

Financial Results for the Fiscal Year Ended March 31, 2023 (24th Term)

May 12, 2023

FY2022 Financial Results and FY2023 Financial Results Forecast

(Billions of yen, other than
Hikari Subscriptions)

	FY2021 Results	FY2022 Results	Year-on-Year	FY2023 Forecast	Year-on-Year
Operating Revenues	1,513.5	1,501.6	(11.9)	1,515.0	+13.4
Operating Profit	160.9	134.9	(26.0)	162.0	+27.1
Profit ⁽¹⁾	110.5	93.2	(17.3)	111.0	+17.8
Capital Investments	249.5	249.2	(0.3)	248.0	(1.2)
Net Increase (Decreases) in Hikari Subscriptions (Final Number of Subscriptions)	+270,000 (10.11 million)	+140,000 (10.25 million)	(130,000)	+150,000 (10.40 million)	+10,000

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

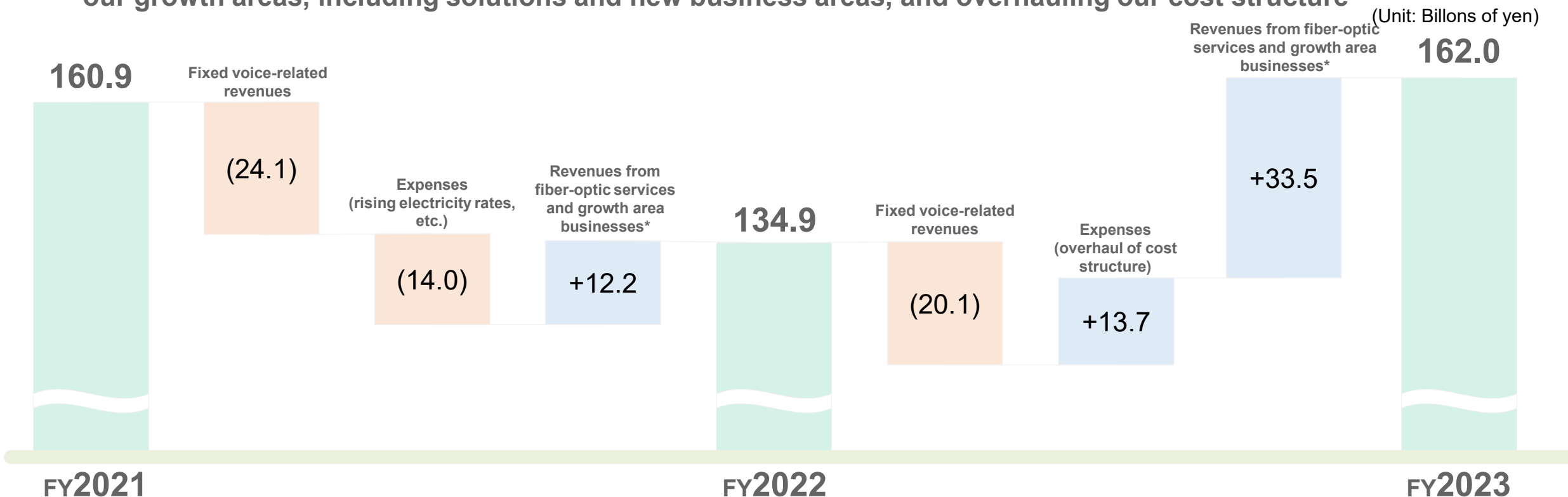
Status of Operating Profit

FY2022

Operating profit decreased as a result of a decrease in fixed voice revenues and an increase in expenses due to rising electricity rates, among other factors

FY2023

We will again take on the challenge of increasing revenues and profit. We aim to achieve our targets by expanding our growth areas, including solutions and new business areas, and overhauling our cost structure



* Revenues from IP packet communications, telecommunications device sales, system integration and other operating revenues

New Challenges

Helping to Resolve Social Issues through Our Growth Area Businesses

Education DX



Regional Revitalization Business



Regional Revitalization Cloud



Actibase ぶくい

Business DX

• Smart Business WiFi

Facility Infrastructure Business

• Facility Inspection (MMS/Drones)

Carbon Neutrality

• GX Consulting
• GX Solutions

(Released Oct. 2022)

