

# Financial Results for 1<sup>st</sup> Half of Fiscal Year Ending March 31, 2012

**November 9, 2011** 



#### The forward-looking statements and projected figures concerning the future performance of NTT Com, its parent company and their respective subsidiaries and affiliates contained or referred to herein are based on a series of assumptions, projections, estimates, judgments and beliefs of the management of NTT Com in light of information currently available to it regarding NTT Com, the economy and telecommunications industry in Japan and overseas, and other factors. These projections and estimates may be affected by the future business operations of NTT Com, NTT and their respective subsidiaries and affiliates, the state of the economy in Japan and abroad, possible fluctuations in the securities markets, the pricing of services, the effects of competition, the performance of new products, services and new businesses, changes to laws and regulations affecting the telecommunications industry in Japan and elsewhere, other changes in circumstances that could cause actual results to differ materially from the forecasts contained or referred to herein, as well as other risks included in NTT's most recent Annual Report on Form 20-F and other fillings and submissions with the United States Securities and Exchange Commission.

• Accounting policies used to determine the figures in this presentation are consistent with those used to prepare financial statements in accordance with accounting principles generally accepted in Japan.

- "FY" in this material indicates the fiscal year ending March 31 of the succeeding year.
- "2Q (6m cum.)" in this material represents the 6-month period beginning on April 1 and ending on September 30.

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### **Financial Results and Forecasts of** NTT Communications Group and NTT Communications

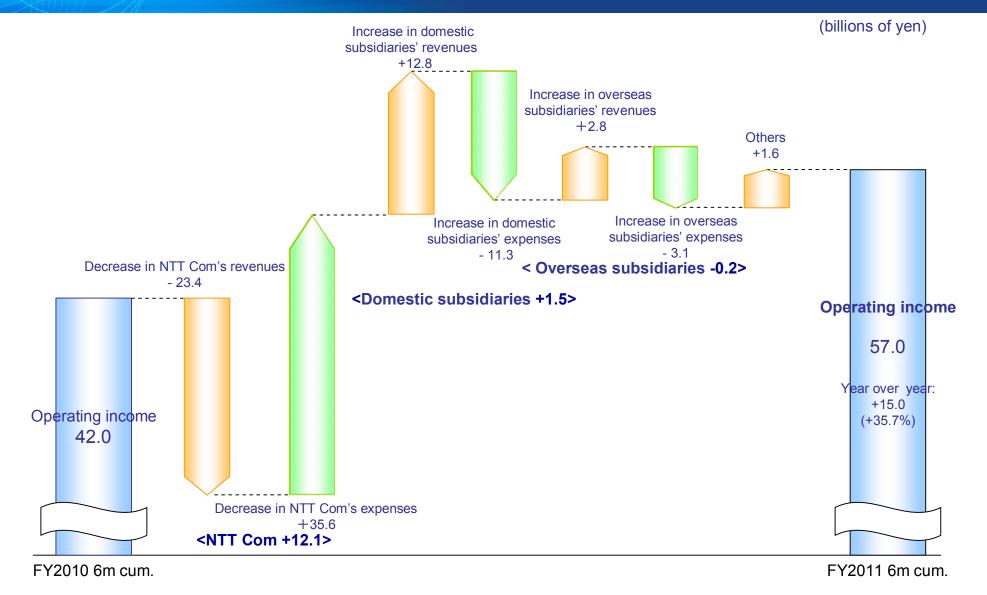
(billions of yen)

