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## Supplementary Data for the Annual Results for the Fiscal Year Ended March 31, 2017

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### Disclaimers

The projected figures concerning the future performance of NTT and its subsidiaries and affiliates contained 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 herein, as well as other risks included in NTT's most recent Annual Report on Form 20-F and other filings and submissions with the United States Securities and Exchange Commission.

\* "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 Financial Results, EBITDA and EBITDA Margin and Interest-Bearing Liabilities)

NTT Consolidated Financial Results

(Billions of yen)

Consolidated (US GAAP)	FY 2015					FY 2016					FY 2017 (E)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	Year Ending
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	March 31
<b>Operating Revenues</b>	2,706.5	2,882.5	2,906.4	3,045.6	11,541.0	2,716.7	2,807.6	2,836.2	3,030.5	11,391.0	11,750.0
Fixed Voice Related Services	336.4	331.2	326.9	335.5	1,330.0	311.8	307.5	299.8	314.7	1,233.9	-
Mobile Voice Related Services	193.1	214.6	216.9	213.2	837.8	213.0	216.6	221.8	213.9	865.3	-
IP/Packet Communications Services	933.7	941.6	944.2	938.3	3,757.8	948.0	953.3	941.0	966.6	3,809.0	-
Sales of Telecommunications Equipment	223.8	240.0	262.0	227.3	953.0	186.7	236.4	227.0	156.4	806.5	-
System Integration	673.0	764.3	774.9	851.3	3,063.5	688.3	708.8	726.7	917.9	3,041.6	-
Other	346.4	390.8	381.5	480.1	1,598.8	368.9	385.0	419.9	461.0	1,634.8	-
<b>Operating Expenses</b>	2,347.7	2,507.8	2,513.3	2,824.1	10,192.8	2,229.3	2,368.5	2,444.1	2,809.3	9,851.2	10,160.0
Cost of Services (excluding items shown separately below)	556.0	593.1	584.3	724.7	2,458.1	547.3	606.1	598.0	736.2	2,487.6	-
Cost of Equipment Sold (excluding items shown separately below)	196.6	234.5	268.4	271.0	970.5	175.3	231.2	248.3	225.0	879.7	-
Cost of System Integration (excluding items shown separately below)	475.8	558.7	543.2	619.8	2,197.5	501.7	484.5	510.3	664.4	2,161.0	-
Depreciation and Amortization	432.6	439.1	445.5	449.2	1,766.3	359.2	357.3	366.4	379.3	1,462.2	1,359.0
Impairment Loss	0.0	3.6	2.4	26.7	32.7	0.4	14.3	51.3	7.9	73.9	-
Goodwill	-	-	-	4.7	4.7	-	4.5	48.8	-	53.3	-
Other	0.0	3.6	2.4	22.0	28.0	0.4	9.8	2.5	7.9	20.6	-
Selling, General and Administrative Expenses	686.7	678.8	669.6	732.7	2,767.8	645.5	675.1	669.7	796.5	2,786.8	-
<b>Operating Income</b>	358.8	374.7	393.1	221.6	1,348.1	487.4	439.1	392.1	221.2	1,539.8	1,590.0
<b>Income Before Income Taxes</b>	367.4	350.0	403.7	208.1	1,329.3	446.1	450.8	410.3	220.6	1,527.8	1,580.0
<b>Net Income Attributable to NTT</b>	193.2	184.1	226.7	133.7	737.7	243.6	232.5	192.6	131.4	800.1	830.0
(Ref.) Details of "Cost of Services," "Cost of Equipment Sold," "Cost of System Integration" and "Selling, General and Administrative Expenses"											
Personnel	569.5	577.4	577.6	575.2	2,299.7	557.7	569.7	547.5	601.9	2,276.8	-
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	1,257.3	1,402.0	1,395.2	1,621.4	5,675.9	1,227.9	1,335.4	1,384.4	1,664.2	5,612.0	-
Loss on Disposal of Property, Plant and Equipment	30.0	31.3	37.6	92.8	191.7	24.2	36.3	39.8	96.8	197.0	-
Other Expenses	58.3	54.5	55.1	58.8	226.6	60.0	55.6	54.7	59.1	229.4	-
<b>Total</b>	1,915.1	2,065.1	2,065.4	2,348.2	8,393.8	1,869.8	1,996.9	2,026.4	2,422.1	8,315.1	-
<b>EBITDA and EBITDA Margin with Reconciliation</b>											
<b>EBITDA</b> [a+b+c+d] <sup>(1)</sup>	812.9	835.3	860.5	769.3	3,277.9	860.0	830.7	829.8	662.9	3,183.3	3,190.0
a Operating Income	358.8	374.7	393.1	221.6	1,348.1	487.4	439.1	392.1	221.2	1,539.8	1,590.0
b Depreciation and Amortization	432.6	439.1	445.5	449.2	1,766.3	359.2	357.3	366.4	379.3	1,462.2	1,359.0
c Loss on Sales and Disposal of Property, Plant and Equipment	21.5	17.9	19.5	71.8	130.7	13.0	20.0	20.0	54.4	107.4	241.0
d Impairment Loss	0.0	3.6	2.4	26.7	32.7	0.4	14.3	51.3	7.9	73.9	-
<b>EBITDA Margin</b> [(e-f)x100] <sup>(1)</sup>	30.0%	29.0%	29.6%	25.3%	28.4%	31.7%	29.6%	29.3%	21.9%	27.9%	27.1%
e EBITDA [a+b+c+d]	812.9	835.3	860.5	769.3	3,277.9	860.0	830.7	829.8	662.9	3,183.3	3,190.0
f Operating Revenues	2,706.5	2,882.5	2,906.4	3,045.6	11,541.0	2,716.7	2,807.6	2,836.2	3,030.5	11,391.0	11,750.0
<b>Interest-Bearing Liabilities</b>											
	FY 2015					FY 2016				FY 2017 (E)	
	As of June 30	As of September 30	As of December 31	As of March 31		As of June 30	As of September 30	As of December 31	As of March 31	As of March 31	
<b>Interest-Bearing Liabilities</b>	4,838.1	4,520.4	4,446.2	4,163.3		4,353.6	4,091.8	4,497.1	4,088.2	3,900.0	

