

Financial Data

Consolidated Financial Statements and Indicators Summary

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

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

Consolidated Balance Sheets Summary					
Assets		20,702.4	21,035.9	21,250.3	21,675.8
Current assets	(incl.) Cash and cash equivalents	4,957.2	5,427.0	5,312.4	5,367.6
	(incl.) Notes and accounts receivable, trade	849.2	1,088.3	925.2	780.3
		2,663.0	2,733.1	2,699.7	2,976.5
Property, plant and equipment		9,801.5	9,551.9	9,719.0	9,821.1
Investments and other assets	(incl.) Goodwill	5,943.7	6,057.0	6,218.9	6,487.1
	(incl.) Software	1,186.2	1,229.2	1,314.6	1,329.3
	(incl.) Other intangible assets	1,248.0	1,212.5	1,209.5	1,224.0
		413.6	392.0	453.9	394.5
Liabilities and Equity		20,702.4	21,035.9	21,250.3	21,675.8
Current liabilities	(incl.) Short-term borrowings	3,721.7	3,741.1	4,131.4	4,239.0
	(incl.) Current portion of long-term debt	330.4	129.7	227.2	270.7
	(incl.) Accounts payable, trade	370.3	476.8	681.9	624.4
		1,579.6	1,572.8	1,613.0	1,613.5
Long-term liabilities	(incl.) Long-term debt	5,902.7	6,009.6	5,560.4	5,354.3
	(incl.) Liability for employees' retirement benefits	3,688.8	3,546.2	3,168.5	2,947.9
		1,388.0	1,688.6	1,599.4	1,619.9
Redeemable noncontrolling interests		28.3	45.1	50.8	49.9
Equity		11,049.8	11,240.1	11,507.8	12,032.6

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

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

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

EBITDA 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 be carried out on July 1, 2015, the 2-for-one stock split that be carried out on January 1, 2020 and the 25-for-one stock split that be carried out on July 1, 2023.

IFRS		FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
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	13,374.6
Fixed voice related services ⁴		1,146.9	1,077.7	999.4	934.7	916.1	871.2	805.0
Mobile voice related services ⁴		933.3	946.7	966.5	1,126.8	1,102.5	1,046.4	987.6
IP/package communications services ⁴		3,757.4	3,721.2	3,619.3	3,477.5	3,444.8	3,444.0	3,434.3
Sales of telecommunications equipment		878.3	929.2	691.8	674.1	694.7	756.2	852.0
System integration services ^{4 5}		3,457.4	3,594.1	3,731.4	3,829.8	4,008.1	4,546.5	4,873.7
Other ^{4 5}		1,608.9	1,611.0	1,891.0	1,901.0	1,990.2	2,472.0	2,421.9
Operating expenses		10,141.1	10,186.0	10,337.3	10,272.6	10,387.9	11,307.2	11,451.7
Personnel expenses		2,393.4	2,391.6	2,428.5	2,461.4	2,566.1	2,768.7	2,935.5
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	6,489.4
Depreciation and amortization ²		1,346.9	1,333.6	1,465.3	1,507.2	1,561.2	1,582.6	1,628.6
Impairment losses		177.9	126.4	16.7	25.7	38.1	16.0	14.5
	Goodwill	34.1	39.4	2.9	2.7	0.2	6.2	0.5
	Metal cables	124.8	66.0	–	–	–	–	–
	Other	19.0	21.0	13.7	23.0	37.8	9.8	14.0
Expenses on disposal of fixed assets		154.2	172.2	171.6	156.9	132.1	118.6	119.0
Taxes and dues		234.9	244.5	248.8	246.1	251.0	258.0	264.8
Operating profit		1,641.1	1,693.8	1,562.2	1,671.4	1,768.6	1,829.0	1,922.9
Profit before taxes		1,740.5	1,671.9	1,570.1	1,652.6	1,795.5	1,817.7	1,980.5
Income taxes		533.8	533.2	458.8	524.7	539.5	529.9	635.3
Profit attributable to NTT		897.9	854.6	855.3	916.2	1,181.1	1,213.1	1,279.5

