

Supplementary Data for the Six Months Ended September 30, 2022

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Disclaimers

This document is a translation of the Japanese original. The Japanese original is authoritative.

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

- * "E" in this material represents that the figure is a plan or projection for operation.
- ** "FY" in this material indicates the fiscal year ending March 31 of the succeeding year.

1. Financial Results Summary (NTT Consolidated)

NTT Consolidated Financial Results (IFRS)

| NTT Consolidated Financial Results (IFRS) | | | EV 1 | 2021 | | | Lnded Ended September 30 September 30 September 30 December 31 March 31 March 31 | | | | | | (Billions of yen) FY 2022 (E) |
|---|----------------------------------|---------------------------------------|----------------------------------|--------------------------------------|-----------------------------------|------------------------|--|---------|------------------|-----------------------|-------|---|--|
| | Three Months Ended June 30 | Three Months Ended September 30 | Six Months Ended September 30 | Three Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Ended | Ended | Six Months Ended | Three Months Ended | Ended | | Year Ending March 31 (Forecast) ⁽⁴⁾ |
| Consolidated | | | | | | - | | | | | | | |
| Operating revenues | 2,892.6 | 2,995.1 | 5,887.6 | 3,035.6 | 3,233.2 | 12,156.4 | 3,068.9 | 3,217.3 | 6,286.2 | - | | | 12,600.0 |
| Fixed voice related services ⁽¹⁾ | 228.3 | 228.0 | 456.3 | 230.4 | 229.5 | 916.1 | 219.8 | 220.9 | 440.7 | - | | | |
| Mobile voice related services ⁽¹⁾ | 278.7 | 277.9 | 556.5 | 272.4 | 273.6 | 1,102.5 | 265.2 | 263.6 | 528.8 | - | | - | |
| IP/packet communications services (1) | 867.4 | 873.9 | 1,741.3 | 855.1 | 848.3 | 3,444.8 | 851.5 | 858.4 | 1,709.9 | - | | | |
| Sales of telecommunications equipment | 155.6 | 144.7 | 300.3 | 195.8 | 198.6 | 694.7 | 160.1 | 173.5 | 333.6 | - | | | |
| System integration services (1) | 905.9 | 976.6 | 1,882.5 | 988.2 | 1,117.9 | 3,988.7 | 1,054.0 | 1,101.3 | 2,155.3 | - | | | |
| Other (1) | 456.7 | 493.9 | 950.6 | 493.6 | 565.4 | 2,009.6 | 518.3 | 599.6 | 1,118.0 | - | | | |
| Operating expenses | 2,406.3 | 2,472.1 | 4,878.4 | 2,505.2 | 3,004.3 | 10,387.9 | 2,565.5 | 2,724.1 | 5,289.6 | - | | | 10,780.0 |
| Personnel expenses | 633.4 | 625.3 | 1,258.7 | 648.0 | 659.5 | 2,566.1 | 674.7 | 683.8 | 1,358.5 | - | | | |
| Expenses for purchase of goods and services and other expenses | 1,329.6 | 1,402.8 | 2,732.5 | 1,412.1 | 1,694.9 | 5,839.4 | 1,443.7 | 1,590.6 | 3,034.2 | - | | | |
| Depreciation and amortization | 382.5 | 387.1 | 769.6 | 388.3 | 403.3 | 1,561.2 | 389.6 | 391.7 | 781.3 | - | | | 1,603.0 |
| Impairment losses | 1.2 | 0.0 | 1.3 | 0.3 | 36.5 | 38.1 | 0.3 | (0.1) | 0.2 | - | | | |
| Goodwill | - | - | - | 0.2 | - | 0.2 | - | ` - | - | _ | | | |
| Other | 1.2 | 0.0 | 1.3 | 0.1 | 36.5 | 37.8 | 0.3 | (0.1) | 0.2 | - | | | |
| Expenses on disposal of fixed assets | 26.0 | 26.1 | 52.2 | 24.7 | 55.2 | 132.1 | 21.6 | 25.8 | 47.4 | - | | | |
| Taxes and dues | 33.5 | 30.7 | 64.2 | 31.8 | 155.0 | 251.0 | 35.6 | 32.4 | 68.0 | - | | | |
| Operating profit | 486.3 | 523.0 | 1,009.3 | 530.4 | 228.9 | 1,768.6 | 503.4 | 493.2 | 996.5 | - | | - | 1,820.0 |
| Profit before taxes | 496.3 | 519.0 | 1,015.3 | 538.7 | 241.6 | 1,795.5 | 525.5 | 493.9 | 1,019.5 | - | | - | 1,822.0 |
| Profit attributable to NTT | 340.0 | 335.8 | 675.8 | 354.5 | 150.7 | 1,181.1 | 368.6 | 328.0 | 696.6 | - | | - | 1,190.0 |
| EBITDA and EBITDA margin with reconciliation | | | | | | | | | | | | | |
| EBITDA [a+b+c+d] | 836.7 | 876.3 | 1,713.1 | 885.0 | 649.1 | 3,247.1 | 857.3 | 850.4 | 1,707.7 | - | | | 3,300.0 |
| a Operating profit | 486.3 | 523.0 | 1,009.3 | 530.4 | 228.9 | 1,768.6 | 503.4 | 493.2 | 996.5 | - | | - | 1,820.0 |
| b Depreciation and amortization (2) | 336.9 | 341.5 | 678.4 | 343.7 | 356.2 | 1,378.3 | 342.6 | 345.5 | 688.1 | - | | | 1,420.0 |
| c Loss on sales and disposal of property, plant and equipment | 12.3 | 11.8 | 24.1 | 10.5 | 27.4 | 62.1 | 11.1 | 11.7 | 22.8 | - | | | 60.0 |
| d Impairment losses | 1.2 | 0.0 | 1.3 | 0.3 | 36.5 | 38.1 | 0.3 | (0.1) | 0.2 | - | | | |
| EBITDA margin [(e/f)*100] | 28.9% | 29.3% | | 29.2% | 20.1% | 26.7% | 27.9% | 26.4% | 27.2% | - | | - | 26.2% |
| e EBITDA [a+b+c+d] | 836.7 | 876.3 | 1,713.1 | 885.0 | 649.1 | 3,247.1 | 857.3 | 850.4 | 1,707.7 | - | | - | 3,300.0 |
| f Operating revenues | 2,892.6 | 2,995.1 | 5,887.6 | 3,035.6 | 3,233.2 | 12,156.4 | 3,068.9 | 3,217.3 | 6,286.2 | - | | | 12,600.0 |
| NTT Consolidated Financial Position (IFRS) | | | | | | | | | | | | _ | |
| | | | FY 2021 | | | | | | FY 2022 | | | | FY 2022 (E) |

| | | 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 (Announced as of May 202 |
| Assets | 23,082.5 | 22,719.5 | 23,544.4 | 23,862.2 | 24,403.3 | 24,881.8 | - | - | |
| Current assets | 5,352.8 | 4,953.9 | 5,542.0 | 5,716.6 | 5,938.6 | 6,269.7 | - | - | |
| (incl.) Cash and cash equivalents | 1,139.3 | 905.2 | 826.4 | 834.6 | 924.7 | 948.8 | - | - | |
| (incl.) Trade and other receivables | 3,113.6 | 2,981.8 | 3,590.8 | 3,605.0 | 3,331.1 | 3,559.9 | - | - | |
| Non-current assets | 17,729.7 | 17,765.6 | 18,002.4 | 18,145.6 | 18,464.7 | 18,612.1 | - | - | |
| (incl.) Property, plant and equipment | 9,324.1 | 9,334.4 | 9,385.3 | 9,326.9 | 9,395.2 | 9,431.0 | - | - | |
| Liabilities and Equity | 23,082.5 | 22,719.5 | 23,544.4 | 23,862.2 | 24,403.3 | 24,881.8 | - | - | |
| Liabilities | 14,699.6 | 14,020.1 | 14,843.4 | 14,844.1 | 15,108.9 | 15,587.3 | - | - | |
| Current liabilities | 7,404.1 | 5,688.5 | 5,852.4 | 6,258.6 | 6,304.2 | 6,476.0 | - | - | |
| (incl.) Trade and other payables | 1,995.4 | 1,845.9 | 2,121.6 | 2,500.3 | 2,389.6 | 2,224.6 | - | - | |
| Non-current liabilities | 7,295.5 | 8,331.6 | 8,991.0 | 8,585.5 | 8,804.7 | 9,111.3 | - | - | |
| (incl.) Long-term debt | 4,411.8 | 5,439.6 | 6,036.2 | 5,717.5 | 5,935.6 | 6,216.9 | - | - | |
| (incl.) Defined benefit liabilities | 1,739.2 | 1,752.4 | 1,766.0 | 1,561.0 | 1,564.5 | 1,579.1 | - | - | |
| Equity | 8,382.9 | 8,699.4 | 8,701.0 | 9,018.1 | 9,294.4 | 9,294.6 | - | - | |
| nterest-bearing liabilities (consolidated) | | | | | | | | | |
| nterest-bearing liabilities (3) | 8,136.9 | 7,511.9 | 8,012.9 | 7,364.3 | 7,989.5 | 8,507.5 | | - | 7,30 |

⁽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 8,329.6 billion yen as of September 30, 2022.

[4] Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

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

Medium-Term Financial Targets (IFRS)

| | | | FY: | 2021 | | | | | FY 2 | 2022 | | | FY 2022 (E) |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| | Three Months | Three Months | Six Months | Three Months | Three Months | Year Ended | Three Months | Three Months | Six Months | Three Months | Three Months | Year Ended | Year Ending |
| | Ended | Ended | Ended | Ended | Ended | March 31 | Ended | Ended | Ended | Ended | Ended | March 31 | March 31 |
| | June 30 | September 30 | September 30 | December 31 | March 31 | IVIAICII 3 I | June 30 | September 30 | September 30 | December 31 | March 31 | IVIAICII 3 I | (Forecast)(3) |
| EPS (Yen) | - | - | - | - | - | 329 | - | - | - | - | | | 340 |
| Overseas Operating Income Margin (%) (1) | 4.1% | 5.5% | 4.8% | 6.6% | 8.9% | 6.3% | 6.1% | 5.6% | 5.8% | - | - | - | 7.0% |
| Cost Reductions (Billions of yen) (2) | (695.0) | (715.0) | (715.0) | (795.0) | (840.0) | (840.0) | (870.0) | (875.0) | (875.0) | - | - | - | (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.