Notes : (1) Beginning with the three months ended March 31, 2017, the method for calculating EBITDA has been revised to add Loss on Sales of Property, Plant and Equipment and Impairment Loss. EBITDA and EBITDA Margin, as calculated using the previous method including only Operating Income and Depreciation and Amortization, and Loss on Disposal of Property, Plant and Equipment, would have been 654.0 billion yen and 21.6%, respectively, for the three months ended March 31, 2017, and 3,107.8 billion yen and 27.3%, respectively, for the twelve months ended March 31, 2017. EBITDA and EBITDA Margin figures presented in the table above have been retroactively recalculated using the new calculation method.

1. Financial Results Summary (Capital Investment)

Capital Investment	(Billions of yen)										
	FY 2015					FY 2016					FY 2017 (E)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	Year Ending
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	March 31
Capital Investment <sup>(1)(2)</sup>	285.8	359.8	393.8	647.8	1,687.2	284.4	381.5	426.5	607.8	1,700.0	1,700.0
Regional communications business	107.7	126.9	134.5	252.9	622.1	96.3	118.7	130.6	237.7	583.4	555.0
Long distance and international communications business	42.9	53.5	58.5	72.7	227.6	44.8	56.6	67.0	76.5	244.9	249.0
Mobile communications business	93.2	126.4	143.0	232.8	595.3	97.1	148.9	153.3	197.7	597.1	570.0
Data communications business	26.9	31.4	29.9	45.9	134.0	28.5	39.1	37.9	52.5	158.1	192.0
Other business	15.2	21.6	27.8	43.5	108.2	17.6	18.1	37.6	43.3	116.6	134.0
(Ref.) Core Group Companies											
NTT (Holding Company)	1.1	2.2	3.2	12.1	18.7	1.0	2.6	3.8	8.1	15.7	18.0
R&D Facilities	-	-	-	-	16.5	-	-	-	-	12.9	15.0
Joint Facilities	-	-	-	-	2.1	-	-	-	-	2.8	3.0
NTT East	46.1	56.5	59.4	131.7	294.0	42.1	52.4	61.0	118.0	273.8	250.0
Service Expansion and Improvement	-	-	-	-	261.0	-	-	-	-	249.6	231.0
Voice Transmission	-	-	-	-	147.6	-	-	-	-	142.6	133.0
Data Transmission	-	-	-	-	22.1	-	-	-	-	17.8	14.0
Leased Circuit	-	-	-	-	91.1	-	-	-	-	88.2	83.0
Telegraph	-	-	-	-	0.0	-	-	-	-	0.9	1.0
R&D Facilities	-	-	-	-	2.5	-	-	-	-	2.7	2.0
Joint Facilities	-	-	-	-	30.3	-	-	-	-	21.3	17.0
NTT West	57.9	63.5	68.5	99.4	289.4	46.2	56.8	61.7	109.3	274.1	260.0
Service Expansion and Improvement	-	-	-	-	272.2	-	-	-	-	256.0	239.0
Voice Transmission	-	-	-	-	154.3	-	-	-	-	157.7	144.0
Data Transmission	-	-	-	-	21.5	-	-	-	-	22.9	17.0
Leased Circuit	-	-	-	-	96.2	-	-	-	-	74.9	77.0
Telegraph	-	-	-	-	0.0	-	-	-	-	0.3	1.0
R&D Facilities	-	-	-	-	1.9	-	-	-	-	1.9	2.0
Joint Facilities	-	-	-	-	15.2	-	-	-	-	16.0	19.0
NTT Communications	28.0	26.9	28.6	47.2	130.8	25.1	32.2	34.1	43.6	135.1	111.0
Cloud Computing Platforms	-	-	-	-	34.2	-	-	-	-	39.6	23.0
Data Networks	-	-	-	-	16.8	-	-	-	-	26.3	22.1
Voice Communications	-	-	-	-	11.0	-	-	-	-	10.2	8.2
Applications & Content	-	-	-	-	1.9	-	-	-	-	1.9	4.1
Solution Services	-	-	-	-	9.1	-	-	-	-	6.3	5.3
Infrastructure and Joint Facilities, etc.	-	-	-	-	57.4	-	-	-	-	50.5	48.0
NTT DOCOMO (Consolidated)	93.1	126.3	143.0	232.8	595.2	97.1	148.9	153.3	197.7	597.1	570.0
NTT DATA (Consolidated)	26.8	31.3	29.9	45.8	134.0	28.5	39.1	37.9	52.5	158.1	192.0
(Ref.) Optical Access Network Investment											
NTT East	-	-	-	-	90.0	-	-	-	-	85.0	Approx. 80.0
NTT West	-	-	-	-	87.0	-	-	-	-	71.0	Approx. 73.0

Notes : (1) Capital Investment figures for domestic access network businesses for Year Ended March 31, 2016, Year Ended March 31, 2017 and Year Ending March 31, 2018 (Forecast) are 1,302.3 billion yen, 1,261.6 billion yen and 1,193.0 billion yen, respectively.

