



Financial Results
for the Fiscal Year Ended March 31, 2023
and
Financial Forecasts
for the Fiscal Year Ending March 31, 2024

May 12, 2023

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 FY2022 Consolidated Results**
- **FY2023 Results Forecast**
- **Appendix**

Overview of FY2022 Consolidated Results

FY2022 Consolidated Results Highlights



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

Status of Consolidated Results

- Operating Revenues: **¥13,136.2B** <+¥979.7B [+8.1%] year-on-year>
 - Operating Income: **¥1,829.0B** < +¥60.4B [+3.4%] year-on-year>
 - Profit⁽¹⁾: **¥1,213.1B** < +¥32.0B [+2.7%] year-on-year>
-
- Overseas Operating Income Margin⁽²⁾: **7.2%** < +0.9pt year-on-year>

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

(2) The scope of consolidation consists of the subsidiaries of NTT, Inc. at the time the medium-term strategy was formulated (NTT DATA's overseas businesses, NTT Ltd., NTT Communications' overseas businesses, etc.). Overseas Operating Income Margin excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed assets.

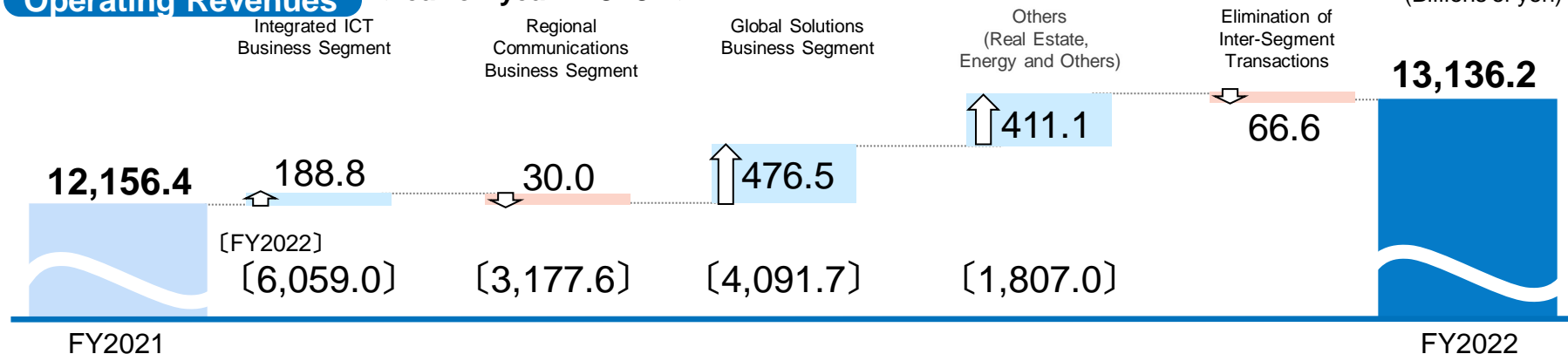
Contributing Factors by Segment for FY2022



Operating Revenues

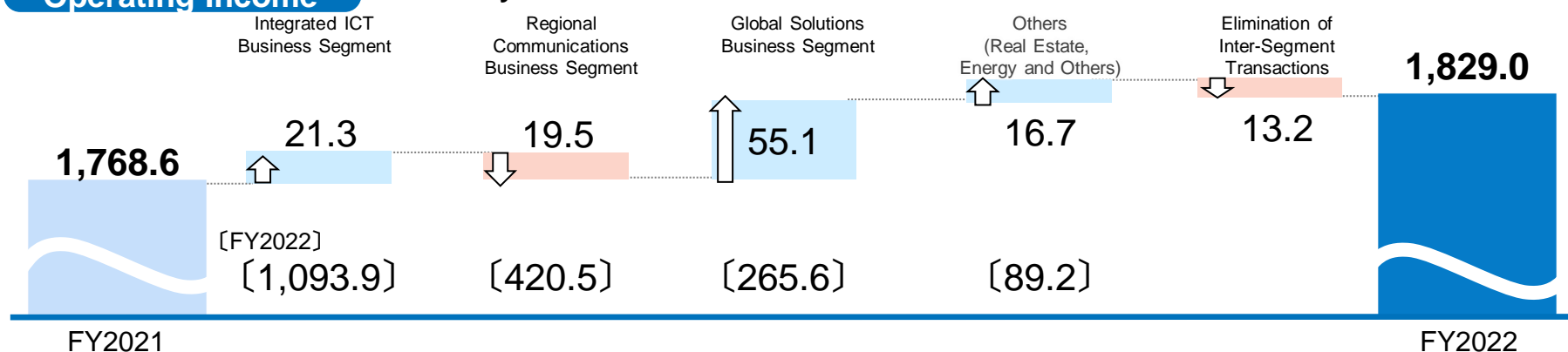
<Year-on-year: +979.7>

(Billions of yen)



Operating Income

<Year-on-year: +60.4>



FY2023 Results Forecast

FY2023 Forecast Summary



- Operating Revenues will decrease year-over-year while Operating Income and Profit will increase year-over-year
- Operating Income and Profit will reach record-high levels
- Aiming to reach EPS of ¥370, although the impact of increasing electricity costs is uncertain

Consolidated Revenues and Income Plan

	FY2022 Results	FY2023 Forecast	Year-on-Year
Operating Revenues	¥13,136.2B	¥13,060.0B	(¥76.2B)
Operating Income	¥1,829.0B	¥1,950.0B	+¥121.0B
Profit ⁽¹⁾	¥1,213.1B	¥1,255.0B	+¥41.9B
EPS ⁽²⁾	¥348	¥370	+¥22

