

Supplementary Data for the Nine Months Ended December 31, 2021

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Disclaimers

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

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

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

1. Financial Results Summary (NTT Consolidated)

| NTT Consolidated Financial Results (IFRS) | | | | | | | | | | | | | | (Billions of yen) |
|--|-------------------------------|--------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|-------------------------------|------------------------------------|-----------------------------------|-------------------------------------|--------------------------------|------------------------|---|---|
| | | | FY: | 2020 | 1 | | | | FY 2 | 021 | 1 | | FY 2021 (E) | FY 2021 (E) |
| | Three Months Ended June 30 | Three Months Ended 3 September 30 | Three Months Ended December 31 | Nine 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 | Nine Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Announced as of February 2022) | Year Ending March 31 (Announced as of August 2021) |
| Consolidated | | | | | | | | | | | | | - | |
| Operating revenues | 2,766.5 | 2,944.9 | 3,026.6 | 8,738.0 | 3,206.0 | 11,944.0 | 2,892.6 | 2,995.1 | 3,035.6 | 8,923.2 | - | | 12,180.0 | 12,000.0 |
| Fixed voice related services | 230.9 | 230.2 | 235.9 | 697.0 | 238.3 | 935.3 | 228.4 | 228.2 | 230.5 | 687.0 | - | | - | - |
| Mobile voice related services | 270.6 | 277.4 | 283.9 | 831.9 | 283.9 | 1,115.8 | 277.7 | 276.9 | 271.5 | 826.1 | - | | | - |
| IP/packet communications services | 873.0 | 874.7 | 870.5 | 2,618.2 | 869.8 | 3,488.0 | 868.2 | 874.8 | 855.9 | 2,598.9 | - | | | - |
| Sales of telecommunications equipment | 105.6 | 153.8 | 222.0 | 481.4 | 192.6 | 674.1 | 155.6 | 144.7 | 195.8 | 496.2 | _ | | | - |
| System integration services | 841.3 | 915.3 | 930.8 | 2,687.4 | 1,114.2 | 3,801.6 | 901.3 | 971.7 | 982.3 | 2,855.3 | _ | | | _ |
| Other | 445.1 | 493.5 | 483.6 | 1,422,2 | 507.1 | 1,929.3 | 461.3 | 498.8 | 499.6 | 1,459,7 | _ | | | _ |
| Operating expenses | 2,268.9 | 2,433.9 | 2,532.9 | 7,235.7 | 3,036.9 | 10,272.6 | 2,406,3 | 2,472.1 | 2,505.2 | 7,383.6 | - | | 10,435.0 | 10,270.0 |
| Personnel expenses | 608.5 | 606.8 | 610.5 | 1,825.8 | 635.6 | 2,461.4 | 633.4 | 625.3 | 648.0 | 1,906.7 | - | | | - |
| Expenses for purchase of goods and services and other expenses | 1,238.9 | 1,398.1 | 1,467.3 | 4,104.4 | 1,770.9 | 5,875.3 | 1,329.6 | 1,402.8 | 1,412.1 | 4,144.6 | - | | | - |
| Depreciation and amortization | 368.2 | 373.6 | 379.5 | 1,121.3 | 385.8 | 1,507.2 | 382.5 | 387.1 | 388.3 | 1,157.9 | _ | | 1,540.0 | 1,540.0 |
| Impairment losses | 0.0 | 1.7 | 0.3 | 2.0 | 23.7 | 25.7 | 1.2 | 0.0 | 0.3 | 1.6 | _ | | | |
| Goodwill | | 1.3 | _ | 1.3 | 1.4 | 2.7 | _ | - | 0.2 | 0.2 | _ | | | _ |
| Other | 0.0 | 0.3 | 0.3 | 0.7 | 22.3 | 23.0 | 1.2 | 0.0 | 0.1 | 1.4 | - | | | - |
| Expenses on disposal of fixed assets | 21.6 | 24.5 | 44.4 | 90.5 | 66.4 | 156.9 | 26.0 | 26.1 | 24.7 | 76.8 | _ | | | _ |
| Taxes and dues | 31.6 | 29.3 | 30.8 | 91.7 | 154.4 | 246.1 | 33.5 | 30.7 | 31.8 | 96.0 | - | | | - |
| Operating profit | 497.6 | 511.0 | 493.7 | 1,502.3 | 169.1 | 1,671.4 | 486.3 | 523.0 | 530.4 | 1,539.7 | - | | 1,745.0 | 1,730.0 |
| Profit before taxes | 496.6 | 508.4 | 490.0 | 1,495.1 | 157.5 | 1,652.6 | 496.3 | 519.0 | 538.7 | 1,554.0 | - | | 1,736.0 | 1,716.0 |
| Profit attributable to NTT | 272.6 | 268.9 | 289.7 | 831.2 | 85.0 | 916.2 | 340.0 | 335.8 | 354.5 | 1,030.3 | - | - | 1,100.0 | 1,085.0 |
| EBITDA and EBITDA margin with reconciliation | | | | | | | | | | | | | | |
| EBITDA [a+b+c+d] | 834.7 | 852.2 | 855.4 | 2,542.3 | 569.3 | 3,111.6 | 836.7 | 876.3 | 885.0 | 2,598.0 | - | | 3,175.0 | 3,160.0 |
| a Operating profit | 497.6 | 511.0 | 493.7 | 1,502.3 | 169.1 | 1,671.4 | 486.3 | 523.0 | 530.4 | 1,539.7 | - | | 1,745.0 | 1,730.0 |
| b Depreciation and amortization (1) | 327.3 | 329.7 | 337.3 | 994.3 | 338.3 | 1,332.5 | 336.9 | 341.5 | 343.7 | 1,022.1 | - | | 1,358.0 | 1,358.0 |
| c Loss on sales and disposal of property, plant and equipment | 9.8 | 9.8 | 24.0 | 43.7 | 38.2 | 81.9 | 12.3 | 11.8 | 10.5 | 34.7 | - | | 72.0 | 72.0 |
| d Impairment losses | 0.0 | 1.7 | 0.3 | 2.0 | 23.7 | 25.7 | 1.2 | 0.0 | 0.3 | 1.6 | - | | | - |
| EBITDA margin [(e/f)*100] | 30.2% | 28.9% | 28.3% | 29.1% | 17.8% | 26.1% | 28.9% | 29.3% | 29.2% | 29.1% | - | | 26.1% | 26.3% |
| e EBITDA [a+b+c+d] | 834.7 | 852.2 | 855.4 | 2,542.3 | 569.3 | 3,111.6 | 836.7 | 876.3 | 885.0 | 2,598.0 | - | | 3,175.0 | 3,160.0 |
| f Operating revenues | 2,766.5 | 2,944.9 | 3,026.6 | 8,738.0 | 3,206.0 | 11,944.0 | 2,892.6 | 2,995.1 | 3,035.6 | 8,923.2 | - | | 12,180.0 | 12,000.0 |
| NTT Consolidated Financial Position (IFRS) | | | | | | | | | | | _ | | - | |

| | | FY 20 | 020 | | | FY 20 |)21 | | FY 2021 (E) | FY 2021 (E) |
|---|------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|---|--|
| | As of June 30 | As of September 30 | As of December 31 | As of March 31 | As of June 30 | As of September 30 | As of December 31 | As of March 31 | Year Ending March 31 (Announced as of February 2022) | Year Ending March 31 (Announced as of August 2021 |
| Assets | 23,420.2 | 22,856.0 | 23,862.0 | 22,965.5 | 23,082.5 | 22,719.5 | 23,544.4 | - | | |
| Current assets | 6,746.0 | 5,960.0 | 6,731.3 | 5,326.4 | 5,352.8 | 4,953.9 | 5,542.0 | - | - | |
| (incl.) Cash and cash equivalents | 1,072.5 | 1,006.3 | 1,352.9 | 935.7 | 1,139.3 | 905.2 | 826.4 | - | - | |
| (incl.) Trade and other receivables | 3,233.6 | 3,266.2 | 3,760.7 | 3,534.6 | 3,113.6 | 2,981.8 | 3,590.8 | - | - | |
| Non-current assets | 16,674.2 | 16,896.1 | 17,130.7 | 17,639.1 | 17,729.7 | 17,765.6 | 18,002.4 | - | - | |
| (incl.) Property, plant and equipment | 9,071.9 | 9,097.4 | 9,157.3 | 9,282.3 | 9,324.1 | 9,334.4 | 9,385.3 | - | | |
| Liabilities and Equity | 23,420.2 | 22,856.0 | 23,862.0 | 22,965.5 | 23,082.5 | 22,719.5 | 23,544.4 | - | - | |
| Liabilities | 11,584.1 | 10,623.7 | 15,815.7 | 14,762.4 | 14,699.6 | 14,020.1 | 14,843.4 | - | - | |
| Current liabilities | 6,449.1 | 5,640.3 | 9,831.2 | 7,426.2 | 7,404.1 | 5,688.5 | 5,852.4 | - | - | |
| (incl.) Trade and other payables | 1,820.7 | 1,740.5 | 3,094.2 | 2,356.7 | 1,995.4 | 1,845.9 | 2,121.6 | - | - | |
| Non-current liabilities | 5,135.0 | 4,983.4 | 5,984.4 | 7,336.3 | 7,295.5 | 8,331.6 | 8,991.0 | - | - | |
| (incl.) Long-term debt | 2,266.0 | 2,058.5 | 3,013.4 | 4,455.7 | 4,411.8 | 5,439.6 | 6,036.2 | - | - | |
| (incl.) Defined benefit liabilities | 1,879.2 | 1,892.5 | 1,908.1 | 1,731.6 | 1,739.2 | 1,752.4 | 1,766.0 | - | - | |
| Equity | 11,836.2 | 12,232.3 | 8,046.4 | 8,203.0 | 8,382.9 | 8,699.4 | 8,701.0 | - | <u></u> | |
| terest-bearing liabilities (consolidated) | | | | | · | | | | | |
| terest-bearing liabilities | 5,162.8 | 4,211.3 | 8,096.7 | 7,624.3 | 8,136.9 | 7,511.9 | 8,012.9 | - | 7,250.0 | 7,250 |

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

Medium-Term Financial Targets (IFRS)

| moduli rem r manolar rangete (m rte) | | | FY | 2020 | | | | | FY 2 | 2021 | | | FY 2021 (E) | FY 2021 (E) |
|--|-----------------------|-----------------------|-----------------------|----------------------|-----------------------|------------|-----------------------|-----------------------|-----------------------|----------------------|-----------------------|------------|---------------------------------------|---------------------------------------|
| | Three Months Ended | Three Months Ended | Three Months Ended | Nine Months Ended | Three Months Ended | Year Ended | Three Months Ended | Three Months Ended | Three Months Ended | Nine Months Ended | Three Months Ended | Year Ended | Year Ending March 31 (Announced | Year Ending March 31 (Announced |
| | June 30 | September 30 | December 31 | December 31 | March 31 | March 31 | June 30 | September 30 | December 31 | December 31 | March 31 | March 31 | as of February | as of August 2021) |
| EPS (Yen) | - | - | - | - | - | 248 | - | - | - | - | - | - | 306 | 302 |
| Overseas Operating Income Margin (%) (1) | 2.2% | 3.5% | 3.3% | 3.0% | 2.9% | 3.0% | 4.1% | 5.5% | 6.6% | 5.4% | - | - | 6.1% | 6.0% |
| Cost Reductions (Billions of yen) (2) | (525.0) | (565.0) | (610.0) | (610.0) | (670.0) | (670.0) | (695.0) | (715.0) | (795.0) | (795.0) | - | - | (840.0) | (840.0) |
| ROIC (%) | - | - | - | - | - | 7.2% | - | - | - | - | - | - | 7.4% | 7.4% |
| Capex to Sales (%) (Domestic Network Business (3)) | - | - | - | - | - | 13.6% | - | - | - | - | - | - | 13.5% | 13.5% |

⁽¹⁾ Overseas Operating Income excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed asset. Includes results from NTT, Inc. (the global holding company), its subsidiaries and its affiliates.