(2) Figures for NTT East and NTT West include figures for Optical Access Network Investment.

2. Financial Results (Business Segments)

(Billions of yen)

	FY 2015					FY 2016					FY 2017 (E)	
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	Year Ending	
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	March 31	
<b>Business segments<sup>(1)</sup></b>												
<b>Regional communications business</b>												
Operating Revenues	836.5	844.1	839.7	887.6	3,407.9	802.9	817.5	814.4	873.4	3,308.2		3,230.0
Operating Expenses	765.4	760.6	762.1	854.8	3,142.9	675.1	713.1	716.2	844.3	2,948.7		2,900.0
Operating Income	71.1	83.5	77.6	32.8	265.0	127.8	104.5	98.2	29.0	359.5		330.0
<b>Long distance and international communications business</b>												
Operating Revenues	518.1	579.1	578.2	575.5	2,250.9	519.0	519.8	531.8	558.6	2,129.3		2,230.0
Operating Expenses	496.9	552.7	543.6	561.0	2,154.2	492.0	504.7	555.3	536.5	2,088.4		2,110.0
Operating Income	21.2	26.4	34.6	14.5	96.7	27.0	15.2	(23.5)	22.1	40.8		120.0
<b>Mobile communications business</b>												
Operating Revenues	1,076.9	1,138.2	1,168.5	1,143.6	4,527.1	1,108.7	1,179.4	1,181.2	1,115.3	4,584.6		4,750.0
Operating Expenses	842.2	911.7	946.6	1,038.3	3,738.8	810.4	893.9	925.6	1,003.0	3,632.9		3,795.0
Operating Income	234.7	226.4	221.9	105.3	788.4	298.3	285.4	255.6	112.3	951.6		955.0
<b>Data communications business</b>												
Operating Revenues	360.2	385.5	402.1	469.0	1,616.8	373.5	388.6	402.6	554.1	1,718.7		1,970.0
Operating Expenses	341.4	366.2	366.2	430.3	1,504.1	351.6	374.6	371.4	513.3	1,610.8		1,840.0
Operating Income	18.9	19.3	35.8	38.7	112.7	21.9	14.0	31.2	40.8	107.9		130.0
<b>Other business</b>												
Operating Revenues	267.1	300.6	305.0	421.7	1,294.5	272.1	295.5	322.3	392.4	1,282.3		1,260.0
Operating Expenses	256.8	283.4	286.5	393.8	1,220.4	259.8	278.1	292.7	374.4	1,205.0		1,185.0
Operating Income	10.4	17.3	18.5	27.9	74.0	12.3	17.4	29.6	18.0	77.3		75.0