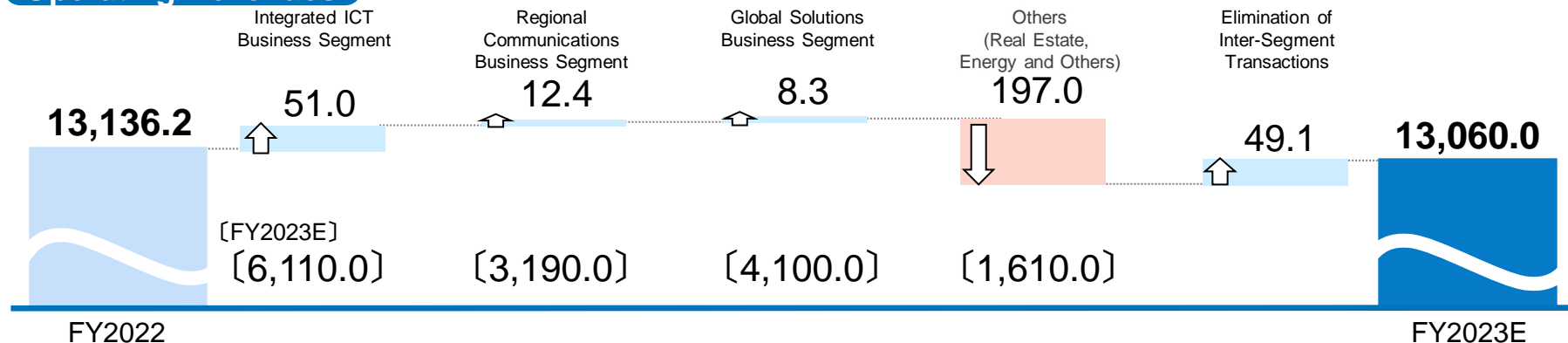
(1) Profit represents profit attributable to NTT, excluding noncontrolling interests.

(2) Amounts are presented without adjustment for the impact of the 25-for-one stock split that will be carried out on July 1, 2023.

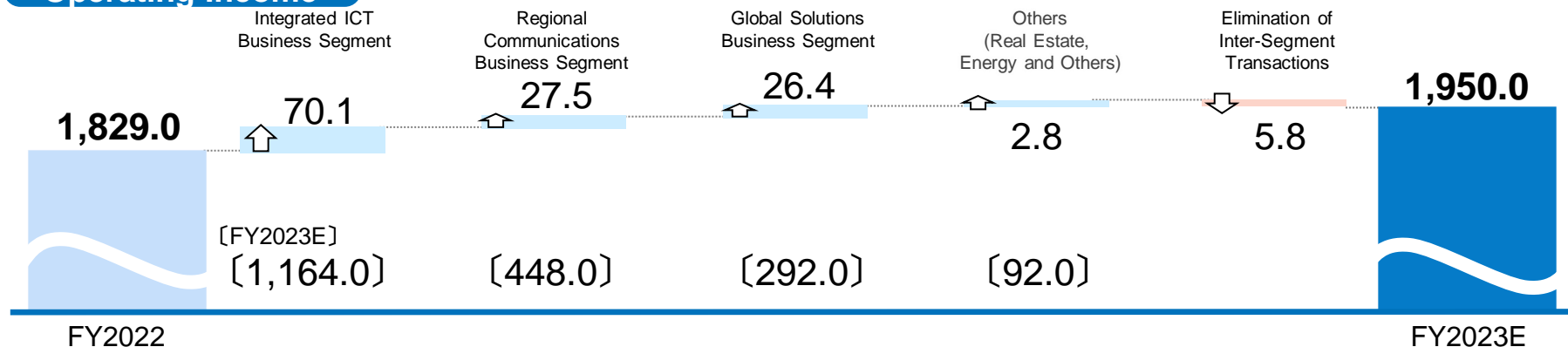
FY2023 Forecast Summary by Segment

Operating Revenues <Year-on-year:(76.2)>

(Billions of yen)