⁽³⁾ Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

1. Financial Results Summary (Capital Investment)

| Capital Investment (IFRS) | | | | | | | | | | | | | (Billions of yen) |
|--|----------------------------------|---------------------------------------|-------------------------------------|--------------------------------------|-----------------------------------|------------------------|----------------------------------|---------------------------------------|-------------------------------------|--------------------------------------|-----------------------------------|------------------------|--|
| | | | FY 2 | 2021 | | | | | FY 2 | 2022 | | | FY 2022 (E) |
| | Three Months Ended June 30 | Three Months Ended September 30 | Six 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 | Six Months Ended September 30 | Three Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast) ⁽⁶⁾ |
| Capital investment | 371.4 | 388.6 | 760.0 | 399.5 | 528.1 | 1,687.6 | 350.5 | 360.2 | 710.7 | - | - | - | 1,750.0 |
| Integrated ICT Business Segment (1) | 156.7 | 155.3 | 312.0 | 161.1 | 225.6 | 698.6 | 130.6 | 146.8 | 277.4 | | - | - | 713.0 |
| Regional communications business Segment | 105.0 | 109.3 | 214.3 | 115.7 | 171.0 | 501.1 | 88.0 | 98.3 | 186.3 | | - | - | 495.0 |
| Global Solutions Business Segment (1) | 79.2 | 95.9 | 175.1 | 88.9 | 83.3 | 347.2 | 112.8 | 94.1 | 206.9 | - | - | - | 387.0 |
| Others(Real Estate, Energy and Others)(1) | 30.5 | 28.1 | 58.6 | 33.9 | 48.2 | 140.7 | 19.1 | 21.0 | 40.1 | - | - | - | 155.0 |
| (Ref.) Capital investment by group | | | | _ | | | | | | _ | | | |
| NTT Docomo Group | 156.7 | 155.3 | 312.0 | 161.1 | 225.6 | 698.6 | 130.6 | 146.8 | 277.4 | | | | 713.0 |
| NTT East Group | 49.9 | 50.3 | 100.1 | 54.9 | 96.5 | 251.6 | 37.3 | 45.4 | 82.7 | - | - | - | 250.0 |
| NTT West Group | 55.2 | 59.1 | 114.2 | 60.8 | 74.5 | 249.5 | 50.7 | 52.9 | 103.6 | - | - | - | 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 | 82.0 | 43.2 | 51.5 | 176.7 | 43.6 | 44.6 | 88.2 | - | - | - | 175.0 |
| NTT Ltd. Group ⁽⁴⁾ | 43.1 | 49.1 | 92.2 | 45.6 | 31.9 | 169.7 | 69.2 | 49.5 | 118.7 | - | - | - | 212.0 |
| NTT Urban Solutions Group | 28.8 | 10.7 | 39.5 | 21.2 | 18.1 | 78.8 | 5.7 | 11.3 | 17.0 | - | - | - | 95.0 |
| (Ref.) NTT DOCOMO Group | 156.7 | 155.3 | 312.0 | 161.1 | 225.6 | 698.6 | 130.6 | 146.8 | 277.4 | - | - | - | 713.0 |
| Enterprise | 32.3 | 27.2 | 59.5 | 29.5 | 46.2 | 135.1 | 25.8 | 34.0 | 59.7 | - | - | - | 149.0 |
| Smart life | 14.2 | 13.0 | 27.1 | 12.9 | 15.5 | 55.5 | 13.5 | 17.5 | 30.9 | - | - | - | 69.0 |
| Consumer communications | 110.2 | 115.1 | 225.4 | 118.7 | 163.9 | 508.0 | 91.3 | 95.4 | 186.7 | - | - | - | 495.0 |
| (incl.) Telecommunications capital investment (5) | 113.0 | 118.0 | 231.0 | 121.9 | 171.4 | 524.3 | 95.1 | 103.5 | 198.5 | - | - | - | 521.0 |

⁽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.

⁽⁶⁾ Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

1. Financial Results Summary (Business Segments)

| Business Segments (IFRS) | Three Months Ended Three Months Ended Six Months Ended Three Months En | | | | | | FY 2022 | | | | | |
|---|--|------------------------------------|----------------------------------|--------------------------------|--------------------------------|------------------------|-------------------------------|------------------------------------|----------------------------------|--|------------------------|---------------------------------------|
| | | | | | | | | | | | | FY 2022 (E) Year Ending |
| | Three Months Ended June 30 | Three Months Ended September 30 | Six 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 | Six Months Ended September 30 | Three Months Ended Three Months Ended December 31 March 31 | Year Ended March 31 | March 31 (Forecast) ⁽³⁾ |
| Business segments (1) | | | | | | | | | | | | |
| Integrated ICT Business Segment (2) | | | | | | | | | | | | |
| Operating revenues | 1,435.5 | 1,445.3 | 2,880.7 | 1,480.0 | 1,509.5 | 5,870.2 | 1,421.8 | | 2,899.8 | | - | 5,984.0 |
| Fixed voice related service | 45.5 | 43.8 | 89.3 | 45.2 | 41.6 | 176.0 | 42.8 | 44.8 | 87.6 | | - | - |
| Mobile voice related service | 280.3 | 279.5 | 559.8 | 274.3 | 275.8 | 1,109.9 | 267.2 | | 532.8 | | - | - |
| IP/packet communications service | 582.7 | 587.2 | 1,169.9 | 571.4 | 563.0 | 2,304.3 | 565.1 | 570.9 | 1,136.0 | | - | - |
| Sales of telecommunications equipment | 139.2 | 127.8 | 267.0 | 180.2 | 181.9 | 629.0 | 145.3 | 158.8 | 304.0 | | - | - |
| System integration services | 115.0 | 126.4 | 241.4 | 120.6 | 163.2 | 525.2 | 127.2 | | 267.6 | | - | - |
| Other | 272.7 | 280.6 | 553.4 | 288.3 | 284.0 | 1,125.7 | 274.2 | 297.5 | 571.8 | | - | - |
| Operating expenses | 1,152.6 | 1,152.2 | 2,304.8 | 1,170.0 | 1,322.8 | 4,797.6 | 1,138.1 | 1,185.3 | 2,323.4 | | - | 4,900.0 |
| Personnel expenses | 120.2 | 117.5 | 237.7 | 118.4 | 114.7 | 470.7 | 119.7 | 118.2 | 237.9 | | - | - |
| Expenses for purchase of goods and services and other expenses | 821.3 | 822.0 | 1,643.3 | 838.7 | 947.9 | 3,430.0 | 807.0 | 858.0 | 1,664.9 | | - | - |
| Depreciation and amortization | 192.1 | 194.8 | 386.8 | 195.7 | 197.4 | 779.9 | 193.8 | 193.9 | 387.6 | - | - | |
| Impairment losses | - | - | - | - | 1.7 | 1.7 | - | - | - | | - | |
| Expenses on disposal of fixed assets | 12.9 | 11.9 | 24.7 | 10.5 | 17.4 | 52.6 | 10.8 | | 19.1 | | - | - |
| Taxes and dues | 6.2 | 6.1 | 12.3 | 6.6 | 43.8 | 62.7 | 6.8 | 7.0 | 13.8 | | - | - |
| Operating profit | 282.8 | 293.1 | 575.9 | 310.0 | 186.6 | 1,072.5 | 283.7 | 292.7 | 576.5 | | - | 1,084.0 |
| Regional communications business Segment | | | | | | | | | | | | |
| Operating revenues | 774.8 | 792.5 | 1,567.4 | 784.5 | 855.7 | 3,207.6 | 767.9 | 779.6 | 1,547.5 | | - | 3,220.0 |
| Fixed voice related service | 233.7 | 231.5 | 465.2 | 232.6 | 234.2 | 932.0 | 221.4 | 217.2 | 438.7 | | - | - |
| IP/packet communications service | 399.2 | 398.2 | 797.4 | 399.3 | 401.9 | 1,598.6 | 400.4 | 401.1 | 801.5 | | | _ |
| Sales of telecommunications equipment | 16.6 | 17.1 | 33.6 | 15.8 | 18.3 | 67.7 | 14.9 | 14.8 | 29.7 | | | _ |
| System integration services | 33.6 | 54.3 | 87.9 | 47.0 | 84.4 | 219.3 | 35.2 | | 83.1 | | | _ |
| Other | 91.8 | 91.5 | 183.3 | 89.8 | 116.9 | 389.9 | 96.0 | 98.6 | 194.5 | | _ | _ |
| Operating expenses | 628.1 | 648.8 | 1,276.8 | 640.3 | 850.4 | 2,767.6 | 629.2 | 654.2 | 1,283.4 | | - | 2,778.0 |
| Personnel expenses | 167.1 | 164.4 | 331.5 | 164.5 | 161.5 | 657.4 | 163.8 | 159.4 | 323.2 | | | 2,770.0 |
| Expenses for purchase of goods and services and other | | | | | | | | | | | | |
| expenses | 324.7 | 347.2 | 671.9 | 339.6 | 446.1 | 1,457.6 | 331.4 | 359.7 | 691.1 | | - | - |
| Depreciation and amortization | 103.2 | 106.0 | 209.1 | 105.3 | 106.9 | 421.3 | 102.8 | 103.7 | 206.5 | | _ | _ |
| Impairment losses | 100.2 | 100.0 | 203.1 | 100.5 | 14.5 | 14.5 | 102.0 | 100.7 | 200.5 | | |] |
| Expenses on disposal of fixed assets | 13.2 | 14.4 | 27.6 | 13.9 | 36.6 | 78.2 | 10.5 | 13.7 | 24.2 | | |] |
| Taxes and dues | 19.9 | 16.8 | 36.6 | 17.0 | 84.9 | 138.5 | 20.7 | 17.8 | 38.5 | - | | _ |
| Operating profit | 146.8 | 143.7 | 290.5 | 144.2 | 5.3 | 440.0 | 138.7 | 125.4 | 264.1 | | ····· | 442.0 |
| Global Solutions Business Segment (2) | 140.0 | 143.7 | 290.3 | 144.2 | J.J | 440.0 | 130.7 | 123.4 | 204.1 | | - | 442.0 |
| Operating revenues | 842.2 | 884.2 | 1,726.4 | 907.7 | 981.0 | 3,615.2 | 969.0 | 1,004.0 | 1,973.0 | | | 3,870.0 |
| System integration services | 841.0 | 879.7 | 1,720.4 | 907.7 | 968.0 | 3,592.9 | 967.9 | | 1,973.0 | - | | 3,670.0 |
| Other | 1.2 | 4.5 | 5.7 | 3.6 | 13.0 | 22.3 | 1.1 | (0.1) | 1,971.9 | | - | _ |
| Operating expenses | 801.4 | 818.4 | 1,619.7 | 845.1 | 939.9 | 3.404.7 | 905.5 | 953.0 | 1,858.5 | - | - | 3,626.0 |
| Personnel expenses | 302.5 | 299.4 | 601.9 | 321.2 | 340.7 | 1,263.7 | 345.0 | | 705.6 | | - | 3,020.0 |
| | | | | | | | | | | | - | - |
| Expenses for purchase of goods and services and other expenses | 417.8 | 438.3 | 856.1 | 442.8 | 492.6 | 1,791.5 | 479.3 | 507.5 | 986.7 | | - | - |
| Depreciation and amortization | 76.1 | 75.7 | 151.8 | 76.7 | 80.5 | 309.1 | 77.2 | 77.8 | 155.0 | | | |
| Impairment losses | 1.3 | 0.0 | 1.3 | 0.3 | 17.8 | 19.4 | 0.3 | | 0.2 | - | | |
| Expenses on disposal of fixed assets | 1.0 | 1.4 | 2.3 | 0.3 | 2.9 | 5.5 | 0.3 | | 4.7 | • | | |
| Taxes and dues | 2.7 | 3.6 | 6.2 | 3.8 | 5.5 | 15.5 | 3.2 | | 6.1 | | | |
| Operating profit | 40.9 | 65.8 | 106.7 | 62.6 | 41.2 | 210.5 | 63.4 | 51.0 | 114.4 | | - | 244.0 |
| Others(Real Estate, Energy and Others) (2) | 40.5 | 03.0 | 100.7 | 02.0 | 71.2 | 210.3 | 03.4 | 31.0 | 114.4 | | | 244.0 |
| Operating revenues | 298.6 | 332.1 | 630.7 | 336.8 | 428.4 | 1,396.0 | 362.3 | 413.1 | 775.4 | | | 1,510.0 |
| System integration services | 9.3 | 10.0 | 19.4 | 10.0 | 11.2 | 40.5 | 13.8 | | 27.0 | • | | 1,510.0 |
| Other | 289.3 | 322.1 | 611.4 | 326.8 | 417.3 | 1,355.4 | 348.5 | | 748.3 | | - | _ |
| Operating expenses | 275.4 | 305.4 | 580.8 | 312.8 | 429.8 | 1,333.4 | 338.1 | 383.0 | 740.3 | | - | 1,436.0 |
| Personnel expenses | 60.5 | 60.0 | 120.4 | 61.9 | 66.4 | 1,323.5 | 63.9 | 64.9 | 128.7 | - | | 1,430.0 |
| | | | | | | | | | | | | |
| Expenses for purchase of goods and services and other expenses | 181.0 | 212.4 | 393.4 | 217.1 | 303.7 | 914.1 | 236.7 | 280.1 | 516.8 | | - | - |
| Depreciation and amortization Impairment losses | 28.8 | 28.3 | 57.1 | 28.1 | 33.7 2.5 | 118.9 2.5 | 31.9 | 32.4 | 64.3 | | - | - |
| | 0.4 | 0.5 | 0.8 | 4.4 | 2.5 2.7 | 2.5 4.9 | 0.7 | - 4 0 | 4.0 | - | | |
| Expenses on disposal of fixed assets | 0.4 4.7 | 0.5 4.3 | 9.0 | 1.4 4.4 | 2.7 | 4.9 34.3 | 0.7 5.0 | 1.0 4.6 | 1.8 9.6 | | - | |
| Taxes and dues | 23.2 | 4.3 26.7 | 9.0 49.9 | 24.0 | | 72.5 | 24.1 | 30.1 | 9.6 | | - | 74.0 |
| Operating profit (1) Figures for each segment include inter-segment transactions. | 23.2 | 26.7 | 49.9 | 24.0 | (1.4) | 72.5 | 24.1 | 30.1 | 54.2 | | - | 74.0 |