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

## 3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	FY 2015					FY 2016					FY 2017 (E)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	Year Ending
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	March 31
<b>NTT (Holding Company) (JPN GAAP)</b>											
Operating Revenues	224.0	32.5	130.1	134.9	521.7	269.1	32.7	138.6	33.7	474.3	662.0
Operating Expenses	30.4	30.9	31.7	44.5	137.6	29.4	30.7	31.1	43.3	134.6	130.0
Operating Income	193.6	1.6	98.4	90.4	384.0	239.6	2.0	107.5	(9.5)	339.6	532.0
Non-Operating Revenues	6.9	7.1	6.3	9.5	30.0	6.0	6.2	5.7	6.0	24.1	22.0
Non-Operating Expenses	7.7	7.8	7.3	9.6	32.6	7.7	6.8	6.7	7.6	28.9	25.0
Recurring Profit	192.8	0.9	97.4	90.2	381.4	237.9	1.4	106.5	(11.0)	334.9	529.0
Net Income	192.5	0.6	97.2	376.2	666.6	237.5	(19.7)	79.2	(8.9)	288.1	530.0
<b>NTT East (JPN GAAP)</b>											
Operating Revenues	429.7	429.7	427.5	435.2	1,722.3	410.1	413.3	413.1	435.5	1,672.2	1,640.0
Voice Transmission Services (excluding IP) <sup>(1)</sup>	110.0	108.2	106.4	103.1	427.8	101.4	99.9	99.2	95.8	396.5	370.0
IP Services	217.0	214.4	214.5	209.4	855.4	213.3	211.7	212.4	212.8	850.3	850.0
Leased Circuit (excluding IP)	28.6	26.4	24.6	23.9	103.7	24.0	23.6	23.0	22.6	93.3	93.0
Other	47.8	47.6	48.5	54.6	198.5	46.1	46.0	48.1	54.1	194.5	193.0
Supplementary Business	26.2	32.9	33.3	44.1	136.7	25.0	31.9	30.3	50.0	137.4	134.0
Operating Expenses	379.0	378.5	377.4	425.4	1,560.4	346.0	353.6	363.1	420.2	1,483.1	1,450.0
Personnel	24.3	23.8	24.0	24.6	96.8	23.6	23.6	23.2	24.0	94.6	85.0
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	241.5	242.2	238.0	270.9	992.8	224.3	230.9	236.1	270.7	962.1	947.0
Depreciation and Amortization	87.9	86.0	86.0	82.6	342.6	72.2	72.5	76.0	74.2	295.0	234.0
Loss on Disposal of Property, Plant and Equipment	6.3	8.7	11.4	28.1	54.7	6.1	8.4	9.7	31.5	55.9	110.0
Taxes and Public Dues	18.8	17.5	17.8	18.9	73.3	19.5	18.1	17.9	19.6	75.3	74.0
Operating Income	50.7	51.2	50.1	9.7	161.8	64.1	59.6	49.9	15.3	189.1	190.0
Non-Operating Revenues	5.8	6.2	0.7	4.6	17.5	17.3	0.5	1.5	0.7	20.2	5.0
Non-Operating Expenses	1.4	1.3	1.3	1.6	5.9	1.2	1.2	1.2	1.1	4.9	5.0
Recurring Profit	55.0	56.1	49.5	12.7	173.4	80.2	58.9	50.2	14.9	204.4	190.0
Net Income	40.9	37.1	35.0	5.6	118.7	57.8	42.1	36.5	13.1	149.6	131.0
<b>NTT West (JPN GAAP)</b>											
Operating Revenues	374.1	380.5	374.4	398.8	1,528.0	362.0	368.4	362.7	385.7	1,479.0	1,436.0
Voice Transmission Services (excluding IP) <sup>(1)</sup>	110.5	108.4	106.5	103.1	428.6	101.6	99.9	99.0	95.6	396.2	370.0
IP Services	174.5	176.2	176.0	175.8	702.7	175.5	173.6	174.0	173.9	697.2	689.0
Leased Circuit (excluding IP)	24.7	23.7	22.7	22.1	93.3	22.0	21.7	21.3	21.1	86.3	87.0
Other	35.1	35.3	36.0	41.3	147.8	33.8	35.0	35.9	40.8	145.6	138.0
Supplementary Business	29.1	36.8	33.0	56.3	155.4	29.0	38.0	32.2	54.0	153.4	152.0
Operating Expenses	359.2	357.9	344.1	392.6	1,453.9	323.3	335.9	336.6	387.8	1,383.8	1,336.0
Personnel	22.6	22.3	22.3	22.7	90.0	20.3	20.0	19.9	20.2	80.5	77.0
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	230.0	230.2	213.7	250.5	924.5	206.3	219.1	215.4	254.4	895.4	860.0
Depreciation and Amortization	80.5	79.2	79.5	77.7	317.0	70.4	70.8	74.1	72.1	287.6	213.0
Loss on Disposal of Property, Plant and Equipment	8.7	10.0	12.3	25.0	56.2	8.6	9.4	10.9	24.1	53.2	119.0
Taxes and Public Dues	17.2	16.0	16.1	16.4	66.0	17.5	16.3	16.2	16.8	66.9	67.0
Operating Income	14.8	22.6	30.2	6.2	74.0	38.7	32.5	26.0	(2.0)	95.1	100.0
Non-Operating Revenues	2.7	0.6	0.5	1.7	5.7	1.2	0.4	0.5	0.7	2.9	4.0
Non-Operating Expenses	2.8	3.7	2.2	3.8	12.7	2.0	1.7	1.7	4.3	9.9	9.0
Recurring Profit	14.7	19.5	28.5	4.2	67.1	37.8	31.1	24.8	(5.7)	88.1	95.0
Net Income	12.2	14.0	19.6	26.4	72.4	23.3	22.2	18.0	(3.8)	59.7	70.0

Note: (1) Operating Revenues from Voice Transmission Services (excluding IP) of NTT East and NTT West for the fiscal year ended March 31, 2017 include monthly charges, call charges and interconnection charges of 299.9 billion yen, 26.2 billion yen and 45.6 billion yen for NTT East, and 298.3 billion yen, 24.5 billion yen and 49.6 billion yen for NTT West, respectively.