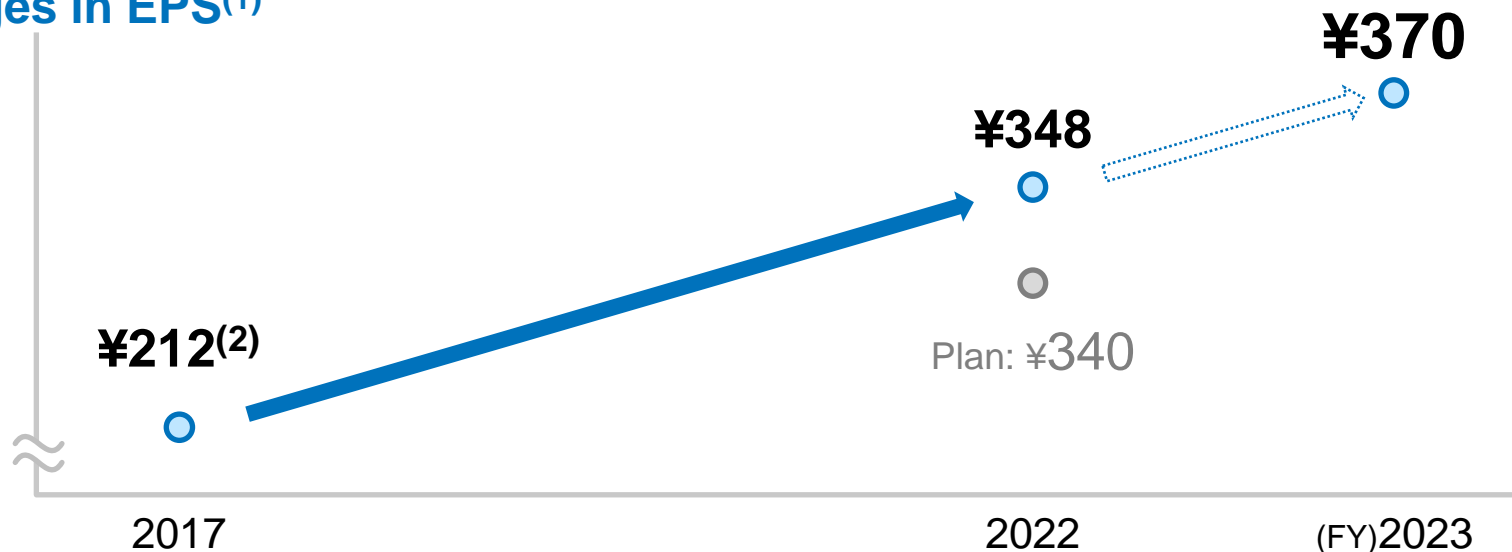
Operating Income <Year-on-year: +121.0>



Current Medium-Term Financial Targets



Changes in EPS⁽¹⁾



- For EPS, which is a current medium-term financial target, we are aiming to reach ¥370
- Other items will be changed to the financial targets in the new medium-term management strategy

(1) Excludes the effects of the arbitration award received from Tata Sons Limited. Adjusted for the stock split of common stock (2-for-1) that was effective as of January 1, 2020.

(2) Amounts are presented without adjustment for the impact of the 25-for-one stock split that will be carried out on July 1, 2023.

[Reference] Progress under the Current Medium-Term Management Strategy



Progress since February 2023

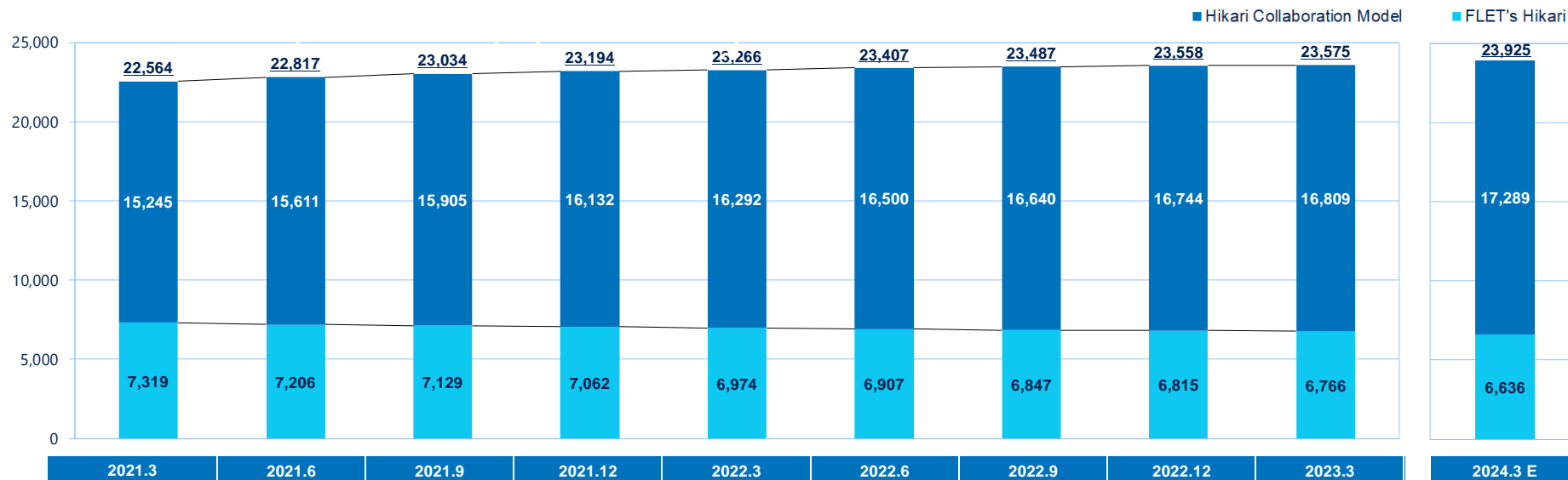
Growth and Strengthening of the Newly Formed DOCOMO Group	<ul style="list-style-type: none"> • Launched “Lemino,” a video streaming platform that connects followers based on sharing impressions and reviews, allowing them to quickly find content that they want to watch (NTT DOCOMO, April) • Launched “Bakuge Selection,” a perk that rewards up to 20% of d POINTs each month for using popular services (NTT DOCOMO, April) • Will launch “Fukukaisen-Service,” a dual-SIM service (NTT DOCOMO, scheduled for June) • Launched “docomo Online Counter” online customer service (NTT DOCOMO, February) • Established the new brand “OREX” (Open RAN Ecosystem Experience) for the early-stage dissemination of Open RAN (NTT DOCOMO, February)
Promotion of the IOWN Development/Rollout Plan	<ul style="list-style-type: none"> • Launched “APN IOWN1.0” (NTT East, NTT West, March) • World's longest spatial-mode-multiplexed optically-amplified transmission of 10 spatial mode (NTT, March) • Started shipping 140 Gbaud High-performance Coherent DSP to customers (NTT Electronics, March) • Commenced sales of the network OS “Beluganos” (NTT, NTT Advanced Technology, NTT Communications, March) • Selected by NEDO to run the “Development and demonstration of inter-satellite optical communication network system Project” of the “Key and Advanced Technology R&D through Cross Community Collaboration Program” (Space Compass, March)
Strengthening of New Businesses	<ul style="list-style-type: none"> • NTT DATA selected “NTT DATA GROUP CORPORATION” as the name of holding company and “NTT DATA JAPAN CORPORATION” as the name of the operating company in Japan (NTT DATA, February) • Completed the “Former Hiroshima Municipal Stadium Site Development Project,” a public park that will be the face of Hiroshima’s city center, and opened it on March 31 (NTT Urban Development and others, March) • Began collaborating with NEC to promote a decarbonized society (NTT, NTT Anode Energy, April)
Enhancement of Corporate Value	<ul style="list-style-type: none"> • Promotion of efforts to prevent special fraud crimes (e.g., making number display and number request free of charge for the elderly) (NTT East, NTT West, May)