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 and are presented and are presented and are presented above.

⁽³⁾ Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

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

Overview of Financial Results (IFRS)

| Overview of Financial Results (IFRS) | | | | | | | | | | | | | (Billions of yen) |
|--|----------------------------|------------------------------------|----------------------------------|--------------------------------------|-------------------------------|------------------------|-------------------------------|------------------------------------|----------------------------------|--------------------------------------|-------------------------------|------------------------|--|
| | | | FY | 2021 | | | | | FY: | 2022 | | | FY 2022 (E) |
| | Three Months Ended June 30 | Three Months Ended September 30 | Six Months Ended September 30 | Three Months Ended Ti December 31 | nree Months Ended March 31 | Year Ended March 31 | Three Months Ended June 30 | Three Months Ended September 30 | Six Months Ended September 30 | Three Months Ended Th December 31 | nree Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast) ⁽⁷⁾ |
| NTT DOCOMO Group ⁽¹⁾ | | | | | | | | | | | | | · |
| Operating revenues | 1,435.5 | 1,445.3 | 2,880.7 | 1,480.0 | 1,509.5 | 5,870.2 | 1,421.8 | 1,478.0 | 2,899.8 | - | - | - | 5,984.0 |
| Telecommunications services | 912.5 | 914.4 | 1,826.9 | 894.7 | 884.2 | 3,605.8 | 879.0 | 885.1 | 1,764.2 | - | - | | 3,497.0 |
| Mobile communications services | 674.5 | 674.5 | 1,349.0 | 655.7 | 653.7 | 2,658.3 | 645.2 | 653.3 | 1,298.4 | - | - | - | 2,544.0 |
| Fixed communications services and other telecommunications services | 238.0 | 239.9 | 477.9 | 239.0 | 230.5 | 947.5 | 233.8 | 231.9 | 465.7 | - | - | - | 953.0 |
| Equipment sales | 139.2 | 127.8 | 267.0 | 180.2 | 181.9 | 629.0 | 145.3 | 158.8 | 304.0 | - | - | - | 684.0 |
| System integration services | 115.0 | 126.4 | 241.4 | 120.6 | 163.2 | 525.2 | 127.2 | 140.3 | 267.6 | - | _ | _ | 566.0 |
| Other | 268.8 | 276.7 | 545.5 | 284.5 | 280.2 | 1,110.2 | 270.3 | 293.8 | 564.1 | - | - | - | 1,237.0 |
| Operating expenses | 1,152.6 | 1,152.2 | 2,304.8 | 1,170.0 | 1,322.8 | 4,797.6 | 1,138.1 | 1,185.3 | 2,323.4 | _ | _ | _ | 4,900.0 |
| Personnel expenses Cost of equipment sold and services, | 120.2 | 117.5 | 237.7 | 118.4 | 114.7 | 470.7 | 119.7 | 118.2 | 237.9 | - | - | - | 481.0 |
| and other expenses | 672.5 | 672.9 | 1,345.5 | 690.1 | 839.7 | 2,875.3 | 661.4 | 715.3 | 1,376.7 | - | - | - | 2,973.0 |
| Depreciation and amortization Impairment losses | 192.1 | 194.8 | 386.8 | 195.7 | 197.4 1.7 | 779.9 1.7 | 193.8 | 193.9 | 387.6 | - | | - | 801.0 |
| Communication network charges | 155.0 | 155.1 | 310.1 | 155.2 | 152.1 | 617.4 | 152.4 | 149.6 | 302.0 | - | - | - | 613.0 |
| Loss on disposal of property, plant and equipment and intangible assets | 12.9 | 11.9 | 24.7 | 10.5 | 17.4 | 52.6 | 10.8 | 8.4 | 19.1 | - | | - | 32.0 |
| Operating profit | 282.8 | 293.1 | 575.9 | 310.0 | 186.6 | 1,072.5 | 283.7 | 292.7 | 576.5 | - | - | - | 1,084.0 |
| Profit before taxes | 284.7 | 293.0 | 577.7 | 318.6 | 186.1 | 1,082.4 | 291.9 | 293.2 | 585.1 | - | - | - | 1,084.0 |
| Profit attributable to NTT DOCOMO, INC. | 198.3 | 200.9 | 399.2 | 222.5 | 130.5 | 752.1 | 205.1 | 214.7 | 419.8 | - | - | - | 748.0 |
| Financial Indicators | | | | | | | | | | | | | |
| Free cash flow (2)(3) | 43.0 | 555.1 | 598.0 | 201.9 | 333.4 | 1,133.3 | 213.3 | ▲94.0 | 119.4 | - | - | - | 680.0 |
| EBITDA ⁽⁴⁾ Ratio of smart life plus enterprise business revenue (%) | 447.8 | 460.4 | 908.2 | 477.2 | 360.6 | 1,746.0 45.7% | 449.7 | 459.2 | 908.8 | - | | | 1,800.0 47.7% |
| Enterprise business revenue | 408.4 | 425.5 | 833.9 | - | - | 1,719.5 | 417.7 | 427.3 | 845.0 | _ | _ | _ | 1,774.0 |
| Telecom CAPEX to Sales (%) | - | - | | | - | 16.4% | - | - | - | _ | _ | _ | 16.8% |
| ROIC (%) | | | | - | | 10.8% | | | - | _ | - | - | 10.5% |
| (Ref.) NTT DOCOMO Group Operating Income in Each Seg | ment ⁽⁵⁾ | | | Ī | | | | | | | | | - · · |
| Enterprise | | | | | | | | | | | | | |
| Operating revenues | 408.4 | 425.5 | 833.9 | - | - | 1,719.5 | 417.7 | 427.3 | 845.0 | - | - | - | 1,774.0 |
| (incl.) Integrated solutions (6) | 139.4 | 145.7 | 285.1 | - | - | - | 152.0 | 157.2 | 309.2 | | | | - |
| Operating profit (loss) | 60.9 | 68.2 | 129.1 | - | | 251.6 | 69.8 | 76.3 | 146.2 | - | - | | 279.0 |
| Operating margin | 14.9% | 16.0% | 15.5% | - | - | 14.6% | 16.7% | 17.8% | 17.3% | - | - | - | 15.7% |
| Smart life | 06:- | 0/2 - | | | | | 0100 | 0=0 | F | | | | 10010 |
| Operating revenues | 234.7 | 242.5 | 477.2 | - | - | 960.4 | 240.3 | 278.0 | 518.4 | - | - | - | 1,081.0 |
| Operating profit (loss) | 48.6 | 51.5 | 100.1 | - | - | 197.8 | 56.9 | 50.4 | 107.3 | - | - | - | 203.0 |
| Operating margin | 20.7% | 21.2% | 21.0% | - | - | 20.6% | 23.7% | 17.9% | 20.7% | - | - | _ | 18.8% |
| Consumer communications | | | | | | | | 85 | | | | | |
| Operating revenues | 849.6 | 840.0 | 1,689.7 | - | - | 3,434.6 | 825.2 | 838.2 | 1,663.3 | - | - | <u>-</u> | 3,371.0 |
| Operating profit (loss) | 173.3 | 173.4 | 346.7 | - | - | 623.1 | 157.0 | 166.0 | 323.0 | - | - | - | 602.0 |
| Operating margin | 20.4% | 20.6% | 20.5% | - | - | 18.1% | 19.0% | 19.8% | 19.4% | - | - | - | 17.9% |

(Billions of ven)

- (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) In connection with the recalculation of past figures, results for periods the second quarter and the third quarter of FY2021 that are presented above have been revised.
- (4) 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.
- (5) Figures reflect the reorganization (Step 2), including (the) intergroup business transfer implemented in July 2022.
- (6) Beginning with the second quarter of FY2022, solution services has been reviewed to integrated solutions. Integrated solutions include solution services (including 5G/IoT, etc.), cloud infrastructure, application services, etc. (7) Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 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. |

