

Supplementary Data for the Three Months Ended June 30, 2019

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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

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

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

1. Financial Results Summary (NTT Consolidated)

NTT Consolidated Financial Results (IFRS)			FY 2018					FY 2019			(Billions of yer FY 2019 (E)
_	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forcast)
Consolidated											
Operating revenues	2,852.7	2,940.5	3,002.0	3,084.6	11,879.8	2,915.4	-	-		-	11,830.
Fixed voice related services	272.2	266.1	271.0	268.4	1,077.7	252.3	-	-			
Mobile voice related services	234.5	238.5	237.2	236.5	946.7	231.3	-	-		-	
IP/packet communications services	938.0	930.5	934.1	918.7	3,721.2	923.3	-	-		-	
Sales of telecommunications equipment	198.0	234.5	280.1	216.6	929.2	187.6	-	-		-	
System integration services	837.7	877.2	884.9	994.3	3,594.1	876.6	-	-		-	
Other	372.3	393.7	394.9	450.1	1,611.0	444.3	-	-		-	
Operating expenses	2,315.5	2,406.9	2,545.6	2,917.9	10,186.0	2,410.2	-	-		-	10,280.0
Personnel expenses	592.1	590.7	603.0	605.8	2,391.6	606.0	-	-		-	
Expenses for purchase of goods and services and other	1.341.8	1.426.3	1,475.5	1.674.1	5.917.7	1,390.3	_	_			
expenses	, ,	*		**							
Depreciation and amortization	325.5	331.0	334.2	343.0	1,333.6	360.5	-	-			1,456.0
Impairment losses	-	0.0	67.3	59.0	126.4	1.5		-		-	
Goodwill	-	-	-	39.4	39.4	-	-	-		-	
Metal cable-related	-	-	66.0	-	66.0		-	-		-	
Other	-	0.0	1.3	19.6	21.0	1.5	-	-			
Expenses on disposal of fixed assets	26.8	32.4	34.1	78.9	172.2	21.1	-	-			
Taxes and dues	29.3	26.6	31.5	157.1	244.5	30.7	-	-	<u> </u>		
Operating profit	537.2	533.5	456.4	166.7	1,693.8	505.2	-	-			1,550.0
Profit before taxes	542.7	535.7	452.1	141.4	1,671.9	526.8	-	-	•		1,569.0
Profit attributable to NTT	289.7	270.0	232.4	62.4	854.6	280.5	-	-		-	855.0
EDITO A LEDITO A CONTROL OF CONTR											
EBITDA and EBITDA margin with reconciliation	074.4	077.4	074.0	044.0	2.044.4	040.0					0.044
EBITDA [a+b+c+d]	874.4 537.2	877.4 533.5	874.9 456.4	614.6 166.7	3,241.4 1,693.8	840.0 505.2	-	<u> </u>		-	2,914.0
a Operating profit							-	-			
b Depreciation and amortization (1)	325.5 11.7	331.0 12.9	334.2 17.0	343.0 45.9	1,333.6 87.5	324.4 8.9	-	-			1,312.0 52.0
c Loss on sales and disposal of property, plant and equipment d Impairment losses	11.7	0.0	67.3	59.0	126.4	1.5	-	-	•	-	52.0
EBITDA margin [(e/f)*100]	30.7%	29.8%	29.1%	19.9%	27.3%	28.8%	<u>.</u>	-		-	24.69
e EBITDA [a+b+c+d]	874.4	877.4	874.9	614.6	3,241.4	840.0		<u> </u>	<u> </u>	-	2,914.0
f Operating revenues	2,852.7	2,940.5	3,002.0	3,084.6	11,879.8	2,915.4	-	-	•	-	11,830.0
	2,032.7	2,540.3	3,002.0	3,004.0	11,079.0	2,913.4	-	-	•	=	11,050.0
NTT Consolidated Financial Position (IFRS)		FY 20	118				FY 2	119			FY 2019 (E)
_			710				, , , ,	J 10		-	As of
	As of	As of	As of	As of		As of	As of	As of	As of		March 31
	June 30	September 30	December 31	March 31		June 30	September 30	December 31	March 31		(Forcast)
Assets	21,467.0	21,719.8	21,899.8	22,295.1		22,568.6					(1 010001)
Current assets	5,702.3	6,082.5	6,385.2	6,580.0		6,355.9					
(incl.) Cash and cash equivalents	797.1	889.6	908.4	946.1		1,021.5	-	-	•		
(incl.) Trade and other receivables	3,823.7	3,965.9	4,149.0	4,391.4		4,219.0	-	-	•		
,	15,764.6	15,637.3	15,514.7	15,715.2		16,212.7	-	-	•		
Non-current assets (incl.) Property, plant and equipment	8,820.7	8,941.8	8,858.6	9,012.9		8,923.9		-			
Liabilities and Equity	21,467.0	21,719.8	21,899.8	22,295.1		22,568.6		-			
Liabilities and Equity Liabilities	9,802.9	9,655.7	21,899.8 10,169.4	10,490.4		10,926.2	-	-			
Current liabilities	9,802.9 4,618.2	9,055.7 4,329.1	4,843.8	5,228.1		5,308.5					
(incl.) Trade and other payables	4,618.2 1,510.6	1,484.8	4,843.8 1,615.5	2,092.5		1,685.9					
								-			
Non-current liabilities (incl.) Long-term debt	5,184.7	5,326.6 2.936.3	5,325.6	5,262.3 2.865.2		5,617.7		-		1	
	2,793.1	,	2,907.7	2,865.2 1,878.0		2,834.9 1,883.2		-			
(incl.) Defined benefit liabilities	1,864.4	1,879.1	1,891.9								
	1,864.4 11,664.0	1,879.1 12,064.1	1,891.9	11,804.8		11,642.4		-			

⁽¹⁾ As IFRS 16 (Leases) became effective on April 1, 2019, NTT Group has changed the method of accounting for lease payments under operating leases from expenses to depreciation. In consideration of the comparability of EBITDA with actual results in FY 2018, EBITDA and depreciation of EBITDA and its components in actual results in FY 2019 and the full-year forecast for FY 2019 have not been adjusted to reflect this change.

