of Overseas Business) and the NTT Ltd. Group.

(3) Represents figures for NTT DATA Consolidated on its current basis, excluding the impact of the global business integration scheduled to be implemented in October 2022.

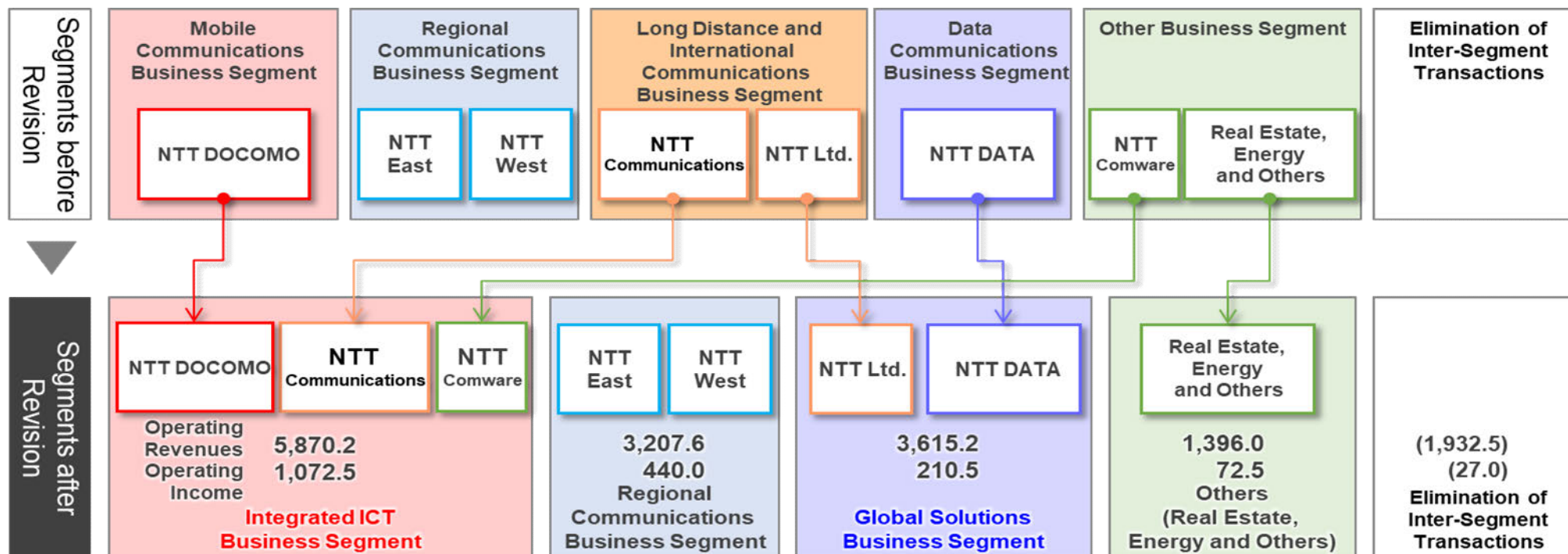
(4) Represents figures for NTT Ltd. Group on its current basis, excluding the impact of the global business integration scheduled to be implemented in October 2022.

(Ref.) Revision of Segments

For the strategic group-wide utilization of resources and assets and for speeding up decision-making, the Company has overhauled the corporate structure which has involved making NTT DOCOMO a wholly owned subsidiary in December 2020 and furthermore making NTT Communications and NTT Comware subsidiaries of NTT DOCOMO in January 2022. Accordingly, effective from the fourth quarter of FY2021, the Group has transitioned to a four-segment structure consisting of the Integrated ICT Business, Regional Communications Business, Global Solutions Business, and Others (Real Estate, Energy and Others), from its previous five-segment structure consisting of the Mobile Communications Business, Regional Communications Business, Long Distance and International Communications Business, Data Communications Business, and Other Business. In connection with this revision, results from the third quarter of FY2021 and earlier have been restated and are presented on the basis of the new segments.