## 3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	FY 2015					FY 2016					FY 2017 (E)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	Year Ending
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	March 31
<b>NTT Communications (JPN GAAP)</b>											
Operating Revenues <sup>(1)</sup>	216.6	225.3	226.2	250.0	918.3	220.2	226.9	227.0	249.6	923.8	940.0
Cloud Computing Platforms	16.7	17.0	17.4	18.7	70.0	17.1	17.6	17.6	19.5	72.0	87.0
Data Networks	91.0	91.7	92.7	94.3	369.8	94.8	95.1	96.3	98.4	384.8	393.0
Voice Communications	64.3	64.5	66.9	64.4	260.3	63.0	63.3	63.7	60.6	250.7	244.0
Applications & Content	9.5	9.8	9.3	9.8	38.7	9.4	9.2	9.3	9.6	37.7	37.0
Solution Services	31.0	38.2	35.8	57.2	162.3	31.9	37.7	36.1	57.5	163.4	159.0
Others	3.8	3.9	3.8	5.3	16.9	3.7	3.7	3.8	3.6	14.9	20.0
Operating Expenses	199.3	202.5	199.4	225.7	827.1	194.3	202.5	204.1	230.2	831.3	847.0
Personnel	19.1	19.1	18.8	20.0	77.2	19.2	18.9	19.0	19.7	77.0	77.0
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	100.9	102.9	97.1	116.0	417.1	90.8	98.8	95.1	121.6	406.4	639.0
Communication Network Charges	49.6	50.8	52.5	56.8	209.9	54.7	54.6	59.2	54.4	223.1	
Depreciation and Amortization	25.9	25.9	26.7	25.7	104.4	25.4	25.6	26.2	27.0	104.4	96.0
Loss on Disposal of Property, Plant and Equipment	0.4	0.6	0.9	3.7	5.6	0.5	1.0	0.9	4.1	6.7	22.0
Taxes and Public Dues	3.2	3.1	3.1	3.1	12.7	3.5	3.2	3.4	3.2	13.4	13.0
Operating Income	17.2	22.7	26.7	24.3	91.1	25.8	24.3	22.9	19.4	92.5	93.0
Non-Operating Revenues	8.8	7.1	6.2	4.9	27.1	7.4	5.6	4.0	3.5	20.7	18.0
Non-Operating Expenses	2.3	1.7	1.7	2.2	8.1	2.3	1.6	1.3	2.5	7.8	8.0
Recurring Profit	23.7	28.0	31.2	27.1	110.2	30.9	28.3	25.6	20.5	105.4	103.0
Net Income	16.6	19.8	22.6	13.1	72.3	22.3	20.4	18.5	23.6	85.0	73.0
<b>Dimension Data (IFRS)<sup>(2)(3)</sup></b>											
Operating Revenues	206.8	247.1	246.5	221.5	921.9	206.6	198.6	196.4	207.4	809.0	890.0
Operating Expenses	207.9	246.4	244.0	223.4	921.6	207.9	205.7	197.9	207.4	818.9	881.0
Operating Income <sup>(4)</sup>	(1.0)	0.8	2.5	(2.0)	0.3	(1.3)	(7.0)	(1.5)	(0.0)	(9.9)	9.0
Net Income Attributable to Dimension Data	(2.8)	(1.4)	2.6	(6.1)	(7.7)	(2.4)	(9.6)	(14.6)	(1.4)	(27.9)	-

Notes: (1) The following are the main services included in each line item:

- Cloud Computing Platforms: "Data center services" and "Private Cloud (Enterprise Cloud, etc.)"
- Data Networks: "Closed network services (Arcstar Universal One, etc.)" and "Open network service (OCN, etc.)"
- Voice Communications: "Telephone services" and "VoIP services (050 plus, etc.)"
- Applications & Content: "Application services (Mail services, etc.)"
- Solution Services: "System integration services"

(2) Because Dimension Data's statements of income from January 1 to December 31, 2016 are consolidated into NTT's consolidated statements of income from April 1, 2016 to March 31, 2017, Dimension Data's financial results for the twelve months ended December 31, 2016 are included under Year Ended March 31, 2017 and Dimension Data's forecast for the twelve months ending December 31, 2017 is included under Year Ending March 31, 2018 (Forecast).

(3) The conversion rate used for Dimension Data figures for the fiscal year ended March 31, 2017 is USD1.00 = JPY108.78

(4) Operating Income for the fiscal year ended March 31, 2017 under US GAAP was (68.4) billion yen

## 3. Financial Results (Holding Company and Subsidiaries)

(Billions of yen)

