



Financial Results for the Three Months Ended June 30, 2024

August 7, 2024

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.

Table of Contents



- **Overview of Consolidated Results for FY2024.1Q**
- **Topics**
- **Appendix**

Overview of Consolidated Results for the Three Months Ended June 30, 2024

Status of Consolidated Results for FY2024.1Q



- Operating Revenues increased, Operating Profit decreased and Profit decreased
- Operating Revenues reached new record-high levels

Status of Consolidated Results

- Operating Revenues: **¥3,240.0B** <+¥129.0B [+4.1%] year-on-year>
- Operating Profit: **¥435.8B** < (¥38.8)B [(8.2)%] year-on-year>
- Profit⁽¹⁾: **¥274.1B** < (¥101.6)B [(27.0)%] year-on-year>

- EBITDA⁽²⁾: **¥815.3B** < (¥23.1)B [(2.8)%] year-on-year>

(1) Profit presented above represents the profit attributable to NTT, excluding noncontrolling interests.

(2) EBITDA, and the depreciation and amortization included in its calculation, excludes all depreciation and amortization related to right-of-use assets.

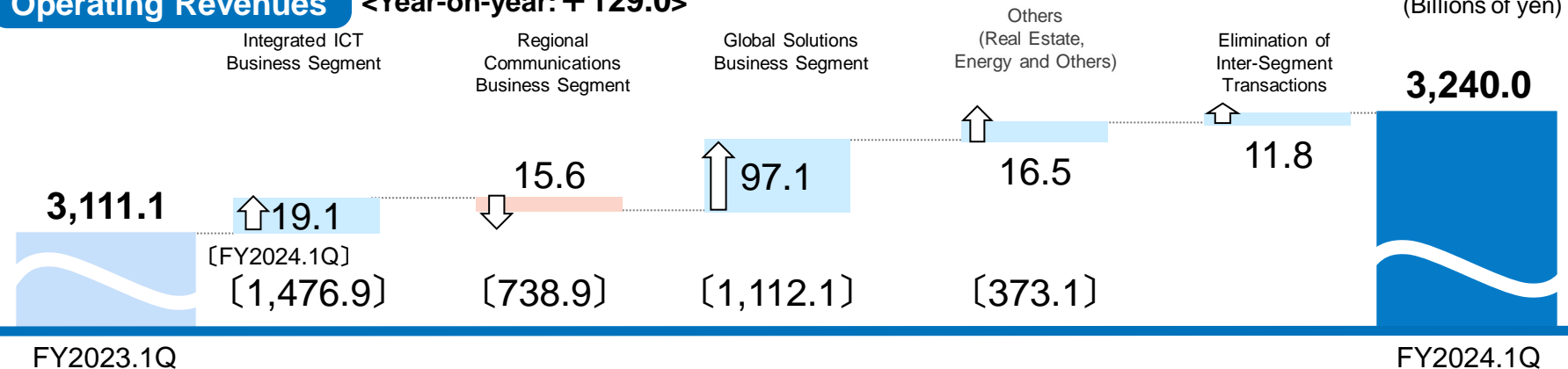
Contributing Factors by Segment for FY2024.1Q



(Billions of yen)

