

# **Financial Results for the Fiscal Year Ended March 31, 2022 (23<sup>rd</sup> Term)**

May 12, 2022

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

# 1. Financial Results

(Units: Billions of yen, except FLET'S Hikari Subscriptions)

IFRS (Consolidated)	FY2020	FY2021	Year-over-Year	
			Increase (Decrease)	Change (%)
Operating Revenues	1,726.1	<b>1,718.0</b>	(8.1)	99.5%
Operating Expenses	1,462.1	<b>1,439.0</b>	(23.1)	98.4%
Operating Profit	264.0	<b>279.0</b>	+15.0	105.7%
Profit <sup>(1)</sup>	180.4	<b>196.4</b>	+16.1	108.9%
Net increase (decrease) in FLET'S Hikari Subscriptions <sup>(2)</sup>	49	<b>43</b> 〔Number of Institutions: 1,316〕	(6)	87.9%
Capital Investment	268.7	<b>251.6</b>	(17.2)	93.6%

(1) Represents profit attributable to NTT East.

(2) Unit: 10,000 subscriptions. Figures for FLET'S Hikari include subscriptions under the Hikari Collaboration Model.

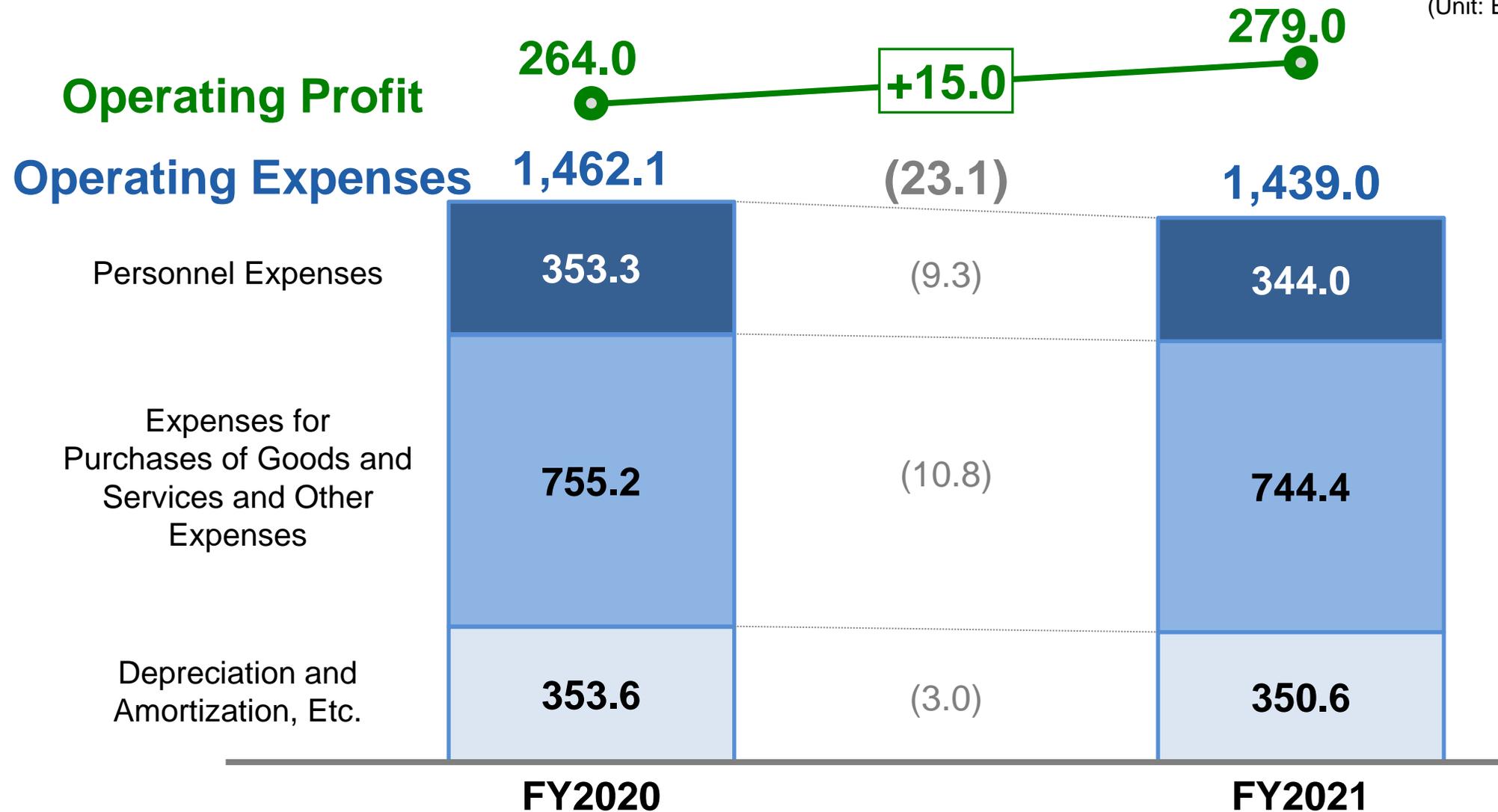
## 2. Changes in Operating Revenues

(Unit: Billions of yen)

Operating Revenues	FY2020	Change	FY2021
IP/Packet Communications Services	884.8	+28.0	912.8
Fixed Voice-Related Services	500.7	(7.0)	493.8
System Integration Services and Communication Equipment Sales	172.5	(33.6)	139.0
Others	168.0	+4.4	172.4
<b>Operating Revenues</b>	<b>1,726.1</b>	<b>(8.1)</b>	<b>1,718.0</b>

### 3. Changes in Operating Expenses and Operating Profit

(Unit: Billions of yen)



# 4. Forecast for FY2022

(Units: Billions of yen, except FLET'S Hikari Subscriptions)

IFRS (Consolidated)	FY2021	<b>FY2022 Forecast</b>	Increase (Decrease)
Operating Revenues	1,718.0	<b>1,730.0</b>	+12.0
Operating Expenses	1,439.0	<b>1,450.0</b>	+11.0
Operating Profit	279.0	<b>280.0</b>	+1.0
Profit <sup>(1)</sup>	196.4	<b>195.0</b>	(1.4)
Net increase (decrease) in FLET'S Hikari Subscriptions <sup>(2)</sup>	43 〔Number of Institutions: 1,316〕	<b>40</b> 〔Number of Institutions: 1,356〕	(3)
Capital Investment	251.6	<b>250.0</b>	(1.6)