Consolidated Balance Sheets Summary								
Assets		21,541.4	22,295.1	23,014.1	22,965.5	23,862.2	25,308.9	29,604.2
Current assets	(incl.) Cash and cash equivalents	5,869.2	6,580.0	6,703.5	5,326.4	5,716.6	6,654.9	8,324.1
	(incl.) Trade and other receivables	895.0	946.1	1,033.6	935.7	834.6	793.9	982.9
		4,022.2	4,391.4	3,502.8	3,534.6	3,605.0	4,186.4	4,817.0
Non-current assets	(incl.) Property, plant and equipment	15,672.3	15,715.2	16,310.6	17,639.1	18,145.6	18,654.0	21,280.1
	(incl.) Goodwill	8,812.2	9,012.9	9,087.5	9,282.3	9,326.9	9,717.1	10,422.0
	(incl.) Intangible assets	841.3	886.5	980.8	1,056.2	1,213.0	1,283.4	1,698.9
		1,589.4	1,627.8	1,694.1	1,765.9	1,951.8	2,122.9	2,510.7
Liabilities and Equity		21,541.4	22,295.1	23,014.1	22,965.5	23,862.2	25,308.9	29,604.2
Liabilities		9,975.8	10,490.4	11,551.5	14,762.4	14,844.1	15,958.2	18,711.2
	(incl.) Short-term borrowings	4,622.4	5,228.1	6,607.6	7,426.2	6,258.6	6,840.0	8,845.6
	(incl.) Trade and other payables	1,017.7	1,397.5	2,054.5	3,168.6	1,648.6	1,840.4	2,543.0
		1,811.7	2,092.5	2,142.8	2,356.7	2,500.3	2,807.3	2,940.9
Equity	(incl.) Long-term debt	5,353.4	5,262.3	4,943.9	7,336.3	8,585.5	9,118.2	9,865.5
	(incl.) Defined benefit liabilities	2,953.9	2,865.2	2,165.8	4,455.7	5,717.5	6,390.2	7,048.0
		1,860.5	1,878.0	1,873.5	1,731.6	1,561.0	1,362.3	1,156.4

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	2,374.2
Cash flows from investing activities	–1,746.2	–1,774.1	–1,852.7	–1,424.5	–1,699.2	–1,736.9	–1,989.2
Cash flows from financing activities	–968.3	–584.3	–1,041.3	–1,689.5	–1,438.1	–590.2	–234.5

Other Financial Data / Major Management Indicators							
Interest-bearing liabilities	3,971.6	4,262.7	4,699.9	7,624.3	7,364.3	8,230.5	9,591.0
D/E Ratio (%)	43.9%	46.0%	51.9%	100.8%	88.9%	96.1%	97.4%
Capital Investment	1,697.9	1,697.0	1,806.6	1,728.3	1,687.6	1,862.4	2,063.1
Research and development expenses	208.6	211.3	224.9	232.6	248.0	252.8	254.9
EBITDA margin (%) ²	27.5%	27.3%	24.9%	26.1%	26.7%	25.0%	25.6%
Free cash flows	795.1	632.0	1,142.5	1,584.5	1,311.1	524.1	577.7
Employees (Thousands) ⁶	285	308	319	325	334	339	338
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	87,152,141,738	84,799,194,212
Dividend per share (Yen) ³	3.0	3.6	3.8	4.2	4.6	4.8	5.1
Dividend payout ratio (%)	33.3%	40.9%	41.1%	42.3%	34.9%	34.5%	33.8%
ROE (%)	10.2%	9.3%	9.3%	11.0%	14.9%	14.4%	13.9%

Previous 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	15.1
Overseas Operating Profit Margin (%) ⁸	3.1%	3.2%	2.4%	3.0%	6.3%	7.2%	–
Cost Reductions ⁹	–	–220.0	–500.0	–670.0	–840.0	–935.0	–990.0
ROIC (%)	7.4%	7.4%	6.6%	7.2%	7.5%	7.4%	6.9%

Medium-Term Financial Targets (Announced in May 2023)							
EBITDA ²	3,237.1	3,241.4	2,968.6	3,111.6	3,247.1	3,290.2	3,418.1
Overseas Operating Profit Margin (%) ¹⁰	–	–	–	–	–	7.3%	8.6%
ROIC (Existing areas) (%) ¹¹	–	–	–	–	–	8.2%	8.1%

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".

