

Consolidated Financial Statements and Indicators Summary

Unit: Billions of Yen Fiscal Year or End of Fiscal Year

| U.S. GAAP | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|--|----------|----------|----------|----------|----------|
| Consolidated Statements of Profit or Loss Summary | | | | | |
| Operating revenues | 10,925.2 | 11,095.3 | 11,541.0 | 11,391.0 | 11,799.6 |
| Fixed voice related services | 1,578.9 | 1,441.4 | 1,330.0 | 1,233.9 | 1,146.9 |
| Mobile voice related services | 1,052.6 | 872.1 | 837.8 | 865.3 | 942.2 |
| IP/Package Communications Revenues | 3,711.9 | 3,672.2 | 3,757.8 | 3,809.0 | 3,801.8 |
| Sales of telecommunications equipment | 969.7 | 997.0 | 953.0 | 806.5 | 843.5 |
| System integration services | 2,275.0 | 2,691.8 | 3,063.5 | 3,041.6 | 3,443.1 |
| Other | 1,337.0 | 1,421.0 | 1,598.8 | 1,634.8 | 1,622.0 |
| Operating expenses | 9,711.5 | 10,010.8 | 10,192.8 | 9,851.2 | 10,156.7 |
| Cost of services | 2,360.9 | 2,434.9 | 2,458.1 | 2,487.6 | 2,348.5 |
| Cost of equipment sold | 885.3 | 948.9 | 970.5 | 879.7 | 915.5 |
| Cost of system integration | 1,644.0 | 1,900.3 | 2,197.5 | 2,161.0 | 2,471.3 |
| Depreciation and amortization ² | 1,880.3 | 1,828.0 | 1,766.3 | 1,462.2 | 1,339.4 |
| Impairment losses ¹ | 5.7 | 38.7 | 32.7 | 73.9 | 162.2 |
| Goodwill | - | - | 4.7 | 53.3 | 18.9 |
| Metal cables | - | - | - | - | 124.8 |
| Other | - | - | 28.0 | 20.6 | 18.5 |
| Selling, general and administrative expenses | 2,929.1 | 2,856.5 | 2,767.8 | 2,786.8 | 2,919.7 |
| Goodwill and other intangible asset impairments ¹ | 6.2 | 3.5 | - | - | - |
| Operating income | 1,213.7 | 1,084.6 | 1,348.1 | 1,539.8 | 1,642.8 |
| Income before taxes | 1,294.2 | 1,066.6 | 1,329.3 | 1,527.8 | 1,755.6 |
| Income taxes | 486.5 | 397.3 | 354.8 | 468.4 | 541.9 |
| Net income attributable to NTT | 585.5 | 518.1 | 737.7 | 800.1 | 909.7 |

| Consolidated Balance Sheets Summary | | | | | |
|--|----------|----------|----------|----------|----------|
| Assets | 20,284.9 | 20,702.4 | 21,035.9 | 21,250.3 | 21,675.8 |
| Current assets | 4,861.0 | 4,957.2 | 5,427.0 | 5,312.4 | 5,367.6 |
| (incl.) Cash and cash equivalents | 984.5 | 849.2 | 1,088.3 | 925.2 | 780.3 |
| (incl.) Notes and accounts receivable, trade | 2,509.0 | 2,663.0 | 2,733.1 | 2,699.7 | 2,976.5 |
| Property, plant and equipment | 9,839.7 | 9,801.5 | 9,551.9 | 9,719.0 | 9,821.1 |
| Investments and other assets | 5,584.3 | 5,943.7 | 6,057.0 | 6,218.9 | 6,487.1 |
| (incl.) Goodwill | 1,086.6 | 1,186.2 | 1,229.2 | 1,314.6 | 1,329.3 |
| (incl.) Software | 1,309.9 | 1,248.0 | 1,212.5 | 1,209.5 | 1,224.0 |
| (incl.) Other intangible assets | 401.2 | 413.6 | 392.0 | 453.9 | 394.5 |
| Liabilities and Equity | 20,284.9 | 20,702.4 | 21,035.9 | 21,250.3 | 21,675.8 |
| Current liabilities | 3,676.8 | 3,721.7 | 3,741.1 | 4,131.4 | 4,238.0 |
| (incl.) Short-term borrowings | 269.4 | 330.4 | 129.7 | 227.2 | 270.7 |
| (incl.) Current portion of long-term debt | 425.4 | 370.3 | 476.8 | 681.9 | 624.4 |
| (incl.) Accounts payable, trade | 1,540.2 | 1,579.6 | 1,572.8 | 1,613.0 | 1,613.5 |
| Long-term liabilities | 5,657.4 | 5,902.7 | 6,009.6 | 5,560.4 | 5,354.3 |
| (incl.) Long-term debt | 3,483.7 | 3,688.8 | 3,546.2 | 3,168.5 | 2,947.9 |
| (incl.) Liability for employees' retirement benefits | 1,327.9 | 1,388.0 | 1,688.6 | 1,599.4 | 1,619.9 |
| Redeemable noncontrolling interests | 25.9 | 28.3 | 45.1 | 50.8 | 49.9 |
| Equity | 10,924.8 | 11,049.8 | 11,240.1 | 11,507.8 | 12,032.6 |

| Consolidated Statements of Cash Flows Summary | | | | | |
|--|----------|----------|----------|----------|----------|
| Cash flows from operating activities | 2,727.9 | 2,391.8 | 2,711.8 | 2,917.4 | 2,637.5 |
| Cash flows from investing activities | -2,106.8 | -1,868.6 | -1,759.8 | -2,089.3 | -1,841.8 |
| Cash flows from financing activities | -622.4 | -678.0 | -707.6 | -981.5 | -931.7 |

| Other Financial Data / Major Management Indicators | | | | | |
|--|-----------------|-----------------|-----------------|-----------------|----------------|
| Interest-bearing liabilities (Billions of yen) | 4,200.0 | 4,406.7 | 4,163.3 | 4,088.2 | 3,854.8 |
| D/E Ratio (%) | 49.3% | 50.8% | 47.1% | 45.2% | 40.6% |
| Capital Investment (Billions of yen) ² | 1,892.8 | 1,817.5 | 1,687.2 | 1,700.0 | 1,674.8 |
| Research and development expenses (Billions of yen) | 249.3 | 233.8 | 213.4 | 211.6 | 213.9 |
| EBITDA margin (%) ² | 29.3% | 27.6% | 28.4% | 27.9% | 27.3% |
| Free cash flows (Billions of yen) | 621.1 | 523.2 | 952.1 | 828.0 | 795.8 |
| Employees (Thousands) | 240 | 242 | 241 | 275 | 285 |
| Weighted average number of shares outstanding (Share) ³ | 114,975,821,400 | 109,368,000,900 | 105,289,141,400 | 102,333,907,200 | 99,795,637,850 |
| Dividend per share (Yen) ³ | 1.7 | 1.8 | 2.2 | 2.4 | 3.0 |
| Dividend payout ratio (%) | 33.4% | 38.0% | 31.4% | 30.7% | 32.9% |
| ROE (%) | 7.0% | 6.0% | 8.4% | 8.9% | 9.8% |

| | | | | | |
|------------------------|-----|-----|-----|-----|-----|
| EPS (Yen) ³ | 5.1 | 4.7 | 7.0 | 7.8 | 9.1 |
|------------------------|-----|-----|-----|-----|-----|

| | | | | | |
|---------------------------------------|---------|---------|---------|---------|---------|
| EBITDA (Billions of yen) ² | 3,204.2 | 3,063.4 | 3,277.9 | 3,183.3 | 3,215.8 |
|---------------------------------------|---------|---------|---------|---------|---------|

¹ From FY2016, recording of goodwill and other intangible asset impairment losses was changed from goodwill and other intangible asset impairments to impairment losses, and the results from FY2015 are also reclassified and presented.

² Capital investment is on an accrual basis for the acquisition of property, plant and equipment.

EBITDA = Operating income + Depreciation and amortization + Loss of property, plant and equipment

From FY2016, the method for calculating EBITDA has been revised. As a result of this change, figures from FY2015 have been retroactively revised.

EBITDA = Operating income + Depreciation and amortization + Loss on sales and disposal of property, plant and equipment + Impairment loss

EBITDA margin = (Operating income + Depreciation and amortization + Loss on sales and disposal of property, plant and equipment + Impairment loss) / Operating revenues × 100

Beginning on April 1, 2020, NTT Group has excluded all depreciation expenses related to right-of-use assets from EBITDA and depreciation, as a component of EBITDA. As a result of this change, figures from FY2019 have been retroactively revised.

³ Amounts are presented with adjustment for the impact of the 2-for-one stock split that was carried out on July 1, 2015, the 2-for-one stock split that was carried out on January 1, 2020 and the 25-for-one stock split that was carried out on July 1, 2023.