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

Overview of Financial Results (IFRS)

| Processing | Overview of Financial Results (IFRS) | | | | | | | | | | | | (Billions of yen) |
|--|---------------------------------------|-------|-------|-------|-------|-------|---------|-------|-------|-------|------|---|-------------------|
| NTT East Consume NTT East Co | | | | FY: | 2021 | | | | | FY | 2022 | | FY 2022 (E) |
| Departing revenues | | | | | | | | | | | | | March 31 |
| Departing revenues | NTT East Group (1) | | | | | | | - | | | | | |
| Pipscaket communications services 227,8 455,4 527,7 229,7 12,8 227,0 227,3 454,4 | Operating revenues | 418.4 | 430.5 | 848.8 | 420.3 | 448.9 | 1,718.0 | 411.0 | 417.0 | 828.1 | | - | 1,730.0 |
| Sales of telecommunications equipment 7,2 6,7 13,9 49,7 22,5 39,7 111,9 18,5 24,2 42,7 - 28,0 | Fixed voice related service | 124.8 | 123.5 | 248.3 | 123.8 | 121.6 | 493.8 | 117.1 | 115.1 | 232.1 | | - | 468.0 |
| System integration services | IP/packet communications service | 227.8 | 227.5 | 455.4 | 227.7 | 229.7 | 912.8 | 227.0 | 227.3 | 454.4 | | - | 917.0 |
| Other | Sales of telecommunications equipment | 7.2 | 6.7 | 13.9 | 6.1 | 7.0 | 27.0 | 5.2 | 5.2 | 10.4 | | - | 28.0 |
| Personnel separenes 326.6 335.6 662.1 333.2 443.7 1,439.0 321.0 337.0 658.0 | System integration services | 17.8 | 31.9 | 49.7 | 22.5 | 39.7 | 111.9 | 18.5 | 24.2 | 42.7 | | - | 128.0 |
| Personnel expenses 88.0 85.7 173.7 86.8 83.5 344.0 86.3 83.2 169.5 | Other | 40.8 | 40.8 | 81.6 | 40.1 | 50.8 | 172.4 | 43.2 | 45.3 | 88.5 | | - | 189.0 |
| Expenses for jurchase of goods and services and other expenses 166.8 177.0 343.7 174.4 226.3 744.4 165.8 183.5 349.3 | Operating expenses | 326.6 | 335.6 | 662.1 | 333.2 | 443.7 | 1,439.0 | 321.0 | 337.0 | 658.0 | | - | 1,450.0 |
| Ober expenses 106.8 17.0 343.1 17.4 26.8 74.4 105.8 133.5 349.3 17.60 Depreciation and amortization 54.3 56.2 110.6 55.1 56.0 221.7 52.6 53.4 105.9 216.0 Impairment losses | Personnel expenses | 88.0 | 85.7 | 173.7 | 86.8 | 83.5 | 344.0 | 86.3 | 83.2 | 169.5 | | - | 339.0 |
| Property of the Communications enviror 13.9 1 | | 166.8 | 177.0 | 343.7 | 174.4 | 226.3 | 744.4 | 165.8 | 183.5 | 349.3 | | - | 778.0 |
| Purplement losses 1. | Depreciation and amortization | 54.3 | 56.2 | 110.6 | 55.1 | 56.0 | 221.7 | 52.6 | 53.4 | 105.9 | | _ | 216.0 |
| Taxes and dues | Impairment losses | - | - | _ | _ | 13.9 | 13.9 | - | - | | | - | - |
| Taxes and dues | Expenses on disposal of fixed assets | 6.5 | 7.4 | 13.9 | 7.5 | 19.1 | 40.4 | 4.7 | 6.8 | 11.5 | | _ | 40.0 |
| Profit before taxes 95.2 94.4 189.6 86.8 5.1 281.5 90.4 79.6 169.9 279.0 | Taxes and dues | | | | | | | 11.6 | | | | - | |
| Profit before taxes 95.2 94.4 189.6 86.8 5.1 281.5 90.4 79.6 169.9 279.0 | Operating profit | 91.8 | 94.9 | 186.7 | 87.1 | 5.1 | 279.0 | 90.0 | 80.0 | 170.0 | | - | 280.0 |
| NTT West Group (a) Operating revenues 362.1 367.1 729.2 370.6 413.8 1,513.5 363.5 369.6 733.1 1,520.0 1,5 | Profit before taxes | | 94.4 | | 86.8 | | | 90.4 | | | | - | |
| Operating revenues 362.1 367.1 729.2 370.6 413.8 1,513.5 363.5 369.6 733.1 - 1,520.0 Fixed voice related service 110.3 109.4 219.7 110.3 114.2 444.2 105.9 103.8 209.7 - 424.0 IP/packet communications service 171.7 170.9 342.6 171.9 172.9 687.4 174.2 174.6 348.8 - - 699.0 699.0 281.7 141.6 282.7 38.8 24.9 45.3 109.2 17.1 24.1 41.2 - - - 120.0 120.0 9.7 11.5 41.2 9.8 9.7 19.5 - - - 42.0 0 - - 142.0 0 - - - - 142.0 0 - - - - - - - - - - - - - - - - - <td>Profit attributable to NTT East</td> <td>67.2</td> <td>66.0</td> <td>133.1</td> <td>60.4</td> <td>2.9</td> <td>196.4</td> <td>63.0</td> <td>56.1</td> <td>119.1</td> <td></td> <td>-</td> <td>195.0</td> | Profit attributable to NTT East | 67.2 | 66.0 | 133.1 | 60.4 | 2.9 | 196.4 | 63.0 | 56.1 | 119.1 | | - | 195.0 |
| Operating revenues 362.1 367.1 729.2 370.6 413.8 1,513.5 363.5 369.6 733.1 - 1,520.0 Fixed voice related service 110.3 109.4 219.7 110.3 114.2 444.2 105.9 103.8 209.7 - 424.0 IP/packet communications service 171.7 170.9 342.6 171.9 172.9 687.4 174.2 174.6 348.8 - - 699.0 699.0 281.7 141.6 282.7 38.8 24.9 45.3 109.2 17.1 24.1 41.2 - - - 120.0 120.0 9.7 11.5 41.2 9.8 9.7 19.5 - - - 42.0 0 - - 142.0 0 - - - - 142.0 0 - - - - - - - - - - - - - - - - - <td>NTT West Group (2)</td> <td></td> | NTT West Group (2) | | | | | | | | | | | | |
| IP/packet communications service | | 362.1 | 367.1 | 729.2 | 370.6 | 413.8 | 1,513.5 | 363.5 | 369.6 | 733.1 | | - | 1,520.0 |
| Sales of telecommunications equipment 9.5 10.5 20.0 9.7 11.5 41.2 9.8 9.7 19.5 - - 42.0 System integration services 16.2 22.7 38.9 24.9 45.3 109.2 17.1 24.1 41.2 - - - 123.0 Oberating expenses 307.1 318.3 625.4 313.6 413.7 1,352.7 314.8 324.2 639.1 - - - 1,358.0 Personnel expenses 79.2 78.7 157.8 77.6 78.2 313.7 77.5 76.2 153.6 - - - 308.0 Expenses for purchase of goods and services and other expenses 163.4 175.3 338.7 171.6 226.5 736.8 172.1 183.2 355.4 - - - 741.0 Depreciation and amortization 48.9 49.8 98.7 50.3 50.9 199.9 50.3 50.4 100.7 - - <td< td=""><td>Fixed voice related service</td><td>110.3</td><td>109.4</td><td>219.7</td><td>110.3</td><td>114.2</td><td>444.2</td><td>105.9</td><td>103.8</td><td>209.7</td><td></td><td>-</td><td>424.0</td></td<> | Fixed voice related service | 110.3 | 109.4 | 219.7 | 110.3 | 114.2 | 444.2 | 105.9 | 103.8 | 209.7 | | - | 424.0 |
| System integration services 16.2 22.7 38.9 24.9 45.3 109.2 17.1 24.1 41.2 - - - 123.0 Other 54.4 53.5 107.9 53.7 69.9 231.5 56.5 57.4 113.8 - - 232.0 Operating expenses 307.1 318.3 625.4 313.6 413.7 1,352.7 314.8 324.2 639.1 - - 308.0 Personnel expenses 79.2 78.7 157.8 77.6 78.2 313.7 77.5 76.2 153.6 - - - 308.0 Expenses for purchase of goods and services and other expenses 163.4 175.3 338.7 171.6 226.5 736.8 172.1 183.2 355.4 - - - 741.0 Depreciation and amortization 48.9 49.8 98.7 50.3 50.9 199.9 50.3 50.4 100.7 - - - - - | IP/packet communications service | 171.7 | 170.9 | 342.6 | 171.9 | 172.9 | 687.4 | 174.2 | 174.6 | 348.8 | | - | 699.0 |
| Other 54.4 53.5 107.9 53.7 69.9 231.5 56.5 57.4 113.8 - - 232.0 Operating expenses 307.1 318.3 625.4 313.6 413.7 1,352.7 314.8 324.2 639.1 - - - 1,358.0 Personnel expenses 79.2 78.7 157.8 77.6 78.2 313.7 77.5 76.2 153.6 - - - 308.0 Expenses for purchase of goods and services and other expenses 163.4 175.3 338.7 171.6 226.5 736.8 172.1 183.2 355.4 - - - 741.0 Depreciation and amortization 48.9 49.8 98.7 50.3 50.9 199.9 50.3 50.4 100.7 - <td>Sales of telecommunications equipment</td> <td>9.5</td> <td>10.5</td> <td>20.0</td> <td>9.7</td> <td>11.5</td> <td>41.2</td> <td>9.8</td> <td>9.7</td> <td>19.5</td> <td></td> <td>-</td> <td>42.0</td> | Sales of telecommunications equipment | 9.5 | 10.5 | 20.0 | 9.7 | 11.5 | 41.2 | 9.8 | 9.7 | 19.5 | | - | 42.0 |
| Operating expenses 307.1 318.3 625.4 313.6 413.7 1,352.7 314.8 324.2 639.1 - - 1,358.0 Personnel expenses 79.2 78.7 157.8 77.6 78.2 313.7 77.5 76.2 153.6 - - 308.0 Expenses for purchase of goods and services and other expenses 163.4 175.3 338.7 171.6 226.5 736.8 172.1 183.2 355.4 - - - 741.0 Depreciation and amortization 48.9 49.8 98.7 50.3 50.9 19.9 50.3 50.4 100.7 - - - 206.0 Impairment losses - - - 0.6 0.6 - | System integration services | 16.2 | 22.7 | 38.9 | 24.9 | 45.3 | 109.2 | 17.1 | 24.1 | 41.2 | | - | 123.0 |
| Personnel expenses 79.2 78.7 157.8 77.6 78.2 313.7 77.5 76.2 153.6 308.0 Expenses for purchase of goods and services and other expenses 163.4 175.3 338.7 171.6 226.5 736.8 172.1 183.2 355.4 741.0 Other expenses 163.4 175.3 171.6 171.6 171.0 Other expenses 172.1 17 | Other | | | | | | | 56.5 | | | | - | |
| Expenses for purchase of goods and services and other expenses 163.4 175.3 338.7 171.6 226.5 736.8 172.1 183.2 355.4 741.0 there expenses 160.0 there | Operating expenses | 307.1 | 318.3 | 625.4 | 313.6 | 413.7 | 1,352.7 | 314.8 | 324.2 | 639.1 | | - | 1,358.0 |
| other expenses 103.4 175.3 338.7 171.6 226.5 736.8 172.1 183.2 355.4 741.0 183.2 183.2 183.2 183.4 741.0 183.2 183.2 183.4 741.0 183.2 183 | Personnel expenses | 79.2 | 78.7 | 157.8 | 77.6 | 78.2 | 313.7 | 77.5 | 76.2 | 153.6 | | - | 308.0 |
| Impairment losses 0.6 0.6 0.6 | | 163.4 | 175.3 | 338.7 | 171.6 | 226.5 | 736.8 | 172.1 | 183.2 | 355.4 | | - | 741.0 |
| Expenses on disposal of fixed assets 6.6 7.1 13.7 6.5 17.6 37.8 5.8 6.9 12.7 39.0 Taxes and dues 9.0 7.4 16.5 7.6 39.9 64.0 9.1 7.6 16.7 64.0 Operating profit 54.9 48.8 103.7 57.0 0.1 160.9 48.6 45.4 94.0 162.0 Profit before taxes 54.5 48.1 102.7 56.2 (0.6) 158.3 48.1 44.5 92.6 159.0 | Depreciation and amortization | 48.9 | 49.8 | 98.7 | 50.3 | 50.9 | 199.9 | 50.3 | 50.4 | 100.7 | | - | 206.0 |
| Expenses on disposal of fixed assets 6.6 7.1 13.7 6.5 17.6 37.8 5.8 6.9 12.7 39.0 Taxes and dues 9.0 7.4 16.5 7.6 39.9 64.0 9.1 7.6 16.7 64.0 Operating profit 54.9 48.8 103.7 57.0 0.1 160.9 48.6 45.4 94.0 162.0 Profit before taxes 54.5 48.1 102.7 56.2 (0.6) 158.3 48.1 44.5 92.6 159.0 | Impairment losses | - | - | - | - | 0.6 | 0.6 | - | - | | | - | - |
| Operating profit 54.9 48.8 103.7 57.0 0.1 160.9 48.6 45.4 94.0 - - - 162.0 Profit before taxes 54.5 48.1 102.7 56.2 (0.6) 158.3 48.1 44.5 92.6 - - - - 159.0 | Expenses on disposal of fixed assets | 6.6 | 7.1 | 13.7 | 6.5 | 17.6 | 37.8 | 5.8 | 6.9 | 12.7 | - | - | 39.0 |
| Profit before taxes 54.5 48.1 102.7 56.2 (0.6) 158.3 48.1 44.5 92.6 159.0 | Taxes and dues | | | | | | | | | | | - | |
| Profit before taxes 54.5 48.1 102.7 56.2 (0.6) 158.3 48.1 44.5 92.6 159.0 | Operating profit | 54.9 | 48.8 | 103.7 | 57.0 | 0.1 | 160.9 | 48.6 | 45.4 | 94.0 | | | 162.0 |
| Profit attributable to NTT West 37.6 33.4 71.0 39.5 (0.0) 110.5 33.2 30.2 63.4 111.0 | | | | | 56.2 | | | | | | | - | |
| 11.0 00.0 [0.0] 11.0 00.2 00.2 00.4 1.0 11.0 | Profit attributable to NTT West | 37.6 | 33.4 | 71.0 | 39.5 | (0.0) | 110.5 | 33.2 | 30.2 | 63.4 | - | - | 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⁾ Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