Operating Revenues

<Year-on-year: +129.0>

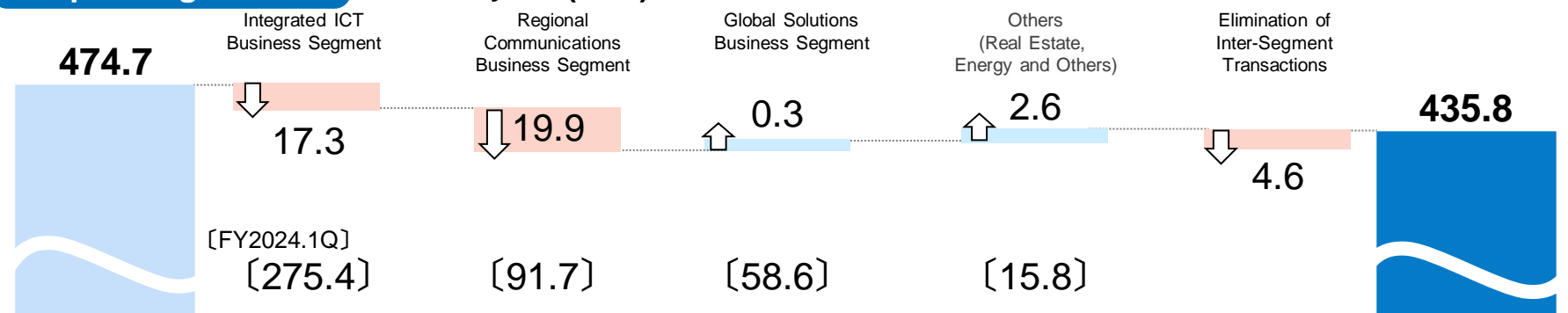


FY2023.1Q

FY2024.1Q

Operating Profit

<Year-on-year: (38.8)>



FY2023.1Q

FY2024.1Q

Share Buybacks

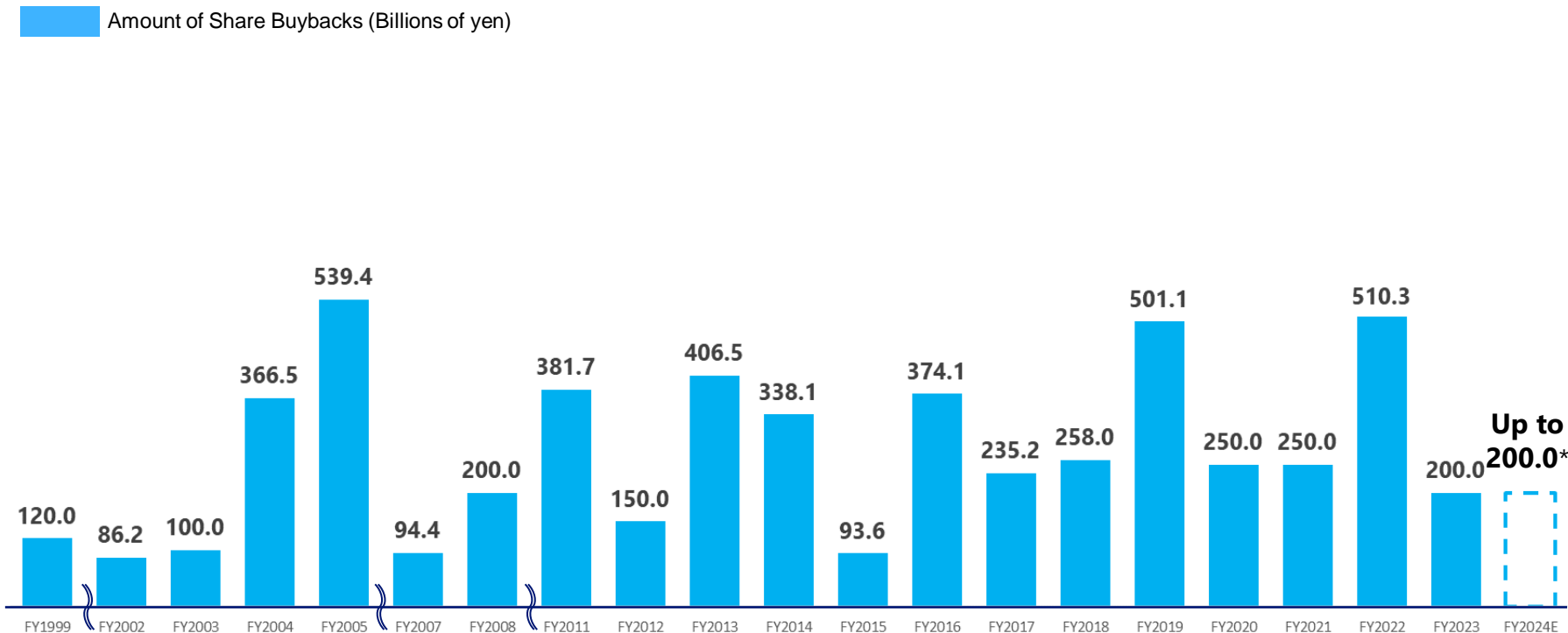
- **Share Buybacks in order to improve capital efficiency and enhance shareholder returns**

- **Details of Share Buybacks**
 - **Aggregate Amount: Up to ¥200.0 billion**

 - **Aggregate Number of Shares: Up to 1,400,000,000 shares**

 - **Buyback Period: From August 8, 2024 to March 31, 2025**

(Reference) Record of Share Buybacks



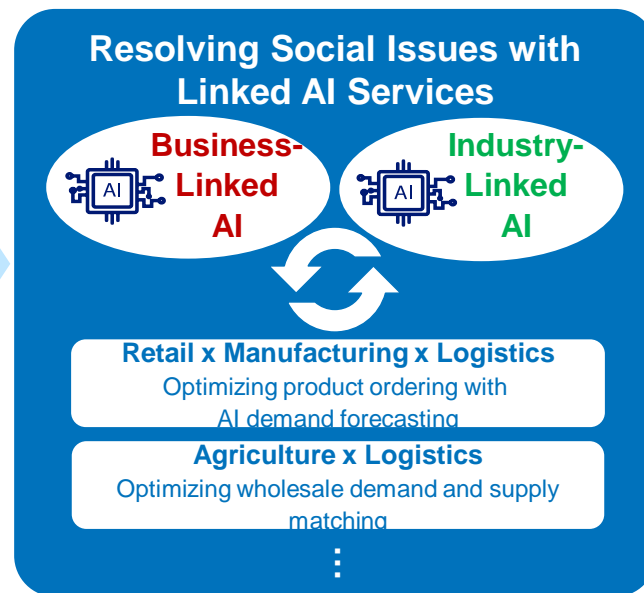
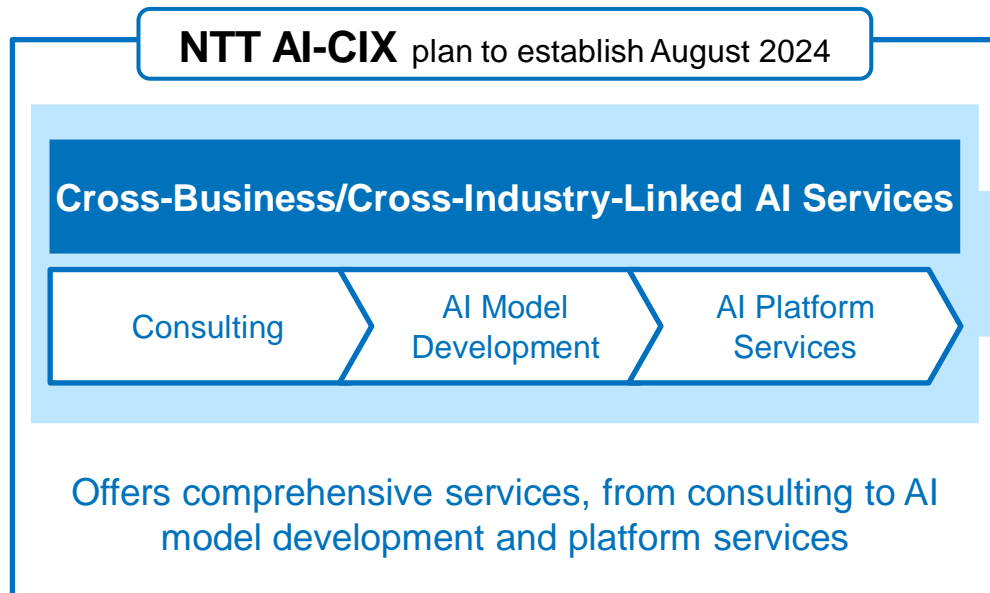
* On August 7, 2024, the Board of Directors of NTT resolved to buy back shares in an amount up to ¥200.0 billion. Buyback Period: August 8, 2024 to March 31, 2025.