⁽²⁾ Cumulative reductions from FY 2017.

⁽³⁾ Excludes NTT Communications' data centers and certain other assets.

1. Financial Results Summary (Capital Investment)

| Capital Investment (IFRS) | | | | | | | | | | | | | (Billions of yen) |
|---|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|--|
| | | | FY 2 | 2020 | | | | | FY 2 | 2021 | | | FY 2021 (E) |
| | Three Months Ended June 30 | Three Months Ended September 30 | Three Months Ended December 31 | Nine 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 | Nine Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast)(1) |
| Capital investment | 315.2 | 375.4 | 429.9 | 1,120.5 | 607.8 | 1,728.3 | 371.4 | 388.6 | 399.5 | 1,159.5 | - | - | 1,750.0 |
| Mobile communications business | 90.8 | 115.3 | 154.5 | 360.5 | 208.5 | 569.1 | 122.7 | 126.0 | 127.9 | 376.6 | - | - | 550.0 |
| Regional communications business | 98.7 | 119.8 | 128.3 | 346.8 | 180.5 | 527.4 | 105.0 | 109.3 | 115.7 | 330.1 | - | - | 510.0 |
| Long distance and international communications business | 50.0 | 60.8 | 60.7 | 171.5 | 87.6 | 259.0 | 59.2 | 66.7 | 66.9 | 192.8 | - | - | 263.0 |
| Data communications business | 38.2 | 45.1 | 39.8 | 123.1 | 46.4 | 169.5 | 35.8 | 46.3 | 43.2 | 125.2 | - | - | 175.0 |
| Other business | 37.4 | 34.5 | 46.7 | 118.6 | 84.8 | 203.3 | 48.7 | 40.3 | 45.8 | 134.9 | - | - | 252.0 |
| (Ref.) Capital investment by group | | | | | | | | | | | | | |
| NTT East Group | 53.4 | 64.6 | 60.1 | 178.1 | 90.6 | 268.7 | 49.9 | 50.3 | 54.9 | 155.0 | - | - | 260.0 |
| NTT West Group | 45.3 | 55.2 | 68.2 | 168.7 | 89.9 | 258.6 | 55.2 | 59.1 | 60.8 | 175.0 | - | - | 250.0 |
| NTT Ltd. Group | 29.2 | 42.5 | 40.3 | 112.0 | 43.5 | 155.5 | 43.1 | 49.1 | 45.6 | 137.8 | - | - | 157.0 |
| NTT Communications Group | 20.0 | 16.9 | 19.8 | 56.7 | 41.1 | 97.8 | 20.7 | 17.3 | 21.1 | 59.1 | - | - | 102.0 |
| NTT Urban Solutions Group | 23.3 | 11.3 | 16.7 | 51.3 | 40.8 | 92.1 | 28.8 | 10.7 | 21.2 | 60.7 | - | - | 120.0 |
| | | | | | | | | | | | | | |
| (Ref.) NTT DOCOMO Group | 90.8 | 115.3 | 154.5 | 360.5 | 208.5 | 569.1 | 122.7 | 126.0 | 127.9 | 376.6 | - | - | 550.0 |
| Telecommunications business | 83.8 | 106.1 | 143.4 | 333.3 | 191.2 | 524.4 | 112.3 | 112.1 | 114.0 | 338.4 | - | - | 475.0 |
| Smart life business | 4.3 | 6.3 | 7.8 | 18.4 | 10.9 | 29.3 | 7.9 | 9.8 | 10.6 | 28.3 | - | - | 59.0 |
| Other businesses | 2.7 | 2.8 | 3.3 | 8.9 | 6.4 | 15.3 | 2.5 | 4.1 | 3.3 | 9.9 | - | - | 16.0 |

⁽¹⁾ Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

1. Financial Results Summary (Business Segments)

| Business | Seamen | ts (| ΙFΙ | RS) | ١ |
|----------|--------|------|-----|-----|---|
|----------|--------|------|-----|-----|---|

