



# Financial Results for the Six Months Ended September 30, 2024

November 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.

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# Overview of Consolidated Results for the Six Months Ended September 30, 2024

# Status of Consolidated Results for FY2024.2Q



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

## Status of Consolidated Results

- Operating Revenues:           **¥6,590.6B** <+¥226.1B [+3.6%] year-on-year>
- Operating Profit:               **¥920.3B** < (¥30.7)B [(3.2)%] year-on-year>
- Profit<sup>(1)</sup>:                       **¥554.8B** < (¥116.1)B [(17.3)%] year-on-year>

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- EBITDA<sup>(2)</sup>:                      **¥1,685.6B** < +¥12.5B [+0.7%] 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.

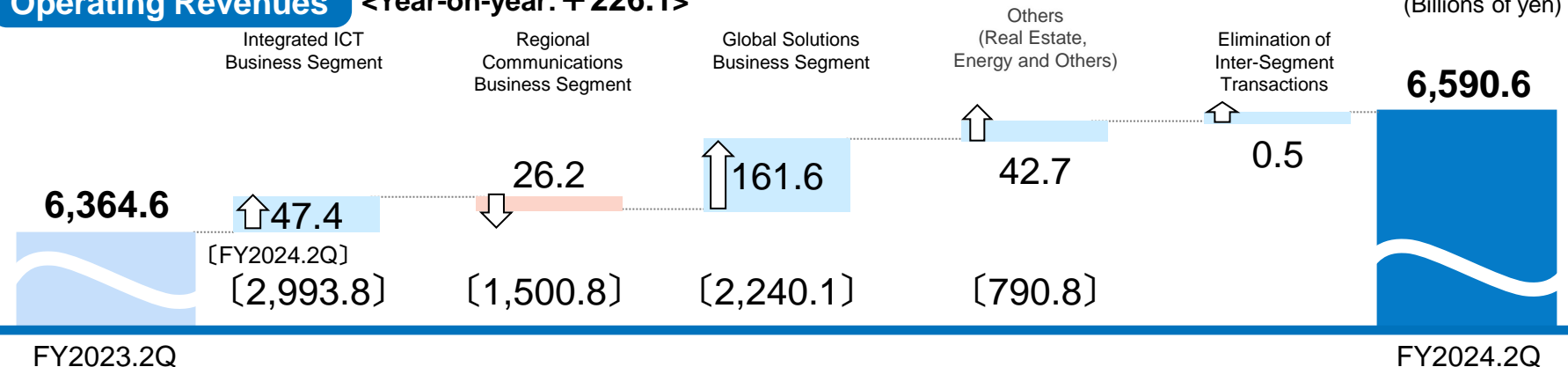
# Contributing Factors by Segment for FY2024.2Q



(Billions of yen)