Topics

① Plan to establish “NTT AI-CIX” to Promote Linked AI



- In August 2024, NTT plan to establish “NTT AI-CIX* Corporation (NTT AI-CIX)” to promote cross-business/cross-industry-linked AI services * AI-Cross Industry transformation
- NTT aims to achieve the optimization of the entire supply chain through the use of cross-business/cross-industry-linked data, and to resolve labor shortages and other social issues



② Promoting the Further Development of tsuzumi



- Since commercialization in March 2024, customers from a variety of fields have indicated interest, with over 400 proposals for implementation
- Going forward, NTT will collaborate with its partners to accelerate the expansion of tsuzumi both domestically and overseas

Expanding Further through Strengthened Partnerships

Status of tsuzumi Proposals

As of July 2024

Implementation Proposals

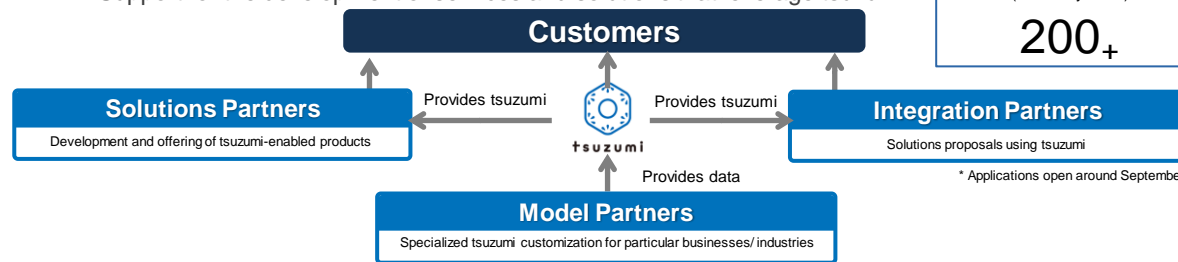
400+

Inquiries/Adoption Consultation

650+

● tsuzumi Partner Program

- Support for the development of services and solutions that leverage tsuzumi



● Launching via Microsoft Azure (planned from November 2024)

- Will make customization and application development possible through Azure AI Studio



Microsoft



tsuzumi

Microsoft is trademark of the Microsoft group of companies.

③ Launched Sales of “nwm ONE”



- NTT launched sales of “nwm ONE,” an open-ear, double-equipped flagship-model that includes NTT’s proprietary technologies* “PSZ (Personalized Sound Zone)” and “Magic Focus Voice,” on July 18, 2024

* “PSZ Technology” is patent pending; “Magic Focus Voice” is patented.

NTT’s Proprietary Technology, Double-Equipped



nwm ONE

Flagship model that is equipped with the openness of open-ear headphones, a noise-reducing microphone and high-quality premium sound



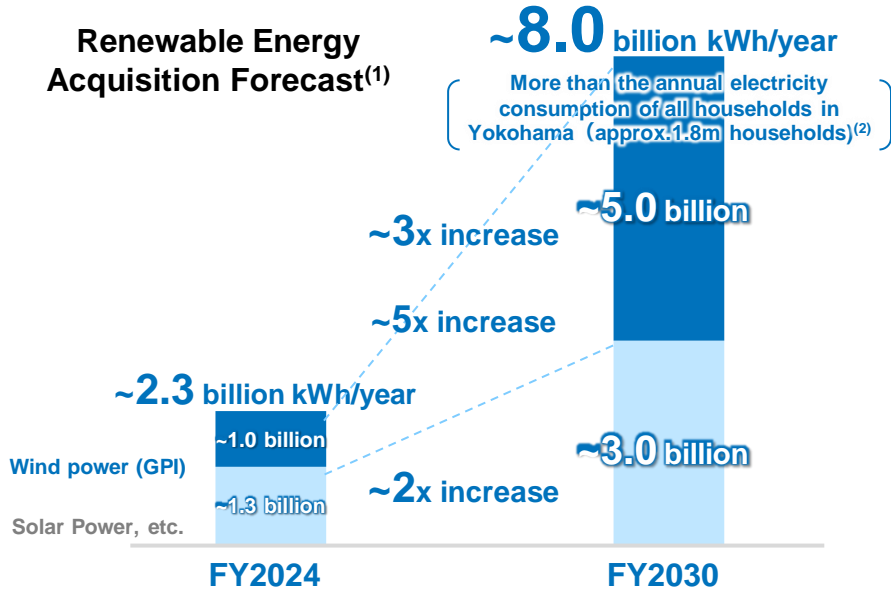
Launched July 18, 2024



④ 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 renewable 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

Renewable Energy Acquisition Forecast⁽¹⁾



Among the Largest Wind Farms in Japan (122MW)

Equivalent to the annual electricity consumption of approx. 90,000 households⁽²⁾



Tsugaru Wind Farm
(Tsugaru, Aomori Prefecture) – 350m kWh/year



Began Operation in February 2024

Green Power Fukaura Wind Farm
(Fukaura, Aomori Prefecture) – 210m kWh/year –



Green Power Futsu Solar Power Plant
(Futsu, Chiba Prefecture) – 50m kWh/year



Miyazaki Kamenoko Solar Power Plant
(Higashimorokata District, Miyazaki Prefecture) – 40m kWh/year –

(1) Expectations at the end of each fiscal year (2) Internal calculations based on the FY2022 statistical survey of CO₂ emissions from the household sector (confirmed figures).

