

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

Mitsuyoshi Kobayashi, President, Executive Director; President, Executive Officer  
Nippon Telegraph and Telephone West Corporation (“NTT West”)

# FY2021 Financial Results and FY2022 Financial Forecast

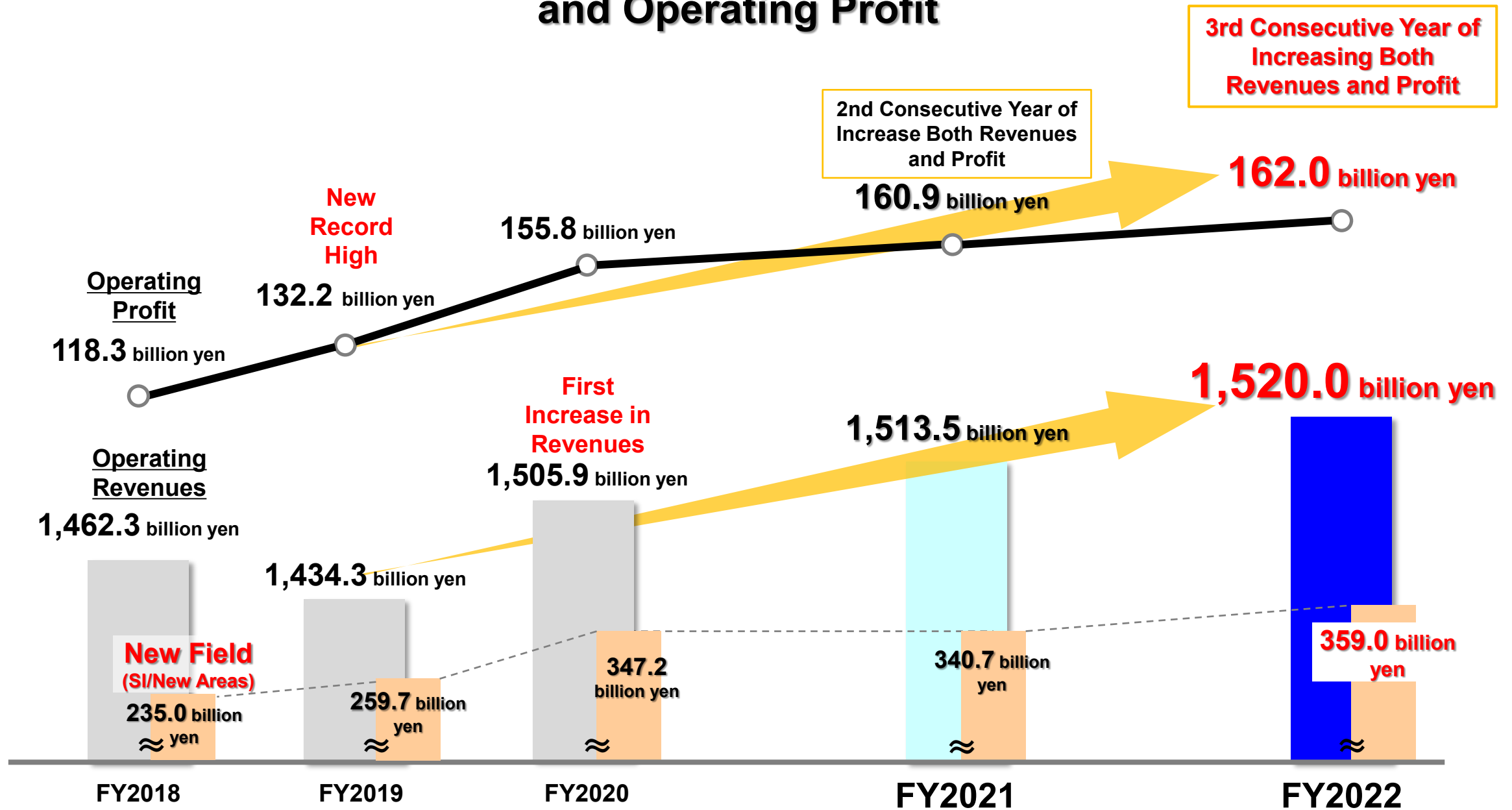
- FY2021: Achieved second consecutive year of increasing both revenues and profit, and third consecutive year of setting new record-high profits
- FY2022: Aiming for third consecutive year of increasing both revenues and profit