| | | | FY: | 2020 | 1 | | | | FY: | 2021 | 1 | | FY 2021 (E) | (Billions of yen) FY 2021 (E) |
|--|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|-------------------------------|------------------------------------|-----------------------------------|----------------------------------|--------------------------------|------------------------|--|--|
| | Three Months Ended June 30 | Three Months Ended September 30 | Three Months Ended December 31 | Nine 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 | Nine Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Announced as of February 2022) | Year Ending March 31 (Announced as of May 2021) |
| isiness segments (1) | | | | | | | - | | | | | | as of 1 coldary 2022) | as of May 2021) |
| Mobile communications business | | | | | | | | | | | | | | |
| Operating revenues | 1,098.2 | 1,184.4 | 1,230.6 | 3,513.1 | 1,212.1 | 4,725.2 | 1,159.6 | 1,156.6 | 1,201.2 | 3,517.5 | - | - | 4,790.0 | 4,790.0 |
| Mobile voice related service | 273.3 | 280.0 | 286.5 | 839.9 | 287.7 | 1,127.6 | 280.9 | 280.1 | 274.9 | 836.0 | - | - | - | |
| IP/packet communications service | 494.8 | 495.7 | 489.7 | 1,480.2 | 505.0 | 1,985.1 | 485.8 | 487.9 | 474.6 | 1,448.3 | - | - | - | - |
| Sales of telecommunications equipment Other | 90.0 240.1 | 133.9 274.8 | 196.9 257.5 | 420.7 772.4 | 155.0 264.4 | 575.7 1,036.7 | 137.6 255.3 | 125.6 263.0 | 177.9 273.7 | 441.2 792.0 | - | - | - | - |
| Operating expenses | 817.6 | 901.3 | 972.4 | 2.691.4 | 1.120.6 | 3.812.0 | 915.2 | 904.7 | 927.9 | 2.747.8 | - | | 3,870.0 | 3,870.0 |
| Personnel expenses | 72.6 | 74.0 | | 220.3 | 70.5 | 290.9 | 75.3 | 74.9 | 75.1 | 225.3 | | | 3,070.0 | 3,070.0 |
| Expenses for purchase of goods and services and other | | | | | | | | | | | | | | |
| expenses | 585.5 | 663.0 | | 1,976.2 | 831.9 | 2,808.2 | 669.9 | 659.3 | 682.0 | 2,011.2 | - | - | - | - |
| Depreciation and amortization | 148.0 | 149.9 | 151.6 | 449.5 | 156.6 | 606.1 | 153.4 | 155.1 | 156.4 | 464.9 | - | - | - | - |
| Impairment losses | - | - | - | - | 0.2 | 0.2 | - | - | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 7.5 | 10.0 | | 30.6 | 27.6 | 58.2 | 11.7 | 10.5 | 9.0 | 31.2 | - | - | - | - |
| Taxes and dues | 4.0 | 4.4 | | 14.6 | 33.8 | 48.4 | 4.9 | 4.9 | 5.5 | 15.3 | - | - | | |
| Operating profit | 280.5 | 283.1 | 258.2 | 821.8 | 91.5 | 913.2 | 244.4 | 251.9 | 273.3 | 769.6 | - | - | 920.0 | 920.0 |
| Regional communications business | 7000 | 707.0 | | 0.004.0 | | 0.007.4 | 77.40 | 700 5 | 7015 | 0.051.0 | | | 0.470.0 | 0.470.0 |
| Operating revenues | 736.3 | 767.0 | 801.3 | 2,304.6 | 902.8 | 3,207.4 | 774.8 | 792.5 | 784.5 | 2,351.9 | - | - | 3,170.0 | 3,170.0 |
| Fixed voice related service | 235.2 381.0 | 230.1 384.2 | 240.4 387.8 | 705.7 1,152.9 | 244.6 391.1 | 950.3 1,544.1 | 233.7 399.2 | 231.5 398.2 | 232.6 399.3 | 697.9 1,196.7 | - | - | | - |
| IP/packet communications service Sales of telecommunications equipment | 381.0 14.3 | 384.2 17.0 | 387.8 18.1 | 1,152.9 | 20.2 | 1,544.1 | 399.2 16.6 | 398.2 17.1 | 399.3 15.8 | 1,196.7 | - | | | - |
| System integration services | 31.3 | 55.8 | 62.2 | 149.2 | 143.4 | 292.7 | 33.6 | 54.3 | 47.0 | 134.9 | - | _ | _ | - |
| Other | 74.6 | 80.0 | 92.8 | 247.4 | 103.4 | 350.8 | 91.8 | 91.5 | 89.8 | 273.0 | - | _ | _ | - |
| Operating expenses | 610.6 | 636.8 | 668.0 | 1,915.4 | 871.8 | 2,787.2 | 628.1 | 648.8 | 640.3 | 1,917.2 | _ | | 2,741.0 | 2,741.0 |
| Personnel expenses | 169.7 | 168.8 | 169.6 | 508.1 | 167.3 | 675.4 | 167.1 | 164.4 | 164.5 | 496.0 | - | | 2,141.0 | 2,741.0 |
| Expenses for purchase of goods and services and other | | | | | | | | | | | | | | |
| expenses | 303.1 | 331.5 | 346.7 | 981.3 | 466.0 | 1,447.4 | 324.7 | 347.2 | 339.6 | 1,011.5 | - | - | - | - |
| Depreciation and amortization | 104.5 | 105.5 | 106.3 | 316.4 | 106.5 | 422.9 | 103.2 | 106.0 | 105.3 | 314.5 | - | | - | - |
| Impairment losses | - | - | - | - | 14.1 | 14.1 | - | - | - | - | - | - | - | - |
| Expenses on disposal of fixed assets | 14.0 | 13.7 | 28.5 | 56.3 | 32.0 | 88.3 | 13.2 | 14.4 | 13.9 | | - | - | - | - |
| Taxes and dues | 19.3 | 17.3 | 16.8 | 53.4 | 85.8 | 139.3 | 19.9 | 16.8 | 17.0 | 53.6 | - | - | - | |
| Operating profit | 125.7 | 130.2 | 133.3 | 389.2 | 31.0 | 420.2 | 146.8 | 143.7 | 144.2 | 434.7 | - | - | 429.0 | 429.0 |
| Long distance and international communications business | | | | | | | | | | | | | | |
| Operating revenues | 487.3 | 516.1 | 503.7 | 1,507.1 | 558.6 | 2,065.6 | 485.2 | 512.4 | 510.5 | 1,508.1 | - | - | 2,090.0 | 2,090.0 |
| Fixed voice related service | 50.4 | 49.1 | 49.1 | 148.6 | 47.5 | 196.1 | 47.5 | 46.1 | 47.3 | 141.0 | - | - | - | - |
| IP/packet communications service | 105.6 1.6 | 104.6 3.2 | 105.4 | 315.6 12.1 | 104.1 17.7 | 419.7 29.8 | 101.4 1.6 | 103.5 2.1 | 101.6 2.2 | 306.5 6.0 | - | - | - | - |
| Sales of telecommunications equipment System integration services | 307.8 | 336.4 | 320.3 | 964.6 | 356.3 | 1,320.9 | 311.9 | 329.9 | 332.8 | | - | - | - | - |
| Other | 21.9 | 22.8 | 21.6 | 66.3 | 33.0 | 99.2 | 22.8 | 30.7 | 26.5 | 80.0 | - | _ | _ | - |
| Operating expenses | 446.8 | 477.1 | 462.8 | 1,386.6 | 532.8 | 1,919.4 | 456.2 | 471.3 | 472.0 | 1,399.6 | - | | 1,952.0 | 1,932.0 |
| Personnel expenses | 100.9 | 99.3 | 97.2 | 297.4 | 95.9 | 393.3 | 106.8 | 99.5 | 105.1 | 311.4 | _ | | 1,002.0 | 1,002.0 |
| Expenses for purchase of goods and services and other | | | | | | | | | | | | | | |
| expenses | 295.6 | 325.2 | 310.8 | 931.6 | 368.7 | 1,300.4 | 293.1 | 316.4 | 310.4 | 919.8 | - | - | - | - |
| Depreciation and amortization | 48.5 | 50.4 | 52.7 | 151.6 | 52.4 | 204.0 | 53.1 | 52.2 | 53.6 | 158.8 | - | - | - | - |
| Impairment losses | 0.0 | 0.0 | (0.0) | 0.0 | 0.7 | 0.8 | 1.3 | 0.0 | 0.0 | 1.3 | - | - | - | - |
| Expenses on disposal of fixed assets | 0.6 | 1.1 | 2.1 | 3.8 | 5.7 | 9.5 | 1.0 | 1.7 | 1.6 | 4.3 | - | - | - | - |
| Taxes and dues | 1.2 | 1.0 | (0.0) | 2.2 | 9.4 | 11.5 | 1.0 | 1.5 | 1.4 | 3.9 | - | - | | |
| Operating profit | 40.5 | 39.0 | 40.9 | 120.4 | 25.8 | 146.2 | 29.0 | 41.1 | 38.5 | 108.5 | - | - | 138.0 | 158.0 |
| Data communications business | 500.0 | E 10.0 | | 4.050.4 | 000.0 | 0.010.7 | | 2010 | 200.1 | 4 0 4 0 0 | | | 0.510.0 | |
| Operating revenues | 530.9 | 549.2 | 578.3 | 1,658.4 | 660.3 | 2,318.7 | 590.8 | 621.3 | 636.1 | 1,848.2 | - | - | 2,540.0 | 2,360.0 |
| System integration services | 530.9 | 549.2 | 578.3 | 1,658.4 | 660.3 | 2,318.7 | 590.8 | 621.3 | 636.1 | 1,848.2 | - | | 2 225 0 | 2 100 0 |
| Operating expenses Personnel expenses | 504.2 207.0 | 512.0 208.5 | 535.2 220.5 | 1,551.5 | 628.0 247.9 | 2,179.5 884.0 | 543.5 228.7 | 559.4 231.4 | 578.2 248.3 | 1,681.1 708.4 | - | | 2,325.0 | 2,180.0 |
| Expenses for purchase of goods and services and other | | | | 636.0 | | | | | | | - | - | - | - |
| expenses | 242.8 | 247.0 | 256.3 | 746.1 | 313.1 | 1,059.2 | 258.8 | 271.2 | 273.2 | 803.2 | - | - | - | - |
| Depreciation and amortization | 51.6 | 52.3 | 53.3 | 157.2 | 51.7 | 209.0 | 52.8 | 53.1 | 53.2 | 159.2 | _ | | _ | |
| Impairment losses | - | 1.6 | 0.4 | 2.0 | 6.9 | 8.9 | 0.0 | - | 0.3 | 0.3 | - | _ | _ | _ |
| Expenses on disposal of fixed assets | 0.3 | 0.3 | 2.0 | 2.6 | 3.5 | 6.0 | 0.8 | 1.0 | 0.2 | 1.9 | _ | | _ | - |
| Taxes and dues | 2.6 | 2.3 | 2.7 | 7.6 | 4.8 | 12.4 | 2.4 | 2.7 | 3.0 | 8.1 | - | | - | - |
| Operating profit | 26.7 | 37.1 | 43.1 | 106.9 | 32.3 | 139.2 | 47.3 | 61.9 | 58.0 | 167.1 | - | - | 215.0 | 180.0 |
| Other business | | | | | | | | | | | | | | |
| Operating revenues | 344.2 | 361.5 | 374.7 | 1,080.4 | 386.7 | 1,467.1 | 340.0 | 369.9 | 376.5 | 1,086.4 | - | - | 1,500.0 | 1,500.0 |
| IP/packet communications service | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| System integration services | 42.4 | 45.6 | | 133.2 | 53.5 | 186.7 | 49.8 | 50.2 | 51.8 | 151.7 | - | - | - | - |
| Other | 301.9 | 315.9 | 329.4 | 947.2 | 333.2 | 1,280.4 | 290.2 | 319.7 | 324.7 | 934.7 | - | - | | |
| Operating expenses | 315.8 | 336.5 | 347.3 | 999.6 | 402.7 | 1,402.3 | 312.5 | 341.1 | 349.1 | 1,002.8 | - | - | 1,433.0 | 1,433.0 |
| Personnel expenses | 72.4 | 70.9 | | 213.6 | 79.7 | 293.4 | 73.2 | 72.2 | 74.3 | 219.8 | - | - | | - |
| Expenses for purchase of goods and services and other expenses | 205.4 | 227.8 | 238.3 | 671.4 | 261.6 | 933.0 | 195.7 | 225.2 | 231.0 | 651.9 | - | | | - |
| Depreciation and amortization | 33.1 | 32.6 | 33.0 | 98.7 | 35.6 | 134.3 | 37.7 | 38.3 | 37.3 | 113.3 | | | _ | _ |
| Impairment losses | 33.1 | 32.0 | 33.0 | 90.7 | 2.6 | 2.6 | 31.1 | 30.3 | 31.3 | 113.3 | | |] [| - |
| Expenses on disposal of fixed assets | 0.3 | 0.8 | 0.8 | 1 0 | 2.4 | 4.4 | 0.7 | 0.6 | 1.5 | 27 | | |] | - |
| | 4.6 | 4.3 | 5.0 | 13.9 | 20.7 | 34.6 | 5.3 | 4.8 | 4.9 | 15.0 | | | | |
| Taxes and dues | | | | | | | | | | | | | | |

Figures for each segment include inter-segment transactions.

2. Financial Results Summary (NTT DOCOMO Consolidated)

Overview of Financial Results (IFRS)