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

Medium-Term Financial Targets (IFRS)

Medium-Term Financial Targets (IFRS)											
			FY 2018					FY 2019			FY 2019 (E)
	Three Months Ended June 30	Three Months Ended 3 September 30	hree Months Ended T December 31	hree Months Ended March 31	Year Ended March 31	Three Months Ended	Three Months Ended ³ September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
EPS (Yen) (1)	-	-	-	-	440	-	-	-	-	-	462
Overseas Sales (Millions of Dollars) (2)	4,634	4,681	4,701	4,895	18,911	4,766	-	-	-		20,000
Overseas Operating Income Margin (%) (2)	2.6%	3.6%	3.1%	3.5%	3.2%	1.6%	-	-	-	-	3.5%
Cost Reductions (Billions of yen) (3)	-	-	-	-	(220.0)	(280.0)	-	-	-	-	(470.0)
ROIC (%)	-	-	-	-	7.4%	-	-	-	-		6.7%
Capex to Sales (%) (Domestic Network Business (4))	-	-	-	-	13.9%	-	-	-			14.1%

- (1) NTT revised the forecast for FY 2019 from 456 yen to 462 yen, due to authorized repurchases of shares of its common stock at a meeting of its Board of Directors held on August 6, 2019.
- (2) Includes results from NTT, Inc. (the global holding company), its subsidiaries and its affiliates. Overseas Operating Income excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed assets.
- (3) Cumulative reductions from FY 2017.
- (4) Excludes NTT communications' data centers and certain other assets.

1. Financial Results Summary (Capital Investment)

Capital Investment (IFRS)											(Billions of yen)
			FY 2018					FY 2019			FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended 7 December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
Capital investment	321.4	361.1	367.6	646.8	1,697.0	330.7	-	-	-	-	1,750.0
Mobile communications business	124.9	130.5	134.0	204.3	593.7	97.9	-	-	-	-	570.0
Regional communications business	102.1	108.0	114.0	217.0	541.0	88.6	-	-	-	-	520.0
Long distance and international communications business	38.4	50.3	45.4	110.2	244.3	48.5	-	-	-	-	267.0
Data communications business	38.2	40.2	45.4	55.4	179.2	42.1	-	-	-	-	202.0
Other business	17.8	32.1	28.8	60.0	138.7	53.6	-	-	-	-	191.0
(Ref.) Capital investment by group											
NTT East Group	60.6	57.7	54.6	101.2	274.1	52.0	-	-	-	-	265.0
NTT West Group	41.5	50.3	59.4	115.8	266.9	36.6	-	-	-	-	255.0
NTT Communications Group	32.3	44.6	39.7	102.6	219.3	42.8	-	-	-	-	241.0
Dimension Data Consolidated	5.5	5.1	4.7	5.7	20.9	4.8	-	-	-	-	23.0
NTT Urban Solutions Group	-	-	-	-	-	35.5	-	-	-	-	110.0