Total Support for EVs



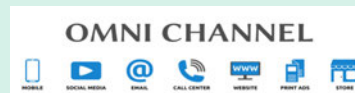
Support and Security



Back-Office Consulting/ IPCC



Contact Center Business



Regional Edge & Data Center Business



Network



(Released May 2023)

FLET'S Hikari Cross
Gradual Expansion of Service Areas*

■ Sept. 2023 (Scheduled)

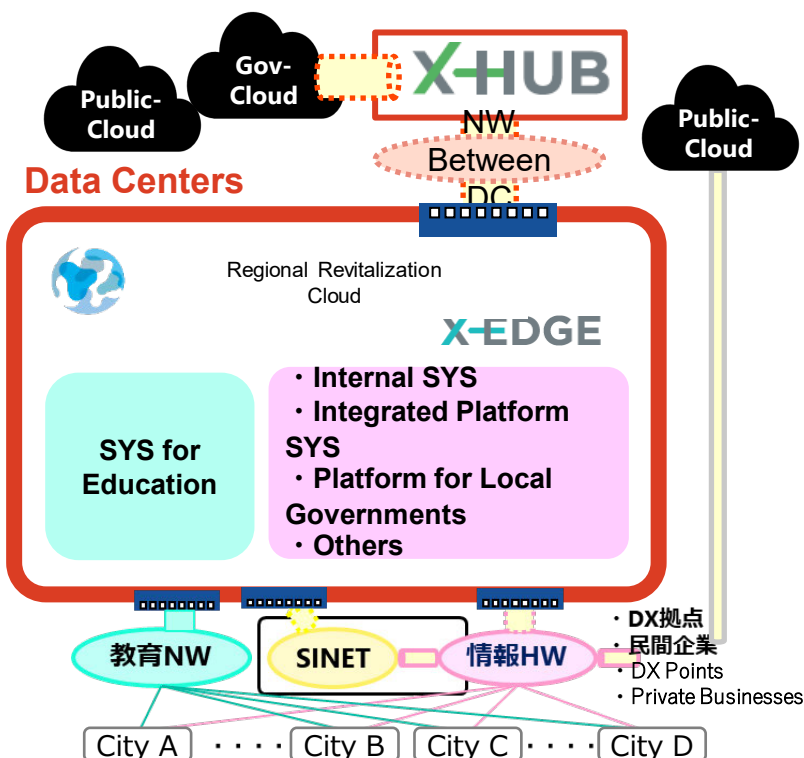
- Kobe, Hyogo Prefecture
- Otsu, Shiga Prefecture
- Nara, Nara Prefecture
- Shizuoka, Shizuoka Prefecture
- Tsu, Mie Prefecture etc.

Implementing Measures to Improve Reliability

Offering Customers Total Solutions

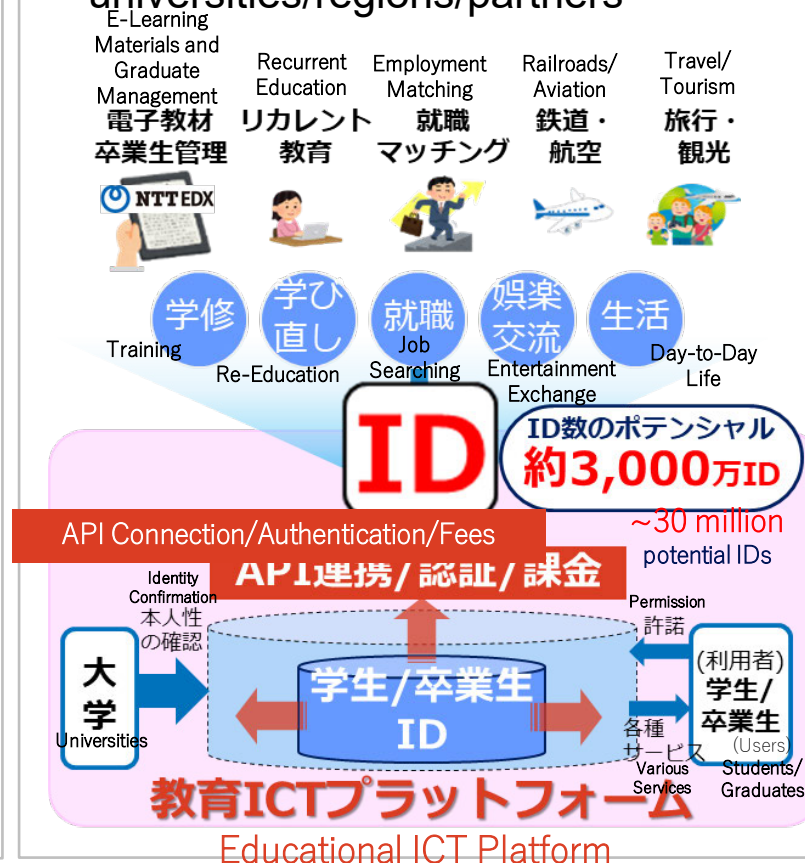
Promoting Cloud for Regional Revitalization for Local Governments