Unit: Billions of Yen Fiscal Year or End of Fiscal Year

| IFRS | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|----------|----------|----------|----------|----------|----------|
| Consolidated Statements of Profit or Loss Summary | | | | | | |
| Operating revenues | 11,782.1 | 11,879.8 | 11,899.4 | 11,944.0 | 12,156.4 | 13,136.2 |
| Fixed voice related services ⁴ | 1,146.9 | 1,077.7 | 999.4 | 934.7 | 916.1 | 871.2 |
| Mobile voice related services ⁴ | 933.3 | 946.7 | 966.5 | 1,126.8 | 1,102.5 | 1,046.4 |
| IP/package communications services ⁴ | 3,757.4 | 3,721.2 | 3,619.3 | 3,477.5 | 3,444.8 | 3,444.0 |
| Sales of telecommunications equipment | 878.3 | 929.2 | 691.8 | 674.1 | 694.7 | 756.2 |
| System integration services ^{4, 5} | 3,457.4 | 3,594.1 | 3,731.4 | 3,829.8 | 4,008.1 | 4,546.5 |
| Other ^{4, 5} | 1,608.9 | 1,611.0 | 1,891.0 | 1,901.0 | 1,990.2 | 2,472.0 |
| Operating expenses | 10,141.1 | 10,186.0 | 10,337.3 | 10,272.6 | 10,387.9 | 11,307.2 |
| Personnel expenses | 2,393.4 | 2,391.6 | 2,428.5 | 2,461.4 | 2,566.1 | 2,768.7 |
| Expenses for purchase of goods and services and other expenses | 5,833.9 | 5,917.7 | 6,006.4 | 5,875.3 | 5,839.4 | 6,563.3 |
| Depreciation and amortization ² | 1,346.9 | 1,333.6 | 1,465.3 | 1,507.2 | 1,561.2 | 1,582.6 |
| Impairment losses | 177.9 | 126.4 | 16.7 | 25.7 | 38.1 | 16.0 |
| Goodwill | 34.1 | 39.4 | 2.9 | 2.7 | 0.2 | 6.2 |
| Metal cables | 124.8 | 66.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 19.0 | 21.0 | 13.7 | 23.0 | 37.8 | 9.8 |
| Expenses on disposal of fixed assets | 154.2 | 172.2 | 171.6 | 156.9 | 132.1 | 118.6 |
| Taxes and dues | 234.9 | 244.5 | 248.8 | 246.1 | 251.0 | 258.0 |
| Operating profit | 1,641.1 | 1,693.8 | 1,562.2 | 1,671.4 | 1,768.6 | 1,829.0 |
| Profit before taxes | 1,740.5 | 1,671.9 | 1,570.1 | 1,652.6 | 1,795.5 | 1,817.7 |
| Income taxes | 533.8 | 533.2 | 458.8 | 524.7 | 539.5 | 524.9 |
| Profit attributable to NTT | 897.9 | 854.6 | 855.3 | 916.2 | 1,181.1 | 1,213.1 |

| Consolidated Financial Position | | | | | | |
|--|----------|----------|----------|----------|----------|----------|
| Assets | 21,541.4 | 22,295.1 | 23,014.1 | 22,965.5 | 23,862.2 | 25,308.9 |
| Current assets | 5,869.2 | 6,580.0 | 6,703.5 | 5,326.4 | 5,716.6 | 6,654.9 |
| (incl.) Cash and cash equivalents | 895.0 | 946.1 | 1,033.6 | 935.7 | 834.6 | 793.9 |
| (incl.) Trade and other receivables | 4,022.2 | 4,391.4 | 3,502.8 | 3,534.6 | 3,605.0 | 4,186.4 |
| Non-current assets | 15,672.3 | 15,715.2 | 16,310.6 | 17,639.1 | 18,145.6 | 18,654.0 |
| (incl.) Property, plant and equipment | 8,812.2 | 9,012.9 | 9,087.5 | 9,282.3 | 9,326.9 | 9,717.1 |
| (incl.) Goodwill | 841.3 | 886.5 | 980.8 | 1,056.2 | 1,213.0 | 1,283.4 |
| (incl.) Intangible assets | 1,589.4 | 1,627.8 | 1,694.1 | 1,765.9 | 1,951.8 | 2,122.9 |
| Liabilities and Equity | 21,541.4 | 22,295.1 | 23,014.1 | 22,965.5 | 23,862.2 | 25,308.9 |
| Current liabilities | 9,975.8 | 10,490.4 | 11,551.5 | 14,762.4 | 14,844.1 | 15,958.2 |
| (incl.) Short-term borrowings | 4,622.4 | 5,228.1 | 6,607.6 | 7,426.2 | 6,258.6 | 6,840.0 |
| (incl.) Trade and other payables | 1,017.7 | 1,397.5 | 2,054.5 | 3,168.6 | 1,648.8 | 1,840.4 |
| Non-current liabilities | 1,811.7 | 2,092.5 | 2,142.8 | 2,356.7 | 2,500.3 | 2,807.3 |
| (incl.) Long-term debt | 5,353.4 | 5,262.3 | 4,943.9 | 7,336.3 | 8,585.5 | 9,118.2 |
| (incl.) Defined benefit liabilities | 2,953.9 | 2,865.2 | 2,165.8 | 4,455.7 | 5,717.5 | 6,390.2 |
| Equity | 11,565.7 | 11,804.8 | 11,462.6 | 8,203.0 | 9,018.1 | 9,350.6 |

| Consolidated Statements of Cash Flows Summary | | | | | | |
|--|----------|----------|----------|----------|----------|----------|
| Cash flows from operating activities | 2,541.3 | 2,406.2 | 2,995.2 | 3,009.1 | 3,010.3 | 2,261.0 |
| Cash flows from investing activities | -1,746.2 | -1,774.1 | -1,852.7 | -1,424.5 | -1,699.2 | -1,736.9 |
| Cash flows from financing activities | -968.3 | -584.3 | -1,041.3 | -1,689.5 | -1,438.1 | -590.2 |

| Other Financial Data / Major Management Indicators | | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|
| Interest-bearing liabilities (Billions of yen) | 3,971.6 | 4,262.7 | 4,699.9 | 7,624.3 | 7,364.3 | 8,230.5 |
| D/E Ratio (%) | 43.9% | 46.0% | 51.9% | 100.8% | 88.9% | 96.1% |
| Capital Investment (Billions of yen) | 1,697.9 | 1,697.0 | 1,806.6 | 1,728.3 | 1,687.6 | 1,862.4 |
| Research and development expenses (Billions of yen) | 208.6 | 211.3 | 224.9 | 232.6 | 248.0 | 252.8 |
| EBITDA margin (%) ² | 27.5% | 27.3% | 24.9% | 26.1% | 26.7% | 25.0% |
| Free cash flows (Billions of yen) | 795.1 | 632.0 | 1,142.5 | 1,584.5 | 1,311.1 | 524.1 |
| Employees (Thousands) ⁶ | 285 | 308 | 319 | 325 | 334 | 339 |
| Weighted average number of shares outstanding (Share) ^{3, 7} | 99,795,637,850 | 97,053,436,425 | 92,481,969,375 | 92,299,831,725 | 89,669,717,425 | 87,152,141,750 |
| Dividend per share (Yen) ³ | 3.0 | 3.6 | 3.8 | 4.2 | 4.6 | 4.8 |
| Dividend payout ratio (%) | 33.3% | 40.9% | 41.1% | 42.3% | 34.9% | 34.5% |
| ROE (%) | 10.2% | 9.3% | 9.3% | 11.0% | 14.9% | 14.4% |

| Medium-Term Financial Targets (Announced in November 2018, as amended in October 2021) | | | | | | |
|---|------|--------|--------|--------|--------|--------|
| EPS (Yen) ³ | 9.0 | 8.8 | 9.2 | 9.9 | 13.2 | 13.9 |
| Overseas Operating Profit Margin (%) ⁸ | 3.1% | 3.2% | 2.4% | 3.0% | 6.3% | 7.2% |
| Cost Reductions (Billions of yen) ⁹ | - | -220.0 | -500.0 | -670.0 | -840.0 | -935.0 |
| ROIC (%) | 7.4% | 7.4% | 6.6% | 7.2% | 7.5% | 7.4% |

| New Medium-Term Financial Targets (Announced in May 2023) | | | | | | |
|--|---------|---------|---------|---------|---------|---------|
| EBITDA (Billions of yen) ² | 3,237.1 | 3,241.4 | 2,968.6 | 3,111.6 | 3,247.1 | 3,290.2 |
| Overseas Operating Profit Margin (%) ¹⁰ | - | - | - | - | - | 7.3% |
| ROIC (Existing areas) (%) ¹¹ | - | - | - | - | - | 8.2% |

⁴ In connection with the segment changes implemented in the fourth quarter of FY2021, some revenue items have been reclassified, and the results from FY2020 are also reclassified and presented.

⁵ In connection with the global business integration implemented in October 2022, some revenue items have been reclassified, and the results from FY2021 are also reclassified and presented.

⁶ Past figures have been retroactively revised as a result of expanding the scope of the personnel counted at certain overseas subsidiaries.

⁷ Shares of the Company held by the officer compensation BIP trust as introduced in FY2021 are included in the treasury stock deducted when calculating the weighted average number of shares outstanding.

⁸ Overseas Operating Profit excludes temporary expenses, such as M&A-related depreciation costs of intangible asset. It includes results from NTT DATA's overseas businesses, NTT Ltd., NTT Communications' overseas businesses, NTT Security Holdings, NTT, Inc. (Non-consolidated), NTT Venture Capital, NTT Disruption, and NTT Global Sourcing.

⁹ Reductions from FY2017.

¹⁰ Overseas Operating Profit excludes temporary expenses, such as M&A-related depreciation costs of intangible asset. Includes results from NTT DATA's overseas businesses. Results for FY 2022 include results for the first half of the NTT Ltd. Group.

