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Financial Results for the  
Six Months Ended September 30, 2011  
(13<sup>th</sup> Term)

November 9, 2011

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

# FY2011 2Q Financial Results Summary

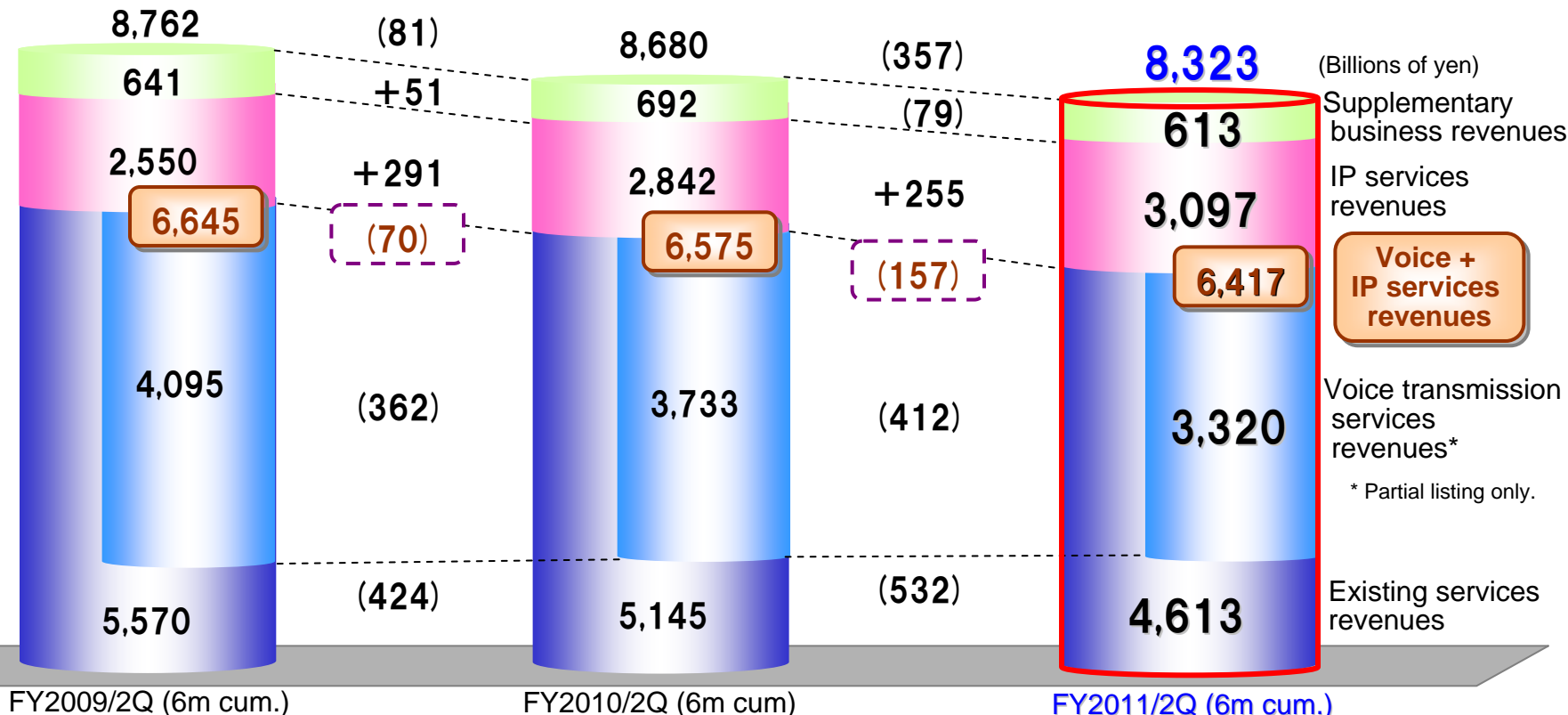
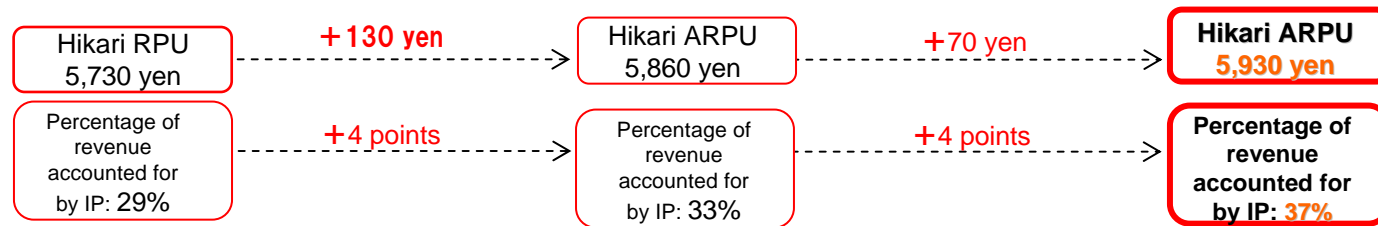
(Billions of yen)