(Billions of yen)

FY2021 Results NTT Consolidated Operating Revenues 12,156.4 / Operating Income 1,768.6



(Ref.) Financial Results Summary (Former NTT DOCOMO Group (excluding NTT Communications Group and NTT Comware Group)⁽¹⁾, Former NTT Communications Group)

| Overview of Financial Results (IFRS) | FY 2021 | | | | | FY 2022 | | | | | (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 2022 (E) Year Ending March 31 (Forecast) |
| Former NTT DOCOMO Group (excluding NTT Communications Group and NTT Comware Group)⁽¹⁾⁽²⁾ | | | | | | | | | | | |
| Operating revenues | 1,159.6 | 1,156.6 | 1,201.2 | 1,196.4 | 4,713.8 | - | - | - | - | - | 4,802.0 |
| Telecommunications services | 770.7 | 771.9 | 753.3 | 750.7 | 3,046.6 | - | - | - | - | - | - |
| Mobile communications services | 674.3 | 674.8 | 652.9 | 649.6 | 2,645.6 | - | - | - | - | - | - |
| Optical-fiber broadband service and other telecommunications services | 99.4 | 100.2 | 100.4 | 101.0 | 401.0 | - | - | - | - | - | - |
| Equipment sales | 137.6 | 125.6 | 177.9 | 176.8 | 618.0 | - | - | - | - | - | - |
| Other | 251.3 | 259.1 | 269.9 | 268.9 | 1,049.2 | - | - | - | - | - | - |
| Operating expenses | 915.2 | 904.7 | 927.9 | 1,038.0 | 3,785.9 | - | - | - | - | - | - |
| Personnel expenses | 75.3 | 74.9 | 75.1 | 71.0 | 296.3 | - | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 556.4 | 545.7 | 567.9 | 680.0 | 2,350.1 | - | - | - | - | - | - |
| Depreciation and amortization | 153.4 | 155.1 | 156.4 | 157.2 | 622.1 | - | - | - | - | - | - |
| Impairment losses | - | - | - | 0.2 | 0.2 | - | - | - | - | - | - |
| Communication network charges | 118.5 | 118.5 | 119.5 | 116.9 | 473.3 | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 11.7 | 10.5 | 9.0 | 12.7 | 43.9 | - | - | - | - | - | - |
| Operating profit | 244.4 | 251.9 | 273.3 | 158.3 | 927.9 | - | - | - | - | - | 936.0 |
| Profit before taxes | 245.3 | 252.2 | 275.5 | 157.8 | 930.9 | - | - | - | - | - | - |
| Profit attributable to NTT DOCOMO, INC. | 171.5 | 173.4 | 191.1 | 112.1 | 648.0 | - | - | - | - | - | - |
| Former NTT Communications Group⁽²⁾ | | | | | | | | | | | |
| Operating revenues ⁽³⁾ | 244.0 | 260.1 | 249.6 | 293.8 | 1,047.6 | - | - | - | - | - | 1,080.0 |
| Cloud computing platforms | 25.3 | 25.9 | 26.1 | 27.4 | 104.7 | - | - | - | - | - | - |
| Data networks | 96.8 | 99.3 | 97.7 | 98.4 | 392.2 | - | - | - | - | - | - |
| Voice communications | 50.9 | 50.8 | 50.6 | 51.4 | 203.6 | - | - | - | - | - | - |
| Applications & content | 18.5 | 18.3 | 18.6 | 20.9 | 76.3 | - | - | - | - | - | - |
| Solution services | 46.5 | 60.5 | 50.1 | 89.6 | 246.8 | - | - | - | - | - | - |
| Other | 6.1 | 5.3 | 6.5 | 6.2 | 24.0 | - | - | - | - | - | - |
| Operating expenses | 208.9 | 223.1 | 216.0 | 264.5 | 912.5 | - | - | - | - | - | - |
| Personnel expenses | 32.5 | 30.9 | 31.8 | 31.2 | 126.4 | - | - | - | - | - | - |
| Expenses for purchase of goods and services and other expenses | 145.2 | 160.8 | 152.2 | 190.2 | 648.3 | - | - | - | - | - | - |
| Depreciation and amortization | 29.6 | 29.5 | 30.0 | 31.1 | 120.1 | - | - | - | - | - | - |
| Impairment losses | - | - | - | - | - | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 0.9 | 1.3 | 1.4 | 3.9 | 7.5 | - | - | - | - | - | - |
| Taxes and dues | 0.7 | 0.6 | 0.6 | 8.1 | 10.1 | - | - | - | - | - | - |
| Operating profit | 35.2 | 37.0 | 33.6 | 29.3 | 135.1 | - | - | - | - | - | 141.0 |
| Profit before taxes | 37.0 | 38.6 | 39.9 | 29.5 | 145.0 | - | - | - | - | - | - |
| Profit attributable to NTT Communications | 25.5 | 26.5 | 29.1 | 19.4 | 100.5 | - | - | - | - | - | - |
| Former NTT DOCOMO Group (excluding NTT Communications Group and NTT Comware Group) Financial Indicators⁽¹⁾⁽²⁾ | | | | | | | | | | | |
| Free cash flow ⁽⁴⁾ | 11.0 | 558.3 | 145.8 | 307.6 | 1,022.7 | - | - | - | - | - | - |