(1) Represents profit attributable to NTT East.

(2) Unit: 10,000 subscriptions. Figures for FLET'S Hikari include subscriptions under the Hikari Collaboration Model.

# 5. Initiatives for Regional Revitalization

## I. Building Private Networks for Regional Smartification

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### ■ Building Private Networks Based on the Purpose of Use

- Building of urban/regional smart cities that resolve specific issues faced by each local government
- Building of IoT networks utilizing local 5G within large-scale facilities, such as airports, universities and construction sites

### ■ Providing Services that Support Multi-Access Needs

- Providing “Giga-Raku 5G” in a bundled package that includes everything from preliminary procedures, such as obtaining radio wave licenses, to operational support, at an affordable price (May 2022)
- Expansion of the area for the “FLET’S Hikari Cross” 10G access service (September 2022)

## II. Development of New Businesses that Resolve Local Issues

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### ■ Development of Business to Support Non-Contact/Labor-Saving Needs

- Development of smart store businesses that achieve the utilization of areas’ unused spaces and the efficient operation of stores within facilities

### ■ Development of Consulting Business to Leverage Accumulated Data and Know-How

- Providing local regions (universities and companies) with DX personnel training programs that have been implemented as NTT’s in-house trainings
- Contributing to regional safety and security by developing a risk management measures business, whose importance has increased together with digitalization

### ■ Creation of New Value through Digitalization

- Digitalized the “Phoenix” main hall ceiling painting of Gansho-in (in Obuse, Nagano Prefecture), which is scheduled to be reproduced as a ceiling painting in an exhibition held at ICC