(Billions of yen, other than  
Hikari Subscriptions)

	FY2020 Results	FY2021 Results	Year-on-Year	FY2022 Forecast	Year-on-Year
Operating Revenues	1,505.9	1,513.5	+7.7	1,520.0	+6.5
Operating Profit Operating Profit Margin	155.8 10.3%	160.9 10.6%	+5.0	162.0 10.7%	+1.1
Profit <sup>(1)</sup>	105.2	110.5	+5.4	111.0	+0.5
Capital Investments	258.6	249.5	(9.1)	245.0	(4.5)
Net Increases (Decreases) in Hikari Subscriptions (Final Number of Subscriptions)	+42,000 (9,840,000)	+270,000 (10,110,000)	(150,000)	+250,000 (10,360,000)	(20,000)

(1) Represents profit attributable to NTT West (after deducting income attributable to non-controlling interests).

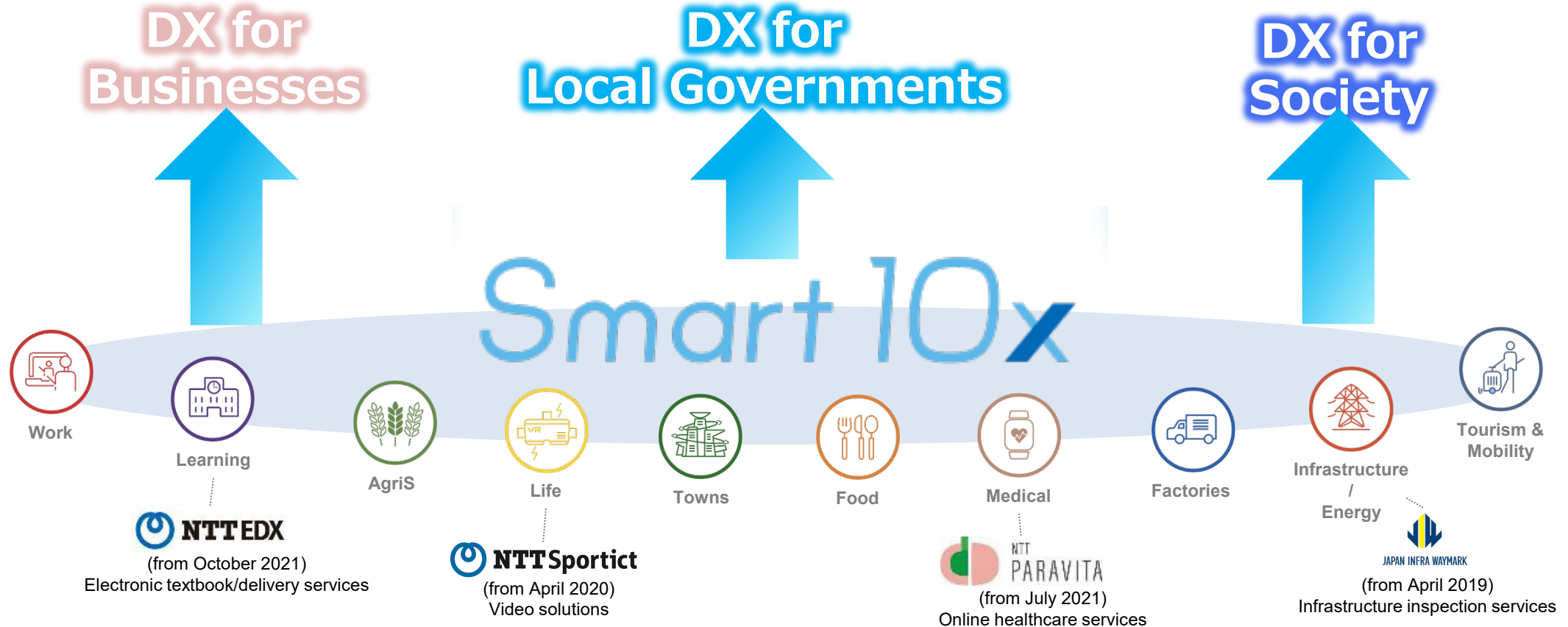
# Changes in Operating Revenue and Operating Profit