| Overview of Financial Results (IFRS) | | | E)// | 2000 | | | | | E)/(| 2004 | | | (Billions of yen |
|---|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|--|
| | | | FY 2 | 2020 | | | | | FY 2 | 2021 | 1 | | FY 2021 (E) |
| | Three Months Ended June 30 | Three Months Ended September 30 | Three Months Ended December 31 | Nine 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 | Nine Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast)(3) |
| NTT DOCOMO Consolidated | | | | | | | | | | | | | |
| Operating revenues | 1,098.2 | 1,184.4 | 1,230.6 | 3,513.1 | 1,212.1 | 4,725.2 | 1,159.6 | 1,156.6 | 1,201.2 | 3,517.5 | - | - | 4,790.0 |
| Telecommunications services | 771.9 | 779.5 | 780.0 | 2,331.4 | 796.5 | 3,127.9 | 770.7 | 771.9 | 753.3 | 2,296.0 | - | - | 3,089.0 |
| Mobile communications services | 681.0 | 686.4 | 685.1 | 2,052.5 | 688.7 | 2,741.2 | 671.3 | 671.8 | 652.9 | 1,996.0 | - | - | 2,679.0 |
| Optical-fiber broadband service and other telecommunications services | 91.0 | 93.1 | 94.9 | 278.9 | 107.8 | 386.7 | 99.4 | 100.2 | 100.4 | 300.0 | - | - | 410.0 |
| Equipment sales | 90.0 | 133.9 | 196.9 | 420.7 | 155.0 | 575.7 | 137.6 | 125.6 | 177.9 | 441.2 | - | - | 617.0 |
| Other | 236.2 | 271.0 | 253.8 | 761.0 | 260.6 | 1,021.6 | 251.3 | 259.1 | 269.9 | 780.3 | - | - | 1,084.0 |
| Operating expenses | 817.6 | 901.3 | 972.4 | 2,691.4 | 1,120.6 | 3,812.0 | 915.2 | 904.7 | 927.9 | 2,747.8 | - | - | 3,870.0 |
| Personnel expenses | 72.6 | 74.0 | 73.7 | 220.3 | 70.5 | 290.9 | 75.3 | 74.9 | 75.1 | 225.2 | - | - | 292.0 |
| Expenses for purchase of goods and services and other expenses | 477.8 | 553.9 | 618.4 | 1,650.1 | 747.8 | 2,397.9 | 556.4 | 545.7 | 567.9 | 1,670.1 | - | | 2,418.0 |
| Depreciation and amortization | 148.0 | 149.9 | 151.6 | 449.5 | 156.6 | 606.1 | 153.4 | 155.1 | 156.4 | 464.9 | - | - | 629.0 |
| Impairment losses | - | - | - | - | 0.2 | 0.2 | - | - | - | - | - | - | |
| Communication network charges | 111.7 | 113.5 | 115.6 | 340.8 | 117.8 | 458.6 | 118.5 | 118.5 | 119.5 | 356.4 | - | - | 480.0 |
| Expenses on disposal of fixed assets | 7.5 | 10.0 | 13.1 | 30.6 | 27.6 | 58.2 | 11.7 | 10.5 | 9.0 | 31.2 | - | - | 51.0 |
| Operating profit | 280.5 | 283.1 | 258.2 | 821.8 | 91.5 | 913.2 | 244.4 | 251.9 | 273.3 | 769.6 | - | - | 920.0 |
| Profit before taxes | 283.4 | 284.6 | 253.9 | 821.9 | 93.7 | 915.6 | 245.3 | 252.2 | 275.5 | 773.0 | - | - | 934.0 |
| Profit attributable to NTT DOCOMO, INC. | 195.3 | 196.0 | 175.6 | 566.9 | 62.1 | 629.0 | 171.5 | 173.4 | 191.1 | 535.9 | - | - | 640.0 |
| Financial Indicators | | | | | | | | | | | | | |
| Free cash flow (1) | (54.0) | 361.0 | 76.6 | 383.6 | 463.2 | 846.8 | 11.0 | 558.3 | 145.8 | 715.0 | - | - | 830.0 |
| EBITDA (2) | 406.0 | 411.1 | 389.9 | 1,206.9 | 237.6 | 1,444.5 | 376.8 | 385.8 | 407.2 | 1,169.8 | - | - | 1,470.0 |
| (Ref.) Operating Income in Each Segment | | | | | | | | | | | | | |
| Telecommunications business | | | | | | | | | | | | | |
| Operating revenues | 851.8 | 910.7 | 972.7 | 2,735.2 | 949.1 | 3,684.3 | 904.1 | 893.9 | 933.7 | 2,731.7 | - | - | 3,690.0 |
| Operating profit (loss) | 219.4 | 214.2 | 210.4 | 644.0 | 77.1 | 721.1 | 184.5 | 188.4 | 199.4 | 572.3 | - | - | 710.0 |
| Operating margin | 25.8% | 23.5% | 21.6% | 23.5% | 8.1% | 19.6% | 20.4% | 21.1% | 21.4% | 20.9% | - | - | 19.2% |
| Smart life business | | | | | | | | | | | | | |
| Operating revenues | 145.0 | 172.2 | 153.4 | 470.6 | 145.6 | 616.2 | 150.1 | 157.4 | 159.3 | 466.8 | - | - | 670.0 |
| Operating profit (loss) | 28.3 | 33.4 | 17.5 | 79.2 | (19.9) | 59.4 | 23.2 | 21.9 | 30.3 | 75.4 | - | - | 70.0 |
| Operating margin | 19.5% | 19.4% | 11.4% | 16.8% | (13.6%) | 9.6% | 15.5% | 13.9% | 19.0% | 16.2% | - | - | 10.4% |
| Other businesses | | | | | | | | | | | | | |
| Operating revenues | 110.4 | 111.8 | 115.2 | 337.4 | 128.0 | 465.4 | 115.4 | 115.7 | 118.6 | 349.6 | - | - | 470.0 |
| Operating profit (loss) | 32.8 | 35.4 | 30.3 | 98.5 | 34.2 | 132.7 | 36.7 | 41.6 | 43.6 | 121.9 | - | - | 140.0 |
| Operating margin | 29.7% | 31.7% | 26.3% | 29.2% | 26.7% | 28.5% | 31.8% | 36.0% | 36.8% | 34.9% | - | - | 29.8% |
| (Incl.) Smart life business and other businesses | | | | | | | | | | | | | |
| Operating revenues | 255.5 | 284.0 | 268.6 | 808.0 | 273.5 | 1,081.5 | 265.5 | 273.0 | 277.8 | 816.4 | - | - | 1,140.0 |
| Operating profit (loss) | 61.2 | 68.8 | 47.8 | 177.8 | 14.4 | 192.1 | 59.9 | 63.5 | 73.9 | 197.4 | - | - | 210.0 |
| Operating margin | 23.9% | 24.2% | 17.8% | 22.0% | 5.2% | 17.8% | 22.6% | 23.3% | 26.6% | 24.2% | - | - | 18.4% |

⁽¹⁾ Adjusted free cash flow is calculated excluding the effects of changes in investment derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purposes with original maturities of longer than three months.

| Segment | Principal Services, etc., Included in Each Reportable Segment |
|---------|---|
| | Mobile communications services:5G services, LTE(Xi) services, FOMA services (3G), International services, Sales of handset/equipment for each service, etc. Optical-fiber broadband service and other telecommunications services: Optical-fiber broadband service, Satellite communications service, etc. |
| | Content/Lifestyle services: "dTV," "d hits," "d magazine," "d shopping," "d healthcare," "NTT Plala Inc.," "Oak Lawn Marketing, Inc.," "Tower Records Japan Inc.," etc. Finance/Payment services: "d CARD," "d CARD GOLD," "iD," "d Payment," Fintech, etc. |
| | Support services for customers' peace of mind: "Mobile Device Protection Service," "Anshin Remote Support," etc. Enterprise solutions: Enterprise IoT solutions, System development/sales/maintenance services, etc. |

⁽²⁾ Beginning with the fiscal year ending March 31, 2021, depreciation charges for right-of-use assets have been excluded from EBITDA and its depreciation and amortization components.

(3) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

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

| Overview of Financial Results (IFRS) | | | | | | | | | | | | | (Billions of yen) |
|--|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|--|
| | | | FY 2 | 2020 | | | | | FY 2 | 2021 | | | FY 2021 (E) |
| | Three Months Ended June 30 | Three Months Ended September 30 | Three Months Ended December 31 | Nine 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 | Nine Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast)(3) |
| NTT East Group (1) | | | | | | | | | | | | | |
| Operating revenues | 402.8 | 415.8 | 429.4 | 1,247.9 | 478.2 | 1,726.1 | 418.4 | 430.5 | 420.3 | 1,269.1 | - | - | 1,730.0 |
| Fixed voice related service | 125.1 | 123.4 | 126.1 | 374.6 | 126.1 | 500.7 | 124.8 | 123.5 | 123.8 | 372.1 | - | - | 484.0 |
| IP/packet communications service | 218.3 | 220.7 | 222.4 | 661.5 | 223.3 | 884.8 | 227.8 | 227.5 | 227.7 | 683.1 | - | - | 904.0 |
| Sales of telecommunications equipment | 6.3 | 6.8 | 6.9 | 20.0 | 7.9 | 27.9 | 7.2 | 6.7 | 6.1 | 20.0 | - | - | 31.0 |
| System integration services | 15.2 | 26.9 | 27.5 | 69.6 | 75.0 | 144.6 | 17.8 | 31.9 | 22.5 | 72.2 | - | - | 130.0 |
| Other | 37.8 | 37.9 | 46.5 | 122.2 | 45.9 | 168.0 | 40.8 | 40.8 | 40.1 | 121.7 | - | - | 181.0 |
| Operating expenses | 324.9 | 333.6 | 338.5 | 997.1 | 465.1 | 1,462.1 | 326.6 | 335.6 | 333.2 | 995.3 | - | - | 1,457.0 |
| Personnel expenses | 88.9 | 88.0 | 89.1 | 266.0 | 87.3 | 353.3 | 88.0 | 85.7 | 86.8 | 260.6 | - | - | 348.0 |
| Expenses for purchase of goods and services and other expenses | 162.2 | 172.4 | 174.8 | 509.4 | 245.8 | 755.2 | 166.8 | 177.0 | 174.4 | 518.1 | - | - | 774.0 |
| Depreciation and amortization | 55.7 | 56.1 | 56.5 | 168.3 | 56.7 | 225.0 | 54.3 | 56.2 | 55.1 | 165.7 | - | - | 216.0 |
| Impairment losses | - | _ | - | _ | 13.6 | 13.6 | _ | _ | _ | - | _ | | _ |
| Expenses on disposal of fixed assets | 7.5 | 7.2 | 8.9 | 23.5 | 16.4 | 39.9 | 6.5 | 7.4 | 7.5 | 21.3 | _ | _ | 44.0 |
| Taxes and dues | 10.6 | 10.0 | 9.4 | 29.9 | 45.1 | 75.0 | 10.9 | 9.3 | 9.4 | 29.6 | _ | _ | 75.0 |
| Operating profit | 77.9 | 82.1 | 90.9 | 250.9 | 13.1 | 264.0 | 91.8 | 94.9 | 87.1 | 273.8 | - | - | 273.0 |
| Profit before taxes | 78.2 | 81.7 | 90.5 | | 12.9 | 263.3 | 95.2 | 94.4 | 86.8 | 276.5 | - | - | 272.0 |
| Profit attributable to NTT East | 52.8 | 57.2 | 63.1 | 173.0 | 7.3 | 180.4 | 67.2 | 66.0 | 60.4 | 193.5 | - | - | 188.0 |
| NTT West Group (2) | | | | | | | | | | | | | |
| Operating revenues | 339.1 | 356.6 | 378.2 | 1,073.9 | 431.9 | 1,505.9 | 362.1 | 367.1 | 370.6 | 1,099.7 | - | - | 1,470.0 |
| Fixed voice related service | 111.7 | 108.3 | 116.0 | 336.0 | 120.4 | 456.4 | 110.3 | 109.4 | 110.3 | 330.0 | - | - | 431.0 |
| IP/packet communications service | 162.9 | 163.7 | 165.7 | | 168.0 | 660.3 | 171.7 | 170.9 | 171.9 | 514.5 | - | - | 675.0 |
| Sales of telecommunications equipment | 8.0 | 10.2 | 11.2 | | 12.6 | 42.0 | 9.5 | 10.5 | 9.7 | 29.7 | - | - | 43.0 |
| System integration services | 16.5 | 29.2 | 35.1 | 80.8 | 68.9 | 149.7 | 16.2 | 22.7 | 24.9 | 63.9 | - | - | 116.0 |
| Other | 40.0 | 45.2 | 50.3 | 135.5 | 62.1 | 197.5 | 54.4 | 53.5 | 53.7 | 161.6 | - | - | 205.0 |
| Operating expenses | 291.4 | 308.6 | 335.9 | 935.9 | 414.2 | 1,350.1 | 307.1 | 318.3 | 313.6 | 939.0 | - | - | 1,314.0 |
| Personnel expenses | 80.8 | 80.8 | 80.5 | 242.1 | 80.0 | 322.1 | 79.2 | 78.7 | 77.6 | 235.5 | - | - | 316.0 |
| Expenses for purchase of goods and services and other expenses | 146.5 | 164.4 | 178.3 | 489.2 | 227.6 | 716.8 | 163.4 | 175.3 | 171.6 | 510.3 | - | - | 694.0 |
| Depreciation and amortization | 48.9 | 49.5 | 49.9 | 148.3 | 49.9 | 198.2 | 48.9 | 49.8 | 50.3 | 149.0 | - | | 192.0 |
| Impairment losses | - | - | - | - | 0.5 | 0.5 | - | - | - | - | - | | |
| Expenses on disposal of fixed assets | 6.5 | 6.6 | 19.7 | 32.7 | 15.6 | 48.3 | 6.6 | 7.1 | 6.5 | 20.2 | - | | 48.0 |
| Taxes and dues | 8.7 | 7.4 | 7.5 | 23.5 | 40.7 | 64.2 | 9.0 | 7.4 | 7.6 | 24.1 | _ | _ | 64.0 |
| Operating profit | 47.8 | 48.0 | 42.4 | 138.1 | 17.7 | 155.8 | 54.9 | 48.8 | 57.0 | 160.8 | _ | _ | 156.0 |
| Profit before taxes | 47.3 | 47.2 | 42.8 | | 17.0 | 154.4 | 54.5 | 48.1 | 56.2 | 158.9 | - | | 154.5 |
| Profit attributable to NTT West | 31.4 | 33.4 | 30.1 | 94.9 | 10.2 | 105.2 | 37.6 | 33.4 | 39.5 | 110.5 | | _ | 105.5 |
| (1) The scape of aggregation for each of the figures presented | | | | | | | | | 33.0 | 110.0 | | | 130.0 |

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

⁽²⁾ The scope of aggregation for each of the figures presented for NTT West Group is internal management figures after eliminating internal transactions between NTT West and its subsidiaries. Such figures are not audited and are provided for reference only.