## III. Establishment of the “NTTe-City Labo” Testing Grounds for the Realization of a Regional Sound Material-Cycle Society

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# 6. Private Networks that Support Local Smartification

**R**egional **E**dge with **I**nterconnected **W**ide **A**rea Network



## Smart Cities

## Large-Scale Facilities

### Urban-Style Smart Cities



Creating a city that is easy to live in, with security measures and analysis of people flow and traffic volume through the use of videos from surveillance cameras

Local 5G

### Region-Style Smart Cities



Achieving safety and security through IoT sensing, including monitoring of infrastructure, wildlife damage countermeasures and observation

(Yamanashi, Yamanashi Prefecture; Kisarazu, Chiba Prefecture; Nagai, Yamagata Prefecture)

LPWA x Carrier Mobile

### Airports



Solving for driver shortages by remote monitoring of inter-terminal connection buses (Narita International Airport and others)

Local 5G x Carrier Mobile

### Universities



Achievement of face-to-face x online classes, campus Wi-Fi and joint research across multiple universities

(Tokyo Metropolitan University and others)

Local 5G x Wi-Fi

### Construction Sites/ Factories



Improvement of productivity through on-site DX, and worker health management and safety protection

Portable Local 5G x Wi-Fi

## Multi-Access Network Combining Fixed and Wireless, Optimized for Each Purpose of Use

IEEE802.11ah  
EnOcean

LPWA

ギガらくWi-Fi

Wi-Fi6

Local 5G

Gigaraku 5G

1/5 of Usual Price

Diverse Lineup

Carrier-Grade

Total Support

FLET'S

Fiber Optic Access

NTTBP

Multi-Carrier Mobile

# 7. Development of Businesses that Resolve Local Issues

## Support for Local Shortages of Personnel and for Non-Contact and Online Systematization Needs

### Next-Generation Facility Horticulture



Agriculture that cannot fail because of IoT/AI, and own-farm production (Veggie-AI City, Yamanashi Chuo)

**NTTアグリテクノロジー**

### Remote Farming Support



Support for new farmers by using remote farming guidance (Tokyo, JA Zen-Noh)

### Rice Cultivation (Rice Paddies)



Water level monitoring and water supply/drainage control in rice fields, utilizing IoT (Iwanuma, Miyagi Prefecture)

### Drones



Drone deployment with pilots for pesticide spraying

**NTT e-Drone Technology**

### Land-Based Aquaculture



World's first closed circulation-type land-based aquaculture, with commercialization (for sockeye salmon farming) (Ichii K.K., Okayama University of Science)

### Smart Stores



Introduced in city halls and roadside shops, solving for labor shortages and improving convenience (Nagai, Yamagata Prefecture and others)

**Biostock**

### Green Energy



Plan to build Japan's largest biogas plant (Yubetsu, Hokkaido)

## Safe and Secure Urban Development Resilience Improvement



Improvement of regional resilience through collaborations that transcend industry boundaries (Hokkaido Electric Power Co., Inc., Tohoku Electric Power Co., Inc., AEON Co., Ltd. and others)

### Disaster Prevention/Mitigation



Evacuation drills that use an auto-caller solution (Kamisato, Saitama Prefecture and others)

## New Value Creation through Digitalization



### Digitalization of Culture and Art

Digitalized the "Phoenix" main hall ceiling painting of Gansho-in, which is scheduled to be reproduced as a ceiling painting in an exhibition

**NTT Art Technology**

### DX Consulting

Support the business transformations of local companies and governments by utilizing accumulated data

**NTTDXパートナー**

### Total Risk Management



Consulting for obtaining security certifications, for internal audits and others

### Training of Digital Personnel



Provided in-house DX personnel development program to local educational institutions (Shinshu University, Nagano Prefectural Institute of Technology and others)