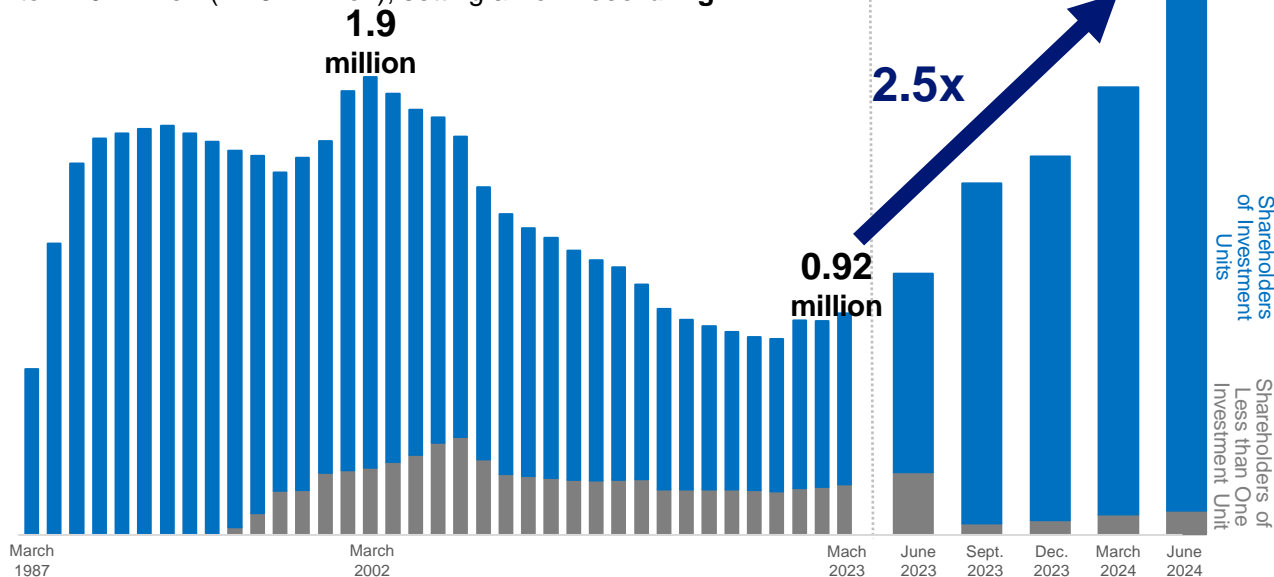
⑤ Number of Shareholders



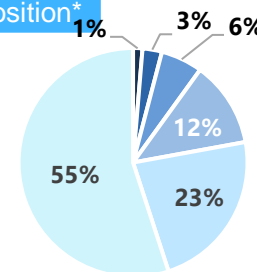
Number of Shareholders / Age Composition

Number of Shareholders

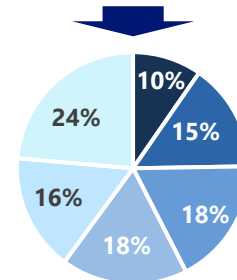
Compared to before the stock split (March 2023), the number of shareholders has **increased by 2.5x** to **2.26 million** (+1.34 million), setting a **new record high**



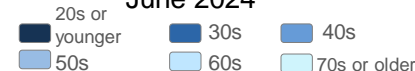
Age Composition*



December 2020



June 2024



* Comparison of December 2020 to June 2024, based on interviews with securities firms.

⑥ Progress under the Medium-Term Management Strategy



Progress since May 2024

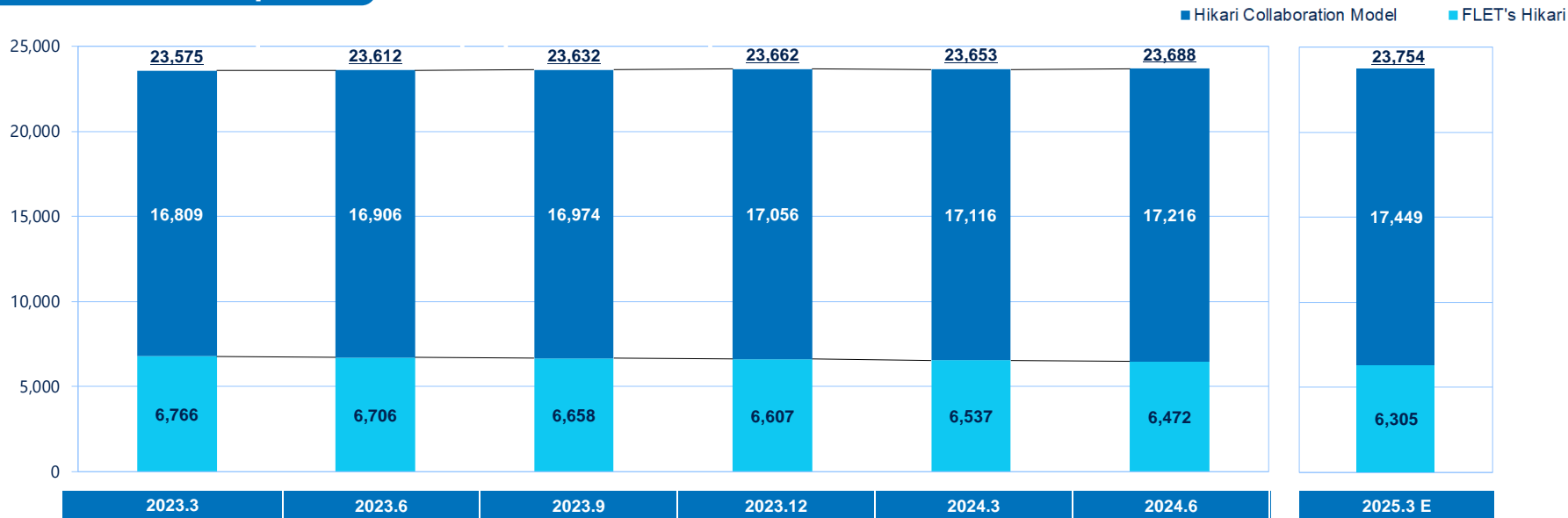
<p>IOWN-Driven Creation of New Value</p>	<ul style="list-style-type: none"> • NTT and Waseda University start joint research across multiple research institutions to promote a sustainable society (NTT, June) • Launched a remote virtual production initiative together with partners selected from the future co-creation program “Future-Build Powered by IOWN” (NTT West, June)
<p>Data-Driven Creation of New Value</p>	<ul style="list-style-type: none"> • Acquired shares of GHL Systems, a leading payment services provider in Malaysia, to expand the payment business (NTT DATA, May) • Demonstration of remote robot control via server enhanced by softwarization of industrial Ethernet functions (NTT, May) • Developed a real-time voice conversion technology that instantly changes voice and speaking styles based on user preferences (NTT, June) • Launched remote control/automated solutions for construction machinery; through “Starlink Business,” can offer support to all construction sites (NTT Com, June) • Held the grand opening of the “Urbannet Midosuji Building,” a wellness office that reduces its environmental impact through optimized air conditioning controls that utilize indoor environment-predicting AI (NTT Urban Development, June) • Launched “Regional Disaster Prevention Support System powered by EYE-BOUSAI” (NTT East, July) • Established “Marble Visions,” a new one-stop provider of high-frequency, high-precision observation satellite services (NTT DATA, July) • Chosen as potential implementation companies for NEDO’s “Digital Infrastructure Development Project for Industrial DX / Research and Development of Infrastructure to the Advance Implementation of Digital Lifelines” (NTT DATA, NTT InfraNet, NTT East, July) • Launched “DOCOMO Data Clean Room,” which enables sophisticated customer analysis in a secure system environment(NTT DOCOMO, Aug)
<p>Achievement of a Circular Economy Society</p>	<ul style="list-style-type: none"> • Launched a “Next-Generation Data Center” project to contribute to carbon neutrality(NTT Facilities, May) • Established the world's first algal breeding technology using neutron beam irradiation, and successfully increased oil production of biofuel feedstock by up to 1.3 times (NTT, July)
<p>Further Strengthening of Business Foundations</p>	<ul style="list-style-type: none"> • NTT DOCOMO and Space Compass entered into a capital and business alliance with AALTO and Airbus for the early commercialization and global deployment of HAPS, committing to invest up to US\$100 million in AALTO (NTT DOCOMO, June)
<p>Support Career Growth</p>	<ul style="list-style-type: none"> • Launched the “Career Plus Program” to expand employment and job opportunities for people with disabilities (NTT DOCOMO, May)