	FY2011/2Q (6m cum.)	FY2010/Q2 (6m cum.)	Increase (Decrease)	% Change	FY2011 Forecast	Increase (Decrease)
Operating Revenues	832.3	868.0	(35.7)	(4.1)%	1,687.0	49.3%
Operating Expenses	807.7	833.5	(25.7)	(3.1)%	1,632.0	49.5%
Operating Income	24.5	34.4	(9.9)	(28.8)%	55.0	44.6%
Recurring Profit	31.1	44.7	(13.6)	(30.5)%	65.0	47.9%
Net Profit	23.6	33.7	(10.1)	(29.9)%	49.0	48.3%
Capital Investment	154.9	171.3	(16.4)	(9.6)%	365.5	42.4%

\*Full-year results forecasts for FY2011 have changed from the figures announced with the FY2010 results on May 13, 2011.

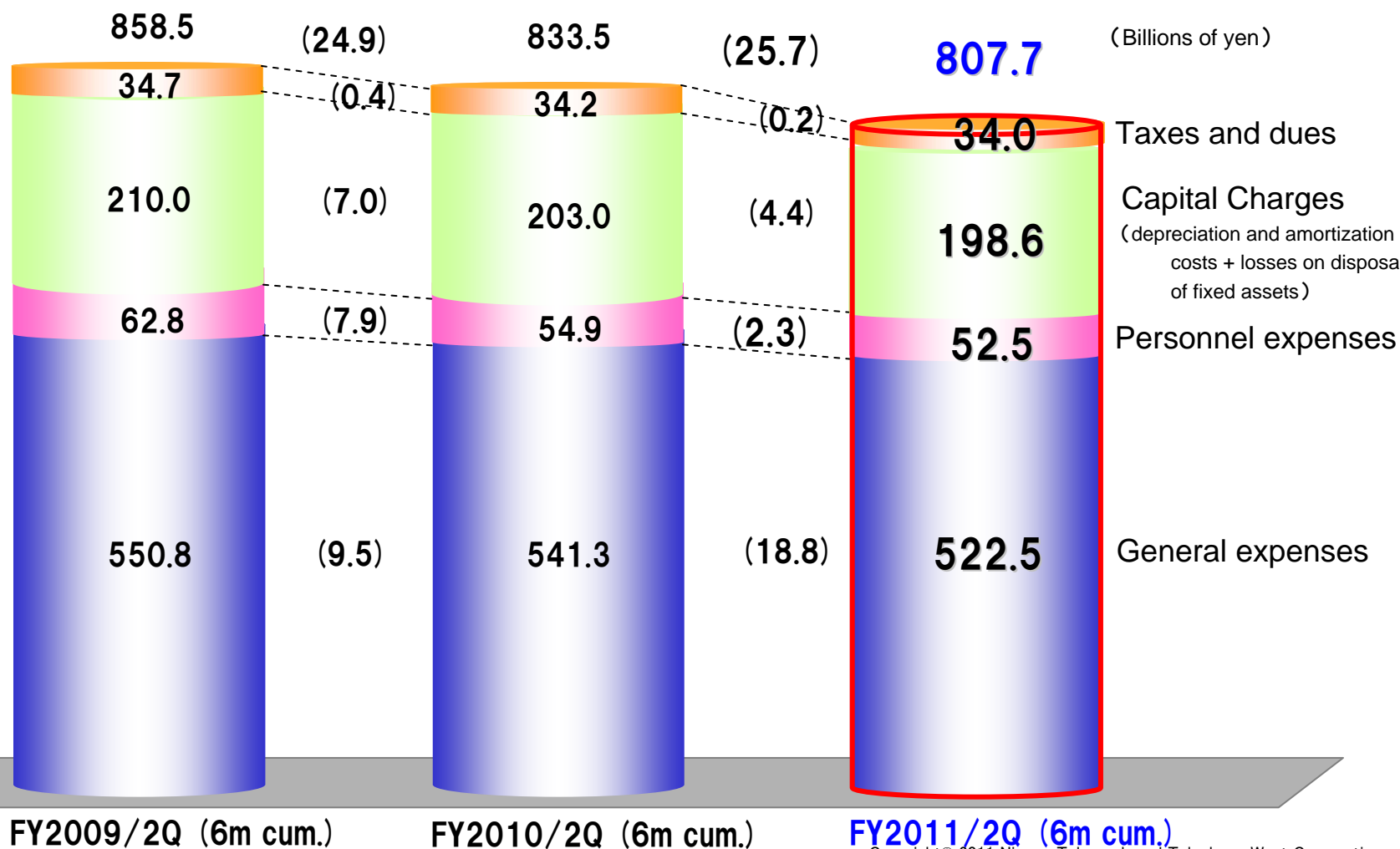
# Changes in Operating Revenues

- Due to the effects of the Great East Japan Earthquake, supplementary business revenues declined. In addition, voice transmission services revenues decreased extensively year-on-year due to the effects of access charge revisions.
- On the other hand, IP services revenues increased to account for 37% of Operating Revenues.