⁽³⁾ Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

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

Overview of Financial Results (IFRS)

| Overview of Financial Results (IFRS) | | | F11 | | | | | | F1 / | 0001 | | | E)/ 000/ (E) | (Billions of yen) |
|--|----------------|---------------|---------------|-------------------------|----------------|----------------|----------------|----------------|---------------|-------------------|--------------|------------|----------------------|-------------------------------|
| | | | FY | 2020 | | | | | FY | 2021 | | | FY 2021 (E) | FY 2021 (E) |
| | Three Months | Three Months | Three Months | | Three Months | = | Three Months | Three Months | Three Months | | Three Months | | Year Ending | Year Ending |
| | Ended | Ended | Ended | Nine Months Ended | Ended | Year Ended | Ended | Ended | Ended | Nine Months Ended | Ended | Year Ended | March 31 | March 31 |
| | June 30 | September 30 | December 31 | December 31 | March 31 | March 31 | June 30 | September 30 | December 31 | December 31 | March 31 | March 31 | (Announced | (Announced as of May 2021) |
| NTT I (OLD III III O O O O O O O O O O O O O O O | | | | - | | | - | | | | | | as of February 2022) | as of May 2021) |
| NTT, Inc. (Global Holding Company) Group (1) Operating revenues | 1,006.8 | 1,056.7 | 1,070.0 | 3,133.5 | 1,204.3 | 4,337.8 | 1,065.4 | 1,122.9 | 1,135.5 | 3,323.8 | | | 4,575.0 | 4,395.0 |
| Operating revenues Operating expenses | 939.8 | 980.6 | 985.7 | 2,906.1 | 1,204.3 | 4,053.7 | 989.3 | 1,020.1 | 1,133.3 | 3,323.6 | - | | 4,222.0 | 4,057.0 |
| Operating expenses Operating profit | 67.0 | 76.1 | 84.3 | 227.4 | 56.7 | 284.1 | 76.1 | 102.8 | 96.3 | 275.2 | - | | 353.0 | 338.0 |
| | 07.0 | 70.1 | 04.3 | 221.4 | 30.7 | 204.1 | 70.1 | 102.0 | 90.5 | 213.2 | - | - | 333.0 | 330.0 |
| (incl.) NTT Ltd. Group (2) Operating revenues | 252.2 | 275.8 | 262.3 | 790.2 | 268.6 | 1,058.8 | 253.7 | 261.8 | 271.6 | 787.2 | | | 1,080.0 | 1,080.0 |
| High value services | 91.6 | 101.4 | 93.2 | | 101.1 | 387.4 | 108.4 | 110.9 | 119.3 | 338.5 | - | | 460.0 | 424.0 |
| Data center | 28.7 | 32.9 | 30.7 | | 35.6 | 127.9 | 37.9 | 41.2 | 46.1 | 125.1 | - | | 400.0 | 424.0 |
| Managed services | 27.9 | 32.1 | 29.8 | | 30.9 | 120.7 | 36.8 | 37.4 | 39.3 | 113.5 | | |] | |
| Data Networks | 14.1 | 15.4 | 14.5 | | 15.3 | 59.3 | 13.5 | 12.3 | 14.3 | 40.1 | | | _ | _ |
| Other (Cloud communications, etc.) | 20.9 | 21.0 | 18.3 | 60.2 | 19.3 | 79.5 | 20.2 | 19.9 | 19.7 | 59.8 | - | | _ | _ |
| Other services(IT product sales, etc.) | 160.5 | 174.3 | 169.1 | 503.9 | 167.5 | 671.5 | 145.3 | 151.0 | 152.3 | 448.6 | - | | 620.0 | 656.0 |
| Operating expenses | 250.7 | 272.8 | 259.9 | 783.3 | 266.3 | 1,049.6 | 259.8 | 256.9 | 265.9 | 782.6 | - | | 1,077.0 | 1,058.0 |
| Personnel expenses | 67.3 | 66.6 | 65.3 | 199.2 | 65.9 | 265.1 | 73.1 | 67.2 | 71.9 | 212.2 | | | - | - |
| Expenses for purchase of goods and services and | 162.9 | 183.8 | 170.8 | 517.6 | 177.2 | 694.8 | 162.1 | 166.2 | 170.1 | 498.4 | | | | |
| other expenses | | | | | | | | | | | • | | · · | - |
| Depreciation and amortization | 20.0 | 21.9 | 23.3 | 65.2 | 22.2 | 87.4 | 22.9 | 22.2 | 23.1 | 68.2 | - | | - | - |
| Impairment losses | 0.0 | 0.0 | 0.0 | | 0.7 | 0.7 | 1.3 | 0.0 | 0.0 | 1.3 | - | | - | - |
| Expenses on disposal of fixed assets | 0.0 | 0.1 | 0.2 | | 0.3 | 0.5 | 0.2 | 0.4 | 0.2 | 0.7 | - | | - | - |
| Taxes and dues | 0.4 | 0.4 | 0.3 | | 0.1 | 1.1 | 0.2 | 0.8 | 0.7 | 1.7 | - | - | | - |
| Operating profit | 1.5 | 3.0 | 2.4 | | 2.3 | 9.2 | (6.1) | 5.0 | 5.7 | 4.6 | - | | 3.0 | 22.0 |
| Profit before taxes | (1.4) | 0.4 | 0.6 | | (2.0) | (2.4) | (7.6) | | 2.1 | (2.5) | - | - | (7.0) | 10.0 |
| Profit attributable to NTT Ltd. | (5.0) | | (0.7 | | (4.9) | (13.6) | (9.6) | (1.4) | (1.5) | (12.5) | - | | (15.0) | 0.0 |
| (Ref.) Ratio of "High value services" to operating revenues | - | - | | - 36% | - | 37% | | - | • | 43% | • | • | 43% | 39% |
| (incl.) NTT Communications Group (3) | 054.0 | 050.4 | 050.0 | 700.0 | 004.4 | 4.070.4 | 044.0 | 000.4 | 0.40.0 | 750.0 | | | 4.075.0 | 4.075.0 |
| Operating revenues (4) | 251.6 | 256.4 | 258.2 | 766.2 | 304.1 | 1,070.4 | 244.0 | 260.1 | 249.6 | 753.8 | • | | 1,075.0 | 1,075.0 |
| Cloud computing platforms | 26.2 | 25.6 | 25.9 | 77.7 | 25.1 | 102.8 | 25.3 | 25.9 | 26.1 | 77.3 | - | | 106.0 | 106.0 |
| Data networks Voice communications | 97.1 56.5 | 97.6 55.5 | 98.1 56.0 | 292.8 168.0 | 98.3 53.8 | 391.1 221.8 | 96.8 50.9 | 99.3 50.8 | 97.7 50.6 | 293.8 152.3 | - | | 394.0 211.0 | 394.0 211.0 |
| Applications & content | 17.4 | 55.5 17.6 | 18.6 | 53.7 | 20.4 | 74.1 | 18.5 | 18.3 | 18.6 | 55.4 | - | • | 78.0 | 78.0 |
| Solution services | 48.1 | 54.8 | 53.2 | | 99.0 | 255.1 | 46.5 | 60.5 | 50.1 | 157.2 | - | | 260.0 | 260.0 |
| Other | 6.2 | 5.3 | 6.4 | 18.0 | 7.4 | 25.4 | 6.1 | 5.3 | 6.5 | 17.8 | • | | 26.0 | 26.0 |
| Operating expenses | 212.4 | 220.1 | 218.2 | 650.7 | 282.3 | 933.1 | 208.9 | 223.1 | 216.0 | 648.0 | - | | 937.0 | 937.0 |
| Personnel expenses | 32.7 | 31.7 | 31.1 | 95.6 | 31.0 | 126.6 | 32.5 | 30.9 | 31.8 | 95.2 | - | | 132.0 | 132.0 |
| Expenses for purchase of goods and services and | | | | | | | | | | | _ | | | |
| other expenses | 150.0 | 158.3 | 155.2 | 463.6 | 207.9 | 671.5 | 145.2 | 160.8 | 152.2 | 458.2 | - | | 671.0 | 671.0 |
| Depreciation and amortization | 28.4 | 28.4 | 29.2 | 86.0 | 29.7 | 115.7 | 29.6 | 29.5 | 30.0 | 89.1 | - | | 117.0 | 117.0 |
| Impairment losses | - | - | | | - | - | - | - | | - | - | | - | - |
| Expenses on disposal of fixed assets | 0.6 | 1.0 | 2.0 | 3.6 | 5.4 | 9.0 | 0.9 | 1.3 | 1.4 | 3.6 | - | | 8.0 | 8.0 |
| Taxes and dues | 0.8 | 0.6 | 0.6 | | 8.3 | 10.3 | 0.7 | 0.6 | 0.6 | 2.0 | - | | 9.0 | 9.0 |
| Operating profit | 39.2 | 36.3 | 39.9 | | 21.8 | 137.3 | 35.2 | 37.0 | 33.6 | 105.8 | - | | 138.0 | 138.0 |
| Profit before taxes | 43.1 | 43.5 | 39.8 | 126.5 | 22.2 | 148.7 | 37.0 | 38.6 | 39.9 | 115.5 | - | | 138.0 | 138.0 |
| Profit attributable to NTT Communications | 43.1 | 31.4 | 27.5 | 102.0 | 13.7 | 115.7 | 25.5 | 26.5 | 29.1 | 81.1 | - | - | 93.0 | 93.0 |
| (incl.) NTT DATA Consolidated | | | | | | | | | | | | | | |
| Net sales | 530.9 | 549.2 | 578.3 | 1,658.4 | 660.3 | 2,318.7 | 590.8 | 621.3 | 636.1 | 1,848.2 | - | | 2,540.0 | 2,360.0 |
| Public and social infrastructure | 109.3 | 121.1 | 126.1 | 356.5 | 184.0 | 540.5 | 121.9 | 138.7 | 140.9 | 401.5 | - | | 584.0 | 559.0 |
| Financial | 138.1 | 146.4 | 151.5 | | 171.6 | 607.6 | 146.6 | 160.7 | 150.4 | 457.7 | - | | 640.0 | 620.0 |
| Enterprise and Solutions | 136.2 | 145.1 | 145.7 | 427.0 | 163.8 | 590.9 | 147.7 | 159.5 | 164.0 | 471.2 | - | - | 645.0 | 598.0 |
| North America | 105.0 | 103.3 | 109.2 | | 111.9 | 429.4 | 114.0 | 114.9 | 118.4 | 347.3 | - | | 465.0 | 395.0 |
| EMEA and LATAM | 105.9 | 106.0 | 118.6 | | 123.8 | 454.2 | 131.6 | 128.1 | 144.7 | 404.3 | - | | 530.0 | 478.0 |
| Eliminations or Corporate | (63.5) | (72.7) | (72.8 | (209.0) | (94.9) | (303.9) | (71.0) | (80.6) | (82.2) | (233.8) | - | | (324.0) | (290.0) |
| Cost of sales | 400.1 | 409.0 | 430.3 | 1,239.5 | 494.6 | 1,734.1 | 437.9 | 454.9 | 465.2 | 1,358.0 | - | | 1,865.0 | 1,732.0 |
| Gross profit | 130.8 104.1 | 140.2 | 148.0 | 418.9 312.0 | 165.7 133.4 | 584.6 445.4 | 152.9 105.6 | 166.3 104.5 | 170.9 | 490.2 323.1 | - | | 675.0 | 628.0 448.0 |
| Selling, general and administrative expenses Operating profit | 26.7 | 103.0 37.1 | 104.9 43.1 | 106.9 | 133.4 | 139.2 | 47.3 | 61.9 | 113.0 58.0 | 323.1 167.1 | - | | 215.0 | 180.0 |
| Profit before taxes | 27.1 | 35.6 | 43.1 | 105.8 | 24.6 | 130.5 | 47.3 | 62.1 | 58.2 | 167.1 | - | | 212.0 | 175.0 |
| Profit attributable to NTT DATA | 19.1 | 22.1 | 28.0 | | 7.6 | 76.8 | 31.1 | 40.8 | 38.3 | 110.2 | - | | 130.0 | 106.0 |
| (1) The scope of aggregation for each of the figures presented for N | | | 20.0 | rangactions between NTT | | 10.0 | 31.1 | 40.0 | 30.3 | 110.2 | | | 130.0 | 100.0 |