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

Overview of Financial Results (IFRS)

| Overview of Financial Results (IFRS) | | | FY 2 | 0004 | | FY 2022 Three Months Three Months C Three Months Three Months V | | | | | | (Billions of yen) FY 2022 (E) | |
|---|----------------------------------|---------------------------------------|----------------------------------|--------------------------------------|-----------------------------------|--|----------------------------------|---------------------------------------|----------------------------------|--------------------------------------|-----------------------------------|----------------------------------|--|
| | | | FIZ | | | | | | FTZ | | | | |
| | Three Months Ended June 30 | Three Months Ended September 30 | Six 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 | Six Months Ended September 30 | Three Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast) ⁽⁷⁾ |
| NTT DATA Consolidated (After integration of overseas busines | ss) ⁽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 | - | - | - | - | = | - | | - | - | - | <u> </u> | - | 136.0 |
| NTT DATA Consolidated (Prior to integration of overseas busing | nesses) (3)(4) | | | | | | | | | | | | |
| Net sales | 590.8 | 621.3 | 1,212.1 | 636.1 | 703.7 | 2,551.9 | 677.4 | 694.1 | 1,371.4 | - | - | - | 2,660.0 |
| Public and social infrastructure | - | - | 263.9 | - | - | 590.2 | - | - | 270.5 | - | | - | 611.0 |
| Financial | - | - | 312.9 | - | - | 639.8 | - | - | 320.9 | - | | - | 648.0 |
| Enterprise | - | - | 220.8 | - | - | 466.6 | - | - | 248.1 | - | | - | 485.0 |
| Overseas | - | - | 493.9 | - | - | 1,039.8 | - | - | 625.4 | - | - | - | 1,107.0 |
| (incl.) North America | - | - | 229.3 | - | - | 477.8 | - | - | 292.6 | - | | - | 508.0 |
| (incl.) EMEA and LATAM | - | - | 259.1 | - | - | 551.0 | - | - | 325.4 | | - | - | 573.0 |
| Eliminations or Corporate | - | - | (79.4) | - | - | (184.5) | - | - | (93.5) | - | - | - | (191.0) |
| Cost of sales | 437.9 | 454.9 | 892.8 | 465.2 | 517.9 | 1,875.9 | 499.5 | 518.1 | 1,017.6 | - | - | - | 1,938.0 |
| Gross profit | 152.9 | 166.3 | 319.2 | 170.9 | 185.8 | 676.0 | 177.9 | 175.9 | 353.8 | | - | - | 722.0 |
| Selling, general and administrative expenses | 105.6 | 104.5 | 210.1 | 113.0 | 140.3 | 463.4 | 120.4 | 125.5 | 245.9 | - | - | - | 500.0 |
| Operating profit | 47.3 | 61.9 | 109.1 | 58.0 | 45.5 | 212.6 | 57.5 | 50.4 | 107.9 | - | - | - | 222.0 |
| Profit before taxes | 49.0 | 62.1 | 111.0 | 58.2 | 46.6 | 215.8 | 58.9 | 51.7 | 110.6 | - | - | - | 222.0 |
| Profit attributable to NTT DATA | 31.1 | 40.8 | 71.9 | 38.3 | 32.8 | 143.0 | 39.7 | 33.0 | 72.8 | - | - | - | 147.0 |
| NTT Ltd. Group (5)(6) | | | | | | | | | | | | | |
| Operating revenues | 253.7 | 261.8 | 515.5 | 271.6 | 267.5 | 1,054.7 | 294.2 | 311.9 | 606.0 | | | | 1,220.0 |
| High value services | 108.4 | 110.9 | 219.2 | 119.3 | 117.7 | 456.2 | 132.2 | 149.8 | 282.0 | _ | _ | _ | 510.0 |
| Data center | 37.9 | 41.2 | 79.0 | 46.1 | 48.8 | 173.9 | 55.8 | 68.4 | 124.2 | | | <u>-</u> | 310.0 |
| Managed services | 36.8 | 37.4 | 74.2 | 39.3 | 34.4 | 147.9 | 41.9 | 42.5 | 84.3 | | | | _ |
| Data Networks | 13.5 | 12.3 | 25.8 | 14.3 | 14.2 | 54.3 | 12.9 | 18.6 | 31.6 | | | | _ |
| Other (Cloud communications, etc.) | 20.2 | 19.9 | 40.1 | 19.7 | 20.3 | 80.1 | 21.6 | 20.3 | 41.9 | | | | _ |
| Other services(IT product sales, etc.) | 145.3 | 151.0 | 296.3 | 152.3 | 149.8 | 598.5 | 161.9 | 162.1 | 324.0 | - | | - | 710.0 |
| Operating expenses | 259.8 | 256.9 | 516.6 | 265.9 | 265.7 | 1.048.3 | 287.9 | 311.7 | 599.6 | - | - | - | 1.185.0 |
| Personnel expenses | 73.1 | 67.2 | 140.4 | 71.9 | 77.0 | 289.2 | 77.2 | 77.6 | 154.7 | _ | - | - | - 1,100.0 |
| Expenses for purchase of goods and services and other | | | | | | | | | | | | | |
| expenses | 162.1 | 166.2 | 328.3 | 170.1 | 152.4 | 650.9 | 186.7 | 207.2 | 393.9 | | | - | - |
| Depreciation and amortization | 22.9 | 22.2 | 45.1 | 23.1 | 25.2 | 93.5 | 23.4 | 23.2 | 46.5 | | | - | _ |
| Impairment losses | 1.3 | 0.0 | 1.3 | 0.0 | 9.4 | 10.7 | 0.3 | (0.1) | 0.2 | | | - | _ |
| Expenses on disposal of fixed assets | 0.2 | 0.4 | 0.6 | 0.2 | 1.1 | 1.8 | 0.0 | 3.6 | 3.7 | | | _ | _ |
| Taxes and dues | 0.2 | 0.8 | 1.0 | 0.7 | 0.6 | 2.3 | 0.3 | 0.3 | 0.6 | | | _ | _ |
| Operating profit | (6.1) | 5.0 | (1.1) | 5.7 | 1.8 | 6.3 | 6.2 | 0.1 | 6.4 | - | - | - | 35.0 |
| Profit before taxes | (7.6) | 3.0 | (4.6) | 2.1 | (2.2) | (4.6) | 10.0 | (6.7) | 3.3 | | - | - | 23.0 |
| Profit attributable to NTT Ltd. | (9.6) | (1.4) | | (1.5) | 17.4 | 4.9 | 18.2 | (9.6) | 8.6 | - | - | - | 0.0 |
| (Ref.) Ratio of "High value services" to operating revenues | (0.0) | (11) | 43% | (1.0) | - 17 | 43% | - | | 47% | - | - | - | 42% |
| | - hi \ Dlt- | hf | | | | 1070 | | | | | | | 12.70 |
| (Ref.) NTT DATA Consolidated (Prior to integration of oversea: Net sales | s businesses) Results 590.8 | by former segment 621.3 | | 636.1 | 703.7 | 2,551.9 | 677.4 | | | | | | 2,660.0 |
| Public and social infrastructure | 121.9 | 138.7 | 260.6 | 140.9 | 181.0 | 582.4 | 127.9 | - | - | | | - | 611.0 |
| Financial | 121.9 | | | | 175.4 | 633.1 | 163.9 | | | | | | 658.0 |
| Enterprise and Solutions | | 160.7 | 307.3 | 150.4 | | | | | - | | | - | |
| North America | 147.7 | 159.5 | 307.2 | 164.0 | 181.7 | 652.9 | 168.3 | - | - | | • | - | 680.0 |
| | 114.0 | 114.9 | 228.9 | 118.4 | 128.3 | 475.7 | 138.5 | - | - | | - | | 508.0 |
| EMEA and LATAM | 131.6 | 128.1 | 259.6 | 144.7 | 146.6 | 550.9 | 163.2 | - | - | | - | - | 573.0 |
| Eliminations or Corporate | (71.0) | (80.6) | (151.5) | (82.2) | (109.3) | (343.0) | (84.4) | - | - | | - | | (370.0) |

(Billions of ven)

⁽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⁾ In connection with the organizational restructuring of NTT DATA beginning with the second quarter of FY2022, results are presented on the basis of after the organizational restructuring. Results of reveal the organizational restructuring of NTT DATA beginning with the second quarter of FY2022, results are presented on the basis of after the organizational restructuring. Results of reveal the organizational restructuring of NTT DATA beginning with the second quarter of FY2022, results of reveal the organizational restructuring.

⁽⁵⁾ Represents figures for NTT Ltd. Group on its current basis, excluding the impact of the global business integration, is operating revenues of 600.0 billion yen and operating income of 10.0 billion yen.

⁽⁶⁾ 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.