	FY 2015					FY 2016					FY 2017 (E)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	Year Ending
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	March 31
<b>NTT DOCOMO Consolidated (US GAAP)</b>											
Operating Revenues	1,076.9	1,138.1	1,168.5	1,143.6	4,527.1	1,108.7	1,179.7	1,181.3	1,115.0	4,584.6	4,750.0
Telecommunications Services	675.3	707.1	717.3	715.9	2,815.5	729.7	744.8	750.7	759.9	2,985.1	3,125.0
Mobile Communications Services	669.4	697.2	703.6	697.4	2,767.6	704.2	712.8	712.1	714.8	2,844.0	2,894.0
Voice Revenues	196.6	217.0	219.8	216.0	849.4	215.9	219.6	224.8	215.0	875.2	928.0
Packet Communications Revenues	472.7	480.2	483.8	481.4	1,918.2	488.3	493.3	487.4	499.8	1,968.8	1,966.0
Optical-fiber Broadband Services and Other Telecommunications Services	5.9	9.9	13.7	18.5	47.9	25.5	31.9	38.6	45.1	141.1	231.0
Equipment Sales	201.3	215.5	241.0	202.7	860.5	165.8	214.4	206.2	132.9	719.2	748.0
Other Operating Revenues	200.3	215.6	210.2	225.1	851.1	213.2	220.5	224.4	222.2	880.3	877.0
Operating Expenses	841.5	910.9	945.5	1,046.1	3,744.1	809.4	893.4	924.5	1,012.6	3,639.8	3,790.0
Personnel	72.3	72.0	72.1	69.8	286.2	72.3	72.8	72.2	74.5	291.8	300.0
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	537.5	597.9	619.4	672.5	2,427.3	531.5	600.6	622.8	677.3	2,432.1	2,498.0
Depreciation and Amortization	145.6	151.5	160.0	168.8	625.9	109.7	110.8	113.9	117.9	452.3	490.0
Impairment Loss	-	-	-	17.7	17.7	-	-	-	12.2	12.2	-
Loss on Disposal of Property, Plant and Equipment	11.3	11.2	12.2	34.0	68.8	7.9	16.8	16.5	38.3	79.6	60.0
Communication Network Charges	64.6	68.3	71.8	72.2	276.9	76.7	82.1	88.8	81.8	329.4	400.0
Taxes and Public Dues	10.3	10.0	10.1	11.0	41.3	11.2	10.3	10.3	10.5	42.4	42.0
Operating Income	235.4	227.2	222.9	97.5	783.0	299.3	286.3	256.7	102.4	944.7	960.0
Non-Operating Income (Loss)	5.2	(15.2)	1.9	3.1	(5.0)	(4.0)	(0.4)	8.3	1.0	4.8	6.0
Income Before Income Taxes	240.6	212.0	224.8	100.6	778.0	295.3	285.9	265.0	103.4	949.6	966.0
Net Income Attributable to NTT DOCOMO	168.8	148.4	175.3	55.9	548.4	206.9	198.6	184.0	63.1	652.5	655.0
<b>NTT DATA Consolidated (JPN GAAP)</b>											
Net sales	358.5	384.6	402.0	469.5	1,614.8	392.2	387.4	401.2	551.5	1,732.4	2,060.0
Public & Social Infrastructure	82.5	94.1	100.7	143.3	420.8	89.1	97.6	109.5	159.1	455.4	447.0
Financial	116.3	120.2	136.1	150.9	523.6	118.6	127.7	124.3	147.2	518.0	539.0
Enterprise & Solutions	88.9	97.6	94.0	111.1	391.8	97.7	103.1	103.0	121.6	425.6	442.0
Global	122.6	129.9	129.9	136.9	519.6	145.2	122.8	128.7	206.5	603.3	908.0
Elimination or Corporate	(51.9)	(57.4)	(58.8)	(72.8)	(241.0)	(58.5)	(63.9)	(64.5)	(83.0)	(269.9)	(276.0)
Cost of Sales	270.5	296.0	295.7	354.4	1,216.7	294.5	286.7	293.7	418.6	1,293.6	1,550.0
Gross Profit	88.0	88.6	106.3	115.1	398.1	97.6	100.6	107.5	132.9	438.8	510.0
Selling, General and Administrative Expenses	72.8	72.6	73.1	78.5	297.2	80.3	72.7	78.3	90.4	321.7	390.0
Operating Income	15.1	15.9	33.1	36.6	100.8	17.3	27.9	29.1	42.5	117.1	120.0
Non-Operating Income (Loss)	0.2	(0.1)	(3.4)	0.5	(2.7)	(0)	(0.1)	(1.1)	(2.7)	(4.1)	(4.0)
Ordinary income	15.3	15.8	29.7	37.1	98.1	17.3	27.7	28.0	39.8	112.9	116.0
Net Income Attributable to Owners of Parent	7.3	8.3	28.1	19.4	63.3	10.0	18.9	16.0	20.6	65.6	59.0

4. Operating Data

Number of Subscribers

(in thousands except for Public Telephones)

