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## Supplementary Data for the Three Months Ended June 30, 2017

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### Contents

1. Financial Results Summary (Consolidated)	pages 1-2
2. Financial Results (Business Segments)	page 3
3. Financial Results (Holding Company and Subsidiaries)	pages 4-6
4. Operating Data	pages 7-9

### 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

	FY 2016					FY 2017					(Billions of yen)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	FY 2017 (E)
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	
<b>Consolidated (US GAAP)</b>											
Operating Revenues	2,716.7	2,807.6	2,836.2	3,030.5	11,391.0	2,809.8				11,750.0	
Fixed Voice Related Services	311.8	307.5	299.8	314.7	1,233.9	290.2				-	
Mobile Voice Related Services	213.0	216.6	221.8	213.9	865.3	228.7				-	
IP/Packet Communications Services	948.0	953.3	941.0	966.6	3,809.0	949.2				-	
Sales of Telecommunications Equipment	186.7	236.4	227.0	156.4	806.5	173.4				-	
System Integration	688.3	708.8	726.7	917.9	3,041.6	782.5				-	
Other	368.9	385.0	419.9	461.0	1,634.8	385.8				-	
Operating Expenses	2,229.3	2,368.5	2,444.1	2,809.3	9,851.2	2,318.2				10,160.0	
Cost of Services (excluding items shown separately below)	547.3	606.1	598.0	736.2	2,487.6	554.9				-	
Cost of Equipment Sold (excluding items shown separately below)	175.3	231.2	248.3	225.0	879.7	184.5				-	
Cost of System Integration (excluding items shown separately below)	501.7	484.5	510.3	664.4	2,161.0	561.1				-	
Depreciation and Amortization	359.2	357.3	366.4	379.3	1,462.2	332.3				1,359.0	
Impairment Loss	0.4	14.3	51.3	7.9	73.9	-				-	
Goodwill	-	4.5	48.8	-	53.3	-				-	
Other	0.4	9.8	2.5	7.9	20.6	-				-	
Selling, General and Administrative Expenses	645.5	675.1	669.7	796.5	2,786.8	685.4				-	
Operating Income	487.4	439.1	392.1	221.2	1,539.8	491.6				1,590.0	
Income Before Income Taxes	446.1	450.8	410.3	220.6	1,527.8	496.2				1,580.0	
Net Income Attributable to NTT	243.6	232.5	192.6	131.4	800.1	271.5				830.0	
(Ref.) Details of "Cost of Services," "Cost of Equipment Sold," "Cost of System Integration" and "Selling, General and Administrative Expenses"											
Personnel	557.7	569.7	547.5	601.9	2,276.8	593.1				-	
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	1,227.9	1,335.4	1,384.4	1,664.2	5,612.0	1,308.2				-	
Loss on Disposal of Property, Plant and Equipment	24.2	36.3	39.8	96.8	197.0	27.3				-	
Other Expenses	60.0	55.6	54.7	59.1	229.4	57.3				-	
Total	1,869.8	1,996.9	2,026.4	2,422.1	8,315.1	1,985.9				-	
<b>EBITDA and EBITDA Margin with Reconciliation</b>											
EBITDA [a+b+c+d] (1)	860.0	830.7	829.8	662.9	3,183.3	837.4				3,190.0	
a Operating Income	487.4	439.1	392.1	221.2	1,539.8	491.6				1,590.0	
b Depreciation and Amortization	359.2	357.3	366.4	379.3	1,462.2	332.3				1,359.0	
c Loss on Sales and Disposal of Property, Plant and Equipment	13.0	20.0	20.0	54.4	107.4	13.5				241.0	
d Impairment Loss	0.4	14.3	51.3	7.9	73.9	-				-	
EBITDA Margin [(e/f)*100] (1)	31.7%	29.6%	29.3%	21.9%	27.9%	29.8%				27.1%	
e EBITDA [a+b+c+d]	860.0	830.7	829.8	662.9	3,183.3	837.4				3,190.0	
f Operating Revenues	2,716.7	2,807.6	2,836.2	3,030.5	11,391.0	2,809.8				11,750.0	
<b>Interest-Bearing Liabilities</b>											
	FY 2016				FY 2017				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		
Interest-Bearing Liabilities	4,353.6	4,091.8	4,497.1	4,088.2	4,419.3				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 837.1 billion yen and 29.8%, respectively, for the three months ended June 30, 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	FY 2016					FY 2017					(Billions of yen)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	FY 2017 (E)
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	Year Ending
Capital Investment <sup>(1)</sup>	284.4	381.5	426.5	607.8	1,700.0	356.0					1,700.0
Regional communications business	96.3	118.7	130.6	237.7	583.4	106.4					555.0
Long distance and international communications business	44.8	56.6	67.0	76.5	244.9	52.1					249.0
Mobile communications business	97.1	148.9	153.3	197.7	597.1	120.9					570.0
Data communications business	28.5	39.1	37.9	52.5	158.1	44.4					192.0
Other business	17.6	18.1	37.6	43.3	116.6	32.1					134.0
(Ref.) Core Group Companies											
NTT (Holding Company)	1.0	2.6	3.8	8.1	15.7	1.9					18.0
R&D Facilities	-	-	-	-	12.9	-					15.0
Joint Facilities	-	-	-	-	2.8	-					3.0
NTT East <sup>(2)</sup>	42.1	52.4	61.0	118.0	273.8	58.5					250.0
Service Expansion and Improvement	-	-	-	-	249.6	-					231.0
Voice Transmission	-	-	-	-	142.6	-					133.0
Data Transmission	-	-	-	-	17.8	-					14.0
Leased Circuit	-	-	-	-	88.2	-					83.0
Telegraph	-	-	-	-	0.9	-					1.0
R&D Facilities	-	-	-	-	2.7	-					2.0
Joint Facilities	-	-	-	-	21.3	-					17.0
NTT West <sup>(2)</sup>	46.2	56.8	61.7	109.3	274.1	42.1					260.0
Service Expansion and Improvement	-	-	-	-	256.0	-					239.0
Voice Transmission	-	-	-	-	157.7	-					144.0
Data Transmission	-	-	-	-	22.9	-					17.0
Leased Circuit	-	-	-	-	74.9	-					77.0
Telegraph	-	-	-	-	0.3	-					1.0
R&D Facilities	-	-	-	-	1.9	-					2.0
Joint Facilities	-	-	-	-	16.0	-					19.0
NTT Communications	25.1	32.2	34.1	43.6	135.1	18.1					111.0
Cloud Computing Platforms	-	-	-	-	39.6	-					23.0
Data Networks	-	-	-	-	26.3	-					22.1
Voice Communications	-	-	-	-	10.2	-					8.2
Applications & Content	-	-	-	-	1.9	-					4.1
Solution Services	-	-	-	-	6.3	-					5.3
Infrastructure and Joint Facilities, etc.	-	-	-	-	50.5	-					48.0
NTT DOCOMO (Consolidated)	97.1	148.9	153.3	197.7	597.1	120.9					570.0
NTT DATA (Consolidated)	28.5	39.1	37.9	52.5	158.1	49.0					192.0
(Ref.) Optical Access Network Investment											
NTT East	-	-	-	-	85.0	-					Approx. 80.0
NTT West	-	-	-	-	71.0	-					Approx. 73.0