(Billions of yen)

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

⁽³⁾ 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.

⁽⁴⁾ The following are the main services included in each line item:

The loutowing art at the finans services included in each rine term.

- 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: "Teleptone services" and "VoIP services (955 plus, etc.)"

⁻ Applications & content: "Application services (Mail services, etc.)"

⁻ Solution services: "System integration services"

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

Overview of Financial Results (IFRS)

| Overview of Financial Results (IFRS) | | | | | | | | | | | | | (Billions of yen) |
|--|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|---------------------------|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|---------------------------|--|
| | | | FY 2 | 2020 | | | | | FY: | 2021 | | | FY 2021 (E) |
| | Three Months Ended June 30 | Three Months Ended September 30 | Three Months Ended December 31 | Nine 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 | Nine Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast)(4) |
| NTT Urban Solutions Group (1)(2) | | | | | | | | | | | | | |
| Operating revenues | 81.9 | 100.0 | 111.4 | 293.3 | 154.4 | 447.7 | 93.2 | | 104.4 | 303.1 | - | - | 465.0 |
| Operating expenses | 73.6 | 87.8 | 98.4 | 259.8 | 150.5 | 410.3 | 82.8 | 92.2 | 93.3 | 268.3 | - | - | 430.0 |
| Personnel expenses | 21.8 | 21.2 | 21.4 | 64.5 | 24.0 | 88.5 | 21.8 | | 21.7 | 65.5 | - | - | 85.0 |
| Expenses for purchase of goods and services and other expenses | 40.8 | 55.9 | 66.0 | 162.6 | 104.2 | 266.8 | 49.5 | | 60.4 | 168.8 | - | | 292.0 |
| Depreciation and amortization | 9.8 | 9.8 | 10.0 | 29.6 | 10.1 | 39.7 | 10.4 | 10.3 | 10.2 | 30.9 | - | - | 37.0 |
| Impairment losses | | - | - | - | - | - | | | - | - | - | | - |
| Expenses on disposal of fixed assets | | - | - | - | - | - | | | - | - | - | - | - |
| Taxes and dues | 1.1 | 0.9 | 1.0 | 3.0 | 12.2 | 15.3 | 1.1 | | 1.0 | 3.1 | - | - | 16.0 |
| Operating profit | 14.5 | 13.0 | 13.3 | 40.8 | 4.3 | 45.1 | 11.0 | | 15.7 | 42.2 | - | - | 47.0 |
| Profit before taxes | 13.5 | 11.7 | 12.0 | 37.2 | 3.1 | 40.4 | 9.7 | | 14.5 | 38.5 | - | - | 42.0 |
| Profit attributable to NTT Urban Solutions | 9.1 | 7.7 | 7.8 | 24.6 | 1.6 | 26.2 | 6.3 | 9.2 | 8.9 | 24.4 | - | - | 27.0 |
| (incl.) NTT Urban Development Consolidated ⁽³⁾ | | | | | | | | | | | | | |
| Operating revenues | 28.6 | 32.2 | 43.2 | 104.0 | 39.9 | 143.9 | 34.2 | 34.4 | 31.0 | 99.6 | - | | 138.0 |
| Operating expenses | 21.5 | 22.8 | 31.9 | 76.2 | 45.8 | 122.0 | 24.9 | 23.7 | 21.8 | 70.4 | - | - | 113.0 |
| Personnel expenses | 3.0 | 3.1 | 2.8 | 8.9 | 3.1 | 12.0 | 3.1 | 0.7 | 1.8 | 5.6 | - | - | 8.0 |
| Expenses for purchase of goods and services and other expenses | 11.2 | 12.7 | 21.9 | 45.8 | 24.5 | 70.4 | 14.1 | | 12.7 | 42.5 | - | | 64.0 |
| Depreciation and amortization | 6.5 | 6.6 | 6.7 | 19.8 | 6.7 | 26.5 | 7.1 | 6.9 | 6.9 | 20.8 | - | | 27.0 |
| Impairment losses | | | - | - | - | - | | | - | - | - | | - |
| Expenses on disposal of fixed assets | | - | - | - | - | - | | | - | - | - | | - |
| Taxes and dues | 0.7 | 0.4 | 0.5 | 1.6 | 11.5 | 13.1 | 0.6 | | 0.4 | 1.5 | - | | 14.0 |
| Operating profit | 13.1 | 9.6 | 11.1 | 33.7 | (6.3) | 27.4 | 9.5 | 11.6 | 13.5 | 34.6 | - | | 29.0 |
| Profit before taxes | 11.9 | 8.3 | 9.9 | 30.2 | (7.6) | 22.6 | 8.3 | | 12.3 | 31.1 | - | | 25.0 |
| Profit attributable to NTT Urban Development | 7.9 | 5.4 | 6.3 | 19.6 | (5.5) | 14.1 | 5.3 | 6.8 | 8.1 | 20.3 | - | | 18.0 |

(Billions of yon)

⁽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.

⁽²⁾ Amounts of less than one billion yen had previously been presented rounded down, but beginning with the current fiscal year, the presentation has been changed to rounding to the nearest million. As a result of this change, figures for the previous fiscal year have also been reclassified to be presented as rounded to the nearest billion.

⁽³⁾ NTT Urban Value Support, Inc. (formerly NTT Urban Development Builservice Co., Ltd. * wholly-owned subsidiary of NTT Urban Development Corporation) became a wholly-owned subsidiary of NTT Urban Solutions, Inc. in July 2021 and is not included in NTT Urban Development Corporation.

⁽⁴⁾ Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended September 30, 2021 (announced on November 10, 2021).