# Changes in Operating Expenses

- Although there was an increase in costs attributable to restoration efforts in response to typhoon damages, operating expenses decreased by 25.7 billion yen from the previous fiscal year due to thorough cost controls resulting from, among other things, a more efficient business and use of existing property, plant and equipment.



# FY2011 Revised Forecast

(Billions of yen)

Item	FY2011 Forecast (Revised)	FY2011 Initial Forecast (As of May 13, 2011)	Change
Operating Revenues	<b>1,687.0</b>	1,704.0	(17.0)
IP Services Revenues	<b>636.0</b>	641.0	(5.0)
Existing Services Revenues	<b>910.0</b>	921.0	(11.0)
Voice Transmission Services (partial listing only)	<b>648.0</b>	652.0	(4.0)
Supplementary Business Revenues	<b>141.0</b>	142.0	(1.0)
Operating Expenses	<b>1,632.0</b>	1,649.0	(17.0)
Personnel Expenses	<b>106.0</b>	109.0	(3.0)
General Expenses	<b>1,059.0</b>	1,066.0	(7.0)
Capital Charges	<b>400.0</b>	407.0	(7.0)
Taxes and Dues	<b>67.0</b>	67.0	0.0
Operating Income	<b>55.0</b>	55.0	0.0
Recurring Profit	<b>65.0</b>	65.0	0.0
Net Profit	<b>49.0</b>	49.0	0.0