1. Financial Results Summary (Business Segments)

Business Segments (IFRS)			FY 2018					FY 2019			(Billions of yen) FY 2019 (E)
	Three Months Ended	Three Months Ended		Three Months Ended	Year Ended	Three Months Ended	Three Months Ended	Three Months 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 (Forecast)
Business segments (1)											(Forecast)
Mobile communications business											
Operating revenues	1,176.7	1,212.9	1,264.6	1,186.7	4,840.8	1,159.3	-	-	-	-	4,580.0
Mobile voice related service IP/packet communications service	236.9 544.6	241.0 541.7	239.7 542.5	238.7 530.4	956.2 2,159.3	233.6 541.2	-	-	-	-	-
Sales of telecommunications equipment	178.6	211.8	259.7	194.3	2,159.5 844.4	167.7					
Other	216.5	218.4	222.7	223.4	880.9	216.8				_	_
Operating expenses	866.7	912.3	973.1	1,075.1	3,827.2	880.6	-	-	-	-	3,750.0
Personnel expenses	73.0	72.3	72.6	71.1	288.9	72.3	-	-	-	-	-
Expenses for purchase of goods and services and other	666.6	706.1	766.1	785.1	2,923.8	655.0				_	_
expenses Depreciation and amortization	113.8	117.7	117.1	122.3	470.9	141.5					
Impairment losses	113.0	117.7	- 117.1	32.8	32.8	141.5	-	-	-		_
Expenses on disposal of fixed assets	10.4	13.3	14.3	30.8	68.8	8.7	-			-	
Taxes and dues	3.0	3.0	3.1	33.0	42.0	3.1	-	-	-	-	-
Operating profit	309.9	300.6	291.5	111.6	1,013.6	278.7	-	-	-	-	830.0
Regional communications business	700.0	775.5	704.4	000.0	0.450.0	740.5					
Operating revenues Fixed voice related service	768.9 274.0	775.5 267.9	781.1 271.7	826.8 271.6	3,152.3 1,085.2	746.5 255.3	-		-		3,060.0
IP/packet communications service	274.0 374.4	267.9 374.1	377.3	374.9	1,500.7	255.3 372.5	-	-	-		
Sales of telecommunications equipment	18.3	18.7	18.9	20.7	76.6	17.8	-	-	-		_
System integration services	27.6	41.1	37.7	62.5	168.9	29.7				_	_
Other	74.6	73.7	75.5	97.0	320.9	71.2	-	-	-	-	_
Operating expenses	626.9	641.2	706.0	817.5	2,791.6	601.9	-	-	-	-	2,679.0
Personnel expenses	178.4	178.4	177.9	172.9	707.6	175.0	-	-	-	-	-
Expenses for purchase of goods and services and other	305.1	318.7	317.0	398.2	1,338.9	293.4	-			-	
expenses Depreciation and amortization	110.7	110.8	111.9	114.5	448.0	102.8					
Impairment losses	110.7	110.0	66.0	3.7	69.7	102.0					
Expenses on disposal of fixed assets	14.4	17.6	17.4	40.9	90.3	11.6			_	_	_
Taxes and dues	18.3	15.8	15.8	87.2	137.1	19.1	-	-	-	-	-
Operating profit	142.0	134.3	75.0	9.4	360.7	144.6	-	-	-	-	381.0
Long distance and international communications business	=110		==	=0.1.0							
Operating revenues	541.2	572.0	571.3	594.3	2,278.7	555.9	-	-	-	-	2,264.0
Fixed voice related service IP/packet communications service	55.7 106.0	56.8 105.8	56.0 107.9	51.8 107.8	220.3 427.5	50.4 106.4	-	-	-		
Sales of telecommunications equipment	1.6	4.4	1.9	3.6	11.5	2.6	_		-		_
System integration services	338.6	363.3	357.4	379.7	1,439.1	352.2	-	-	_	_	_
Other	39.3	41.6	48.1	51.4	180.3	44.3	-	-	-	-	
Operating expenses	509.1	532.6	537.6	599.2	2,178.5	526.8	-	-	-	-	2,151.0
Personnel expenses	102.5	102.7	103.7	102.4	411.4	107.7	-	-	-	-	-
Expenses for purchase of goods and services and other expenses	361.3	384.2	381.8	414.2	1,541.6	362.1	-	-	-	-	-
Depreciation and amortization	42.8	43.3	43.8	48.6	178.4	52.7	_		_		_
Impairment losses	-	-	0.2	19.4	19.7	1.5	-	-	_	_	_
Expenses on disposal of fixed assets	0.7	0.7	2.4	4.1	7.9	0.6	-		-	-	-
Taxes and dues	1.8	1.6	5.7	10.5	19.6	2.1	-	-	-	-	
Operating profit	32.0	39.4	33.6	(4.9)	100.1	29.1	-	-	-	-	113.0
Data communications business Operating revenues	505.2	517.5	528.0	612.9	2,163.6	527.3					2,240.0
System integration services	505.2	517.5	528.0	612.9	2,163.6	527.3		<u>:</u>			2,240.0
Operating expenses	476.0	486.4	493.5	560.0	2,015.9	497.4	-	-	-		2,092.0
Personnel expenses	193.3	193.5	202.5	214.9	804.2	203.3	-	-	-	-	-
Expenses for purchase of goods and services and other	242.6	251.9	247.6	300.9	1,043.0	243.5					_
expenses											
Depreciation and amortization Impairment losses	37.2	38.3	39.9	38.2 0.7	153.6 0.7	48.1	-	-	-	-	-
Expenses on disposal of fixed assets	0.2	0.2	0.6	1.3	2.2	0.1					
Taxes and dues	2.7	2.5	2.9	4.1	12.2	2.5				_	_
Operating profit	29.3	31.1	34.5	52.9	147.7	29.8	-	-	-	-	148.0
Other business											
Operating revenues	267.2	297.8	290.3	385.0	1,240.3	338.5	-	-	-	-	1,567.0
IP/packet communications service	5.7	5.9	6.1	6.9	24.6	6.0	-	-	-	-	-
System integration services Other	35.5 226.0	37.1 254.7	34.7 249.5	44.8 333.3	152.1 1,063.5	35.6 296.9	-	-	-	-	-
Operating expenses	241.2	266.4	264.5	382.5	1,154.6	309.7					1,474.0
Personnel expenses	61.6	61.3	61.4	69.6	253.9	60.8					- 1,474.0
Expenses for purchase of goods and services and other	152.8	178.9	176.3	255.6	763.7	212.3					
expenses								-	-		
Depreciation and amortization	22.3	21.7	21.4	25.5	90.9	32.3	-	-	-	-	-
Impairment losses Expenses on disposal of fixed assets	- 4.0	0.0	1.1 0.9	2.4	3.6 9.0	0.4	-		-	-	-
Expenses on disposal of fixed assets Taxes and dues	1.6 2.9	1.5 3.0	0.9 3.4	5.1 24.2	9.0 33.6	4.0	-		-		_
Operating profit	26.0	31.4	25.8	24.2	85.6	28.9			-		93.0
(4) Figure for each assessment include inter-constitution	23.0	V 1T	_0.0	2.0	55.0						

Figures for each segment include inter-segment transactions.

Overview of Financial Results (IFRS)