# Initiatives to Expand “New Fields” (Development of Problem-Solving Solutions)

**[Vision] “Be a Company that Continues to Grow as a ‘Social ICT Pioneer’”**

As a pioneer that uses ICT to resolve the issues brought about by changes in the environment surrounding society, contributing to the development of society and sustainable growth (SDGs), and continuing to transform into a business that is beloved and trusted by its community



# DX Support for Businesses

# LINK SPARK

Co-Creation

DX

Customers' Business Goals




## NTT West Digital Personnel

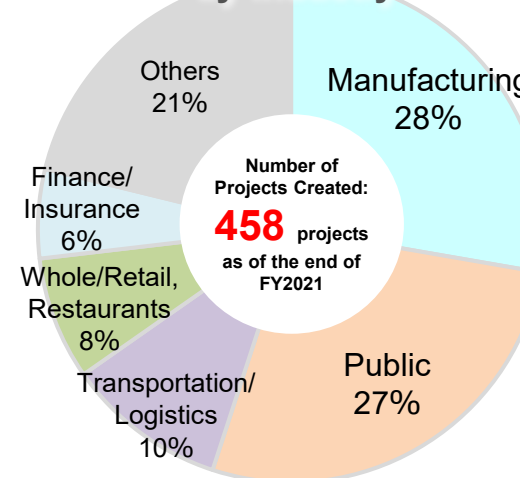
DX Consulting Activities, DX Support

 Business Consultants

 Data Scientists

 System Engineers...

## Projects Created by Industry



[Number of DX Solution Models] over **100**

## Main DX Solutions

Manufacturing Industry: Demand forecasts, malfunction prediction, work support, automation of inspections, etc.

Retail/Wholesale: Store management, marketing, etc.

Transportation/Logistics: Traffic safety, demand forecasts, etc.