¹¹ The existing areas are defined as NTT Docomo Group Consumer Telecommunications Business, NTT East Group, and NTT West Group.

| | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 [IFRS] | FY2018 [IFRS] | FY2019 [IFRS] |
|--|---------|---------|---------|---------|---------------|---------------|---------------|
| Mobile communications business segment | | | | | | | |
| Operating revenues | 4,461.2 | 4,383.4 | 4,527.1 | 4,584.6 | 4,762.3 | 4,840.8 | 4,651.3 |
| Mobile voice related services | - | - | - | - | 942.8 | 956.2 | 976.3 |
| IP/packet communications services | - | - | - | - | 2,137.2 | 2,159.3 | 2,102.5 |
| Sales of telecommunications equipment | - | - | - | - | 789.8 | 844.4 | 608.2 |
| Other | - | - | - | - | 892.4 | 880.9 | 964.2 |
| Operating expenses | 3,644.0 | 3,747.6 | 3,738.8 | 3,632.9 | 3,775.3 | 3,827.2 | 3,796.6 |
| Personnel expenses | - | - | - | - | 288.1 | 288.9 | 288.2 |
| Expenses for purchase of goods and services and other expenses | - | - | - | - | 2,881.8 | 2,923.8 | 2,808.6 |
| Depreciation and amortization | - | - | - | - | 486.6 | 470.9 | 580.8 |
| Impairment losses | - | - | - | - | 11.8 | 32.8 | 2.2 |
| Expenses on disposal of fixed assets | - | - | - | - | 67.2 | 68.8 | 71.5 |
| Taxes and dues | - | - | - | - | 39.8 | 42.0 | 45.3 |
| Operating profit | 817.2 | 635.8 | 788.4 | 951.6 | 987.0 | 1,013.6 | 854.7 |
| Regional communications business segment | | | | | | | |
| Operating revenues | 3,572.3 | 3,505.5 | 3,407.9 | 3,308.2 | 3,231.6 | 3,152.3 | 3,079.9 |
| Fixed voice related services | - | - | - | - | 1,143.1 | 1,085.2 | 1,006.1 |
| IP/packet communications services | - | - | - | - | 1,523.7 | 1,500.7 | 1,489.7 |
| Sales of telecommunications equipment | - | - | - | - | 76.7 | 76.6 | 76.6 |
| System integration services | - | - | - | - | 166.6 | 168.9 | 206.1 |
| Other | - | - | - | - | 321.4 | 320.9 | 301.3 |
| Operating expenses | 3,445.1 | 3,336.7 | 3,142.9 | 2,948.7 | 2,880.0 | 2,791.6 | 2,691.6 |
| Personnel expenses | - | - | - | - | 736.8 | 707.6 | 682.7 |
| Expenses for purchase of goods and services and other expenses | - | - | - | - | 1,345.4 | 1,338.9 | 1,357.6 |
| Depreciation and amortization | - | - | - | - | 455.0 | 448.0 | 414.5 |
| Impairment losses | - | - | - | - | 127.6 | 69.7 | 0.9 |
| Expenses on disposal of fixed assets | - | - | - | - | 78.3 | 90.3 | 96.7 |
| Taxes and dues | - | - | - | - | 136.9 | 137.1 | 139.3 |
| Operating profit | 127.2 | 168.9 | 265.0 | 359.5 | 351.6 | 360.7 | 388.3 |
| Long distance and international communications business segment | | | | | | | |
| Operating revenues | 1,809.9 | 1,998.6 | 2,250.9 | 2,129.3 | 2,242.2 | 2,278.7 | 2,205.8 |
| Fixed voice related services | - | - | - | - | 239.9 | 220.3 | 207.9 |
| IP/packet communications services | - | - | - | - | 410.2 | 427.5 | 418.3 |
| Sales of telecommunications equipment | - | - | - | - | 14.7 | 11.5 | 11.0 |
| System integration services | - | - | - | - | 1,404.0 | 1,439.1 | 1,442.6 |
| Other | - | - | - | - | 173.4 | 180.3 | 125.9 |
| Operating expenses | 1,682.4 | 1,885.1 | 2,154.2 | 2,088.4 | 2,151.6 | 2,178.5 | 2,102.2 |
| Personnel expenses | - | - | - | - | 404.6 | 411.4 | 415.7 |
| Expenses for purchase of goods and services and other expenses | - | - | - | - | 1,521.8 | 1,541.6 | 1,442.6 |
| Depreciation and amortization | - | - | - | - | 167.8 | 178.4 | 210.7 |
| Impairment losses | - | - | - | - | 37.1 | 19.7 | 8.6 |
| Expenses on disposal of fixed assets | - | - | - | - | 5.4 | 7.9 | 7.1 |
| Taxes and dues | - | - | - | - | 15.0 | 19.6 | 17.5 |
| Operating profit | 127.5 | 113.6 | 96.7 | 40.8 | 90.6 | 100.1 | 103.6 |
| Data communications business segment | | | | | | | |
| Operating revenues | 1,343.9 | 1,511.0 | 1,616.8 | 1,718.7 | 2,045.2 | 2,163.6 | 2,266.8 |
| System integration services | - | - | - | - | 2,045.2 | 2,163.6 | 2,266.8 |
| Operating expenses | 1,275.9 | 1,424.7 | 1,504.1 | 1,610.8 | 1,922.0 | 2,015.9 | 2,135.9 |
| Personnel expenses | - | - | - | - | 776.6 | 804.2 | 840.1 |
| Expenses for purchase of goods and services and other expenses | - | - | - | - | 975.7 | 1,043.0 | 1,083.4 |
| Depreciation and amortization | - | - | - | - | 153.9 | 153.6 | 196.3 |
| Impairment losses | - | - | - | - | 1.7 | 0.7 | 2.3 |
| Expenses on disposal of fixed assets | - | - | - | - | 2.4 | 2.2 | 2.2 |
| Taxes and dues | - | - | - | - | 11.6 | 12.2 | 11.6 |
| Operating profit | 67.9 | 86.4 | 112.7 | 107.9 | 123.2 | 147.7 | 130.9 |
| Other business segment | | | | | | | |
| Operating revenues | 1,328.5 | 1,272.2 | 1,294.5 | 1,282.3 | 1,214.6 | 1,240.3 | 1,601.7 |
| IP/packet communications services | - | - | - | - | 24.5 | 24.6 | 26.7 |
| System integration services | - | - | - | - | 147.7 | 152.1 | 159.4 |
| Other | - | - | - | - | 1,042.3 | 1,063.5 | 1,415.6 |
| Operating expenses | 1,272.4 | 1,204.8 | 1,220.4 | 1,205.0 | 1,115.9 | 1,154.6 | 1,510.8 |
| Personnel expenses | - | - | - | - | 253.5 | 253.9 | 277.0 |
| Expenses for purchase of goods and services and other expenses | - | - | - | - | 743.8 | 763.7 | 1,058.7 |
| Depreciation and amortization | - | - | - | - | 84.6 | 90.9 | 131.9 |
| Impairment losses | - | - | - | - | 0.0 | 3.6 | 2.8 |
| Expenses on disposal of fixed assets | - | - | - | - | 4.8 | 9.0 | 5.2 |
| Taxes and dues | - | - | - | - | 29.3 | 33.6 | 35.1 |
| Operating profit | 56.1 | 67.5 | 74.0 | 77.3 | 98.7 | 85.6 | 90.9 |

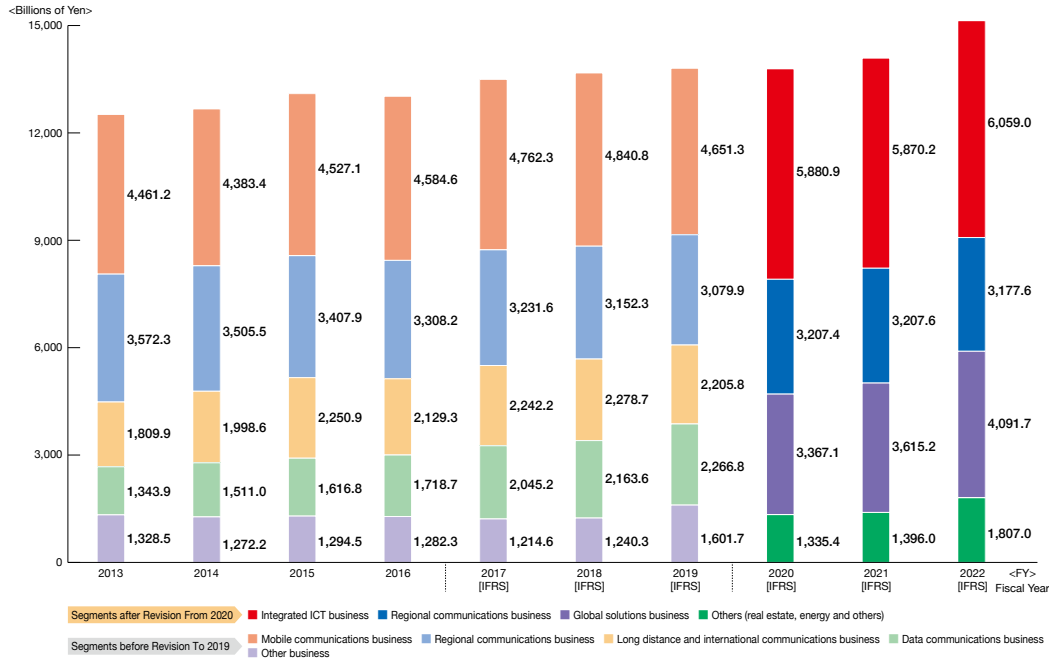
¹ Figures for each segment include inter-segment transactions.

² The NTT Group transitioned from the previous five-segment structure to a four-segment structure from the fourth quarter of fiscal year 2021. In connection with this revision, results from FY2020 have been restated to align with the segment classifications subsequent to the change.