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	FY2010/2Q 6m cum.	FY2011/2Q 6m cum.	Amount change (FY11/10)	% change (FY11/10)
Operating revenues	612.6	<b>593.2</b>	- 19.4	- 3.2
	[509.0]	[485.5]	[ - 23.4]	[- 4.6]
Operating	570.6	<b>536.2</b>	- 34.4	- 6.0
expenses	[467.3]	[431.7]	[- 35.6]	[- 7.6]
Operating income	42.0	<b>57.0</b>	15.0	35.7
	[41.6]	[53.7]	[12.1]	[29.2]
Recurring profits	-	-	-	-
	[50.6]	[64.3]	[13.7]	[27.0]
Net income	-	-	-	-
	[26.3]	[38.3]	[11.9]	[45.5]
Capital investment	46.5	71.8	25.3	54.4 [54 7]
	[39.6]	[61.3]	[21.6]	[54.7]

Note: The figures in the table above represent figures for NTT Communications Group (NTT Communications and its subsidiaries) after adjustments and eliminations of intra-group transactions. Figures in parentheses show NTT Communications only.

## Details of NTT Communications Group Operating Income (1H FY2011)



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### NTT Communications Operating Revenues and Expenses (FY 2011 Results)

#### **Operating Revenues**

		FY2010 6m cum.	FY2011 6m cum.	Amount change (11/10)	% change (11/10)
Operating revenues		509.0	485.5	- 23.4	- 4.6
	Voice transmission services	178.8	164.9	- 13.9	- 7.8
	IP services	191.1	187.1	- 3.9	- 2.1
	Data communications services	46.0	40.2	- 5.8	- 12.6
	Solution services	79.7	80.7	0.9	1.2
	Others	13.1	12.5	- 0.6	- 4.9

#### **Operating Expenses**

		FY2010 6m cum.	FY2011 6m cum.	Amount change (11/10)	% change (11/10)
Operating expenses		467.3	431.7	- 35.6	- 7.6
	Personnel	47.1	45.6	- 1.4	- 3.2
	Purchase of goods and services	217.2	206.4	- 10.7	- 4.9
	Access charges	138.0	122.4	- 15.5	- 11.3
	Depreciation and amortization	55.9	49.1	- 6.8	- 12.2
	Retirement of fixed assets, and miscellaneous taxes	9.0	8.0	- 0.9	- 10.7

(billions of yen)

