

# **IR Presentation**



This document is a translation of the Japanese original. The Japanese original is authoritative.

The forward-looking statements and projected figures concerning the future performance of NTT and its 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 in light of information currently available to it regarding NTT and its subsidiaries and affiliates, 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 and its 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 Securities Report and in any other materials publicly disclosed by NTT on its website.

- \* "E" in this material represents that the figure is a plan or projection for operation.
- \*\* "FY" in this material indicates the fiscal year ending March 31 of the succeeding year.

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# Overview of Consolidated Results for the Six Months Ended September 30, 2025

## **Status of Consolidated Results for FY2025.2Q**



- Operating Revenues, Operating Profit and Profit all increased year-over-year
- Operating Revenues reached new record-high levels

#### **Status of Consolidated Results**

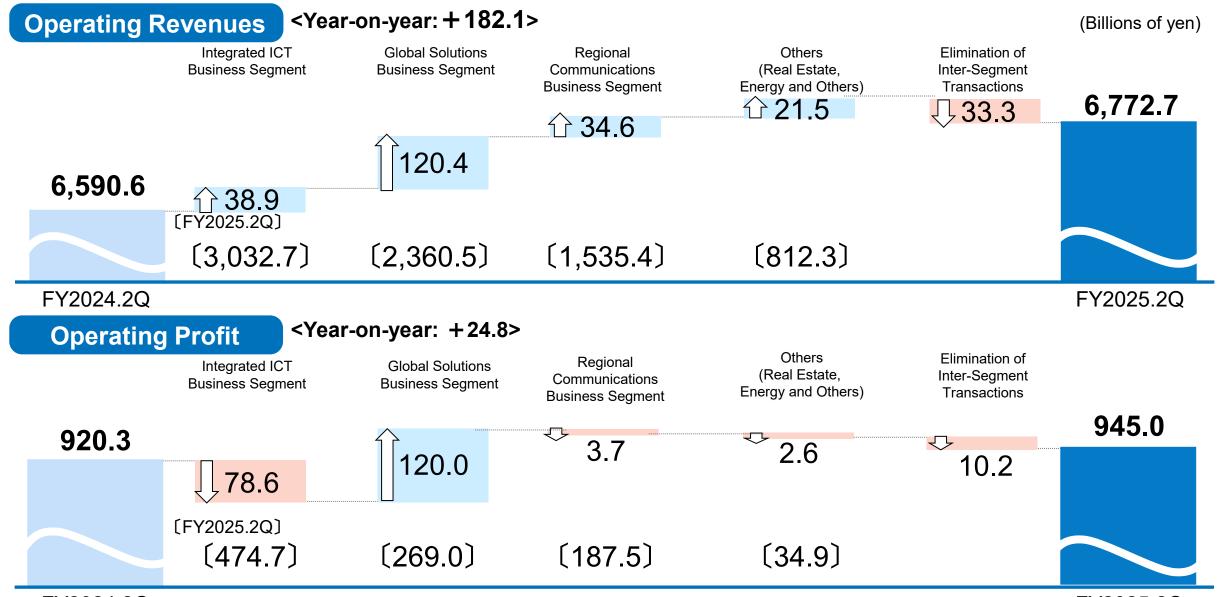
Operating Revenues:	<b>6,772.7B</b> <+¥182.1B [+2.8%] year-on-year>
---------------------	---

<sup>(1)</sup> EBITDA, and the depreciation and amortization included in its calculation, excludes all depreciation and amortization related to right-of-use assets.

<sup>(2)</sup> Profit presented above represents the profit attributable to NTT, excluding noncontrolling interests.

## Contributing Factors by Segment for FY2025.2Q





FY2024.2Q © NTT, Inc. 2025

FY2025.2Q



# FY2025 Results Forecast

## **FY2025 Forecast Summary**



■ Operating Revenues, EBITDA, Operating Profit and Profit will all increase year-over-year

#### **Consolidated Revenues and Income Plan**

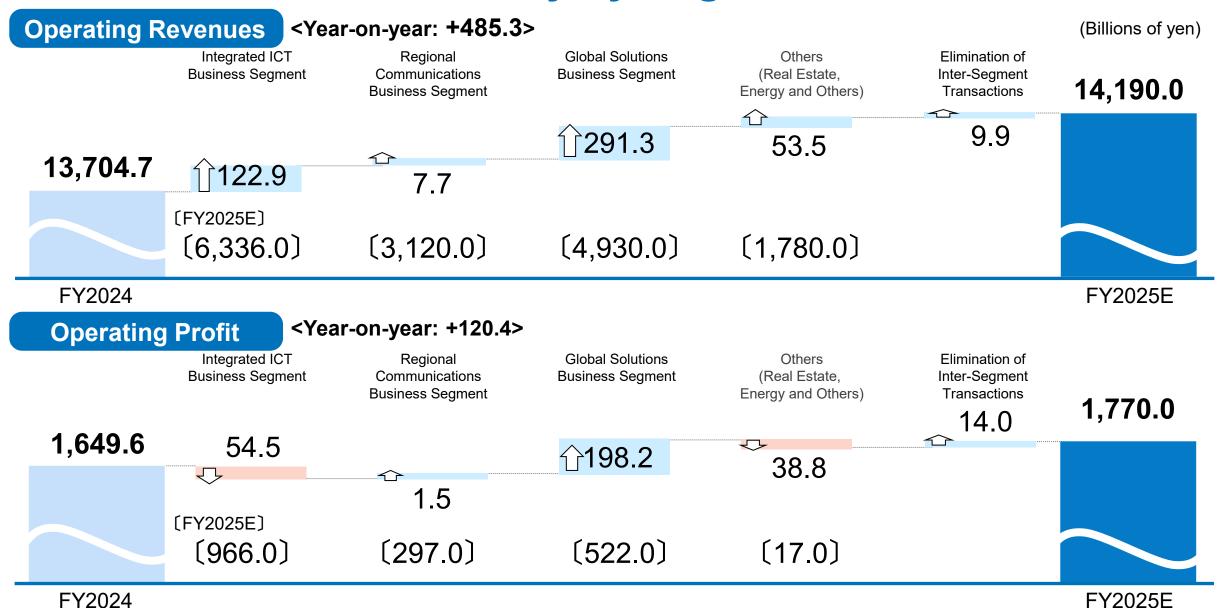
	FY2024 Results	FY2025 Forecast	Year-on-Year
Operating Revenues	¥13,704.7в	<b>¥14,190.0</b> в	+¥ <b>485.3</b> в
EBITDA <sup>(1)</sup>	¥ <b>3,239.3</b> в	¥3,390.0 <sub>B</sub>	+¥ <b>150.7</b> в
Operating Profit	¥1,649.6в	¥ <b>1,770.0</b> в	+¥ <b>120.4</b> в
Profit <sup>(2)</sup>	¥ <b>1,000.0</b> в	¥ <b>1,040.0</b> в	+¥40.0в

<sup>(1)</sup> EBITDA, and the depreciation and amortization included in its calculation, excludes all depreciation and amortization related to right-of-use assets.

<sup>(2)</sup> Profit presented above represents the profit attributable to NTT, excluding noncontrolling interests..

## FY2025 Forecast Summary by Segment





FY2025E

## **Initiatives for Medium-Term Profit Growth**



- Since launching the Medium-Term Management Strategy, we have continued to actively invest (capital investment + equity investment) in growth areas to increase future profits.
- We aim to achieve our medium-term financial targets by ensuring the realization of results from existing investments in growth areas, as well as further accelerating initiatives to strengthen our enterprise businesses and implement fundamental operational reforms by utilizing AI.

#### **EBITDA**

Approx. ¥3.4 trillion trillion

#### **Increase profits**

- Expand domestic and overseas enterprise businesses by leveraging intra-group synergies,
- **■** Fundamental cost structure reforms
- · Operational reforms utilizing Al

Approx.

¥4 trillion

Cumulative Investment in Growth Areas (FY2023~)

**Equity Investment** 

Capital Investment (Growth Areas)

Approx. ¥1 trillion

Approx. ¥2.2

trillion

¥ α trillion

Approx. ¥3.7 trillion

#### Realization of Investment Results

- **■** Continuous investment in growth areas
- · Data Centers: Responding to strong demand
- · Smart Life: Finance/Entertainment etc.

Approx. ¥8 trillion

FY2024

FY2025

FY2027



# Integrated ICT Business

## FY2025/2Q Results Overview



#### Recorded YOY increase in revenues but decrease in profit.

(D:II)	FY2024/2Q	FY2025/2Q	Year-on-year	
(Billions of yen)	F12024/2Q	F12025/2Q	Changes	%
Operating revenues	2,993.8	3,032.7	+ 38.9	+ 1.3%
Operating profit	553.3	474.7	-78.6	-14.2%
Profit attributable to shareholders of NTT DOCOMO, INC.	389.0	339.8	-49.2	-12.7%
EBITDA	914.7	856.3	-58.4	-6.4%
Capital expenditures	257.5	355.5	+98.0	+38.1%

## FY2025/2Q Results by Segment: Operating Revenues



Enterprise and Smart Life segments recorded YOY increase. Consumer Communications posted YOY decrease.

(Billions of yen)		FY2024/2Q	FY2025/2Q	Year-on-year	
				Changes	%
	Operating revenues	2,220.4	2,208.7	-11.7	-0.5%
Consumer	Smart Life	590.1	624.9	+34.8	+5.9%
	Consumer Communications	1,649.5	1,606.4	-43.1	-2.6%
Enterprise	Operating revenues	878.9	938.0	+59.1	+6.7%

<sup>\*</sup>The breakdown data under Consumer business are provided for reference purpose only

## FY2025/2Q Results by Segment: Operating Profit



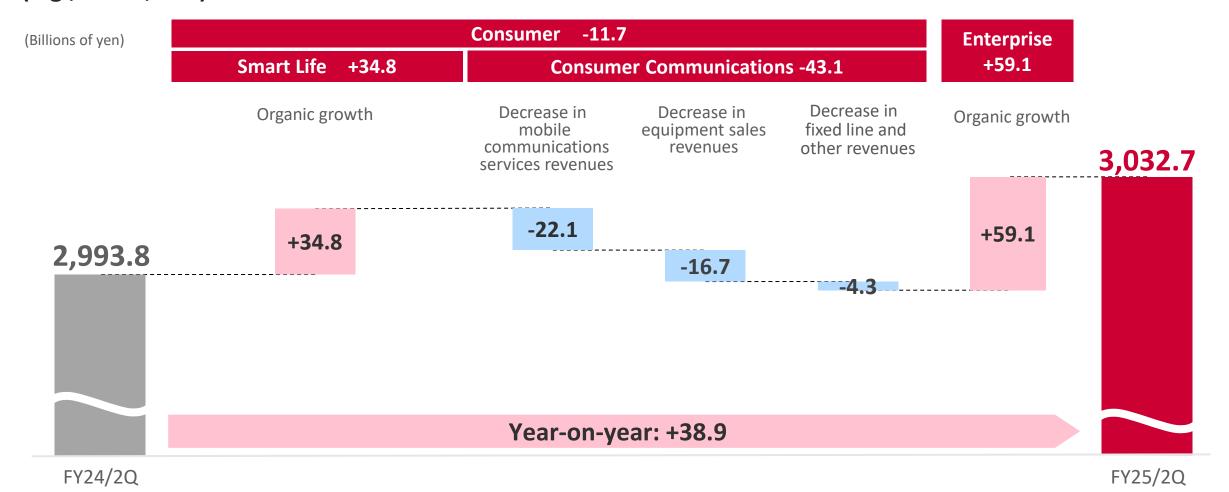
#### Enterprise and Smart Life recorded YOY increase, but Consumer Communications YOY decrease.

(Billions of yen)		FY2024/2Q	FY2025/2Q	Year-on-year	
(Billions of )	(CII)	112024/20	F12025/2Q	Changes	%
	Operating profit	415.5	325.1	-90.4	-21.8%
	Smart Life	127.4	129.0	+1.5	+1.2%
Consumer	Consumer Communications	288.1	196.1	-92.0	-31.9%
Consumer	EBITDA	699.5	621.1	-78.3	-11.2%
	Smart Life	157.9	166.0	+8.2	+5.2%
	Consumer Communications	541.6	455.1	-86.5	-16.0%
Entorprise	Operating profit	137.8	149.7	+11.8	+8.6%
Enterprise	EBITDA	215.2	235.1	+19.9	+9.2%

## FY2025/2Q Key Factors behind Changes in Operating Revenues



Revenues from growth areas continued to increase. While Consumer Communications revenues decreased year-on-year, improved momentum of mobile communications revenues driven by "docomo MAX" plan (e.g., ARPU, etc.) has been sustained.

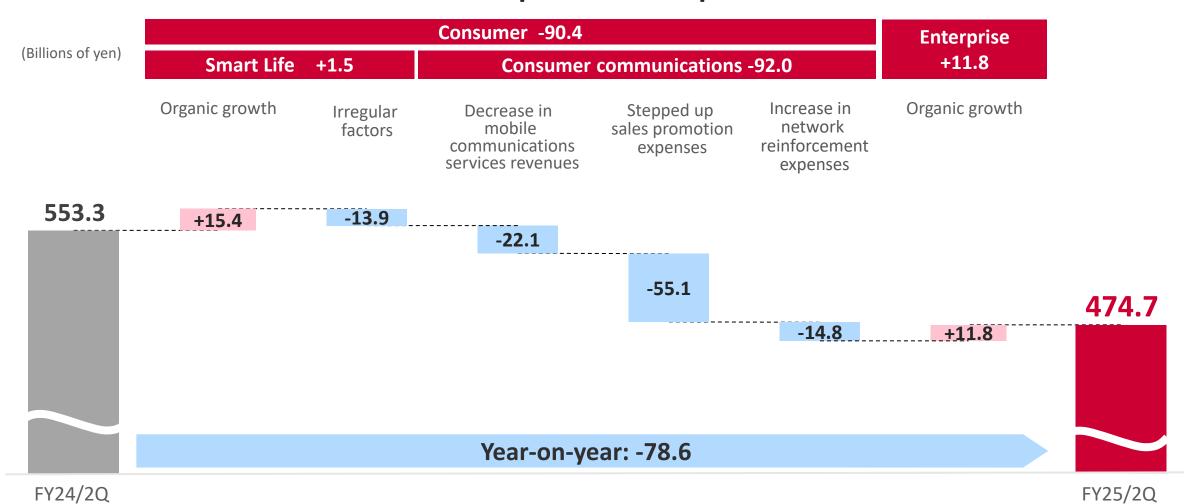


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## FY2025/2Q Key Factors behind Changes in Operating Profit



Smart Life and Enterprise showed steady growth. Consolidated operating profit recorded YOY decrease due to increase in sales promotion expenses.



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## **Consumer Communications: Operating Revenues**

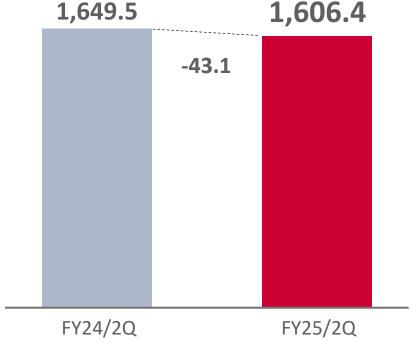


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Although revenue decreased, the year-on-year decline in mobile communications service revenues moderated as a result of subscriber migration to new rate plans.

#### **Operating revenues**

(Billions of yen)



#### Highlights

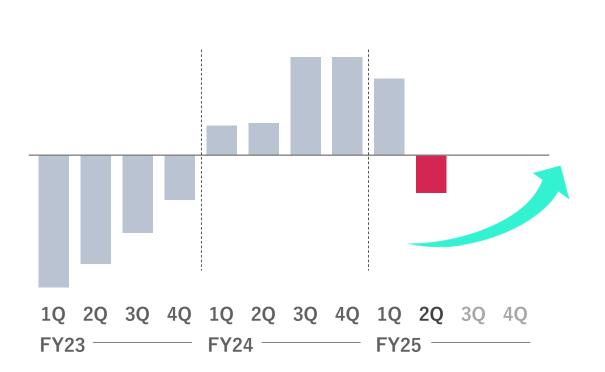
- > Factors behind change
- Decrease in mobile communications services revenues: -22.1 billion (1Q: -14.1 billion, 2Q: -8.0 billion)
- -) Decrease in equipment sales revenues: -16.7 billion
- -) Decrease in fixed line and other revenues: -4.3 billion

#### **Consumer Communications: Customer Base**



While competition intensified more than ever, no. of port-ins recorded an increase due to stepped up sales promotions. Continue to work on customer base reinforcement in FY25/2H with the aim of achieving net MNP inflows for the full year.





**4Q** 

**3Q** 

No. of port-ins (by size of plans subscribed)

Large/mid-size

plans\*1

**2Q** 

**1Q** 

**FY24** 

+42%

+45%

Large/mid-size

plans

**20** 

1Q

**FY25** 

FY24/1H FY25/1H

Churn rate

Company B\*2
Company A\*2

DOCOMO\*3

0.70%

0.60%

0.63%

0.75%

0.69%

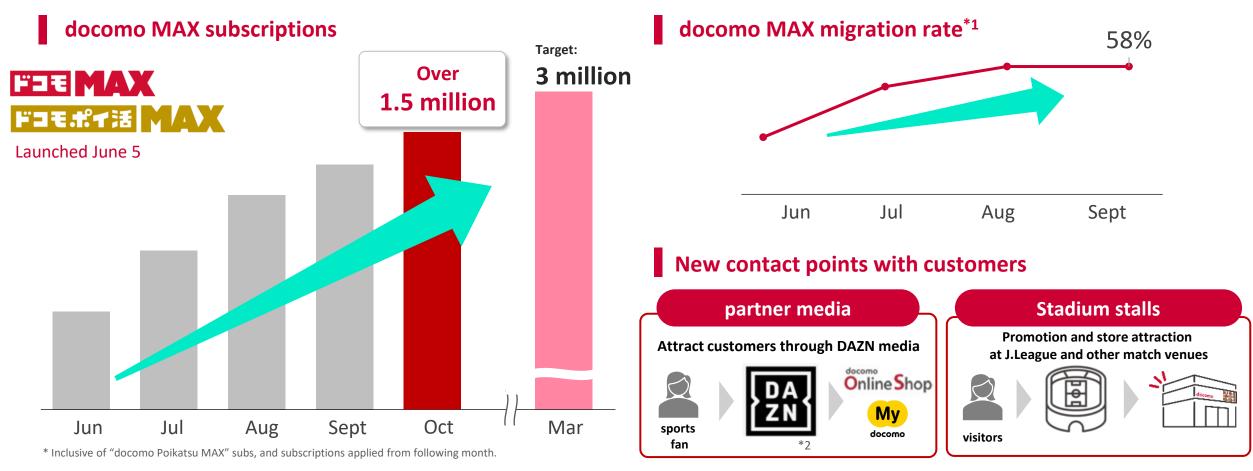
0.69%

<sup>\*1:</sup> FY24 data include "eximo", "eximo Poikatsu" and "ahamo" plans.
FY25 data include "eximo", "eximo Poikatsu", "docomo MAX", "docomo Poikatsu MAX", "Poikatsu 20" and "ahamo" plans
\*2: According to company research (from each company's website) \*3: Handset churn rate (enterprise accounts included).
© NTT. Inc. 2025

#### **Consumer Communications: docomo MAX**



"docomo MAX" is doing well as plan transitions progress. The number of subscribers exceeds 1.5 million. Plan to further promote migration/acquisition toward fiscal year-end target of 3 million.



<sup>\*1</sup> The proportion of migrations to 'docomo MAX' (including docomo Poikatsu MAX) among the total number of migrations from discontinued plans to current plans.

<sup>\*2</sup> Additional paid content is not available. © NTT, Inc. 2025

#### **Consumer Communications: Evolution of docomo MAX**



By adding the upgraded new "Lemino" and "d Anime Store", "docomo MAX" delivers "selectable benefits" and "special experience value"



Scheduled to begin sequentially from November 2025

### FJE MAX

Scheduled to start in February 2026

"Selectable Benefits" Choose two for no additional charge!





"Special experience value" Benefits/Campaigns etc.\*4





Planned to be released sequentially

#### **Further evolution** with enhanced music and drama

In addition to movies, Korean dramas, anime, etc., live music streaming and original dramas have been significantly expanded



DREAMS COME TRUE **BE:FIRST** MISIA

ATEEZ

Live music streaming, etc.



original drama "Kenzo Kitakata Suikoden"

Kenzo Kitakata/Shueisha



UEFA **Champions League** 

Large-scale anime festival exclusive benefits (Lottery invitation/early entry)

Popular artists' live tickets,

exclusive events, and artist

merchandise

(Advance sale/Limited sale/Lottery

sale/Gifts etc.)

Free PPV access to Naoya Inoue's title defense match on December 27

Tickets to NBA All-Star and regular season games(Lottery Invitation)

> Tokyo Disney Resort® Invitation campaign (Lottery invitation) \*5

In addition to the above, some great artists have been added

© NTT, Inc. 2025

BTS, ME:I, Nogizaka46, Da-iCE, Strawberry Prince, GENERATIONS • THE RAMPAGE • FANTASTICS etc.

<sup>\*1 &</sup>quot;Lemino Premium" (990 yen/month (tax included)) \*2 Including some existing distributed artists \*3 Additional paid content is not available. \*4 The benefits you receive vary depending on the service you choose under the "Selectable Benefits."

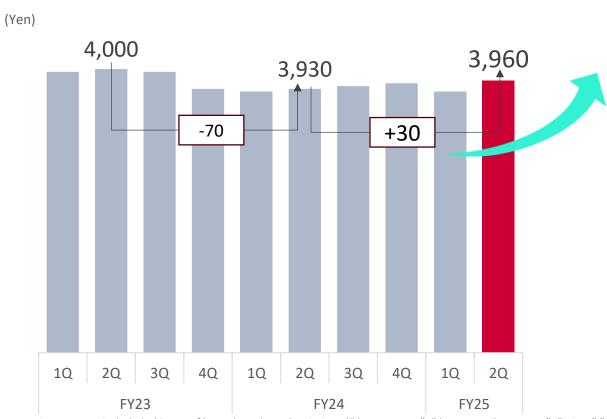
<sup>\*5 ©</sup> Disney NTT DOCOMO is an official sponsor of Tokyo Disneyland® and Tokyo DisneySea®.

#### **Consumer Communications: ARPU**

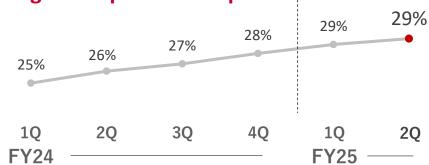


ARPU grew to 3,960 yen, up 30-yen year-on-year, driven mainly by increased subscriber migration to "docomo MAX" and other new rate plans.

#### Mobile communication ARPU\*1



Large data plan subscription rate\*2



ARPU change before/after migration from old to new plans\*3

	FY25/2Q
All plan average	Up
(Incl.) "Giga light"	Up

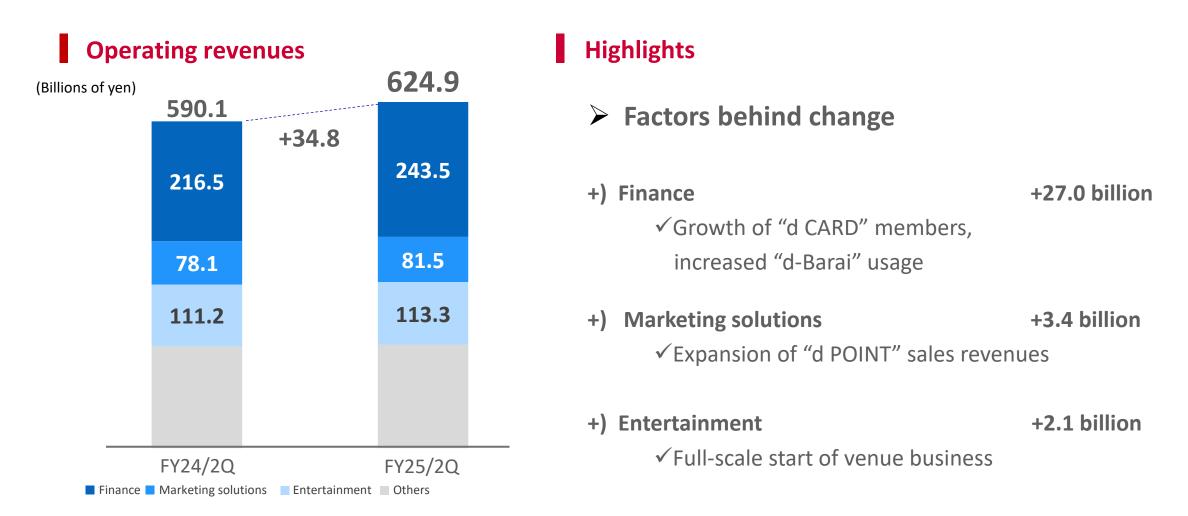
<sup>\*1:</sup> Enterprise accounts included. \*2: No. of large data plan subscriptions ("docomo MAX", "docomo Poikatsu MAX", "eximo"," eximo Poikatsu", etc) / Total handset subscriptions \*3: New plans include "docomo MAX", "docomo Poikatsu MAX", "Poikatsu 20", "docomo mini", and "ahamo". Old plans: other than above

<sup>\*3:</sup> New plans include "docomo MAX", "docomo Poikatsu MAX", "Poikatsu 20", "docomo mini", and "ahamo". Old © NTT, Inc. 2025

## **Smart Life: Operating Revenues**



#### All 3 lines of business recorded revenue growth driven mainly by finance.



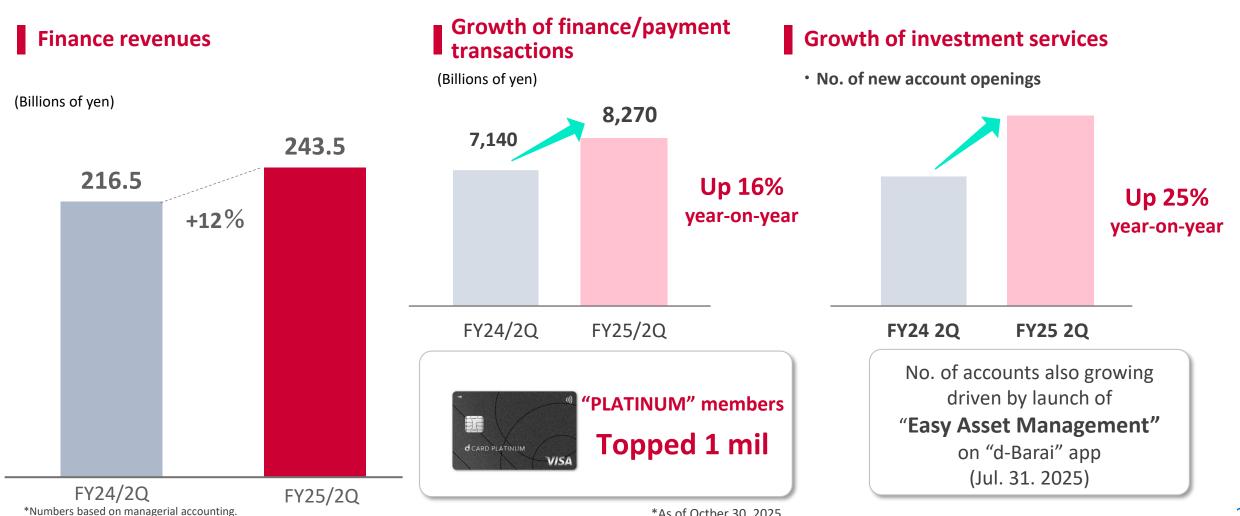
<sup>\*</sup>Revenues of each domain represent management accounting data. "Others" include consolidation journal entries and eliminations between segments. © NTT, Inc. 2025

#### **Smart Life: Finance**

© NTT, Inc. 2025



"dCARD PLATINUM" members topped 1 million, contributing to the expansion of finance/payment transactions. New account openings accelerating after the launch of "Easy Asset Management" service on Jul. 31.