Appendix

Broadband Services

Fixed-Line Broadband Services Subscriptions

Number of Subscriptions

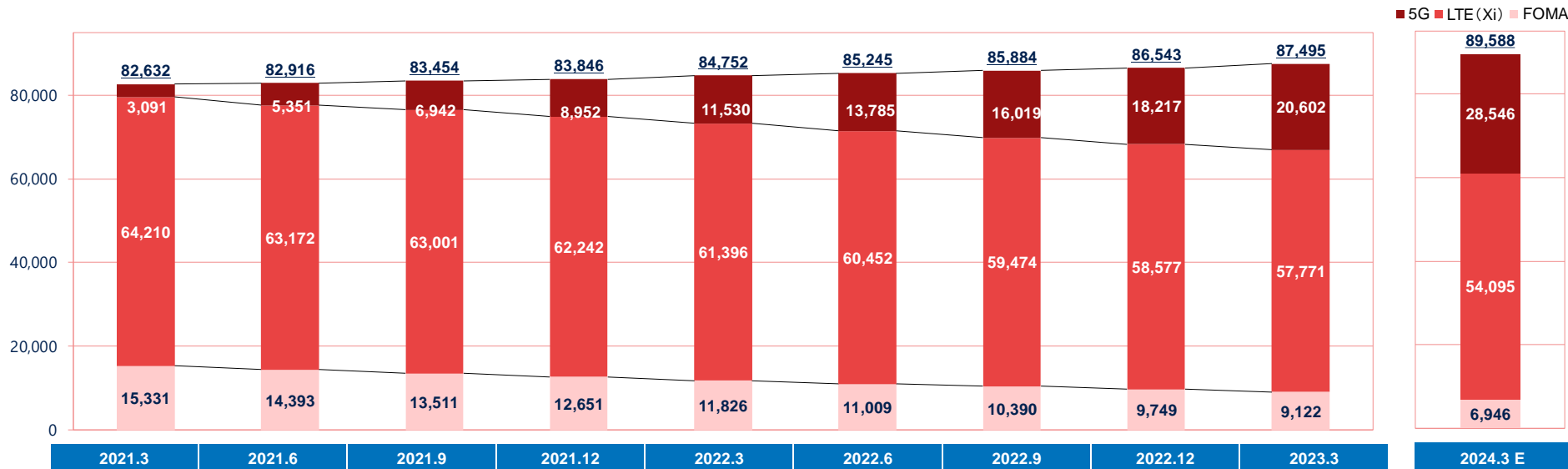


Net Increase

	2021 4-6	2021 7-9	2021 10-12	2022 1-3	2022 4-6	2022 7-9	2022 10-12	2023 1-3	2023 4 - 2024 3 E
Total	+253	+217	+160	+72	+140	+80	+72	+17	+350
Hikari Collaboration Model	+366	+294	+227	+160	+208	+140	+104	+65	+480
FLET'S Hikari	(113)	(78)	(67)	(88)	(67)	(59)	(32)	(48)	(130)
		(345)				(208)			

Mobile Communications Services Subscriptions

Number of Subscriptions



Net Increase

	2021 4-6	2021 7-9	2021 10-12	2022 1-3	2022 4-6	2022 7-9	2022 10-12	2023 1-3	2023 4 - 2024 3 E
5G+LTE(Xi)+ FOMA	+284	+537	+392	+907	+493	+639	+659	+952	+2,093
	+2,120				+2,742				

Financial Information

Details of Consolidated Statement of Income

Operating Revenues

<Year-on-year: +979.7>

Voice related
services

IP/packet
communications
services

System integration
services / Sales of
telecommunications
equipment

Other services

↑ 481.7

↑ 599.9



101.1



0.8

Fixed voice: (44.9)
Mobile voice: (56.2)