Notes : (1) Capital Investment figures for domestic access network businesses for the three months ended June 30, 2016, the three months ended June 30, 2017 and the year ending March 31, 2018 (Forecast) are 211.3 billion yen, 240.4 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 2016					FY 2017					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	802.9	817.5	814.4	873.4	3,308.2	787.8					3,230.0
Operating Expenses	675.1	713.1	716.2	844.3	2,948.7	654.2					2,900.0
Operating Income	127.8	104.5	98.2	29.0	359.5	133.6					330.0
<b>Long distance and international communications business</b>											
Operating Revenues	519.0	519.8	531.8	558.6	2,129.3	529.7					2,230.0
Operating Expenses	492.0	504.7	555.3	536.5	2,088.4	494.9					2,110.0
Operating Income	27.0	15.2	(23.5)	22.1	40.8	34.8					120.0
<b>Mobile communications business</b>											
Operating Revenues	1,108.7	1,179.4	1,181.2	1,115.3	4,584.6	1,136.7					4,750.0
Operating Expenses	810.4	893.9	925.6	1,003.0	3,632.9	859.1					3,795.0
Operating Income	298.3	285.4	255.6	112.3	951.6	277.6					955.0
<b>Data communications business</b>											
Operating Revenues	373.5	388.6	402.6	554.1	1,718.7	462.3					1,970.0
Operating Expenses	351.6	374.6	371.4	513.3	1,610.8	437.0					1,840.0
Operating Income	21.9	14.0	31.2	40.8	107.9	25.3					130.0
<b>Other business</b>											
Operating Revenues	272.1	295.5	322.3	392.4	1,282.3	281.4					1,260.0
Operating Expenses	259.8	278.1	292.7	374.4	1,205.0	262.3					1,185.0
Operating Income	12.3	17.4	29.6	18.0	77.3	19.0					75.0