**NTT e-Sports**

**nextmode**

## Various Issues Faced by Local Societies

Non-Contact  
Decreasing Birthrate and Aging Population  
Labor Shortages

Carbon Neutrality

Natural Disasters

Industrial Decline

Related Population Decline

Depopulation

Work-Style Reforms

# 8. NTTe-City Labo

## Testing Grounds for the Realization of a Regional Sound Material-Cycle Society



つぎのミライは、  
あなたの街から  
はじまる。

NTT東日本グループ

**Changes in Board of Directors and Executive Officers**

Scheduled Date: June 17, 2022

(1) Candidates for Senior Executive Vice President and Senior Vice President

Naoki Shibutani (Representative Member of the Board and Senior Executive Vice President of Nippon Telegraph and Telephone Corporation)

Ryota Kitamura (Senior Executive Vice President, Head of General Affairs of Nippon Telegraph and Telephone Corporation)

Makiko Sekine (Senior Vice President, Planning Division, Urban Planning & Development Headquarters, Managing Director, Corporate Strategy Management Office, Corporate Strategy Management, of NTT Urban Solutions, Inc.)

(2) Candidate for New Audit & Supervisory Board Member

Tetsuya Kitagawa (Advisor, Sumitomo Mitsui Trust Bank, Limited)

(3) President, Senior Executive Vice Presidents and Senior Vice President scheduled to resign from office

President, Executive Director      Fukuzo Inoue (scheduled to be appointed as a Counselor to the President)

Senior Executive Vice President, Representative Director      Shinji Yano (scheduled to join NTT BUSINESS ASSOCIE Co., Ltd.)

Senior Executive Vice President, Representative Director      Hiroshi Tanabe (scheduled to join Nippon COMSYS Corporation)

Senior Vice President      Takashi Taniyama

(4) Audit & Supervisory Board Member scheduled to resign from office

Full-Time Auditor      Satoru Yamane

(5) Candidates for President and Senior Executive Vice Presidents

① Candidate for President

Naoki Shibutani

② Candidates for Senior Executive Vice President

Ryota Kimura

Riaki Hoshino

(6) Candidates for Executive Officers

President, Executive Officer	Naoki Shibutani (Nippon Telegraph and Telephone Corporation, Representative Member of the Board and Senior Executive Vice President)
Senior Executive Vice President, Executive Officer	Ryota Kitamura (Nippon Telegraph and Telephone Corporation, Senior Vice President, Head of General Affairs)
Senior Executive Vice President, Executive Officer	Riaki Hoshino (NTT East, Senior Vice President, Executive Officer, Senior Executive Manager, Network Business Headquarters; Executive Manager, Strategic Plant Planning Department, Network Business Headquarters)
Managing Executive Officer	Tamaki Endo (NTT East, Executive Officer, Deputy Senior Executive Manager, Business Innovation Headquarters)
Executive Officer	Yasushi Shimazu (NTT East, Executive Manager, Marketing Department, Business Innovation Headquarters)
Executive Officer	Taigo Ichikawa (NTT East, Senior Manager, Value Creation Department, Business Innovation Headquarters (NTT East – Minami Kanto))
Executive Officer	Takashi Abe (NTT East, General Manager, Hokkaido Division; General Manager, Hokkaido Branch, Hokkaido Division)
Executive Officer	Katsunori Shigehara (NTT East, Executive Manager, General Affairs and Personnel Department; General Manager, Medical and Health Administration Center, General Affairs and Personnel Department)
Executive Officer	Yuusaku Shima (Nippon Telegraph and Telephone Corporation, Senior Manager, Research Planning Group)
Executive Officer	Sakiko Kato (NTT East, Senior Manager, Value Creation Department, Business Innovation Headquarters (NTT East – Minami Kanto))

(7) Executive Officers scheduled to resign from office

President, Executive Officer	Fukuzo Inoue (scheduled to be appointed as a Counselor to the President)
Senior Executive Vice President, Executive Officer	Shinji Yano (scheduled to join NTT BUSINESS ASSOCIE Co., Ltd.)
Senior Executive Vice President, Executive Officer	Hiroshi Tanabe (scheduled to join Nippon COMSYS Corporation)
Managing Executive Officer	Hiroshi Nakamura (scheduled to join NTT Broadband Platform, Inc.)
Executive Officer	Naotaka Kamiya (scheduled to join InfoCom Research, Inc.)
Executive Officer	Tatsu Ishikawa (scheduled to join TelWel East Japan Corporation)
Executive Officer	Kei Ikeda (scheduled to join Nippon Telegraph and Telephone Corporation)