System integration services: +538.4
Sales of telecommunications equipment: +61.5

12,156.4

13,136.2

FY2021

FY2022

Operating Expenses

<Year-on-year: +919.4>

Personnel expenses

Expenses for purchase of
goods and services and
other expense

Depreciation and
amortization / Expenses on
disposal of fixed assets

Other expenses

↑ 723.8

8.0

↓ 15.1



202.6

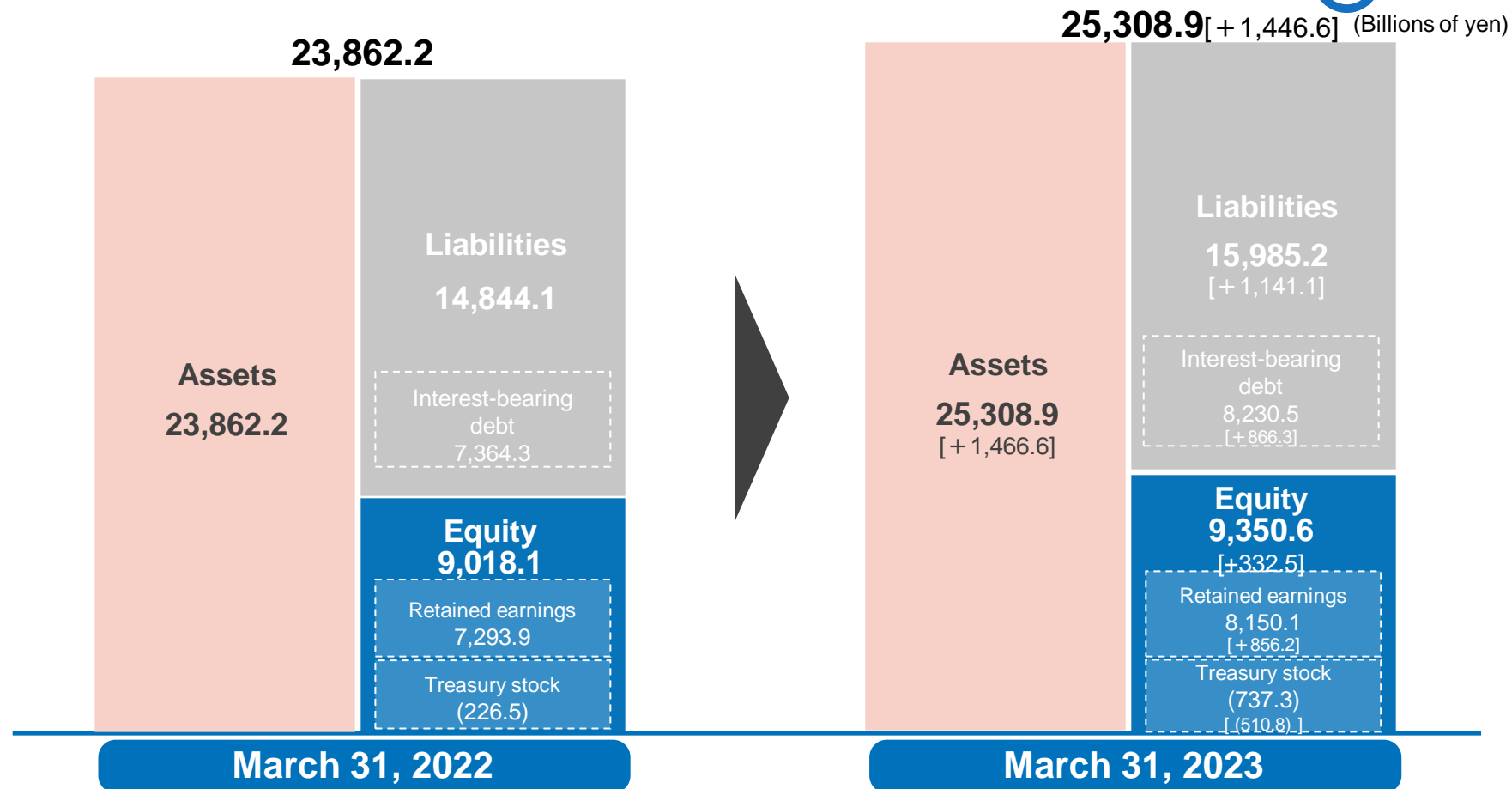
10,387.9

11,307.2

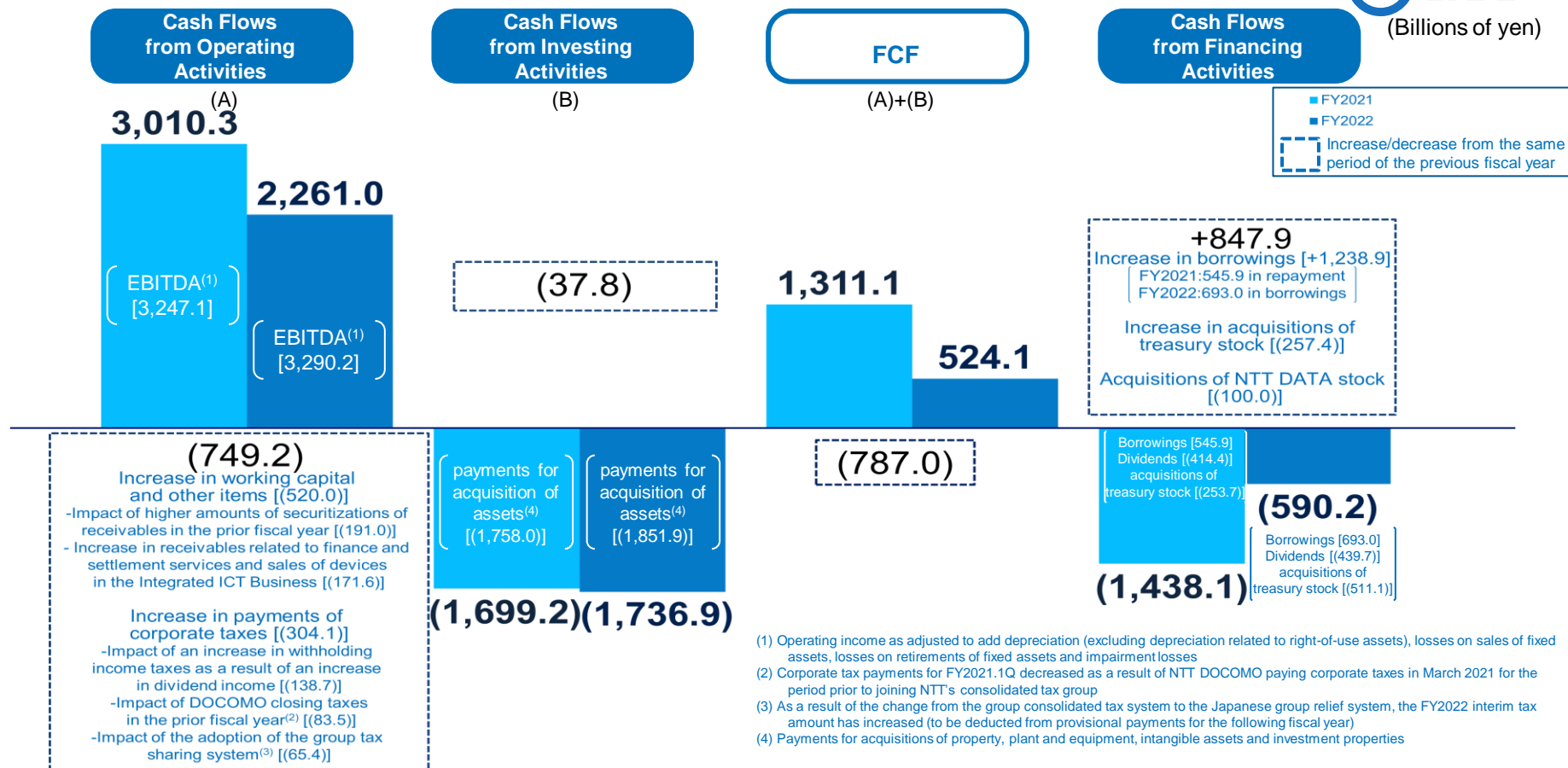
FY2021

FY2022

Details of Consolidated Balance Sheet

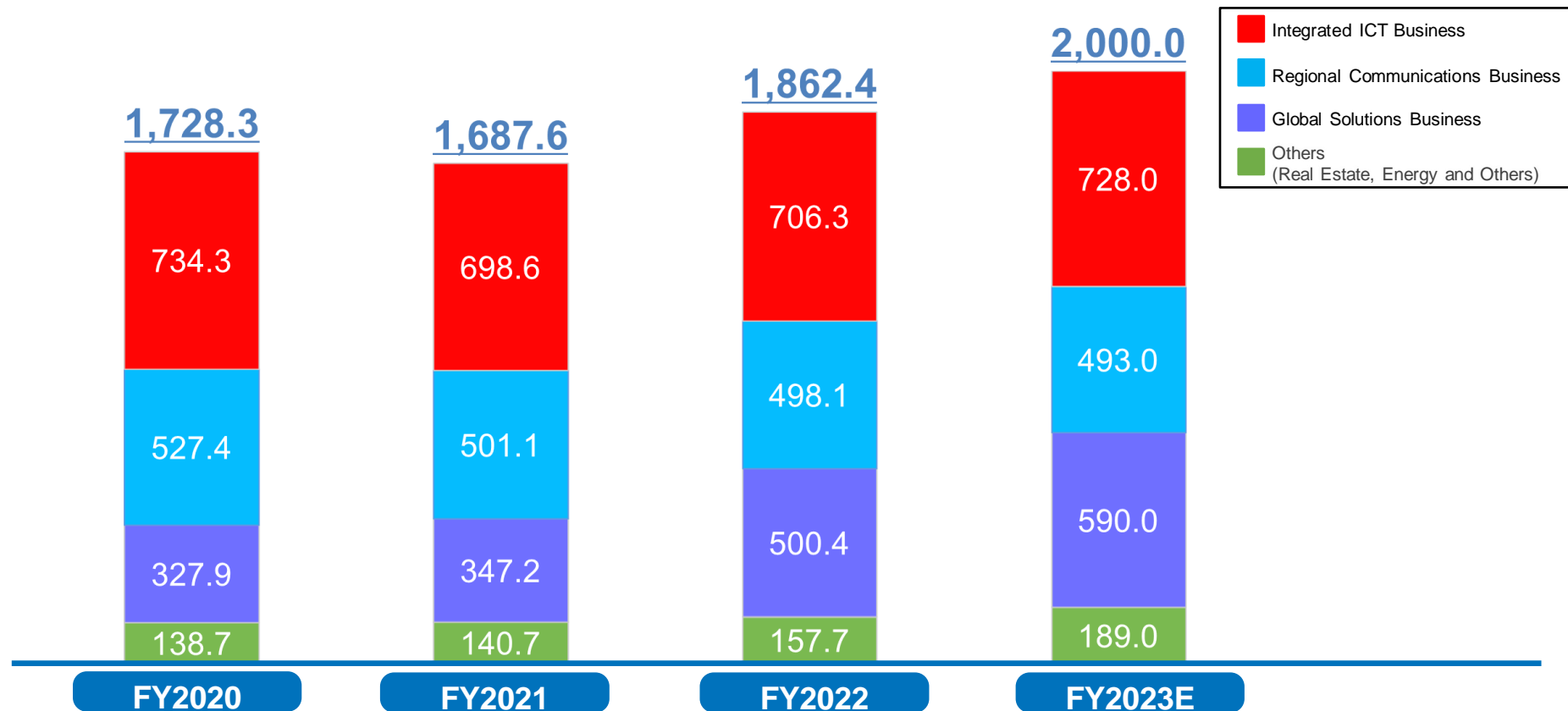


Details of Consolidated Cash Flows



- (1) Operating income as adjusted to add depreciation (excluding depreciation related to right-of-use assets), losses on sales of fixed assets, losses on retirements of fixed assets and impairment losses
- (2) Corporate tax payments for FY2021.1Q decreased as a result of NTT DOCOMO paying corporate taxes in March 2021 for the period prior to joining NTT's consolidated tax group
- (3) As a result of the change from the group consolidated tax system to the Japanese group relief system, the FY2022 interim tax amount has increased (to be deducted from provisional payments for the following fiscal year)
- (4) Payments for acquisitions of property, plant and equipment, intangible assets and investment properties