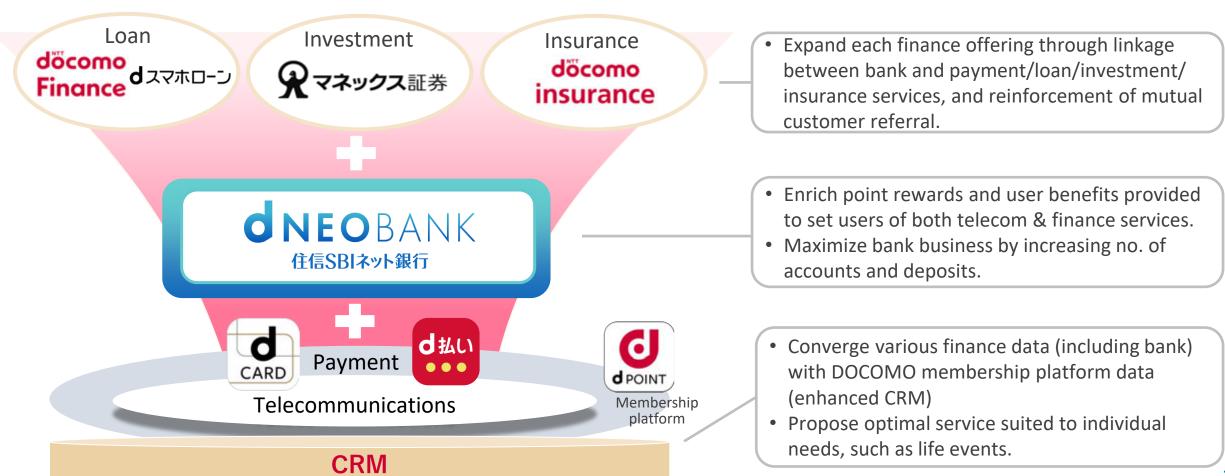


\*As of Octber 30, 2025

## **Smart Life: Future Finance Service Strategy**



Expand accounts and deposits through linkage with telecommunications/payment services, etc., with the aim of becoming the No. 1 online bank. Propose optimal finance service using advanced CRM, thereby expanding overall finance business.

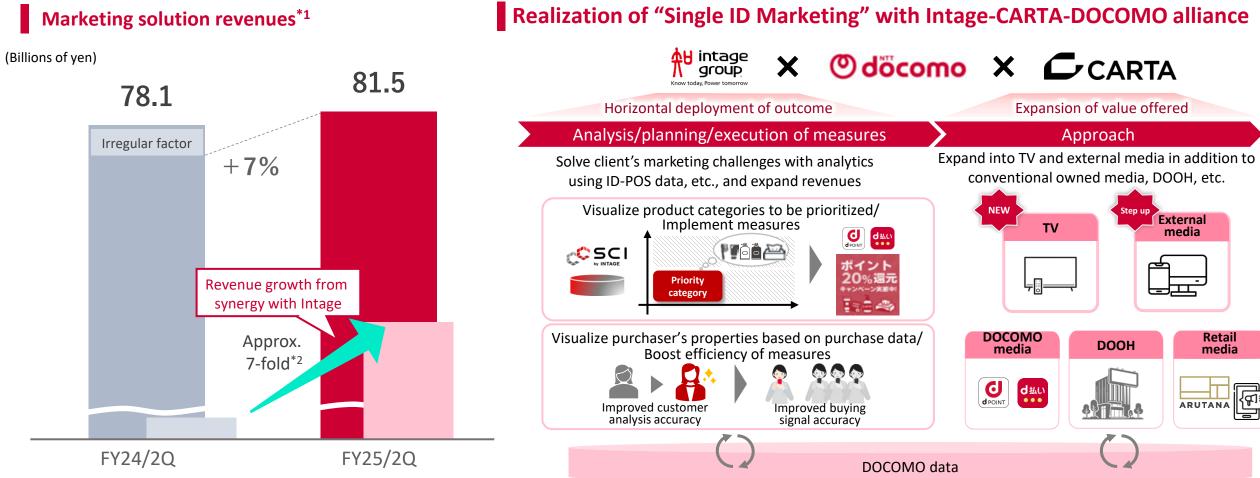


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## **Smart Life: Marketing Solutions**



Collaborative efforts with Intage expanding steadily. Aim to expand the value offered by the value chain leveraging our business/capital alliance with CARTA.



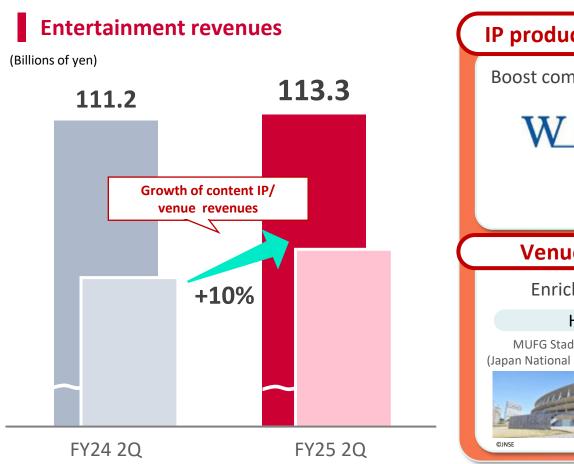
<sup>\*1:</sup> Numbers based on managerial accounting. FY2024/2Q actuals were revised to adjust for the reclassification of some services.

<sup>\*2:</sup> Integration with relevant existing businesses will also be promoted to accelerate the take-off of synergy business. © NTT, Inc. 2025

#### **Smart Life: Entertainment**



Partnering with WOWOW Inc. to produce and acquire leading content and strengthen distribution services. Venues business is expanding steadily, aiming for further growth.

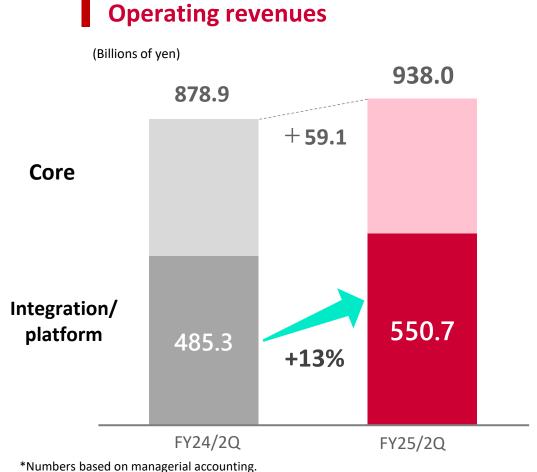




## **Enterprise: Operating Revenues**



The growth area of integration/platform business is growing steadily, driving organic growth.



#### **Highlights**

- > Factors behind change
- Integration/platform: +65.4 billion yen
  - ✓ Demand from large enterprises is increasing in the public, manufacturing and distribution industries.
  - ✓ Growth in the mid-tier and small business segments is driven by package solutions
- +) Core: -6.2 billion yen

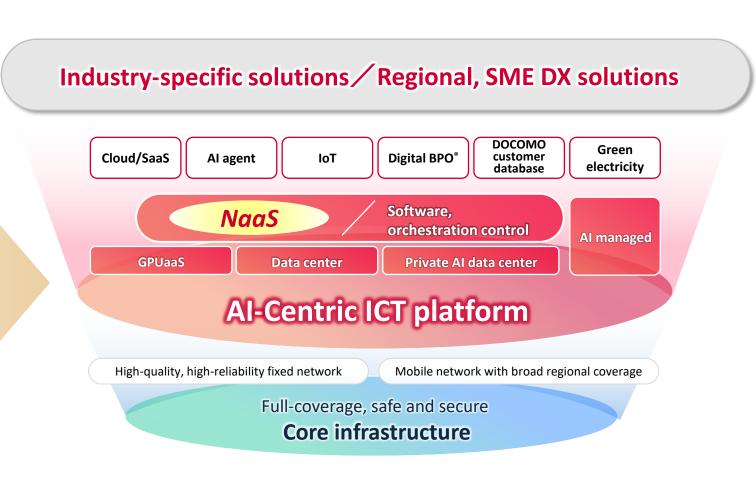
## Enterprise: Platform evolution to meet the needs of the AI era



Grow through AI-Centric ICT Platform leveraging NaaS (Network as a Service) and industry-specific, regional and SME DX solutions

# **Initiatives to expand solutions** safety flexible dispersion reasonable Customer needs in the AI era integration platform

driving growth

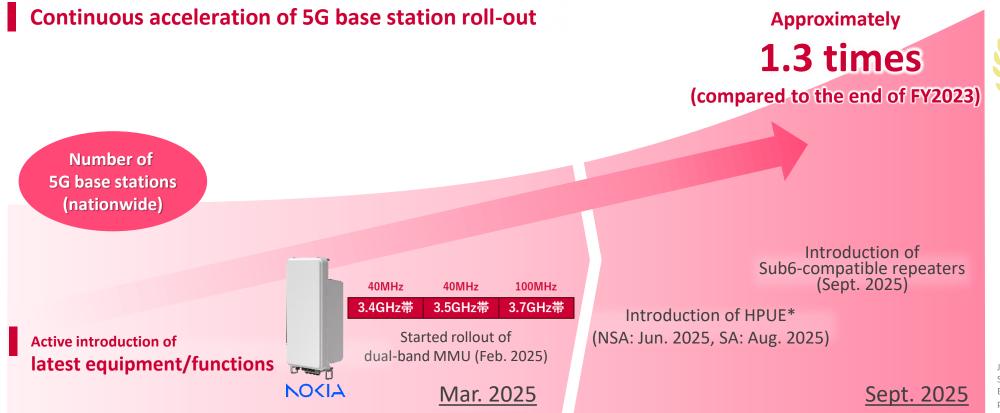


# Network: Actions for Telecommunications Service Quality Enhancement ©NTT



Accelerating 5G base station roll-out, the number of 5G base stations will increase by approximately 1.3 times by the end of the first half (compared to the end of FY2023)

Highly rated for communication quality in a nationwide survey conducted by a third-party organization



J.D. Power mobile phone service customer satisfaction survey: No.1 <major carrier category >

Ranked first in "communication quality" factor



J.D. Power 2025 Mobile Phone Service Customer Satisfaction

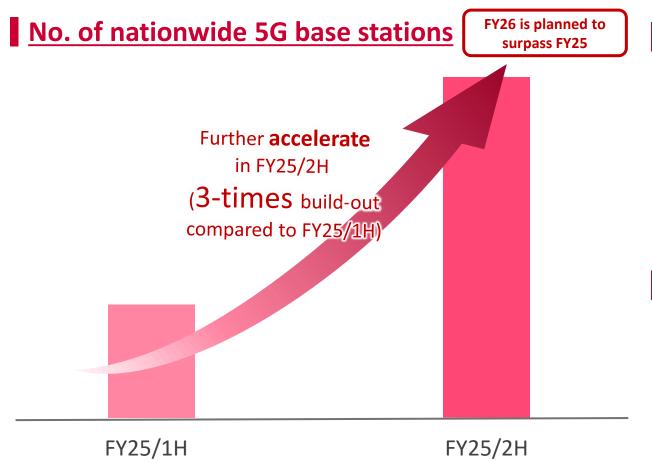
Based on responses from 9,300 smartphone users. Tied for first place, japan.jdpower.com/awards

**XHPUE**: High Power User Equipment © NTT, Inc. 2025

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# Network: Actions for Further Communication Service Quality Improvement NTT

Plan to further accelerate base station rollout in FY25/2H, more than 3-times of FY25/1H, mainly in major cities across the country, by diversifying construction methods and strengthening collaboration with partners, etc.



#### **Diversified construction methods**



even in areas where it is difficult to secure locations for base stations such as urban centers, through diversification of construction methods, etc.

#### Step up collaboration with partners



Strengthened construction system and completed review of processes in collaboration with partner to accelerate base station rollout.

## **Network: Experience Quality Improvement: Progress**



Quality experienced by customers is steadily improving in major city centers and major railway routes nationwide. Further improvement to be perceived by March 2026.

Status of quality improvement in major urban centers\*1 across Japan



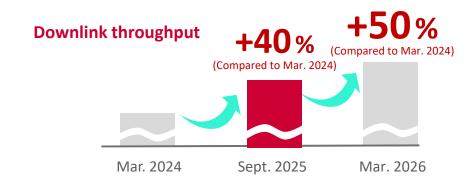
Ex) Around Shinjuku Station

Average throughput (DL): Approx. 20% improvement\*2

Ex) Around Ikebukuro Sation

Average throughput (DL): Approx. 20% improvement\*2

Status of quality improvement along major railway routes\*1 across Japan



Ex) Chuo Line Rapid (Tokyo - Hachioji)

Average throughput (DL): Approx. 40% improvement\*2

Ex) Sobu Line Rapid (Tokyo - Chiba)

Average throughput (DL): Approx. **50%** improvement\*2

<sup>\*1:</sup> Measurement point set by NTT DOCOMO in densely populated areas in urban centers

<sup>\*2:</sup> In-house survey as of September 2025 during busiest hours using 5G devices (compared to Mar. 2024) © NTT, Inc. 2025

#### FY2025 Guidance



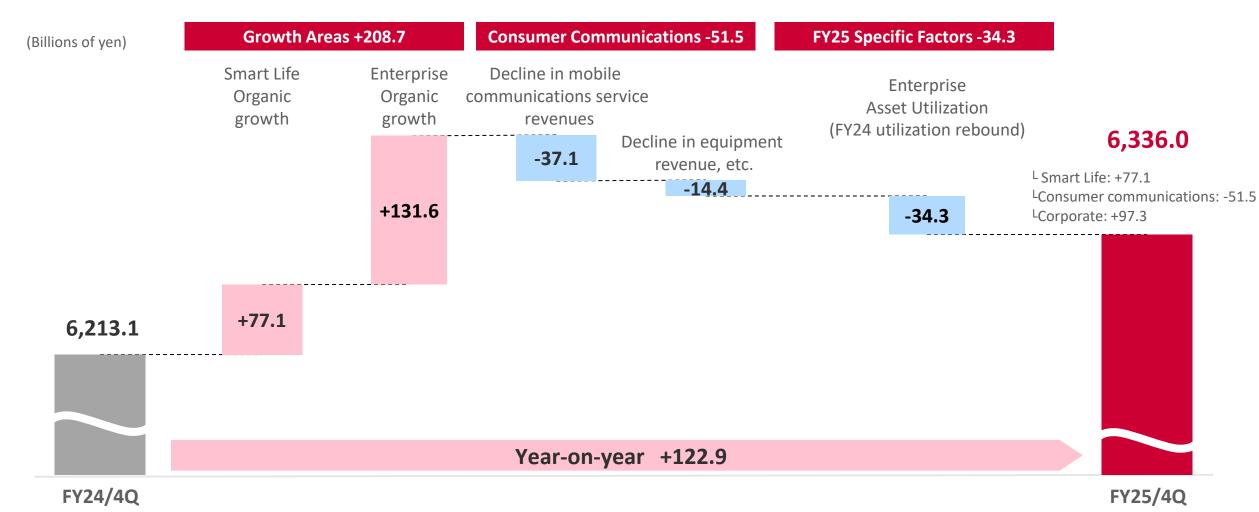
Although sales increased due to the acceleration of organic growth, Profit declined due to continuation of upfront investments for future growth and measures to reduce the burden in subsequent years.

(Pillians of you)	FY2024 FY2025 Full year Full year	FY2025	Year-on-year	
IFRS (Billions of yen)		Full year	Changes	%
<b>Operating Revenues</b>	6,213.1	6,336	+122.9	+2.0%
Operating Profit	1,020.5	966	-54.5	-5.3%
EBITDA	1,760.6	1,746	-14.6	-0.8%
Profit attributable to shareholders				
Net income	718.5	669	-49.5	-6.9%
Capital Expenditures	714.3	875	+160.7	+22.5%

## **Operating Revenues Forecast**



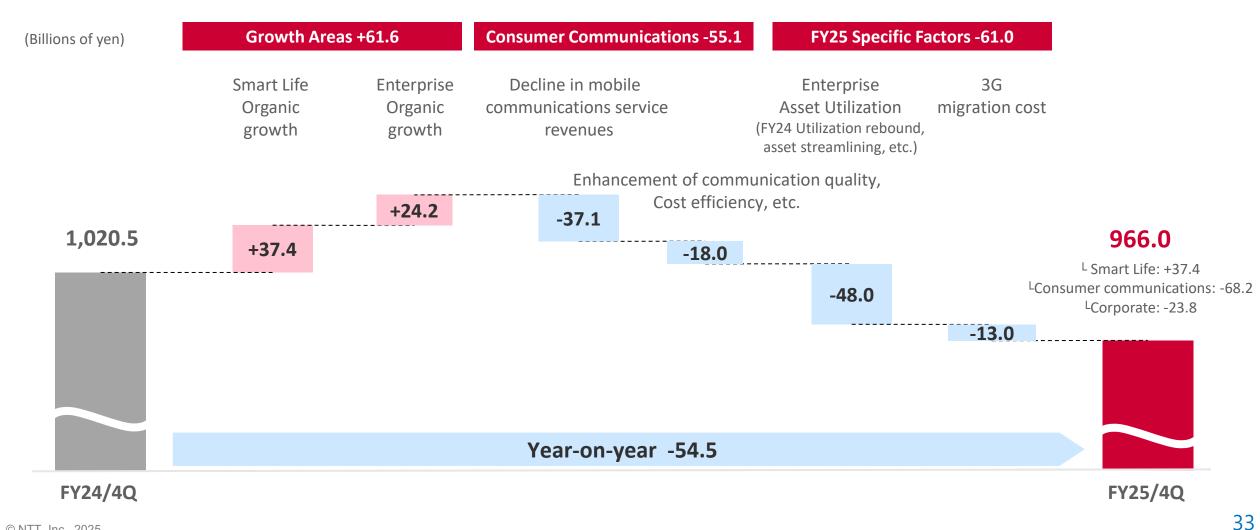
Revenues are expected to increase, driven by growth in finance of Smart Life and Enterprise solutions.



## **Operating Profit Forecast**



Offset the decline in Consumer Communications profits by strong growth in Growth Areas. Striving to further improve momentum in FY25.



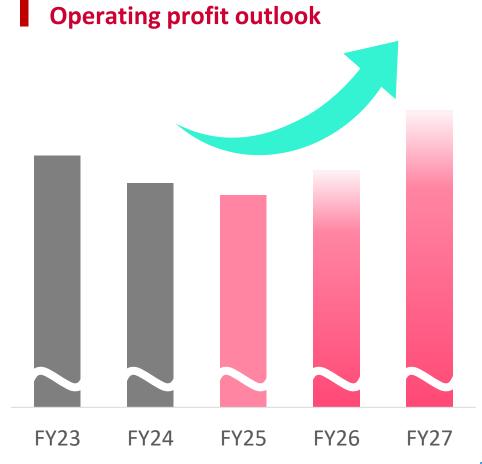
## **Toward Medium-Term Growth**



FY25 positioned as a year of transformation for future growth, leading to significant profit expansion in FY26 and beyond.

Transformation agenda and YOY profit change (conceptual)

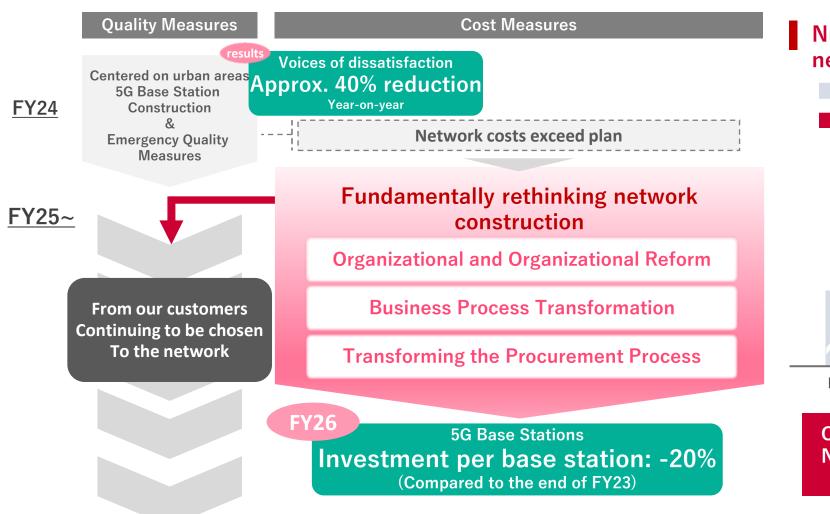
		FY25	FY26	FY27
N	Narketing strategy reform			
	Mobile communications services revenues		<b>&gt;</b>	
	Profit contribution from improved acquisition efficiency	<b>&gt;</b>		
N	etwork structural reform			
	Profit contribution from cost efficiency improvement	•	<b>=</b>	
S	mart Life/Enterprise organic growth			
	Revenue growth			

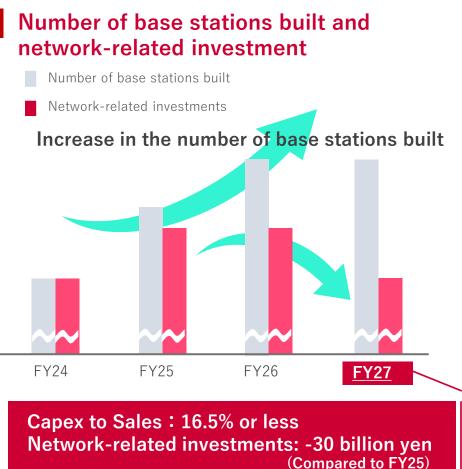


#### <Network> Improving efficiency through network structural reform



#### Engage in structural reforms to accelerate quality measures and reduce costs







## Global Solutions Business

# Results for the Second Quarter of the Fiscal Year Ending March 31, 2026 (Summary of YoY Changes)



Net sales and operating profit both increased year on year.

abroad.

New orders received also increased as we acquired large-scale orders both in Japan and

(Unit: billions of yen)

	H1 FYE3/ <b>2025</b> (Apr-Sep)	H1 FYE3/ <b>2026</b> (Apr-Sep)	YoY (Amount)	YoY (Rate)	FYE3/ <b>2026</b> Forecasts	Progress Toward Forecasts (Rate)
Net Sales	2,240.1	2,360.5	+120.4	+5.4%	4,936.7	47.8%
Operating Profit (Operating Profit Margin)	149.0 (6.7%)	<b>269.0</b> (11.4%)	+120.0 (+4.7P)	+80.5%	<b>522.0</b> (10.6%)	51.5%
Profit*	53.7	155.6	+101.8	+189.6%	266.0	58.5%
New Orders Received	2,500.4	2,749.7	+249.2	+10.0%	Excl. DC Business 4,720.0	_
<excluding business="" dc="" for="" new="" orders="" received="" the=""></excluding>	<2,040.4>	<2,269.4>	<+229.0>	<+11.2%>	<4,720.0>	<48.1%>

<sup>•</sup> Up to the previous quarter (Q1 FYE3/2026), this table presented only profit attributable to shareholders of NTT DATA. Starting this quarter (Q2 FYE3/2026), it provides profit including non-controlling interests.