- ✓ Strengthen cooperation with various kinds of NW and cloud services, **focused on cloud infrastructure for regional revitalization**



Promoting Education DX for Universities

- ✓ Support for education DX promotion, with **"Eru ID" as a starting point** and prime model for collaboration between universities/regions/partners



Customer Contact Consulting

- ✓ **Leveraging a DX infrastructure that will realize digitalization of contact centers, will improve EX and create CX**

Marketing Out ProCX
NTTマーケティングアウトProCX


First in Asia to be Commercialized
Automated evaluation with integrated AI for emotion/voice/text



QUINTBRIDGE Co-Creation Program

Business Co-Creation Pitching



 **elgana**
Awarded
“**Leader**” in the
business chat category in
the “ITreview Grid
Award 2023 Spring”

29 applications
▶ pitches by **12 companies**
▶ selected **5 companies**

【First Recruitment Theme】
Services related to the “elgana”
business chat tool

【Second Recruitment Theme】
Safe and comfortable urban
development by using
equipment inspection assets

Future Co-Creation Programs

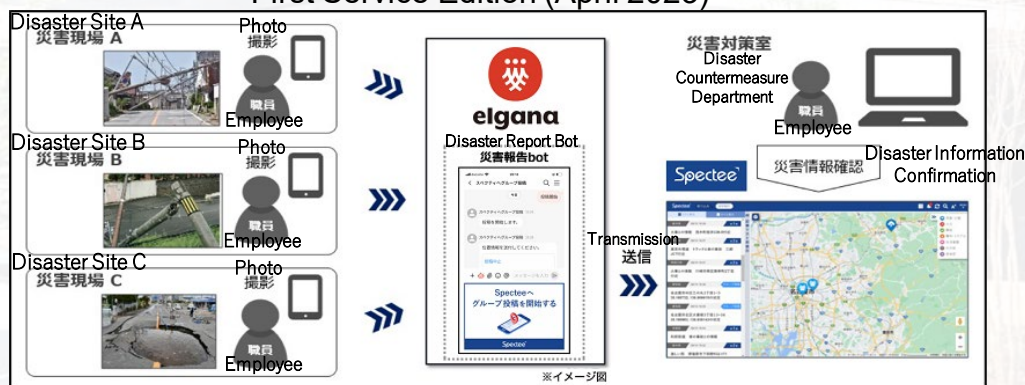


101 applications
▶ **6 projects/ 10 companies** selected

Take on the challenge of solving social issues and
creating the society of the future, in a short-term
intensive period (~6 months)

Launch of Disaster Prevention DX Services for Local Governments

First Service Edition (April 2023)



4 Fields /
6 Themes



Health



Day-to-Day
Life



Economy



Environment

Conference to Announce Field Testing Results (March 2023)