Telegrammaterial services 786.4 786.5 786.9 77.29 3.150.7 77.76	Overview of Financial Results (IFRS)			FY 2018					FY 2019			(Billions of yen) FY 2019 (E)
STECKNOCK Consistance												March 31
Teacher content content												
Mode communications acrosses 718.3 716.8 712.6 696.6 2.844.4 699.7	Operating revenues							-	-	-	-	4,580.0
An expension of a control and enther and ent	Telecommunications services	785.4	786.5	785.9		3,130.7		-	-	-	-	3,007.0
Below communications services		718.3	716.8	712.6	696.6	2,844.4	699.7	-	-	-	-	2,684.0
Page		67.1	69.7	73.2	76.3	286.3	78.9	_		_	_	323.0
Other 212 6 214 6 219 0 219 5 8868 213 0 99 99 913 1 1075 1 382 2 806 37 37 37 37 37 37 37 3												
Popenting openness								-	<u> </u>	-	-	627.0
Featuresize parameter 73.0 72.3 72.6 71.1 288.9 72.3								-	-	-	-	946.0
Expenses for purchase of goods and services and other expenses of					,			-	<u> </u>	-	-	3,750.0
expenses		/3.0	72.3	72.6	/1.1	288.9	72.3	-	-	-	-	292.0
Page		566.4	602.1	658.2	707.0	2.533.7	554.1	_		_	-	2,394.0
Important Osses	•					•						
Communication network charges 103.2 106.9 111.0 432.0 104.0	·	113.8	117.7	117.1			141.5	-	•	-	-	587.0
Expense on disposal of fixed seasets 10.4 13.3 14.3 30.8 88.8 87	•	5		-			-	-	•	-	-	
Operating profit September	ŭ .							-	-	-	-	435.0
Print Informations 17,1 304,1 290,5 91,0 1,002,6 285,4 58,								<u> </u>	<u> </u>	<u> </u>	<u> </u>	42.0
Port Label Composition Port Label Composit								-	-	-	-	830.0
NTT End Group (**) (Poperating revenues								-	-	-	-	838.0
Communication services	Profit attributable to NTT DOCOMO, INC.	218.3	188.7	200.5	56.1	663.6	192.3	-	-	-	-	575.0
Operating revenues	NTT East Group (1)											
First vision related service		424.2	425.6	431.7	459.1	1,740.6	409.3	-	-	-	-	1,671.0
Pipacket communications services 209.7 210.6 211.5 210.7 842.5 210.5		144.5	142.3	145.4	141.3	573.6	135.7	-	-	-		535.0
Sales of talecommunications equipment 7,2								_	_	_	_	846.0
System integration services 13.0 18.5 17.7 26.2 75.4 14.2 17.5								_	_	_	_	30.0
Other 49,8 46,8 40,7 72,5 218,8 41,7 - - 1,14 Operating expenses 33.6 39.4 32,7 92.8 372.6 92.8 - 1,24 Expenses for purchase of goods and services and other expenses 167.3 172.3 172.1 221.6 733.3 156.7 - - - - 33.6 32.2 - - - - 33.6 -<										_	_	89.0
Operating expenses								_	_		_	171.0
Personnel expenses												1.418.0
Expenses for purchase of goods and services and other expenses 167.3 172.3 172.1 221.6 733.3 156.7												359.0
Sepress 167.3 172.3 172.1 221.6 73.3 150.7	·							_	•	-		
Depreciation and amortization 59.1 58.6 59.2 60.9 237.9 55.3 22 22 22 22 23 23		167.3	172.3	172.1	221.6	733.3	156.7	-	-	-	-	712.0
Page	•	50.1	58.6	50.2	60.9	237 0	55.3	_	_		_	224.0
Expenses on disposal of fixed assets	·	55.1	50.0				-					224.0
Taxes and dues		6.7	7.5				5.0	_	_	_		50.0
Profit before taxes								_	•	-		73.0
Profit before taxes									<u>-</u>	<u> </u>		253.0
Profit attributable to NTT East												252.0
NTT West Group C C C C C C C												175.0
Operating revenues 354.1 359.9 361.7 386.6 1.462.3 346.0		01.7	39.2	31.3	7.0	100.0	01.2	<u>-</u>	-	-	-	175.0
Fixed voice related service 131.2 127.9 130.2 132.7 522.0 121.4 47 Fixed voice related service 164.8 163.7 165.9 164.2 658.6 162.1												
Properting expenses 164.8 163.7 165.9 164.2 658.6 162.1 658.6 658.6 658.6 162.1 658.6 658.6 658.6 162.1 658.6 658.6 658.6 162.1 658.6 658.6 162.1 1.1 11.1								-	-	-	-	1,420.0
Sales of telecommunications equipment 11.1 11.4 11.5 12.6 46.7 10.5 -								-	-	-	-	477.0
System integration services 15.0 23.0 20.5 36.8 95.4 16.0 - - - - 10.0 Other 31.9 34.0 33.5 40.2 139.6 35.9 - - - - 14 Operating expenses 299.8 310.8 339.8 393.6 1,344.0 289.6 - - - - 1,25 Personnel expenses 85.1 85.2 85.5 81.1 36.8 82.4 -								-	-	-	-	650.0
Other 31.9 34.0 33.5 40.2 139.6 35.9 - - - - 14 Operating expenses 299.8 310.8 339.8 393.6 1,344.0 289.6 - - - - - 1,25 Personnel expenses 85.1 85.2 85.5 81.1 336.8 82.4 - <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td><td>-</td><td>-</td><td>-</td><td>43.0</td></t<>								-	-	-	-	43.0
Operating expenses 299.8 310.8 339.8 393.6 1,344.0 289.6 - - - - 1,25 Personnel expenses 85.1 85.2 85.5 81.1 336.8 82.4 - - - - - 32 Expenses for purchase of goods and services and other expenses 146.8 156.1 156.4 193.8 653.1 145.2 - - - - 67 Depreciation and amortization 51.6 52.1 52.7 53.8 210.3 47.6 - - - - - 18 Impairment losses - - 29.9 1.2 31.0 -								-	-	-	-	102.0
Personnel expenses 85.1 85.2 85.5 81.1 336.8 82.4 32 Expenses for purchase of goods and services and other expenses 146.8 156.1 156.4 193.8 653.1 145.2 67 Expenses of purchase of goods and services and other expenses 146.8 156.1 156.4 193.8 653.1 145.2 67 Expenses of disposal of fixed assets 51.6 52.1 52.7 53.8 210.3 47.6 18 Expenses on disposal of fixed assets 7.9 10.2 8.0 21.5 47.7 5.8	Other							-	-	-	-	148.0
Expenses for purchase of goods and services and other expenses 146.8 156.1 156.4 193.8 653.1 145.2 67 Depreciation and amortization Impairment losses 29.9 1.2 31.0	Operating expenses				393.6			-	-	-	-	1,292.0
expenses 146.8 156.1 156.4 193.8 653.1 145.2 67 Depreciation and amortization 51.6 52.1 52.7 53.8 210.3 47.6 18 Impairment losses 29.9 1.2 31.0		85.1	85.2	85.5	81.1	336.8	82.4	-	-	-	-	325.0
Impairment losses		146.8	156.1	156.4	193.8	653.1	145.2	-	-	-	-	670.0
Impairment losses	Depreciation and amortization	51.6	52.1	52.7	53.8	210.3	47.6	-	-	-	-	188.0
Expenses on disposal of fixed assets 7.9 10.2 8.0 21.5 47.7 5.8 - - - - - Taxes and dues 8.3 7.2 7.2 42.2 65.0 8.6 - - - - - Operating profit 54.3 49.1 21.9 (7.0) 118.3 56.4 - - - - - Profit before taxes 53.3 47.9 20.7 (8.2) 113.7 55.6 - - - - - -	Impairment losses	-	_				-	_		_		
Taxes and dues 8.3 7.2 7.2 42.2 65.0 8.6 -	•	7.9	10.2				5.8	_		_		45.0
Operating profit 54.3 49.1 21.9 (7.0) 118.3 56.4 - - - - - - 12 Profit before taxes 53.3 47.9 20.7 (8.2) 113.7 55.6 -								_		_		64.0
Profit before taxes 53.3 47.9 20.7 (8.2) 113.7 55.6 12								_	_	_		128.0
												123.0
FIGURAL HOLD LINE WEST 577 55 9 10 4 10 5 10 4 10 5 1 5 1 5 1 5 1 5 1 5 1 5 1 5 1 5 1	Profit attributable to NTT West	37.7	33.9	15.5	(6.4)	80.7	39.1					87.0

⁽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.