## **New Orders Received YoY Changes (Results of Q2 FY2025)**



New orders received increased both in the Japan and Overseas segments, buoyed by the acquisition of large-+102.1 scale orders. (Unit: billions of yen) +181.6 +0.6 +249.2 +146.5 -79.5 2,749.7 North America +87.8 North America - 18.2 EMEAL +38.3 2,500.4 EMEAL -22.8 Public & Social +16.7 Infrastructure APAC +18.9-8.5 APAC GTSS +36.5 GTSS -29.9 +107.7Financial Enterprise +22.4 H1 FYE3/2025 H1 FYE3/2026 **Exchange Rate Overseas Others Japan** Results Results **Effects** (Excl. exchange rate effects) (Apr-Sep) (Apr-Sep) (Unit: billions of yen) 2025 Apr-Sep H1 FYE3/2026 YoY H1 FYE3/2025 FYE3/2026 Q2 FYE3/**2025** Q2 FYE3/2026 YoY **New Orders Received** Progress (Apr-Sep) (Apr-Sep) Comparison Forecasts (Jul-Sep) (Jul-Sep) Comparison **Toward Forecasts** Excl. DC 2,500.4 2.749.7 +249.2 business 4,720.0 1,036.1 1,624.0 Total +587.9 876.2 1,022.7 +146.5 56.5% 412.1 500.9 1,810.0 +88.8 **Japan** Excl. DC Overseas\* 1,719.7 620.4 1.617.7 +102.12,900.0 1,119.4 +498.9 business 10.0 **Others** 6.6 7.2 72.0% 3.6 +0.6 3.8 +0.1

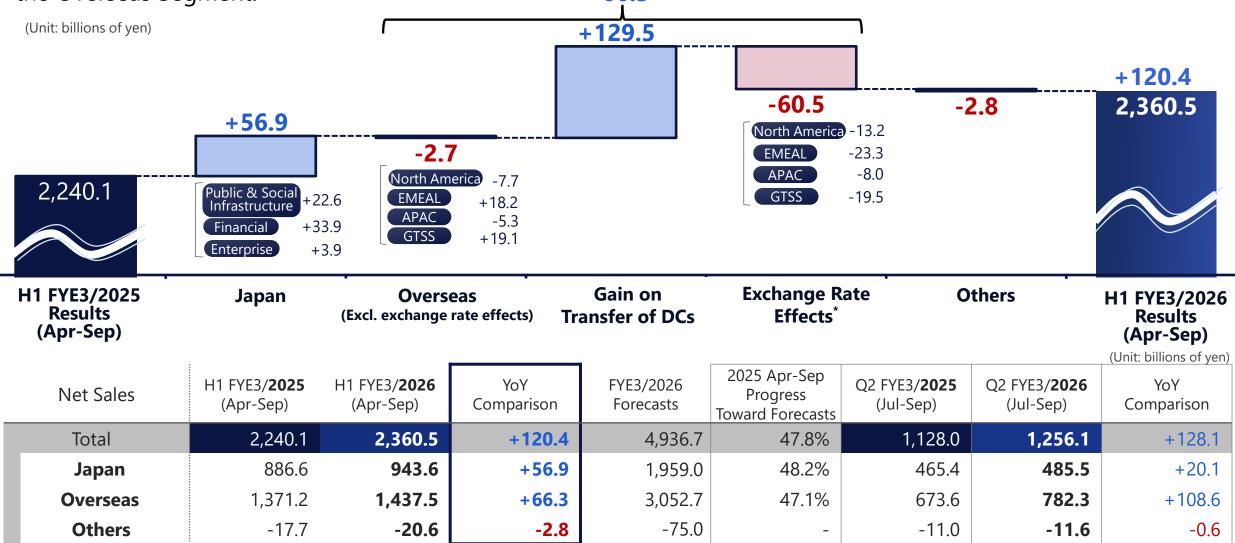
<sup>\*</sup> Of the total, new orders received for the DC business amounted to ¥460.0 billion for H1 FYE3/2025 (Apr-Sep) and ¥480.2 billion for H1 FYE3/2026 (Apr-Sep). FYE3/2026 Forecasts does not include such figure for the DC business. © NTT, Inc. 2025

## **Net Sales** | YoY Changes (Results of Q2 FY2025)



Net sales increased, driven by the expansion of the Japan Segment and gain on the transfer of data centers in the Overseas Segment.

+66.3



<sup>\*</sup> Exchange Rate Effects refers to the amounts affected by differences in exchange rates between the current fiscal year and the previous fiscal year, when USD-denominated results are converted into the yen, in all units. The average rate against USD is JPY152.78 for H1 FYE3/2025 (Apr-Sep) and JPY146.03 for H1 FYE3/2026 (Apr-Sep), while Gain on Transfer of DCs is based on the transaction-date rate of JPY147.03.

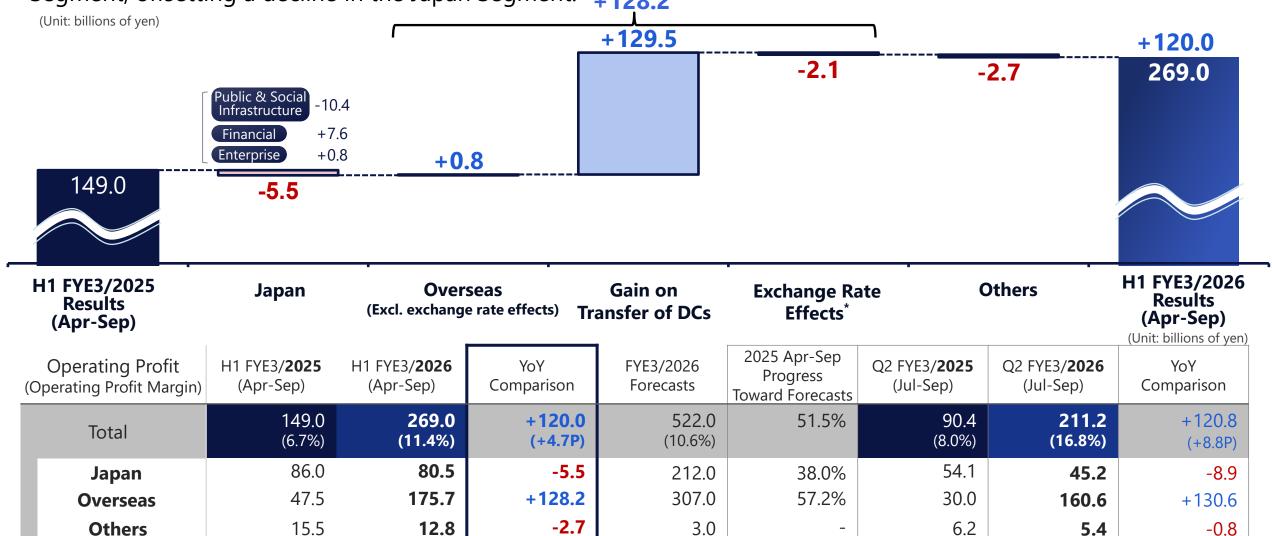
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## **Operating Profit** | YoY Changes (Results of Q2 FY2025)



Operating profit increased overall as gain on the transfer of data centers contributed to growth in the Overseas Segment, offsetting a decline in the Japan Segment. +128 2



<sup>\*</sup> Exchange Rate Effects refers to the amounts affected by differences in exchange rates between the current fiscal year and the previous fiscal year, when USD-denominated results are converted into the yen, in all units. The average rate against USD is JPY152.78 for H1 FYE3/2025 (Apr-Sep) and JPY146.03 for H1 FYE3/2026 (Apr-Sep), while Gain on Transfer of DCs is based on the transaction-date rate of JPY147.03.

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## **Breakdown of Japan Segment Results**



- •New orders received in all 3 businesses increased year on year, boosted mainly by large-scale orders acquired for the Financial business.
- •Net sales also increased in all the businesses, thanks to increased projects for such fields as Telecom and Utility, and Regional Financial Institutions, Cooperative Financial Institutions.
- •Operating profit in the Public & Social Infrastructure business declined due chiefly to an increase in SG&A expenses and the absence of highly profitable projects for Central Government and Related Agencies seen in the previous year.

  (Unit: billions of yen)

		H1 FYE3/ <b>2025</b> (Apr-Sep)	H1 FYE3/ <b>2026</b> (Apr-Sep)	YoY Comparison	FYE3/ <b>2026</b> Forecasts	2025 Apr-Sep Progress Toward Forecasts	Q2 FYE3/ <b>2025</b> (Jul-Sep)	Q2 FYE3/ <b>2026</b> (Jul-Sep)	YoY Comparison
New	Orders Received	876.2	1,022.7	+146.5	1,810.0	56.5%	412.1	500.9	+88.8
Rep	Public & Social Infrastructure	389.8	406.5	+16.7	691.0	58.8%	169.0	175.3	+6.3
Repost	Financial Enterprise	261.6 182.3	369.3 204.6	+107.7 +22.4	641.0 410.0	57.6% 49.9%	128.7 88.4	191.5 113.7	+62.8 +25.3
Net S	ales	886.6	943.6	+56.9	1,959.0	48.2%	465.4	485.5	+20.1
Re	Public & Social Infrastructure	347.2	369.9	+22.6	866.0	42.7%	185.1	193.6	+8.5
Repost	Financial*	324.1	358.0	+33.9	749.0	47.8%	166.2	185.0	+18.8
	Enterprise	279.0	282.9	+3.9	554.0	51.1%	146.6	143.6	-3.1
Operating Profit (Operating Profit Margin)		86.0(9.7%)	80.5(8.5%)	-5.5(-1.2P)	212.0 (10.8%)	38.0%	54.1 (11.6%)	45.2(9.3%)	-8.9(-2.3P)
Rep	Public & Social Infrastructure	42.9(12.3%)	32.5(8.8%)	-10.4(-3.6P)	120.0 (13.9%)	27.1%	26.1(14.1%)	17.5(9.0%)	-8.7(-5.1P)
Repost	Financial Enterprise	33.5(10.3%) 30.9(11.1%)	41.1(11.5%) 31.7(11.2%)	+7.6(+1.1P) +0.8(+0.1P)	85.0(11.3%) 68.0(12.3%)	48.3% 46.6%	18.3(11.0%) 17.7(12.1%)	22.0(11.9%) 17.0(11.8%)	+3.6(+0.8P) -0.7(-0.2P)

<sup>\*</sup> For net sales of the Financial business for FYE3/2025 results, the assumptions for the elimination of intercompany transactions have been revised to match those for FYE3/2026 Forecasts, pushing down the figures by ¥22.4 billion for H1 FYE3/2025 (Apr-Sep) and by ¥10.9 billion for Q2 FYE3/2025 (Jul-Sep).

## **Breakdown of Overseas Segment Results**



- •New orders received increased in all four units as we acquired several large-scale orders in North America and one of the largest-ever order for Global Technology and Solution Services ("GTSS").
- •Net sales in North America and APAC decreased, although the DC business under GTSS continued robust.
- •EBITA in North America, EMEAL, and APAC declined, while that in GTSS rose, backed by the strong performance of the DC and SAP businesses. (Unit: billions of yen)

		H1 FYE3/ <b>2025</b> (Apr-Sep)	H1 FYE3/ <b>2026</b> (Apr-Sep)	YoY (Amount)	Excl. Exchange Rate Effects*3	Exchange Rate Effects*3	FYE3/ <b>2026</b> Forecasts	Progress Toward Forecasts	Q2 FYE3/ <b>2025</b> (Jul-Sep)	Q2 FYE3/ <b>2026</b> (Jul-Sep)	YoY (Amount)
New	Orders Received*4	1,617.7	1,719.7	+102.1	+181.6	-79.5	Excl. DC business 2,900.0	_	620.4	1,119.4	+498.9
	North America	324.3	393.9	+69.6	+87.8	-18.2	798.0	49.4%	176.6	237.5	+60.9
Repost	EMEAL	478.5	494.1	+15.5	+38.3	-22.8	1,267.0	39.0%	223.8	256.0	+32.2
tso	APAC	173.9	184.2	+10.4	+18.9	-8.5	478.0	38.5%	79.7	93.7	+14.0
	GTSS	641.0	647.6	+6.6	+36.5	-29.9	Excl. DC 357.0	_	140.3	532.2	+391.9
Net	Sales	1,371.2	1,437.5	+66.3	+126.7	-60.5	3,052.7	47.1%	673.6	782.3	+108.6
	North America	306.9	285.9	-20.9	-7.7	-13.2	640.0	44.7%	152.1	148.6	-3.5
Repost	EMEAL	508.6	503.5	-5.1	+18.2	-23.3	1,100.0	45.8%	248.6	257.9	+9.4
tso	APAC	185.4	172.2	-13.2	-5.3	-8.0	408.0	42.2%	92.5	90.1	-2.5
	GTSS	423.3	552.2	+129.0	+148.5	-19.5	1,038.7	53.2%	205.3	340.2	+134.9
EBIT.	A* <sup>2</sup> (EBITA Margin)	73.4(5.4%)	203.2(14.1%)	+129.8(+8.8p)	+133.2	-3.4	364.0(11.9%)	55.8%	42.7(6.3%)	174.5(22.3%)	+131.8
	North America	18.0(5.9%)	16.6(5.8%)	-1.5(-0.1p)	-0.7	-0.8	61.0(9.5%)	27.2%	10.2(6.7%)	8.3(5.6%)	-1.9
Repost	EMEAL	22.7(4.5%)	20.4(4.0%)	-2.4(-0.4p)	-1.4	-0.9	70.0(6.4%)	29.1%	13.4(5.4%)	14.7(5.7%)	+1.3
tso	APAC	14.7(7.9%)	13.2(7.7%)	-1.5(-0.2p)	-0.8	-0.6	41.0(10.0%)	32.3%	7.8(8.4%)	7.0(7.8%)	-0.8
	GTSS	37.0(8.8%)	182.0(33.0%)	+145.0(+24.2p)	+147.4	-2.4	263.0(25.3%)	69.2%	21.8(10.6%)	157.5(46.3%)	+135.7

<sup>\*1</sup> Following the reorganization of the Overseas Segment, the figures for FYE3/2025 results and FYE3/2026 Forecasts have been revised.
\*2 EBITA = operating profit + amortization of intangible assets through PPA following acquisitions, etc.

\*4 Of the total, new orders received for the DC business amounted to ¥460.0 billion in H1 FYE3/2025 (Apr-Sep) and ¥480.2 billion in H1 FYE3/2026 (Apr-Sep), representing a year-on-year increase of ¥20.2 billion. FYE3/2026 Forecasts does not include such figure for the DC business.

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<sup>\*3</sup> Exchange Rate Effects refers to the amounts affected by differences in exchange rates between the current fiscal year and the previous fiscal year, when USD-denominated results are converted into the yen, in all units. The average rate against USD is JPY152.78 for H1 FYE3/2025 (Apr-Sep) and JPY146.03 for H1 FYE3/2026 (Apr-Sep).

## **Overseas Segment DC Business Investments**



- •Upon completion of the transfer of fixed assets to NTT DC REIT, we recorded the transfer gain of **\$880 million** (¥129.5 billion) in the second quarter (July-September).\*1
- •Our investments in the DC business progressed steadily, totaling \$962 million (¥140.4 billion) in the first half (April-September).
- •While continuing this cash recycling scheme using REITs, we will also make investments by leveraging third-party capital through joint ventures and similar arrangements to promote sustainable growth.

#### **Transfer of Fixed Assets to NTT DC REIT**

#### [Overview]

Six data centers previously owned by the Group (the "Target Assets") have been transferred to NTT DC REIT, a real estate investment trust that listed its stock on the Singapore Exchange on July 14, 2025.

#### [Details of the Target Assets]

• Location (Number of assets): 4 in U.S., 1 in Austria, 1 in Singapore

• Leasable area : About 42,500 sq m in total

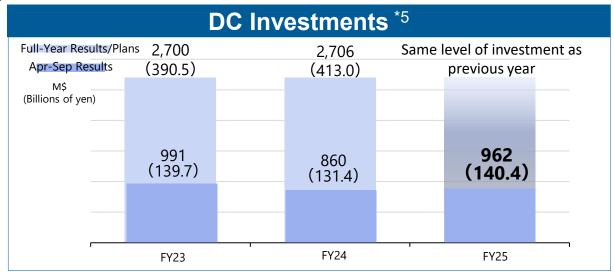
• IT load : About 90 MW in total

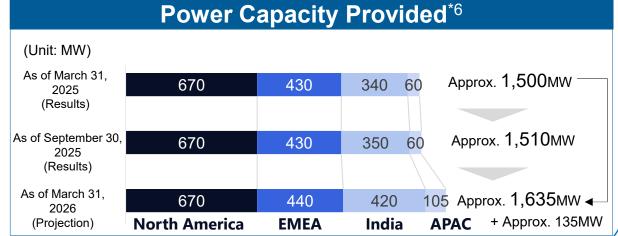
• Utilization rate $^{*2}$  : 89.9%-99.4%

[Transfer Price, Book Value, Expenses, and Transfer Gain]\*3

Transfer price*4	\$1,511M (¥222.2B)
Book value, etc.	\$631M (¥92.7B)
Transfer gain	\$880M (¥129.5B)

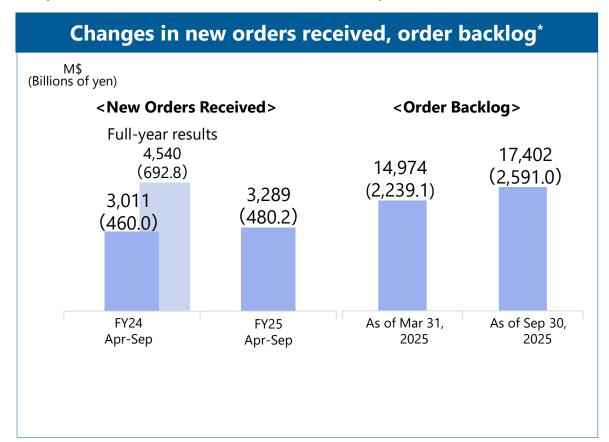
- \*1 Recorded the same amount in net sales and operating profit
- \*2 The figure is as of Dec. 31, 2024. \*3 The rate on the transaction date of July 14 was JPY147.03.
- \*4 The transfer price has been finalized in accordance with a price adjustment clause of the Transfer Agreement.
- \*5 Exchange rates used are JPY141.06 for FY23 Apr-Sep Results: JPY152.78 for FY24 Apr-Sep Results: JPY146.03 for FY25 Apr-Sep Results: JPY144.65 for FY23 Full-Year Results: JPY152.62 FY24 Full-Year Results
- \*6 As the data centers transferred to NTT DC REIT continue to be operated by the Group. their power capacity is reflected in the figures.

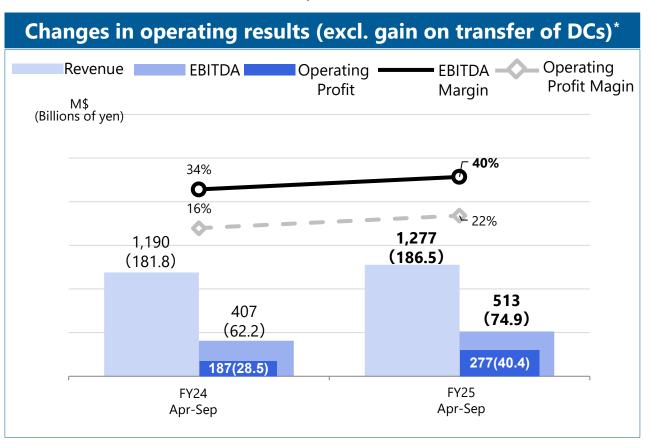




## Overseas Segment Orders Received and Operating Results for the DC Business NTT

- •New orders received increased year on year, as we won large-scale orders in the second quarter (July-September). Demand for the business remained robust.
- •The DC business has been growing steadily. Excluding gain on the transfer of data centers, revenue for the first half (April-September) totaled **\$1,277 million** (up \$87 million YoY), while EBITDA came to **\$513 million** (up \$106 million).





<sup>\*</sup>Order backlog and operating results are calculated based on exchange rates of JPY152.78 for FY24 Apr-Sep Results, JPY152.62 for FY24 Full-Year Results, and JPY146.03 for FY25 Apr-Sep Results, while new orders received are calculated based on exchange rates of JPY149.53 for As of Mar 31, 2025, and JPY148.89 for As of Sep 30, 2025. Gain the on transfer of DCs is based on the transaction-date rate of JPY147.03.

## **Status of the Data Center Business (Overseas Segment)**

2,701.1(18,142)

2,134.0(14,333)

2,095.7(14,076)

1,621.2(10,888)

+64.1(+506)

-55.0(-307)

+21.7(+192)

+151.1(+1,072)



■ Operating results of the Data Center business \*1\*2\*3

	H1 FYE3/2025	H1 FYE3/2026	YoY
New Orders Received	(Apr-Sep) 460.0(3,011)	(Apr-Sep) 480.2(3,289)	(Amount) +20.2(+278)
Order Backlog (at period-end)	2,070.7(14,499)	2,591.0(17,402)	+520.3(+2,904)
Net Sales	181.8(1,190)	315.9(2,157)	+134.1(+967)
EBITDA	62.2(407)	204.4(1,394)	+142.2(+987)
EBITDA Margin (%) *Incl. gain on transfer of DCs	34%	65%	-
EBITDA Margin (%) *Excl. gain on transfer of DCs	34%	40%	-
Operating Profit (before allocation of common head-office costs)	28.5(187)	169.9(1,157)	+141.3(+971)
Operating Profit Margin (%) *Incl. gain on transfer of DCs	16%	54%	-
Operating Profit Margin (%) *Excl. gain on transfer of DCs	16%	22%	-
Investment Amount	131.4(860)	140.4(962)	+9.1(+102)
	As of March 31, 2025	As of September 30, 2025	Difference (Amount)

2,637.0(17,635)

1,982.9(13,261)

2,150.7(14,383)

1,599.5(10,697)

	FVF2 /202F	FVF2 /2026	V-V	
	FYE3/2025	FYE3/2026	YoY	(Unit: billions of yen (M\$))
	Results	Forecasts	(Amount)	
	692.8(4,540)			
	2,239.1(14,974)			
7	274.0(0.420)	5 40 7 (0 F 47)	174.67.4.445)	1
J	371.2(2,432)	542.7(3,547)	+171.6(+1,115)	
	137.0(898)	304.0(1,987)	+167.0(+1,089)	
	37%	56%	-	

37%	56%	-
37%	42%	-

*1	The figures refer to internal management figures (non-audit) for calculating the balance of
	the DC business under GTSS. They include transactions between NTT, the parent company
	and the Group, and were calculated in certain methods such as the allocation of shared
	costs with other businesses of the unit.

Same level of investment as previous year

413.0(2,706)

■ Power capacity provided (in MW) (Unit: MW, all figures are approximate)

- I O II Capat	ercy provided (	( ( )	,
Overall capacity	FYE3/2025 Results (Full Year)	FYE3/2026 Plans (Full Year)	H1 Results (Apr-Sep)
New capacity	380	135	10
Current capacity (at period-end)	1,500	1,635	1,510

(Unit: MW, all figures are approximate)

Capacity by region		North America	EMEA	India	APAC	Total
Current capacity (As of Sep 30, 2025)		670	430	350	60	1,510
Planned capacity (As of Sep 30, 2025)		310	225	155	105	795
	Planned to start in the rest of FY2025	0	10	70	45	125

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Assets

Liabilities

Repost) Non-current assets

Repost) Interest-bearing liabilities

<sup>\*2</sup> EBITDA and operating profit do not include some of the common head-office costs.

<sup>\*3</sup> Gain on transfer of DCs is based on the transaction-date rate of JPY147.03.

## Forecasts for the Fiscal Year Ending March 31, 2026 ONTT

## Expected to achieve the MMP targets (consolidated net sales of 4.7 trillion yen, consolidated operating profit margin<sup>(\*1)</sup> of 10%, overseas EBITA ratio<sup>(\*1)</sup> of 10%)

- > **Net sales** are forecast to rise by over 6% year on year on the back of an expected business expansion in Japan and overseas and utilization of REITs in the Data Center business.
- > **Operating profit** is also expected to surge due to emerging synergies from business transformation and utilization of REITs in the Data Center business on top of an expected increase in net sales.
- Profit is also forecast to post a substantial increase in line with an expected steep rise in operating profit.

(Unit: billions of yen)	FY2024 Results <sup>(*1)</sup>	FY2025 Forecasts <sup>(*1)</sup>	YoY (Amount)	YoY (Rate)		Management Targets(FY2025)
Net Sales	4,638.7	4,936.7	+298.0	+6.4%	7	4.7 trillion yen
Operating Profit (Operating Profit Margin)	323.9 (7.0%)	<b>522.0</b> (10.6%)	+ <b>198.2</b> (+3.6P)	+61.2%	7	_
Profit Attributable to Shareholders of NTT DATA	142.5	200.0	+57.6	+40.4%	7	-
(Reference) New Orders Received(*2)	4,961.6	4,720.0	-	-	7	-
Operating Profit Margin <adjusted>(*3)</adjusted>	8.0%	11.0%	+3.1P	-		10%
Overseas EBITA Margin <adjusted>(*3)</adjusted>	7.5%	12.9%	+5.4P	-		10%

<sup>(\*1)</sup> Exclude one-time costs for M&A, structural transformation, etc.

<sup>(\*2)</sup> Forex rates against USD: JPY152.62 for FYE3/2025 Results, JPY153 for FY2025 Forecasts.

<sup>(\*3)</sup> New orders received in FY2024 Results include those of the DC business amounting to ¥692.8 billion, but such figures are not included in FY2025 Forecasts.

### Breakdown of Forecasts for the Fiscal Year Ending March 31, 2026 (Japan)



New orders received, net sales, and operating profit are expected to rise year on year.

Net sales are expected to grow by 1.3% year on year, but by 4.0% if the effects of the change in accounting treatment(\*1) in the Payments business are excluded. (Unit: billions of yen)

		FY2024 Results	FY2025 Forecasts	YoY (Amount)	YoY (Rate)
New O	rders Received	1,747.5	1,810.0	+62.5	+3.6%
<sub>Z</sub> D	Public & Social Infrastructure	662.6	691.0	+28.4	+4.3%
Repost	Financial	596.1	641.0	+44.9	+7.5%
tst	Enterprise	418.7	410.0	-8.7	-2.1%
Net Sal	les	1,933.2	1,959.0	+25.8	+1.3%
P	Public & Social Infrastructure	808.3	866.0	+57.7	+7.1%
Repost	Financial	702.3 <sup>(*2)</sup>	749.0	+46.7	+6.7%
tst	Enterprise	565.6 <sup>(*1)</sup>	554.0 <sup>(*1)</sup>	-11.6	-2.0%
Operat (%)	ing Profit	<b>205.2</b> (10.6%)	212.0 (10.8%)	<b>+6.8</b> (+0.2P)	+3.3%
	Public & Social Infrastructure	108.3 (13.4%)	120.0 (13.9%)	+11.7 (+0.5P)	+10.8%
Rep	Financial	79.5 <sup>(*2)</sup> (11.3%)	85.0 (11.3%)	+5.5 (+0.0P)	+7.0%
Repost	Enterprise	61.3 (10.8%)	68.0 (12.3%)	+6.7 (+1.4P)	+10.9%
	Total of the 3 businesses in Japan <sup>(*3)</sup>	249.1	273.0	+23.9	+9.6%

<sup>(\*1)</sup> Includes a sales decline due to the shift from gross reporting to net reporting following the change in accounting treatment in some of the Payments business
(\*2) The results for FY2024 in the Financial business were changed to align the assumptions for the elimination of transactions among group companies with the assumptions used for the forecasts for FY2025 (a sales decline of ¥47.2B). The change does not affect the results for FY2024 in the Japan Segment.

(\*3) Refers to the total of the Public & Social Infrastructure, Financial, and Enterprise businesses

## Breakdown of Forecasts for the Fiscal Year Ending March 31, 2026



(Unit: billions of yen)

• Net sales and profits are expected to rise in all units on the back of an expected expansion of each unit and utilization of REITs in the Data Center business.