**LINKSPARK HIROSHIMA**  
(from Oct. 2022)

NEW

Theme: Tourism or Carbon Neutrality

**LINKSPARK**  
(from Aug. 2019)

Theme: Medical

**LINKSPARK**  
Voice Of Customer Support Center  
(from Apr. 2020)

Theme: CC, VOC

**LINKSPARK FUKUOKA**  
(from Mar. 2021)

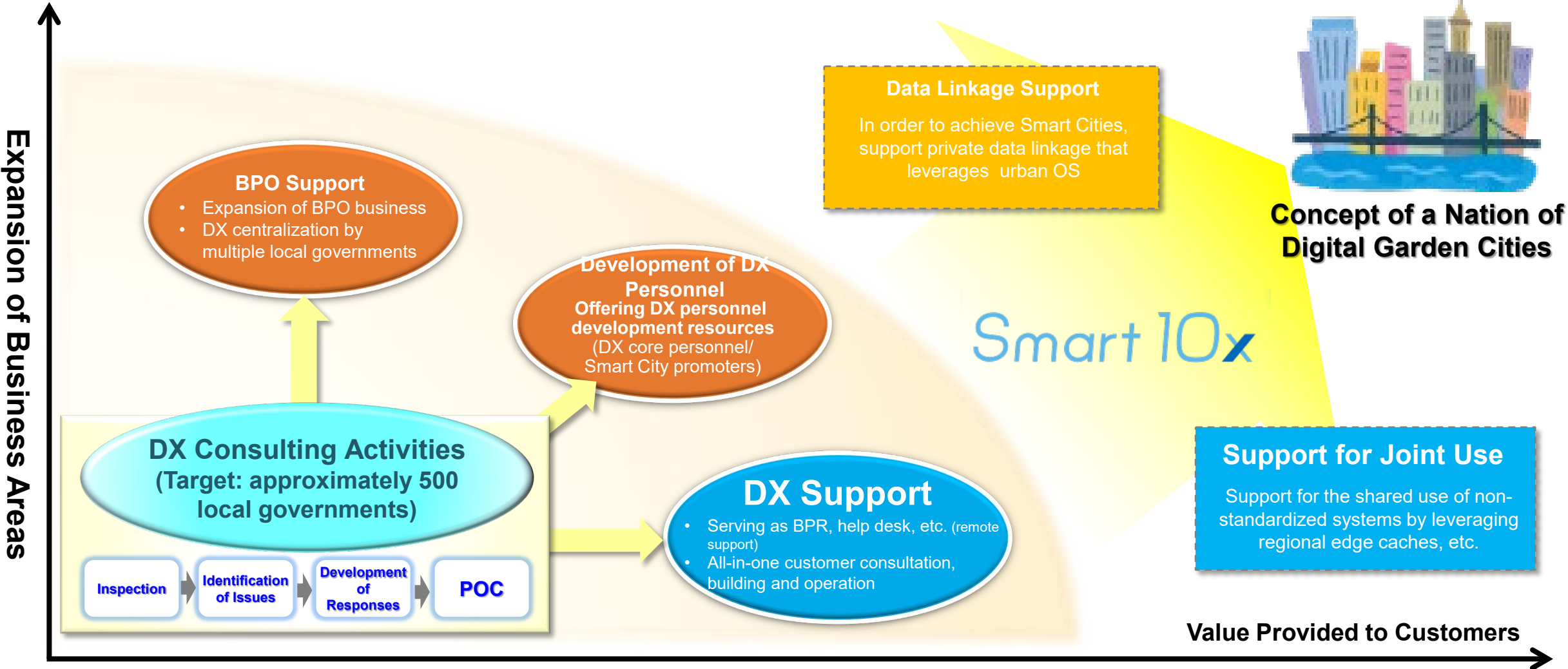
Theme: Smart Cities, Primary Industries

**LINKSPARK NAGOYA**  
(from Oct. 2020)

Theme: Manufacturing



# DX Support for Local Governments



Local Government Trends	2022	2023	2024	2025	2026 and after
Moving Administrative Processes Online	Maintenance/Adoption (31 Procedures)	Expansion of Targeted Processes (approximately 5,000 processes)			Full Operation/Usage
Government System Standardization	Formulation of Migration Plan/Budget Preparation etc.	System Migration (20 Core Operations)			Internal administrative work systems, etc.

# DX Support for Society

## Regional Revitalization Projects

**X**

Community/Residents

True Problem-Solving

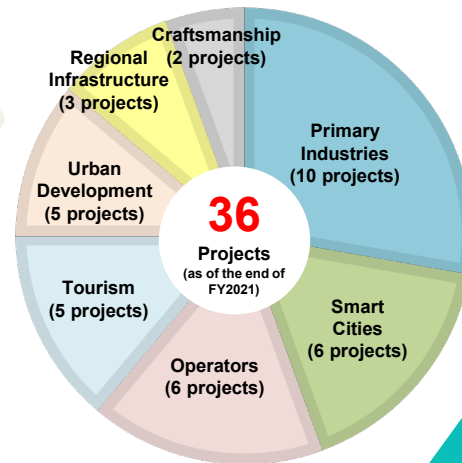
**B**

**Regional Initiatives  
(Co-Create with Local  
Public/Private Entities)**

Expansion to a  
Wider Area

**B**

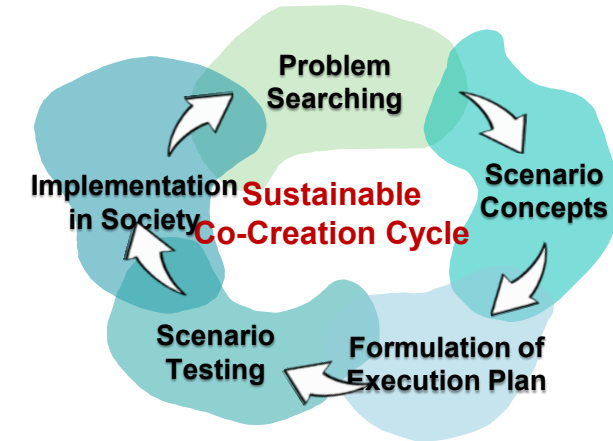
**NTT West + Partners  
(Services, Technology and Solutions)**



Support of  
Activities/  
Practice

- **ICT Cooperation Agreements:**  
**51** local governments (as of the end of FY2021)
- **Number of Field Tests:** **31**  
tests (as of the end of FY2021)

Regional Revitalization Co-Design Lab  
地域創生Coデザイン研究所  
(from July 2021)



**NEW**

Scheduled to Start  
Fall 2022

**Regional Revitalization  
Personnel  
Training Program**

Regional Revitalization Co-Design College

- Methods to offer practical regional revitalization know-how to local agents and to bring about regional revitalization together

from  
April 2022

**Forum for the  
Promotion of Regional  
Revitalization**

- Regularly disseminate results of activities and other information, with a focus on the consortium (hosted first session; scheduled to be held regularly in the future)