Business Segments^{*1,*2}

Unit: Billions of Yen Fiscal Year

	FY2014	FY2015	FY2016	FY2017 [IFRS]	FY2018 [IFRS]	FY2019 [IFRS]
Mobile communications business segment						
Operating revenues	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	3,747.6	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 income	635.8	788.4	951.6	987.0	1,013.6	854.7
Regional communications business segment						
Operating revenues	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	3,336.7	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 income	168.9	265.0	359.5	351.6	360.7	388.3
Long distance and international communications business segment						
Operating revenues	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	1,885.1	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 income	113.6	96.7	40.8	90.6	100.1	103.6
Data communications business segment						
Operating revenues	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	1,424.7	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 income	86.4	112.7	107.9	123.2	147.7	130.9
Other business segment						
Operating revenues	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	1,204.8	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 income	67.5	74.0	77.3	98.7	85.6	90.9

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

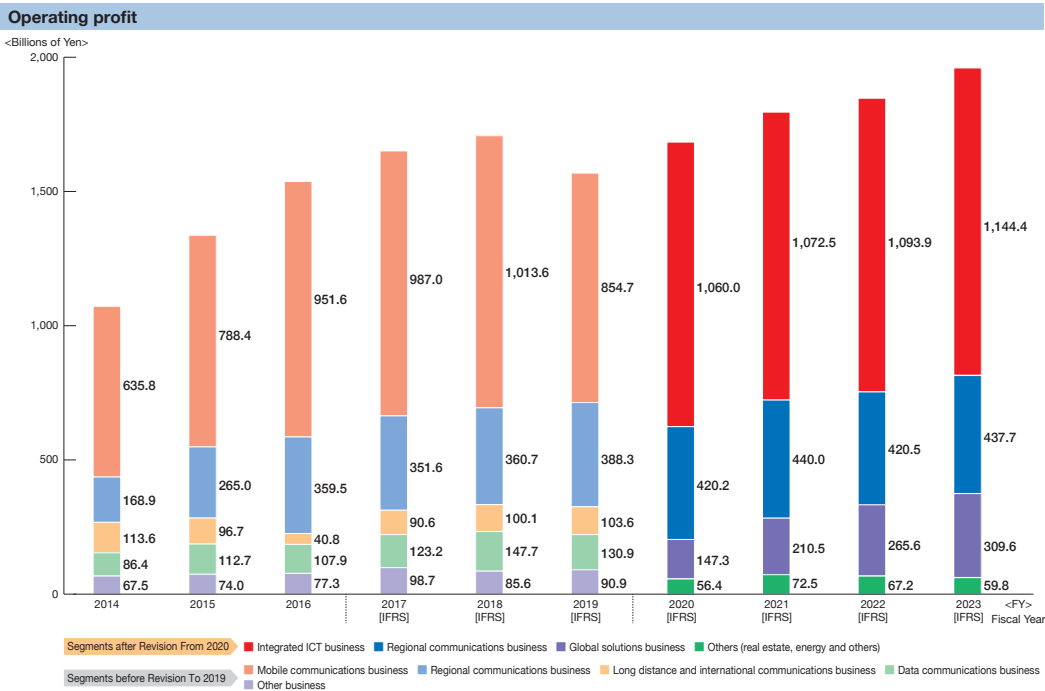
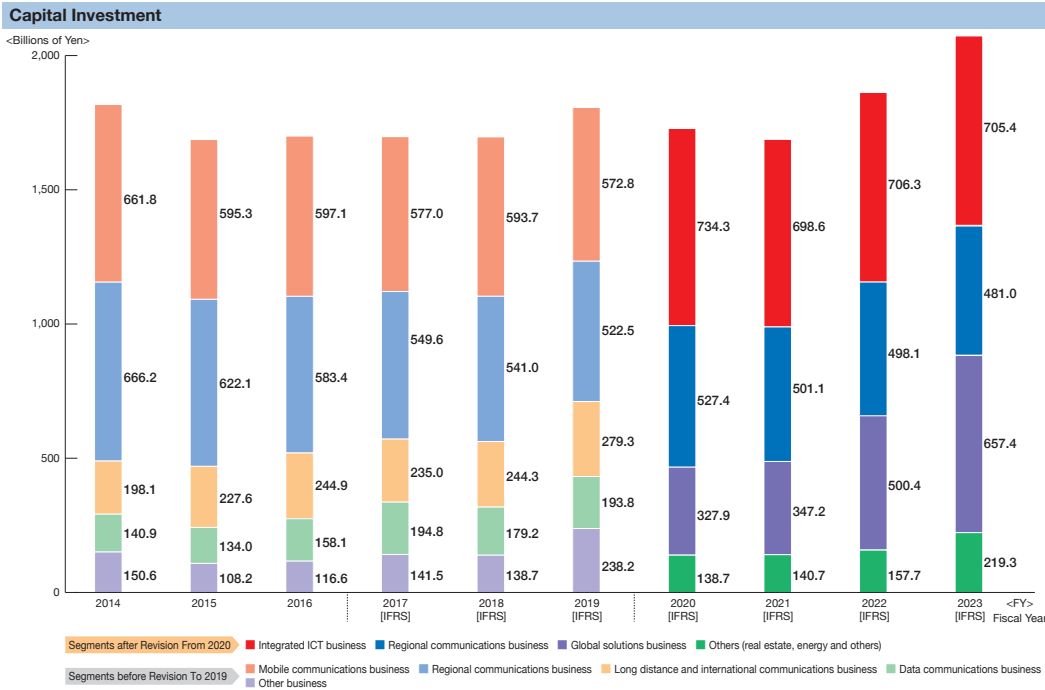
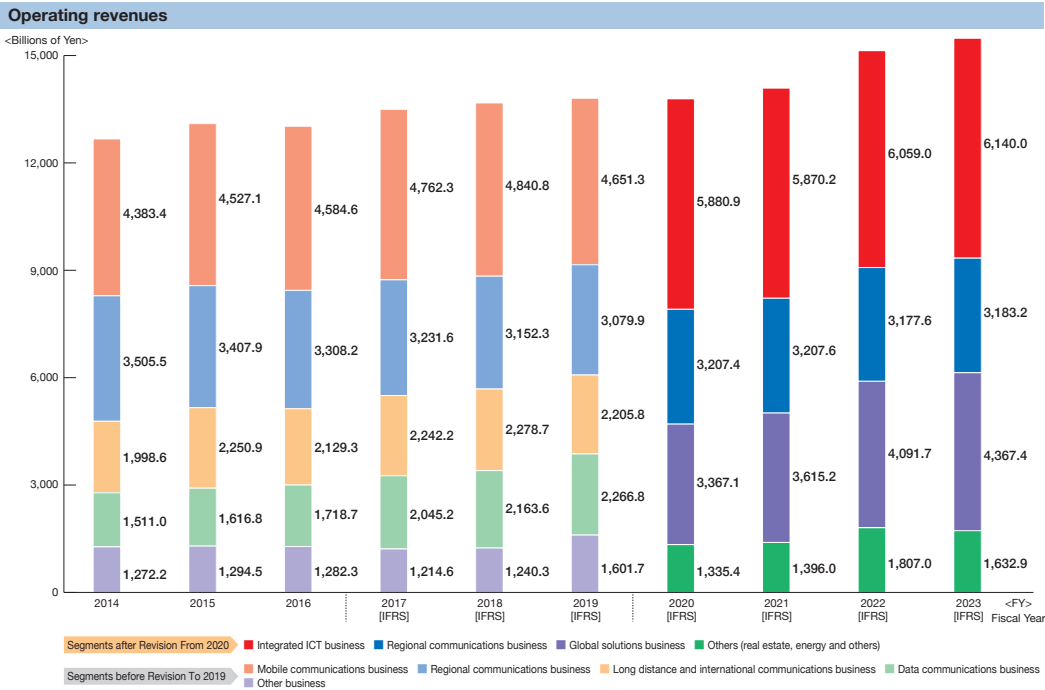
*2 The NTT Group transitioned from the previous five-segment structure to a four-segment structure from the fourth quarter of fiscal year 2021. In connection with this revision, results from FY2020 have been restated to align with the segment classifications subsequent to the change.