	FY 2015				FY 2016				FY 2017 (E)
	As of June 30	As of September 30	As of December 31	As of March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31
Telephone Subscriber Lines <sup>(1)</sup>	20,891	20,580	20,278	19,943	19,671	19,413	19,117	18,797	17,785
NTT East	10,324	10,181	10,036	9,875	9,740	9,617	9,471	9,315	8,865
NTT West	10,567	10,399	10,242	10,068	9,931	9,796	9,647	9,482	8,920
INS-Net <sup>(2)</sup>	2,975	2,906	2,843	2,776	2,719	2,661	2,602	2,539	2,326
NTT East	1,519	1,483	1,450	1,414	1,384	1,356	1,325	1,293	1,193
NTT West	1,456	1,423	1,393	1,361	1,334	1,305	1,276	1,246	1,133
Telephone Subscriber Lines + INS-Net	23,866	23,486	23,121	22,718	22,390	22,074	21,719	21,336	20,111
NTT East	11,844	11,664	11,486	11,289	11,125	10,973	10,796	10,609	10,059
NTT West	12,023	11,822	11,634	11,429	11,265	11,102	10,923	10,727	10,052
Public Telephones	181,711	179,428	176,573	171,179	168,673	166,120	163,921	161,375	157,972
NTT East	86,514	85,071	82,907	78,199	76,511	74,846	73,357	71,434	70,434
NTT West	95,197	94,357	93,666	92,980	92,162	91,274	90,564	89,941	87,538
FLET'S ISDN	93	90	88	85	83	81	79	77	70
NTT East	41	40	38	37	36	35	34	33	30
NTT West	52	51	49	48	47	46	45	44	39
FLET'S ADSL	1,162	1,125	1,090	1,053	1,019	987	955	919	791
NTT East	526	510	493	475	459	444	428	411	351
NTT West	636	615	597	577	560	543	527	508	440
FLET'S Hikari (including Hikari Collaboration Model) <sup>(3)(4)(5)</sup>	18,951	19,036	19,157	19,259	19,520	19,704	19,903	20,053	20,853
NTT East	10,476	10,510	10,582	10,666	10,839	10,958	11,078	11,173	11,673
NTT West	8,475	8,526	8,576	8,593	8,681	8,746	8,825	8,880	9,180
(incl.) Hikari Collaboration Model	1,322	2,348	3,478	4,691	5,912	6,917	7,854	8,744	11,894
NTT East	954	1,637	2,350	3,077	3,781	4,337	4,846	5,328	7,028
NTT West	368	711	1,128	1,615	2,131	2,580	3,008	3,416	4,866
Hikari Denwa <sup>(6)</sup>	17,243	17,293	17,335	17,374	17,451	17,545	17,655	17,759	17,988
NTT East	9,056	9,068	9,089	9,123	9,180	9,242	9,311	9,369	9,569
NTT West	8,187	8,225	8,246	8,252	8,271	8,302	8,344	8,390	8,419
Conventional Leased Circuit Services	239	237	235	232	231	229	227	225	218
NTT East	116	115	114	113	112	111	110	109	105
NTT West	123	122	121	120	118	118	117	116	113
High Speed Digital Services	121	119	118	115	114	112	110	108	100
NTT East	62	62	60	59	58	57	56	55	52
NTT West	58	58	57	56	56	55	54	53	48
NTT Group Major ISPs <sup>(7)</sup>	11,650	11,609	11,514	11,411	11,360	11,328	11,303	11,231	11,031
(incl.) OCN	8,342	8,290	8,177	8,046	7,969	7,905	7,847	7,739	7,496
(incl.) Plala	2,968	2,974	2,986	3,005	3,024	3,047	3,075	3,106	3,130
Hikari TV	3,038	3,043	3,047	3,052	3,047	3,041	3,032	3,023	3,030
FLET'S TV Transmission Services <sup>(8)</sup>	1,378	1,398	1,417	1,432	1,445	1,464	1,489	1,521	1,602
NTT East	887	894	903	910	917	926	939	951	981
NTT West	490	504	514	522	528	538	551	570	621
Mobile Telecommunications Services <sup>(8)</sup>	67,532	68,494	69,602	70,964	71,614	72,943	73,588	74,880	77,100
(incl.) "Take-hodai & Pake-aeru" billing plan	20,812	23,777	26,519	29,704	31,586	33,416	35,198	37,066	-
Telecommunications Services (LTE (Xi))	32,609	34,504	36,293	38,679	39,893	41,281	42,671	44,544	51,700
Telecommunications Services (FOMA (3G))	34,923	33,989	33,309	32,285	31,721	31,662	30,917	30,336	25,400
sp-mode	29,094	30,209	31,126	32,463	33,082	33,809	34,749	35,921	40,200
i-mode	21,512	20,581	19,862	18,770	18,136	17,416	16,503	15,493	11,300

Notes: (1) Number of Telephone Subscriber Lines is the total of individual lines and central station lines (Subscriber Telephone Light Plan is included).

(2) "INS-Net" includes "INS-Net 64" and "INS-Net 1500." 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, one "INS-Net 1500" subscription is calculated as ten "INS-Net 64" subscriptions (including subscriptions to the "INS-Net 64 Lite Plan").

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

(4) The comparative results for the year ended March 31, 2017 compared to the year ended March 31, 2016 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 1,646 thousand lines and 1,211 thousand lines, respectively, for a total of 2,857 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 1,132 thousand lines and 793 thousand lines, respectively, for a total of 1,925 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 1,557 thousand lines and 1,260 thousand lines, respectively, for a total of 2,817 thousand lines.

(5) The comparative forecast for the year ending March 31, 2018 compared to the results for the year ended March 31, 2017 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West are expected to be 1,700 thousand lines and 1,200 thousand lines, respectively, for a total of 2,900 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West are expected to be 1,250 thousand lines and 850 thousand lines, respectively, for a total of 2,100 thousand lines; and the numbers of switchover lines for NTT East and NTT West are expected to be 1,100 thousand lines and 1,000 thousand lines, respectively, for a total of 2,100 thousand lines.

(6) Numbers of subscribers for "Hikari Denwa" and "FLET'S TV Transmission Services" include wholesale services provided to service providers by NTT East and NTT West.

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

(8) Number of Mobile Telecommunications Services (including "Telecommunications Services (LTE (Xi))" and "Telecommunications Services (FOMA (3G))") includes Communication Module Services.



#### 4. Operating Data

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

Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to each designated service on a per user basis. In the case of NTT Group's fixed-line business, ARPU is calculated by dividing revenue items included in the operating revenues of NTT Group's regional communications business segment, that is, fixed-line (telephone subscriber lines and INS-NET) and FLET'S Hikari, by the number of active subscribers to the relevant services.

In the case of NTT Group's mobile communications business, ARPU is calculated by dividing revenue items included in operating revenues from its mobile communications business segment, such as revenues from LTE (Xi) mobile phone services, FOMA (3G) mobile phone services and "docomo Hikari" services, that are incurred consistently each month, by the number of active users to the relevant services. The calculation of these figures excludes revenues that are not representative of monthly average usage, such as telecommunications equipment sales, activation fees and universal service charges.

NTT believes that its ARPU figures calculated in this way provide useful information regarding the monthly average usage of its subscribers. The revenue items included in the numerators of NTT Group's ARPU figures are based on its financial results comprising its U.S. GAAP results of operations.