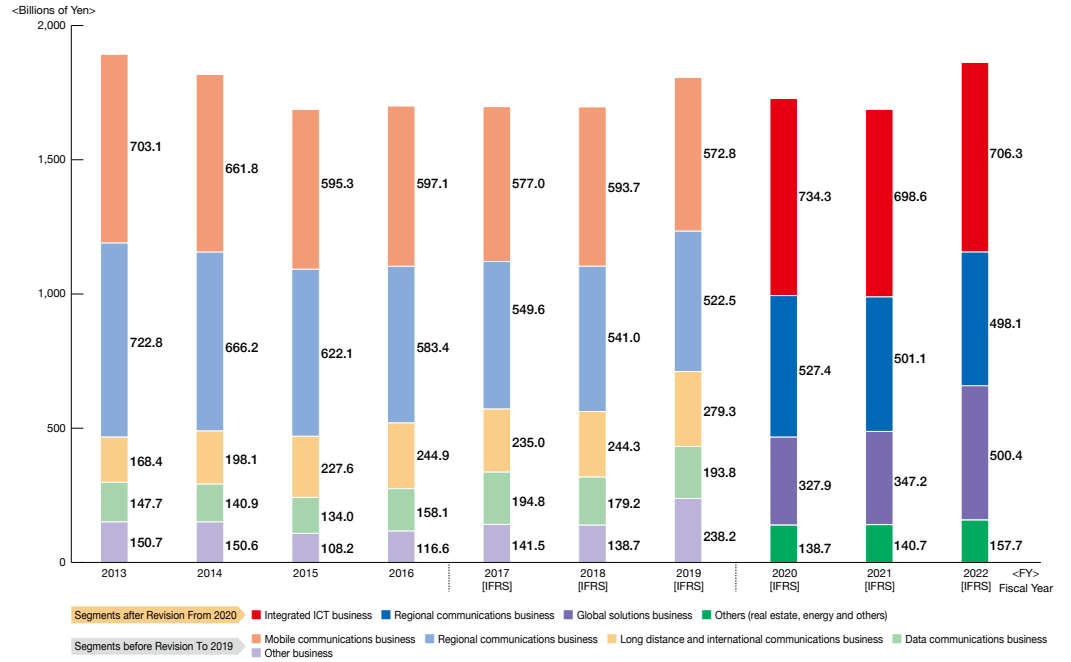
| | FY2020 [IFRS] | FY2021 [IFRS] | FY2022 [IFRS] |
|--|---------------|---------------|---------------|
| Integrated ICT business segment | | | |
| Operating revenues | 5,880.9 | 5,870.2 | 6,059.0 |
| Fixed voice related services | 187.4 | 176.0 | 172.7 |
| Mobile voice related services | 1,132.8 | 1,109.9 | 1,054.2 |
| IP/packet communications services | 2,372.1 | 2,304.3 | 2,292.6 |
| Sales of telecommunications equipment | 605.2 | 629.0 | 686.0 |
| System integration services | 486.0 | 525.2 | 609.5 |
| Other | 1,097.4 | 1,125.7 | 1,244.0 |
| Operating expenses | 4,820.9 | 4,979.6 | 4,965.1 |
| Personnel expenses | 482.8 | 470.7 | 476.5 |
| Expenses for purchase of goods and services and other expenses | 3,478.5 | 3,430.0 | 3,581.8 |
| Depreciation and amortization | 750.6 | 779.9 | 785.9 |
| Impairment losses | 0.4 | 1.7 | 12.2 |
| Expenses on disposal of fixed assets | 67.9 | 52.6 | 44.1 |
| Taxes and dues | 60.8 | 62.7 | 64.7 |
| Operating profit | 1,060.0 | 1,072.5 | 1,093.9 |
| Regional communications business segment | | | |
| Operating revenues | 3,207.4 | 3,207.6 | 3,177.6 |
| Fixed voice related services | 950.3 | 932.0 | 876.2 |
| IP/packet communications services | 1,544.1 | 1,598.6 | 1,601.1 |
| Sales of telecommunications equipment | 69.5 | 67.7 | 71.2 |
| System integration services | 292.3 | 219.3 | 207.8 |
| Other | 350.8 | 389.9 | 421.2 |
| Operating expenses | 2,787.2 | 2,767.6 | 2,757.1 |
| Personnel expenses | 675.4 | 657.4 | 640.5 |
| Expenses for purchase of goods and services and other expenses | 1,447.4 | 1,457.6 | 1,488.5 |
| Depreciation and amortization | 422.9 | 421.3 | 419.6 |
| Impairment losses | 14.1 | 14.5 | 0.3 |
| Expenses on disposal of fixed assets | 88.3 | 78.2 | 66.0 |
| Taxes and dues | 139.3 | 138.5 | 142.2 |
| Operating profit | 420.2 | 440.0 | 420.5 |
| Global solutions business segment³ | | | |
| Operating revenues | 3,367.1 | 3,615.2 | 4,091.7 |
| System integration services | 3,364.2 | 3,613.6 | 4,091.7 |
| Other | 3.0 | 1.6 | - |
| Operating expenses | 3,219.8 | 3,404.7 | 3,826.1 |
| Personnel expenses | 1,150.5 | 1,263.7 | 1,477.6 |
| Expenses for purchase of goods and services and other expenses | 1,742.5 | 1,791.5 | 2,009.2 |
| Depreciation and amortization | 296.9 | 309.1 | 314.4 |
| Impairment losses | 9.7 | 19.4 | 2.4 |
| Expenses on disposal of fixed assets | 6.5 | 5.5 | 7.6 |
| Taxes and dues | 13.6 | 15.5 | 14.9 |
| Operating profit | 147.3 | 210.5 | 265.6 |
| Others (real estate, energy and others) | | | |
| Operating revenues | 1,335.4 | 1,396.0 | 1,807.0 |
| System integration services | 46.8 | 40.5 | 57.1 |
| Other | 1,288.7 | 1,355.4 | 1,749.9 |
| Operating expenses | 1,279.0 | 1,323.5 | 1,739.8 |
| Personnel expenses | 245.5 | 248.8 | 265.4 |
| Expenses for purchase of goods and services and other expenses | 889.0 | 914.1 | 1,300.3 |
| Depreciation and amortization | 106.1 | 118.9 | 126.9 |
| Impairment losses | 2.5 | 2.5 | 1.1 |
| Expenses on disposal of fixed assets | 3.5 | 4.9 | 9.8 |
| Taxes and dues | 32.5 | 34.3 | 36.3 |
| Operating profit | 56.4 | 72.5 | 67.2 |

³ In connection with the global business integration implemented in October 2022, some revenue items have been reclassified, and the results from FY2021 are also reclassified and presented.

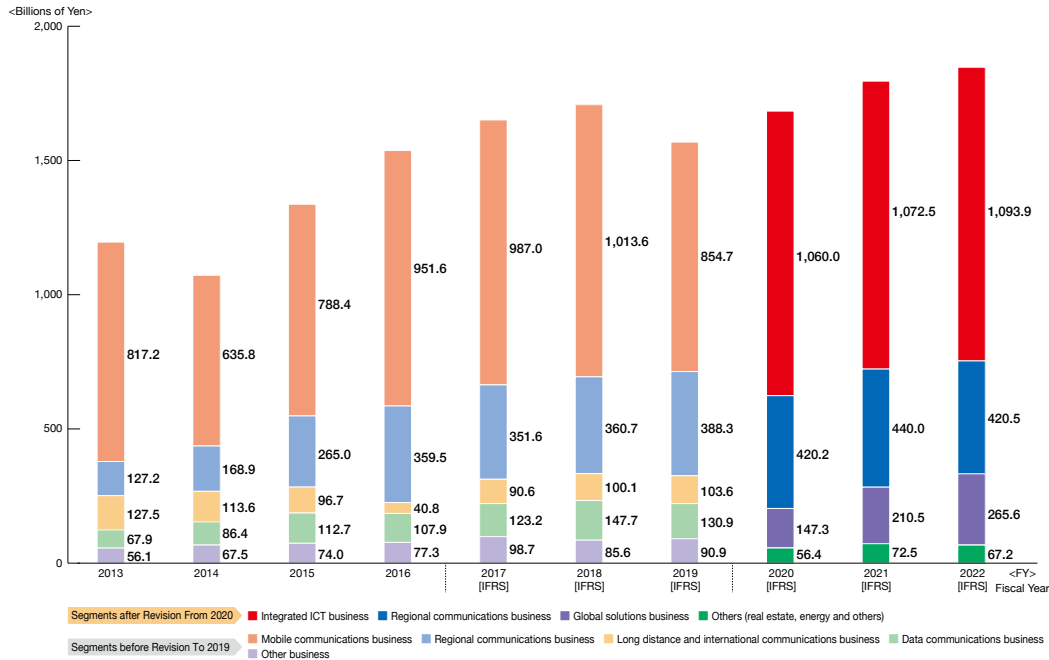
Operating revenues



Capital Investment



Operating profit



*1 Figures for each segment include inter-segment transactions.

*2 The NTT Group transitioned from the previous five-segment structure to a four-segment structure from the fourth quarter of fiscal year 2021. In connection with this revision, results from FY2020 have been restated to align with the segment classifications subsequent to the change.

Company Summary (-FY2017)

Unit: Billions of Yen Fiscal Year

| NTT DOCOMO Consolidated (U.S. GAAP) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|---|---------|---------|---------|---------|---------|
| Operating revenues | 4,461.2 | 4,383.4 | 4,527.1 | 4,584.6 | 4,769.4 |
| Telecommunications services | 2,964.0 | 2,747.2 | 2,815.5 | 2,985.1 | 3,137.9 |
| Mobile communications services | 2,955.8 | 2,736.6 | 2,767.6 | 2,844.0 | 2,901.1 |
| Voice Revenues | 1,065.2 | 883.8 | 849.4 | 875.2 | 951.7 |
| Packet Communications Revenues | 1,890.6 | 1,852.8 | 1,918.2 | 1,968.8 | 1,949.5 |
| Optical-fiber broadband service and other telecommunications services | 8.2 | 10.5 | 47.9 | 141.1 | 236.7 |
| Equipment sales | 872.0 | 904.1 | 860.5 | 719.2 | 755.1 |
| Other | 625.2 | 732.2 | 851.1 | 880.3 | 876.4 |
| Operating expenses | 3,642.0 | 3,744.3 | 3,744.1 | 3,639.8 | 3,796.1 |
| Personnel expenses | 275.9 | 286.5 | 286.2 | 291.8 | 289.1 |
| Expenses for purchase of goods and services and other expenses | 2,338.2 | 2,418.1 | 2,427.3 | 2,432.1 | 2,512.1 |
| Depreciation and amortization | 718.7 | 659.8 | 625.9 | 452.3 | 485.5 |
| Impairment losses | - | 30.2 | 17.7 | 12.2 | 12.1 |
| Expenses on disposal of fixed assets | 65.4 | 69.5 | 68.8 | 79.6 | 66.8 |
| Telecommunications equipment use rate | 204.7 | 240.3 | 276.9 | 329.4 | 389.6 |
| Taxes and dues | 39.1 | 40.1 | 41.3 | 42.4 | 40.9 |
| Operating profit | 819.2 | 639.1 | 783.0 | 944.7 | 973.3 |
| Non-Operating Income (Loss) | 13.9 | 4.8 | -5.0 | 4.8 | 123.4 |
| Income before taxes | 833.0 | 643.9 | 778.0 | 949.6 | 1,096.6 |
| Net income attributable to NTT | 464.7 | 410.1 | 548.4 | 652.5 | 744.5 |
| (Ref.) Capital Investment | 703.1 | 661.8 | 595.2 | 597.1 | 576.4 |