# Open Innovation

## QUINTBRIDGE

Grand Opening on  
March 24, 2022

NEW



- Number of Corporate Members:  
**150** companies
- Number of Individual Members:  
**2,200** people (as of the end of April 2022)

Co-Create

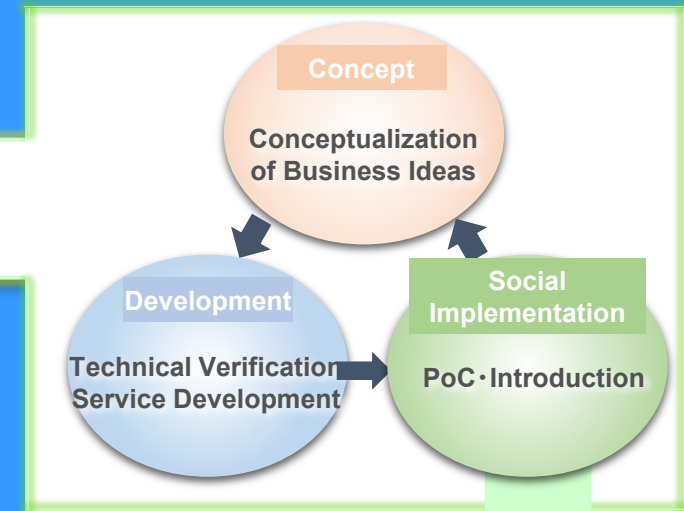
**Pitch Program/Accelerator Program**  
 • Commercialization of products and tech of start-up companies  
 • Co-creation of future businesses

Learn

Offering of Training Programs

Connect

Matching



**Creation of 100 projects by FY2025**

LINK  
SPARK

DX for  
Businesses

DX for  
Local Governments



地域創生  
Coデザイン  
研究所  
Regional  
Revitalization  
Co-Design Lab

DX for  
Society

Creating a Future  
Society





# 「つなぐ」その先に「ひらく」 あたらしい世界のトビラを

私たちは、地域社会の一員として、あらゆる人々が幸せで豊かな未来の姿を追求しつづけます。  
そのために、技術と知恵をみがき、新たな価値の共創に挑戦します。



*あしたへー with you, with ICT.*

May 12, 2022  
Nippon Telegraph and Telephone West Corporation

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

Scheduled Date: June 17, 2022

(1) Candidates for Member of the Board

Masaaki Moribayashi	(NTT Ltd., President and Board Director)
Takashi Inomata	(NTT West, Executive Officer; Executive Manager, Digital Transformation Promotion Department)
Kyoko Yamamoto	(NTT Communications, Inc., Senior Vice President, Head of Human Resources)

(2) Candidates for Audit & Supervisory Board Member

Keiko Yokoyama	(President and Representative Director, NTT Media Supply Co., Ltd.)
Tatsuya Sato	(Advisor, The Sankei Building Co., Ltd.)
Nae Iijima	(Partner, Dojima Law Office)

(3) Members of the Board scheduled to resign from office

President, Executive Director	Mitsuyoshi Kobayashi (scheduled to be appointed as a Counselor to the President of NTT West)
Executive Vice President, Member of the Board	Teruyuki Kishimoto (scheduled to join NTT Anode Energy Corporation)
Member of the Board	Ryouta Kitamura (scheduled to join Nippon Telegraph and Telephone East Corporation)

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

Audit & Supervisory Board Member	Yuujiro Hirose
Audit & Supervisory Board Member	Syunichi Okazaki

(5) Candidates for Representative Director and Executive Director

[1] Scheduled to be President, Executive Director

Masaaki Moribayashi

[2] Scheduled to be Senior Executive Vice President, Representative Director

Senior Executive Vice President, Representative Director      Ichirou Uehara

Senior Executive Vice President, Representative Director      Eiichi Sakamoto

[3] Scheduled to be Executive Vice President, Member of the Board

Executive Vice President, Member of the Board      Masanori Ozawa

Executive Vice President, Member of the Board      Takashi Inomata

(6) Candidates for Executive Officer

President, Executive Officer      Masaaki Moribayashi (NTT Ltd., President and Board Director)