		EV2024	FY2024 FY2025		YoY		
		Results (*1) (*5)	Forecasts (*1) (*6)	(Amount)	Forex Effects(*1)	YoY (Rate)	
New Orders Received (*2)		3,199.5	Excl. DC business 2,900.0	-	-	-	
	North America	786.4	850.0	+63.6	-	+8.1%	
R	EMEA & LATAM	1,014.1	1,215.0	+200.9	-	+19.8%	
Repost	APAC	333.4	478.0	+144.6	-	+43.4%	
st	Global Technology and Solution Services	1,065.6	Excl. DC business 357.0	-	-	-	
Net Sale	es	2,750.9	3,052.7	+301.9	-	+11.0%	
	North America	662.6	716.0	+53.4	-	+8.1%	
₽	EMEA & LATAM	997.1	1,068.0	+70.9	-	+7.1%	
Repost	APAC	363.5	421.0	+57.5	-	+15.8%	
st	Global Technology and Solution Services	852.0	1,058.7	+206.7	-	+24.3%	
Operating Profit (Operating Profit Margin)		100.2 (3.6%)	307.0 (10.1%)	+206.8 (+6.4P)	-	+206.3%	
EBITA <sup>(*3)</sup> (EBITA Margin)		154.7 (5.6%)	364.0 (11.9%)	+209.4 (+6.3P)	-	+135.4%	
	North America	37.5 (5.7%)	62.0 (8.7%)	+24.5 (+3.0P)	-	+65.3%	
R	EMEA & LATAM	40.3 (4.0%)	68.0 (6.4%)	+27.7 (+2.3P)	-	+68.8%	
Repost	APAC	25.3 (7.0%)	42.0 (10.0%)	+16.7 (+3.0P)	-	+65.7%	
st	Global Technology and Solution Services	100.1 (11.8%)	263.0 (24.8%)	+162.9 (+13.1P)	-	+162.7%	
EBITA	<adjusted>(EBITA margin) (*5)</adjusted>	203.7(7.5%)	393.0 (12.9%)	189.4(+5.4p)	_	+93.0%	

(Overseas)

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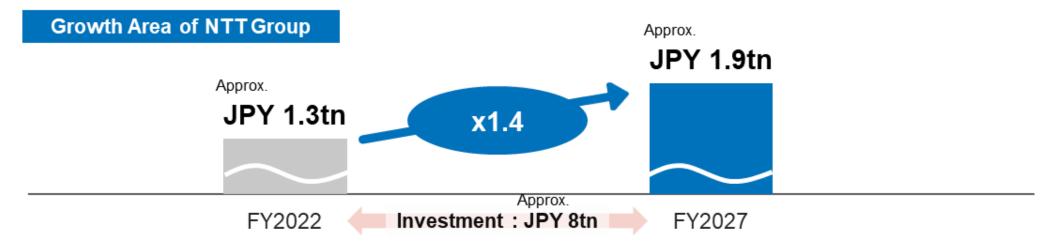
<sup>(\*1)</sup> Forex rates against USD: JPY152.62 for FY2024, JPY153 for FY2025. Since rate differences were slight, the symbol of - is entered in Forex Effects
(\*2) New orders received in FY2024 Results include those of the DC business amounting to ¥692.8 billion, but such figures are not included in FY2025 Forecasts.
(\*3) EBITA = operating profit + amortization of intangible assets through PPA following acquisitions, etc.
(\*4) The business transformation costs forecast for FY2024 are included in the EBITA projection for the entire Overseas Segment, but not included in such projection of each unit.
(\*5) Net sales, which is the denominator for calculating the EBITA ratio, include external revenue.
(\*6) Net sales, operating profit, and EBITA for FY2025 Forecasts include the amount equivalent to the gain on transfer of DC assets.

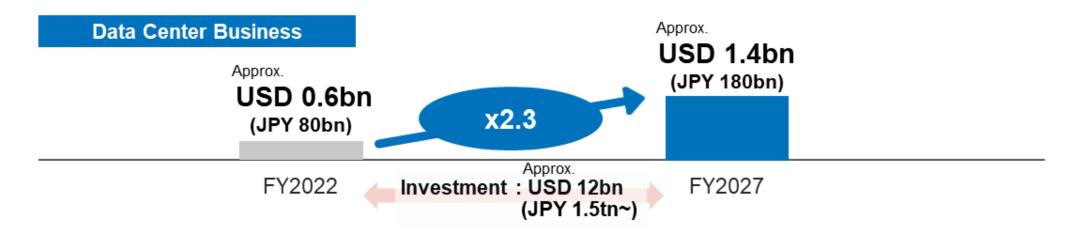
## Data Center Business as a Growth Engine



NTT has committed to invest at least JPY1.5 trillion into data centers until the end of FY2027 as one of the pillars of our new medium-term strategy, aiming to double EBITDA during this period by leveraging our proven operational and technological capabilities

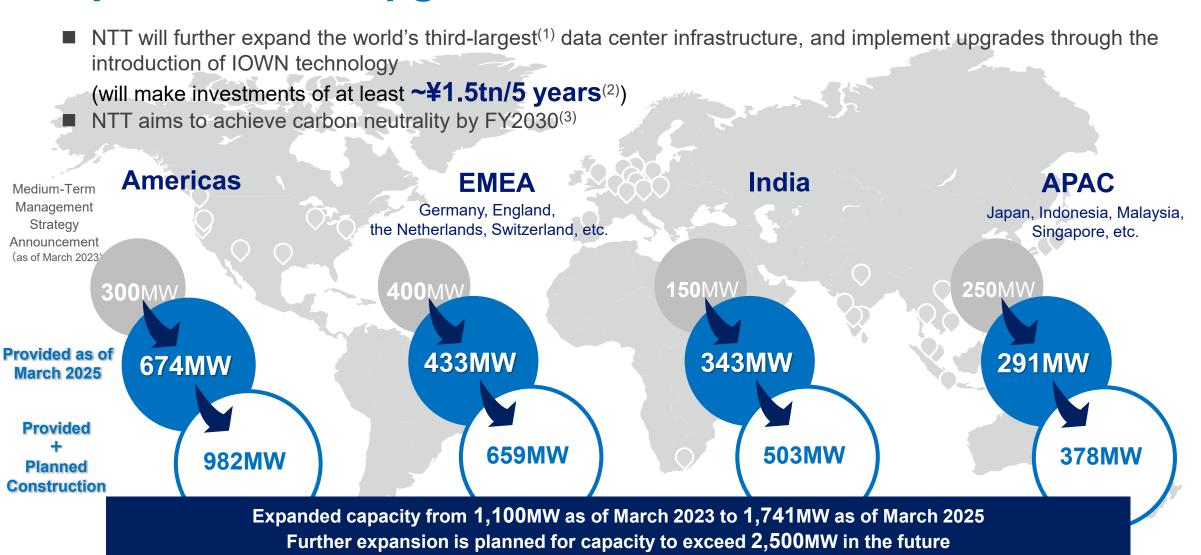
### **EBITDA Growth Target**





## **Expansion and Upgrade of Data Centers**





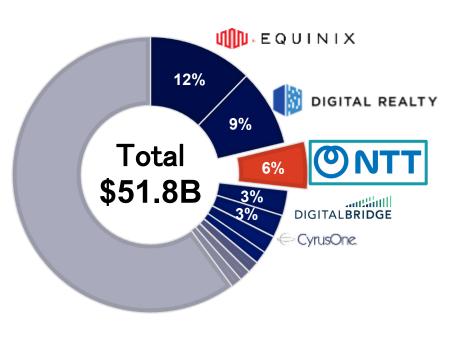
<sup>(1)</sup> Recalculated from Structure Research 2022 Report, excluding Chinese operators. (2) Does not include capital investments made using third-party capital.

<sup>(3)</sup> The targets for reduction are Scope 1 (NTT's own direct greenhouse gas emissions) and Scope 2 (indirect emissions associated with the purchase of electricity, heat and steam that are provided by other companies) under the GHG protocol for data centers. (4) IT power capacity of purpose-built datacenters owned by NTT Communications Group and NTT Ltd. Group (including JVs with third parties).

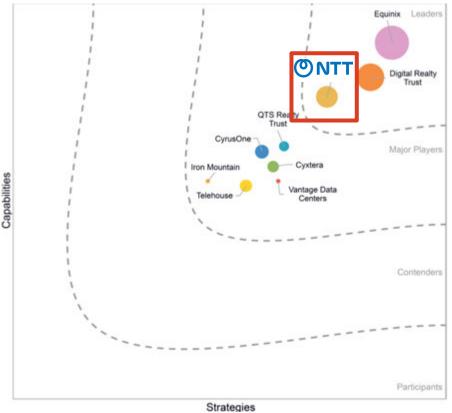
### **NTT's Position In The Global Market**



	Operators	
1	Equinix	
2	Digital Realty	
3	NTT GDC	
4	Digital Bridge	
5	CyrusOne	
6	KDDI	
7	American Tower	
8	Cyxtera	
9	Flexential	
10	QTS	
	Others	







### NTT GDC is widely recognized as the third largest data center operator with a global footprint

1 Not including Chinese business operators. Prepared by NTT based on Structure Research May 2023 Report

### NTT is named as a "Leader" due to it broad service offering and global reach

2. IDC MarketScape: Worldwide Datacenter Colocation and Interconnection Services 2021 Vendor Assessment



## Regional Communications Business

## **FY2024 Financial Results and FY2025 Financial Results Forecast** (NTT East)



(Units: Billions of yen, except Hikari Subscriptions)

IFRS (Consolidated)	FY2023 Results	FY2024 Results	Year-over-year	FY2025 Forecast	Year-over-year
Operating Revenues	1,710.5 〈1,655.9※²〉	1,665.4	(4.5) \(\langle + 9.5 \rangle	1,670.0	+4.6
Operating Profit	298.6 <b>〈244.0</b> ※2 <b>〉</b>	213.5	(85.1) 〈(30.5)〉	220.0	+6.5
Profit <sup>※¹</sup>	206.9	153.5	(53.4)	158.0	+4.5
EBITDA	498.8	426.8	(72.0)	437.0	+10.2
Capital Investment	243.8	251.6	+7.8	277.0	+25.4
Net increase (decrease) in Hikari Subscriptions (Number of Subscriptions)	+40,000 (13.37 million subscriptions)	+70,000 (13.44 million subscriptions)	+30,000	+100,000 (13.54 million subscriptions)	+30,000

X1 Represents profit attributable to NTT East, excluding noncontrolling interests.

X2 Excludes impact of streamlining of non-core assets in FY2023.

## **FY2024 Financial Results and FY2025 Financial Results Forecast** (NTT West)



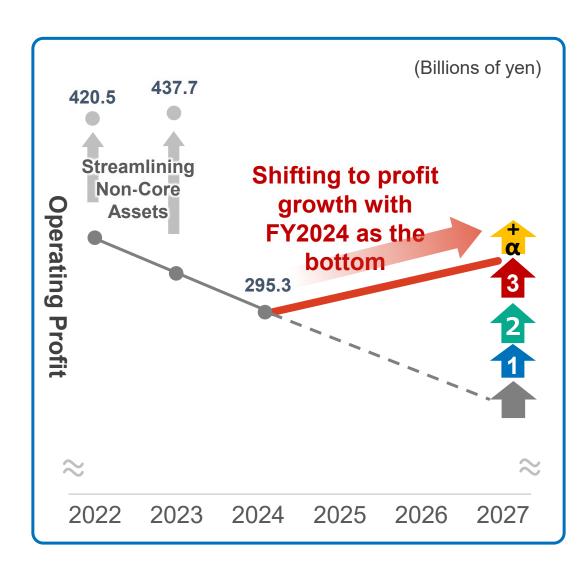
(Billions of yen)

IFRS (Consolidated)	FY2023 Results	FY2024 Results	Year-over-year	Compared to Forecast	FY2025 Forecast	Year-over-year
Operating Revenues	1,497.0	1,468.6	(28.3)	+23.6	1,472.0	+3.4
Operating Profit	138.9	81.8	(57.1)	+1.8	77.0	(4.8)
Profit*	98.8	60.8	(38.0)	+6.8	50.0	(10.8)
EBITDA	328.8	291.8	(37.0)	+12.8	287.0	(4.8)
Capital Investment	237.2	239.8	+2.6	+2.8	250.0	+10.2
Net Increase (Decrease) in Hikari Subscriptions (Number of Subscriptions)	+37,000 (10.29 million)	+59,000 (10.34 million)	+22,000	+9,000	+60,000 (10.40 million)	+1,000

<sup>\*</sup> Represents profit attributable to NTT West, excluding noncontrolling interests.

### **Initiatives to Restore Business Results**



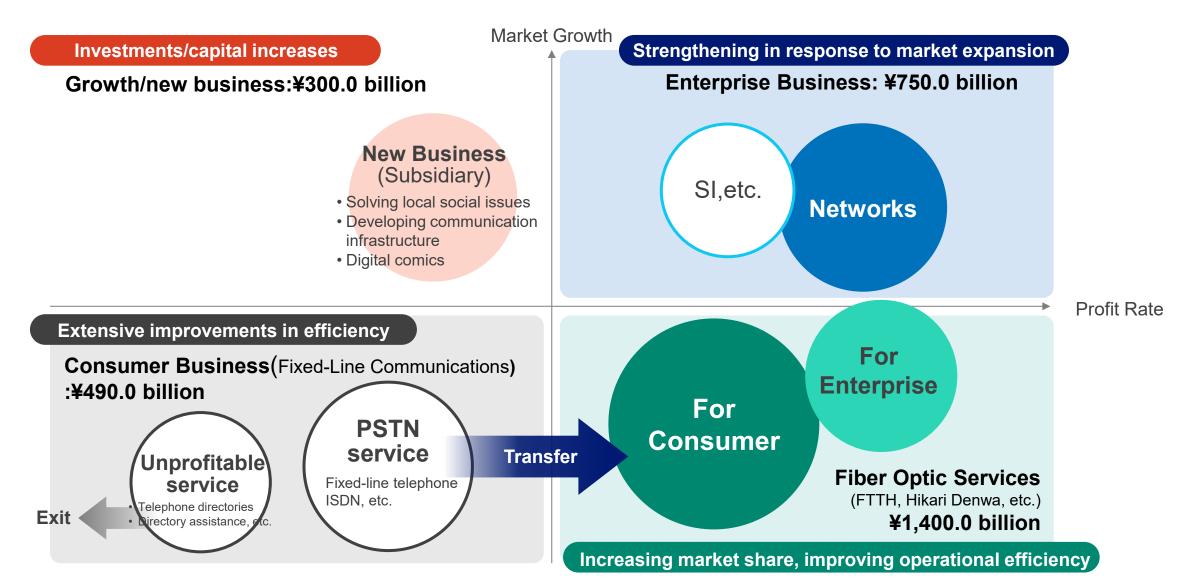


- Expansion of new businesses, further re-evaluation of fees, etc.
- Re-evaluation of personnel and business portfolio

  EY2027 +¥45.0 billion
- Initiatives to restore FTTH FY2027 +¥40.0 billion
- Initiatives to expand the Enterprise
  Business and other businesses
  FY2027 +¥25.0 billion
- Continuation of management improvement initiatives, including reductions in equipment costs and personnel expenses

### **Direction of Each Business Portfolio**



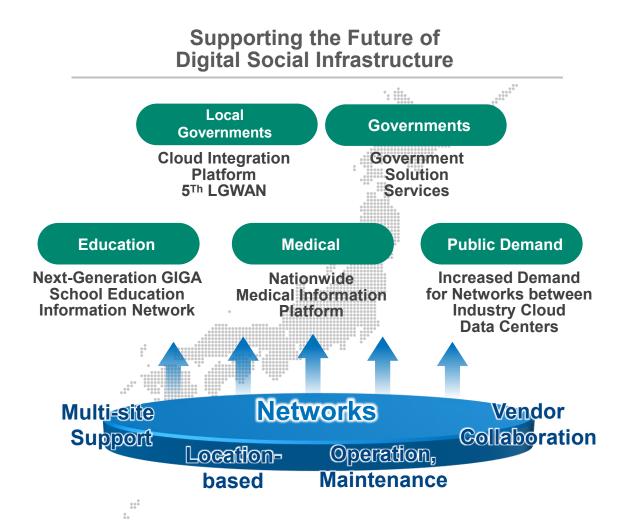


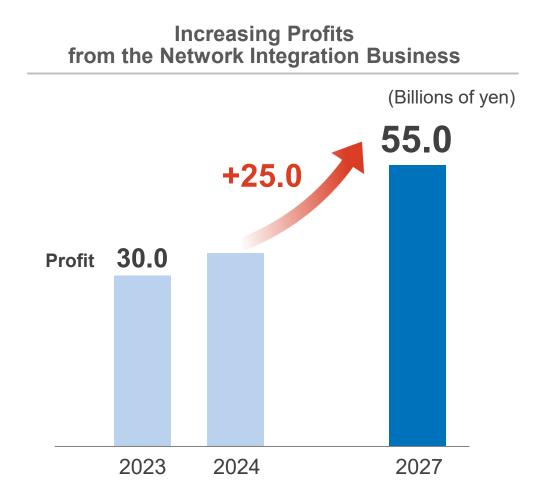
Note: Circle sizes represent FY2023 operating revenues.

### **Evolving and Expanding the Enterprise Network Business**



Making the most of existing optical networks, we will leverage our strengths in regional connections and engineering to expand our network businesses that support the digitalization of society (targeting a ¥25.0 billion increase in profit through FY2027)

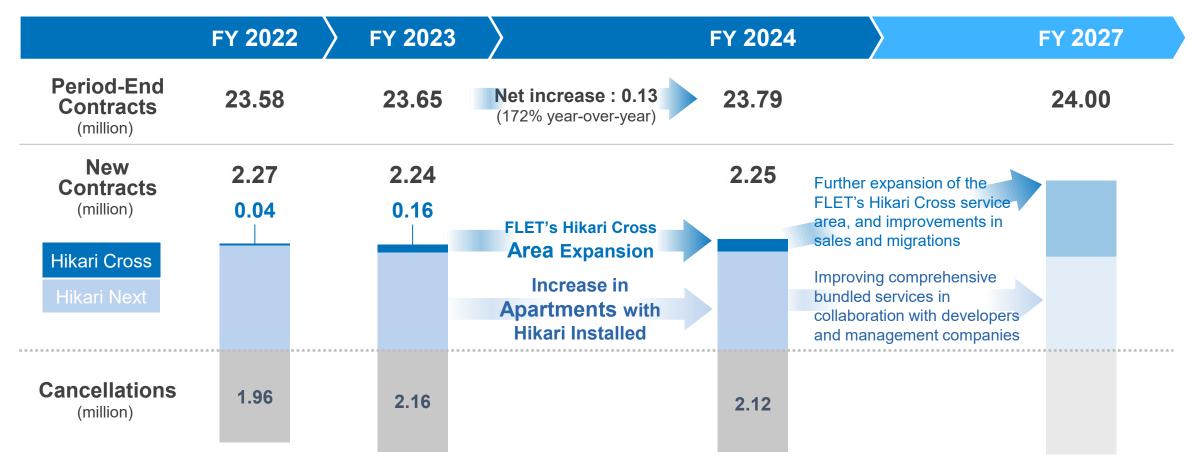




## **Current Status of Fiber Optic Services and Future Targets**



• By strengthening sales and improving the pricing strategies for FLET's Hikari Cross and the apartment building market business, we plan to expand our market share and improve our profitability, with a goal of generating profit of ¥40.0 billion in FY2027



### **Initiatives to Increase Hikari Cross Sales**



### (Responding to Demand for Faster Fiber Optic Speeds)

We will expand the Hikari base with improved support for high-speed demand by promoting transitions to Hikari Cross, which is expected to increase ARPU, with free installations and other promotional measures, investments in other promotions based on the market environment, and service area expansion initiatives

#### **Strengthened Support for High-Speed Demand/ Sales Promotion Measures**

### **Hikari Cross support for** Support for High-Speed Demand apartment buildings (from 2022) Hikari Denwa support (from 2023) Launch of comprehensive Hikari **Cross support across** entire households **Expansion of Hikari** Service Area Expansion Cross service area Strengthening the

apartment building market

by collaborating with real

estate industry

businesses



#### **Household Coverage Rate** Gradual expansion based on demand Over 60% Hokkaido; Miyagi; Gradual expansion to Niigata; Mie; parts north Kanto; Nagano; of Nara: etc. Tohoku; Yamanashi; Hiroshima; Fukuoka; Four prefectures of Ehime; Okayama; the Metro area; Kumamoto; etc. Kyoto; parts of Shizuoka; etc. 20% Tokyo's 23 wards; Osaka; parts of Nagoya 5%

2023

2021

2025

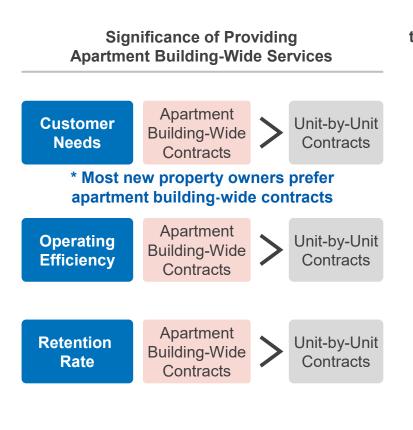
2027

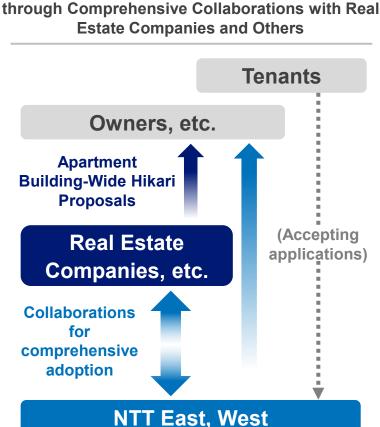
Schedule for Hikari Cross Service Area Expansion

## **Initiatives in the Apartment Market**

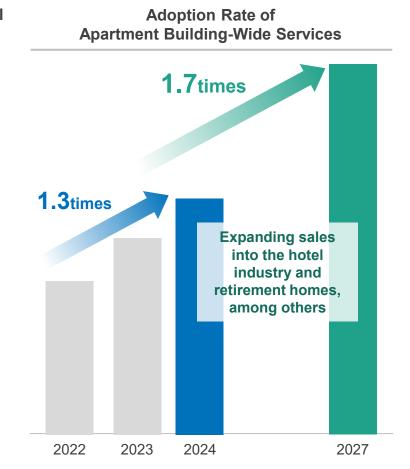


- We will strengthen collaborations with developers and management companies to launch comprehensive apartment building-wide services that meet market needs and have high operating efficiency
- We will shift to a business model in which we can maintain medium- and long-term revenues by expanding comprehensive apartment services





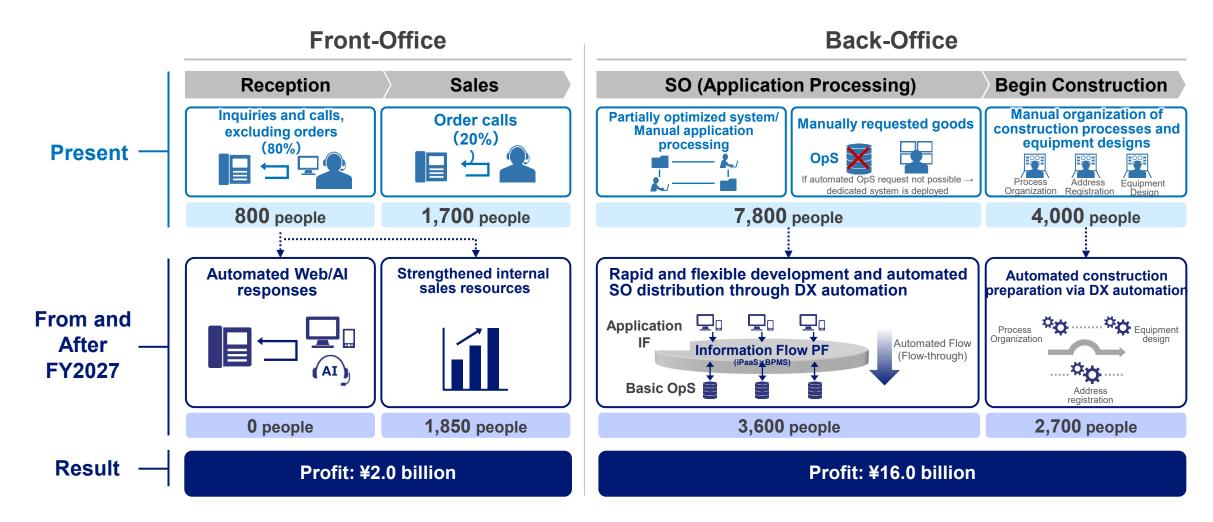
**Strengthening Apartment Building-Wide Sales** 



### Reforming Telecommunications Operations through DX and AI



- We will fully leverage DX and AI to redesign personnel-heavy front and back-office support services
- ⇒ Enhancing efficiency and transitioning to "zero-touch (automated)"
- We are aiming to improve profit by ¥18.0 billion through FY2027 by reducing headcount by about half

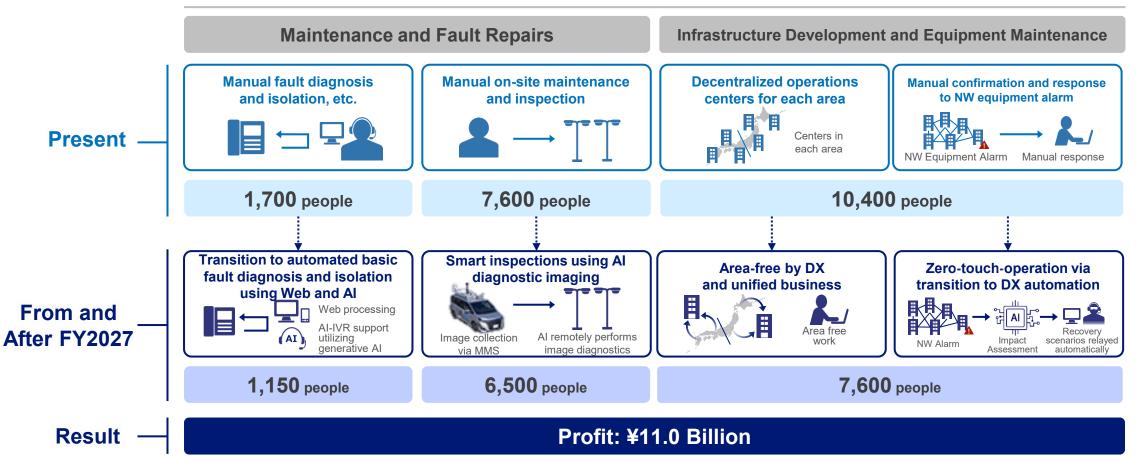


### Reforming Telecommunications Operations through DX and AI



- We will upgrade on-site operations and other manual tasks through the use of AI diagnostic imaging and other technologies
- We will fully leverage DX and AI to transition routine repetitive tasks in the operation of NW equipment to "zero-touch (automated)," with the aim of improving profit by ¥11.0 billion through FY2027