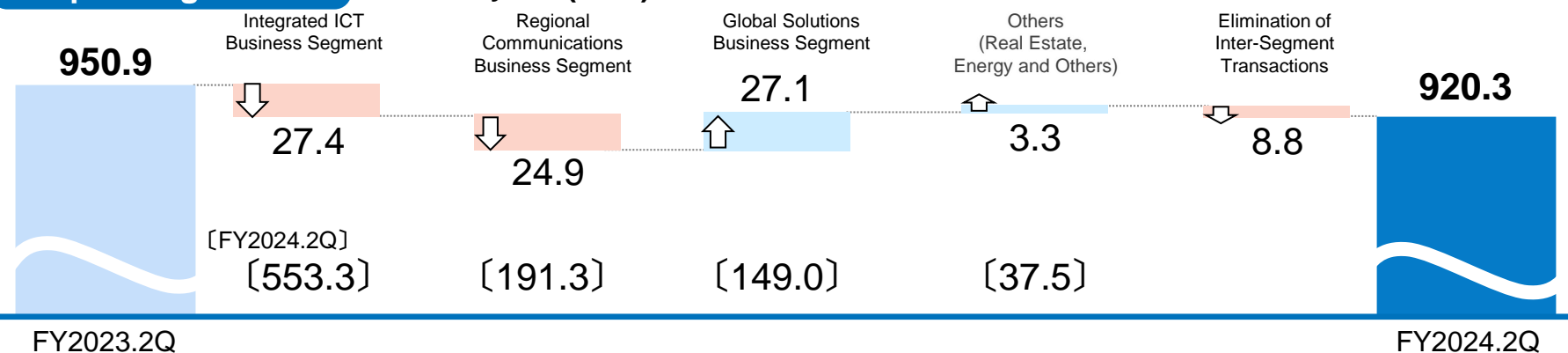
## Operating Revenues

<Year-on-year: +226.1>



## Operating Profit

<Year-on-year: (30.7)>



# Topics

# ① Initiatives with Toyota Motor Corporation in the Mobility Field

**TOYOTA**



## **Toyota and NTT to work together on mobility-oriented communications and AI to achieve a society with zero traffic accidents**

- Jointly develop and operate a mobility AI platform that will be utilized in initiatives aimed at reaching a zero-accident society. The platform will seamlessly link people, mobility, and infrastructure to efficiently collect, aggregate, and process high-quality training data.
- Joint development of the mobility AI platform will start from 2025, with a public rollout of zero-accident initiatives beginning around 2028 through three-pronged infrastructure collaboration with various partners, aiming for widespread adoption in 2030 and beyond.



## ② Initiatives to Promote Autonomous Driving Services



- In November 2023, NTT acquired an investment in May Mobility and exclusive domestic sales rights, and in August 2024, NTT West decided to invest in Navya Mobility to promote the social implementation of autonomous driving services.
- We are implementing Initiatives in various locations in order to achieve safer and more secure autonomous driving services, including Japan's first "regular operation of autonomous vehicles on arterial roadways\*"

### Overview of Initiatives

MAYmobility



#### Overview:

- Regular operations at Level 2 autonomous driving etc.
- Demonstration tests which included remote monitoring
- Confirmation of safety, regional acceptance, and business feasibility for Level 4 autonomous driving

**Areas:** 2 cities in 2 prefectures

**Speed:** ~48 km/h

**Passengers:** ~5 (excluding the driver)

navya



#### Overview:

- Demonstration tests at Level 2 autonomous driving
- Surveying and planning for autonomous driving
- Confirmation of safety, regional acceptance, and business feasibility for Level 4 autonomous driving

**Areas:** 12 cities in 11 prefectures

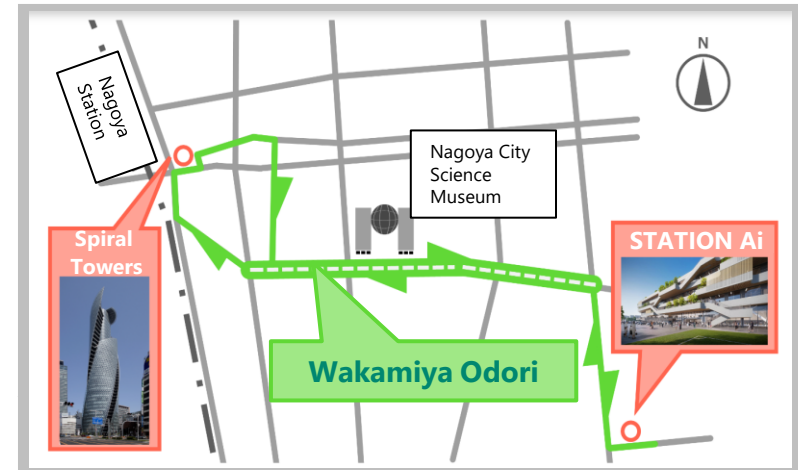
**Speed:** ~20 km/h

**Passengers:** ~13 (excluding the driver)

### Examples of Initiatives in Aichi Prefecture (Nagoya City)

(Initiatives with May Mobility)

Japan's first regular operation of autonomous vehicles on arterial roadways in urban areas\*