⁽⁷⁾ Forecasts for FY2022 of NTT DATA Consolidated (Prior to integration of overseas businesses) have been presented on the basis of after the organizational restructuring. All other figures have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

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

Overview of Financial Results (IFRS)

| Overview of Financial Results (IFRS) | | | | | | | | | | | | | (Billions of yen) |
|--|----------------------------------|---------------------------------------|-------------------------------------|--------------------------------------|-----------------------------------|---------------------------|----------------------------------|---------------------------------------|-------------------------------------|--------------------------------------|-----------------------------------|---------------------------|--|
| | | | FY 2 | 2021 | | | | | FY: | 2022 | | | FY 2022 (E) |
| | Three Months Ended June 30 | Three Months Ended September 30 | Six 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 | Six Months Ended September 30 | Three Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast) ⁽⁴⁾ |
| NTT Urban Solutions Group (1)(2) | | | | | | | | | | | | | _ |
| Operating revenues | 93.2 | 105.6 | 198.7 | 104.4 | 143.4 | 446.5 | 90.4 | 74.5 | 164.8 | - | - | | - 380.0 |
| Operating expenses | 82.8 | 92.2 | 175.0 | 93.3 | 139.3 | 407.6 | 81.6 | 65.3 | 146.9 | - | - | | - 345.0 |
| Personnel expenses | 21.8 | 22.1 | 43.9 | 21.7 | 23.6 | 89.1 | 21.6 | 16.2 | 37.8 | - | - | | - 74.0 |
| Expenses for purchase of goods and services and other expenses | 49.5 | 58.9 | 108.4 | 60.4 | 90.6 | 259.4 | 48.5 | 40.0 | 88.5 | - | - | | - 221.0 |
| Depreciation and amortization | 10.4 | 10.3 | 20.7 | 10.2 | 10.3 | 41.2 | 10.3 | 8.3 | 18.6 | - | - | | - 35.0 |
| Impairment losses | - | - | - | - | 2.0 | 2.0 | - | - | - | - | - | | A |
| Expenses on disposal of fixed assets | - | - | - | - | - | - | - | - | - | - | - | | 4 |
| Taxes and dues | 1.1 | 1.0 | 2.1 | 1.0 | 12.8 | 15.9 | 1.1 | 0.9 | 2.0 | - | - | | - 15.0 |
| Operating profit | 11.0 | 15.5 | 26.5 | 15.7 | 4.4 | 46.6 | 8.6 | 9.5 | 18.1 | - | - | | - 44.0 |
| Profit before taxes | 9.7 | 14.3 | 24.0 | 14.5 | 3.0 | 41.5 | 6.2 | 8.0 | 14.1 | - | - | | - 39.0 |
| Profit attributable to NTT Urban Solutions | 6.3 | 9.2 | 15.5 | 8.9 | 1.6 | 26.0 | 3.4 | 5.0 | 8.4 | - | - | | - 25.0 |
| (incl.) NTT Urban Development Consolidated (3) | | | | | | | | | | | | | - |
| Operating revenues | 34.2 | 34.4 | 68.6 | 31.0 | 42.0 | 141.5 | 35.5 | 36.0 | 71.5 | - | - | | - 157.0 |
| Operating expenses | 24.9 | 23.7 | 48.6 | 21.8 | 45.6 | 116.0 | 25.4 | 26.1 | 51.6 | - | - | | - 134.0 |
| Personnel expenses | 3.1 | 0.7 | 3.8 | 1.8 | 1.9 | 7.5 | 1.8 | 1.9 | 3.7 | - | - | | - 8.0 |
| Expenses for purchase of goods and services and other expenses | 14.1 | 15.7 | 29.8 | 12.7 | 22.6 | 65.1 | 16.1 | 16.6 | 32.7 | - | - | | - 84.0 |
| Depreciation and amortization | 7.1 | 6.9 | 13.9 | 6.9 | 6.9 | 27.7 | 7.0 | 7.1 | 14.0 | - | - | | - 28.0 |
| Impairment losses | - | - | - | - | 2.0 | 2.0 | - | - | - | - | - | | 4 |
| Expenses on disposal of fixed assets | - | - | - | - | - | - | - | - | - | - | - | | 4 |
| Taxes and dues | 0.6 | 0.5 | 1.1 | 0.4 | 12.2 | 13.7 | 0.6 | 0.6 | 1.1 | - | - | | - 14.0 |
| Operating profit | 9.5 | 11.6 | 21.1 | 13.5 | (3.4) | 31.2 | 9.5 | 9.7 | 19.2 | - | - | | - 32.0 |
| Profit before taxes | 8.3 | 10.5 | 18.8 | 12.3 | (4.8) | 26.3 | 8.2 | 7.9 | 16.1 | - | | | - 27.0 |
| Profit attributable to NTT Urban Development | 5.3 | 6.8 | 12.2 | 8.1 | (3.8) | 16.5 | 5.1 | 4.9 | 10.0 | - | - | | - 17.0 |

⁽¹⁾ The scope of aggregation for each of the figures presented for NTT Urban Solutions Group is 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⁾ NTT FACILITIES' electricity business has been transferred to and integrated with NTT Anode Energy in July 2022, and is not included from the NTT Urban Solutions Group.

⁽³⁾ 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⁾ Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

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

Number of Subscriptions

| | | | | FY | 2021 | | | | | FY 2 | 2022 | | FY 2022 (E) |
|--|----------------|--|--|--|---|---|------------------------|--|---|--|---|------------------|---|
| | | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of September 30 (Six 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 September 30 (Six Months Ended September 30) | As of December 31 As of March (Three Months Ended (Three Months December 31) March 31 | Ended Year Ended | Year Ending March 31 (Forecast) ⁽¹²⁾ |
| Mobile Telecommunications Services (1) | (in thousands) | 82,916 | 83,454 | 83,454 | 83,846 | 84,752 | 84,752 | 85,245 | 85,884 | 85,884 | - | - | - 87,668 |
| Telecommunications Services (5G) | (in thousands) | 5,351 | 6,942 | 6,942 | 8,952 | 11,530 | 11,530 | 13,785 | 16,019 | 16,019 | - | - | 22,480 |
| (Incl.) home5G | (in thousands) | - | 75 | 75 | 186 | 288 | 288 | 388 | 474 | 474 | - | - | - |
| (Incl.) Modules | (in thousands) | - | - | | - | - | - | - | - | - | - | - | |
| Telecommunications Services (LTE (Xi)) | (in thousands) | 63,172 | 63,001 | 63,001 | 62,242 | 61,396 | 61,396 | 60,452 | 59,474 | 59,474 | - | - | - 56,543 |
| (Incl.) Modules | (in thousands) | 6,088 | 6,730 | 6,730 | 7,389 | 8,086 | 8,086 | 8,665 | 9,315 | 9,315 | - | - | |
| Telecommunications Services (FOMA (3G)) | (in thousands) | 14,393 | 13,511 | 13,511 | 12,651 | 11,826 | 11,826 | 11,009 | 10,390 | 10,390 | - | - | 8,645 |
| (Incl.) Modules | (in thousands) | 6,114 | 5,929 | 5,929 | 5,682 | 5,470 | 5,470 | 5,183 | 5,025 | 5,025 | - | - | - |
| Net increase from previous period | (in thousands) | 284 | 537 | 822 | 392 | 907 | 2,120 | 493 | 639 | 1,131 | - | - | 2,915 |
| Churn rate (2) | (%) | 0.58% | 0.53% | 0.56% | 0.65% | 0.69% | 0.62% | 0.67% | 0.56% | 0.62% | - | - | |
| (Incl.) Handset churn rate (3) | (%) | 0.48% | 0.45% | 0.47% | 0.55% | 0.64% | 0.53% | 0.58% | 0.55% | 0.57% | - | - | - |
| i-mode | (in thousands) | 3,816 | 3,393 | 3,393 | 3,017 | 2,675 | 2,675 | 2,385 | 2,128 | 2,128 | - | - | |
| sp-mode and so on ⁽⁴⁾ | (in thousands) | 47,538 | 48,014 | 48,014 | 48,338 | 50,099 | 50,099 | 50,528 | 50,889 | 50,889 | - | - | - |
| Number of units sold | (in thousands) | 6,492 | 5,781 | 12,274 | 5,781 | 6,224 | 24,279 | 5,523 | 5,533 | 11,056 | - | - | 24,750 |
| (Incl.) New subscriptions (5) | (in thousands) | 2,874 | 2,659 | 5,534 | 2,843 | 3,527 | 11,903 | 3,134 | 3,013 | 6,147 | - | - | - |
| Total smartphones and tablets sold | (in thousands) | 3,248 | 3,028 | 6,276 | 2,969 | 3,151 | 12,396 | 2,649 | 2,683 | 5,332 | - | - | 12,642 |
| (Incl.) Tablets sold | (in thousands) | 217 | 182 | 399 | 143 | 146 | 689 | 154 | 107 | 261 | - | - | - |
| Telephone subscriber lines (6) | (in thousands) | 13,858 | 13,622 | 13,622 | 13,381 | 13,123 | 13,123 | 12,858 | 12,610 | 12,610 | - | - | 12,142 |
| NTT East | (in thousands) | 6.932 | 6,821 | 6,821 | 6,713 | 6,597 | 6,597 | 6,482 | 6,373 | 6,373 | - | - | 6,097 |
| NTT West | (in thousands) | 6,926 | 6,801 | 6,801 | 6,669 | 6,527 | 6,527 | 6,376 | 6,238 | 6,238 | - | _ | 6,045 |
| INS-Net (7) | (in thousands) | 1,727 | 1,690 | 1,690 | | 1,604 | 1,604 | 1,564 | 1,524 | 1,524 | - | _ | 1,440 |
| NTT East | (in thousands) | 869 | 848 | 848 | | 803 | 803 | 782 | 762 | 762 | - | - | 703 |
| NTT West | (in thousands) | 859 | 842 | 842 | | 801 | 801 | 782 | 762 | 762 | - | _ | - 737 |
| Telephone subscriber lines + INS-Net | (in thousands) | 15,585 | 15,312 | 15,312 | 15,029 | 14,727 | 14,727 | 14,422 | 14,135 | 14,135 | - | - | 13,582 |
| NTT East | (in thousands) | 7,801 | 7,669 | 7,669 | | 7,400 | 7,400 | 7,264 | 7,135 | 7,135 | - | _ | 6,800 |
| NTT West | (in thousands) | 7.785 | 7,643 | 7,643 | | 7,327 | 7.327 | 7,158 | 7,000 | 7,000 | - | _ | 6,782 |
| Public telephones | (number) | 143,829 | 141,726 | 141,726 | | 137,649 | 137,649 | 132,595 | 127,467 | 127,467 | - | - | 126,649 |
| NTT East | (number) | 68,898 | 68,714 | 68,714 | | 67,959 | 67,959 | 65,762 | 62,727 | 62,727 | - | - | 62,959 |
| NTT West | (number) | 74,931 | 73,012 | 73,012 | | 69,690 | 69,690 | 66,833 | 64,740 | 64.740 | - | - | 63,690 |
| FLET'S ISDN | (in thousands) | 45 | 43 | 43 | 42 | 40 | 40 | 38 | 36 | 36 | - | - | - 33 |
| NTT East | (in thousands) | 19 | 18 | 18 | | 17 | 17 | 16 | 15 | 15 | - | - | - 14 |
| NTT West | (in thousands) | 26 | 25 | 25 | | 23 | 23 | 22 | 21 | 21 | - | _ | - 19 |
| FLET'S ADSL | (in thousands) | 359 | 340 | 340 | | 286 | 286 | 247 | 208 | 208 | = | - | |
| NTT East | (in thousands) | 150 | 141 | 141 | 130 | 120 | 120 | 104 | 87 | 87 | - | - | - |
| NTT West | (in thousands) | 210 | 199 | 199 | | 166 | 166 | 143 | 121 | 121 | - | - | |
| FLET'S Hikari (including Hikari Collaboration Model) (8) (9) (10) | (in thousands) | 22.817 | 23.034 | 23.034 | | 23,266 | 23.266 | 23,407 | 23.487 | 23.487 | - | - | - 23,916 |
| NTT East | (in thousands) | 12,911 | 13,034 | 13,034 | | 13,156 | 13,156 | 13,240 | 13,280 | 13,280 | _ | - | 13,556 |
| NTT West | (in thousands) | 9,906 | 10,000 | 10,000 | | 10,110 | 10,110 | 10.167 | 10,207 | 10,207 | _ | | 10,360 |
| (incl.) Hikari Collaboration Model | (in thousands) | 15,611 | 15,905 | 15,905 | | 16,292 | 16,292 | 16,500 | 16,640 | 16,640 | _ | - | 17,192 |
| NTT East | (in thousands) | 9.172 | 9,342 | 9,342 | | 9,573 | 9,573 | 9,696 | 9.766 | 9,766 | - | _ | 10,173 |
| NTT West | (in thousands) | 6.439 | 6,563 | 6,563 | | 6,719 | 6.719 | 6.804 | 6,874 | 6.874 | | | 7,019 |
| (incl.) docomo Hikari | (in thousands) | 7.137 | 7.209 | 7.209 | | 7.262 | 7.262 | 7.276 | 7.286 | 7,286 | | _ | - 7,019 |
| Hikari Denwa (11) | (in thousands) | 18.713 | 18.756 | 18.756 | | 18.782 | 18.782 | 18.782 | 18.787 | 18.787 | | _ | 18.908 |
| NTT East | (in thousands) | 10,043 | 10,064 | 10,750 | | 10,762 | 10,075 | 10,076 | 10,079 | 10,079 | | | 10,175 |
| NTT West | (in thousands) | 8.671 | 8.692 | 8.692 | | 8.707 | 8,707 | 8.706 | 8.708 | 8.708 | | | 8,733 |
| (1) Mobile telecommunications services and New subscriptions include | , | -,- | -, | - / | 0,703 | 0,707 | 0,707 | 0,700 | 0,700 | 0,700 | - | <u>-</u> | 0,733 |

