

Business Operation Plan for the Fiscal Year Ending March 31, 2012

March 1, 2011

Nippon Telegraph and Telephone West Corporation
("NTT West")

The forward-looking statements and projected figures concerning the future performance of NTT West, 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 West in light of information currently available to it regarding NTT West, 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 West, 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.

Service Plan and Capital Investment Plan

■ Service Plan (net increase)

Item	Unit	① FY2010 previous forecast (announced on November 9, 2010)	② FY2010 revised forecast		③ FY2011 plan	
				Change ②-①		Change ③-②
FLET'S Hikari	10,000 subscriptions	85	85	0	85	0
Fixed-line telephone	10,000 subscribers	(170)	(170)	0	(165)	+5
Telephone subscription	10,000 subscribers	(145)	(148)	(3)	(144)	+4
ISDN	10,000 subscribers	(25)	(22)	+3	(21)	+1

Note: Figures for ISDN subscriber lines represent the combined total for INS-Net 64 and INS-Net 1500 (one INS-Net 1500 subscription is calculated as ten INS-Net 64 subscriptions).

■ Capital Investment Plan

Item	Unit	① FY2010 previous forecast (announced on November 9, 2010)	② FY2010 revised forecast		③ FY2011 plan	
				Change ②-①		Change ③-②
Capital Investment	Billions of yen	380.0	380.0	0.0	365.0	(15.0)
Investment in conversion to fiber-optic access network (partial listing only)	Billions of yen	Approx. 120.0	Approx. 130.0	+10.0	Approx. 130.0	0.0

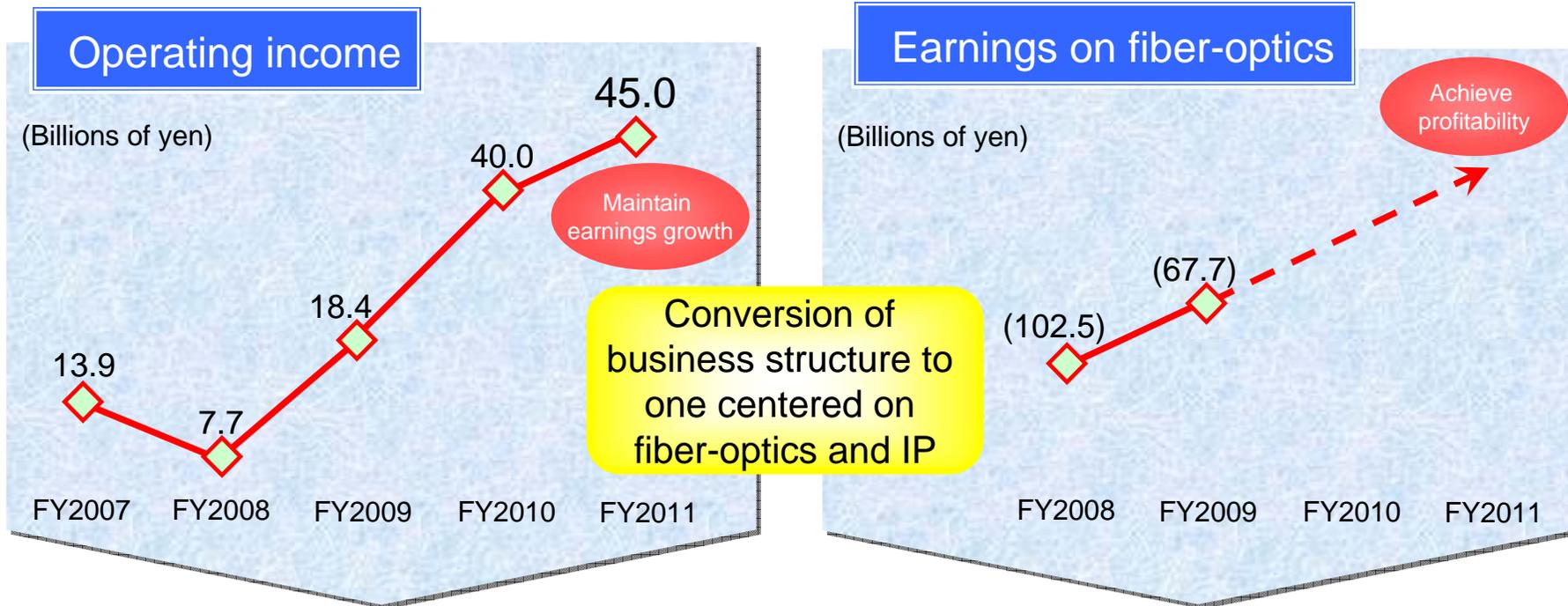
Revenues and Expenses Plan

(Billions of yen)

Item	① FY2010 previous forecast (announced on November 9, 2010)	② FY2010 revised forecast	③ FY2011 plan	
			Change ②-①	Change ③-②
Operating revenues	1,753.0	1,756.0	+3.0	1,701.0 (55.0)
IP services revenues	581.0	582.0	+1.0	641.0 +59.0
Existing services revenues	1,010.0	1,012.0	+2.0	918.0 (94.0)
Voice transmission services revenues (partial listing only)	730.0	729.0	(1.0)	652.0 (77.0)
Supplementary businesses revenues	162.0	162.0	0.0	142.0 (20.0)
Operating expenses	1,716.0	1,716.0	0.0	1,656.0 (60.0)
Personnel expenses	110.0	110.0	0.0	106.0 (4.0)
General expenses	1,121.0	1,121.0	0.0	1,072.0 (49.0)
Capital charges	417.0	417.0	0.0	410.0 (7.0)
Tax and public dues	68.0	68.0	0.0	68.0 0.0
Operating income	37.0	40.0	+3.0	45.0 +5.0
Recurring profit	49.0	52.0	+3.0	55.0 +3.0

(Reference)

Major Initiatives for FY2011



Maintaining earnings growth and achieving profitability in fiber-optics

- Expanded penetration of FLET'S Hikari and improved ARPU
- Development of growth business strategies to secure new sources of revenues
- Promotion of additional cost control initiatives
- Comprehensive focus on compliance (adherence to fair competition rules)