# Measures to Expand Use of FLET'S Hikari and Increase ARPU

Increase ARPU

X

Expand use of FLET'S Hikari

+ Home Digital / Cloud

Expanded user-friendly rate menu

Expand FLET'S coverage in apartment building market

Promote FLET'S Hikari X Wi-Fi

Promote use through alliances

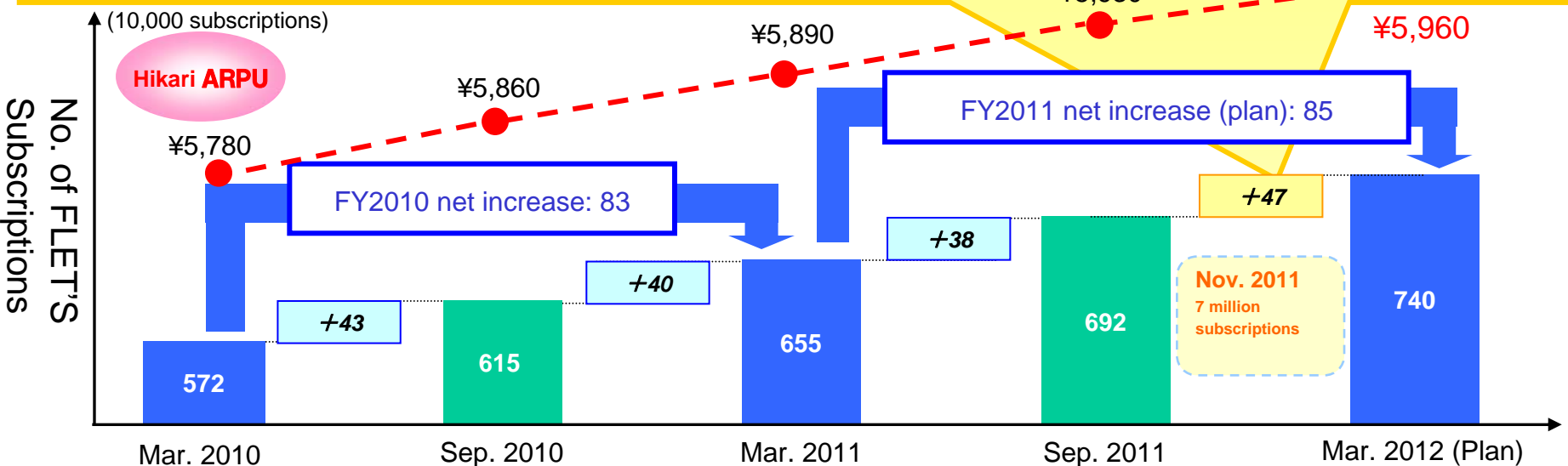
- Launch FLET'S Hikari Light (January 2012)
- Expand the Hikari Gutto Waribiki service area (Shiga, Nara, Gifu and Okayama prefectures)

- Increase number of properties through promoting greater collaboration between developers and management companies
- Offer comprehensive apartment building packages

- Development of home digital businesses
- Increase Wi-Fi use scenarios

Conveniently and comfortably connect digital devices (TV, smartphones and the like) in the home with Hikari and Wi-Fi.

- Environment / energy, education, healthcare and entertainment



# Summary of FLET'S Hikari Light

## Envisioned Rates

Monthly usage charges

Various rates available  
according to volume of  
communications use

¥ 5,600

¥ 4,970

FLET'S Hikari Next  
(Family High Speed Type)