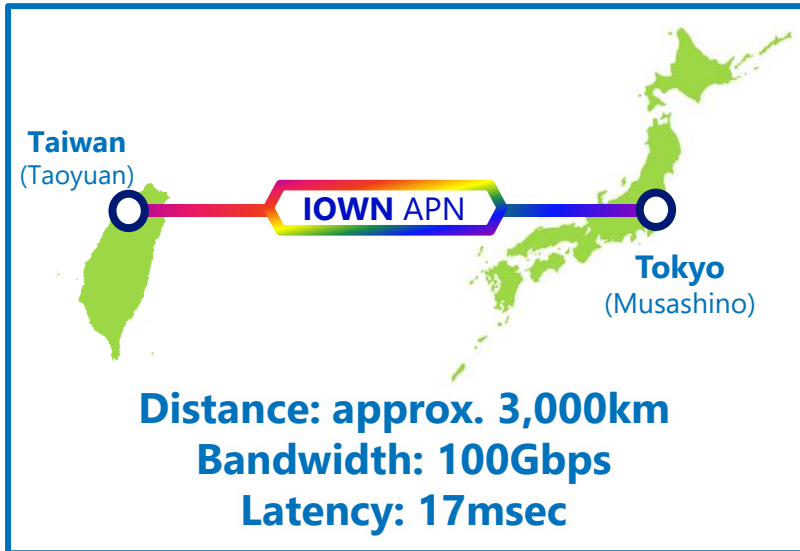
\* Regular operation of autonomous vehicles along arterial roadways in urban areas with heavy traffic(November 7, 2024 to March 19, 2025)

### ③ Achieved the World's First International IOWN APN Connection

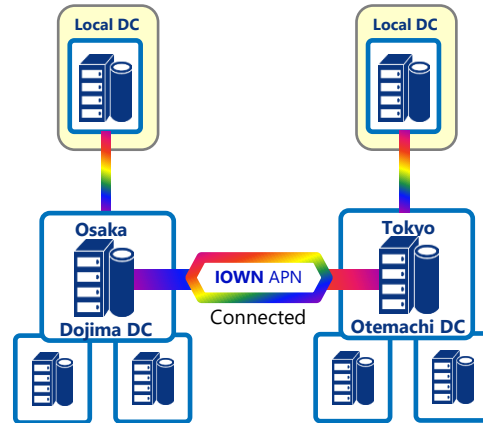


- Adding to existing IOWN APN connections between data centers within Japan and overseas, in August 2024, we achieved the world's first international IOWN APN connection, connecting Japan and Taiwan across a distance of approximately 3,000km
- The connection achieves low-latency, no-jitter and stable communication with approximately 17 msec on a one-way network, and will enable us to provide international data backup and replication services in the future

#### International

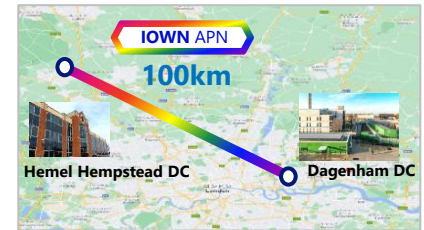


#### Domestic



Connections between local DCs to be built out in stages

#### Overseas



Hemel Hempstead/Dagenham (U.K.)



Ashburn (U.S.)

## ④ Land-Based Aquaculture Initiatives



- NTT Green & Food plans to begin operating one of the largest land-based shrimp aquaculture facilities in Japan in Iwata City, Shizuoka Prefecture, in December 2024. Together with the production volume of KAIKO YUKINOYA G.K., which became a subsidiary in August 2024, it will become the largest land-based shrimp aquaculture producer in Japan
- We will continue to improve efficiency and add value in the fisheries industry and contribute to industrial development and regional revitalization

### NTT Green & Food Production Scale

	Iwata Plant (tentative name)	KAIKO YUKINOYA
Place of Business	Iwata, Shizuoka	
Area	13,000㎡	16,000㎡
Tank Size	6,560㎡	4,500㎡
Annual Production Volume	110t <b>Become the largest land-based shrimp aquaculture producer in Japan</b>	80t
Start of Operations	December 2024 (Planned)	July 2022

— Iwata Plant (tentative name) —



Japan's Largest



### Other Group Company Initiatives

#### NTT Green & Food

##### Production and Sales of Seafood

- Flounder (Kyushu Region)
- Salmonids (Tohoku Region) (planned)

#### NTT East / NTT AgriTechnology

##### Plant design and construction for land-based aquaculture

- Sockeye salmon (Fukushima)
- “*Epinephelus bruneus*×*Epinephelus lanceolatus*” and “*Epinephelus lanceolatus*” fish (Miyazaki)