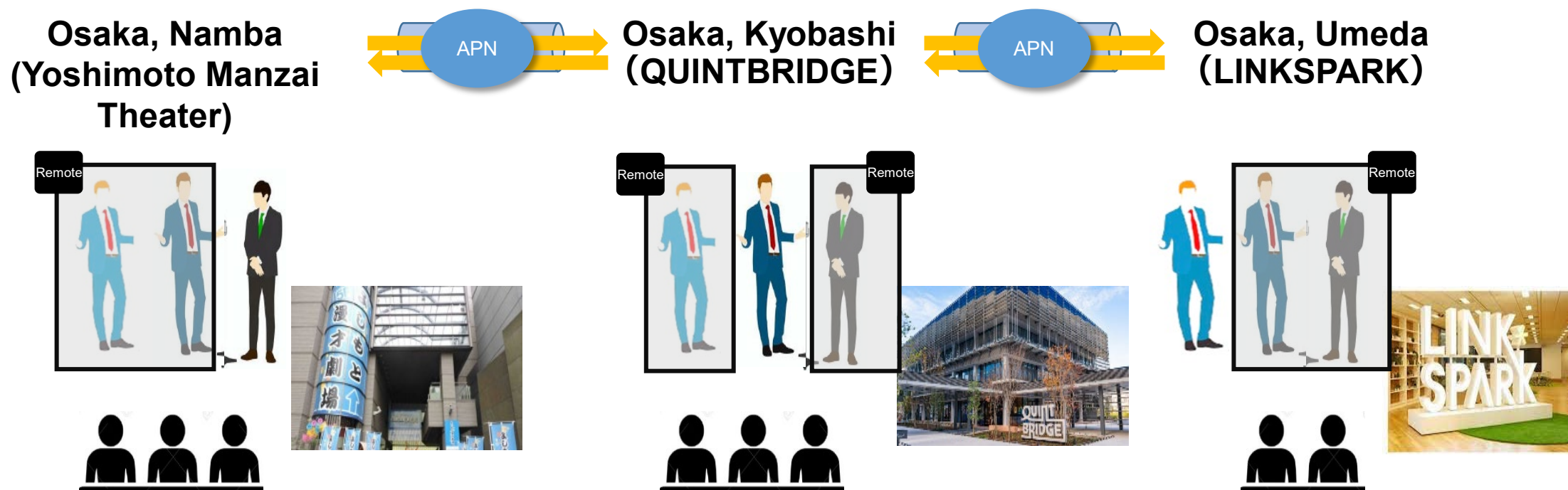
▶ **Two projects advancing to the
commercialization testing stage with NTT
West**

* Illustrative Image

New Use Cases Leveraging IOWN

Launching the Ultra-Low-Latency Communication Service “IOWN1.0 (APN)”

Event with Yoshimoto Kogyo (March 20, 2023)



Three venues were connected by commercial APN services, providing a new entertainment experience that utilized the low-latency network for remote interactions, including manzai comedy and skits

Initiatives to Improve Network Reliability

Reliable and Stable Offering of Services

Operation Upgrades	Strengthening Telecommunications Equipment	Strengthening Collaborations with Makers/Vendors	Strengthening the Risk Assessment Structure
<ul style="list-style-type: none"> ✓ Establishing a system that enables the assessment of failure scenarios in their entirety (visualization of service quality and traffic) ✓ Implementing large-scale complex failure exercises 	<ul style="list-style-type: none"> ✓ Redundancy and resilience of networks (including transmission lines) (including flood and earthquake countermeasures) ✓ Strengthening telecommunications facilities 	<ul style="list-style-type: none"> ✓ Strengthening collaborations for equipment inspections and rapid recovery in the event of a failure ✓ Appropriate information sharing on equipment function implementation (reflected in procurement conditions) 	<ul style="list-style-type: none"> ✓ Strengthening the risk assessment structure by having third-party organizations, outside of the groups responsible for development, ensure the validity of the items being verified (strengthening efforts to improve quality assurance)

We will fulfill our social responsibility as a company that provides telecommunications services, which are important infrastructure

「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。

Changes in Board of Directors and Executive Officers

Scheduled Date: June 15, 2023

(1) Candidates for Member of the Board

Kazunori Katsura	(NTT West, Executive Officer; Executive Manager, Service Engineering and Operation Department, Network and Engineering Division)
Katsumi Kuroda	(NTT West, Executive Officer; Executive Manager, Marketing Strategy Department, Business and Marketing Division)

(2) Candidates for Audit & Supervisory Board Member

Hirotooshi Shinohara	(NTT Urban Development Corporation, Representative Member of the Board and Senior Executive Vice President; NTT Urban Solutions, Inc., Senior Executive Vice President)
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(3) Members of the Board Scheduled to Resign from Office

Senior Executive Vice President, Representative Director	Ichirou Uehara (scheduled to join NTT InfraNet Co., Ltd.)
Member of the Board	Masanori Ozawa (scheduled to join NTT Communications Corporation)
Member of the Board	Takashi Inomata (scheduled to join SAXA, Inc.)