Unit: Billions of Yen Fiscal Year

	FY2020 [IFRS]	FY2021 [IFRS]	FY2022 [IFRS]	FY2023 [IFRS]
Integrated ICT business segment				
Operating revenues	5,880.9	5,870.2	6,059.0	6,140.0
Fixed voice related services	187.4	176.0	172.7	143.9
Mobile voice related services	1,132.8	1,109.9	1,054.2	995.0
IP/packet communications services	2,372.1	2,304.3	2,292.6	2,293.9
Sales of telecommunications equipment	605.2	629.0	686.0	780.9
System integration services	486.0	525.2	609.5	642.2
Other	1,097.4	1,125.7	1,244.0	1,284.1
Operating expenses	4,820.9	4,797.6	4,965.1	4,995.6
Personnel expenses	462.8	470.7	476.5	510.2
Expenses for purchase of goods and services and other expenses	3,478.5	3,430.0	3,581.8	3,551.6
Depreciation and amortization	750.6	779.9	785.9	812.3
Impairment losses	0.4	1.7	12.2	4.8
Expenses on disposal of fixed assets	67.9	52.6	44.1	50.8
Taxes and dues	60.8	62.7	64.7	65.8
Operating profit	1,060.0	1,072.5	1,093.9	1,144.4
Regional communications business segment				
Operating revenues	3,207.4	3,207.6	3,177.6	3,183.2
Fixed voice related services	950.3	932.0	876.2	835.5
IP/packet communications services	1,544.1	1,598.6	1,601.1	1,581.4
Sales of telecommunications equipment	69.5	67.7	71.2	72.8
System integration services	292.7	219.3	207.8	221.2
Other	350.8	389.9	421.2	472.3
Operating expenses	2,787.2	2,767.6	2,757.1	2,745.5
Personnel expenses	675.4	657.4	640.5	636.3
Expenses for purchase of goods and services and other expenses	1,447.4	1,457.6	1,488.5	1,491.8
Depreciation and amortization	422.9	421.3	419.6	409.4
Impairment losses	14.1	14.5	0.3	0.4
Expenses on disposal of fixed assets	88.3	78.2	66.0	65.0
Taxes and dues	139.3	138.5	142.2	142.6
Operating profit	420.2	440.0	420.5	437.7
Global solutions business segment^{*3}				
Operating revenues	3,367.1	3,615.2	4,091.7	4,367.4
System integration services	3,364.2	3,613.6	4,091.7	4,367.4
Other	3.0	1.6	–	–
Operating expenses	3,219.8	3,404.7	3,826.1	4,057.8
Personnel expenses	1,150.5	1,263.7	1,477.6	1,600.8
Expenses for purchase of goods and services and other expenses	1,742.5	1,791.5	2,009.2	2,087.9
Depreciation and amortization	296.9	309.1	314.4	339.1
Impairment losses	9.7	19.4	2.4	4.2
Expenses on disposal of fixed assets	6.5	5.5	7.6	6.8
Taxes and dues	13.6	15.5	14.9	19.0
Operating profit	147.3	210.5	265.6	309.6
Others (real estate, energy and others)^{*4}				
Operating revenues	1,335.4	1,396.0	1,807.0	1,632.9
System integration services	46.8	40.5	57.1	62.4
Other	1,288.7	1,355.4	1,749.9	1,570.6
Operating expenses	1,279.0	1,323.5	1,739.8	1,573.1
Personnel expenses	245.5	248.8	265.4	273.7
Expenses for purchase of goods and services and other expenses	889.0	914.1	1,300.3	1,118.9
Depreciation and amortization	106.1	118.9	126.9	133.3
Impairment losses	2.5	2.5	1.1	5.1
Expenses on disposal of fixed assets	3.5	4.9	9.8	4.8
Taxes and dues	32.5	34.3	36.3	37.3
Operating profit	56.4	72.5	67.2	59.8

*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.

*4 Some of the cost items are reorganized and results for FY2022 and forecasts for FY2023 are also reclassified and presented.



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

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

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

Unit: Billions of Yen Fiscal Year

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

NTT DATA Consolidated (JPN GAAP)	FY2014	FY2015	FY2016	FY2017
Net sales	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	-
Eliminations or Corporate ^{*1 *2}	-223.8	-241.0	-269.9	-258.5
Cost of sales	1,147.3	1,216.7	1,293.6	1,592.7
Gross profit	364.5	398.1	438.8	524.4
Selling, general and administrative expenses	280.4	297.2	321.7	400.8
Operating income	84.0	100.8	117.1	123.5
Non-Operating income and expenses	-6.1	-2.7	-4.1	-1.9
Ordinary income	77.9	98.1	112.9	121.5
Net income attributable to owners of parent	32.1	63.3	65.6	58.1
(Ref.) Capital Investment	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)	FY2014	FY2015	FY2016	FY2017
Operating revenues	734.4	921.9	809.0	880.2
Operating expenses	725.9	921.6	818.9	872.9
Operating profit	8.4	0.3	-9.9	7.2
Profit attributable to Dimension Data	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	FY2023
Operating revenues	–	–	–	5,880.9	5,870.2	6,059.0	6,140.0
Telecommunications services	–	–	–	3,707.5	3,605.8	3,534.5	3,445.3
Mobile communications services	–	–	–	2,752.5	2,658.3	2,596.2	2,541.4
Fixed communications services and other telecommunications services	–	–	–	955.0	947.5	938.3	904.0
Equipment sales	–	–	–	605.2	629.0	686.0	780.9
System integration services	–	–	–	486.0	525.2	609.5	642.2
Other	–	–	–	1,082.2	1,110.2	1,229.0	1,271.6
Operating expenses	–	–	–	4,820.9	4,797.6	4,965.1	4,995.6
Personnel expenses	–	–	–	462.8	470.7	476.5	510.2
Expenses for purchase of goods and services and other expenses	–	–	–	2,933.3	2,875.3	3,033.0	3,029.6
Depreciation and amortization	–	–	–	750.6	779.9	785.9	812.3
Impairment losses	–	–	–	0.4	1.7	12.2	4.8
Telecommunications equipment use rate	–	–	–	606.0	617.4	613.5	587.9
Expenses on disposal of fixed assets	–	–	–	67.9	52.6	44.1	50.8
Operating profit	–	–	–	1,060.0	1,072.5	1,093.9	1,144.4
Profit before taxes	–	–	–	1,072.6	1,082.4	1,093.5	1,153.8
Profit attributable to NTT DOCOMO, INC.	–	–	–	749.6	752.1	771.8	795.1
(Ref.) Capital Investment	–	–	–	–	698.6	706.3	705.4

* 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.