(8) Officer Structure

<b>Position Title</b>	<b>Name</b>	<b>Appointment/ Responsibilities</b>
President, Executive Director President, Executive Officer	Naoki Shibutani	
Senior Executive Vice President, Representative Director Senior Executive Vice President, Executive Officer	Ryota Kitamura	In charge of: General Affairs and Personnel; Accounting and Finance; Information Security; Risk Management; New Business Development Headquarters; Sales Promotion Headquarters; and Business Innovation Headquarters
Senior Executive Vice President, Representative Director Senior Executive Vice President, Executive Officer	Riaki Hoshino	Senior Executive Manager, Network Business Headquarters; In charge of: Interconnection Promotion; and Digital Transformation Headquarters; Head of Plant pursuant to Ordinance for Enforcement of the Telecommunications Business Act; and Responsible for Information Management pursuant to Ordinance for Enforcement of the Telecommunications Business Act
Senior Vice President Executive Officer	Kenichi Yamamoto	Executive Manager, Corporate Strategy Planning Department
Senior Vice President	Yoshinori Kanehana	
Senior Vice President	Makiko Sekine	
Audit & Supervisory Board Member	Masaharu Higashitamori	

Audit & Supervisory Board Member	Hideo Fujimoto	
Audit & Supervisory Board Member	Tetsuya Kitagawa	
Managing Executive Officer	Tamaki Endo	Senior Executive Manager, Business Innovation Headquarters; and Executive Manager, Value Creation Department, Business Innovation Headquarters
Executive Officer	Masahiro Takizawa	General Manager, Miyagi Division; and General Manager, Miyagi Branch, Miyagi Division;
Executive Officer	Machiko Sakai	General Manager, Chiba Division; and General Manager, Chiba Branch, Chiba Division
Executive Officer	Takashi Ebihara	Senior Executive Manager, Digital Transformation Headquarters
Executive Officer	Kazuya Murata	Senior Executive Manager, Sales Promotion Headquarters; Executive Manager, Sales Planning Department, Sales Promotion Headquarters
Executive Officer	Hironobu Nakanishi	General Manager, Kanagawa Division; and General Manager, Kanagawa Branch, Kanagawa Division
Executive Officer	Shigeharu Kato	Senior Executive Manager, New Business Development Headquarters; and Executive Manager, Business Strategy Promotion Office, Corporate Strategy Planning Department

Executive Officer	Toshimasa Kumagai	General Manager, Tokyo Division
Executive Officer	Yasushi Shimazu	Deputy Senior Executive Manager, Business Innovation Headquarters
Executive Officer	Taigo Ichikawa	General Manager, Saitama Division; and General Manager, Saitama Branch, Saitama Division
Executive Officer	Takashi Abe	General Manager, Hokkaido Division; and General Manager, Hokkaido Branch, Hokkaido Division
Executive Officer	Katsunori Shigehara	Executive Manager, General Affairs and Personnel Department; and General Manager, Medical and Health Administration Center, General Affairs and Personnel Department
Executive Officer	Yuusaku Shima	Deputy Senior Executive Manager, Network Business Headquarters; and Executive Manager, Maintenance and Service Operation Department, Network Business Headquarters
Executive Officer	Sakiko Kato	Deputy Senior Executive Manager, Business Innovation Headquarters

(Notes)

- \* Makiko Sekine, a candidate for Senior Vice President, is scheduled to be appointed as a Senior Vice President of Nippon Telegraph and Telephone Corporation on June 24, 2022, and will be appointed as a Senior Vice President of NTT East on the same date.
- \* Tetsuya Kitagawa is a candidate for an Outside Audit & Supervisory Board Member.
- \* Yoshinori Kanehana, a Senior Vice President who is scheduled to be reappointed by NTT East, is a candidate for Outside Member of the Board.