(4) Audit & Supervisory Board Members Scheduled to Resign from Office

Audit & Supervisory Board Member	Kei Irie
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(5) Candidates for Representative Director

Representative Director, Member of the Board	Kazunori Katsura
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(6) Candidates for Executive Officer

Executive Vice President, Executive Officer	Kazunori Katsura (NTT West, Executive Officer; Executive Manager, Network and Engineering Division, Service Engineering and Operation Department)
Executive Vice President, Executive Officer	Taizou Kitayama (NTT West, Executive Officer; Executive Manager, Enterprise Business Department, Business and Marketing Division)
Executive Officer	Yukihiro Yokoi (NTT West, Senior Manager, Business and Marketing Division)
Executive Officer	Kouji Higashiseto (NTT West, Senior Manager, Network and Engineering Division)
Executive Officer	Atsushi Maeda (NTT West, Executive Manager, Smart Business Department, Business and Marketing Division)
Executive Officer	Tomotaka Fujiwara (NTT West, Executive Manager, Customer Success Department, Business and Marketing Division)
Executive Officer	Kiyohide Migita (Nippon Telegraph and Telephone Corporation, Senior Manager, Technology Planning Department)

(7) Executive Officers Scheduled to Resign from Office

Senior Executive Vice President, Executive Officer	Ichirou Uehara (scheduled to join NTT InfraNet Co., Ltd.)
Executive Vice President, Executive Officer	Masanori Ozawa (scheduled to join NTT Communications Corporation)
Executive Vice President, Executive Officer	Takashi Inomata (scheduled to join SAXA, Inc.)
Executive Officer	Masaki Sumitani (scheduled to join Kirara Insurance Service Co., Ltd.)
Executive Officer	Toshimasa Ikura (scheduled to join Nippon Comsys Corporation)
Executive Officer	Kouji Tanaka (scheduled to join EXEO Group, Inc.)

Note:

- Masanori Ozawa is scheduled to resign on June 14, 2023.

(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	Eiichi Sakamoto	In charge of: Business and Marketing Division; Corporate Strategy Department; Administration and Human Resources Department; Finance and Legal Department; and Compliance and CSR
Executive Vice President, Member of the Board Executive Vice President, Executive Officer	Kazunori Katsura	Senior Executive Manager, Network and Engineering Division Executive Manager, Network Infrastructure Design Department, Network and Engineering Division In charge of: Digital Transformation Department; and Technology and Innovation Department
Member of the Board	Katsumi Kuroda	Executive Manager, Corporate Strategy Department In charge of: Information Security 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	Tatsuya Sato	

Audit & Supervisory Board Member	Hirotooshi Shinohara	
Audit & Supervisory Board Member	Nae Iijima	
Executive Vice President, Executive Officer	Taizou Kitayama	Senior Executive Manager, Business and Marketing Division Executive Manager, Enterprise Business Department, Business and Marketing Division
Executive Officer	Hidehori Kigami	Executive Manager, Value Design Department, Business and Marketing Division
Executive Officer	Akira Shirahase	Executive Manager, Technology and Innovation Department
Executive Officer	Masahiro Abe	General Manager, Tokai Branch
Executive Officer	Nariko Ozawa	General Manager, Kansai Branch
Executive Officer	Masahiro Kajiwara	Executive Manager, Administration and Human Resources Department
Executive Officer	Takakazu Oda	Executive Manager, Digital Transformation Department
Executive Officer	Hitoshi Maeda	Executive Manager, Hikari Broadband Network Business Department, Business and Marketing Division
Executive Officer	Yukihiro Yokoi	Executive Manager, Marketing Strategy Department, Business and Marketing Division
Executive Officer	Kouji Higashiseto	Executive Manager, Service Engineering and Operation Department, Network and Engineering Division

Executive Officer	Atsushi Maeda	Executive Manager, Smart Business Department, Business and Marketing Division
Executive Officer	Tomotaka Fujiwara	Executive Manager, Customer Success Department, Business and Marketing Division
Executive Officer	Kiyohide Migita	General Manager, Kyusyu Branch

Notes:

- Masayoshi Kimata, Yasushi Shingai and Kyoko Yamamoto are Outside Directors as defined in Article 2, paragraph 15 of the Companies Act of Japan.
- Tatsuya Sato, Hirotohi Shinohara and Nae Iijima are Outside Company Auditors as defined in Article 2, paragraph 16 of the Companies Act of Japan.