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

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

(Billions of yen)

	FY 2016					FY 2017					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	269.1	32.7	138.6	33.7	474.3	436.7					662.0
Operating Expenses	29.4	30.7	31.1	43.3	134.6	30.0					130.0
Operating Income	239.6	2.0	107.5	(9.5)	339.6	406.6					532.0
Non-Operating Revenues	6.0	6.2	5.7	6.0	24.1	5.1					22.0
Non-Operating Expenses	7.7	6.8	6.7	7.6	28.9	6.1					25.0
Recurring Profit	237.9	1.4	106.5	(11.0)	334.9	405.6					529.0
Net Income	237.5	(19.7)	79.2	(8.9)	288.1	405.3					530.0
<b>NTT East (JPN GAAP)</b>											
Operating Revenues	410.1	413.3	413.1	435.5	1,672.2	405.5					1,640.0
Voice Transmission Services (excluding IP) <sup>(1)</sup>	101.4	99.9	99.2	95.8	396.5	94.2					370.0
IP Services	213.3	211.7	212.4	212.8	850.3	213.4					850.0
Leased Circuit (excluding IP)	24.0	23.6	23.0	22.6	93.3	23.2					93.0
Other	46.1	46.0	48.1	54.1	194.5	47.6					193.0
Supplementary Business	25.0	31.9	30.3	50.0	137.4	26.8					134.0
Operating Expenses	346.0	353.6	363.1	420.2	1,483.1	329.9					1,450.0
Personnel	23.6	23.6	23.2	24.0	94.6	21.4					85.0
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	224.3	230.9	236.1	270.7	962.1	222.9					947.0
Depreciation and Amortization	72.2	72.5	76.0	74.2	295.0	58.7					234.0
Loss on Disposal of Property, Plant and Equipment	6.1	8.4	9.7	31.5	55.9	7.6					110.0
Taxes and Public Dues	19.5	18.1	17.9	19.6	75.3	19.1					74.0
Operating Income	64.1	59.6	49.9	15.3	189.1	75.6					190.0
Non-Operating Revenues	17.3	0.5	1.5	0.7	20.2	8.1					5.0
Non-Operating Expenses	1.2	1.2	1.2	1.1	4.9	0.9					5.0
Recurring Profit	80.2	58.9	50.2	14.9	204.4	82.8					190.0
Net Income	57.8	42.1	36.5	13.1	149.6	60.0					131.0
<b>NTT West (JPN GAAP)</b>											
Operating Revenues	362.0	368.4	362.7	385.7	1,479.0	351.0					1,436.0
Voice Transmission Services (excluding IP) <sup>(1)</sup>	101.6	99.9	99.0	95.6	396.2	93.7					370.0
IP Services	175.5	173.6	174.0	173.9	697.2	173.5					689.0
Leased Circuit (excluding IP)	22.0	21.7	21.3	21.1	86.3	22.0					87.0
Other	33.8	35.0	35.9	40.8	145.6	32.5					138.0
Supplementary Business	29.0	38.0	32.2	54.0	153.4	29.1					152.0
Operating Expenses	323.3	335.9	336.6	387.8	1,383.8	301.4					1,336.0
Personnel	20.3	20.0	19.9	20.2	80.5	18.9					77.0
Cost of Services and Equipment Sold, and Selling, General and Administrative Expenses	206.3	219.1	215.4	254.4	895.4	206.0					860.0
Depreciation and Amortization	70.4	70.8	74.1	72.1	287.6	52.2					213.0
Loss on Disposal of Property, Plant and Equipment	8.6	9.4	10.9	24.1	53.2	6.6					119.0
Taxes and Public Dues	17.5	16.3	16.2	16.8	66.9	17.4					67.0
Operating Income	38.7	32.5	26.0	(2.0)	95.1	49.5					100.0
Non-Operating Revenues	1.2	0.4	0.5	0.7	2.9	1.3					4.0
Non-Operating Expenses	2.0	1.7	1.7	4.3	9.9	1.5					9.0
Recurring Profit	37.8	31.1	24.8	(5.7)	88.1	49.3					95.0
Net Income	23.3	22.2	18.0	(3.8)	59.7	35.0					70.0

