

# Business Operation Plan for the Fiscal Year Ending March 31, 2015

February 28, 2014  
Nippon Telegraph and Telephone East Corporation  
("NTT East")

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The forward-looking statements and projected figures concerning the future performance of NTT East, its parent company (NTT) 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 East in light of information currently available to it regarding NTT East, 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 East, 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 filings 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.

- As a carrier with an important leadership role in the information and communications industry, NTT East will aim to continue to provide high-quality, stable services and work to develop a disaster-resistant information and communications network in order to ensure their reliability as part of the social infrastructure. Furthermore, NTT East will endeavor to contribute toward the further enrichment and sustained development of society by using information communication technology (“ICT”) to confront the various social issues facing Japan, such as the low birthrate and aging population.
- NTT East plans to continue expanding fiber-optic access, which is now used by over 10 million subscribers, and aims to achieve the upgrade and expansion of its broadband network environment. NTT East also plans to offer an even wider range of services for IP telephony and video services, including maintenance and support for network infrastructure, and will develop and provide customers with high value-added and user-friendly services through further collaboration with companies in diverse industries.
- NTT East aims to further improve customer services, while taking steps to ensure steady business growth into the future, by further increasing operating efficiency and building a stable and stronger management base. NTT East will strive to return the results of these measures to customers, the local community and, through its holding company, to its shareholders.

# Service Plan, FLET'S Hikari ARPU and Capital Investment Plan

## ■ Service Plan (net increase)

(10,000 subscriptions)

| Item  | FY2013 revised forecast <sup>1</sup> | FY2014 plan | Change from previous fiscal year |
|---|--------------------------------------|-------------|----------------------------------|
| FLET'S Hikari   | 40 [(10)]                            | 30          | (10)                             |
| Fixed-line telephone<br>(Telephone subscription + ISDN <sup>2</sup> ) | (120) [+20]                          | (110)       | +10                              |

Notes: 1. Figures in brackets [ ] represent the change from the original forecast.

2. One INS-Net 1500 subscription is calculated as ten INS-Net 64 subscriptions.

## ■ FLET'S Hikari ARPU

(yen)

| Item               | FY2013 revised forecast <sup>1</sup> | FY2014 plan | Change from previous fiscal year |
|--------------------|--------------------------------------|-------------|----------------------------------|
| FLET'S Hikari ARPU | 5,660 [(40)]                         | 5,500       | (160)                            |

Note: 1. Figures in brackets [ ] represent the change from the original forecast.

## ■ Capital Investment Plan

| Item               | FY2013 revised forecast <sup>1</sup> | FY2014 plan | Change from previous fiscal year |
|--------------------|--------------------------------------|-------------|----------------------------------|
| Capital investment | 3,500 [±0]                           | 3,200       | (300)                            |

Note: 1. Figures in brackets [ ] represent the change from the original forecast.

# Revenues and Expenses Plan

(Billions of yen)

|   | FY2013<br>revised forecast <sup>1</sup> | FY2014 plan | Change<br>from previous<br>fiscal year | Impact of real<br>estate leases <sup>2</sup> |
|---|---|-------------|--|--|
| Operating revenues                            | 1,772.0 [(11.0)]                        | 1,771.0     | (1.0)                                  | 44.0   |
| Voice + IP-related<br>revenues                | 1,384.0 [(6.0)]                         | 1,331.0     | (53.0)                                 | —  |
| Voice transmission<br>services revenues       | 518.0 [+6.0]                            | 464.0       | (54.0)                                 | —  |
| IP-related revenues                           | 866.0 [(12.0)]                          | 867.0       | +1.0                                   | —  |
| Other (leased circuit,<br>commissioned, etc.) | 388.0 [(5.0)]                           | 440.0       | +52.0                                  | 44.0   |
| Operating expenses                            | 1,702.0 [(16.0)]                        | 1,681.0     | (21.0)                                 | 24.0   |
| Personnel expenses                            | 107.0 [(1.0)]                           | 105.0       | (2.0)                                  | —  |
| General expenses                              | 1,111.0 [(18.0)]                        | 1,090.0     | (21.0)                                 | 13.0   |
| Depreciation expenses,<br>etc.                | 484.0 [+3.0]                            | 486.0       | +2.0                                   | 11.0   |
| Operating income                              | 70.0 [+5.0]                             | 90.0        | +20.0                                  | 20.0   |
| Other income<br>(expenses)                    | 20.0 [+2.0]                             | 0           | (20.0)                                 | (20.0)                                       |
| Recurring profit                              | 90.0 [+7.0]                             | 90.0        | ±0                                     | —  |

Notes: 1. Figures in brackets [ ] represent the change from the original forecast.

2. Beginning with the fiscal year ending March 31, 2015, revenues and expenses of real estate leases will be reallocated from “Other income (expenses)” to “Operating income (expenses).”