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**NTT**Communications

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#### FY 2011 Forecast

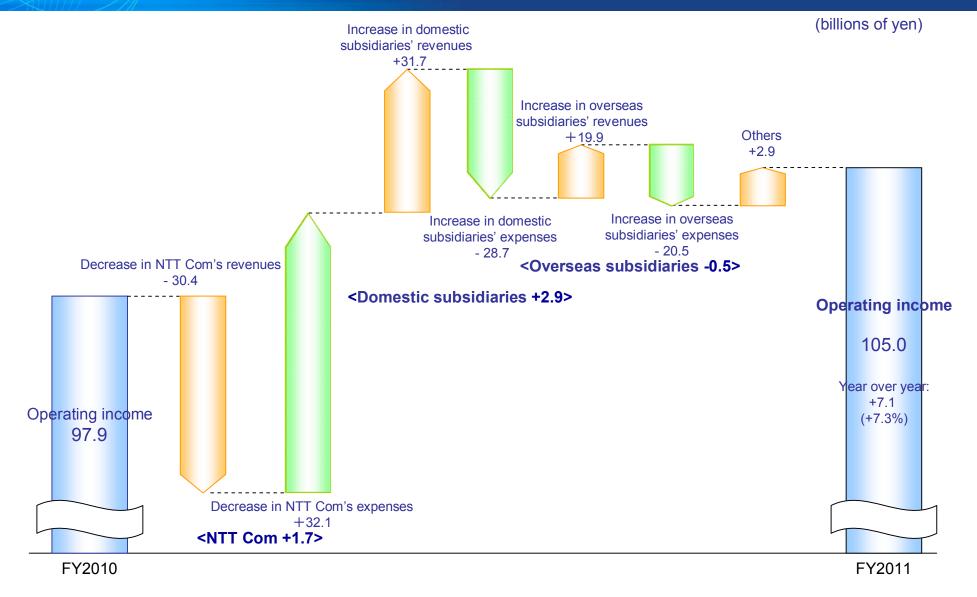


#### (billions of yen)

	FY 2011 forecast				
	(April 2011 – March 2012)	From initial forecast	From previous year	FY 2011/2Q (6m cum.)	
Operating revenues	1,250.0	- 10.0	- 4.2	47.5%	
	[1,003.0]	[- 10.0]	[- 30.4]	[48.4%]	
Operating expenses	1,145.0	- 15.0	- 11.3	46.8%	
	[908.0]	[- 18.0]	[- 32.1]	[47.6%]	
Operating income	105.0	5.0	7.1	54.3%	
	[95.0]	[8.0]	[1.7]	[56.6%]	
Recurring profits	-	-	-	-	
	[105.0]	[8.0]	[1.3]	[61.3%]	
Net income	-	-	-	-	
	[61.0]	[4.0]	[- 7.9]	[62.8%]	
Capital	160.0	- 8.0	26.0	44.9%	
investment	[128.0]	[- 8.0]	[12.7]	[47.9%]	

Note: The figures in the table above represent figures for NTT Communications Group (NTT Communications and its subsidiaries) after adjustments and eliminations of intra-group transactions. Figures in parentheses show NTT Communications only.

## Details of NTT Communications Group Operating **Contractions** Income (FY 2011 Forecast)



## (Reference) Revenues by Business Line (FY 2011 Forecast)

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(billions of yen)

(			
	FY 2010 Actual	FY 2011 Forecast	Amount change (FY11/10)
NTT Communications Group Operating revenues	1,254.2 [1,033.4]		- 4.2 [- 30 4]
	223.0	• · •	14.0
System integration	[167.0]	[169.0]	50.0       - 4.2         03.0]       [- 30.4]         37.0       14.0         59.0]       [2.0]         90.0       8.0         11.0]       [8.0]         19.0       18.0         34.0]       [3.0]         37.0       - 11.0
Cloud computing platform	82.0 [33.0]		
Applications & contents	101.0 [31.0]	119.0 [34.0]	
Data networks	448.0 [405.0]		- 11.0 [- 9.0]
Voice communications	383.0 [379.0]	352.0 [348.0]	- 31.0 [- 31.0]

NTT Communications Group global businesses 139.0 150.0 11.0

Notes 1. Figures above show NTT Communications Group (NTT Communications and its subsidiaries) after adjustments and eliminations for intergroup transactions. Figures in parentheses show non-consolidated NTT Communications.

2. The figures are prepared for managerial purpose, which consists of non-consolidated financial results and financial figures of domestic and overseas subsidiaries after adjustments and eliminations of intra-group transaction. Details of operating revenues are listed partially.

### Major Activities in FY 2011

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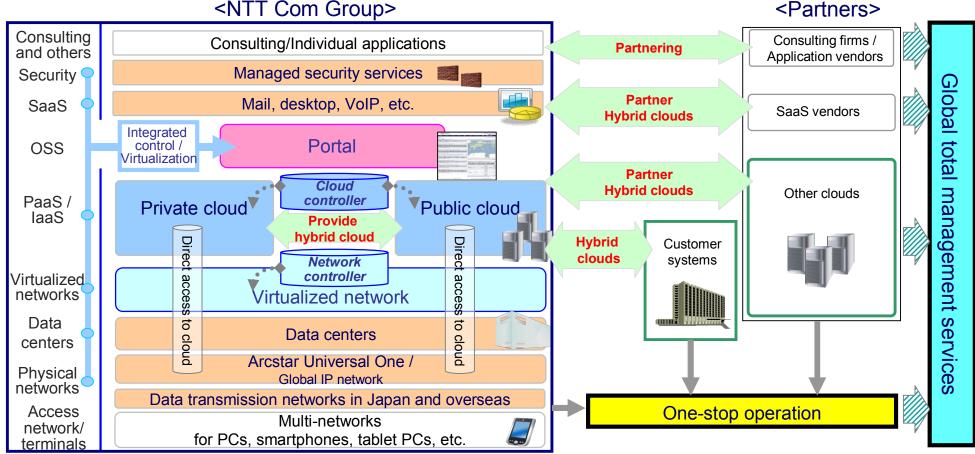
Offering globally seamless services, and implementing initiatives to maximize Group strengths to achieve "Vision 2015" goals.