EV 2021

EV 2022 (E)

EV 2022

- (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" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases app
- (8) The number of "FLET'S Hikari (including Hikari Collaboration Model)" subscriptions to "FLET'S Hikari Next," "FLET'S Hikari Next,
- (9) The comparative results for the six months ended September 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 664 thousand lines, respectively, for a total of 1,189 thousand lines, respectively, for a total of 1,189 thousand lines, respectively, for a total of 1929 thousand lines, and 82 thousand lines and 82 thousand lines, respectively, for a total of 164 thousand lines, respectively, for a total of 164 thousand lines, respectively, for a total of 164 thousand lines, respectively, for a total of 1929 thousand lines, respectively, for a total of 164 thousand lines, re
- (10) The comparative forecast for the year ending March 31, 2023 (Forecast) compared to the results for the year ended March 31, 2023 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, respectively, for a total of 2,600 thousand lines, respectively, for a total of 350 thousand lines, respectively, for a total of 350 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, 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, 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, respectively, for a total of 2,000 thousand lines, respectively, for a total of 2,000 thousand lines, respectively, for a total of 350 thousand lines, respectively, for a total of 350 thousand lines, respectively, for a total of 2,000 thousand lines, resp
- (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, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

3. Operating Data (Number of Subscriptions, Transactions)

Number of Subscriptions

| Number of Subscriptions | | FY 2021 | | | | | | | FY 2022 (E) | | | | | |
|--|----------------|--|--|--|--|--|------------------------|--|--|--|---|--|------------------------|--|
| | | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of September 30 (Six 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 September 30 (Six 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) ⁽⁸⁾ |
| NTT Group Major ISPs (1) | (in thousands) | 11,382 | 11,365 | 11,365 | 11,378 | 11,360 | 11,360 | 11,354 | 11,384 | 11,384 | - | - | - | 11,250 |
| (incl.) OCN | (in thousands) | 7,020 | 7,015 | 7,015 | 7,036 | 7,018 | 7,018 | 7,052 | 7,113 | 7,113 | - | - | - | 7,005 |
| (incl.) Plala | (in thousands) | 3,927 | 3,907 | 3,907 | 3,896 | 3,889 | 3,889 | 3,851 | 3,817 | 3,817 | - | - | - | 3,789 |
| Hikari TV | (in thousands) | 2,934 | 2,925 | 2,925 | 2,951 | 2,952 | 2,952 | 2,937 | 915 | 915 | | - | - | 2,932 |
| FLET'S TV Transmission Services (2) | (in thousands) | 1,926 | 1,954 | 1,954 | 1,976 | 1,995 | 1,995 | 2,011 | 2,028 | 2,028 | - | - | - | 2,061 |
| NTT East | (in thousands) | 1,130 | 1,139 | 1,139 | 1,147 | 1,154 | 1,154 | 1,159 | | 1,164 | - | - | - | 1,184 |
| NTT West | (in thousands) | 796 | 815 | 815 | 829 | 841 | 841 | 852 | | 863 | | - | - | 877 |
| "d POINT CLUB" members | (in thousands) | 83,728 | 85,542 | 85,542 | 87,206 | | 89,075 | 90,377 | | | | - | - | - |
| (Incl.) "d POINT CARD" registrants (3) | (in thousands) | 52,570 | 54,325 | 54,325 | 55,975 | | 57,857 | 59,166 | | 60,458 | | - | - | - |
| "d POINTs" used | (in billions) | 69.7 | 66.4 | 136.1 | 67.3 | 66.9 | 270.3 | 67.1 | 84.1 | 151.2 | | _ | | _ |
| (Incl.)"d POINTS" used at partners' stores, etc. | (in billions) | 52.7 | 50.6 | 103.3 | | 52.7 | 208.1 | 54.0 | | 124.1 | _ | _ | _ | - |
| Finance/Payment transactions handled (4) | (in billions) | 2,000 | 4,090 | 4,090 | 6,490 | 8,860 | 8,860 | 2,510 | | 5,180 | <u>-</u> | <u>-</u> | <u>-</u> | - |
| (Incl.) "d CARD" transactions | (in billions) | 1,500 | 3,060 | 3,060 | 4,850 | 6,610 | 6,610 | 1,870 | | 3,820 | - | _ | - | - |
| (Incl.) "d Payment" transactions ⁽⁵⁾ | (in billions) | 304 | 628 | 628 | 1,022 | 1,418 | 1,418 | 431 | 925 | 925 | | - | - | - |
| "d CARD" members | (in thousands) | 14,759 | 15,071 | 15,071 | 15,379 | | 15,666 | 15,938 | | 16,231 | | _ | - | - |
| (Incl.) "d CARD GOLD" | (in thousands) | 8,232 | 8,475 | 8,475 | 8,687 | 8,886 | 8,886 | 9,065 | | 9,302 | | _ | _ | - |
| "d Payment" users ⁽⁶⁾ | (in millions) | 37.35 | 39.43 | 39.43 | 41.65 | 43.75 | 43.75 | 45.61 | 47.67 | 47.67 | | _ | _ | - |
| Locations where payment / point services are available (7) | (in millions) | 3.52 | 3.71 | 3.71 | 3.87 | 4.10 | 4.10 | 4.24 | 4.38 | 4.38 | - | - | - | |

^{(1) &}quot;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 payment (iD)" and "DOCOMO Mobile Payment". In association with the service integration of "DOCOMO Mobile Payment" in 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.

⁽⁸⁾ Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

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 integrated ICT business, ARPU is calculated by dividing revenue items included in operating revenues from its integrated ICT business segment, such as revenues from 15 mobile phone services, and 4 docomo Hikari^{**} services, that are incurred consistently send 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, ARPU is calculated by dividing revenue items included in the operating revenues 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, ARPU is calculated by dividing revenue items included in the operating revenues of NTT Group's regional communications business, ARPU is calculated by dividing revenue items included in the operating revenues from 15 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.

| | | | | | | | | | | | | | (Yen) FY 2022 (E) | |
|--|----------------------------------|---------------------------------------|----------------------------------|--------------------------------------|-----------------------------------|------------------------|----------------------------------|---------------------------------------|----------------------------------|--------------------------------------|-----------------------------------|------------------------|---|--|
| | | FY 2021 | | | | | | FY 2022 | | | | | | |
| | Three Months Ended June 30 | Three Months Ended September 30 | Six 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 | Six Months Ended September 30 | Three Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast) ⁽¹¹⁾ | |
| NTT DOCOMO | | | | | | | | • | | | | | | |
| Aggregate ARPU (1) (2) (3) (4) | 4,780 | 4,790 | 4,790 | 4,730 | 4,670 | 4,740 | 4,620 | 4,670 | 4,650 | - | - | - | 4,540 | |
| Mobile ARPU (5G + LTE (Xi) + FOMA (3G)) | 4,200 | 4,200 | 4,200 | 4,140 | 4,080 | 4,150 | 4,030 | 4,080 | 4,060 | - | - | - | 3,940 | |
| Hikari ARPU | 580 | 590 | 590 | 590 | 590 | 590 | 590 | 590 | 590 | - | - | - | 600 | |
| Aggregate ARPU (as oldly defined) (2) (3) (4) | 4,840 | 4,850 | 4,850 | 4,800 | 4,740 | 4,810 | - | - | - | - | - | - | - | |
| Mobile ARPU (5G + LTE (Xi) + FOMA (3G)) | 4,250 | 4,250 | 4,250 | 4,200 | 4,140 | 4,210 | - | - | - | - | - | - | - | |
| Hikari ARPU | 590 | 600 | 600 | 600 | 600 | 600 | - | - | - | - | - | - | | |
| (5) (6) (7) (9) (0) | | | | | | | | | | | | | | |
| NTT East (5) (6) (7) (8) (9) | | | | | | | | | | | | | | |
| Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) | 2,470 | 2,470 | 2,470 | 2,590 | 2,570 | 2,530 | 2,550 | 2,560 | 2,560 | - | - | - | 2,540 | |
| FLET'S Hikari ARPU (10) | 4,640 | 4,560 | 4,560 | 4,530 | 4,530 | 4,570 | 4,500 | 4,510 | 4,500 | - | - | - | 4,480 | |
| Basic Monthly Charge | 3,400 | 3,330 | 3,330 | 3,320 | 3,320 | 3,350 | 3,310 | 3,310 | 3,310 | - | - | - | 3,310 | |
| Optional Services | 1,240 | 1,230 | 1,230 | 1,210 | 1,210 | 1,220 | 1,190 | 1,200 | 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 | 2,460 | 2,570 | 2,560 | 2,510 | 2,550 | 2,560 | 2,550 | - | - | - | 2,530 | |
| FLET'S Hikari ARPU (10) | 4,690 | 4,620 | 4,620 | 4,580 | 4,580 | 4,620 | 4,560 | 4,580 | 4,570 | - | - | - | 4,540 | |
| Basic Monthly Charge | 3,260 | 3,200 | 3,200 | 3,190 | 3,200 | 3,220 | 3,200 | 3,190 | 3,200 | - | - | - | 3,190 | |
| Optional Services | 1,430 | 1,420 | 1,420 | 1,390 | 1,380 | 1,400 | 1,360 | 1,390 | 1,370 | - | - | - | 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
- 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 Next," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Next," "FLET'S Hikar
 - "FLET'S Hikari" Optional Services includes wholesale services provided to service providers by NTT East and NTT West.
- Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) and FLET'S Hikari ARPU do not include interconnection charges.
- (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, 2021)/21x12
- (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 to "FLET'S Hikari Cross," "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "FLET'S Hikari Cross," "FLET'S Hikari Next," "FLE
- (11) Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 2022).