| NTT Communications (JPN GAAP) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|--|--------|--------|--------|--------|--------|
| Operating revenues | 944.0 | 909.9 | 918.3 | 923.8 | 947.8 |
| Cloud computing platforms | 52.9 | 64.9 | 70.0 | 72.0 | 80.9 |
| Data networks | 391.5 | 370.8 | 369.8 | 384.8 | 395.4 |
| Voice communications | 296.4 | 269.9 | 260.3 | 250.7 | 241.7 |
| Applications & content | 36.9 | 38.4 | 38.7 | 37.7 | 36.3 |
| Solution services | 150.6 | 149.8 | 162.3 | 163.4 | 173.7 |
| Other | 15.6 | 15.9 | 16.9 | 14.9 | 19.5 |
| Operating expenses | 830.5 | 816.8 | 827.1 | 831.3 | 837.8 |
| Personnel expenses | 81.3 | 78.7 | 77.2 | 77.0 | 76.3 |
| Expenses for purchase of goods and services and other expenses | 426.0 | 426.9 | 417.1 | 406.4 | 414.1 |
| Telecommunications equipment use rate | 204.1 | 193.0 | 209.9 | 223.1 | 234.0 |
| Depreciation and amortization | 102.1 | 102.0 | 104.4 | 104.4 | 94.2 |
| Expenses on disposal of fixed assets | 4.8 | 4.5 | 5.6 | 6.7 | 4.8 |
| Taxes and dues | 11.9 | 11.5 | 12.7 | 13.4 | 14.2 |
| Operating profit | 113.4 | 93.1 | 91.1 | 92.5 | 109.9 |
| Other income | 27.4 | 30.1 | 27.1 | 20.7 | 20.1 |
| Other expenses | 8.3 | 8.4 | 8.1 | 7.8 | 6.5 |
| Ordinary income | 132.5 | 114.8 | 110.2 | 105.4 | 123.5 |
| Net income | 88.9 | 77.2 | 72.3 | 85.0 | 87.8 |
| (Ref.) Capital Investment | 141.8 | 121.4 | 130.8 | 135.1 | 105.6 |

| NTT East (JPN GAAP) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|--|---------|---------|---------|---------|---------|
| Operating revenues | 1,773.8 | 1,765.4 | 1,722.3 | 1,672.2 | 1,646.2 |
| Voice Transmission Services (excluding IP Services) | 518.3 | 468.5 | 427.8 | 396.5 | 368.4 |
| IP Services | 841.3 | 844.4 | 855.4 | 850.3 | 855.2 |
| Leased Circuit (excluding IP) | 117.2 | 111.9 | 103.7 | 93.3 | 92.4 |
| Other | 153.5 | 200.0 | 198.5 | 194.5 | 195.7 |
| Supplementary Business | 143.2 | 140.3 | 136.7 | 137.4 | 134.3 |
| Operating expenses | 1,707.0 | 1,655.5 | 1,560.4 | 1,483.1 | 1,386.1 |
| Personnel expenses | 106.9 | 98.2 | 96.8 | 94.6 | 84.2 |
| Expenses for purchase of goods and services and other expenses | 1,117.2 | 1,073.9 | 992.8 | 962.1 | 947.8 |
| Depreciation and amortization | 364.6 | 362.5 | 342.6 | 295.0 | 237.9 |
| Expenses on disposal of fixed assets | 45.8 | 47.0 | 54.7 | 55.9 | 42.2 |
| Taxes and dues | 72.4 | 73.7 | 73.3 | 75.3 | 73.8 |
| Operating profit | 66.7 | 109.8 | 161.8 | 189.1 | 260.0 |
| Other income | 58.0 | 23.7 | 17.5 | 20.2 | 17.3 |
| Other expenses | 32.9 | 11.5 | 5.9 | 4.9 | 3.7 |
| Ordinary income | 91.7 | 122.0 | 173.4 | 204.4 | 273.6 |
| Net income | 53.9 | 69.5 | 118.7 | 149.6 | 152.4 |
| (Ref.) Capital Investment | 351.3 | 312.1 | 294.0 | 273.8 | 250.2 |

Unit: Billions of Yen Fiscal Year

| NTT West (JPN GAAP) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|--|---------|---------|---------|---------|---------|
| Operating revenues | 1,589.6 | 1,574.2 | 1,528.0 | 1,479.0 | 1,432.9 |
| Voice Transmission Services (excluding IP Services) | 523.3 | 472.5 | 428.6 | 396.2 | 366.0 |
| IP Services | 671.6 | 686.1 | 702.7 | 697.2 | 688.6 |
| Leased Circuit (excluding IP) | 104.3 | 103.0 | 93.3 | 86.3 | 86.7 |
| Other | 126.3 | 153.5 | 147.8 | 145.6 | 138.9 |
| Supplementary Business | 163.9 | 158.8 | 155.4 | 153.4 | 152.5 |
| Operating expenses | 1,573.2 | 1,538.5 | 1,453.9 | 1,383.8 | 1,265.4 |
| Personnel expenses | 98.4 | 96.3 | 90.0 | 80.5 | 72.4 |
| Expenses for purchase of goods and services and other expenses | 1,032.8 | 999.2 | 924.5 | 895.4 | 873.3 |
| Depreciation and amortization | 330.1 | 327.6 | 317.0 | 287.6 | 212.5 |
| Expenses on disposal of fixed assets | 46.1 | 48.6 | 56.2 | 53.2 | 41.3 |
| Taxes and dues | 65.6 | 66.7 | 66.0 | 66.9 | 65.7 |
| Operating profit | 16.3 | 35.6 | 74.0 | 95.1 | 167.4 |
| Other income | 41.6 | 6.0 | 5.7 | 2.9 | 3.1 |
| Other expenses | 31.9 | 12.8 | 12.7 | 9.9 | 6.8 |
| Ordinary income | 26.0 | 28.8 | 67.1 | 88.1 | 163.7 |
| Net income | 18.7 | 13.9 | 72.4 | 59.7 | 72.4 |
| (Ref.) Capital Investment | 339.4 | 314.5 | 289.4 | 274.1 | 259.2 |

| NTT DATA Consolidated (JPN GAAP) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|--|---------|---------|---------|---------|---------|
| Net sales | 1,343.7 | 1,511.8 | 1,614.8 | 1,732.4 | 2,117.1 |
| Public & Social Infrastructure | - | 408.7 | 420.8 | 455.4 | 443.6 |
| Financial | - | 496.2 | 523.6 | 518.0 | 559.5 |
| Enterprise & Solutions | - | 366.1 | 391.8 | 425.6 | 477.2 |
| North America ¹ | - | - | - | - | 472.0 |
| EMEA & LATAM ¹ | - | - | - | - | 423.2 |
| Global ² | - | 464.5 | 519.6 | 603.3 | - |
| Public & Financial | 721.6 | - | - | - | - |
| Enterprise IT Services | 279.3 | - | - | - | - |
| Solution & Technology | 179.1 | - | - | - | - |
| Global Business | 314.5 | - | - | - | - |
| Eliminations or Corporate ^{1,2} | -150.9 | -223.8 | -241.0 | -269.9 | -258.5 |
| Cost of sales | 1,031.2 | 1,147.3 | 1,216.7 | 1,293.6 | 1,592.7 |
| Gross profit | 312.5 | 364.5 | 398.1 | 438.8 | 524.4 |
| Selling, general and administrative expenses | 249.9 | 280.4 | 297.2 | 321.7 | 400.8 |
| Operating profit | 62.5 | 84.0 | 100.8 | 117.1 | 123.5 |
| Non-Operating Income (Loss) | -0.4 | -6.1 | -2.7 | -4.1 | -1.9 |
| Ordinary income | 62.1 | 77.9 | 98.1 | 112.9 | 121.5 |
| Net income attributable to owners of parent | 23.2 | 32.1 | 63.3 | 65.6 | 58.1 |
| (Ref.) Capital Investment | 147.7 | 140.9 | 134.0 | 158.1 | 198.6 |

¹ The disclosed classifications for segment information have been revised in connection with the change to a global organizational structure on July 1, 2017, and the results from FY2017 have been reclassified and presented.
² The disclosed classifications for segment information have been revised in connection with the organizational reform on July 1, 2015, and the results from FY2014 have been reclassified and presented.

| Dimension Data Consolidated (IFRS) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|------------------------------------|--------|--------|--------|--------|--------|
| Operating revenues | 581.0 | 734.4 | 921.9 | 809.0 | 880.2 |
| Operating expenses | 567.6 | 725.9 | 921.6 | 818.9 | 872.9 |
| Operating profit | 13.5 | 8.4 | 0.3 | -9.9 | 7.2 |
| Net income attributable to NTT | 9.0 | 3.6 | -7.7 | -27.9 | -0.2 |

Group Summary (IFRS) (FY2017-)