#### NTT Communications

##### Providing ICT systems for land-based aquaculture

- Groupers (Okinawa and others) (planned)

# ⑤ Progress Under the Medium-Term Management Strategy



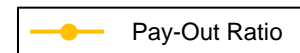
Progress since August 2024

<b>IOWN-Driven Creation of New Value</b>	<ul style="list-style-type: none"><li>• <b>Launched IOWN Network Solutions, which reduces construction and operation costs by 50% and power consumption by 40%, for 400Gbps high-speed inter-data center connections</b> (NTT, September)</li><li>• <b>IOWN All-Photonics Network with Optical Fiber Sensing Functions Achieves Wide-Area Traffic Flow Monitoring</b> (NTT, NTT East, NTT West, September)</li><li>• <b>Achieved the world's first successful demonstration of generative AI learning in a distributed data center using IOWN APN</b> (NTT Com, October)</li><li>• <b>Selected "PARALLEL TRAVEL" to be the experience theme for the NTT Pavilion at the Expo 2025</b> (NTT, October)</li></ul>
<b>Data-Driven Creation of New Value</b>	<ul style="list-style-type: none"><li>• <b>Reduced manpower and increased efficiency through highly accurate flood damage survey technology using satellite images and drones</b> (NTT DATA, September)</li><li>• <b>Launched the "Smart City Digital Implementation Community" with the aim of realizing green and sustainable urban development through the use of digital technology</b> (NTT Com, September)</li><li>• <b>Acquired Aoop, a Brazilian company that provides consulting and other services for ServiceNow solutions</b> (NTT DATA, October)</li><li>• <b>Launched collaboration between NTT's LLM "tsuzumi" and Salesforce services</b> (NTT Com, October)</li><li>• <b>Launched a new generative AI service using "SmartAgent*", a generative AI concept</b> (NTT DATA, November) *Trademarks of Japan</li></ul>
<b>Achievement of a Circular Economy Society</b>	<ul style="list-style-type: none"><li>• <b>Started to develop and provide solutions in collaboration with partners to achieve a decarbonized society through the creation and distribution of carbon credits using forest resources</b> (NTT Com, August; NTT West, October)</li><li>• <b>Developed the "Internet of Grid Platform", a new electricity distribution model for the greenification of energy, and started testing in Yaotsu-cho, Kamo-gun, Gifu Prefecture</b> (NTT Anode Energy, September)</li></ul>
<b>Strengthening of Services that Emphasize Customer Experience (CX)</b>	<ul style="list-style-type: none"><li>• <b>Increased the monthly data allowance for "ahamo" from 20GB to 30GB without changing the price</b> (NTT DOCOMO, October)</li><li>• <b>Launched "d CARD PLATINUM" that combines exceptional value and a premium experience</b> (NTT DOCOMO, November)</li></ul>
<b>Support for Career Growth</b>	<ul style="list-style-type: none"><li>• <b>Hosted alumni events based on the concept of "Connecting with People, Connecting Businesses"</b> (NTT, September)</li><li>• <b>Endorsed the "Male Parental Leave Project" and held childcare seminars to encourage male employees to take childcare leave</b> (NTT, September)</li></ul>