3. Operating Data (Number of Employees)

Number of Employees

| Number of Employees | | | | | | | | | (Persons) |
|---|------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|--|
| | | FY 2 | 021 | | | 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) ⁽⁵⁾ |
| NTT Consolidated Number of Employees | 332,950 | 335,200 | 337,850 | 333,850 | 341,950 | 342,850 | - | - | 339,050 |
| Integrated ICT Business Segment (1) | 48,100 | 48,100 | 48,100 | 46,500 | 48,350 | 48,250 | - | - | 47,750 |
| Regional communications business Segment | 77,500 | 77,100 | 77,250 | 72,950 | 74,800 | 74,550 | - | - | 71,550 |
| Global Solutions Business Segment (1) | 180,600 | 183,100 | 185,600 | 188,300 | 191,950 | 193,200 | - | - | 193,250 |
| Others(Real Estate, Energy and Others) (1) | 26,750 | 26,900 | 26,900 | 26,100 | 26,850 | 26,850 | - | - | 26,500 |
| Number of Employees, by Core Group Companies | | | | | | | | | |
| NTT DOCOMO Group | 48,100 | 48,100 | 48,100 | 46,500 | 48,350 | 48,250 | - | - | 47,750 |
| NTT East Group | 38,750 | 38,550 | 38,600 | 36,550 | 37,550 | 37,400 | - | - | 36,550 |
| NTT West Group | 38,750 | 38,550 | 38,650 | 36,400 | 37,250 | 37,150 | - | - | 35,000 |
| NTT DATA Consolidated (After integration of overseas business) (2) | - | - | - | 188,150 | 191,850 | 193,200 | - | - | 193,100 |
| NTT DATA Consolidated (Prior to integration of overseas businesses) (3) | 142,750 | 145,750 | 149,100 | 152,000 | 155,800 | 158,200 | - | - | 159,000 |
| NTT Ltd. Group (4) | 37,700 | 37,150 | 36,300 | 36,150 | 36,050 | 35,000 | - | - | 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.

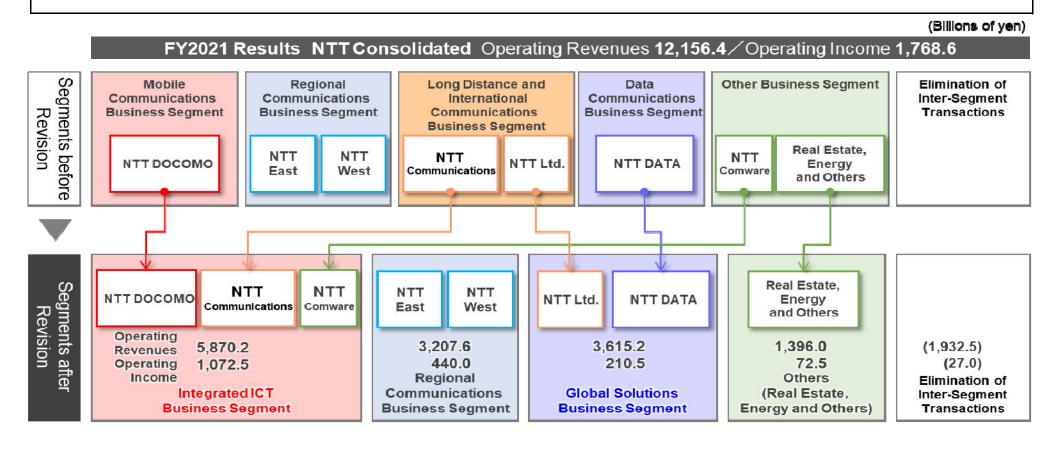
⁽³⁾ Represents figures for NTT DATA Consolidated on its current basis, excluding the impact of the global business integration scheduled to be implemented in October 2022.

⁽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.

⁽⁵⁾ Forecasts for the year ending March 31, 2023 have not been changed from those announced in the financial results ended March 31, 2022 (announced on May 12, 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.



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

| | | | 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 Three Months E June 30 September | | ded Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast) |
| ner NTT DOCOMO Group (excluding NTT Communications Group and NTT C | Comware Group(1)(2) | | | | | - | | | | (1 0100001 |
| perating revenues | 1,159.6 | 1,156.6 | 1,201.2 | 1,196.4 | 4,713.8 | - | - | | - | - 4, |
| Telecommunications services | 770.7 | 771.9 | 753.3 | 750.7 | 3,046.6 | - | - | | - | 4 |
| Mobile communications services | 671.3 | 671.8 | 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 | - | - | | - | 4 |
| Equipment sales | 137.6 | 125.6 | 177.9 | | 618.0 | - | - | | - | A |
| Other | 251.3 | 259.1 | 269.9 | | 1,049.2 | - | - | | - | A |
| perating 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 | - | • | - | | 4 |
| Expenses for purchase of goods and services and other expenses | 556.4 | 545.7 | 567.9 | | 2,350.1 | - | - | - | - | 4 |
| Depreciation and amortization | 153.4 | 155.1 | 156.4 | | 622.1 | - | • | - | | 4 |
| Impairment losses | - | - | - | 0.2 | 0.2 | - | • | - | | 4 |
| Communication network charges | 118.5 | 118.5 | 119.5 | | 473.3 | - | • | - | | 4 |
| Expenses on disposal of fixed assets | 11.7 | 10.5 | 9.0 | 12.7 | 43.9 | - | - | | - | |
| perating profit | 244.4 | 251.9 | 273.3 | | 927.9 | - | - | | - | |
| rofit before taxes | 245.3 | 252.2 | 275.5 | 157.8 | 930.9 | | - | | - | |
| rofit attributable to NTT DOCOMO, INC. | 171.5 | 173.4 | 191.1 | 112.1 | 648.0 | - | - | | - | 4 |
| ner NTT Communications Group ⁽²⁾ | | | | | | · | | | | |
| perating revenues ⁽³⁾ | 244.0 | 260.1 | 249.6 | 293.8 | 1,047.6 | - | - | | - | - 1 |
| Cloud computing platforms | 25.3 | 25.9 | 26.1 | 27.4 | 104.7 | - | - | | - | 4 |
| Data networks | 96.8 | 99.3 | 97.7 | 98.4 | 392.2 | - | - | | | 4 |
| Voice communications | 50.9 | 50.8 | 50.6 | 51.4 | 203.6 | • | - | | - | 4 |
| Applications & content | 18.5 | 18.3 | 18.6 | 20.9 | 76.3 | | - | - | - | 4 |
| Solution services | 46.5 | 60.5 | 50.1 | 89.6 | 246.8 | - | | - | | d . |
| Other | 6.1 | 5.3 | 6.5 | 6.2 | 24.0 | - | | - | | d . |
| perating expenses | 208.9 | 223.1 | 216.0 | 264.5 | 912.5 | - | - | | - | |
| Personnel expenses | 32.5 | 30.9 | 31.8 | 31.2 | 126.4 | - | - | | - | 4 |
| Expenses for purchase of goods and services and other expenses | 145.2 | 160.8 | 152.2 | 190.2 | 648.3 | - | - | - | - | d . |
| Depreciation and amortization | 29.6 | 29.5 | 30.0 | 31.1 | 120.1 | - | | - | | d . |
| Impairment losses | - | - | - | - | _ | - | | - | | d . |
| 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 | _ | | _ | | il . |
| Operating profit | 35.2 | 37.0 | 33.6 | 29.3 | 135.1 | | _ | | | |
| 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 | <u>-</u> | ····· | | | 1 |
| mer NTT DOCOMO Group (excluding NTT Communications Group and NTT Communication Gr | | | 20.1 | 10.1 | 100.0 | | | | | :==== |
| rner NTT DOCOMO Group (excluding NTT Communications Group and NTT C | Jomware Group) Financiai i 11.0 | 558.3 | 145.8 | 307.6 | 1,022.7 | | | | | |
| BITDA (5) | 376.8 | 385.8 | 407.2 | 296.3 | 1,466.1 | | | - 1 | | 1 |
| f.) Former NTT DOCOMO Group (excluding NTT Communications Group and | | | | | .,,,,,,,, | | | | | - |
| elecommunications business | 1411 Contiwate Group/ Ope | rating income in Lacin | ocginen | | | * | | | | |
| Operating revenues | 904.1 | 893.9 | 933.7 | 929.0 | 3,660.8 | - | - | - | - | 4 |
| Operating profit (loss) | 184.5 | 188.4 | 199.4 | 114.5 | 686.8 | | - | | - | 1 |
| Operating margin | 20.4% | 21.1% | 21.4% | 12.3% | 18.8% | | | | - | |
| mart life business | 20.470 | 21.170 | 21.470 | 12.370 | 10.070 | - | ······· - | | - | 1 |
| | 150.1 | 157.4 | 159.3 | 152.2 | 619.0 | | | | | |
| Operating revenues | | | | | | | - | | - | |
| Operating profit (loss) | 23.2 | 21.9 | 30.3 | (0) | 75.4 | - | - | | - | 4 |
| Operating margin | 15.5% | 13.9% | 19.0% | (0.0%) | 12.2% | - | | | | A |
| 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 | - | | | | 4 |
| Operating margin | 31.8% | 36.0% | 36.8% | 34.3% | 34.7% | _ | - | | - | A |
| Incl.) Smart life business and other businesses | | | | | | | | | | |
| Operating revenues | 265.5 | 273.0 | 277.8 | 280.0 | 1,096.4 | - | - | - | _ | A |
| Operating profit (loss) | 59.9 | 63.5 | 73.9 | 43.8 | 241.2 | - | - | - | - | 4 |
| Operating margin | 22.6% | 23.3% | 26.6% | 15.6% | 22.0% | - | - | | - | 4 |
| | | | | | | | | | | |
| ef.) Capital investment by group ⁽¹⁾ | | | | | | | | | | |
| rmer NTT DOCOMO Group | , | 4000 | 4 | 4 | | | | | | |
| cluding NTT Communications Group and NTT Comware Group) | 122.7 | 126.0 | 127.9 | 171.5 | 548.1 | • | - | | - | 4 |
| mer NTT Communications Group | 20.7 | 17.3 | 21.1 | 42.8 | 101.9 | - | - | | | 1 |
| | 20.1 | 17.0 | 21.1 | 12.0 | .51.5 | | | | | / |
| | | | | | | | | | | 4 |
| f.) Former NTT DOCOMO Group | 122.7 | 126.0 | 127.9 | 171.5 | 548.1 | | | | | 1 |
| luding NTT Communications Group and NTT Comware Group) | | | | | | | | | | 4 |
| elecommunications business | 112.3 | 112.1 | 114.0 | 155.9 | 494.3 | - | - | | - | 4 |
| mart life business | 7.9 | 9.8 | 10.6 | | 39.5 | - | - | | | 4 |
| Other businesses | 2.5 | 4.1 | 3.3 | | 14.3 | _ | - | | | 4 |
| | 2.0 | | 0.0 | | | | | | | . — |
| | | | | | | | | | | |
| nber of Employees, by Core Group Companies ⁽¹⁾ | | | | | | | | | | |
| | 00.000 | 00 | 00 | 20 | 00 === | | | | | 1 |
| nber of Employees, by Core Group Companies ⁽¹⁾ ormer NTT DOCOMO Group excluding NTT Communications Group and NTT Comware Group) | 29,650 | 29,650 | 29,550 | 28,750 | 28,750 | | - | - <u>-</u> | | |

| | 7) beginning with the listar year enoung wards 31, 2021, depreciation charges for high-or-use assets have been excluded from ESTIDA and its depreciation and amortization components. | | | | | | | | |
|--|---|---|--|--|--|--|--|--|--|
| | 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. | | | | | | | |
| | relecontinuitations business | 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. | | | | | | | |
| | Outer businesses | Enterprise colutions: Enterprise InT colutions System development/cales/maintenance convices etc. | | | | | | | |

¹⁷ Results of the full res