Details of Capital Investment

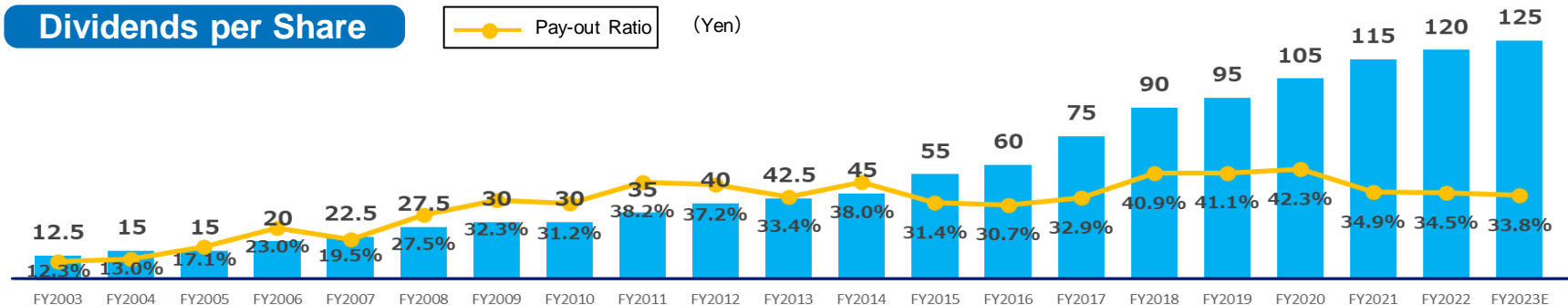


Shareholder Returns



Dividends per Share

Pay-out Ratio (Yen)

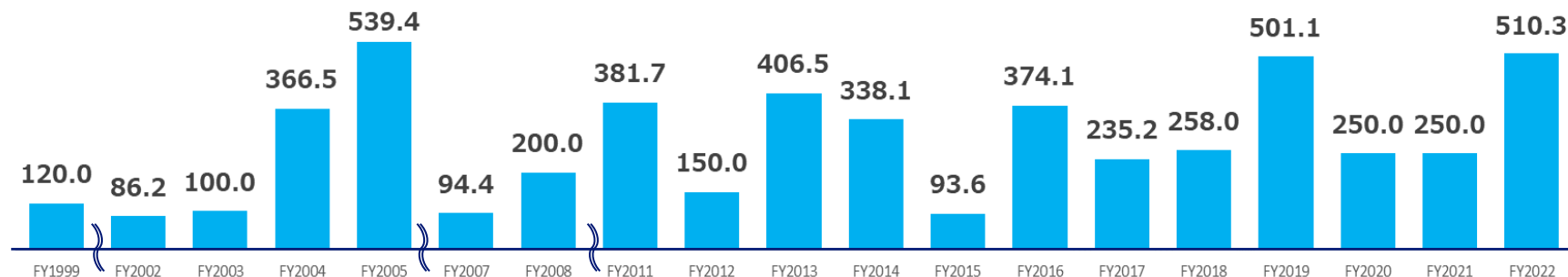


Note 1: Dividend-per-share amounts have been adjusted to reflect the 100-for-one stock split carried out on January 4, 2009, the two-for-one stock split carried out on July 1, 2015 and the two-for-one stock split carried out on January 1, 2020. (Dividends have not been adjusted to reflect the stock split (25-for-one stock split) with an effective date of July 1, 2023 that was authorized by the Board of Directors at its meeting held on May 12, 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.

Share Buybacks

(Billions of yen)





Shareholder Returns, Stock Split and Organizational Changes

May 12, 2023

① Shareholder Returns and Stock Split



Shareholder Returns

- **Aggregate annual dividends for FY2023 are expected to be ¥125 per share, an increase of ¥5 from FY2022**

→ **Dividends are expected to increase for the 13th consecutive year**

Note :Amounts are presented without adjustment for the impact of the 25-for-one stock split that will be carried out on July 1, 2023.

Stock Split (Common Stock)

- **Each share of NTT stock will be split into 25 shares
(with a record date of June 30, 2023, and effective as of July 1)**
- **Significantly reduces the minimum investment price per unit of NTT (¥16,000*), thereby facilitating an environment where it is easier to invest in NTT's shares**

Expands NTT's investor base across a wide range of generations who wish to support the sustainable growth of NTT Group

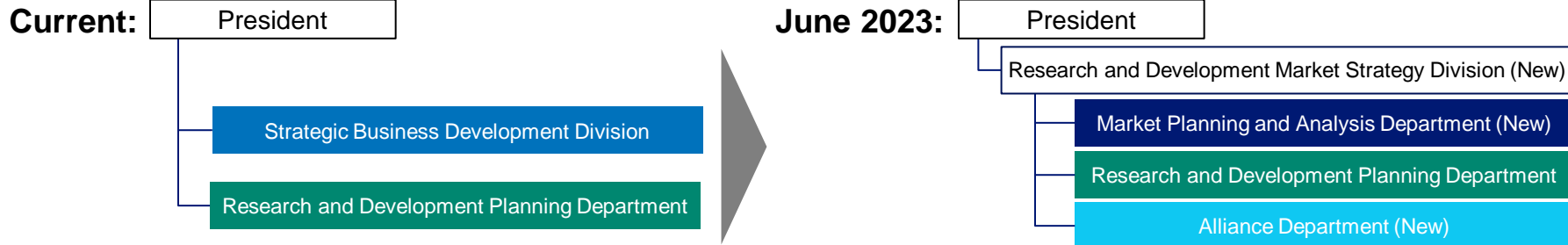
* Calculated based on a pre-stock split share price of ¥4,000.