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

Number of Subscriptions

| | | | FY 2020 | | | | | | FY 2021 | | | | | | |
|---|----------------|--|---|--|---|--|------------------------|--|---|--|---|--|------------------------|---|--|
| | | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of December 31 (Three Months Ended December 31) | As of December 31 (Nine Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | As of December 31 (Three Months Ended December 31) | As of December 31 (Nine Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | Year Ending March 31 (Forecast)(12) | |
| Mobile Telecommunications Services (1) | (in thousands) | 80,615 | 80,987 | 81,751 | 81,751 | 82,632 | 82,632 | 82,916 | 83,454 | 83,846 | 83,846 | - | - | 84,212 | |
| Telecommunications Services (5G) | (in thousands) | 149 | 376 | 1,413 | 1,413 | 3,091 | 3,091 | 5,351 | 6,942 | 8,952 | 8,952 | - | - | 10,370 | |
| (Incl.) Modules | (in thousands) | - | - | - | - | - | - | - | - | - | - | - | - | | |
| Telecommunications Services (LTE (Xi)) | (in thousands) | 62,397 | 63,476 | 64,012 | 64,012 | 64,210 | 64,210 | 63,172 | 63,001 | 62,242 | 62,242 | - | - | 62,392 | |
| (Incl.) Modules | (in thousands) | 3,357 | 4,003 | 4,714 | 4,714 | 5,480 | 5,480 | 6,088 | 6,730 | 7,389 | 7,389 | - | - | - | |
| Telecommunications Services (FOMA (3G)) | (in thousands) | 18,069 | 17,135 | 16,326 | 16,326 | 15,331 | 15,331 | 14,393 | 13,511 | 12,651 | 12,651 | - | - | 11,450 | |
| (Incl.) Modules | (in thousands) | 6,443 | 6,345 | 6,263 | 6,263 | 6,248 | 6,248 | 6,114 | 5,929 | 5,682 | 5,682 | - | - | - | |
| Net increase from previous period | (in thousands) | 289 | 372 | 764 | 1,425 | 881 | 2,306 | 284 | 537 | 392 | 1,213 | - | - | 1,580 | |
| Churn rate (2) | (%) | 0.42% | 0.49% | 0.48% | 0.47% | 0.53% | 0.48% | 0.58% | 0.53% | 0.65% | 0.59% | - | - | - | |
| (Incl.) Handset churn rate (3) | (%) | 0.34% | 0.42% | 0.40% | 0.39% | 0.46% | 0.40% | 0.48% | 0.45% | 0.55% | 0.49% | - | - | | |
| i-mode | (in thousands) | 5,888 | 5,340 | 4,893 | 4,893 | 4,291 | 4,291 | 3,816 | 3,393 | 3,017 | 3,017 | - | - | - | |
| sp-mode and so on ⁽⁴⁾ | (in thousands) | 44,564 | 45,098 | 45,643 | 45,643 | 46,339 | 46,339 | 47,538 | 48,014 | 48,338 | 48,338 | - | - | - | |
| Number of units sold | (in thousands) | 4,008 | 5,271 | 5,600 | 14,880 | 6,623 | 21,503 | 6,492 | 5,781 | 5,781 | 18,055 | - | - | 22,325 | |
| (Incl.) New subscriptions (5) | (in thousands) | 2,046 | 2,209 | 2,566 | 6,821 | 3,088 | 9,909 | 2,874 | 2,659 | 2,843 | 8,376 | - | - | - | |
| Total smartphones and tablets sold | (in thousands) | 2,149 | 3,216 | 3,434 | 8,799 | 3,897 | 12,696 | 3,248 | 3,028 | 2,969 | 9,245 | - | - | 12,595 | |
| (Incl.) Tablets sold | (in thousands) | 162 | 254 | 376 | 792 | 337 | 1,128 | 217 | 182 | 143 | | - | - | | |
| Telephone subscriber lines (6) | (in thousands) | 14,878 | 14,618 | 14,365 | 14,365 | 14,102 | 14,102 | 13,858 | 13,622 | 13,381 | 13,381 | - | - | 13,075 | |
| NTT East | (in thousands) | 7,407 | 7,286 | 7,172 | 7,172 | 7,051 | 7,051 | 6,932 | 6,821 | 6,713 | 6,713 | - | - | 6,551 | |
| NTT West | (in thousands) | 7,472 | 7,332 | 7,193 | 7,193 | 7,052 | 7,052 | 6,926 | 6,801 | 6,669 | 6,669 | - | - | 6,525 | |
| INS-Net (7) | (in thousands) | 1,900 | 1,857 | 1,814 | 1,814 | 1,767 | 1,767 | 1,727 | 1,690 | 1,648 | 1,648 | - | - | 1,582 | |
| NTT East | (in thousands) | 961 | 940 | 916 | 916 | 892 | 892 | 869 | 848 | 827 | 827 | - | - | 792 | |
| NTT West | (in thousands) | 939 | 918 | 898 | 898 | 875 | 875 | 859 | 842 | 821 | 821 | - | - | 790 | |
| Telephone subscriber lines + INS-Net | (in thousands) | 16,779 | 16,476 | 16,179 | 16,179 | 15,869 | 15,869 | 15,585 | 15,312 | 15,029 | 15,029 | - | - | 14,657 | |
| NTT East | (in thousands) | 8,368 | 8,226 | 8,088 | 8,088 | 7,943 | 7,943 | 7,801 | 7,669 | 7,540 | 7,540 | - | - | 7,343 | |
| NTT West | (in thousands) | 8,411 | 8,250 | 8,091 | 8,091 | 7,926 | 7,926 | 7,785 | 7,643 | 7,490 | 7,490 | - | - | 7,314 | |
| Public telephones | (number) | 149,289 | 147,583 | 146,363 | 146,363 | 145,643 | 145,643 | 143,829 | 141,726 | 139,321 | 139,321 | - | - | 138,643 | |
| NTT East | (number) | 69,211 | 69,169 | 69,161 | 69,161 | 69,110 | 69,110 | 68,898 | 68,714 | 68,556 | 68,556 | - | - | 68,110 | |
| NTT West | (number) | 80,078 | 78,414 | 77,202 | 77,202 | 76,533 | 76,533 | 74,931 | 73,012 | 70,765 | 70,765 | - | - | 70,533 | |
| FLET'S ISDN | (in thousands) | 53 | 51 | 49 | 49 | 47 | 47 | 45 | 43 | 42 | 42 | - | - | 41 | |
| NTT East | (in thousands) | 22 | 22 | 21 | 21 | 20 | 20 | 19 | 18 | 18 | 18 | - | - | 18 | |
| NTT West | (in thousands) | 30 | | | 28 | 27 | 27 | 26 | 25 | | | | - | 23 | |
| FLET'S ADSL | (in thousands) | 455 | 428 | | 403 | 381 | 381 | 359 | 340 | | | | - | 279 | |
| NTT East | (in thousands) | 189 | 180 | 170 | 170 | 160 | 160 | 150 | 141 | 130 | 130 | - | - | 120 | |
| NTT West | (in thousands) | 265 | 248 | | 234 | 221 | 221 | 210 | 199 | 183 | | - | - | 159 | |
| FLET'S Hikari (including Hikari Collaboration Model) (8) (9) (10) | (in thousands) | 21,923 | 22,144 | 22,338 | 22,338 | 22,564 | 22,564 | 22,817 | 23,034 | 23,194 | 23,194 | - | - | 23,264 | |
| NTT East | (in thousands) | 12,400 | 12,520 | 12,620 | 12,620 | 12,727 | 12,727 | 12,911 | 13,034 | 13,119 | | - | - | 13,127 | |
| NTT West | (in thousands) | 9,524 | 9,624 | 9,718 | 9,718 | 9,837 | 9,837 | 9,906 | 10,000 | 10,075 | 10,075 | - | - | 10,137 | |
| (incl.) Hikari Collaboration Model | (in thousands) | 14,257 | 14,601 | 14,906 | 14,906 | 15,245 | 15,245 | 15,611 | 15,905 | 16,132 | 16,132 | - | - | 16,395 | |
| NTT East | (in thousands) | 8,369 | 8,568 | 8,736 | 8,736 | 8,918 | 8,918 | 9,172 | 9,342 | 9,471 | 9,471 | - | - | 9,618 | |
| NTT West | (in thousands) | 5,888 | 6,033 | 6,170 | 6,170 | 6,328 | 6,328 | 6,439 | 6,563 | 6,660 | 6,660 | - | - | 6,778 | |
| (incl.) docomo Hikari | (in thousands) | 6,656 | 6,803 | 6,935 | 6,935 | 7,041 | 7,041 | 7,137 | 7,209 | 7,254 | 7,254 | - | - | - | |
| Hikari Denwa (11) | (in thousands) | 18,542 | 18,592 | 18,640 | 18,640 | 18,692 | 18,692 | 18,713 | 18,756 | 18,777 | 18,777 | - | - | 18,832 | |
| NTT East | (in thousands) | 9,963 | 9,982 | 10,000 | 10,000 | 10,018 | 10,018 | 10,043 | 10,064 | 10,073 | | | - | 10,118 | |
| NTT West (1) Mobile telecommunications services and New subscriptions included | (in thousands) | 8,579 | 8,611 | 8,639 | 8,639 | 8,674 | 8,674 | 8,671 | 8,692 | 8,703 | 8,703 | - | - | 8,714 | |

⁽¹⁾ Mobile telecommunications services and New subscriptions include mobile line subscriptions of MVNOs and Communication Module subscriptions.

respectively, for a total of 550 thousand lines.

^{(2) &}quot;Churn rate" is calculated excluding the subscriptions and cancellations of subscriptions of MVNOs.

⁽³⁾ Churn rate of billing plans that offer voice communication service (excluding 2in1 service).

⁽⁴⁾ Sp-mode includes "ahamo" from the first quarter of 2021.

⁽⁵⁾ Mobile telecommunications services and New subscriptions include mobile line subscriptions of MVNOs and Communication Module subscriptions.

⁽⁶⁾ The number of Telephone Subscriber Lines is the total of individual lines and central station lines (including the Subscriber Telephone Lite Plan).

^{(7) &}quot;INS-Net" includes "INS-Net 64" and "INS-Net 64" and "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 64." For this reason, one "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 64" subscription is calculated as ten "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500" is in all cases approximately ten times greater than "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500." In terms of the number of channels, transmission rate, and line use rate (base rate), "INS-Net 1500." In terms of the number of channels, transmission rate, and "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In terms of the number of channels, "INS-Net 1500." In

⁽⁸⁾ The number of "FLET'S Hikari (including Hikari Collaboration Model)" subscriptions to "FLET'S Hikari Cross," "B FLET'S," (Service ended at the end of January 2021) "FLET'S Hikari Light," "FLET'S Hikari WiFi Access" provided by NTT East, subscriptions to "FLET'S Hikari Cross," "FLET'S Hikari Next," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, subscriptions to the "Hikari Cross," "FLET'S Hikari Next," "FLET'S Hikari Next," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, subscriptions to the "Hikari Cross," "FLET'S Hikari Next," "FLET'S Hikari Next," "FLET'S Hikari WiFi Access" provided by NTT East, subscriptions to the "Hikari Cross," "FLET'S Hikari Next," "FLET'S Hikari

⁹ The comparative results for the six months ended December 31, 2021 compared to the fiscal year ended March 31, 2021 for "FLET'S likari (including Hikari Collaboration Model)" are as follows: the numbers of new subscribers (excluding switchover lines) for the "Ithari Collaboration Model" for NTT East and NTT West were 943 thousand lines, respectively, for a total of 1,595 thousand lines, respectively, for a total of 10 thousand lines and 632 thousand lines, respectively, for a total of 1,595 thousand lines, and 500 thousand lines and 130 thousand lines and 130 thousand lines, respectively, for a total of 1,595 thousand lines, respectively, for a total of 1,595

⁽¹⁰⁾ The comparative forecast for the year ending March 31, 2022 (Forecast) compared to the results for the year ended March 31, 2021 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 2,050 thousand lines, respectively, for a total of 2,000 thousand lines, and \$50 thousand lines, and \$