Note: (1) Operating Revenues from Voice Transmission Services (excluding IP) of NTT East and NTT West for the three months ended June 30, 2017 include monthly charges, call charges and interconnection charges of 71.4 billion yen, 5.9 billion yen and 10.9 billion yen for NTT East, and 70.9 billion yen, 5.5 billion yen and 11.6 billion yen for NTT West, respectively.

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

(Billions of yen)

	FY 2016					FY 2017					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>	220.2	226.9	227.0	249.6	923.8	230.3					940.0
Cloud Computing Platforms	17.1	17.6	17.6	19.5	72.0	20.2					87.0
Data Networks	94.8	95.1	96.3	98.4	384.8	97.2					393.0
Voice Communications	63.0	63.3	63.7	60.6	250.7	60.0					244.0
Applications & Content	9.4	9.2	9.3	9.6	37.7	8.7					37.0
Solution Services	31.9	37.7	36.1	57.5	163.4	37.3					159.0
Others	3.7	3.7	3.8	3.6	14.9	6.8					20.0
Operating Expenses	194.3	202.5	204.1	230.2	831.3	198.9					847.0
Personnel	19.2	18.9	19.0	19.7	77.0	19.1					77.0
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	90.8	98.8	95.1	121.6	406.4	94.8					639.0
Communication Network Charges	54.7	54.6	59.2	54.4	223.1	57.6					
Depreciation and Amortization	25.4	25.6	26.2	27.0	104.4	22.7					96.0
Loss on Disposal of Property, Plant and Equipment	0.5	1.0	0.9	4.1	6.7	0.8					22.0
Taxes and Public Dues	3.5	3.2	3.4	3.2	13.4	3.6					13.0
Operating Income	25.8	24.3	22.9	19.4	92.5	31.4					93.0
Non-Operating Revenues	7.4	5.6	4.0	3.5	20.7	6.7					18.0
Non-Operating Expenses	2.3	1.6	1.3	2.5	7.8	1.4					8.0
Recurring Profit	30.9	28.3	25.6	20.5	105.4	36.7					103.0
Net Income	22.3	20.4	18.5	23.6	85.0	27.6					73.0
<b>Dimension Data (IFRS)<sup>(2)(3)</sup></b>											
Operating Revenues	206.6	198.6	196.4	207.4	809.0	207.0					890.0
Operating Expenses	207.9	205.7	197.9	207.4	818.9	207.2					881.0
Operating Income <sup>(4)</sup>	(1.3)	(7.0)	(1.5)	(0)	(9.9)	(0.2)					9.0
Net Income Attributable to Dimension Data	(2.4)	(9.6)	(14.6)	(1.4)	(27.9)	(1.8)					-