② Organizational Changes of Holding Company



■ Establishment of Research and Development Market Strategy Division (scheduled for June 2023)

- We will combine our R&D capabilities with our market planning and analysis and alliance capabilities to strengthen our product-oriented R&D, which will also enable us to conduct R&D and offer products through co-creations on a global scale and to promote alliances with a variety of partners



■ Establishment of Public Relations Department (scheduled for June 2023)

- In order to strengthen our global marketing and promotions centered on CX, we will separate our Public Relations Office from the Corporate Strategy Planning Department and reestablish it as a Public Relations Department under the direct control of the President

■ Establishment of Legal Office (scheduled for June 2023)

- In order to strengthen our global legal/risk support, we will establish a Legal Office within the General Affairs Department

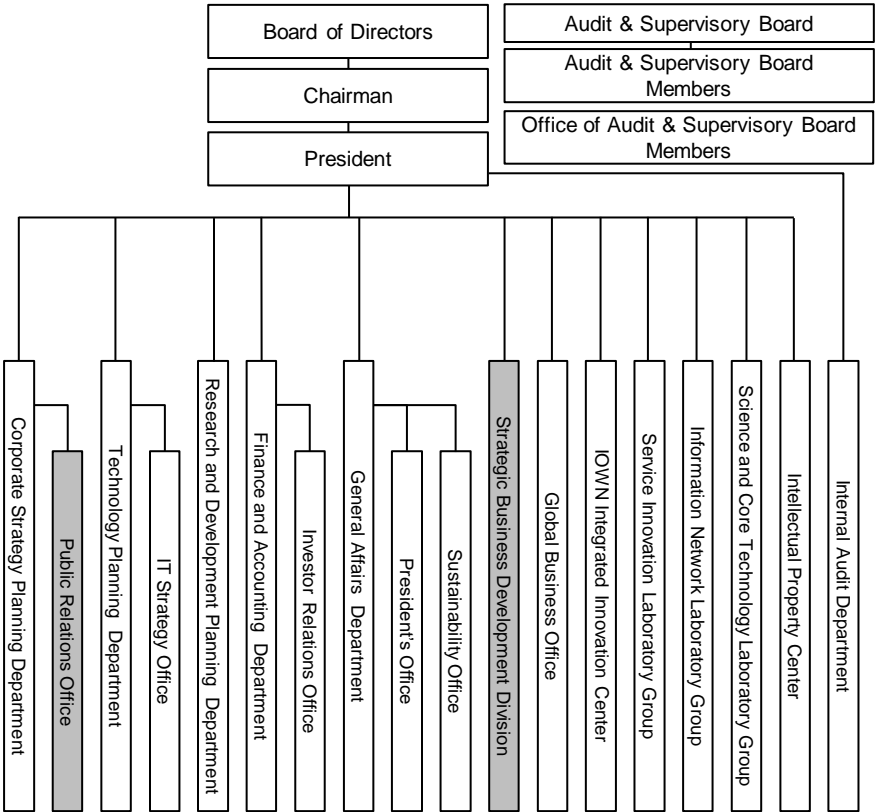
■ Strengthening the Sustainability Office (scheduled for June 2023)

- We will establish the Sustainability Office within the Corporate Strategy Planning Department with the aim of strengthening coordination with business strategy planning and other functions and accelerating our Sustainability Charter initiatives

[Reference] Organization Chart



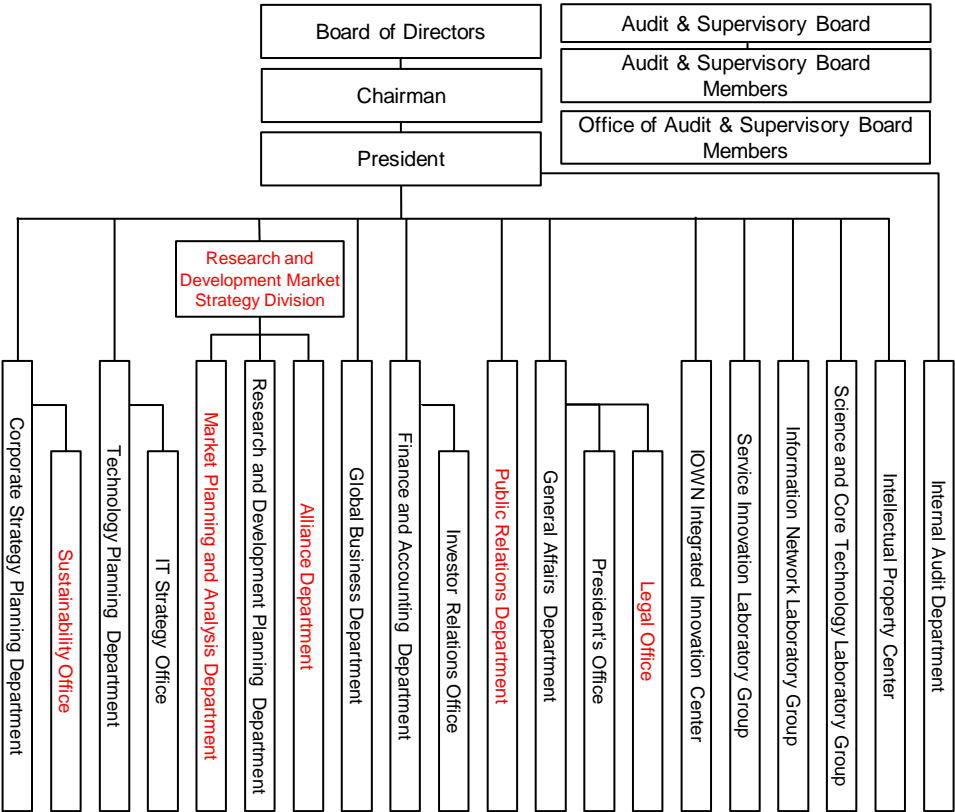
Current:



June 2023:

Disorganization

New Organization



Innovating a Sustainable Future for People and Planet