NTT East Group*	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Operating revenues	1,786.8	1,740.6	1,677.1	1,726.1	1,718.0	1,702.2	1,710.5
Fixed voice related services	599.1	573.6	534.2	500.7	493.8	462.3	441.3
IP/packet communications services	851.6	842.5	842.1	884.8	912.8	907.6	897.2
Sales of telecommunications equipment	29.9	30.3	31.0	27.9	27.0	28.6	30.0
System integration services	80.0	75.4	99.9	144.6	111.9	104.1	113.5
Other	226.1	218.8	169.9	168.0	172.4	199.6	228.5
Operating expenses	1,554.1	1,498.0	1,421.1	1,462.1	1,439.0	1,416.7	1,411.9
Personnel expenses	386.1	372.6	359.6	353.3	344.0	335.2	333.6
Expenses for purchase of goods and services and other expenses	751.8	733.3	713.0	755.2	744.4	755.6	757.9
Depreciation and amortization	242.9	237.9	222.1	225.0	221.7	213.8	207.2
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	34.8
Taxes and dues	72.1	72.1	74.3	75.0	74.6	77.7	78.3
Operating profit	232.7	242.7	256.0	264.0	279.0	285.4	298.6
Profit before taxes	230.3	241.0	255.0	263.3	281.5	285.1	297.6
Profit attributable to NTT East	162.4	166.0	178.4	180.4	196.4	202.4	206.9
(Ref.) Capital Investment	268.6	274.1	271.0	268.7	251.6	248.9	243.8

* 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	FY2023
Operating revenues	1,494.0	1,462.3	1,434.3	1,505.9	1,513.5	1,501.6	1,497.0
Fixed voice related services	553.7	522.0	480.5	456.4	444.2	420.1	399.4
IP/packet communications services	672.5	658.6	648.1	660.3	687.4	695.8	686.3
Sales of telecommunications equipment	47.2	46.7	46.0	42.0	41.2	43.1	43.3
System integration services	88.9	95.4	108.3	149.7	109.2	105.4	109.1
Other	131.6	139.6	151.5	197.5	231.5	237.1	258.9
Operating expenses	1,374.7	1,344.0	1,302.1	1,350.1	1,352.7	1,366.7	1,358.1
Personnel expenses	352.1	336.8	323.6	322.1	313.7	305.4	302.7
Expenses for purchase of goods and services and other expenses	640.2	653.1	675.4	716.8	736.8	758.9	758.1
Depreciation and amortization	212.0	210.3	192.6	198.2	199.9	206.0	202.4
Impairment losses	64.6	31.0	0.9	0.5	0.6	0.3	0.4
Expenses on disposal of fixed assets	40.9	47.7	44.6	48.3	37.8	31.6	30.2
Taxes and dues	64.9	65.0	65.0	64.2	64.0	64.5	64.2
Operating profit	119.4	118.3	132.2	155.8	160.9	134.9	138.9
Profit before taxes	113.6	113.7	129.3	154.4	158.3	131.7	135.6
Profit attributable to NTT West	80.0	80.7	91.8	105.2	110.5	93.2	98.8
(Ref.) Capital Investment	281.0	266.9	251.5	258.6	249.5	249.2	237.2

* 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.