FY2011 1st half		11	FY2012	
		1st half	2nd half	
Corporate		- "Vision 2015" business plan launch (May) - Reorganization (August)	- "Global Cloud Vision" launch (October)	
	System integration & cloud computing platform	<ul> <li>Frontline Systems Australia acquisition (June)</li> <li>Office 365 Hybrid Option launch (June)</li> <li>Biz Simple Disk launch (August)</li> </ul>	- Began constructing Tokyo No. 6 Data Center (October) - Establishment of Serangoon Data Center in Singapore	<ul> <li>Commercial launch of virtualized networks, etc.</li> <li>Establishment of Hong Kong TKO Data Center</li> </ul>
	Applications & contents	- Biz Hosting Mail & Web new plan launch (April) - Hikari-TV dokodemo launch (August)	- Expanded collaborations for Hikari- TV Shopping	
	Data networks	- Arcstar Universal One launch (May) - Arcstar Universal One global launch (September)	-Expansion of mobile access line service line up	- Begin operating Asia Submarine-cable Express
	Voice communications	- 050 plus launch (July) - Arcstar Unified Communications Services SIP Trunking Plan (May) and UCaaS Plan (August) launches	<ul> <li>Remote Office Solution launch (October)</li> <li>Arcstar Unified Communications Services Contact Center Plan launch</li> </ul>	

### **Overview of Cloud Vision**

 Deploy comprehensive cloud services around the world that are differentiated by NTT Com's know-how and experience as a telecom carrier.

· Combine NTT Com's special strengths, including networks and data centers, with servers and applications on an end-to-end, one-stop basis.



#### <NTT Com Group>

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### **Cloud Vision's Seven Key Features**



- **1. Cloud-seamless network** Provide seamless networks that access directly, without additional charge, to NTT Com's cloud services.
- **2. Virtualized networks** Virtualize networks between and within data centers; and enhance portal and controller functions for both cloud and network (scheduled next summer).
- **3. Globally seamless** Provide cloud services that seamlessly utilize NTT Com's global networks and data centers (126 data centers totaling 156,000 square meters and offering Arcstar Universal One in 159 countries)
- **4. Multi-X** Develop and provide flexible cloud platform supporting multiple vendors, carriers and devices.
- **5. Hybrid clouds** Offer hybrid cloud services that bridge on-premise systems, private cloud and public cloud as an integrated system.
- **6. Managed security services** Offer comprehensively managed global security services for reliable, high-quality clouds.
- **7. Partnerships** Strengthen and leverage partnerships with SaaS providers and consulting firms.