¥ 2,800

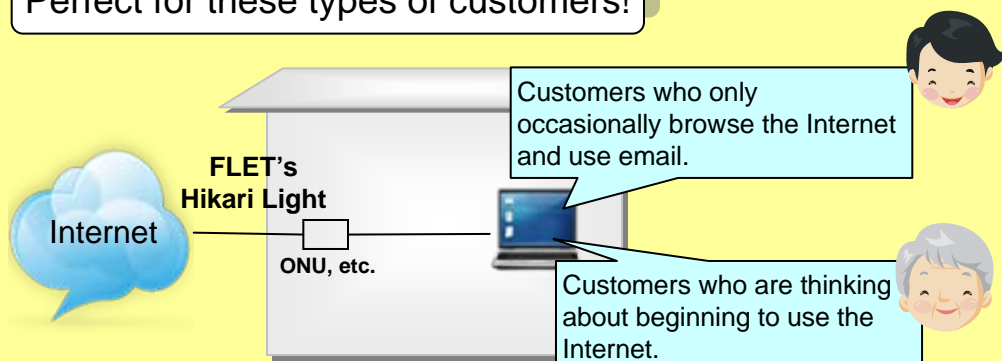
200MB

1.2GB

Communication volume/month

Fees reflect FLET'S after the Atto discounts  
and consumption taxes but do not include  
provider fees.

## Perfect for these types of customers!



Only pay for what you use as there is a specific fee basis. Because the rate is capped, one has peace of mind.

## Service Specs (plan)

Functions	Basic function: Internet connectivity, etc. Optional services: Hikari Denwa, Hikari TV, etc.
Maximum transmission rates	Maximum 100 Mbps uplink and downlink
Usage charges (excluding consumption taxes)	Base rate: ¥2,800/month (plan) Maximum: ¥5,600/month (plan)

## Service Launch

Scheduled for January 2012

Service details, conditions of use, rates, etc., are as currently planned. We plan to provide details separately in an official release.

The adopted discount will deduct the monthly usage fee, under the condition of two year continuous use. We plan to charge users a cancellation fee for early termination.

# New Services for “ie deji” Concepts

- We will aim to further develop “ie deji” by expanding the service lineup in each category centered on Wi-Fi.

**家デジ スマートライフ**  
すっきり快適、エコな暮らし

Offers a comfortable smart lifestyle that utilizes digital services to save energy and space.

**New**  
Eco-Glasses

Starting on December 1, 2011



**家デジ エンターテインメント**  
楽しさがグン!と広がる。

Offers entertainment services that enables customers to enjoy a wide variety of content while at home.

**New**  
IP radio (synchronized ads)

Scheduled to be launched during the three-month period ending June 30, 2012.

**New**  
SkyPerfect! TV on demand

Launched on October 25, 2011



**家デジ コミュニケーション**  
離れていても、心が通う。

Offers a service that facilitates deeper communication with distant family and friends.

**New**  
Lifestyle support services

Scheduled to be launched during the three-month period ending March 31, 2012.

**New**  
Smartphone de Hikari Denwa

Launched on July 25, 2011



**家デジ アシスト**  
何でも相談、いつでも対応

Responds to customers' questions at anytime from anywhere with user-friendly assistance.

**New**  
Equipment Warranty Service

Scheduled to be launched during the three-month period ending March 31, 2012.



フレッツ光 × Wi-Fi



**家デジ セキュリティ**  
安心を、しっかり見守る。

Offers security services to monitor elderly family members and for homes left unattended.

**家デジ ヘルスケア**  
健康を、しっかり見守る。

Offers healthcare services to protect, maintain, and manage the entire family's health.





# Enhancing the “ie deji” Lineup (1): Lifestyle Support Services

- Going forward, develop services for various communities that will invigorate communications.
- As a first step, we plan to provide, in association with our collaborative partners, “family oriented” services focused on housewives. Such devices will combine: 1) communication services that the entire family can enjoy; 2) tablet handsets that anyone can easily use; and 3) support that will provide peace of mind.

## Community Invigoration

### Family

“New / big family”

The big family that stays close even when they are living separately.

Increased desire to strengthen family bond after disasters.

Develop services for various communities

### Community groups

Regional, pets, beauty, etc.

### Schools

Lessons, cram schools, cooking schools, etc.

## 【Step one】 Family-oriented services

- Services that invigorate family communications.
- Tablet handsets that anyone can easily use.
- Troubleshooting support services, including settings and operating instructions, that provide peace of mind.