Unit: Billions of Yen Fiscal Year

| NTT DOCOMO Group (including NTT Communications/NTT Comware Group)* | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|---|--------|--------|--------|---------|---------|---------|
| Operating revenues | - | - | - | 5,880.9 | 5,870.2 | 6,059.0 |
| Telecommunications services | - | - | - | 3,707.5 | 3,605.8 | 3,534.5 |
| Mobile communications services | - | - | - | 2,752.5 | 2,658.3 | 2,596.2 |
| Fixed communications services and other telecommunications services | - | - | - | 955.0 | 947.5 | 938.3 |
| Equipment sales | - | - | - | 605.2 | 629.0 | 686.0 |
| System integration services | - | - | - | 486.0 | 525.2 | 609.5 |
| Other | - | - | - | 1,082.2 | 1,110.2 | 1,229.0 |
| Operating expenses | - | - | - | 4,820.9 | 4,797.6 | 4,965.1 |
| Personnel expenses | - | - | - | 462.8 | 470.7 | 476.5 |
| Expenses for purchase of goods and services and other expenses | - | - | - | 2,933.3 | 2,875.3 | 3,033.0 |
| Depreciation and amortization | - | - | - | 750.6 | 779.9 | 785.9 |
| Impairment losses | - | - | - | 0.4 | 1.7 | 12.2 |
| Telecommunications equipment use rate | - | - | - | 606.0 | 617.4 | 613.5 |
| Expenses on disposal of fixed assets | - | - | - | 67.9 | 52.6 | 44.1 |
| Operating profit | - | - | - | 1,060.0 | 1,072.5 | 1,093.9 |
| Profit before taxes | - | - | - | 1,072.6 | 1,082.4 | 1,093.5 |
| Profit attributable to NTT | - | - | - | 749.6 | 752.1 | 771.8 |
| (Ref.) Capital Investment | - | - | - | - | 698.6 | 706.3 |

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

| Former NTT DOCOMO Group (excluding NTT Communications/NTT Comware Group) ^{1 2 3} | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|---------|---------|---------|---------|---------|--------|
| Operating revenues | 4,762.3 | 4,840.8 | 4,651.3 | 4,725.2 | 4,713.8 | - |
| Telecommunications services | 3,092.7 | 3,130.7 | 3,094.3 | 3,127.9 | 3,046.6 | - |
| Mobile communications services | 2,867.3 | 2,844.4 | 2,757.8 | 2,741.2 | 2,645.6 | - |
| Voice Revenues | 942.8 | - | - | - | - | - |
| Packet Communications Revenues | 1,924.5 | - | - | - | - | - |
| Optical-fiber broadband service and other telecommunications services | 225.4 | 286.3 | 336.4 | 386.7 | 401.0 | - |
| Equipment sales | 789.8 | 844.4 | 608.2 | 575.7 | 618.0 | - |
| Other | 879.7 | 865.8 | 948.8 | 1,021.6 | 1,049.2 | - |
| Operating expenses | 3,775.3 | 3,827.2 | 3,796.6 | 3,812.0 | 3,785.9 | - |
| Personnel expenses | 288.1 | 288.9 | 288.2 | 290.9 | 296.3 | - |
| Expenses for purchase of goods and services and other expenses | 2,531.3 | 2,533.7 | 2,422.2 | 2,397.9 | 2,350.1 | - |
| Depreciation and amortization | 486.6 | 470.9 | 580.8 | 606.1 | 622.1 | - |
| Impairment losses | 11.8 | 32.8 | 2.2 | 0.2 | 0.2 | - |
| Telecommunications equipment use rate | 390.4 | 432.0 | 431.7 | 458.6 | 473.3 | - |
| Expenses on disposal of fixed assets | 67.2 | 68.8 | 71.5 | 58.2 | 43.9 | - |
| Operating profit | 987.0 | 1,013.6 | 854.7 | 913.2 | 927.9 | - |
| Profit before taxes | 1,141.7 | 1,002.6 | 868.0 | 915.6 | 930.9 | - |
| Profit attributable to NTT | 790.8 | 663.6 | 591.5 | 629.0 | 648.0 | - |
| (Ref.) Capital Investment | - | - | - | 569.1 | 548.1 | - |

¹ The results for the former NTT DOCOMO Group prior to the consolidation of NTT Communications and NTT Comware as subsidiaries (implemented on January 1, 2022) are provided as a reference.

² Results before FY2019 are consolidated financial statement figures for the former NTT DOCOMO.

³ The scope of aggregation for each of the figures presented for the former NTT DOCOMO Group after FY2020 are internal management figures after eliminating internal transactions between the former NTT DOCOMO and its subsidiaries. Such figures are not audited and are provided for reference only.

| NTT Communications Group (July 2019-)* | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|--------|--------|--------|---------|---------|--------|
| Operating revenues | - | - | 794.6 | 1,070.4 | 1,047.6 | - |
| Cloud computing platforms | - | - | 75.2 | 102.8 | 104.7 | - |
| Data networks | - | - | 292.9 | 391.1 | 392.2 | - |
| Voice communications | - | - | 170.4 | 221.8 | 203.6 | - |
| Applications & content | - | - | 60.3 | 74.1 | 76.3 | - |
| Solution services | - | - | 174.9 | 255.1 | 246.8 | - |
| Other | - | - | 20.8 | 25.4 | 24.0 | - |
| Operating expenses | - | - | 698.4 | 933.1 | 912.5 | - |
| Personnel expenses | - | - | 91.6 | 126.6 | 126.4 | - |
| Expenses for purchase of goods and services and other expenses | - | - | 501.5 | 671.5 | 648.3 | - |
| Depreciation and amortization | - | - | 87.0 | 115.7 | 120.1 | - |
| Impairment losses | - | - | 0.1 | - | - | - |
| Expenses on disposal of fixed assets | - | - | 6.3 | 9.0 | 7.5 | - |
| Taxes and dues | - | - | 11.9 | 10.3 | 10.1 | - |
| Operating profit | - | - | 96.2 | 137.3 | 135.1 | - |
| Profit before taxes | - | - | 108.9 | 148.7 | 145.0 | - |
| Profit attributable to NTT | - | - | 110.5 | 115.7 | 100.5 | - |
| (Ref.) Capital Investment | - | - | 113.5 | 97.8 | 101.9 | - |

* The scope of aggregation for each of the figures presented for NTT Communications Group is internal management figures after eliminating internal transactions among NTT Communications and its subsidiaries. Such figures are not audited and are provided for reference only.

Unit: Billions of Yen Fiscal Year

| NTT Communications Group (-June 2019) ^{1 2} | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|---------|---------|--------|--------|--------|--------|
| Operating revenues | 1,333.5 | 1,392.0 | 337.3 | - | - | - |
| Cloud computing platforms | 185.3 | 207.5 | 54.7 | - | - | - |
| Data networks | 480.8 | 487.9 | 122.5 | - | - | - |
| Voice communications | 276.3 | 266.6 | 62.7 | - | - | - |
| Applications & content | 125.8 | 134.5 | 33.5 | - | - | - |
| Solution services | 238.0 | 266.2 | 56.6 | - | - | - |
| Other | 27.3 | 29.2 | 7.3 | - | - | - |
| Operating expenses | 1,215.0 | 1,259.8 | 299.8 | - | - | - |
| Personnel expenses | 202.0 | 202.8 | 53.3 | - | - | - |
| Expenses for purchase of goods and services and other expenses | 832.7 | 879.6 | 198.0 | - | - | - |
| Depreciation and amortization | 135.2 | 151.5 | 44.4 | - | - | - |
| Impairment losses | 25.4 | 2.7 | 1.5 | - | - | - |
| Expenses on disposal of fixed assets | 5.3 | 7.9 | 0.6 | - | - | - |
| Taxes and dues | 14.4 | 15.4 | 2.0 | - | - | - |
| Operating profit | 118.5 | 132.1 | 37.5 | - | - | - |
| Profit before taxes | 115.8 | 132.1 | 37.6 | - | - | - |
| Profit attributable to NTT | 78.8 | 98.5 | 24.4 | - | - | - |
| (Ref.) Capital Investment | 209.1 | 219.3 | 42.8 | - | - | - |

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

² Figures shown for FY2019 are up to the first quarter.

| NTT East Group* | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|---------|---------|---------|---------|---------|---------|
| Operating revenues | 1,786.8 | 1,740.6 | 1,677.1 | 1,726.1 | 1,718.0 | 1,702.2 |
| Fixed voice related services | 599.1 | 573.6 | 534.2 | 500.7 | 493.8 | 462.3 |
| IP/packet communications services | 851.6 | 842.5 | 842.1 | 884.8 | 912.8 | 907.6 |
| Sales of telecommunications equipment | 29.9 | 30.3 | 31.0 | 27.9 | 27.0 | 28.6 |
| System integration services | 80.0 | 75.4 | 99.9 | 144.6 | 111.9 | 104.1 |
| Other | 226.1 | 218.8 | 169.9 | 168.0 | 172.4 | 199.6 |
| Operating expenses | 1,554.1 | 1,498.0 | 1,421.1 | 1,462.1 | 1,439.0 | 1,416.7 |
| Personnel expenses | 386.1 | 372.6 | 359.6 | 353.3 | 344.0 | 335.2 |
| Expenses for purchase of goods and services and other expenses | 751.8 | 733.3 | 713.0 | 755.2 | 744.4 | 755.6 |
| Depreciation and amortization | 242.9 | 237.9 | 222.1 | 225.0 | 221.7 | 213.8 |
| Impairment losses | 63.0 | 38.7 | - | 13.6 | 13.9 | - |
| Expenses on disposal of fixed assets | 38.2 | 43.5 | 52.1 | 39.9 | 40.4 | 34.5 |
| Taxes and dues | 72.1 | 72.1 | 74.3 | 75.0 | 74.6 | 77.7 |
| Operating profit | 232.7 | 242.7 | 256.0 | 264.0 | 279.0 | 285.4 |
| Profit before taxes | 230.3 | 241.0 | 255.0 | 263.3 | 281.5 | 285.1 |
| Profit attributable to NTT | 162.4 | 166.0 | 178.4 | 180.4 | 196.4 | 202.4 |
| (Ref.) Capital Investment | 268.6 | 274.1 | 271.0 | 268.7 | 251.6 | 248.9 |

* 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.