	FY 2015					FY 2016					FY 2017 (E)	
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	Year Ending	
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	March 31	
<b>NTT East</b> <sup>(1)(2)(3)(4)(5)</sup>												
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,660	2,660	2,660	2,630	2,650	2,620	2,620	2,620	2,590	2,610	2,570	
FLET'S Hikari ARPU <sup>(6)</sup>	5,590	5,550	5,510	5,380	5,510	5,340	5,280	5,230	5,170	5,250	5,050	
Basic Monthly Charge	3,860	3,850	3,830	3,750	3,830	3,750	3,720	3,690	3,670	3,700	3,600	
Optional Services	1,730	1,700	1,680	1,630	1,680	1,590	1,560	1,540	1,500	1,550	1,450	
<b>NTT West</b> <sup>(1)(2)(3)(4)(5)</sup>												
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,620	2,610	2,610	2,590	2,610	2,580	2,580	2,580	2,560	2,580	2,550	
FLET'S Hikari ARPU <sup>(6)</sup>	5,550	5,490	5,450	5,400	5,470	5,350	5,300	5,260	5,210	5,280	5,080	
Basic Monthly Charge	3,770	3,730	3,700	3,670	3,720	3,640	3,620	3,590	3,570	3,610	3,490	
Optional Services	1,780	1,760	1,750	1,730	1,750	1,710	1,680	1,670	1,640	1,670	1,590	
<b>NTT DOCOMO</b> <sup>(7)(8)(9)</sup>												
Aggregate ARPU	4,010	4,190	4,230	4,260	4,170	4,330	4,420	4,450	4,550	4,430	4,700	
Voice ARPU (LTE (Xi) + FOMA (3G))	1,120	1,240	1,240	1,230	1,210	1,240	1,250	1,280	1,220	1,250	1,350	
Data ARPU	2,890	2,950	2,990	3,030	2,960	3,090	3,170	3,170	3,330	3,180	3,350	
Packet ARPU (LTE (Xi) + FOMA (3G))	2,870	2,910	2,930	2,940	2,910	2,960	2,990	2,960	3,080	2,990	3,010	
"docomo Hikari" ARPU	20	40	60	90	50	130	180	210	250	190	340	

Notes: (1) 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 Derwa," and revenues from "FLET'S Hikari" optional services, which are included in Supplementary Business revenues.
- "FLET'S Hikari" includes "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, and "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari 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.

(2) Revenues from interconnection charges are excluded from the calculation of Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) and FLET'S Hikari ARPU.

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

- Quarterly Results: Sum of number of active subscribers\* for each month in the relevant quarter
- FY Results: Sum of number of active subscribers\* for each month from April to March
- FY Forecast: Sum of the average expected active number of subscribers during the fiscal year ((number of subscribers at March 31, 2017 + number of expected subscribers at March 31, 2018)/2)x12
- \*active subscribers = (number of subscribers at end of previous month + number of subscribers at end of current month)/2

(4) 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).

(5) 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.

(6) For purposes of calculating FLET'S Hikari ARPU, the number of subscribers is determined based on the number of FLET'S Hikari subscribers, which includes subscribers to "B FLET'S," "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "B FLET'S," "FLET'S Hikari Premium," "FLET'S Hikari Mytown," "FLET'S Hikari Next," "FLET'S Hikari 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.

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

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

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

- Quarterly Results: Sum of number of active users\* for each month in the relevant quarter
- FY Results/FY Forecast: Sum of number of active users\*/expected number of active users\* for each month from April to March
- \*active users = (number of users at end of previous month + number of users at end of current month)/2

(9) 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 Mobile Virtual Network Operators (MVNOs); and
- Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "Xi" or "FOMA" services in his/her name.

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 Mobile Virtual Network Operators (MVNOs) are not included in ARPU calculations.

#### 4. Operating Data

##### Number of Employees

	FY 2015								FY 2016				(Persons)
	FY 2015				FY 2016				FY 2017 (E)				
	As of June 30	As of September 30	As of December 31	As of March 31	As of June 30	As of September 30	As of December 31	As of March 31	As of March 31				
<b>NTT Consolidated <sup>(1)</sup></b>	<b>247,800</b>	<b>249,450</b>	<b>249,650</b>	<b>241,450</b>	<b>248,650</b>	<b>248,650</b>	<b>280,600</b>	<b>274,850</b>	<b>281,350</b>				
Regional communications business	72,550	72,500	72,500	66,200	67,400	67,300	73,700	68,250	67,150				
Long distance and international communications business	43,450	44,450	44,200	43,750	45,150	44,450	44,050	43,850	45,850				
Mobile communications business	27,050	26,500	26,700	26,150	27,500	27,450	27,400	26,750	28,050				
Data communications business	78,650	80,150	80,600	80,550	83,200	84,000	109,950	111,650	115,950				
Other business	26,100	25,850	25,650	24,800	25,400	25,450	25,500	24,350	24,350				
<b>Core Group Companies</b>													
NTT (Holding Company)	2,850	2,850	2,800	2,750	2,800	2,800	2,750	2,700	2,700				
NTT East	5,400	5,150	5,150	4,800	5,200	4,950	4,950	4,850	4,800				
NTT West	4,750	4,600	4,600	4,450	4,600	4,450	4,450	4,400	4,300				
NTT Communications	6,600	6,550	6,550	6,450	6,550	6,450	6,450	6,350	6,300				
NTT DOCOMO (Consolidated)	27,050	26,500	26,700	26,150	27,500	27,450	27,400	26,750	28,050				
NTT DATA (Consolidated)	78,650	80,150	80,600	80,550	83,200	84,000	109,950	111,650	115,950				

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