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

Overview of Financial Results (IFRS)

Three Months Ende June 30 Three Months Ende June 30 March 31 Three Months Ende June 30 Jun	Overview of Financial Results (IFRS)							(Billions of yen)				
Tree Months Ended Tree Months Ended Tree Months Ended Tree Months Ended March 31 March				FY 2018					FY 2019			FY 2019 (E)
NT Communications Group (1) Cloud computing platforms												March 31
Cloud computing platforms	NTT Communications Group (1)						-					(i didddi)
Cloud computing platforms	Operating revenues (2)	326.3	345.2	348.9	371.5	1,392.0	337.3	-				1,350.0
Voice communications 66.8 66.8 68.1 63.9 266.6 62.7		49.0						-				235.0
Applications & content Solution services 51.3 67.3 61.0 86.5 68.6 6.1 6.1 6.4 6.4 10.8 5.9 29.2 7.3 6.1 6.1 6.1 6.4 6.1 6.4 10.8 5.9 29.2 7.3 6.1 6.1 6.1 6.1 6.1 6.1 6.1 6.1 6.1 6.1	Data networks	122.4			122.0	487.9	122.5	-				478.0
Solution services	Voice communications	66.8	66.8	69.1	63.9	266.6	62.7	-				257.0
Other Communication Comm	Applications & content	30.6						-				86.0
Operating expenses 289.3 304.5 308.8 357.3 1.259.8 299.8	Solution services	51.3	67.3	61.0	86.5	266.2	56.6	-				273.0
Personnel expenses 50.6 50.5 51.6 50.0 202.8 53.3 213.0	Other	6.1				29.2	7.3	-				21.0
Expenses for purchase of goods and services and other expenses 20.6 215.2 215.9 247.9 879.6 198.0 805.0	Operating expenses	289.3	304.5	308.8	357.3	1,259.8	299.8	-				1,214.0
Expenses Care Car	Personnel expenses	50.6	50.5	51.6	50.0	202.8	53.3	-				213.0
Impairment losses		200.6	215.2	215.9	247.9	879.6	198.0	-				805.0
Expenses on disposal of fixed assets 0.6 0.7 2.4 4.1 7.9 0.6 7.0 Taxes and dues 1.8 1.6 1.7 10.3 15.4 2.0 7.0 Operating profit 37.1 40.7 40.1 14.3 132.1 37.5 15.0 Profit before taxes 37.9 41.1 39.4 13.6 132.1 37.6 136.0 Profit attributable to NTT Communications 27.1 28.2 28.2 15.0 98.5 24.4 91.0 Operating revenues 215.2 228.6 224.5 225.0 893.3 220.7 92.0 Cost of sales 172.4 184.0 182.2 180.1 718.7 178.4 100.0 Gross profit 42.8 44.6 42.3 44.9 174.6 42.4	Depreciation and amortization	35.7	36.5	37.2	42.1	151.5	44.4	-				174.0
Taxes and dues	Impairment losses	-	-	-	2.7	2.7	1.5	-				
Operating profit 37.1 40.7 40.1 14.3 132.1 37.5 136.0	Expenses on disposal of fixed assets	0.6	0.7	2.4	4.1	7.9	0.6	-				7.0
Profit before taxes 37.9 41.1 39.4 13.6 132.1 37.6 136.0 Profit attributable to NTT Communications 27.1 28.2 28.2 15.0 98.5 24.4 136.0 Profit attributable to NTT Communications 27.1 28.2 28.2 15.0 98.5 24.4 136.0 Profit attributable to NTT Communications 27.1 28.2 28.6 28.2 15.0 98.5 24.4 91.0 Profit profit profit profit attributable to NTT Communications 27.1 28.2 28.6 224.5 225.0 89.3 220.7 92.0 Profit	Taxes and dues	1.8	1.6	1.7	10.3	15.4	2.0	-				15.0
Profit attributable to NTT Communications 27.1 28.2 28.2 15.0 98.5 24.4 91.0	Operating profit		40.7					-				136.0
Dimension Data Consolidated (3)(4)	Profit before taxes	37.9	41.1	39.4	13.6	132.1	37.6	-				136.0
Operating revenues 215.2 228.6 224.5 225.0 893.3 220.7 - - - 920.0 System integration services 215.2 228.6 224.5 225.0 893.3 220.7 - - - - 920.0 Cost of sales 172.4 184.0 182.2 180.1 718.7 178.4 - - - - 740.0 Gross profit 42.8 44.6 42.3 44.9 174.6 42.4 - - - - 180.0 Selling, general and administrative expenses 39.3 38.4 38.3 39.0 155.2 44.9 - - - - - 155.0 Operating profit 3.4 6.1 4.0 5.9 19.4 (2.5) - - - - - - 25.0 Profit before taxes 1.4 3.3 2.7 4.4 11.8 (4.0) - - - -	Profit attributable to NTT Communications	27.1	28.2	28.2	15.0	98.5	24.4	-				91.0
System integration services 215.2 228.6 224.5 225.0 893.3 220.7 - - - - 920.0 Cost of sales 172.4 184.0 182.2 180.1 718.7 178.4 - - - - 740.0 Gross profit 42.8 44.6 42.3 44.9 174.6 42.4 - - - - 180.0 Selling, general and administrative expenses 39.3 38.4 38.3 39.0 155.2 44.9 - - - - - 155.0 Operating profit 3.4 6.1 4.0 5.9 19.4 (2.5) - - - - 25.0 Profit before taxes 1.4 3.3 2.7 4.4 11.8 (4.0) - - - - - 22.0	Dimension Data Consolidated (3) (4)											
Cost of sales 172.4 184.0 182.2 180.1 718.7 178.4 - - - - 740.0 Gross profit 42.8 44.6 42.3 44.9 174.6 42.4 - - - - 180.0 Selling, general and administrative expenses 39.3 38.4 38.3 39.0 155.2 44.9 - - - - - 155.0 Operating profit 3.4 6.1 4.0 5.9 19.4 (2.5) - - - - 25.0 Profit before taxes 1.4 3.3 2.7 4.4 11.8 (4.0) - - - - - 22.0	Operating revenues	215.2	228.6	224.5	225.0		220.7	-				
Gross profit 42.8 44.6 42.3 44.9 174.6 42.4 - - - - 180.0 Selling, general and administrative expenses 39.3 38.4 38.3 39.0 155.2 44.9 - - - - - - 155.0 Operating profit 3.4 6.1 4.0 5.9 19.4 (2.5) - - - - - 25.0 Profit before taxes 1.4 3.3 2.7 4.4 11.8 (4.0) - - - - - 22.0	System integration services	215.2	228.6	224.5	225.0	893.3	220.7	-				920.0
Selling, general and administrative expenses 39.3 38.4 38.3 39.0 155.2 44.9 - <td>Cost of sales</td> <td>172.4</td> <td>184.0</td> <td>182.2</td> <td>180.1</td> <td>718.7</td> <td>178.4</td> <td>-</td> <td></td> <td></td> <td></td> <td>740.0</td>	Cost of sales	172.4	184.0	182.2	180.1	718.7	178.4	-				740.0
Operating profit 3.4 6.1 4.0 5.9 19.4 (2.5) - - - - - 25.0 Profit before taxes 1.4 3.3 2.7 4.4 11.8 (4.0) - - - - - - 22.0	Gross profit	42.8						-				180.0
Profit before taxes 1.4 3.3 2.7 4.4 11.8 (4.0) 22.0	Selling, general and administrative expenses	39.3	38.4	38.3	39.0	155.2	44.9	-				155.0
								-				25.0
Profit attributable to Dimension Data 0.3 0.5 0.6 3.7 5.2 (3.8) 12.0								-				
	Profit attributable to Dimension Data	0.3	0.5	0.6	3.7	5.2	(3.8)	-		-		12.0