## ⑥ Changes in Dividends

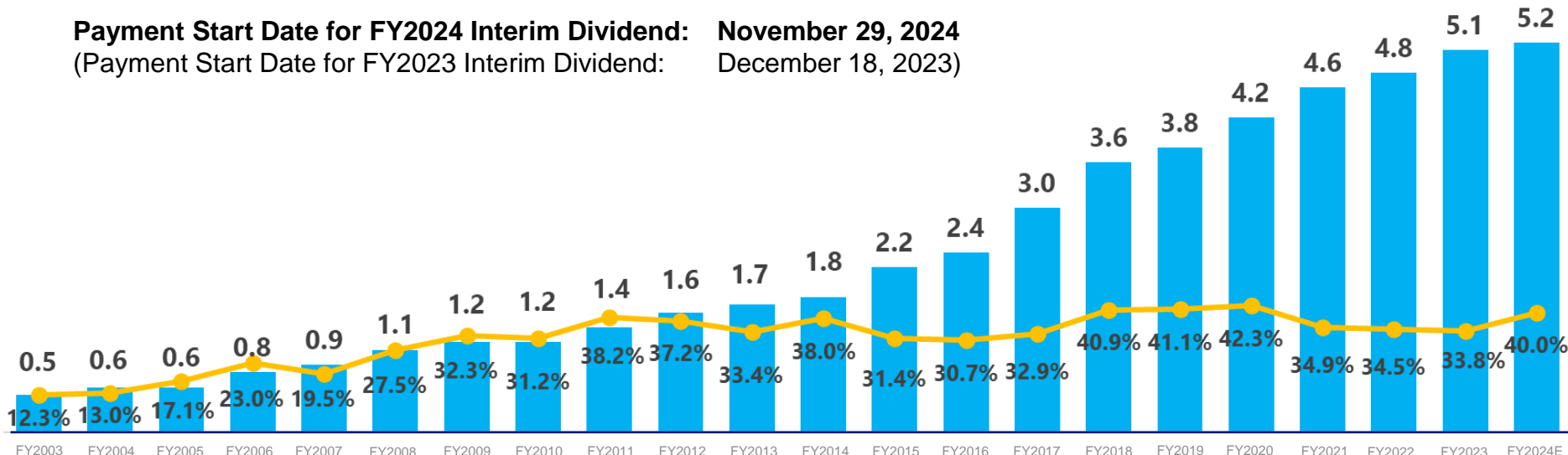


- Based on the April 2024 amendment to the NTT Act, the interim dividend payment date has been moved to an earlier date



**Payment Start Date for FY2024 Interim Dividend: November 29, 2024**  
 (Payment Start Date for FY2023 Interim Dividend: December 18, 2023)

(Yen)

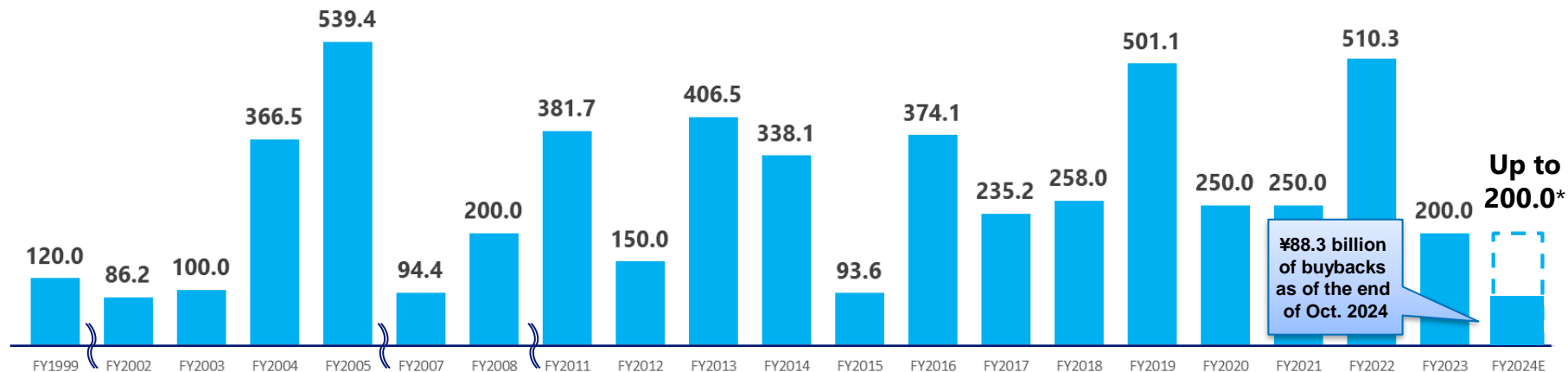


- Dividend-per-share amounts have been adjusted to reflect the 100-for-one stock split carried out on January 4, 2009, the two-for-one stock split carried out on January 1, 2020, and the 25-for-one stock split carried out on July 1, 2023.
- U.S. GAAP was applied for periods up to and including FY2017, and IFRS has been applied for periods from and including FY2018.