| EBITDA ⁽⁵⁾ | 376.8 | 385.8 | 407.2 | 296.3 | 1,466.1 | - | - | - | - | - | - |
| (Ref.) Former NTT DOCOMO Group (excluding NTT Communications Group and NTT Comware Group) Operating Income in Each Segment⁽¹⁾⁽²⁾ | | | | | | | | | | | |
| Telecommunications business | | | | | | | | | | | |
| Operating revenues | 904.1 | 893.9 | 933.7 | 929.0 | 3,660.8 | - | - | - | - | - | - |
| Operating profit (loss) | 184.5 | 188.4 | 199.4 | 114.5 | 686.8 | - | - | - | - | - | - |
| Operating margin | 20.4% | 21.1% | 21.4% | 12.3% | 18.8% | - | - | - | - | - | - |
| Smart life business | | | | | | | | | | | |
| Operating revenues | 150.1 | 157.4 | 159.3 | 152.2 | 619.0 | - | - | - | - | - | - |
| Operating profit (loss) | 23.2 | 21.9 | 30.3 | (0) | 75.4 | - | - | - | - | - | - |
| Operating margin | 15.5% | 13.9% | 19.0% | (0.0%) | 12.2% | - | - | - | - | - | - |
| Other businesses | | | | | | | | | | | |
| Operating revenues | 115.4 | 115.7 | 118.6 | 127.8 | 477.4 | - | - | - | - | - | - |
| Operating profit (loss) | 36.7 | 41.6 | 43.6 | 43.8 | 165.7 | - | - | - | - | - | - |
| Operating margin | 31.8% | 36.0% | 36.8% | 34.3% | 34.7% | - | - | - | - | - | - |
| (Incl.) Smart life business and other businesses | | | | | | | | | | | |
| Operating revenues | 265.5 | 273.0 | 277.8 | 280.0 | 1,096.4 | - | - | - | - | - | - |
| Operating profit (loss) | 59.9 | 63.5 | 73.9 | 43.8 | 241.2 | - | - | - | - | - | - |
| Operating margin | 22.6% | 23.3% | 26.6% | 15.6% | 22.0% | - | - | - | - | - | - |
| (Ref.) Capital investment by group⁽¹⁾ | | | | | | | | | | | |
| Former NTT DOCOMO Group (excluding NTT Communications Group and NTT Comware Group) | 122.7 | 126.0 | 127.9 | 171.5 | 548.1 | - | - | - | - | - | - |
| Former NTT Communications Group | 20.7 | 17.3 | 21.1 | 42.8 | 101.9 | - | - | - | - | - | - |
| (Ref.) Former NTT DOCOMO Group (excluding NTT Communications Group and NTT Comware Group)⁽¹⁾ | | | | | | | | | | | |
| Telecommunications business | 122.7 | 126.0 | 127.9 | 171.5 | 548.1 | - | - | - | - | - | - |
| Smart life business | 112.3 | 112.1 | 114.0 | 155.9 | 494.3 | - | - | - | - | - | - |
| Other businesses | 7.9 | 9.8 | 10.6 | 11.1 | 39.5 | - | - | - | - | - | - |
| Number of Employees, by Core Group Companies ⁽¹⁾ | | | | | | | | | | | |
| Former NTT DOCOMO Group (excluding NTT Communications Group and NTT Comware Group) | 29,650 | 29,650 | 29,550 | 28,750 | 28,750 | - | - | - | - | - | - |
| Former NTT Communications Group | 12,150 | 12,200 | 12,200 | 11,850 | 11,850 | - | - | - | - | - | - |

(1) Results for the former NTT DOCOMO Group, prior to NTT Communications and NTT Comware becoming subsidiaries (completed on January 1, 2022), are presented above as figures for reference.
(2) The scope of aggregation for each of the figures presented for the former NTT DOCOMO Group and for the former NTT Communications Group consists of internal management figures after eliminating internal transactions between the former NTT DOCOMO, former NTT Communications and their respective subsidiaries. Such figures are not audited and are provided for reference only.
(3) The following are the main services included in each line item:
Cloud computing platforms: "Data center services (Enterprise cloud, etc.)" / Data networks: "Closed network services (Arctstar 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"
(4) 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.
(5) 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.

| Segment | Principal Services, etc., Included in Each Reportable Segment |
|-----------------------------|--|
| Telecommunications business | Mobile communications services: 5G services, LTE(X) services, FOMA services (3G), International services, Sales of handsets/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. |