Unit: Billions of Yen Fiscal Year

NTT DATA Group Consolidated* ^{1 2 3}	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Net sales	2,039.7	2,163.6	2,266.8	2,318.7	2,551.9	3,490.2	4,367.4
Japan	–	–	–	–	–	1,654.4	1,757.0
(incl.) Public and social infrastructure	–	–	–	–	–	635.9	692.3
(incl.) Financial	–	–	–	–	–	662.2	696.2
Enterprise	–	–	–	–	–	505.2	535.2
Overseas	–	–	–	–	1,039.8	1,880.4	2,654.5
(incl.) North America	–	–	–	–	477.8	594.3	586.7
(incl.) EMEA and LATAM	–	–	–	–	551.0	692.5	828.5
(incl.) NTT Ltd.	–	–	–	–	–	582.8	1,241.0
Public and social infrastructure	444.9	479.9	500.2	540.5	590.2	–	–
Financial	559.9	559.1	580.4	607.6	639.8	–	–
Enterprise	478.1	529.8	588.6	590.9	466.6	–	–
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	–44.6	–44.1
Cost of sales	1,535.5	1,618.6	1,694.6	1,734.1	1,875.9	2,567.9	3,172.4
Gross profit	504.2	545.0	572.2	584.6	676.0	922.2	1,195.0
Selling, general and administrative expenses	381.0	397.3	441.3	445.4	463.4	663.1	885.4
Operating profit	123.1	147.7	130.9	139.2	212.6	259.1	309.6
Profit before taxes	122.7	146.9	120.2	130.5	215.8	242.8	248.6
Profit attributable to NTT DATA	82.4	93.6	75.1	76.8	143.0	150.0	133.9
(Ref.) Capital Investment	–	–	–	169.5	176.7	381.7	657.4

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.

³ Due to the reorganization in July 2023, The figures are based on the new disclosed segments, including FY2022.

NTT Ltd. Group* ^{1 2}	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Operating revenues	–	–	897.7	1,058.8	1,054.7	1,188.8	1,241.0
High value services	–	–	–	387.4	456.2	562.8	595.3
Data center	–	–	–	127.9	173.9	241.8	282.7
Managed services	–	–	–	120.7	147.9	170.6	190.4
Data Networks	–	–	–	59.3	54.3	69.7	57.8
Other (Cloud communications, etc.)	–	–	–	79.5	80.1	80.8	64.4
Other services(IT product sales, etc.)	–	–	–	671.5	598.5	626.0	645.7
Operating expenses	–	–	919.1	1,049.6	1,048.3	1,149.0	1,175.9
Personnel expenses	–	–	214.6	265.1	289.2	303.2	308.8
Expenses for purchase of goods and services and other expenses	–	–	624.1	694.8	650.9	745.5	759.7
Depreciation and amortization	–	–	71.3	87.4	93.5	94.2	103.8
Impairment losses	–	–	6.7	0.7	10.7	0.3	1.0
Expenses on disposal of fixed assets	–	–	0.2	0.5	1.8	4.5	1.0
Taxes and dues	–	–	2.3	1.1	2.3	1.4	1.6
Operating profit	–	–	–21.4	9.2	6.3	39.7	65.1
Profit before taxes	–	–	–31.6	–2.4	–4.6	20.6	1.5
Profit attributable to NTT Ltd.	–	–	–34.0	–13.6	4.9	22.2	–21.4
(Ref.) Capital Investment	–	–	113.6	155.5	169.7	309.0	431.0

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.

NTT Urban Solutions Group ^{*1, *2}	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Operating revenues	–	–	426.0	447.7	446.5	389.3	418.1
Operating expenses	–	–	384.2	410.3	407.6	351.1	378.3
Personnel expenses	–	–	70.0	88.5	89.1	73.3	70.9
Expenses for purchase of goods and services and other expenses	–	–	263.2	266.8	259.4	226.2	252.3
Depreciation and amortization	–	–	35.7	39.7	41.2	35.3	34.9
Impairment losses	–	–	0.4	–	2.0	–	3.9
Expenses on disposal of fixed assets	–	–	–	–	–	–	–
Taxes and dues	–	–	14.5	15.3	15.9	16.3	16.3
Operating profit	–	–	48.7	45.1	46.6	45.2	64.8
Profit before taxes	–	–	41.4	40.4	41.5	36.6	53.1
Profit attributable to NTT Urban Solutions	–	–	27.3	26.2	26.0	22.4	33.3
(Ref.) Capital Investment	–	–	129.4	92.1	78.8	76.6	120.7
(incl.) NTT Urban Development Group^{*3}							
Operating revenues	160.6	168.0	147.9	143.9	141.5	176.1	193.3
Operating expenses	–	140.4	122.1	122.0	116.0	143.9	164.6
Personnel expenses	–	10.8	10.1	12.0	7.5	7.8	9.1
Expenses for purchase of goods and services and other expenses	–	97.8	75.4	70.4	65.1	93.4	106.3
Depreciation and amortization	–	17.7	23.5	26.5	27.7	28.4	30.2
Impairment losses	–	1.8	0.4	–	2.0	–	3.9
Expenses on disposal of fixed assets	–	–	–	–	–	–	–
Taxes and dues	–	12.2	12.4	13.1	13.7	14.3	15.1
Cost of sales	112.2	–	–	–	–	–	–
Gross profit	48.3	–	–	–	–	–	–
Selling, general and administrative expenses	20.5	–	–	–	–	–	–
Operating profit	30.4	28.6	32.1	27.4	31.2	35.6	49.3
Profit before taxes	27.9	25.6	25.2	22.6	26.3	27.8	37.6
Profit attributable to NTT Urban Development	18.1	16.1	16.0	14.1	16.5	17.1	22.3

^{*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.