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

⁽¹²⁾ Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

3. Operating Data (Number of Subscriptions, Transactions)

Number of Subscriptions

| Number of Subscriptions | | | | | | | | | | | | | | FY 2021 (E) | |
|--|----------------|--|--------|--|---|--|------------------------|--|--|--------|---|--|------------------------|--|--|
| | | FY 2020 | | | | | | | FY 2021 | | | | | | |
| | | As of June 30 (Three Months Ended June 30) | | As of December 31 (Three Months Ended December 31) | As of December 31 (Nine Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | As of June 30 (Three Months Ended June 30) | As of September 30 (Three Months Ended September 30) | | As of December 31 (Nine Months Ended December 31) | As of March 31 (Three Months Ended March 31) | Year Ended March 31 | Year Ending March 31 (Forecast)(8) | |
| NTT Group Major ISPs (1) | (in thousands) | 11,487 | 11,482 | 11,486 | 11,486 | 11,430 | 11,430 | 11,382 | 11,365 | 11,378 | 11,378 | - | - | 11,430 | |
| (incl.) OCN | (in thousands) | 7,116 | 7,105 | 7,097 | 7,097 | 7,040 | 7,040 | 7,020 | 7,015 | 7,036 | 7,036 | - | - | 7,000 | |
| (incl.) Plala | (in thousands) | 3,949 | 3,950 | 3,953 | 3,953 | 3,946 | 3,946 | 3,927 | 3,907 | 3,896 | 3,896 | - | - | 3,950 | |
| Hikari TV | (in thousands) | 2,963 | 2,957 | 2,949 | 2,949 | 2,947 | 2,947 | 2,934 | 2,925 | 2,951 | 2,951 | | - | 2,940 | |
| FLET'S TV Transmission Services (2) | (in thousands) | 1,848 | 1,871 | 1,894 | 1,894 | 1,916 | 1,916 | 1,926 | 1,954 | 1,976 | 1,976 | - | - | 2,004 | |
| NTT East | (in thousands) | 1,091 | 1,102 | 1,113 | 1,113 | 1,121 | 1,121 | 1,130 | 1,139 | 1,147 | 1,147 | - | - | 1,151 | |
| NTT West | (in thousands) | 757 | 769 | 781 | 781 | 795 | 795 | 796 | | | 829 | | - | 853 | |
| "d POINT CLUB" members | (in thousands) | 76,567 | 78,146 | 79,670 | 79,670 | 81,953 | 81,953 | 83,728 | | 87,206 | 87,206 | | - | | |
| (Incl.) "d POINT CARD" registrants (3) | (in thousands) | 44,719 | 46,761 | 48,521 | 48,521 | 50,785 | 50,785 | 52,570 | | 55,975 | 55,975 | | - | | |
| "d POINTs" used | (in billions) | 57.1 | 58.2 | 67.1 | 182.4 | 66.9 | 249.3 | 69.7 | 66.4 | 67.3 | 203.4 | | - | | |
| (Incl.)"d POINTS" used at partners' stores, etc. | (in billions) | 40.3 | 40.1 | 47.4 | 127.9 | 48.1 | 176.0 | 52.7 | 50.6 | 52.1 | 155.4 | | - | | |
| Finance/Payment transactions handled ⁽⁴⁾ | (in billions) | 1,500 | 3,180 | 5,080 | 5,080 | 6,980 | 6,980 | 2,000 | | 6,490 | 6,490 | | - | | |
| (Incl.) "d CARD" transactions | (in billions) | 1,140 | 2,410 | 3,830 | 3,830 | 5,250 | 5,250 | 1,500 | | 4,850 | 4,850 | | - | | |
| (Incl.) "d Payment" transactions ⁽⁵⁾ | (in billions) | 153 | 332 | 568 | 568 | 810 | 810 | 266 | | 899 | 899 | | | | |
| "d CARD" members | (in thousands) | 13,185 | 13,549 | 13,915 | 13,915 | 14,368 | 14,368 | 14,759 | | 15,379 | 15,379 | | | | |
| (Incl.) "d CARD GOLD" | (in thousands) | 7,042 | 7,343 | 7,619 | 7,619 | 7,967 | 7,967 | 8,232 | 8,475 | 8,687 | 8,687 | | | | |
| "d Payment" users (6) | (in thousands) | 27,270 | 29,990 | 32,550 | 32,550 | 35,230 | 35,230 | 37,350 | | 41,650 | 41,650 | | - | | |
| Locations where payment / point services are available (7) | (in thousands) | 1,940 | 2,660 | 2,870 | 2,870 | 3,090 | 3,090 | 3,520 | 3,710 | 3,870 | 3,870 | - | - | | |

^{(1) &}quot;NTT Group Major ISPs" includes "WAKWAK" and "InfoSphere," in addition to "OCN" and "Plala."

⁽²⁾ The number of subscriptions for "FLET'S TV Transmission Services" include wholesale services provided to service providers by NTT East and NTT West.

⁽³⁾ The number of users who can earn and use "d POINTs" at participating stores by registering their personal information.

⁽⁴⁾ The amount of transactions includes the transactions handled with "d CARD," "iD," "d Payment," direct carrier billing and "DOCOMO Mobile Payment Service," etc.

⁽⁵⁾ The amount of transactions processed with "d Payment" represents the cumulative amount of payments made with "d Payment" (code and online payment) and "d Payment (iD)".

⁽⁶⁾ The number of "d Payment" users represents the sum of total number of "d Payment" app downloads and "d Payment (iD)" members.

⁽⁷⁾ Locations where payment / point services are available represent the combined number of locations where "d POINT," "ID" and "d Payment" (code and online payment) services can be used.

⁽⁸⁾ Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

3. Operating Data (ARPU/MOU)

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 mobile communications business, ARPU is calculated by dividing revenue items included in operating revenues from its mobile phone services, FOMA (3G) mobile phone services, and "docomo Hikari" services, that are incurred consistently each month, by the number of active users to the relevant services. In the case of NTT Group's 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 FLETS Hikari, by the number of active subscribers to the relevant services. The calculation of these figures except the relevant services of NTT Group's ARPU figures calculated in this way provide useful information regarding the monthly average usage, such as telecommunications.

Average monthly communication time per user(MOU)

| | FY 2020 | | | | | | | FY 2021 | | | | | | |
|--|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|------------------------|---|--|
| | Three Months Ended June 30 | Three Months Ended September 30 | Three Months Ended December 31 | Nine 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 | Nine Months Ended December 31 | Three Months Ended March 31 | Year Ended March 31 | Year Ending March 31 (Forecast)(10) | |
| NTT DOCOMO (1) (2) (3) | | | | | | | | | | | | | | |
| Aggregate ARPU | 4,800 | 4,820 | 4,920 | 4,850 | 4,880 | 4,850 | 4,840 | 4,850 | 4,800 | 4,830 | - | - | 4,860 | |
| Mobile ARPU (5G + LTE (Xi) + FOMA (3G)) | 4,250 | 4,260 | 4,340 | 4,280 | 4,290 | 4,280 | 4,250 | 4,250 | 4,200 | 4,230 | - | - | 4,250 | |
| docomo Hikari ARPU | 550 | 560 | 580 | 570 | 590 | 570 | 590 | 600 | 600 | 600 | - | - | 610 | |
| (Ref.) MOU (Minutes of Use) | 146 | 141 | 141 | 143 | 138 | 141 | 138 | 136 | 135 | 137 | - | - | - | |
| NTT East (4) (5) (6) (7) (8) | | | | | | - | | | | | | | | |
| Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) | 2,490 | 2,490 | 2,500 | 2,490 | 2,480 | 2,490 | 2,470 | 2,470 | 2,590 | 2,510 | - | - | 2,460 | |
| FLET'S Hikari ARPU (9) | 4,720 | 4,700 | 4,690 | 4,700 | 4,660 | 4,690 | 4,640 | 4,560 | 4,530 | 4,580 | - | - | 4,550 | |
| Basic Monthly Charge | 3,420 | 3,420 | 3,410 | 3,420 | 3,400 | 3,410 | 3,400 | 3,330 | 3,320 | 3,350 | - | - | 3,340 | |
| Optional Services | 1,300 | 1,280 | 1,280 | 1,280 | 1,260 | 1,280 | 1,240 | 1,230 | 1,210 | 1,230 | - | - | 1,210 | |
| NTT West (4) (5) (6) (7) (8) | | | | | | | | | | | | | | |
| Aggregate Fixed Line ARPU (Telephone Subscriber Lines + INS-NET Subscriber Lines) | 2,470 | 2,480 | 2,480 | 2,480 | 2,470 | 2,470 | 2,460 | 2,460 | 2,570 | 2,500 | - | - | 2,460 | |
| FLET'S Hikari ARPU (9) | 4,760 | 4,740 | 4,730 | 4,740 | 4,710 | 4,740 | 4,690 | 4,620 | 4,580 | 4,630 | - | - | 4,640 | |
| Basic Monthly Charge | 3,290 | 3,280 | 3,270 | 3,280 | 3,280 | 3,290 | 3,260 | 3,200 | 3,190 | 3,220 | - | - | 3,230 | |
| Optional Services | 1,470 | 1,460 | 1,460 | 1,460 | 1,430 | 1,450 | 1,430 | 1,420 | 1,390 | 1,410 | - | - | 1,410 | |

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(basic monthly charges, voice communication charges, packet communication charges) / No. of active users
- "docomo Hikari" ARPU: "docomo Hikari" -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 "5G," "Xi" or "FOMA" services in his/her name.

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

- (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" optional services, which are included in Supplementary Business revenues.
 - "FLET'S Hikari" includes "FLET'S Hikari Cross," "B FLET'S," (Service ended at the end of January 2021) "FLET'S Hikari Light," "FLET'S Hikari Lightplus" and "FLET'S Hikari WiFi Access" provided by NTT East, and "FLET'S Hikari Cross," "FLET'S Hikari 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.
- (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.
 - Results: Sum of number of active subscribers {(number of subscribers at end of previous month + number of subscribers at end of the current month)/2} for each month in the relevant period
 - FY Forecast: Sum of the average expected active number of subscribers during the fiscal year ((number of subscribers at March 31, 2021 + number of expected subscribers at March 31, 2022)/2)x12
- (7) 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 "FLET'S Hikari Cross," "B FLET'S," (Service ended at the end of January 2021) "FLET'S Hikari Next," "FLET'S Hikari
- (10) Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).

3. Operating Data (Number of Employees)

Number of Employees

(Persons) FY 2020 FY 2021 FY 2021 (E) Year Ending As of March 31 June 30 March 31 June 30 September 30 March 31 September 30 December 31 December 31 (Forecast)(1) NTT Consolidated Number of Employees 329,500 328,500 330,300 324,650 332,950 335,200 337,850 327,750 28,850 28,100 29,650 29,550 Mobile communications business 28,800 28,850 29,650 29,100 80.200 79.850 80,100 75.400 77.500 77.100 77,250 73,550 Regional communications business Long distance and international communications business 51,650 50,900 50,500 49,950 50,050 49,550 48,750 48,850 135,800 136,350 138,250 139,700 142,750 145,750 149,100 144,550 Data communications business 33,150 33,050 32,550 32,600 31,500 33,000 33,200 31,700 Other business Number of Employees, by Core Group Companies 37,250 NTT East Group 39,800 39,450 39,700 37,850 38,750 38,550 38,600 NTT West Group 40,400 40,400 37,550 38,750 38,550 36,300 40,400 38,650 NTT Ltd. Group 39,550 38,850 38,400 38,150 37,700 37,150 36,300 36,550 11,900 12,200 NTT Communications Group 11,850 11,850 11,600 12,150 12,200 12,050

⁽¹⁾ Forecasts for the year ending March 31, 2022 have not been changed from those announced in the financial results ended March 31, 2021 (announced on May 12, 2021).