Executive Vice President, Executive Officer      Masanori Ozawa (NTT West, Member of the Board, Executive Officer; Executive Manager, Corporate Strategy Planning Department; Executive Manager, Information Security Promotion Department)

Executive Vice President, Executive Officer      Takashi Inomata (NTT West, Executive Officer; Executive Manager, Digital Transformation Promotion Department)

Executive Officer      Takakazu Oda (NTT West, Senior Manager, Plant Headquarters)

Executive Officer      Hitoshi Maeda (NTT West, Senior Manager, Corporate Business Headquarters)

Executive Officer      Katsumi Kuroda (Nippon Telegraph and Telephone Corporation, Senior Manager, Corporate Strategy Planning Department)

(7) Executive Officers scheduled to resign from office

President, Executive Officer      Mitsuyoshi Kobayashi (scheduled to be appointed as a Counselor to the President of NTT West)

Executive Vice President, Executive Officer      Teruyuki Kishimoto (scheduled to join NTT Anode Energy Corporation)

Executive Officer      Kunihiro Yamada (scheduled to join TelWel West Nippon Corporation)

Executive Officer      Takafumi Makiuchi (scheduled to join NTT SmartConnect Corporation)

(8) Officer Structure

Position Title	Name	Appointment/ Responsibilities
President, Executive Director President, Executive Officer	Masaaki Moribayashi	
Senior Executive Vice President, Representative Director Senior Executive Vice President, Executive Officer	Ichirou Uehara	Senior Executive Manager, Corporate Business Headquarters
Senior Executive Vice President, Representative Director Senior Executive Vice President, Executive Officer	Eiichi Sakamoto	In charge of: Corporate Strategy Planning Department; General Affairs and Personnel Department; Accounts and Finance Department; and Compliance and CSR
Executive Vice President, Member of the Board Executive Vice President, Executive Officer	Masanori Ozawa	Executive Manager, Corporate Strategy Planning Department  Executive Manager, Information Security Department  In charge of Information Security Department
Executive Vice President, Member of the Board Executive Vice President, Executive Officer	Takashi Inomata	Senior Executive Manager, Plant Headquarters Executive Manager, Network Design Department, Plant Headquarters In charge of: Digital Transformation Promotion Department; and Technology Innovation Department
Member of the Board	Masayoshi Kimata	
Member of the Board	Yasushi Shingai	
Member of the Board	Kyoko Yamamoto	

Audit & Supervisory Board Member	Keiko Yokoyama	
Audit & Supervisory Board Member	Kei Irie	
Audit & Supervisory Board Member	Tatsuya Sato	
Audit & Supervisory Board Member	Nae Iijima	
Executive Officer	Masaki Sumitani	Executive Manager, General Affairs and Personnel Department
Executive Officer	Hidegori Kigami	Executive Manager, Value Design Department, Corporate Business Headquarters
Executive Officer	Akira Shirahase	Executive Manager, Technology Innovation Department
Executive Officer	Masahiro Abe	General Manager, Tokai Branch
Executive Officer	Toshimasa Ikura	General Manager, Chugoku Branch
Executive Officer	Kazunori Katsura	Executive Manager, Service Engineering Department, Plant Headquarters
Executive Officer	Taizou Kitayama	Executive Manager, Enterprise Business Department, Corporate Business Headquarters
Executive Officer	Kouji Tanaka	Executive Manager, Interconnection Promotion Department, Plant Headquarters
Executive Officer	Nariko Ozawa	General Manager, Kansai Branch



Executive Officer	Masahiro Kajiwara	General Manager, Kyusyu Branch
Executive Officer	Takakazu Oda	Executive Manager, Digital Transformation Promotion Department
Executive Officer	Hitoshi Maeda	Executive Manager, Fiber Access Business Department, Corporate Business Headquarters
Executive Officer	Katsumi Kuroda	Executive Manager, Marketing Strategy, Corporate Business Headquarters

Notes:

- Kyoko Yamamoto, who is scheduled to be appointed as a Member of the Board, 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 Member of the Board of NTT West on the same date.
- Tatsuya Sato and Nae Iijima are candidates for Outside Audit & Supervisory Board Members.
- Ichirou Uehara is expected to continue to serve as the President and Representative Director of NTT Business Solutions Co., Ltd.
- Takashi Inomata is scheduled to be appointed as the President and Representative Director of NTT Field Techno Corporation on June 17, 2022.