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 March 31, 2017 are consolidated into NTT's consolidated statements of income from April 1 to June 30, 2017, Dimension Data's financial results for the three months ended March 31, 2017 are included under the three months ended June 30, 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 three months ended June 30, 2017 is USD1.00 = JPY113.60

(4) Operating Income for the three months ended June 30, 2017 under US GAAP was (2.8) billion yen

3. Financial Results (Holding Company and Subsidiaries)

	FY 2016					FY 2017					(Billions of yen)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	FY 2017 (E)
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 31	March 31	March 31	Year Ending March 31
<b>NTT DOCOMO Consolidated (US GAAP)</b>											
Operating Revenues	1,108.7	1,179.7	1,181.3	1,115.0	4,584.6	1,136.7					4,750.0
Telecommunications Services	729.7	744.8	750.7	759.9	2,985.1	774.9					3,125.0
Mobile Communications Services	704.2	712.8	712.1	714.8	2,844.0	723.1					2,894.0
Voice Revenues	215.9	219.6	224.8	215.0	875.2	231.2					928.0
Packet Communications Revenues	488.3	493.3	487.4	499.8	1,968.8	491.9					1,966.0
Optical-fiber Broadband Services and Other Telecommunications Services	25.5	31.9	38.6	45.1	141.1	51.8					231.0
Equipment Sales	165.8	214.4	206.2	132.9	719.2	150.6					748.0
Other Operating Revenues	213.2	220.5	224.4	222.2	880.3	211.2					877.0
Operating Expenses	809.4	893.4	924.5	1,012.6	3,639.8	858.4					3,790.0
Personnel	72.3	72.8	72.2	74.5	291.8	72.9					300.0
Cost of Services, Cost of Equipment Sold, and Selling, General and Administrative Expenses	531.5	600.6	622.8	677.3	2,432.1	553.3					2,498.0
Depreciation and Amortization	109.7	110.8	113.9	117.9	452.3	119.0					490.0
Impairment Loss	-	-	-	12.2	12.2	-					-
Loss on Disposal of Property, Plant and Equipment	7.9	16.8	16.5	38.3	79.6	12.4					60.0
Communication Network Charges	76.7	82.1	88.8	81.8	329.4	90.9					400.0
Taxes and Public Dues	11.2	10.3	10.3	10.5	42.4	9.9					42.0
Operating Income	299.3	286.3	256.7	102.4	944.7	278.3					960.0
Non-Operating Income (Loss)	(4.0)	(0.4)	8.3	1.0	4.8	3.5					6.0
Income Before Income Taxes	295.3	285.9	265.0	103.4	949.6	281.8					966.0
Net Income Attributable to NTT DOCOMO	206.9	198.6	184.0	63.1	652.5	189.9					655.0
<b>NTT DATA Consolidated (JPN GAAP)</b>											
Net sales	392.2	387.4	401.2	551.5	1,732.4	540.4					2,060.0
Public & Social Infrastructure	89.1	97.6	109.5	159.1	455.4	85.9					447.0
Financial	118.6	127.7	124.3	147.2	518.0	127.5					539.0
Enterprise & Solutions	97.7	103.1	103.0	121.6	425.6	105.2					442.0
Global	145.2	122.8	128.7	206.5	603.3	284.7					908.0
Elimination or Corporate	(58.5)	(63.9)	(64.5)	(83.0)	(269.9)	(63.0)					(276.0)
Cost of Sales	294.5	286.7	293.7	418.6	1,293.6	413.5					1,550.0
Gross Profit	97.6	100.6	107.5	132.9	438.8	126.9					510.0
Selling, General and Administrative Expenses	80.3	72.7	78.3	90.4	321.7	104.7					390.0
Operating Income	17.3	27.9	29.1	42.5	117.1	22.1					120.0
Non-Operating Income (Loss)	(0)	(0.1)	(1.1)	(2.7)	(4.1)	0.2					(4.0)
Ordinary income	17.3	27.7	28.0	39.8	112.9	22.4					116.0
Net Income Attributable to Owners of Parent	10.0	18.9	16.0	20.6	65.6	8.1					59.0