#### **Facilities-Related Operations**

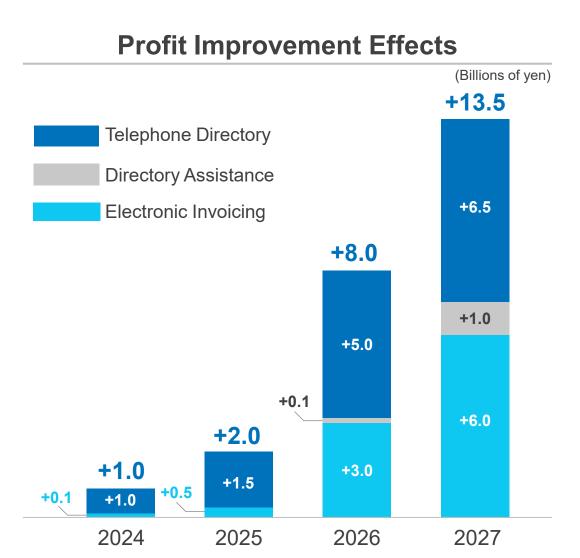


## **Exit from Unprofitable Services**



We will aim to improve profit by ¥13.5 billion in FY2027 through the termination of consumer line-related businesses and initiatives to promote the rapid shift to digital services

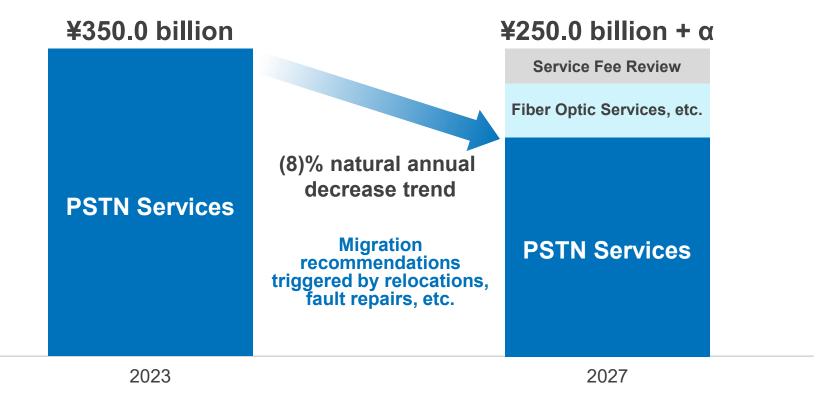
#### Schedule 2024 2025 2026 2027 ▲July 19: Press releases Telephone Directory **▲**March: Final publication of TownPage (termination of publication) On-demand delivery only ▲3/31: Cease offering ▲July 19: Press releases Directory Assistance (will no longer be provided) ▲ Center Closing (East Japan: two Centers) (West Japan: four Centers) **▲**7/29: Public Announcement ▲Full-scale roll-out of Review of conditions for electronic invoicing issuing a combined invoice for the following month Will re-examine telegrams and other legacy offerings in light of social trends and the business environment



## Migration to Alternative PSTN Services



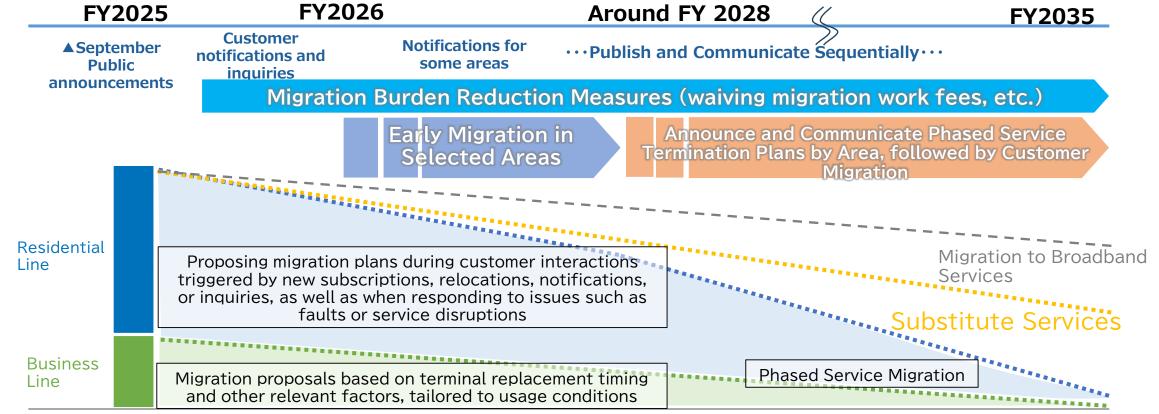
- The ¥350.0 billion PSTN service revenue base will be maintained to the fullest extent possible by encouraging migration and improving pricing strategies at various contact opportunities with customers
- Migration to alternative services (optical and wireless fixed-line telephones) by around 2035, when the
  metal facilities reach their limits



## **Steps for Migrating Fixed-Line Telephone Services**



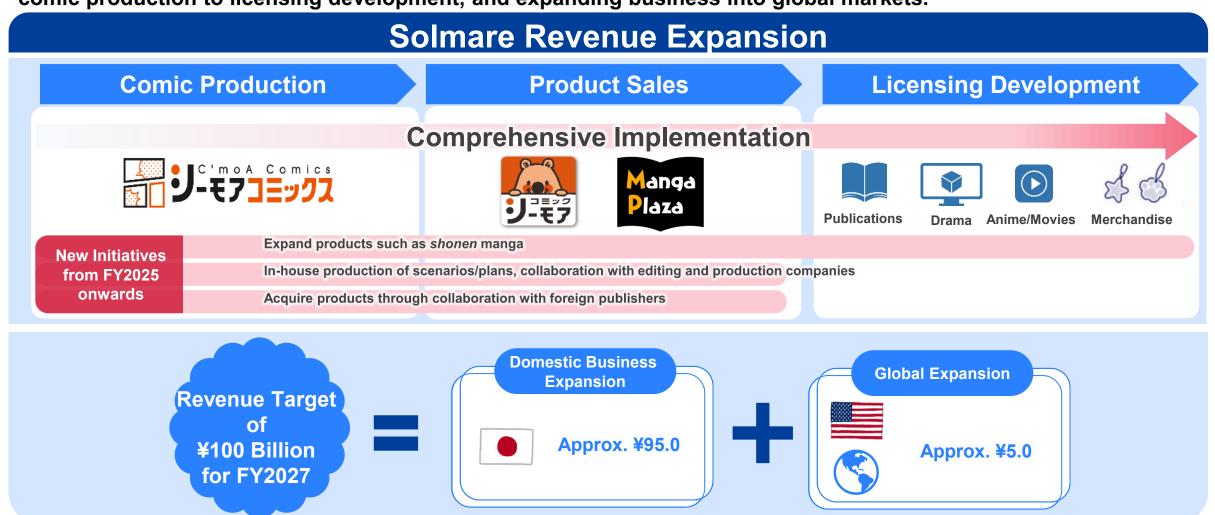
- Migration to substitute services will begin with customer applications for new subscriptions or relocations, as well
  as notifications and inquiries related to contracts, faults, or service disruptions.
  - After identifying customer contact points, we will propose migration plans to substitute services.
- For corporate customers, we will include terminal replacement and temporary measures, and implement migration proposals tailored to usage needs.
- For areas with early migration, we will prepare customer support and notifications, and publish phased service termination plans by area, along with schedules and timelines.



## **Further Expansion of Growth Businesses**



- (Solmare Expansion)
- > Expand Comic Cmoa, one of the largest e-book stores in Japan (with more than 40 million monthly users and over 1.4 million books).
- ➤ Aim to achieve company-wide sales of ¥100 billion in FY2027 by strengthening comprehensive efforts, from original comic production to licensing development, and expanding business into global markets.





Initiatives of a sustainable society, etc.

## **Sustainability Charter**



- Establishment of Sustainability Charter in November 2021
- Three themes and nine challenges are set. Key indicators (carbon neutrality, percentage of new female managers, employee engagement rate, customer engagement) are reflected in executive compensation.

	Sustainability Charter				
		Ensuring the positive coexistence of nature and humanity	Responding to environmental and energy challenges	Moving towards a decarbonized society	
				A commitment to a resource-recycling future	
				A future where people and nature are in harmony	
		Improving prosperity for all people and cultures		Establish shared ethical standards	
	NTT's vision of sustainable society		Addressing social issues	Prepare for a new future with the power of digital technology	
			Moving towards a safe, secure, and resilien		
		Maximizing wellbeing for all		Respect for human rights	
			Addressing human rights, and diversity and inclusion	Diversity & Inclusion	
				Creating new work style models	

## **Towards Achieving Net Zero in 2040**



- By continuing our initiatives to reduce environmental impact, we achieved greenhouse gas emission reductions that exceeded our 2040 carbon-neutral plan and are making steady progress toward achieving our long-term goals.
- By encouraging and supporting suppliers with their emissions reduction efforts and emissions data visualization, and by providing renewable energy onboarding support for customers, among other initiatives, we are aiming for 17 million tons of Scope 1, 2 and 3 emissions by 2030



## **Key initiatives in Scope 3 Emission Reduction**

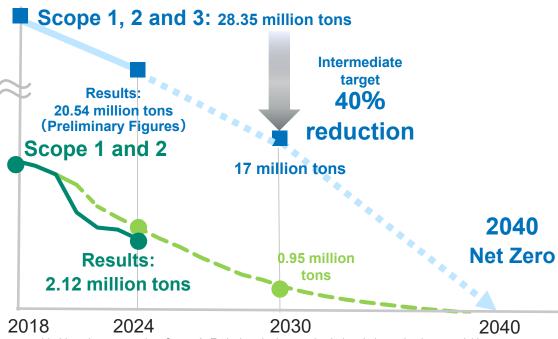
### Further Strengthening of Collaboration with Suppliers

 Encouraging and supporting emissions data visualization and target setting

### Customers' Contributions to Decarbonization

- Renewable energy onboarding support for data center customers and other customers
- Providing cloud services and promoting energy savings in products

#### Illustration of NTT Group Greenhouse Gas Emission Reductions(Domestic and Overseas)



## **Current Status and Future of Renewable Energy Business**



- As a result of acquiring Green Power Investment (GPI), a leading domestic renewable energy company, in 2023, NTT added wind power generation to its solar power generation capabilities, and anticipates achieving its renewal energy acquisition forecast of 8 billion kWh per year in FY2030
- NTT will strengthen its support for customers' Green Transformation (GX) by leveraging the Group's renewable energy-related assets, technologies and solutions



(1) Expectations at the end of each fiscal year (2) Internal calculations based on the FY2022 statistical survey of CO<sub>2</sub> emissions from the household sector (confirmed figures).

## **New Green Transformation Initiatives (GX)**

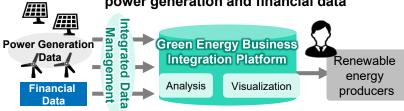


## ■ Launch the new **GNTTG×Inno** solutions brand to strengthen initiatives in the GX field

### **Specific Initiatives:**

- NTT Comware launched the "Smart Data Fusion" green energy business integration platform to help renewable energy producers with their GX
- NTT Anode Energy will develop an energy distribution platform to support the supply of renewable energy and provide optimal operation and control solutions that balance the supply and demand for renewable energy producers, electricity retailers and others
- Aiming to achieve up to Scope 3 carbon neutrality by adopting NTT DATA's
  "C-Turtle" greenhouse gas emissions visualization platform across all NTT
  Group companies, and increasing the number of suppliers working
  together to reduce carbon emissions to around 1,000 companies by
  FY2027

Improving power generation businesses through integrated management, analysis and visualization of power generation and financial data



Optimizing electric power supply and demand by aggregating distributed energy resources

Energy
Energy
Storage
Evs, etc.

Energy
Distribution
Platform
Electricity
retailers

Estimated Scope 3 emissions incorporating emission reduction efforts by suppliers



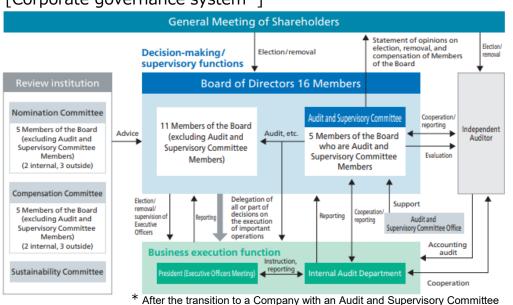
Carbon neutrality throughout society as a whole

## Reinforcement of Corporate Governance



June 2020	•	Introduced an executive officers system* (separation of the functions of managerial decision-making/supervision and business execution) Increased the ratio of outside directors from 27% to 50% *Introduced an executive officers system into key group companies in June 2021
August 2021	•	Increased the percentage of officers' performance-linked compensation from approx. 30% to 50%. (Introduction of a performance-linked stock compensation system) Increased the number of outside independent Members of the Board in the Appointment and Compensation Committee from two to three, causing the outside independent Members of the Board to become the majority.
November 2021	•	The Appointment and Compensation Committee was divided into the Nomination Committee and the Compensation Committee, with their respective functions transferred accordingly. The Sustainability Committee was moved from the Executive Officers Meeting to directly under the Board of Directors
June 2022	•	Number of Members of the Board will be increased from the current 8 members to 10 members (with 5 outside members of the board) One full-time outside corporate auditor will be added, increasing the total number of Audit & Supervisory Board Members from the current 5 to 6 Ratio of female Members of the Board, Audit & Supervisory Board Members and Senior Vice Presidents to be increased to over 30% Internal Control Office will be reorganized into an Internal Audit Department under the direct control of the president
June 2023	•	Due to the retirement of the outside corporate auditor, the number of auditors is reduced from the current 6 to 5.
June 2025	•	Transition to a Company with an Audit and Supervisory Committee

#### [Corporate governance system\*]

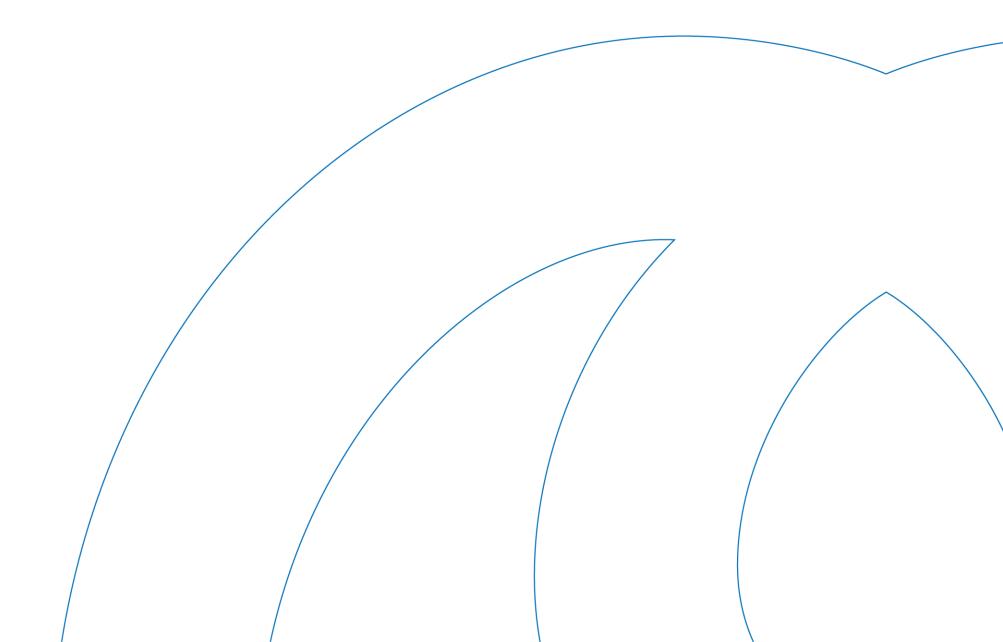


#### [Performance Indicators for Bonuses] FY2025

Classification	Performance indicator		Weight	Evaluation method
	EBITDA		25%	YoY improvement
	EPS		10%	101 improvement
Financial indicator	EBITDA		25%	
Financial indicator	Operating profit		10%	
	Overseas operating incom	e margin	10%	
	ROIC in existing areas		5%	Achievement
	Greenhouse gas emissions		5%	
Contains hills in disease	New female manag promotion rate	er	2.5%	level of plan
Sustainability indicator	Employee engagemen	t rate	2.5%	
	Customer engagement	NPI	2.5%	
		NPS	2.5%	







### **IOWN** initiative



■ In order to utilize all types of information beyond the limits of conventional infrastructures, photonics technologies such as photonics-electronics convergence devices will be utilized everywhere from networks to terminals to realize a network and information processing infrastructure characterized by low power consumption, large capacity, high quality, and low latency (transition from electronics to photonics).

#### Limitations of transmission and processing capacity **Increasing energy consumption** Large capacity, high Low power **Low latency** consumption quality 100 times greater power 125 times greater transmission End-to-end latency reduced by a Target efficiencv\*1 capacity\*2 factor of 200\*3 Perform-ance Capable of downloading 10,000 two-hour movies Provides various information and communication services Transmits real-time video without the latency experienced instantaneously (in 0.3 sec). at power consumption reduced by a factor of 100. with digital TV or satellite broadcasting. (Compared with one movie in 3 sec with 5G technology) \*3 Target latency in video traffic not requiring compression within the \*1 Target power efficiency for portion where photonics technology is same prefecture \*2 Target communication capacity per optical fiber cable applied Photonics-electronics convergence devices Chip-to-chip Core-to-core optical transmission in a chip Optical signal processing in a chip optical Transmission transmission by optical technology Connections around a chip Tight coupling of optical Electrical Optical transmission: 400 Gbps and electronic circuits laver [Photonics-electronics convergence processing The world realized by IOWN 1. Total optimization of city and mobility 2. Creation of co-creative space that transcends all constraints 3. Fulfillment of body and soul by integration from the past to the

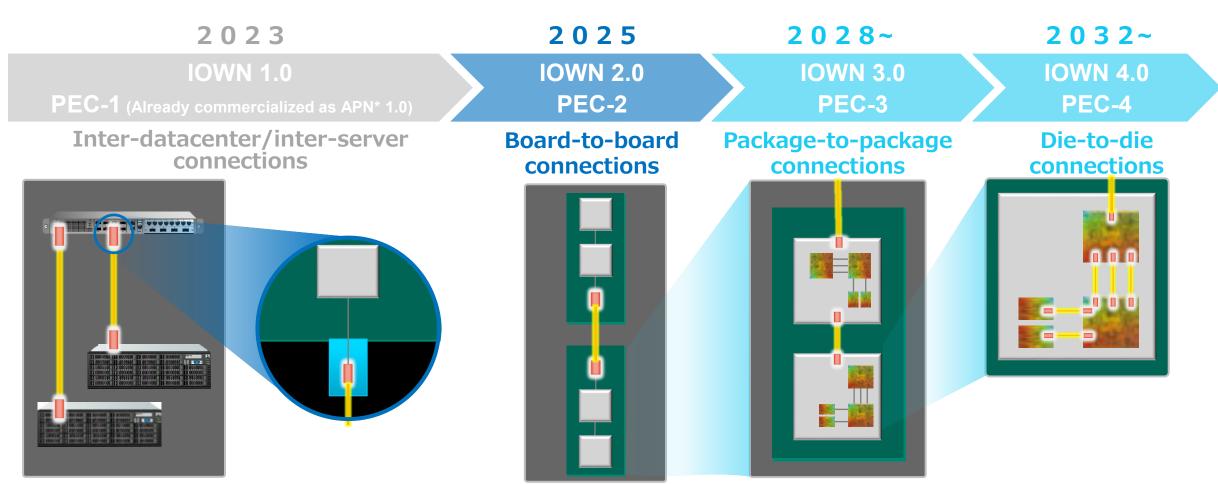
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future 4. Regeneration of the global environment and achievement of a sustainable society 5. Safe and secure communication

## **IOWN Roadmap and Application Areas**



- In 2023, we developed IOWN 1.0, photonics-electronics convergence devices (PEC-1) for networks, and applied it to relay devices and DC connections.
- In 2025, we developed IOWN 2.0, photonics-electronics convergence devices (PEC-2) for board connections.



Network Computing

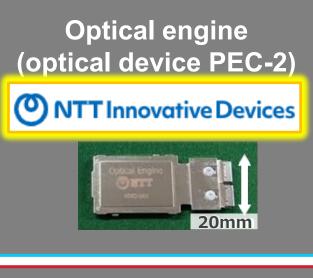
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## The role of ecosystem players in realizing optical computing **ONTT**

**Switchboard** 

(O) NTT Innovative Devices

IOWN photonic disaggregated computing is realized by combining NTT's photonics-electronics convergence technology with the latest technologies from chip/switch manufacturers, etc.





Rack equipped with photonics-electronics convergence switch and servers

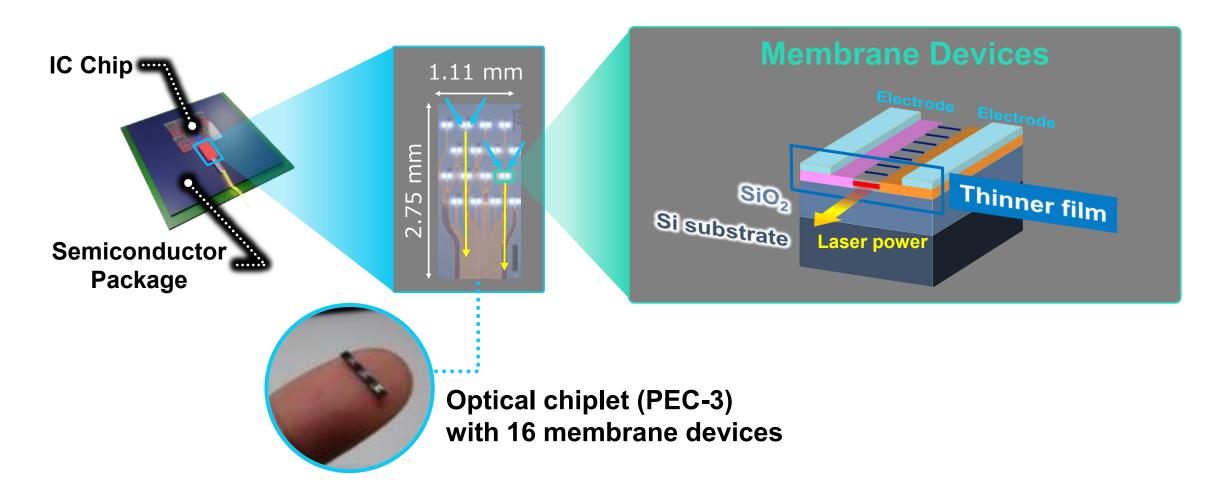




### Membrane devices that achieve IOWN 3.0

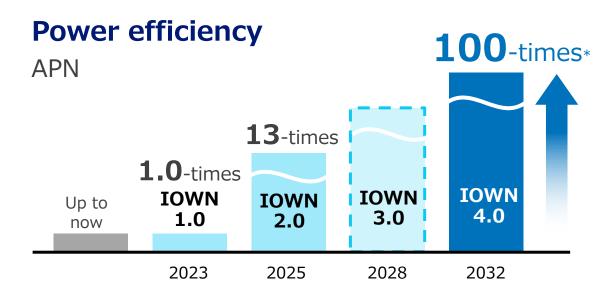


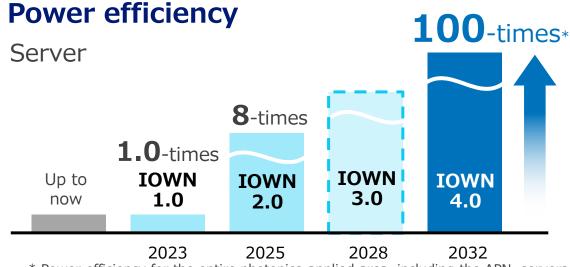
- IOWN3.0 utilizes NTT's proprietary thin-film technology (membrane technology).
- The structure of conventional optical devices has been radically changed, resulting in a device that is small enough to be directly attached to a chip.



## **IOWN Targets**

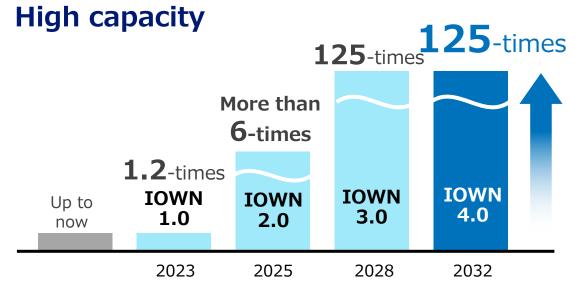


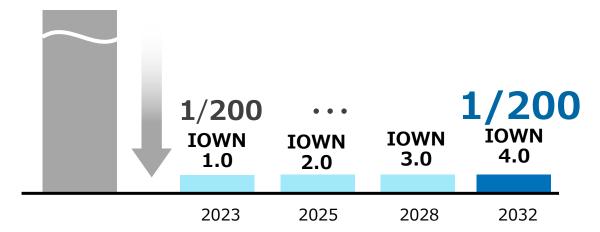




<sup>\*</sup> Power efficiency for the entire photonics-applied area, including the APN, servers, etc

#### Low latency





## Business development after Expo 2025 Osaka, Kansai © NTT

- Utilizing the know-how gained at Expo 2025 Osaka, Kansai to accelerate further business development for IOWN.
  - IOWN APN will be used at large-scale sporting events and overseas for commercial purposes.
  - IOWN optical computing will be used to commercialize optical switches using photonics-electronics convergence devices in collaboration with partner companies. In addition, using NTT's proprietary technology we also aim to commercialize optical chiplets by 2028.