Appendix

Broadband Services

Fixed-Line Broadband Services Subscriptions

Number of Subscriptions



Net Increase

	2023 4-6	2023 7-9	2023 10-12	2024 1-3	2024 4-6	2024 4 - 2025 3 E
Total	+37	+19	+30	(9)	+35	+100
		+78			+35	
Hikari Collaboration Model	+98	+67	+82	+61	+100	+333
		+307			+100	
FLET'S Hikari	(61)	(48)	(51)	(70)	(65)	(233)
		(229)			(65)	

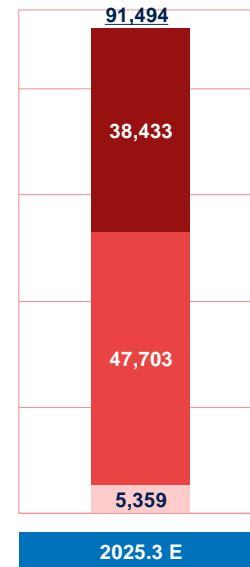
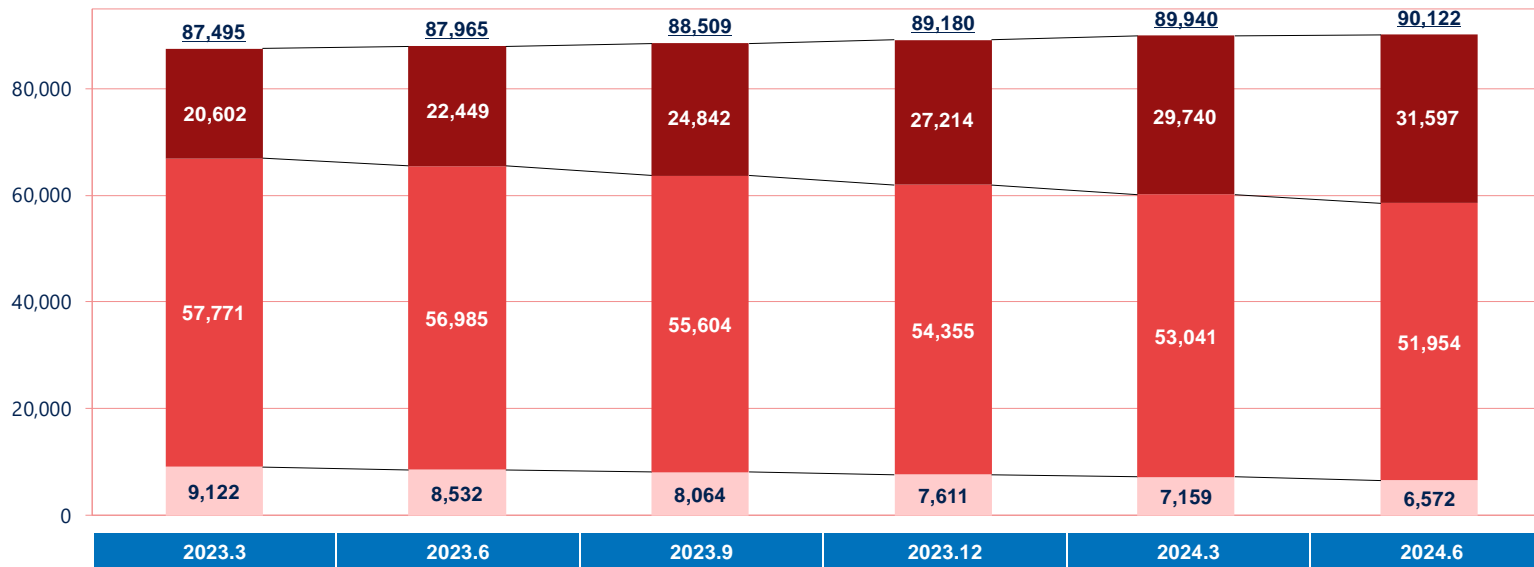
Mobile Communications Services Subscriptions



(Thousands)