4. Operating Data

Number of Subscribers

(in thousands except for Public Telephones)

	FY 2016				FY 2017				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>	19,671	19,413	19,117	18,797	18,482				17,785
NTT East	9,740	9,617	9,471	9,315	9,166				8,865
NTT West	9,931	9,796	9,647	9,482	9,316				8,920
INS-Net <sup>(2)</sup>	2,719	2,661	2,602	2,539	2,488				2,326
NTT East	1,384	1,356	1,325	1,293	1,269				1,193
NTT West	1,334	1,305	1,276	1,246	1,219				1,133
Telephone Subscriber Lines + INS-Net	22,390	22,074	21,719	21,336	20,970				20,111
NTT East	11,125	10,973	10,796	10,609	10,434				10,059
NTT West	11,265	11,102	10,923	10,727	10,535				10,052
Public Telephones	168,673	166,120	163,921	161,375	160,396				157,972
NTT East	76,511	74,846	73,357	71,434	71,037				70,434
NTT West	92,162	91,274	90,564	89,941	89,359				87,538
FLET'S ISDN	83	81	79	77	75				70
NTT East	36	35	34	33	33				30
NTT West	47	46	45	44	43				39
FLET'S ADSL	1,019	987	955	919	881				791
NTT East	459	444	428	411	394				351
NTT West	560	543	527	508	487				440
FLET'S Hikari (including Hikari Collaboration Model) <sup>(3)(4)(5)</sup>	19,520	19,704	19,903	20,053	20,294				20,853
NTT East	10,839	10,958	11,078	11,173	11,318				11,673
NTT West	8,681	8,746	8,825	8,880	8,976				9,180
(incl.) Hikari Collaboration Model	5,912	6,917	7,854	8,744	9,574				11,894
NTT East	3,781	4,337	4,846	5,328	5,770				7,028
NTT West	2,131	2,580	3,008	3,416	3,804				4,866
Hikari Denwa <sup>(6)</sup>	17,451	17,545	17,655	17,759	17,862				17,988
NTT East	9,180	9,242	9,311	9,369	9,433				9,569
NTT West	8,271	8,302	8,344	8,390	8,430				8,419
Conventional Leased Circuit Services	231	229	227	225	224				218
NTT East	112	111	110	109	109				105
NTT West	118	118	117	116	115				113
High Speed Digital Services	114	112	110	108	106				100
NTT East	58	57	56	55	54				52
NTT West	56	55	54	53	52				48
NTT Group Major ISPs <sup>(7)</sup>	11,360	11,328	11,303	11,231	11,189				11,031
(incl.) OCN	7,969	7,905	7,847	7,739	7,678				7,496
(incl.) Plala	3,024	3,047	3,075	3,106	3,124				3,130
Hikari TV	3,047	3,041	3,032	3,023	3,021				3,030
FLET'S TV Transmission Services <sup>(8)</sup>	1,445	1,464	1,489	1,521	1,551				1,602
NTT East	917	926	939	951	963				981
NTT West	528	538	551	570	587				621
Mobile Telecommunications Services <sup>(8)</sup>	71,614	72,943	73,588	74,880	75,114				77,100
(incl.) "Kake-hodai & Pake-aeru" billing plan	31,586	33,416	35,198	37,066	38,342				-
Telecommunications Services (LTE (Xi))	39,893	41,281	42,671	44,544	45,659				51,700
Telecommunications Services (FOMA (3G))	31,721	31,662	30,917	30,336	29,455				25,400
sp-mode	33,082	33,809	34,749	35,921	36,671				40,200
i-mode	18,136	17,416	16,503	15,493	14,662				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 Mytown 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 three months ended June 30, 2017 compared to 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 were 480 thousand lines and 371 thousand lines, respectively, for a total of 851 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 358 thousand lines and 262 thousand lines, respectively, for a total of 619 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 288 thousand lines and 241 thousand lines, respectively, for a total of 509 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 2016					FY 2017					FY 2017 (E)
	Three Months Ended				Year Ended	Three Months Ended				Year Ended	
	June 30	September 30	December 31	March 31	March 31	June 30	September 30	December 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)	2,620	2,620	2,620	2,590	2,610	2,580					2,570
FLET'S Hikari ARPU <sup>(6)</sup>	5,340	5,280	5,230	5,170	5,250	5,120					5,050
Basic Monthly Charge	3,750	3,720	3,690	3,670	3,700	3,640					3,600
Optional Services	1,590	1,560	1,540	1,500	1,550	1,480					1,450
<b>NTT West</b> <sup>(1)(2)(3)(4)(5)</sup>											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,580	2,580	2,580	2,560	2,580	2,540					2,550
FLET'S Hikari ARPU <sup>(6)</sup>	5,350	5,300	5,260	5,210	5,280	5,160					5,080
Basic Monthly Charge	3,640	3,620	3,590	3,570	3,610	3,550					3,490
Optional Services	1,710	1,680	1,670	1,640	1,670	1,610					1,590
<b>NTT DOCOMO</b> <sup>(7)(8)(9)</sup>											
Aggregate ARPU	4,330	4,420	4,450	4,550	4,430	4,600					4,700
Voice ARPU (LTE (Xi) + FOMA (3G))	1,240	1,250	1,280	1,220	1,250	1,330					1,350
Data ARPU	3,090	3,170	3,170	3,330	3,180	3,270					3,350
Packet ARPU (LTE (Xi) + FOMA (3G))	2,960	2,990	2,960	3,080	2,990	2,970					3,010
"docomo Hikari" ARPU	130	180	210	250	190	300					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 Denwa," 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 Mytown Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West. In addition, "FLET'S Hikari" also includes the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.
  - "FLET'S Hikari" Optional Services includes wholesale services provided to service providers by NTT East and NTT West.