Former NTT DOCOMO Group (-FY2021) (excluding NTT Communications/NTT Comware Group) ^{*1, *2, *3}	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
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 DOCOMO, INC.	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-FY2021)*	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
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 Communications	–	–	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.

NTT Communications Group (-June 2019) ^{*1, *2}	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
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 Communications	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.

Dimension Data Consolidated (-FY2019)	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
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 Dimension Data	9.7	5.2	–3.8	–	–	–	–
(Ref.) Capital Investment	21.1	20.9	4.8	–	–	–	–

Operational Data

		Unit	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	End of FY2023
Mobile Communications Services Subscriptions ^{*1}												
	5G	Thousands of subscriptions	–	–	–	–	–	14	3,091	11,530	20,602	29,740
	LTE (Xi)	Thousands of subscriptions	30,744	38,679	44,544	50,097	55,872	61,664	64,210	61,396	57,771	53,041
	FOMA (3G)	Thousands of subscriptions	35,851	32,285	30,336	26,273	22,581	18,648	15,331	11,826	9,122	7,159
Fixed-Line Broadband Services Subscriptions ^{*2}												
	FLET'S Hikari	Thousands of subscriptions	18,716	19,259	20,053	20,533	21,078	21,658	22,564	23,266	23,575	23,653
	Hikari Denwa	Thousands of channels	17,108	17,374	17,759	18,032	18,244	18,503	18,692	18,782	18,752	18,304
Telephone Subscriber Lines / INS-Net ^{*3}												
	Telephone subscriber lines	Thousands of subscriptions	21,286	19,943	18,797	17,538	16,363	15,144	14,102	13,123	12,108	11,206
	INS-Net	Thousands of subscriptions	3,058	2,776	2,539	2,331	2,138	1,942	1,767	1,604	1,434	1,230
FLET'S ADSL / FLET'S ISDN												
	FLET'S ADSL	Thousands of subscriptions	1,219	1,053	919	780	602	483	381	286	58	46
	FLET'S ISDN	Thousands of subscriptions	95	85	77	70	62	54	47	40	31	23
NTT Group Major ISPs ^{*4}		Thousands of subscriptions	11,586	11,411	11,231	11,057	10,945	11,517	11,430	11,360	11,483	10,265
Hikari TV / FLET'S TV Transmission Services												
	Hikari TV	Thousands of subscriptions	3,014	3,052	3,023	3,016	3,001	2,983	2,947	2,952	884	764
	FLET'S TV Transmission Services ^{*2}	Thousands of subscriptions	1,345	1,432	1,521	1,615	1,716	1,828	1,916	1,995	2,066	2,137
		Unit	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Mobile Aggregate ARPU (NTT DOCOMO) ^{*5 *6}												
New	Mobile Communications ARPU	Yen	–	–	–	–	–	–	–	4,150	4,050	3,980
	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	1,280	1,210	1,250	1,370	–	–	–	–	–	–
	Packet ARPU	Yen	2,820	2,910	2,990	2,970	–	–	–	–	–	–
FLET'S Hikari ARPU ^{*5}												
	NTT East	Yen	5,490	5,510	5,250	5,080	4,910	4,790	4,690	4,570	4,490	4,430
	NTT West	Yen	5,680	5,470	5,280	5,100	4,930	4,820	4,740	4,620	4,550	4,480

^{*1} Mobile telecommunications services and New subscriptions 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", "P!ala", "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 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 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. 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 and FOMA mobile phone services (with certain exceptions), by the number of Active users to the relevant services. The calculation of these figures excludes revenues that are not representative of monthly average usage, such as telecommunications equipment sales, activation fees and universal service charges. NTT believes that its ARPU figures calculated in this way provide useful information regarding the monthly average usage of its subscribers. The revenue items included in the numerators of NTT Group’s ARPU figures are based on its financial results comprising its IFRS results of operations.

Method of calculating ARPU

■ NTT East and 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

■ NTT DOCOMO

NTT computes Mobile Communications 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

*1 Number of Active Users used in the ARPU calculation of NTT DOCOMO 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; 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.

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.