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

⁽²⁾ The following are the main services included in each line item:

⁻ Cloud computing platforms: "Data center services" and "Private cloud services (Enterprise cloud, etc.)"

⁻ Data networks: "Closed network services (Arcstar Universal One, etc.)" and "Open network services (OCN, etc.)"

⁻ Voice communications: "Telephone services" and "VoIP services (050 plus, etc.)"

Applications & content: "Application services (Mail services, etc.)"
 Solution services: "System integration services"

⁽³⁾ These are figures from the United Kingdom statutory financial reports of Dimension Data. The quarterly financial results above are not audited and are provided for reference only.

⁽⁴⁾ The USD/JPY conversion rate used for Dimension Data figures for the three months ended June 30, 2019 is USD1.00 = JPY109.90

			FY 2018					FY 2019			FY 2019 (E)
	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended September 30	Three Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
NTT DATA Consolidated											
Net sales	505.2	517.5	528.0	612.9	2163.6	527.3	-	-		-	2240.
Public and social infrastructure	106.7	101.7	109.0	162.5	479.9	100.1	-		-	-	483.
Financial	130.9	135.1	133.3	159.8	559.1	139.0				-	571.0
Enterprise and Solutions	120.7	129.9	130.3	149.0	529.8	135.1	-			-	552.0
North America	101.5	107.4	105.0	108.0	421.9	103.0	-			-	440.0
EMEA and LATAM	103.7	102.9	115.9	117.7	440.1	110.8				_	445.0
Eliminations or Corporate	(58.3)	(59.6)	(65.5)		(267.3)	(60.9)				-	(251.0
Cost of sales	378.4	394.6	395.0	450.6	1618.6	395.1					1658.0
Gross profit	126.8	122.9	132.9	162.3	545.0	132.2	-	-		-	582.0
Selling, general and administrative expenses	97.7	92.0	98.7	108.9	397.3	102.3	-	-		-	434.0
Operating profit	29.1	30.9	34.2	53.4	147.7	29.8	-	-		-	148.0
Profit before taxes	30.2	30.8	33.6	52.3	146.9	30.8	-	-		-	145.0
Profit attributable to NTT DATA	20.8	17.9	20.9	34.1	93.6	21.0	-	-		-	92.0
NTT Urban Solutions Group (1)											
Operating revenues	-		-	-	-	77.6	-	-		-	427
Operating expenses	-		-			68.0	-	-		-	387
Personnel expenses						15.0	-			-	66
Expenses for purchase of goods and services and other expenses			_			43.1				_	275
Depreciation and amortization	_					8.5				_	32
Impairment losses	_									_	
Expenses on disposal of fixed assets	_					_				_	
Taxes and dues	_					1.2					14
Operating profit			-		-	13.5	-	-		-	47
Profit before taxes						12.5	-			-	39
Profit attributable to NTT Urban Solutions	-	-	-		-	8.4	-	-		-	26
(incl.) NTT Urban Development Consolidated											
Operating revenues	29.9	42.0	37.5	58.6	168.0	34.1		_		_	161
Operating expenses	21.5	31.0	29.1	58.6	140.4	25.3					136
Personnel expenses	2.5	2.6	2.6	2.9	10.8	2.5					11
Expenses for purchase of goods and services and other expenses	14.3	23.6	20.8	38.9	97.8	16.3				_	92
Depreciation and amortization	4.2	4.4	4.4	4.6	17.7	5.5		_		_	22
Impairment losses	7.2	0.0	0.8	0.9	1.8	0.0					
Expenses on disposal of fixed assets	_	0.0	0.0	0.5	1.0						
Taxes and dues	0.3	0.3	0.2	11.3	12.2	0.8					12
Operating profit	9.9	9.9	8.0	0.7	28.6	12.6					30
Profit before taxes	9.3	9.0	7.2	(0.0)	25.6	11.7					22
Profit attributable to NTT Urban Development	6.0	5.7	4.5	(0.1)	16.1	7.8			<u> </u>		14