Number of Subscriptions

■ 5G ■ LTE (Xi) ■ FOMA



Net Increase

	2023 4-6	2023 7-9	2023 10-12	2024 1-3	2024 4-6
5G+LTE(Xi)+ FOMA	+471	+544	+670	+760	+183
	+2,445				+183

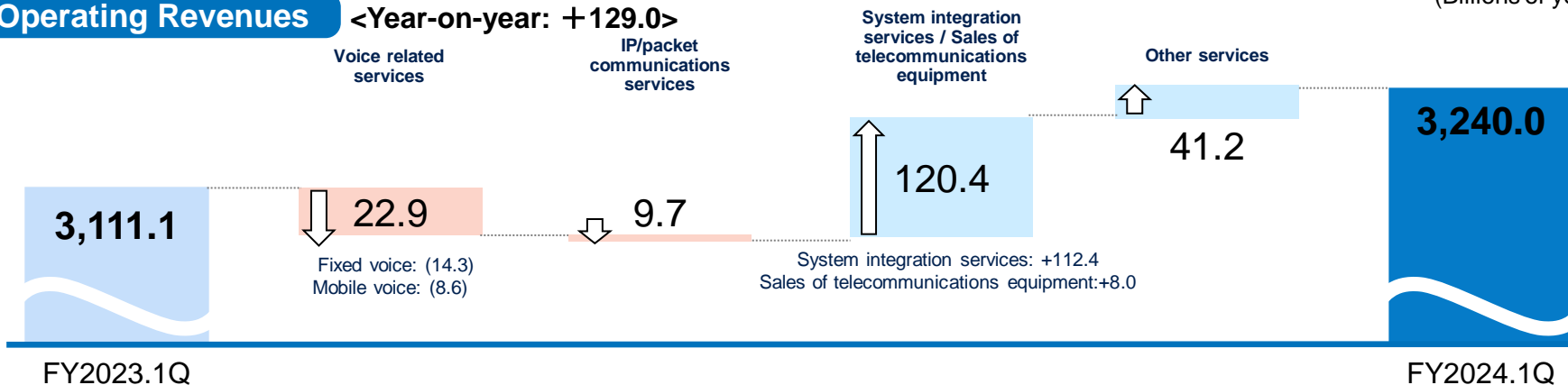
2024 4 - 2025 3 E
+1,554

Financial Information

Details of Consolidated Statement of Income