#### <Expansion of NW (IOWN APN)>



Building a remote production center for live terrestrial broadcasting of large-scale sporting events

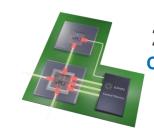
#### < IOWN Technology>



**CHO-KABUKI** "Sekainohana

Musubu Kotonoha"

#### <Expansion of IOWN Optical Computing>



2028

Commercializing optical chiplets using NTT's proprietary technology

**Further evolution** (optical chip-to-chip interconnects)



Expanding globally Planned connection to **Tokyo and Singapore** 

> **Launched November 1 for** Hong Kong's financial industry



BROADCOM Accton



**FY2026** 

**Collaborating with partner** companies to commercialize optical switches using photonics-electronics convergence devices

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Low latency

1/200

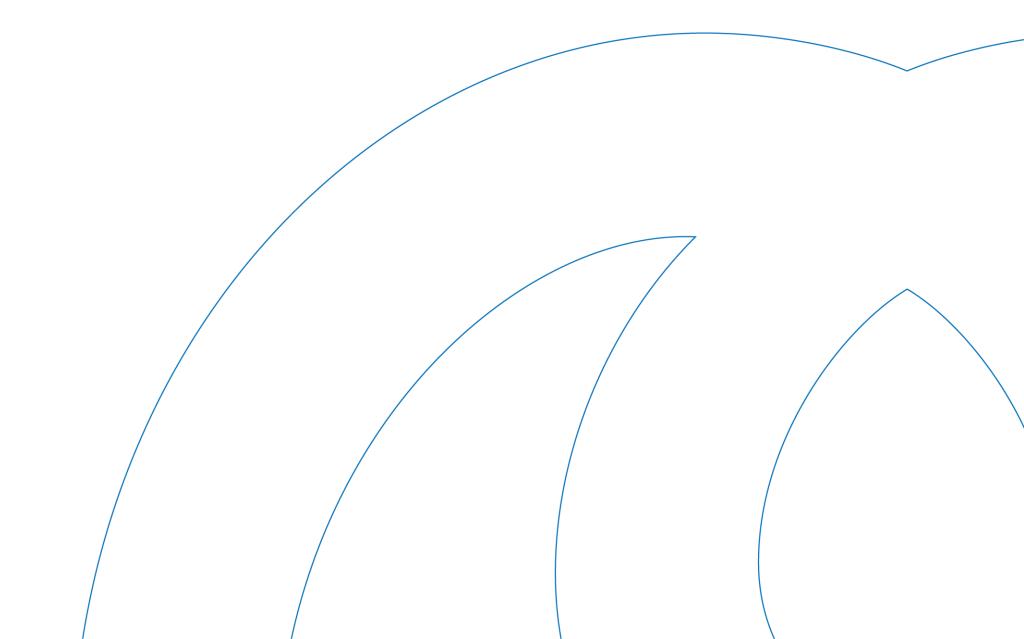
**Expo 2025** 

Osaka, Kansai

**Expanding use cases** 



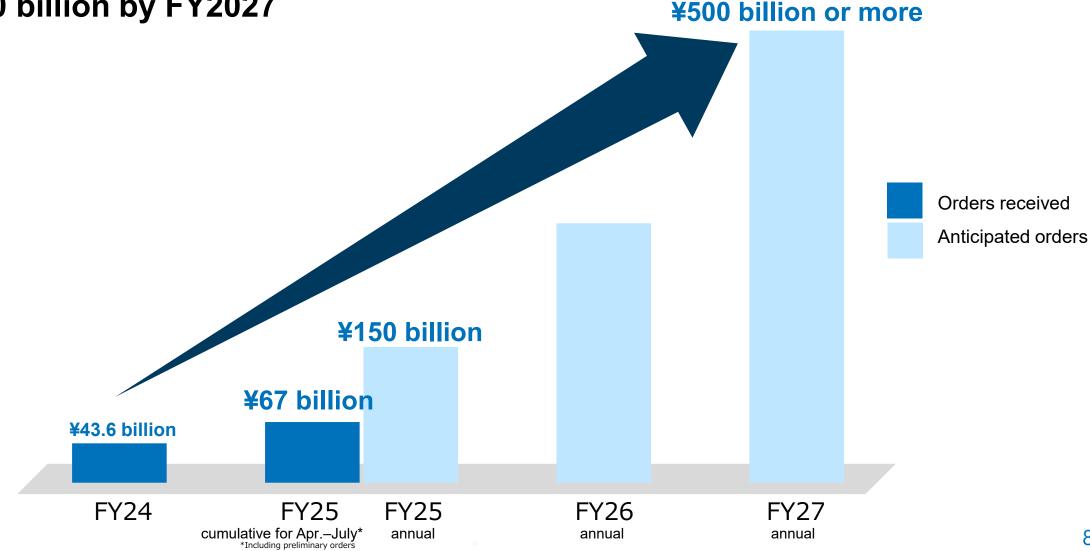




## **Toward Orders Exceeding 500 Billion in the Mid-Term**

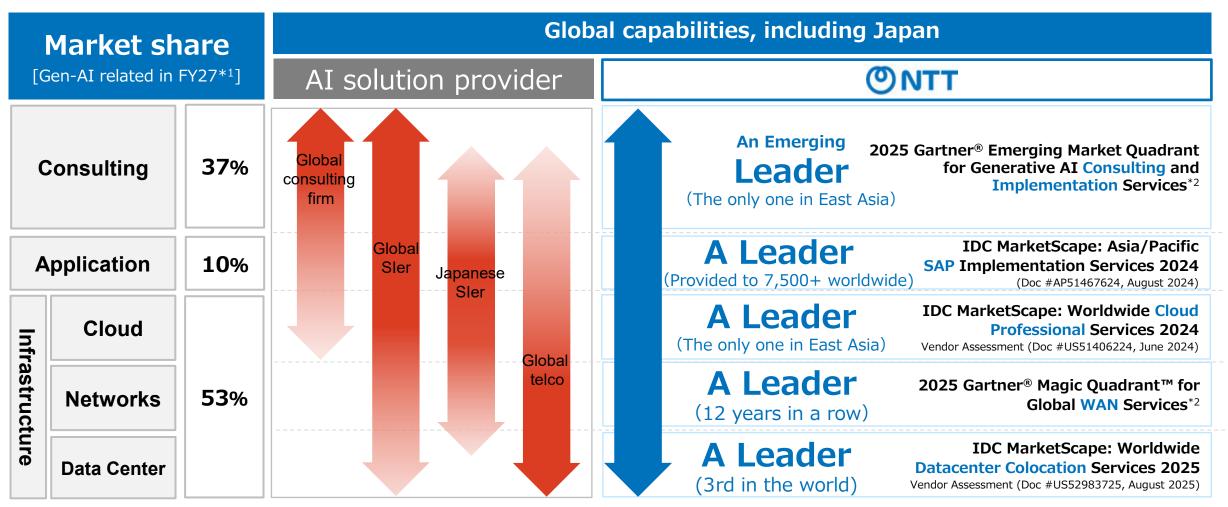


Orders exceeding ¥150 billion by the end of FY2025 and ¥500 billion by FY2027



## Offering end-to-end full-stack solutions for AI-driven environment





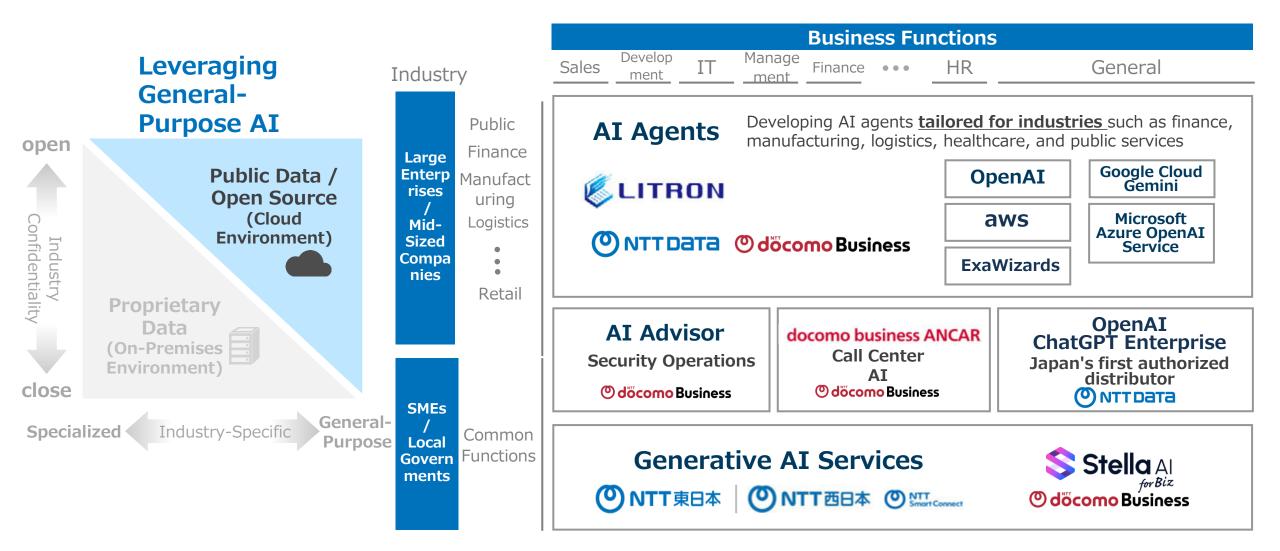
<sup>\*1</sup> The breakdown of the projected Japanese Gen-AI market size in FY27 (excluding network infrastructure) created by NTT based on multiple reports from Fuji Chimera Research Institute, Yano Research Institute, and Deloitte Tohmatsu MIC Research Institute

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<sup>\*2</sup> The Emerging Market Quadrant for Generative AI Consulting and Implementation Services is an evaluation of NTT Data. The Magic Quadrant for Global WAN Services is an evaluation of NTT.

## Optimal AI Models and AI Agents to Meet Diverse Customer Needs





## **Upgraded purely Japanese-made LLM [tsuzumi 2]**



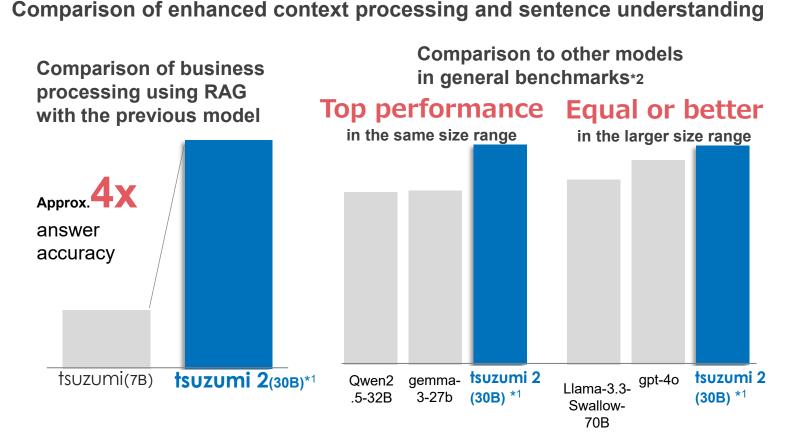
84

- An upgraded version of tsuzumi, NTT's LLM, to be launched in October 2025
- The best in the world among LLMs with the same parameter size in terms of Japanese language performance

Evolved understanding of complex context and meaning meeting the needs of enterprise customers

Well-balanced single-GPU model with significant performance improvements and cost efficiency

Purely Japanese-made model developed from scratch by NTT supporting highly confidential data



<sup>\*1 :</sup> Performance evaluation during development

<sup>\*2 :</sup> Evaluation results of indicators related to Japanese language performance evaluation, context and sentence comprehension in Ilm-jp-eval

## **Computing Resources to Power Al**



## From Large-Scale Clusters to a Single GPU — Providing the Computing Resources You Need for Every AI Use Case

## AI Infrastructure Service **GPU as a Service**



**O**NTT Data

**O döcomo Business** 

**NTT**PC COMMUNICATIONS

## **Top-Class Computing Capacity in Japan**

Clusters built with the "NVIDIA DGX™ B200 System" featuring NVIDIA Blackwell architecture

## Proven Track Record in Building and Operating Large-Scale Clusters

Awarded the highest domestic honor from the NVIDIA Partner Network: "Best NPN of the Year"

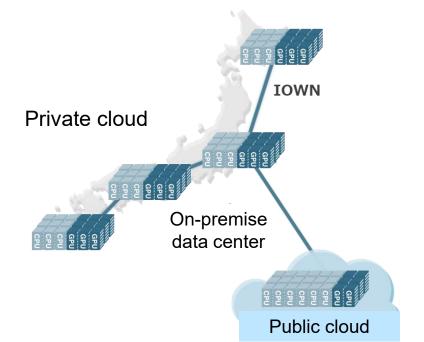
## Joint development and operation with TOYOTA: A mobility Al platform to achieve a society with zero traffic accidents

## TOYOTA ONTT

#### **Mobility Al Platform**

1. Distributed computing infrastructure

Build distributed computing infrastructure in data centers



2. Infrastructure collaboration Al model

Mobility Al trained on data unique to the industry

#### LMM (large mobility data model)





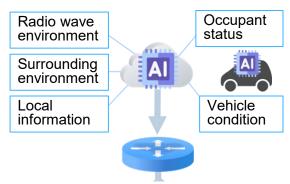




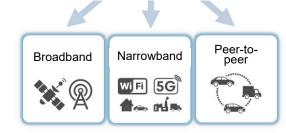


3. Intelligent communication infrastructure

## Intelligent and highly reliable communication infrastructure



## Optimum communication decisions made by AI in real time



## Optimize supply chain management of logistics through linked AI ONTT

### TRIAL HLDGS



#### Al utilization in logistics

Conventional automatic order placement



Shelf space After introducing optimization AI



Al forecasts demand Automatically places orders when the inventory decreases

Reduces time required for ordering as inventory declines

and adjusts order volume and timing accordingly

Balances inventory, reducing surplus while avoiding stockouts



#### Supply chain in the retail industry











**Procurement** of raw materials

Manufacturing

Logistics, sorting

Sales floor

Sales

- -Streamline production and shipping plans
- -Level operations on the manufacturing floor
- -Reduce return and disposal rates
- -Optimize ordering and shelf space planning
- -Reduce store operation costs
- -Reduce inventory and waste



Linked AI of Retail-CIX delivers impact upstream in the process

\*Retail-CIX is a joint venture between Retail AI of Trial HD and NTT AI-CIX.





## **Shareholder Returns**



#### **Dividends**

- **Dividends forecast for FY2025** 
  - Annual dividends per share are forecasted to be ¥5.3 (an increase of ¥0.1 from FY2024)
  - → Dividends are expected to increase for the 15<sup>th</sup> consecutive year

## **Share Buybacks**

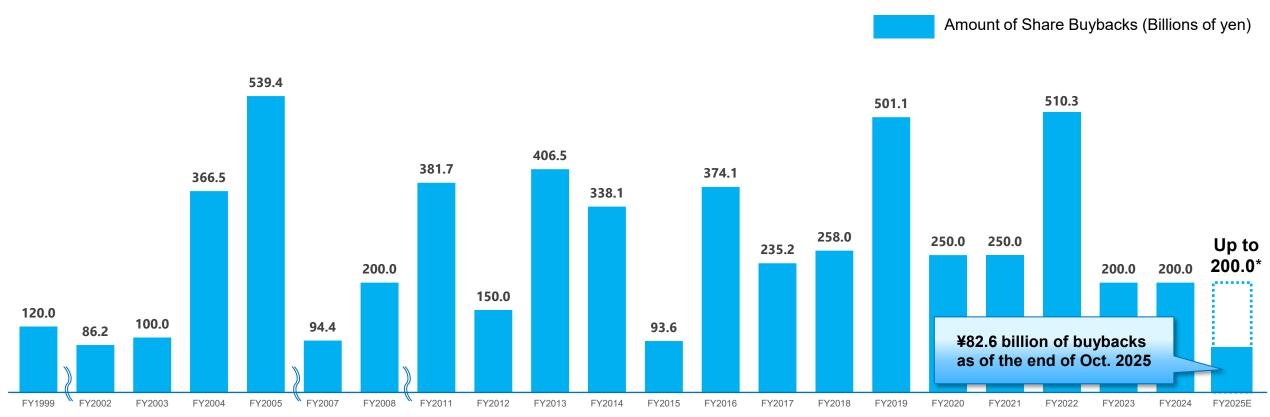
- Share Buybacks in order to improve capital efficiency and enhance shareholder returns
- **Details of Share Buybacks** 
  - Aggregate Amount: Up to ¥200.0 billion
  - Aggregate Number of Shares: Up to 1,500,000,000 shares
  - Buyback Period: From May 12, 2025 to March 31, 2026

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## **Record of Share Buybacks**



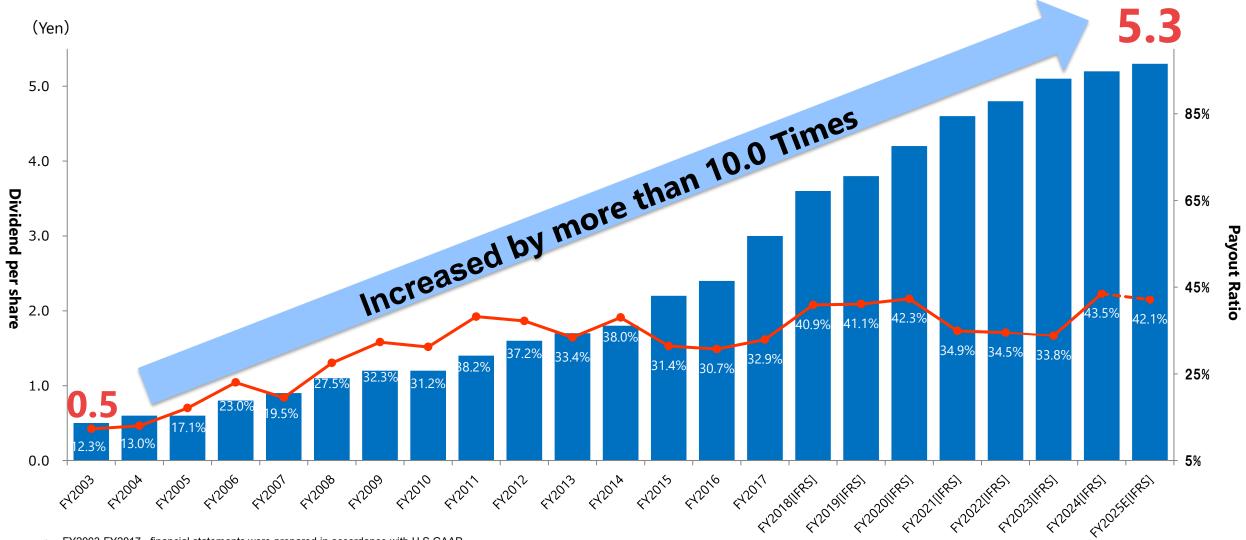
- Aggregate repurchased amount as of the end of October: ¥82.6 billion (Progress rate: approx. 40%)
  - <Amount of the buyback until March 31, 2026: up to ¥200 billion>



<sup>\*</sup> On May 9, 2025, the Board of Directors of NTT resolved to buy back shares in an amount up to ¥200.0 billion. Buyback Period: May 12, 2025 to March 31, 2026.

## **Changes in Dividend**





- FY2003-FY2017. financial statements were prepared in accordance with U.S.GAAP.
- This chart reflects the following stock splits: Stock split on January 4, 2009 (1 share split into 100 shares), Stock split on July 1, 2015 (1 share split into 2 shares), Stock split on January 1, 2020 (1 share split into 2 shares) and Stock split on July 1, 2023 (1 share split into 25 shares)

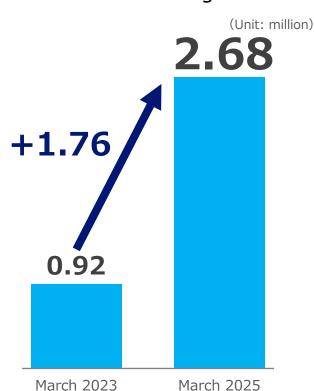
## **Status of Shareholder Count**



#### **Shareholder Count**

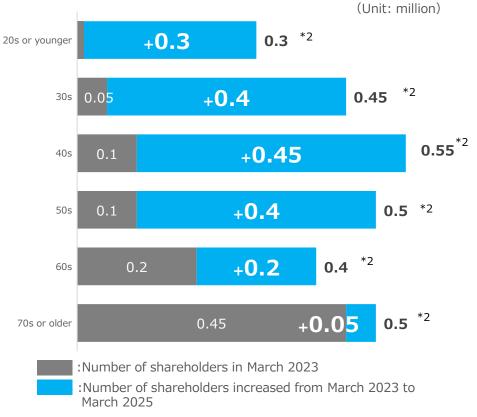
#### **Total**

Approximately 3x after the stock split, setting a new record high.



#### **Shareholder Count by Age**

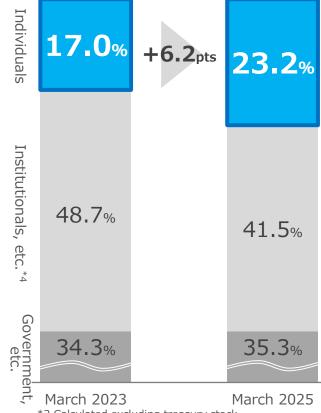
Diversification of shareholder composition has also progressed.\*1



<sup>\*1</sup> Estimates based on interviews with securities firms

## Percentage of Voting Rights

Individual invertors also hold a larger share of voting rights.\*3



<sup>\*3</sup> Calculated excluding treasury stock

<sup>\*2</sup> Number of shareholders in March 2025

<sup>\*4</sup> Including financial institutions, securities firms, foreign corporations, etc., and other domestic corporations





## **NTT Group Formation**



Integrated ICT
Business

© docomo © docomo Business

Operating revenue: ¥6,213.1 billion Operating income: ¥1,020.5 billion

No. of employees: 51,700 No. of subsidiaries: 130



NTT, Inc. (Holding Company)

Global Solutions Business



Operating revenue: ¥4,638.7 billion Operating income: ¥ 323.9 billion

No. of employees: 197,800 No. of subsidiaries: 610

Operating revenue:

(Consolidated) ¥13,704.7billion Operating income:

(Consolidated) ¥1,649.6billion No. of employees: 341,300 No. of subsidiaries: 992 Regional Communications Business



Operating revenue: ¥3,112.3 billion Operating income: ¥ 295.5 billion

No. of employees: 64,550 No. of subsidiaries: 60

Others (Real Estate, Energy and Others) **ONTT Urban Solutions** 

**ONTT** Anode Energy

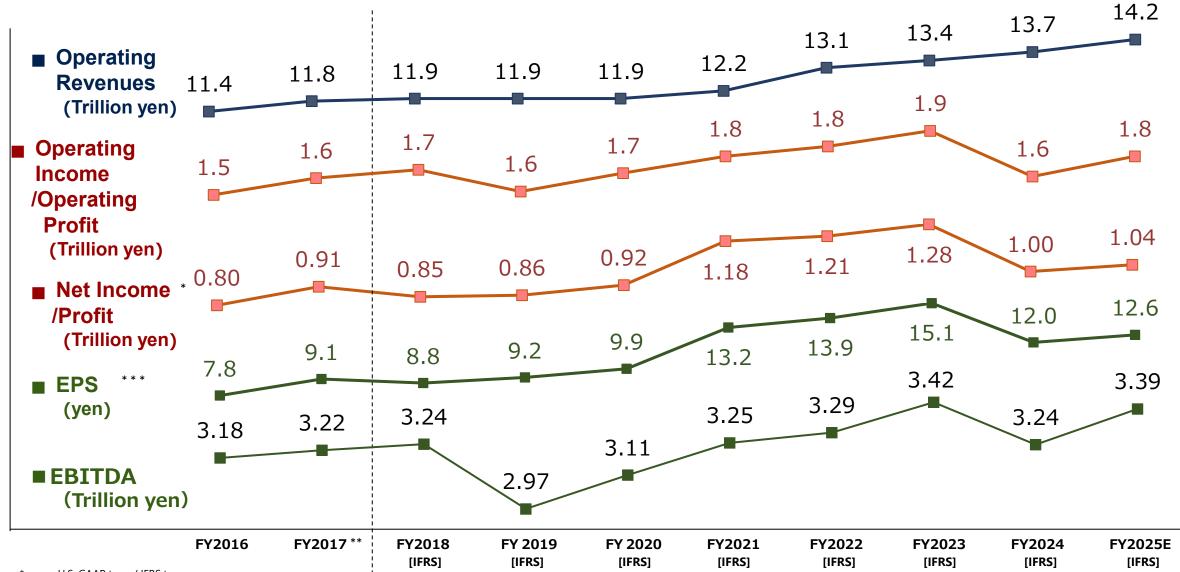
Operating revenue: ¥1,726.5 billion Operating income: ¥ 55.8 billion

No. of employees : 27,250 No. of subsidiaries : 192

- Operating revenue and operating income for each segment are FY2024 figures including inter-segment transactions..
- The figures for both employees and subsidiaries are as of March 31, 2025.

## Trend in Consolidated Financial Results





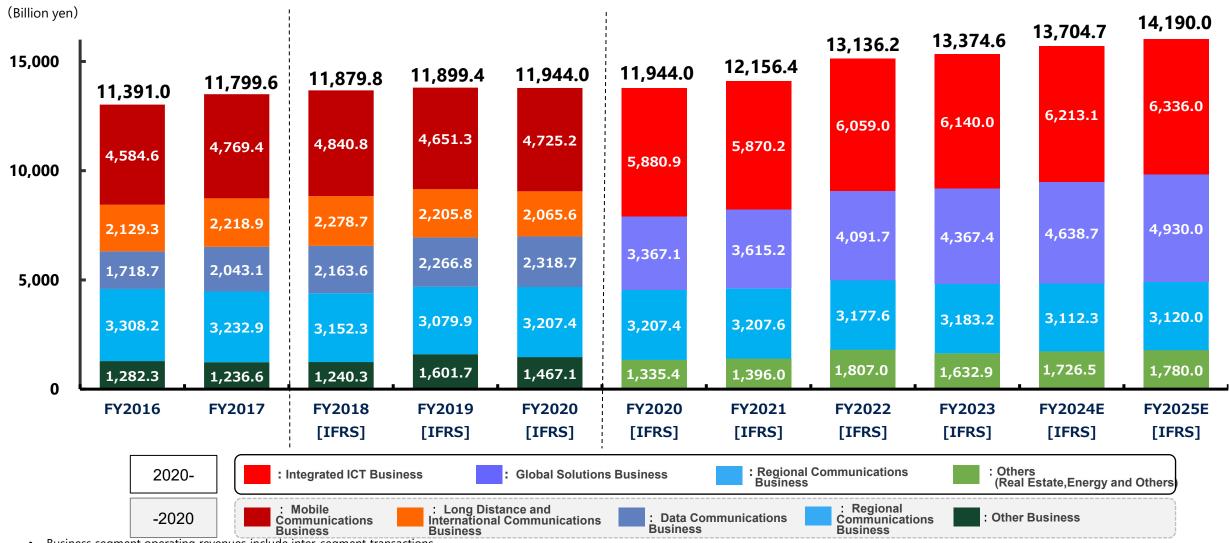
U.S. GAAP term / IFRS term.