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

3. Operating Data (Number of Subscriptions)

Number of Subscriptions

									FY 2019 (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
Mobile Telecommunications Services (1)	(in thousands)	76,746	77,050	77,517	78,453	78,896			(Forecast) 79,500
Telecommunications Services (LTE (Xi))	(in thousands)	51.344		53.834	55.872	57.285			60.200
Telecommunications Services (FOMA (3G))	(in thousands)	25,402		23,684	22,581	21,611			19,300
Telephone subscriber lines (2)	(in thousands)	17,207		16,641	16,363	16,048			15,193
NTT East	(in thousands)	8,542		8,260	8,119	7,970			7,519
NTT West	(in thousands)	8,664		8,382	8,244	8,078			7,674
INS-Net (3)	(in thousands)	2,277		2,185	2,138	2,089			1,959
NTT East	(in thousands)	1,160		1,111	1,086	1,060			986
NTT West	(in thousands)	1,117		1,074	1,052	1,029			973
Telephone subscriber lines + INS-Net	(in thousands)	19,484	19,157	18,826	18,500	18,137	-		17,152
NTT East	(in thousands)	9,703		9,370	9,204	9,030			8,504
NTT West	(in thousands)	9,781	9,619	9,456	9,296	9,107			8,647
Public telephones	(number)	157,023		155,875	155,214	154,298	-		152,214
NTT East	(number)	70,170	70,077	70,171	69,951	69,705	-		68,951
NTT West	(number)	86,853	86,261	85,704	85,263	84,593	-		83,263
FLET'S ISDN	(in thousands)	67	66	63	62	60			. 52
NTT East	(in thousands)	29	28	27	26	25	-		21
NTT West	(in thousands)	38	37	36	36	35	-		. 31
FLET'S ADSL	(in thousands)	735	690	641	602	570	-		462
NTT East	(in thousands)	315	294	276	258	242	-		188
NTT West	(in thousands)	420	396	364	344	327	-		274
FLET'S Hikari (including Hikari Collaboration Model) (4) (5) (6)	(in thousands)	20,720	20,851	20,995	21,078	21,260	-		21,678
NTT East	(in thousands)	11,613		11,809	11,880	11,993			12,280
NTT West	(in thousands)	9,107	9,144	9,186	9,197	9,267	-		9,397
(incl.) Hikari Collaboration Model	(in thousands)	11,617	11,993	12,363	12,690	13,055	-		13,890
NTT East	(in thousands)	6,877	7,089	7,294	7,470	7,675	-		8,170
NTT West	(in thousands)	4,740	4,903	5,070	5,220	5,381	-		5,720
Hikari Denwa (7)	(in thousands)	18,092	18,154	18,214	18,244	18,286	-		18,454
NTT East	(in thousands)	9,610	9,666	9,720	9,759	9,796	-		9,959
NTT West	(in thousands)	8,482	8,488	8,494	8,485	8,490	-		8,495
NTT Group Major ISPs (8)	(in thousands)	11,002	10,977	10,969	10,945	10,916	-		10,708
(incl.) OCN	(in thousands)	7,458	7,414	7,375	7,305	7,249	-		7,078
(incl.) Plala	(in thousands)	3,155	3,169	3,194	3,234	3,258			3,213
Hikari TV	(in thousands)	3,010	3,015	2,998	3,001	2,992	-		3,320
FLET'S TV Transmission Services (7)	(in thousands)	1,638	1,660	1,690	1,716	1,743	-		1,787
NTT East	(in thousands)	1,001	1,009	1,022	1,033	1,044	-		1,062
NTT West	(in thousands)	637	650	668	684	699	-		725
"d POINT CLUB" members	(in thousands)	66,523	67,634	68,829	70,145	71,313		-	-
Locations where payment / point services are available	(in thousands)	-	-	-	1,050	1,110	-	-	-

- (1) The number of Mobile Telecommunications Services (including "Telecommunications Services (LTE (Xi))" and "Telecommunications Services (FOMA (3G))") includes Communication Module Services.
- (2) The number of Telephone Subscriber Lines is the total of individual lines and central station lines (including the Subscriber Telephone Lite Plan).
- (3) "INS-Net" includes "INS-Net 64" and "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" subscription is calculated as ten "INS-Net 64" subscriptions (including subscriptions to the "INS-Net 64 Lite Plan").
- (4) The number of "FLET'S Hikari (including Hikari Collaboration Model)" subscriptions to "B FLET'S, "FLET'S Hikari Next," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Next," "FLET'
- (5) The comparative results for the three months ended June 30, 2019 compared to the fiscal year ended March 31, 2019 for "FLET'S Hikari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers for NTT East and NTT West were 448 thousand lines, respectively, for a total of 783 thousand lines; the numbers of new subscribers (excluding switchover lines) for the "Hikari Collaboration Model" for NTT East and NTT West were 336 thousand lines, respectively, for a total of 598 thousand lines; and the numbers of switchover lines for NTT East and NTT West were 101 thousand lines and 82 thousand lines, respectively, for a total of 183 thousand lines.
- (6) The comparative forecast for the year ending March 31, 2020 (Forecast) compared to the results for the year ended March 31, 2019 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 2,650 thousand lines, respectively, for a total of 1,900 thousand lines, respectively, for a total of 1,900 thousand lines, respectively, for a total of 20 thousand lines, respectively, for a total of 700 thousand lines, respectively, for a total of 700 thousand lines, respectively, for a total of 700 thousand lines, and 300 thousand lines,
- (7) The number of subscriptions for "Hikari Denwa" and "FLET'S TV Transmission Services" include wholesale services provided to service providers by NTT East and NTT West.
- (8) "NTT Group Major ISPs" includes "WAKWAK" and "InfoSphere," in addition to "OCN" and "Plala."

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 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 business 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, and "accommon thing" in the case of NTT Group's mobile phone services and "accommon thing" in the case of NTT Group's mobile communications business segment, such as revenues from ITE ("XI") mobile phone services and "accommon thing" is revenues that are incurred consistently each month, by the number of active users to the relevant services. The calculation of these 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 operations.