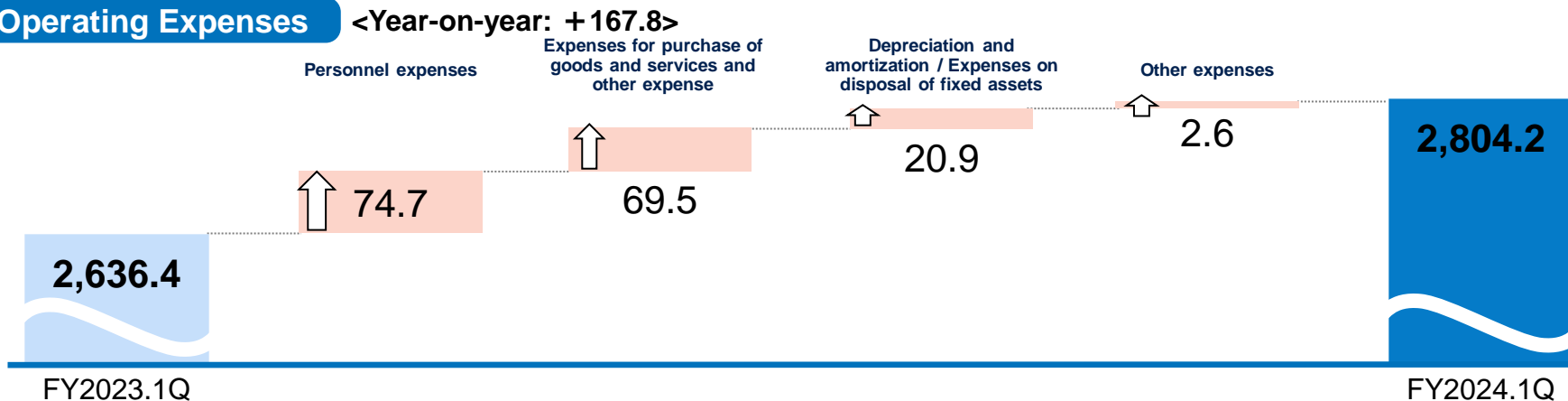
Operating Revenues

<Year-on-year: +129.0>



Operating Expenses

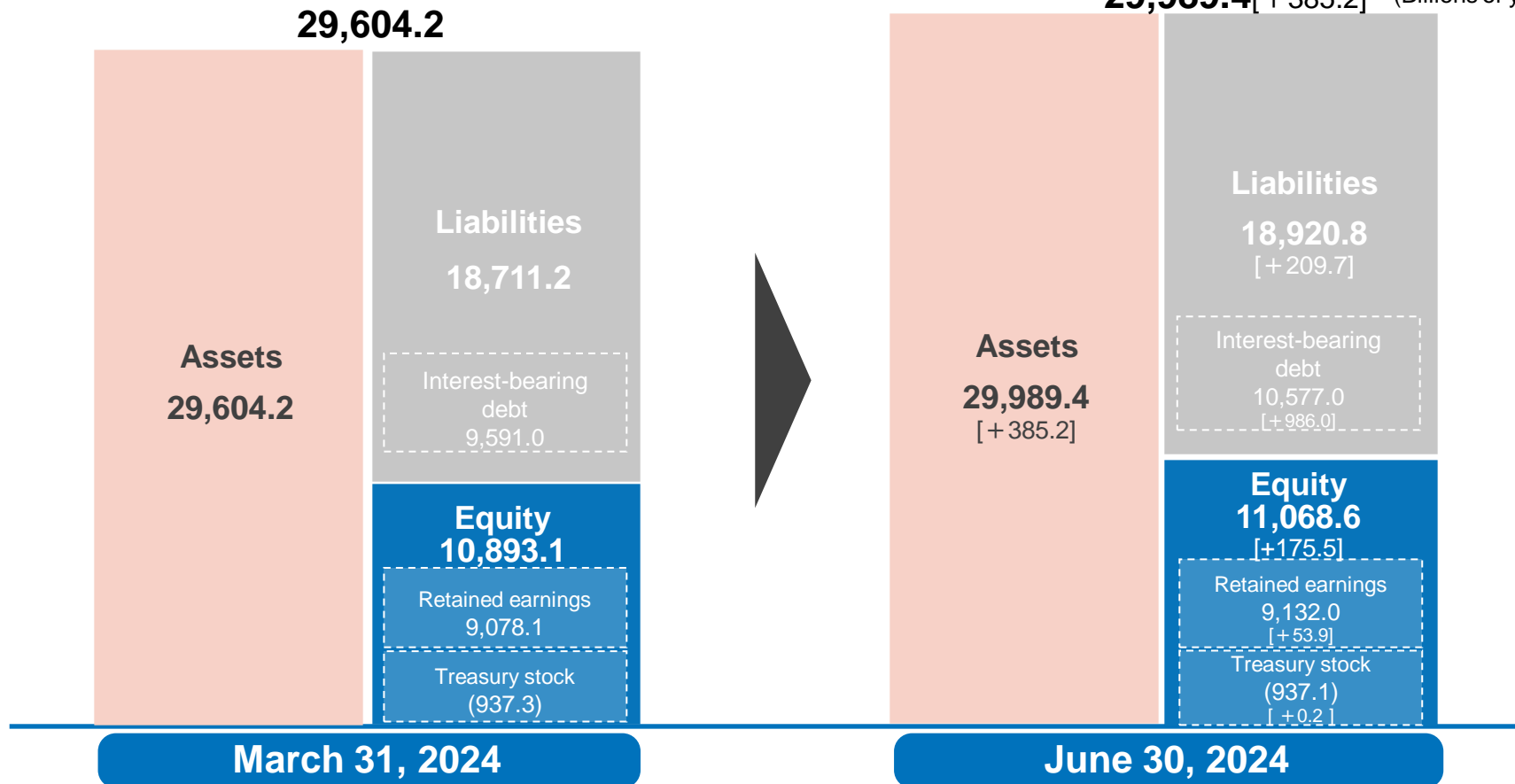
<Year-on-year: +167.8>



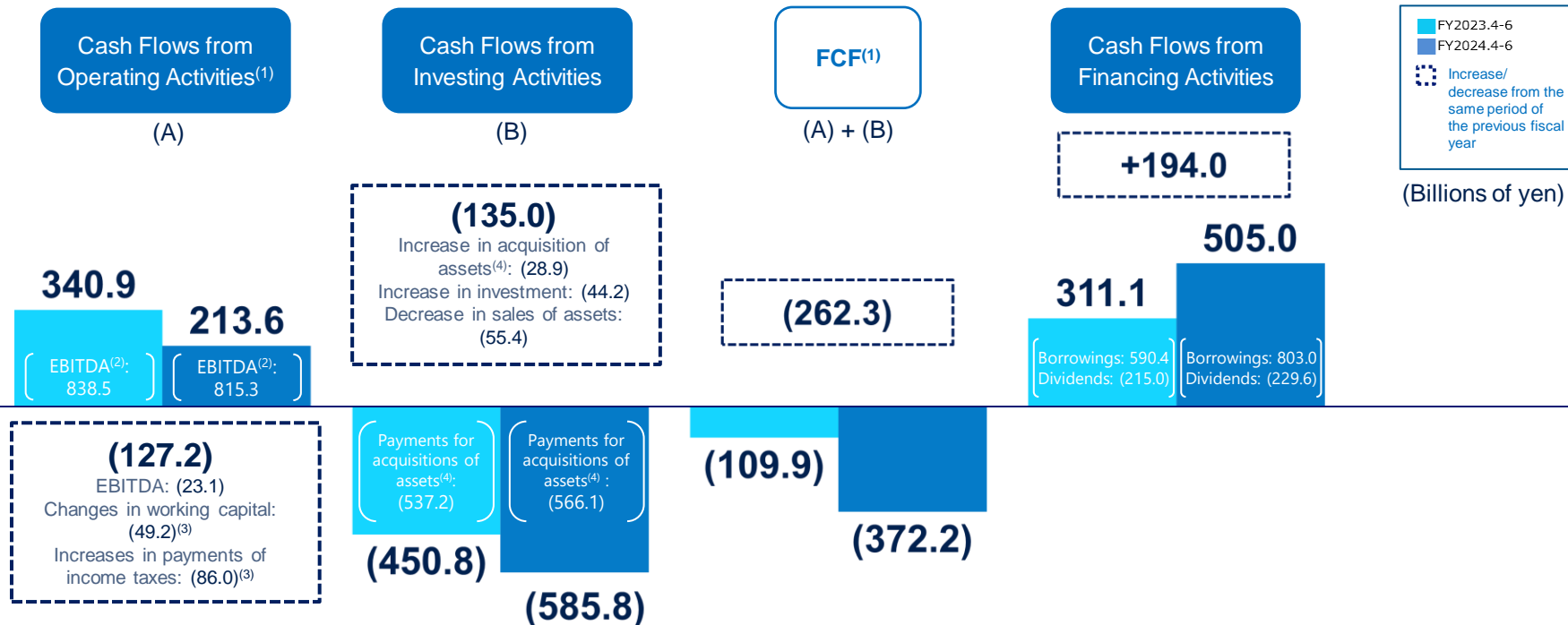
Details of Consolidated Balance Sheet



29,989.4 [+ 385.2] (Billions of yen)