### NTT West Group and collaborative partners

【Aeon Group, Sharp Group, etc.】

Internet

(FLET'S Hikari, etc.)

Wi-Fi

### 【Service menu】

- Family schedulers
- Family albums
- Electronic books

※ Provided by Sharp Group

### 【Service menu】

- Family recipes
- Lifestyle knowledge
- Online supermarkets

※ Provided by Aeon Group

# Enhancing the “ie deji” Lineup (2): Hardware Warranty Services

- We plan to provide an “ie deji” assistance service that repairs customers’ PCs even after the manufacturer’s warranty expires, so that FLET’S Hikari customers can use their PCs longer and with peace of mind.

**All-in-one support for a customer’s  
“Comfortable Broadband Lifestyle”**

FLET’S  
Hikari

● Provide access lines

Remote  
Support  
Service

● Equipment/software operation  
assistance  
● Troubleshooting

Warranty  
Of  
Equipment

● Equipment repairs

My PC is broken and I can’t use it!

The manufacturer warranty has expired too!



**Complete and thorough support by NTT West!**

**Anytime !**

Can register after purchase  
at any time  
(within 5 years of purchase).

**No hassle !**

Offers pick-up services  
or on-site repairs.

**For any reason !**

Even damage caused by  
customer carelessness  
is covered.



# Enhancing the “ie deji” Lineup (3): “Smartphone de Hikari Denwa”

- Currently providing “ie deji” Communication Service that enables customers to use their smartphones as handsets for Hikari Denwa.

## The service in use

Customers can use their smartphones as handsets for Hikari Denwa

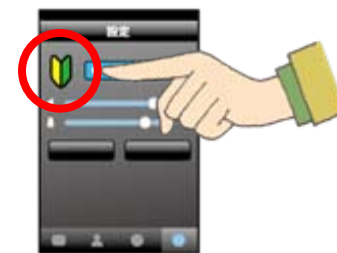


Customers who have subscribed to Hikari Denwa together with FLET'S Hikari Next can use their smartphone as handsets for Hikari Denwa within Wi-Fi areas at home.

## Features

### Advantage 1

Simple and easy settings!



### Advantage 2

You can use the phone book in your smartphone



### Advantage 3

You can use your phone at Hikari Denwa rates



# Biz Hikari Cloud Services

## ➤ Starting in FY2011/2Q, we launched the offering Biz Hikari Cloud Menu Service

- Community menu: Remote Health Consultation Service (September), School Administration Support Service (October)
- Local government, corporate menu: mobile smartware (October)
- BCP menu: remote system backup and multi-location housing, etc. (November)

## Service Menu

### Community menu (B2B2C)

- Biz Hikari Cloud Community
  - Remote Health Consultation Service

Launched on September 1, 2011

**New**

### Platform/Network menu

- Biz Hikari Cloud All-in-One Network
- Biz Hikari Cloud Smart Support
  - Cloud Diagnosis
- Biz Hikari Cloud Platform **BCP** Menu
  - Hosting remote backup
  - Hosting storage
  - Hosting remote system backup
  - Housing multi-location housing

### For Community users



### Company



### Local government



### SOHO



### For local governments and businesses

NTT West Group

ひかりクラウド



Launched on November 8, 2011

**New**

### Local government, corporate menu

- Biz Hikari Cloud Community
  - School Administration Support Service

Launched on October 13, 2011

**New**

- Biz Hikari Cloud Work Style
  - Groupware, email, etc.

Launched on October 13, 2011

**New**

- Biz Hikari Cloud Work Style
  - Mobile smartware

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.
- \*\* "1Q" in this material represents the 3-month period beginning on April 1 and ending on June 30.
- \*\*\* "2Q" in this material represents the 3-month period beginning on July 1 and ending on September 30.
- \*\*\*\* "2Q (6m cum.)" in this material represents the 6-month period beginning on April 1 and ending on September 30.