| NTT West Group* | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|---------|---------|---------|---------|---------|---------|
| Operating revenues | 1,494.0 | 1,462.3 | 1,434.3 | 1,505.9 | 1,513.5 | 1,501.6 |
| Fixed voice related services | 553.7 | 522.0 | 480.5 | 456.4 | 444.2 | 420.1 |
| IP/packet communications services | 672.5 | 658.6 | 648.1 | 660.3 | 687.4 | 695.8 |
| Sales of telecommunications equipment | 47.2 | 46.7 | 46.0 | 42.0 | 41.2 | 43.1 |
| System integration services | 88.9 | 95.4 | 108.3 | 149.7 | 109.2 | 105.4 |
| Other | 131.6 | 139.6 | 151.5 | 197.5 | 231.5 | 237.1 |
| Operating expenses | 1,374.7 | 1,344.0 | 1,302.1 | 1,350.1 | 1,352.7 | 1,366.7 |
| Personnel expenses | 352.1 | 336.8 | 323.6 | 322.1 | 313.7 | 305.4 |
| Expenses for purchase of goods and services and other expenses | 640.2 | 653.1 | 675.4 | 716.8 | 736.8 | 758.9 |
| Depreciation and amortization | 212.0 | 210.3 | 192.6 | 198.2 | 199.9 | 206.0 |
| Impairment losses | 64.6 | 31.0 | 0.9 | 0.5 | 0.6 | 0.3 |
| Expenses on disposal of fixed assets | 40.9 | 47.7 | 44.6 | 48.3 | 37.8 | 31.6 |
| Taxes and dues | 64.9 | 65.0 | 65.0 | 64.2 | 64.0 | 64.5 |
| Operating profit | 119.4 | 118.3 | 132.2 | 155.8 | 160.9 | 134.9 |
| Profit before taxes | 113.6 | 113.7 | 129.3 | 154.4 | 158.3 | 131.7 |
| Profit attributable to NTT | 80.0 | 80.7 | 91.8 | 105.2 | 110.5 | 93.2 |
| (Ref.) Capital Investment | 281.0 | 266.9 | 251.5 | 258.6 | 249.5 | 249.2 |

* 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.

| NTT DATA Consolidated ^{1,2} | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|---------|---------|---------|---------|---------|---------|
| Net sales | 2,039.7 | 2,163.6 | 2,266.8 | 2,318.7 | 2,551.9 | 3,490.2 |
| Public & Social Infrastructure | 444.9 | 479.9 | 500.2 | 540.5 | 590.2 | 635.9 |
| Financial | 559.9 | 559.1 | 580.4 | 607.6 | 639.8 | 662.2 |
| Enterprise | 478.1 | 529.8 | 588.6 | 590.9 | 466.6 | 505.2 |
| Overseas | - | - | - | - | 1,039.8 | 1,880.4 |
| (incl.) North America | - | - | - | - | 477.8 | 594.3 |
| (incl.) EMEA and LATAM | - | - | - | - | 551.0 | 692.5 |
| (incl.) Ltd. | - | - | - | - | - | 582.8 |
| North America | 427.9 | 421.9 | 426.0 | 429.4 | - | - |
| EMEA and LATAM | 387.5 | 440.1 | 455.4 | 454.2 | - | - |
| Eliminations or Corporate | -258.7 | -267.3 | -283.7 | -303.9 | -184.5 | -193.5 |
| Cost of sales | 1,535.5 | 1,618.6 | 1,694.6 | 1,734.1 | 1,875.9 | 2,567.9 |
| Gross profit | 504.2 | 545.0 | 572.2 | 584.6 | 676.0 | 922.2 |
| Selling, general and administrative expenses | 381.0 | 397.3 | 441.3 | 445.4 | 463.4 | 663.1 |
| Operating profit | 123.1 | 147.7 | 130.9 | 139.2 | 212.6 | 259.1 |
| Profit before taxes | 122.7 | 146.9 | 120.2 | 130.5 | 215.8 | 242.8 |
| Profit attributable to NTT | 82.4 | 93.6 | 75.1 | 76.8 | 143.0 | 150.0 |
| (Ref.) Capital Investment | - | - | - | 169.5 | 176.7 | 381.7 |

¹ As a result of the global business integration implemented in October 2022, results from the third quarter of FY2022 onward include the NTT Ltd. Group.

² Segments have been revised from the fourth quarter of FY2021, and the results before the third quarter of FY2021 are also reclassified and presented.

| NTT Ltd. Group ^{1,2} | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|--------|--------|--------|---------|---------|---------|
| Operating revenues | - | - | 897.7 | 1,058.8 | 1,054.7 | 1,188.8 |
| High value services | - | - | - | 387.4 | 456.2 | 562.8 |
| Data center | - | - | - | 127.9 | 173.9 | 241.8 |
| Managed services | - | - | - | 120.7 | 147.9 | 170.6 |
| Data Networks | - | - | - | 59.3 | 54.3 | 69.7 |
| Other (Cloud communications, etc.) | - | - | - | 79.5 | 80.1 | 80.8 |
| Other services(IT product sales, etc.) | - | - | - | 671.5 | 598.5 | 626.0 |
| Operating expenses | - | - | 919.1 | 1,049.6 | 1,048.3 | 1,149.0 |
| Personnel expenses | - | - | 214.6 | 265.1 | 289.2 | 303.2 |
| Expenses for purchase of goods and services and other expenses | - | - | 624.1 | 694.8 | 650.9 | 745.5 |
| Depreciation and amortization | - | - | 71.3 | 87.4 | 93.5 | 94.2 |
| Impairment losses | - | - | 6.7 | 0.7 | 10.7 | 0.3 |
| Expenses on disposal of fixed assets | - | - | 0.2 | 0.5 | 1.8 | 4.5 |
| Taxes and dues | - | - | 2.3 | 1.1 | 2.3 | 1.4 |
| Operating profit | - | - | -21.4 | 9.2 | 6.3 | 39.7 |
| Profit before taxes | - | - | -31.6 | -2.4 | -4.6 | 20.6 |
| Profit attributable to NTT | - | - | -34.0 | -13.6 | 4.9 | 22.2 |
| (Ref.) Capital Investment | - | - | 113.6 | 155.5 | 169.7 | 309.0 |

¹ 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.

² The results of the conventional base NTT Ltd. Group are shown, excluding the impact of the global business integration implemented in October 2022.

| Dimension Data Consolidated | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|--------|--------|--------|--------|--------|--------|
| Operating revenues | 887.5 | 893.3 | 220.7 | - | - | - |
| System integration services | 887.5 | 893.3 | 220.7 | - | - | - |
| Cost of sales | 724.8 | 718.7 | 178.4 | - | - | - |
| Gross profit | 162.7 | 174.6 | 42.4 | - | - | - |
| Selling, general and administrative expenses | 160.9 | 155.2 | 44.9 | - | - | - |
| Operating profit | 1.8 | 19.4 | -2.5 | - | - | - |
| Profit before taxes | 15.9 | 11.8 | -4.0 | - | - | - |
| Profit attributable to NTT | 9.7 | 5.2 | -3.8 | - | - | - |
| (Ref.) Capital Investment | 21.1 | 20.9 | 4.8 | - | - | - |

| NTT Urban Solutions Group ^{1,2} | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|--------|--------|--------|--------|--------|--------|
| Operating revenues | - | - | 426.0 | 447.7 | 446.5 | 389.3 |
| Operating expenses | - | - | 384.2 | 410.3 | 407.6 | 351.1 |
| Personnel expenses | - | - | 70.0 | 88.5 | 89.1 | 73.3 |
| Expenses for purchase of goods and services and other expenses | - | - | 263.2 | 266.8 | 259.4 | 226.2 |
| Depreciation and amortization | - | - | 35.7 | 39.7 | 41.2 | 35.3 |
| Impairment losses | - | - | 0.4 | - | 2.0 | - |
| Expenses on disposal of fixed assets | - | - | - | - | - | - |
| Taxes and dues | - | - | 14.5 | 15.3 | 15.9 | 16.3 |
| Operating profit | - | - | 48.7 | 45.1 | 46.6 | 45.2 |
| Profit before taxes | - | - | 41.4 | 40.4 | 41.5 | 36.6 |
| Profit attributable to NTT | - | - | 27.3 | 26.2 | 26.0 | 22.4 |
| (Ref.) Capital Investment | - | - | 129.4 | 92.1 | 78.8 | 76.6 |
| (incl.) NTT Urban Development Group³ | | | | | | |
| Operating revenues | 160.6 | 168.0 | 147.9 | 143.9 | 141.5 | 176.1 |
| Operating expenses | - | 140.4 | 122.1 | 122.0 | 116.0 | 143.9 |
| Personnel expenses | - | 10.8 | 10.1 | 12.0 | 7.5 | 7.8 |
| Expenses for purchase of goods and services and other expenses | - | 97.8 | 75.4 | 70.4 | 65.1 | 93.4 |
| Depreciation and amortization | - | 17.7 | 23.5 | 26.5 | 27.7 | 28.4 |
| Impairment losses | - | 1.8 | 0.4 | - | 2.0 | - |
| Expenses on disposal of fixed assets | - | - | - | - | - | - |
| Taxes and dues | - | 12.2 | 12.4 | 13.1 | 13.7 | 14.3 |
| Cost of sales | 112.2 | - | - | - | - | - |
| Gross operating profit | 48.3 | - | - | - | - | - |
| Selling, general and administrative expenses | 20.5 | - | - | - | - | - |
| Operating profit | 30.4 | 28.6 | 32.1 | 27.4 | 31.2 | 35.6 |
| Profit before taxes | 27.9 | 25.6 | 25.2 | 22.6 | 26.3 | 27.8 |
| Profit attributable to NTT | 18.1 | 16.1 | 16.0 | 14.1 | 16.5 | 17.1 |

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 Solutions and its subsidiaries. Such figures are not audited and are provided for reference only.

² NTT FACILITIES electricity business has been transferred to and integrated with NTT Anode Energy in July 2022, and is not included from the NTT Urban Solutions Group.

³ NTT Urban Value Support, Inc. (formerly NTT Urban Development Buiservice 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.