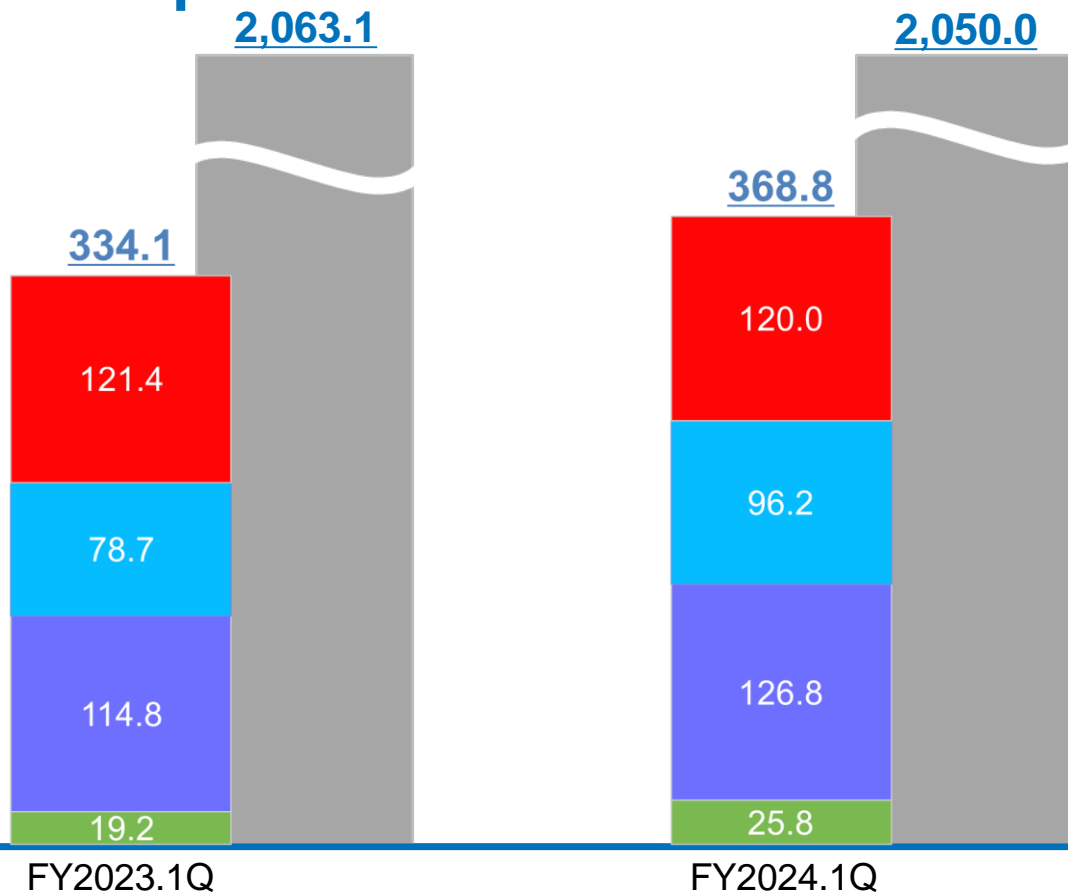


Details of Consolidated Cash Flows

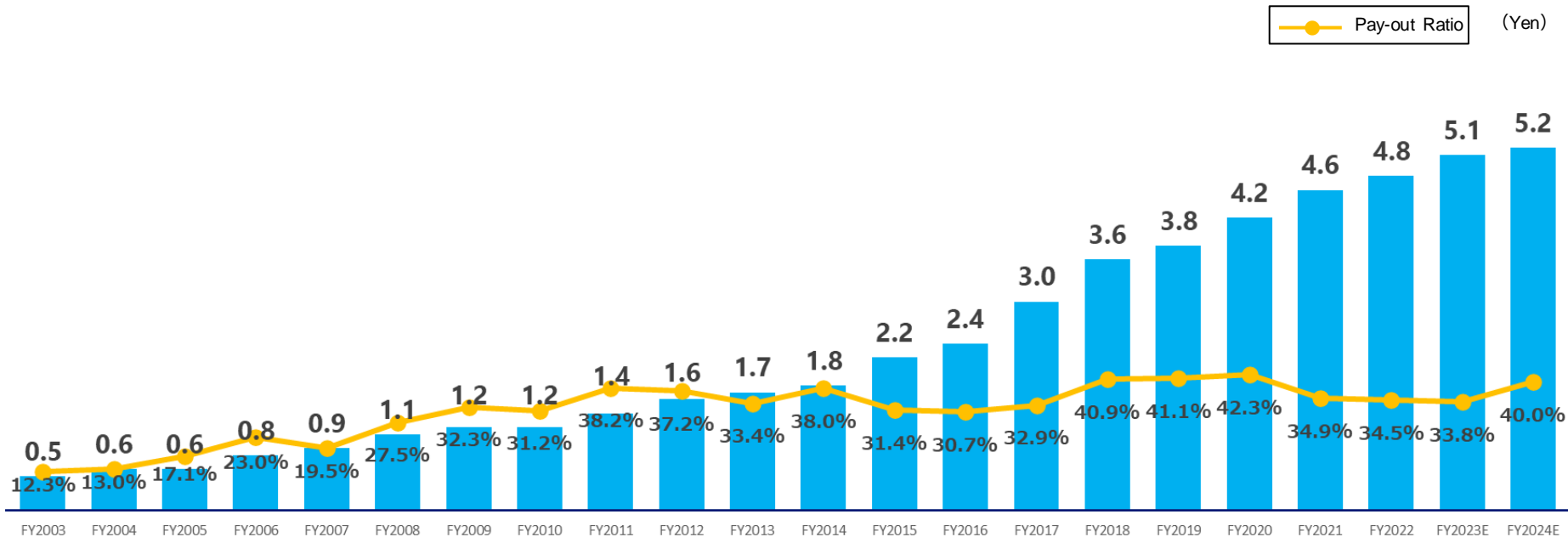


- (1) Excludes the impact of the last day FY2023 and the last day of the first quarter of FY2024 having been non-business days, resulting in certain accounts receivable being set to the first day of the following month (Operating CF including the impact of non-business days was ¥195.1 billion, and FCF including the impact of non-business days was ¥(390.7) billion).
- (2) Operating profit adjusted to add depreciation (excluding depreciation related to right-of-use assets), losses on sales of fixed assets, losses on disposals of fixed assets and impairment losses.
- (3) Excludes the impact of tax reforms (the elimination of withholding taxes on dividends from domestic subsidiaries) of ¥228.6 billion on each of payments of income taxes and changes in working capital (changes in working capital including the impact of tax reforms was ¥(277.8) billion, and decreases in payments of income taxes including the impact of tax reforms was ¥142.6 billion).
- (4) Payments for acquisitions of property, plant and equipment, intangible assets and investment properties.

Details of Capital Investment



Changes in Dividend



Note 1: Dividend-per-share amounts have been adjusted to reflect the 100-for-one stock split carried out on January 4, 2009, the two-for-one stock split carried out on July 1, 2015, the two-for-one stock split carried out on January 1, 2020, and the 25-for-one stock split carried out on July 1, 2023.

Note 2: U.S. GAAP was applied for periods up to and including FY2017, and IFRS has been applied for periods from and including FY2018.

***Innovating a Sustainable Future
for People and Planet***