Excluding the effects of the arbitration award received from Tata Sons Limited, profit was expected to be 848 billion yen.

This chart reflects the following stock splits: Stock split on July 1, 2015 (1 share split into 2 shares), Stock split on January 1, 2020 (1 share split into 2 shares) and Stock split on July 1, 2023 (1 share split into 25 shares) Assumes that the Company will repurchase 1.4 billion shares (maximum) from the market in fiscal 2024 (repurchase period based on the resolution; August 8, 2024 to March 31, 2025)

## **Changes in Consolidated Operating Revenues**





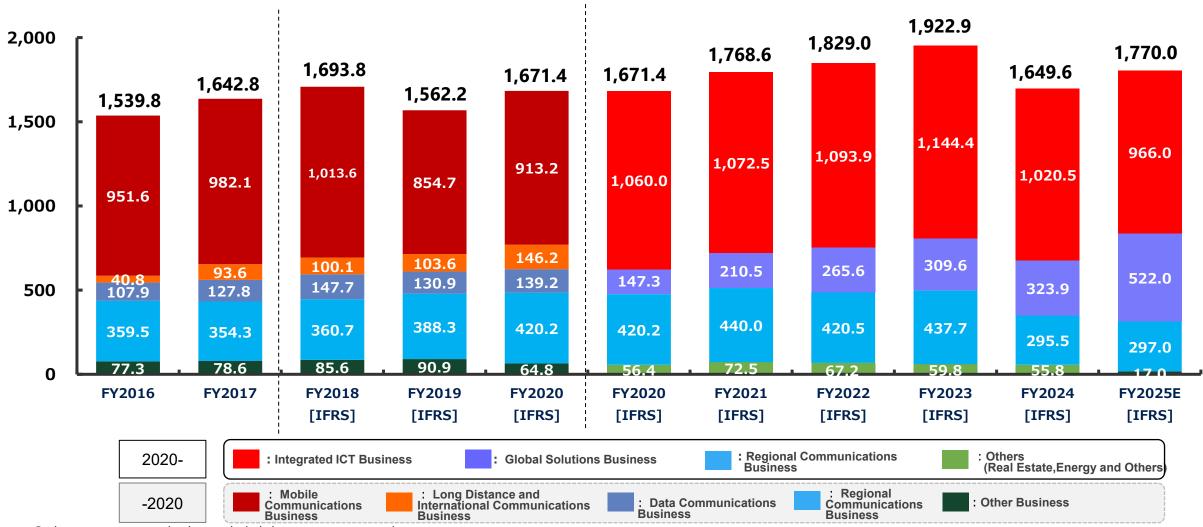
Business segment operating revenues include inter-segment transactions

Effective from the fourth quarter of FY2021, the Group has transitioned to a four-segment structure consisting of the Integrated ICT Business, Regional Communications Business, Global Solutions Business, and Others (Real Estate, Energy and Others), from its previous five-segment structure consisting of the Mobile Communications Business, Regional Communications Business, Long Distance and International Communications Business, Data Communications Business, and Other Business. In connection with this revision, results from the third quarter of FY2021 and earlier and results from FY2020 have been restated and are presented on the basis of the new segments.

## **Changes in Consolidated Operating Income**



(Billion yen)



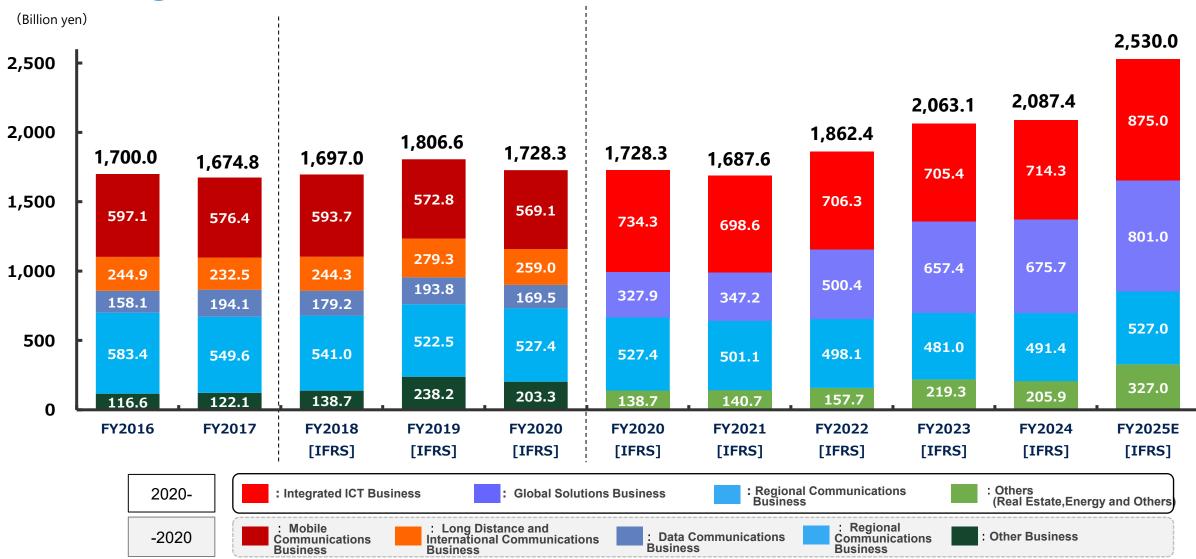
<sup>•</sup> Business segment operating income include inter-segment transactions

segments. © NTT, Inc. 2025

<sup>•</sup> Effective from the fourth quarter of FY2021, the Group has transitioned to a four-segment structure consisting of the Integrated ICT Business, Regional Communications Business, Global Solutions Business, and Others (Real Estate, Energy and Others), from its previous five-segment structure consisting of the Mobile Communications Business, Regional Communications Business, Long Distance and International Communications Business, Data Communications Business, and Other Business. In connection with this revision, results from the third quarter of FY2021 and earlier and results from FY2020 have been restated and are presented on the basis of the new

## **Changes in CAPEX**

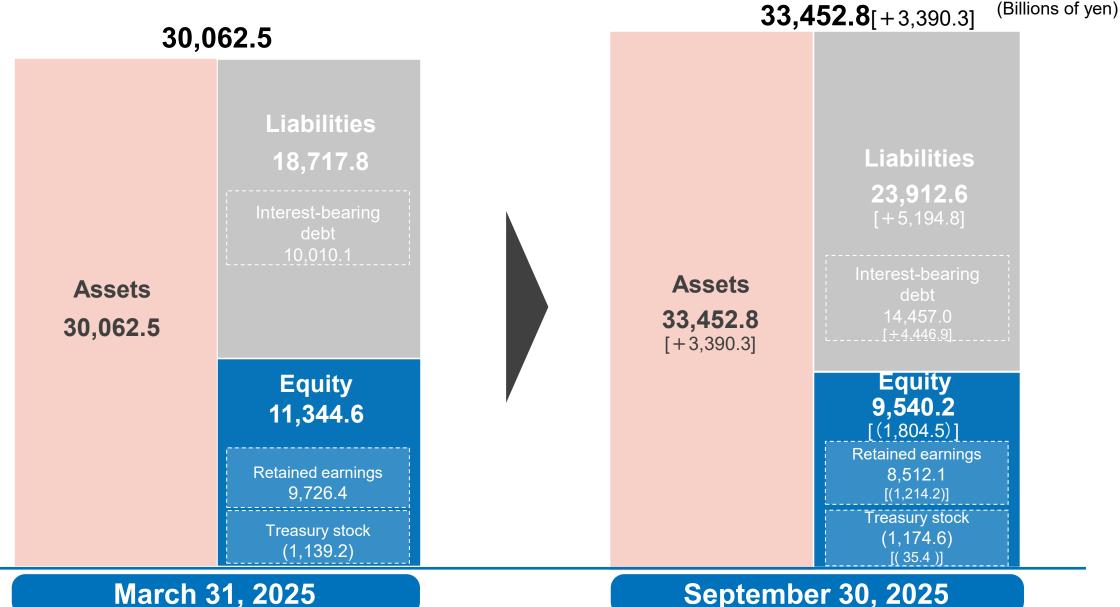




<sup>•</sup> Effective from the fourth quarter of FY2021, the Group has transitioned to a four-segment structure consisting of the Integrated ICT Business, Regional Communications Business, Global Solutions Business, and Others (Real Estate, Energy and Others), from its previous five-segment structure consisting of the Mobile Communications Business, Regional Communications Business, Long Distance and International Communications Business, Data Communications Business, and Other Business. In connection with this revision, results from the third quarter of FY2021 and earlier and results from FY2020 have been restated and are presented on the basis of the new segments.

### **Details of Consolidated Balance Sheet**

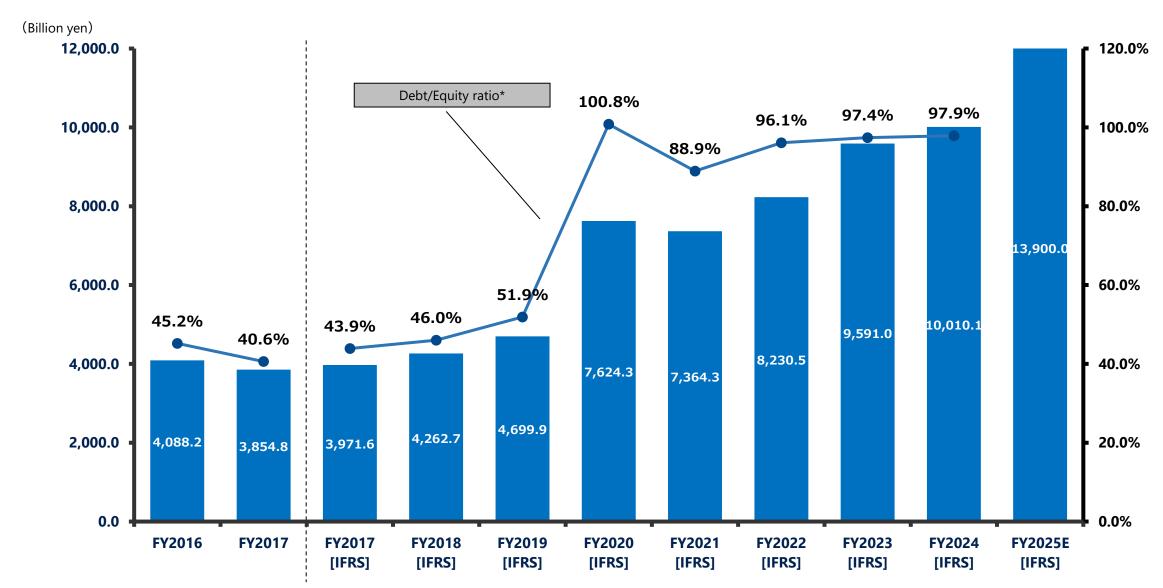




**September 30, 2025** 

## **Changes in Interest-bearing Debt**

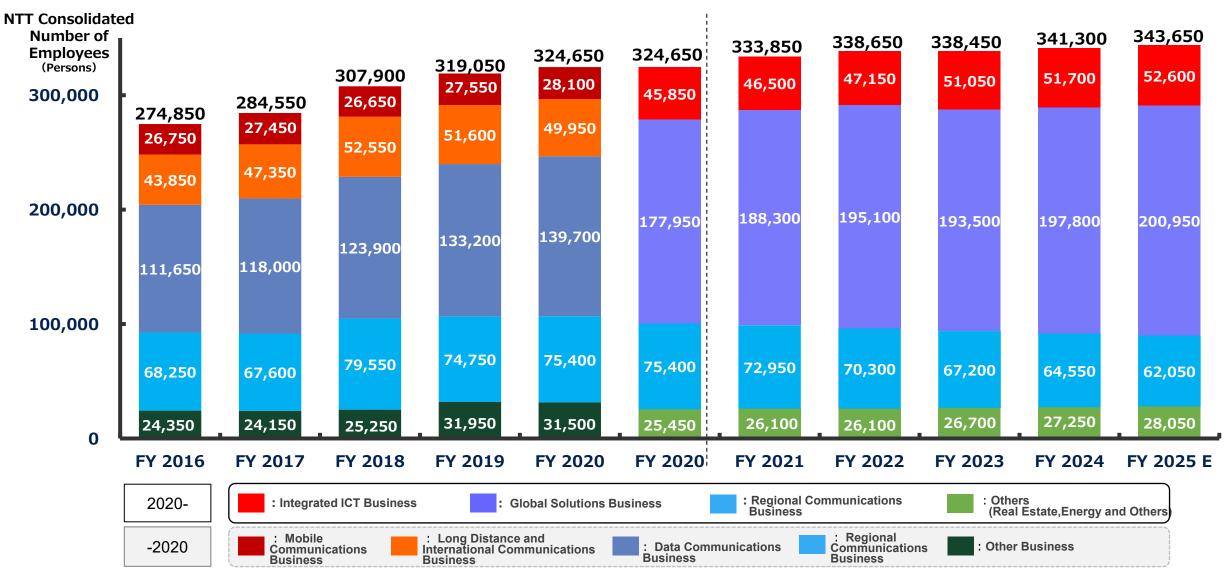




<sup>\*</sup> Debt Equity ratio = Interest-bearing debt / Shareholders' equity

## **Changes in Number of Employees**





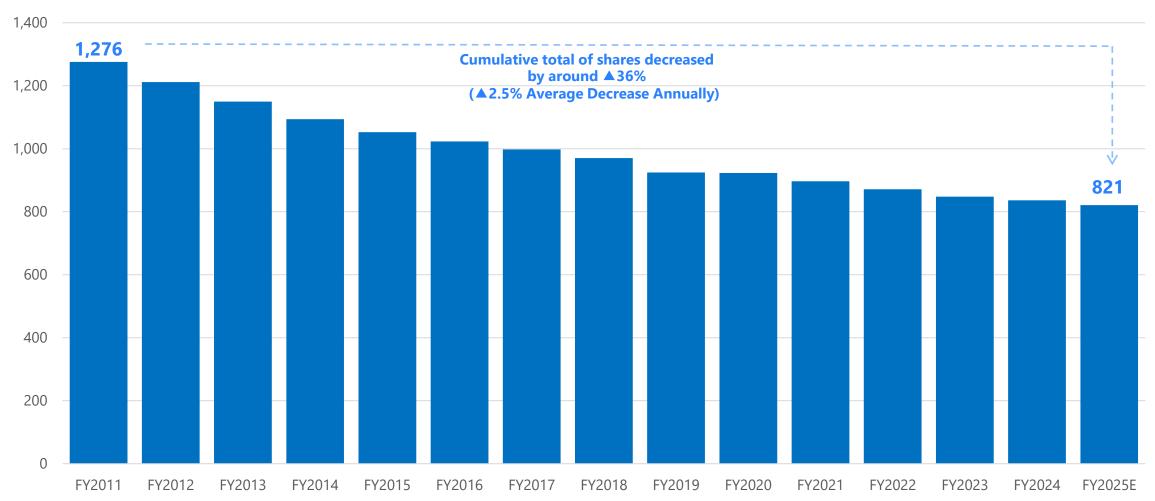
<sup>•</sup> Past figures have been retroactively revised as a result of expanding the scope of the personnel counted at certain overseas subsidiaries in Long distance and international communications business segment. (FY2017: +2,000 persons, FY2018: +4,550 persons)
• Effective from the fourth quarter of FY2021, the Group has transitioned to a four-segment structure consisting of the Integrated ICT Business, Regional Communications Business, and Others (Real Estate Energy and Others) from its

Effective from the fourth quarter of FY2021, the Group has transitioned to a four-segment structure consisting of the Integrated ICT Business, Regional Communications Business, and Others (Real Estate, Energy and Others), from its previous five-segment structure consisting of the Mobile Communications Business, Regional Communications Business, Long Distance and International Communications Business, Data Communications Business, and Other Business. In connection with this revision, results from the third quarter of FY2021 and earlier and results from FY2020 have been restated and are presented on the basis of the new segments.

## **Changes of Outstanding Shares**



(Hundred million shares)

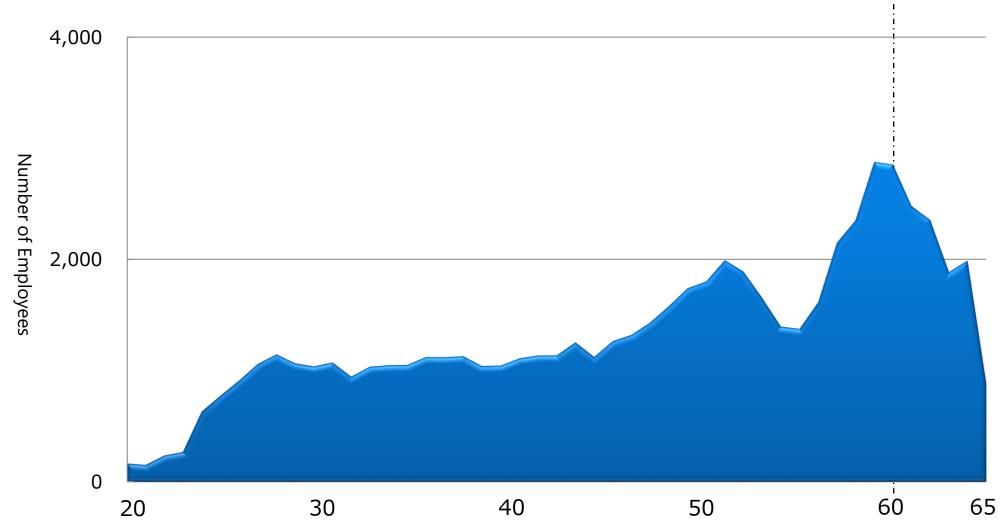


(Note1) Outstanding Shares: Average number of shares outstanding, excluding own shares

(Note2) This chart reflects the following stock splits: Stock split on July 1, 2015 (1 share split into 2 shares), Stock split on January 1, 2020 (1 share split into 2 shares) and Stock split on July 1, 2023 (1 share split into 25 shares)

## Age Distribution of Employees at NTT East and NTT West (As of March 31, 2025)

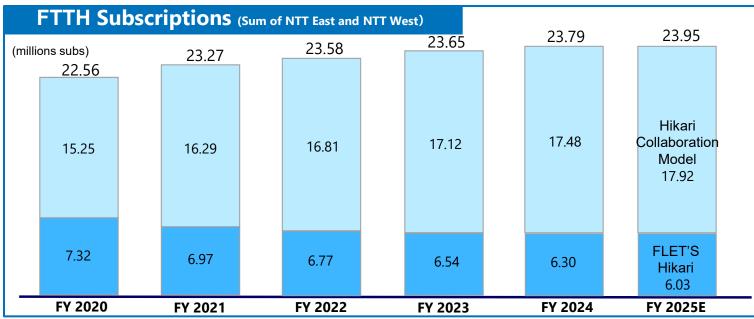




<sup>\*</sup> Figures for NTT East include employees from the consolidated regional outsourcing companies (NTT EAST-MINAMIKANTO and others), NTT-ME and NTT EAST SERVICE, while figures for NTT West include NTT BUSINESS SOLUTIONS, NTT MARKETING ACT ProCX, NTT FIELDTECHNO and NTT BUSINESS ASSOCIE WEST. Figures for those companies include the number of more than 60-year-old contracted employees.

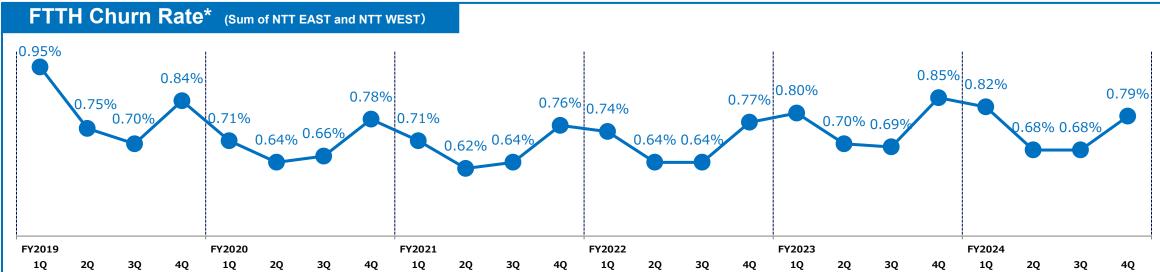
## Fixed Broadband Business FTTH Subscriptions





#### Reference:

FY2025E	Breakdown of FTTH Subscriptions	(millions subs
		FY2025E
Total FTTI Change fr	l Service: om preceding Fiscal Year	+0.16
1191 - 2	(1) Number of opened connections	+2.16
Hikari Collabo-	Number of switchover lines	+0.33
ration	(2) Number of cancellations	(1.73)
Model	Net Increase (1)+(2)	+0.43
	(1) Number of opened connections	+0.55
FLET'S	(2) Number of cancellations	(0.82)
Hikari	Number of switchover lines	(0.33)
	Net Increase (1)+(2)	(0.27)



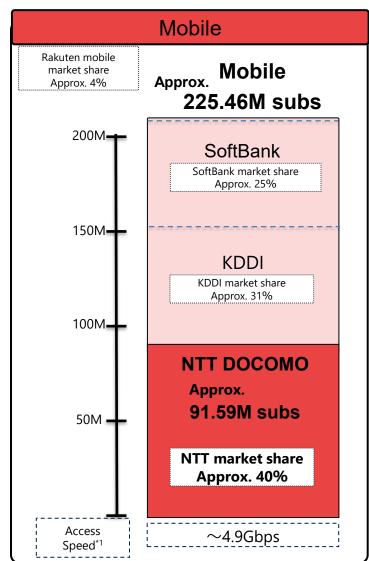
<sup>\* &</sup>quot;Sum of number of churn for each month of each quarter"/"Sum of number of active subscribers\*\* for each month of each quarter"

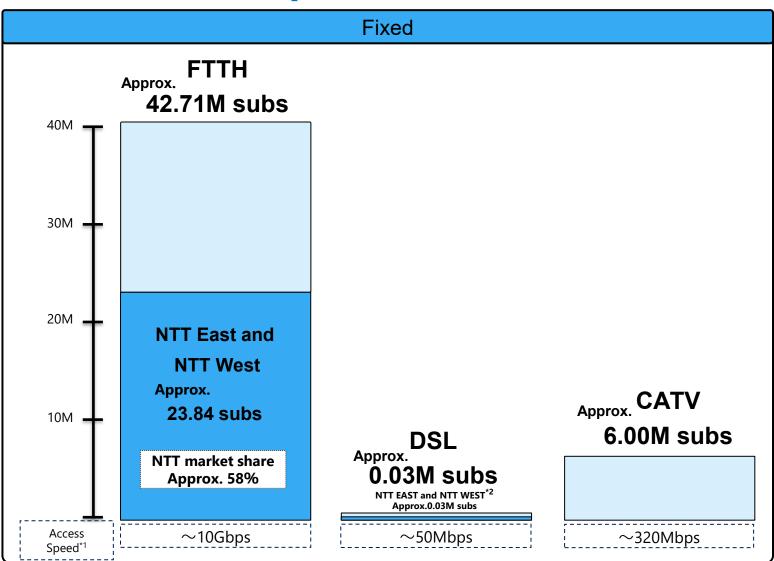
<sup>\*\*</sup> Active subscribers = (number of subscribers at end of previous month + number of subscribers at the end of the current month) / 2

## **Broadband Access Services in Japan**



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<sup>\*1</sup> Figures for access speed are the speeds of typical commercial services and the maximum values of the best-effort traffic.

Sauce: Figures as of June 31, 2025, published by the Ministry of Internal Affairs and Communications

<sup>\*2</sup> Stopped accepting applications from June 30,2016.