(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 the 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 Mytown Next," "FLET'S Hikari Light" and "FLET'S Hikari WiFi Access" provided by NTT West, and the "Hikari Collaboration Model," the wholesale provision of services to service providers by NTT East and NTT West.

(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 2016				FY 2017				(Persons)
	As of	As of	As of	As of	As of	As of	As of	FY 2017 (E)	
	June 30	September 30	December 31	March 31	June 30	September 30	December 31	March 31	
<b>NTT Consolidated<sup>(1)</sup></b>	<b>248,650</b>	<b>248,650</b>	<b>280,600</b>	<b>274,850</b>	<b>280,850</b>				<b>281,350</b>
Regional communications business	67,400	67,300	73,700	68,250	70,000				67,150
Long distance and international communications business	45,150	44,450	44,050	43,850	43,850				45,850
Mobile communications business	27,500	27,450	27,400	26,750	28,150				28,050
Data communications business	83,200	84,000	109,950	111,650	113,950				115,950
Other business	25,400	25,450	25,500	24,350	24,900				24,350
<b>Core Group Companies<sup>(1)</sup></b>									
NTT (Holding Company)	2,800	2,800	2,750	2,700	2,750				2,700
NTT East	5,200	4,950	4,950	4,850	5,200				4,800
NTT West	4,600	4,450	4,450	4,400	4,550				4,300
NTT Communications	6,550	6,450	6,450	6,350	6,400				6,300
NTT DOCOMO (Consolidated)	27,500	27,450	27,400	26,750	28,150				28,050
NTT DATA (Consolidated)	83,200	84,000	109,950	111,650	113,950				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.