Operational Data

| | | Unit | End of FY2013 | End of FY2014 | End of FY2015 | End of FY2016 | End of FY2017 | End of FY2018 | End of FY2019 | End of FY2020 | End of FY2021 | End of FY2022 |
|---|------------------------------------|------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Mobile Communications Services Subscriptions¹ | | | | | | | | | | | | |
| 5G | Thousands of subscriptions | | - | - | - | - | - | - | 14 | 3,091 | 11,530 | 20,602 |
| LTE (Xi) | Thousands of subscriptions | | 21,965 | 30,744 | 38,679 | 44,544 | 50,097 | 55,872 | 61,664 | 64,210 | 61,396 | 57,771 |
| FOMA (3G) | Thousands of subscriptions | | 41,140 | 35,851 | 32,285 | 30,336 | 26,273 | 22,581 | 18,648 | 15,331 | 11,826 | 9,122 |
| Fixed-Line Broadband Services Subscriptions² | | | | | | | | | | | | |
| FLET'S Hikari | Thousands of subscriptions | | 18,050 | 18,716 | 19,259 | 20,053 | 20,533 | 21,078 | 21,658 | 22,564 | 23,266 | 23,575 |
| Hikari Denwa | Thousands of channels | | 16,256 | 17,108 | 17,374 | 17,759 | 18,032 | 18,244 | 18,503 | 18,692 | 18,782 | 18,752 |
| Telephone Subscriber Lines / INS-Net³ | | | | | | | | | | | | |
| Telephone subscriber lines | Thousands of subscriptions | | 23,000 | 21,286 | 19,943 | 18,797 | 17,538 | 16,363 | 15,144 | 14,102 | 13,123 | 12,108 |
| INS-Net | Thousands of subscriptions | | 3,366 | 3,058 | 2,776 | 2,539 | 2,331 | 2,138 | 1,942 | 1,767 | 1,604 | 1,434 |
| FLET'S ADSL / FLET'S ISDN | | | | | | | | | | | | |
| FLET'S ADSL | Thousands of subscriptions | | 1,483 | 1,219 | 1,053 | 919 | 780 | 602 | 483 | 381 | 286 | 58 |
| FLET'S ISDN | Thousands of subscriptions | | 109 | 95 | 85 | 77 | 70 | 62 | 54 | 47 | 40 | 31 |
| NTT Group Major ISPs ⁴ | Thousands of subscriptions | | 11,466 | 11,586 | 11,411 | 11,231 | 11,057 | 10,945 | 11,517 | 11,430 | 11,360 | 11,483 |
| Hikari TV / FLET'S TV Transmission Services | | | | | | | | | | | | |
| Hikari TV | Thousands of subscriptions | | 2,823 | 3,014 | 3,052 | 3,023 | 3,016 | 3,001 | 2,983 | 2,947 | 2,952 | 884 |
| FLET'S TV Transmission Services ² | Thousands of subscriptions | | 1,161 | 1,345 | 1,432 | 1,521 | 1,615 | 1,716 | 1,828 | 1,916 | 1,995 | 2,066 |
| | | Unit | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
| Mobile Aggregate ARPU (NTT DOCOMO)^{5,6} | | | | | | | | | | | | |
| New | Mobile Communications ARPU | Yen | - | - | - | - | - | - | - | - | 4,150 | 4,050 |
| | Hikari ARPU | Yen | - | - | - | - | - | - | - | - | 590 | 590 |
| Old | Mobile ARPU (5G + LTE (Xi) + FOMA) | Yen | - | - | - | - | - | 4,360 | 4,230 | 4,280 | - | - |
| | docomo Hikari ARPU | Yen | - | - | 50 | 190 | 340 | 440 | 510 | 570 | - | - |
| | Voice ARPU | Yen | 1,490 | 1,280 | 1,210 | 1,250 | 1,370 | - | - | - | - | - |
| | Packet ARPU | Yen | 2,880 | 2,820 | 2,910 | 2,990 | 2,970 | - | - | - | - | - |
| | Smart ARPU | Yen | - | - | - | - | - | - | - | - | - | - |
| FLET'S Hikari ARPU⁵ | | | | | | | | | | | | |
| NTT East | Yen | | 5,660 | 5,490 | 5,510 | 5,250 | 5,080 | 4,910 | 4,790 | 4,690 | 4,570 | 4,490 |
| NTT West | Yen | | 5,830 | 5,680 | 5,470 | 5,280 | 5,100 | 4,930 | 4,820 | 4,740 | 4,620 | 4,550 |

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

² "FLET'S Hikari", "Hikari Denwa" and "FLET'S TV Transmission Services" include wholesale services provided to service providers by NTT East and NTT West.

³ The number of Telephone Subscriber Lines is the total of individual lines and central station lines (including the Subscriber Telephone Lite Plan). "INS-Net" includes "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" subscription is calculated as ten "INS-Net 64" subscriptions (including subscriptions to the "INS-Net 64 Lite Plan").

⁴ NTT Group Major ISPs includes "OCN", "Piaa", "WAKWAK" and "InfoSphere."

⁵ Please see the next page for the ARPU calculation method and other details.

⁶ The ARPU calculation method was changed in FY2015. Accompanying this change, the new method has been applied retroactively to the ARPU figures for FY2013 and FY2014. A subsequent change to the ARPU calculation method was instituted in FY2018 and FY2021, that entailed the integration of Voice ARPU and Packet ARPU in FY2018, and starting in FY2021, includes OCN Mobile-related revenues and subscriptions.

Reference Materials

ARPU (Average monthly Revenue Per Unit): Average monthly revenue per subscriber(user)

Average monthly revenue per unit (ARPU) is used to measure average monthly operating revenues on a per subscriber (user) basis. In the case of the integrated ICT business, ARPU is calculated by dividing communications services revenue items included in operating revenues from NTT Group's Integrated ICT Business Segment, such as revenues from 5G mobile phone services, LTE (Xi) mobile phone services, FOMA mobile phone services and docomo Hikari services (with certain exceptions), by the number of Active users to the relevant services. In the case of NTT Group's regional communications business, ARPU is calculated by dividing revenue items included in the operating revenues of NTT Group's Regional Communications Business Segment (i.e., fixed-line (telephone subscriber lines plus INS-Net subscriber lines) and FLET'S Hikari) by the number of Active Subscribers to the relevant services. The calculation of these figures excludes revenues that are not representative of monthly average usage, such as telecommunications equipment sales, activation fees and universal service charges. NTT believes that its ARPU figures calculated in this way provide useful information regarding the monthly average usage of its subscribers.

The revenue items included in the numerators of NTT Group's ARPU figures are based on its financial results comprising its IFRS results of operations.

Method of calculating ARPU

■ NTT DOCOMO

NTT computes ARPU for NTT DOCOMO as follows:

• Mobile Communications ARPU: Mobile Communications ARPU-related revenues (basic monthly charges, voice communication charges and packet communication charges) / Number of active users

• "Hikari" ARPU: "Hikari" ARPU-related revenues (basic monthly charges and voice communication charges) / Number of Active Users

*1 Number of Active Users used in the ARPU calculation of NTTDOCOMO is as below.

Sum of number of Active Users for each month during the applicable period

Active Users = (number of users at end of previous month + number of users at end of current month)/2.

*2 The number of "users" used to calculate ARPU is basically total number of subscriptions, excluding the subscriptions listed below:

Number of active users = subscriptions

– 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.

– 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.

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 of "d POINTS"-related revenues, among others, are not included in NTT DOCOMO's ARPU calculation.

■ NTT East, NTT West

NTT separately computes the following two categories of ARPU for the fixed-line business conducted by each of NTT East and NTT West, using the following measures:

• 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 and Supplementary Business, revenues from monthly charges, call charges and device connection charges for Hikari Denwa, which are included in operating revenues from IP Services, and revenues from "FLET'S Hikari" optional services, which are included in Supplementary Business revenues.

*1 FLET'S Hikari includes FLET'S Hikari Cross, FLET'S Hikari Next, FLET'S Hikari Light, FLET'S Hikari Lightplus, FLET'S Hikari WiFi Access and Hikari Denwa Next (optical IP telephone) provided by NTT East, FLET'S Hikari Cross, FLET'S Hikari Next, FLET'S Hikari Mytown Next, FLET'S Hikari Light and Hikari Denwa Next (IP telephone service) provided by NTT West, and the "Hikari Collaboration Model" wholesale provision of services provided by NTT East and NTT West to service providers. FLET'S Hikari optional services include wholesale services provided to service providers by NTT East and NTT West.

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

*3 For purposes of calculating Aggregate Fixed-line ARPU (Telephone Subscriber Lines + INS-Net Subscriber Lines), the number of subscribers is that for fixed-line services (telephone subscriber lines or INS Net subscriber lines).

*4 In terms of number of channels, transmission rate, and line use rate (base rate), INS-Net 1500 is in all cases roughly ten times greater than INS-Net 64. For this reason, one INS-Net 1500 subscription is calculated as ten INS-Net 64 subscriptions.

*5 For purposes of calculating FLET'S Hikari ARPU, the number of subscribers is determined based on the number of FLET'S Hikari subscribers (including FLET'S Hikari Cross, FLET'S Hikari Next, FLET'S Hikari Light, FLET'S Hikari Lightplus, FLET'S Hikari WiFi Access and Hikari Denwa Next (optical IP telephone) provided by NTT East, FLET'S Hikari Cross, FLET'S Hikari Next, FLET'S Hikari Mytown Next, FLET'S Hikari Light and Hikari Denwa Next (IP telephone service) provided by NTT West), and "Hikari Collaboration Model" wholesale services provided by NTT East and NTT West to service providers.

*6 Number of Active Subscribers used in the ARPU calculation of NTT East and NTT West is as below:

FY Results: Sum of number of Active Subscribers for each month in the applicable period

Active Subscribers = (number of subscribers at end of previous month + number of subscribers at end of current month)/2