											(Yen)
			FY 2018					FY 2019			FY 2019 (E)
	Three Months Ended 7 June 30	Three Months Ended T September 30	Three Months Ended 1 December 31	Three Months Ended March 31	Year Ended March 31	Three Months Ended June 30	Three Months Ended To September 30	hree Months Ended December 31	Three Months Ended March 31	Year Ended March 31	Year Ending March 31 (Forecast)
NTT DOCOMO (1) (2) (3)											
Aggregate ARPU	4,800	4,820	4,830	4,770	4,800	4,770	-	-	-	-	4,630
Mobile ARPU (LTE (Xi) + FOMA (3G))	4,390	4,390	4,380	4,300	4,360	4,280	-	-	-	-	4,120
docomo Hikari ARPU	410	430	450	470	440	490	-	-	-	-	510
NTT East (4) (5) (6) (7) (8)						-					
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,550	2,550	2,550	2,530	2,540	2,510	-	-	-	-	2,510
FLET'S Hikari ARPU (9)	4,950	4,920	4,920	4,860	4,910	4,840	-	-	-	-	4,800
Basic Monthly Charge	3,540	3,530	3,520	3,510	3,520	3,500	-	-	-	-	3,470
Optional Services	1,410	1,390	1,400	1,350	1,390	1,340	-	-	-	-	1,330
NTT West (4) (5) (6) (7) (8)											
Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines)	2,520	2,520	2,530	2,510	2,520	2,500	-	-	-	-	2,480
FLET'S Hikari ARPU (9)	4,960	4,920	4,930	4,880	4,930	4,870	-	-	-	-	4,810
Basic Monthly Charge	3,390	3,360	3,370	3,360	3,380	3,360	-	-	-	-	3,300
Optional Services	1,570	1,560	1,560	1,520	1,550	1,510	-	-	-	-	1,510

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

Aggregate ARPU = Mobile ARPU + "docomo Hikari" ARPU

- Mobile ARPU: Mobile ARPU related revenues (voice-related revenues (basic monthly charges, voice communication charges) + packet-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
- (2) Numbers of active users used in the ARPU calculation of NTT DOCOMO are as described below
 - · Sum of No. of active users for each month ((No. of users at the end of previous month + No. of users at the end of current month) / 2) during the relevant period
- (3) The number of "users" used to calculate ARPU is the total number of subscriptions, excluding the subscriptions listed below:
 - Subscriptions of communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs, and Data Plan subscriptions in the case where the customer contracting for such subscription in his/her name also has a subscription for "X" or "FOMA" services in his/her name.

Note that revenues from communication module services, "Phone Number Storage," "Mail Address Storage," "docomo Business Transceiver" and wholesale telecommunications services and interconnecting telecommunications facilities that are provided to MVNOs and the impact on revenues from "dPOINT" program, etc. are not included in ARPU calculations.

- (4) We compute the following two categories of ARPU for business conducted by each of NTT East and NTT West.
 - Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines): Calculated based on revenues from monthly charges and call charges for Telephone Subscriber Lines and INS-NET Subscriber Lines, which are included in operating revenues from Voice Transmission Services (excluding IP Services), and revenues from "FLET'S ADSL" and "FLET'S ISDN," which are included in operating revenues from IP Services.
 - FLET'S Hikari ARPU: Calculated based on revenues from "FLET'S Hikari" (including "FLET'S Hikari" optional services), which are included in operating revenues from IP Services, revenues from monthly charges, call charges and connection device charges for "Hikari Denwa," and revenues from "FLET'S Hikari Net." "FLET'S Hikari Net." "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Light," "FLET'S Hikari Net." "FLET'S
 - "FLET'S Hikari" Optional Services includes wholesale services provided to service providers by NTT East and NTT West.
- (5) Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) and FLET'S Hikari ARPU do not include interconnection charges.
- (6) Numbers of active subscribers used in the ARPU calculation of NTT East and NTT West are as below
 - Quarterly Results: Sum of number of active subscribers {(number of subscribers at end of previous month + number of subscribers at end of the current month)/2} for each month in the relevant period
 - FY Results: Sum of number of active subscribers {(number of subscribers at end of previous month + number of subscribers at end of the current month)/2} for each month from April to March
 - FY Forecast: Sum of the average expected active number of subscribers during the fiscal year ((number of subscribers at March 31, 2019 + number of expected subscribers at March 31, 2020)/2)x12
- For purposes of calculating Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines), the number of subscribers is determined based on the number of subscriptions for fixed-line services (Telephone Subscriber Lines + INS-NET Subscriber Lines).
- (8) In terms of number of channels, transmission rate, and line use rate (base rate), INS-Net 1500 is in all cases roughly ten times greater than INS-Net 64. For this reason, for the purpose of calculating Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines), one INS-Net 1500 subscription is calculated as ten INS-Net 64 subscriptions.
- (9) For purposes of calculating FLET'S Hikari ARPU, the number of subscribers is determined based on the number of FLET'S Hikari subscribers, which includes subscribers to "B FLET'S," "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, subscribers to "FLET'S Hikari Mytown," "FLET'S Hikari Mytown Next," "FLET'S H

3. Operating Data (Number of Employees)

Number of Employees

Number of Employees									(Persons)
		FY 2	2018			FY 2	2019		FY 2019 (E)
	As of June 30	As of Sontombor 30	As of December 31	As of March 31	As of June 30	As of September 30	As of Docombor 31	As of March 31	As of March 31
	As of Julie 30					1	As of December 31	AS OF IVIAICIT ST	(Forecast)
NTT Consolidated Number of Employees	304,450	306,750	309,400	303,350	314,550	-	-	-	311,900
Mobile communications business	28,550	28,450	28,350	26,650	27,700	-	-	-	27,750
Regional communications business	82,400	82,900	83,350	79,550	82,450	-	-	-	76,500
Long distance and international communications business	47,100	47,400	48,000	48,000	48,850	-	-	-	49,300
Data communications business	120,550	122,000	123,650	123,900	127,350	-	-	-	128,950
Other business	25,850	26,000	26,050	25,250	28,200	-	-	-	29,400
Number of Employees, by Core Group Companies				<u> </u>		-	-	-	
NTT East Group	40,700	41,200	41,600	39,900	41,000	-	-	-	39,950
NTT West Group	41,750	41,700	41,750	39,650	41,450	-	-	-	36,550
NTT Communications Group	23,150	23,300	23,350	23,350	23,800	-	-	-	24,050
Dimension Data (Consolidated)	22,600	22,750	23,250	23,250	23,450	-	-	-	23,300