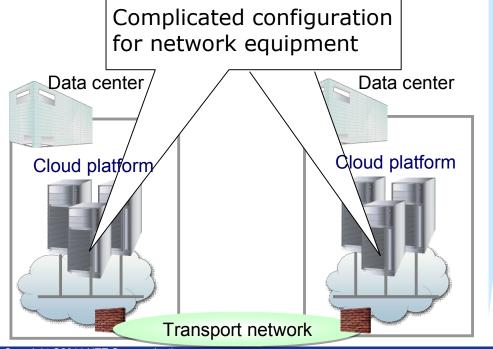
## **Benefit of Virtualized Network**

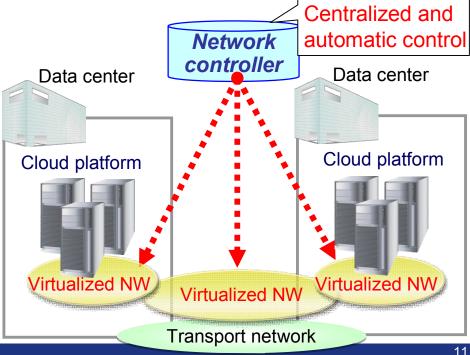


#### **Before**

#### After

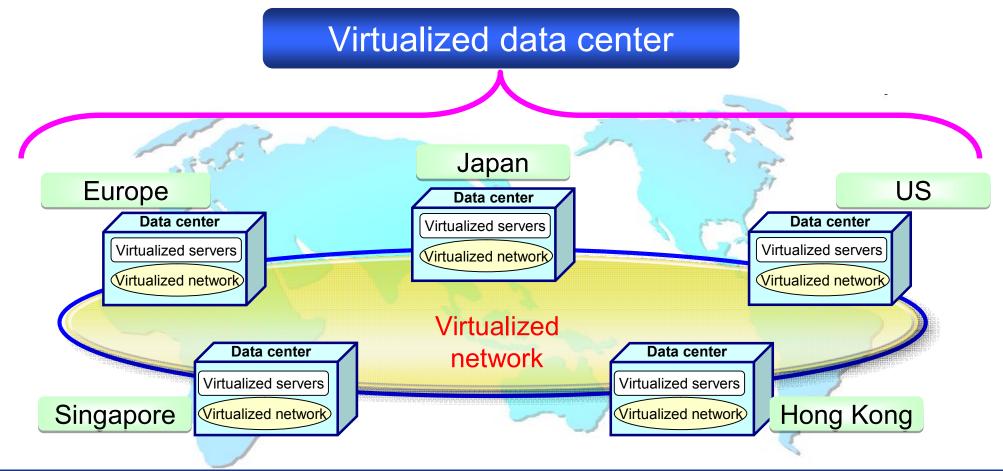
- For intra-data center connectivity, system modification requires complicated operation and configuration.
- For inter-data center network, setup and configuration are required before an event.
- Configuration changes are on-demand and flexible (utilizing technologies such as **OpenFlow**).
- Automated network-configuration changes.





## NTT Com's Virtualized Data Center

Virtualized servers, plus virtualized networks creating links within and across global data centers, enabling everything to function like a single virtualized data center for scalable and seamless services.



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#### (Reference) NTT Communications Major Services

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		Morob 24	Sontombor 20	
		March 31, 2011	September 30, 2011	% Change (FY11/10)
IP-bas	ed network subscribers (thousands)	552	565	2.4
OCN	OCN Internet access (for enterprise)		279	3.6
Gro	up-VPN	81	83	2.6
IP-V	/PN	108	107	- 0.9
Glob	bal IP-VPN	7	8	10.2
e-Vl	AN wide Ethernet	32	34	4.7
Data c	ommunications networks (thousands)	642	633	- 1.4
ISP subscribers (thousands)		11,423	11,630	1.8
OCN	N subscribers	8,234	8,431	2.4
Hikari-TV subscribers (thousands)		1,413	1,651	16.9
Overse	Overseas offices (cities)		77	5.5
	Submarine cable capacity between Japan and the U.S. (Gbps)	660	760	15.2
Cable	Submarine cable capacity between Japan and Asia region (Gbps)	500	620	24.0

Notes: 1. ISP includes OCN, Plala and InfoSphere.

2. A part of leased circuit services revenues is reclassified to IP service revenues from FY 2011. Major service data are also reclassified accordingly.

3. IP-based network includes Arcstar Global e-VLAN, a part of Giga Stream, and network services offered by NTT PC, such as broadband, Ethernet and secure Internet VPN.

4. Data communications networks (excluding IP) include analog/digital leased lines (HSD/DR), GIGASTREAM, frame relay/cell relay, packet network, Arcstar Global leased lines and others.