## New Medium-Term Management Strategy **New Value Creation & Sustainability 2027** Powered by IOWN

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## Fundamental Principles of New Value Creation & Sustainability 2027 Powered by IOWN



# Innovating a Sustainable Future for People and Planet

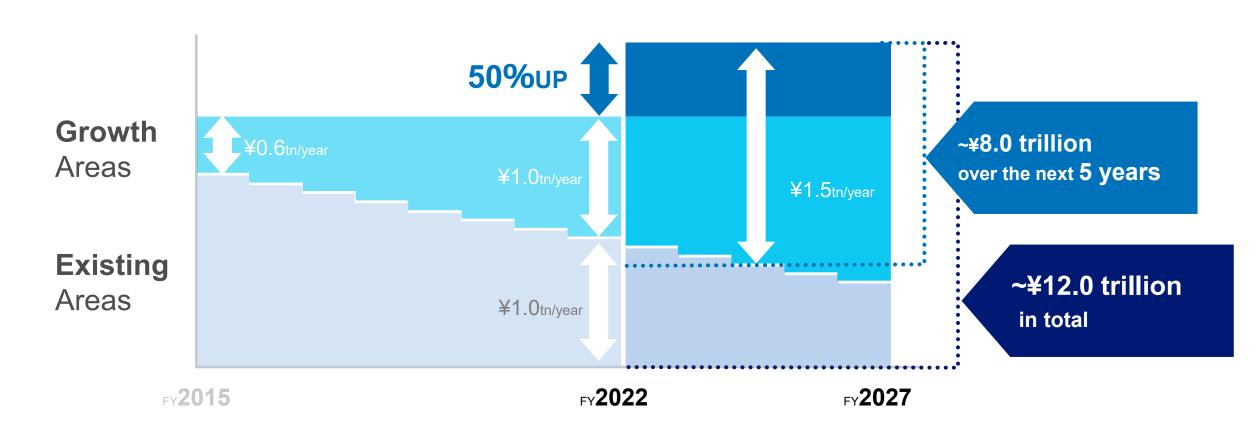
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# For that Purpose, We Will Increase Our Investments in Growth **Areas**



# Will invest ~¥8.0 trillion

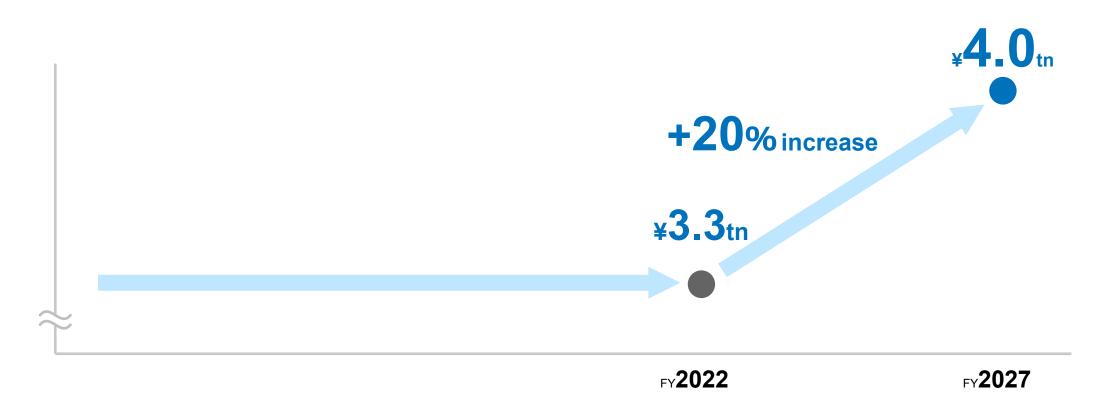
in growth areas over the next 5 years



# We Will Also Further Increase Our Cash-Generation Ability for the Future



Looking ahead to FY2027, aiming to increase our cash-generation ability for growth and reach EBITDA of ~¥4.0 trillion



#### **Pillars of Our Initiatives**



#### 1. NTT as a Creator of New Value and Accelerator of a Global Sustainable Society

- 1 IOWN-Driven Creation of New Value (from concept to commercialization)
- i. Establishment of manufacturing company for photonicelectronic convergence devices
- ii. Acceleration of IOWN research and development/
- **2Data-Driven Creation of New Value**
- i. Strengthening the personal business
- ii. Strengthening the use of DX/data in society and industry
- iii. Expansion and upgrade of data center infrastructure

- **3** Achievement of a Circular Economy Society
  - Develop sustainability solutions for customers
  - ii. Creating Circular Economy businesses
  - iii. Progression towards Net-Zero
- **4** Further Strengthening of Business Foundations

- 2. Upgrading the Customer Experience (CX)
- **5** Fusion of Research and Development with a Market-Focused Strategy
- **6** Strengthening of Services that Emphasize Customer Experience (CX)

3. Improving the Employee Experience (EX)

- Open and Innovative Corporate Culture
- **8 Support Career Growth**
- Global Benefits for Employees and their Families





(from Concept to Commercialization)

- i. Establishment of manufacturing company for photonic-electronic convergence devices
- Will establish "NTT Innovative Devices Corporation" in June 2023 to rapidly commercialize photonic-electronic convergence devices that achieve low power consumption, as a solution to the growing power consumption caused by the increased use of Al (starting with an initial investment of ¥30.0 billion, with subsequent increases to be considered)



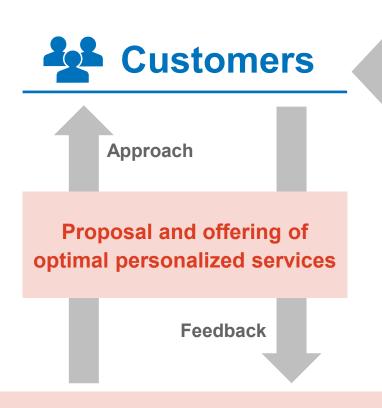
- ii . Acceleration of IOWN (including 6G) research and development/commercialization
- Total research and development for IOWN (including 6G) will be ~¥100.0 billion for FY2023 with continued investments thereafter, and accelerated commercialization of servers (SWB<sup>(1)</sup>) and DTC<sup>(2)</sup>

(1) Super White Box (2) Digital Twin Computing



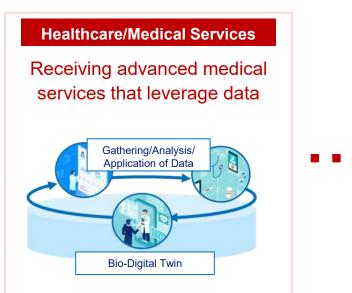


- i. Strengthening personal business (strengthening DOCOMO's Smart Life businesses)
  - Will actively invest in personal business and other growth areas (at least ~¥1.0tn/5 years)



Various Service Offerings





**Accumulating Customer Information of Company/Partners** 

**Al-Driven Analysis** 

**Data Platform** 

**DOCOMO Customer Base** 



Partners' Customer Bases

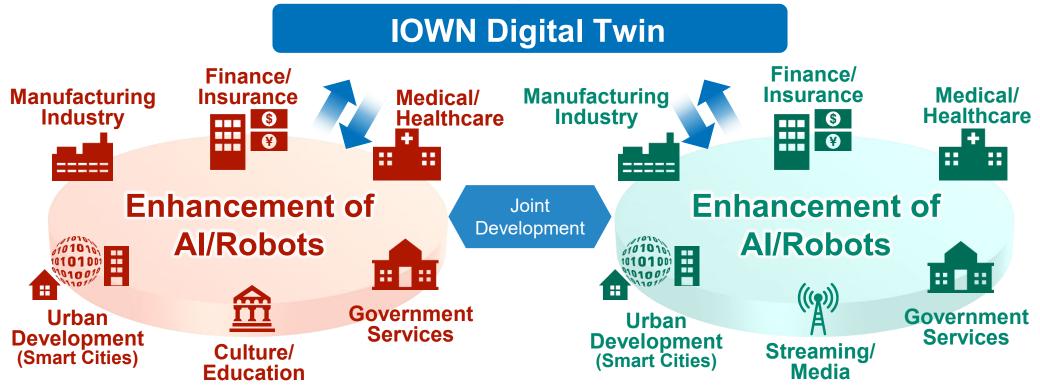




#### ii . Strengthening the Use of DX/Data in Society and Industry (use of Al/Robots)

■ Will jointly develop technology and solutions globally, transforming industries that support day-to-day life and society

(will make investments of at least ~\frac{\pmax}{3.0\tau\sigma} years in digital business)



Advancement of DX and Data Utilization in Domestic Industries

Global Digital Business Innovation



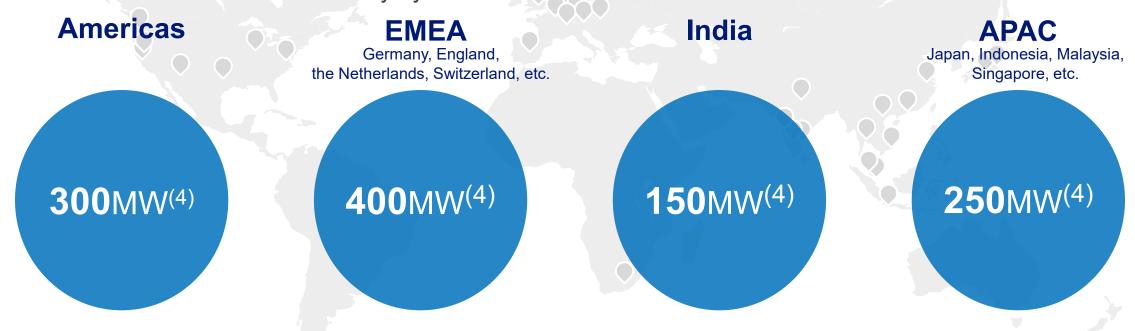


#### iii. Expansion and Upgrade of Data Centers

■ Will further expand the world's third-largest<sup>(1)</sup> data center infrastructure, and implement upgrades through the introduction of IOWN technology

(will make investments of at least ~\fmu1.5tn/5 years(2))

■ Achievement of carbon neutrality by FY2030<sup>(3)</sup>



### Nearly Doubling the Current Total of 1,100MW

<sup>(1)</sup> Recalculated from Structure Research 2022 Report, excluding Chinese operators. (2) Does not include capital investments made using third-party capital.

<sup>(3)</sup> The targets for reduction are Scope 1 (our own direct greenhouse gas emissions) and Scope 2 (indirect emissions associated with the purchase of electricity, heat and steam that are provided by other companies) under the GHG protocol for data centers. (4) IT power capacity of purpose-built datacenters owned by NTT Communications Group and NTT Ltd. Group (including JVs with third parties) as of March 2023.

# **3 Achievement of a Circular Economy Society**



#### i. Develop sustainability solutions for customers

Will promote green solutions that can be achieved by "Green Energy x ICT" (will make investments of ~\fmu1.0tn/5 years)

Will expand our renewable energy generation business and achieve a stable supply of optimized and efficient energy directed towards local production for local consumption

Renewable Energy Generation

**Stable Supply of Energy Directed towards Local Production for Local Consumption** 



**ICT** 

Data gathering and Al-based analysis/predictions





Solar **Power** 

**Hydroelectric** 

**Power** 



Storage

**Batteries** 

**Green Energy** 

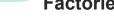






**Factories** 













**Local Grid Networks** 

(1) Energy Management System

## **3 Achievement of a Circular Economy Society**



#### ii . Creating Circular Economy-Oriented Businesses

■ Will achieve a sustainable society by recycling resources across various industries and further accelerating regional revitalization



Achievement of a circular economy society across various industries, with energy as the starting point







eftover Food

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Garbage Recycling/ **Biomass Plants** 

#### Renewable Energy

Water/wind/solar power, etc.



IOWN, 5G/IoT, AI/Robots



 Utilization of genome-editing technologies, etc.

**Smart Aquaculture** 

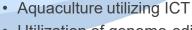


 loT and digitalization of forestry, etc.

#### **Smart Livestock Farming**

 Operation that combines the livestock farming industry and ICT, etc.







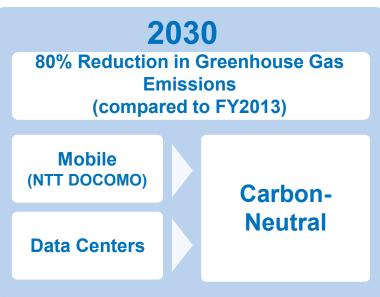
### **3** Achievement of a Circular Economy Society



#### iii. Progression towards Net-Zero

■ Looking ahead to FY2040, aiming to expand "NTT Green Innovation toward 2040" to Scope 3

#### **NTT Green Innovation toward 2040**<sup>(1)</sup>



2040

**Carbon-Neutral** 

# **Expansion to Scope 3 Further Strengthening of Collaborations with Suppliers** During product manufacturing, etc. **Customers' Contributions** to Decarbonization

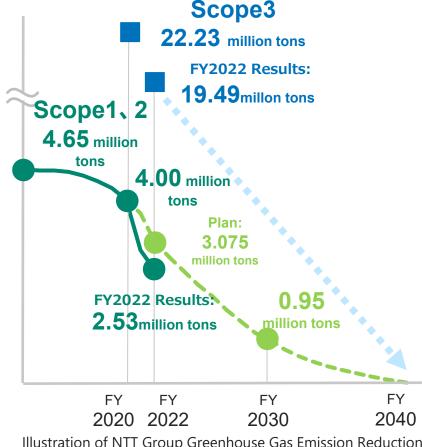


Illustration of NTT Group Greenhouse Gas Emission Reductions (Domestic + Overseas)

(1) GHG Protocol: Scope 1 (our own direct greenhouse gas emissions) and Scope 2 (indirect emissions associated with the purchase of electricity, heat and steam that are provided by other companies)

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During Customer usage, etc.

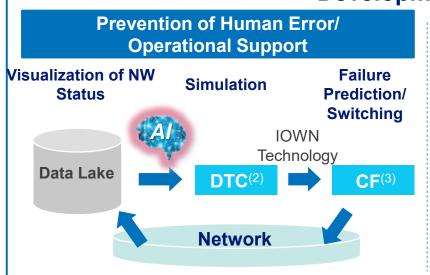
# **4 Further Strengthening of Business Foundations**

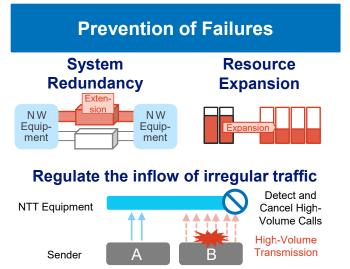


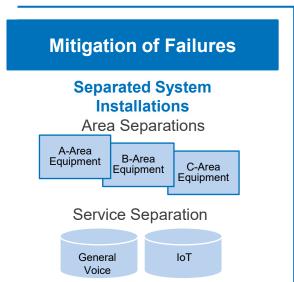
We will make our networks/systems more resilient to withstand large-scale failures, cyberattacks or other occurrences in order to strengthen social infrastructure and enhance our countermeasures against increasingly severe natural disasters

(will make investments of **¥160.0** billion<sup>(1)</sup> by FY2025)

#### **Development of Resilient NW/Systems**









#### **Further Strengthening of Disaster Countermeasures**

Proactive response and support leveraging Al and data, etc.	Power supply from EVs and on-site PPAs
Distribution of supply chain risk, regional distribution of offices, etc.	Strengthening of disaster-specific risk scenarios

(1) Includes other reliability improvement measures. (2) Digital Twin Computing (3) Cognitive Foundation

#### 2. Upgrading the Customer Experience (CX)



# **5** Fusion of Research and Development with a Market-Focused Strategy

- Will combine and strengthen our R&D capabilities with our market analysis and alliance capabilities at the holding company level
- Will enable us to strengthen our product-oriented R&D to develop products through co-creations on a global scale and promote strategic alliances with a variety of partners

# Establishing a New R&D Organization with Market Analysis, Alliances and Planning Capabilities



#### 2. Upgrading the Customer Experience (CX)

### **6 Strengthening of Services that Emphasize CX**





#### **Customers**

(Individuals, businesses, local governments, government organizations, etc.)



# **Set/Implement KPIs that Track the Customer Journey**

Each NTT Group Company/
Partners

# Customer Experience First

With a Market-in Approach, Achieve Both Customer Satisfaction and Business Growth at the Same Time Offer New Experiences and Impressions that Exceed Customer Expectations

Each NTT Group Company/
Partners

#### **Further Improve and Update Services by Being Agile**

NTT Holdco Market Planning & Analysis Department → Research and Planning Division/Institute Each NTT Group Company/Partners

#### 3. Improvement of Employee Experience (EX)

### **7**Open and Innovative Corporate Culture



- Foster a culture of **openness**, **collaboration and trial and error** for **a better customer experience**
- Continue to strengthen diversity and inclusion



#### **Openness**

- Open discussions
- Transparency
- Healthy debate
- Psychological safety

#### **Trial & Error**

- Overcome fear of failure and move forward
- Learn from failures by failing small and fast



# **Customer First**



#### **Collaboration**

- Collaborate globally
- Value differences

diversity and inclusion

Shared Values
Connect Trust Integrity

#### 3. Improvement of Employee Experience (EX)





■ Support employee career growth and increase investment in human capital to drive business growth



**Developing Diverse Work Styles and Work Environments** 

#### 3. Improvement of Employee Experience (EX)

# **9Global Benefits for Employees and their Families**



■ Expand the benefits that support a portion of educational expenses for children of deceased employees until they reach age 22

Current		Future	
Scheme	Scholarship fund	Expand the current scheme	
Eligibility	Japan-based employees	Employees	
Benefits	Support a portion of educational expenses until reaching age 22	Consistent with the current benefits	
	<ul> <li>For children of deceased employees</li> <li>In place since 1988</li> </ul>	Details to be considered based on local laws and trends	

### **Medium-Term Financial Targets**



Targets Indicators		Target Levels (FY2027)	
Company-Wide Targets	EBITDA	+20% increase (compared to FY2022)	
Growth Areas <sup>(1)</sup>	EBITDA	+40% increase (compared to FY2022)	
	Overseas Operating Income Margin <sup>(2)</sup>	10% (FY2025)	
Existing Areas <sup>(3)</sup>	EBITDA	+ 10% increase (compared to FY2022)	
	ROIC	9% (FY2022 Results: 8.2%)	

In addition to the above, we are setting sustainability-related targets:

- New Female Manager Promotion Rate: at least 30% each year
- Greenhouse Gas Emissions: targeting carbon neutrality in 2040, as well as Net-Zero
- Engagement Rate: To be improved
- (1) IOWN, digital/data centers, power/energy, Smart Life, real estate, Al/robots, etc.
- (2) NTT DATA consolidated. Excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed assets.

(3) NTT DOCOMO's consumer telecommunications businesses, NTT East and NTT West

# **Strengthening Our Ability to Generate Cash for Growth**

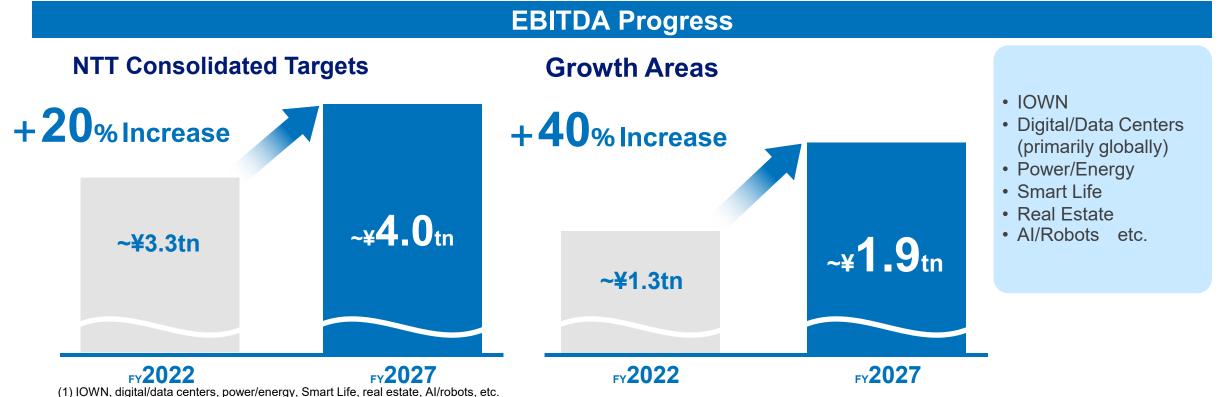


#### (with EBITDA as a Key Indicator)

■ We will strengthen initiatives focused on our cash generation abilities to achieve further sustainable growth and have set EBITDA as a key indicator, aiming for an increase of 20% to reach ¥4.0 trillion by FY2027

(We will continue to balance sustainable growth and shareholder returns, and are aiming for EPS to grow consistently with previous levels)

■ In the growth areas<sup>(1)</sup> that will be drivers of that growth, we are aiming for an EBITDA increase of 40%

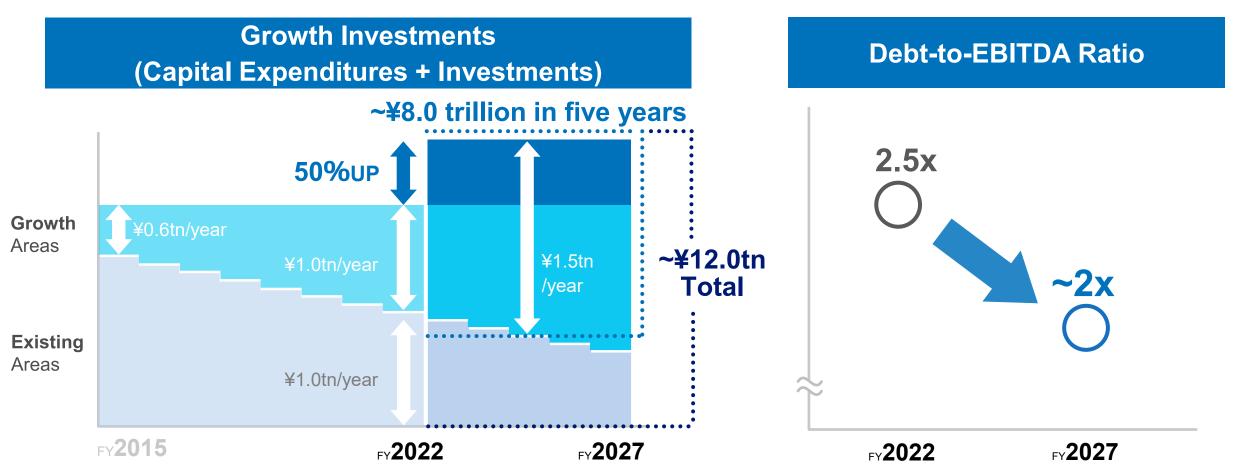


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#### **Increase Investments to Achieve Further Growth**



- We will make investments/contributions to our growth areas<sup>(1)</sup> amounting to **~¥8.0 trillion in the** next five years<sup>(2)</sup> (an increase of 50% over current levels), and plan for a total of **~¥12.0** trillion
- Maintain/reduce our debt-to-EBITDA ratio to ~2x



(1) IOWN, digital/data centers, power/energy, Smart Life, real estate, Al/robots, etc. (2) From FY2023 – FY2027.

### **Fundamental Policy on Shareholder Returns**



# **Dividend Policy**

Our basic policy is to implement steady increases in dividends

# **Share Buybacks**

We will flexibly conduct share buybacks to improve capital efficiency



# Transaction to Make **NTT DATA Group** a Wholly Owned Subsidiary

May 8, 2025

# **Strategic Direction of NTT Group**



◆ NTT Group Medium-Term Management Strategy (announced May 2023)

**Fundamental Principles** 

Innovating a Sustainable Future for People and Planet

#### **Pillars of Our Initiatives**

- 1. NTT as a Creator of New Value and Accelerator of a Global Sustainable Society
- Strengthening the use of DX/data in society and industry
- Expansion and upgrade of data center infrastructure, etc.
- 2. Upgrading the Customer Experience (CX)
- 3. Improving the Employee Experience (EX)

Position NTT DATA Group's businesses as a key driver for the growth of NTT Group and pursue more agile growth investments to strengthen the business portfolio

# **Objectives of Transaction to Make** NTT DATA Group a Wholly Owned Subsidiary



- Challenges arising from the current capital relationship between NTT and **NTT DATA Group**
- (1) Conflicts of interest associated with the dual listing
- (2) Complex decision-making processes
- Accountability to shareholders of both companies regarding the investment of resources

Overcome challenges by making NTT DATA Group a wholly owned subsidiary

# Objectives of Transaction to Make NTT DATA Group a Wholly Owned Subsidiary



- Objectives of Transaction to Make NTT DATA Group a Wholly Owned Subsidiary
  - ✓ By unifying decision-making processes, a structure will be established where NTT DATA Group plays a central role in NTT Group's global solutions business
  - ✓ By making agile growth investments in response to rapid environmental changes, the growth of NTT DATA Group will accelerate the growth of NTT Group as a whole

# **Key Initiatives 1/3**



#### (1) Enhancement of the global solutions business portfolio

- **Enhance growth investments by leveraging NTT Group's cash flow and financing** capabilities
  - Strengthen presence in markets like North American, which has the highest demand worldwide and continues to produce the cutting-edge technologies
  - **Expand Al-enabled services, which are expected to experience rapid market** expansion
  - Advance digital engineering, which is anticipated to see significant growth and global expansion
  - **Expand and upgrade data center infrastructure in response to the increasing** demand for Al

# **Key Initiatives 2/3**



#### (2) Enhancement of coordination of resources/capabilities of both groups

- ✓ Corporate Sales:
  - Strengthen cooperation between NTT DATA Group and NTT Group companies
  - Strengthen and expand sales of integrated solutions for large corporations by combining customer bases and offerings
  - Strengthen sales to municipalities and small and medium-sized companies by leveraging the software assets developed by NTT DATA Group
- √ R&D:

Upgrade data center infrastructure by leveraging IOWN, etc. and implement AI in real-world by utilizing tsuzumi

nc. 2025

# **Key Initiatives 3/3**



- (3) Facilitation of rapid decision-making and improving cost-competitiveness and customer/employee experience
  - Facilitate rapid decision-making and optimize resources and assets by simplifying governance and consolidating overlapping functions
  - Promote cross-group DX of shared internal operations in the areas of software development and corporate sales by maximizing the use of Al

- Enhance the customer experience (CX) through continuous service improvement, etc.
- Improve cost efficiency and the employee experience (EX) by streamlining operations

# Overview of Transaction to Make NTT DATA Group a Wholly Owned Subsidiary



Implement the Tender Offer for Shares of NTT DATA Group

Tender Offer Period	May 9 (Friday) – June 19 (Thursday)
Tender Offer Price	JPY 4,000 per share
Shares to be Purchased	592,810,968 shares

➢ If NTT is not able to acquire all of NTT DATA Group's shares (excluding shares owened by NTT and NTT DATA Group) through the Tender Offer, NTT will conduct procedures to make NTT DATA Group a wholly owned subsidiary.

# Financing and Financial Policy



# **Financing**

- The Tender Offer will be financed through bridge loans from five Japanese financial institutions
- The bridge loans are planned to eventually be replaced with long-term financing

# **Financial Policy**

- Continue to make growth investments and return profits to shareholders while maintaining financial soundness
- Aim to return to the pre-Tender Offer financial position in the medium term (effect of investments in growth areas, improved profitability in existing areas, and realization of synergies through the Transaction)

# **Initiatives for Synergy Creation**



- NTT DATA Group and NTT Group companies will engage in discussions to strengthen collaboration and optimize overlapping functions
- ◆ Topics and Relevant Group Companies (Examples)
- **Corporate Sales** 
  - Optimization of sales to large corporations: NTT Communications
  - AI technology: NTT TechnoCross
  - Upgrading BPO business with IT services: **NTT Marketing Act ProCX, NTT Nexia**
- √ R&D
  - Enhancing added value in data centers and accelerating the real-world implementation of AI using R&D results: NTT R&D
- > The relevant companies will establish up a framework to consider specific initiatives, the target structure, and the scuedule, etc.



# Innovating a Sustainable Future for People and Planet