# ⑦ Record of Share Buybacks



Amount of Share Buybacks (Billions of yen)



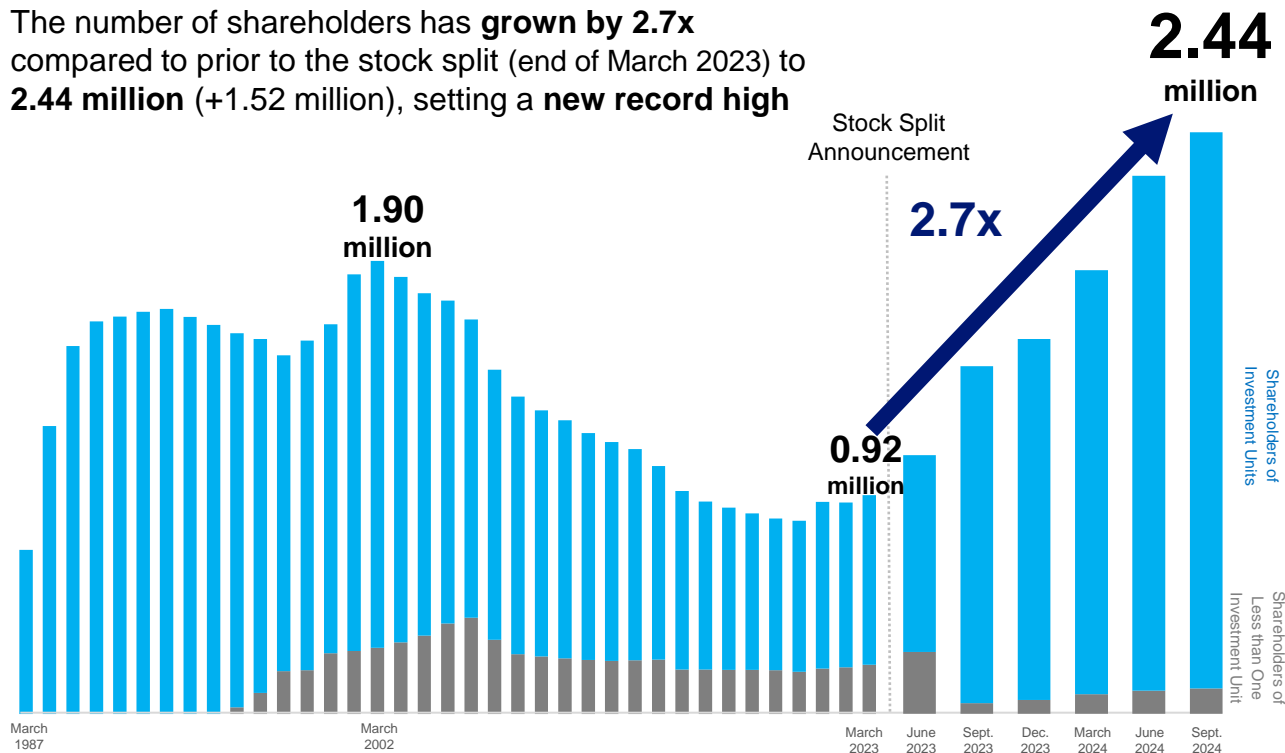
\* On August 7, 2024, the Board of Directors of NTT resolved to buy back shares in an amount up to ¥200.0 billion. Buyback Period: August 8, 2024 to March 31, 2025.

# ⑧ Status of Shareholder Count

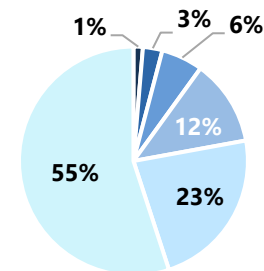


## Shareholder Count

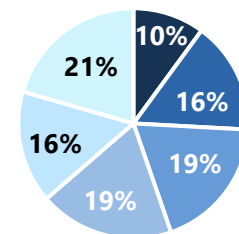
The number of shareholders has **grown by 2.7x** compared to prior to the stock split (end of March 2023) to **2.44 million** (+1.52 million), setting a **new record high**



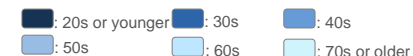
## Age Composition\*



December 2020



September 2024



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

# Appendix



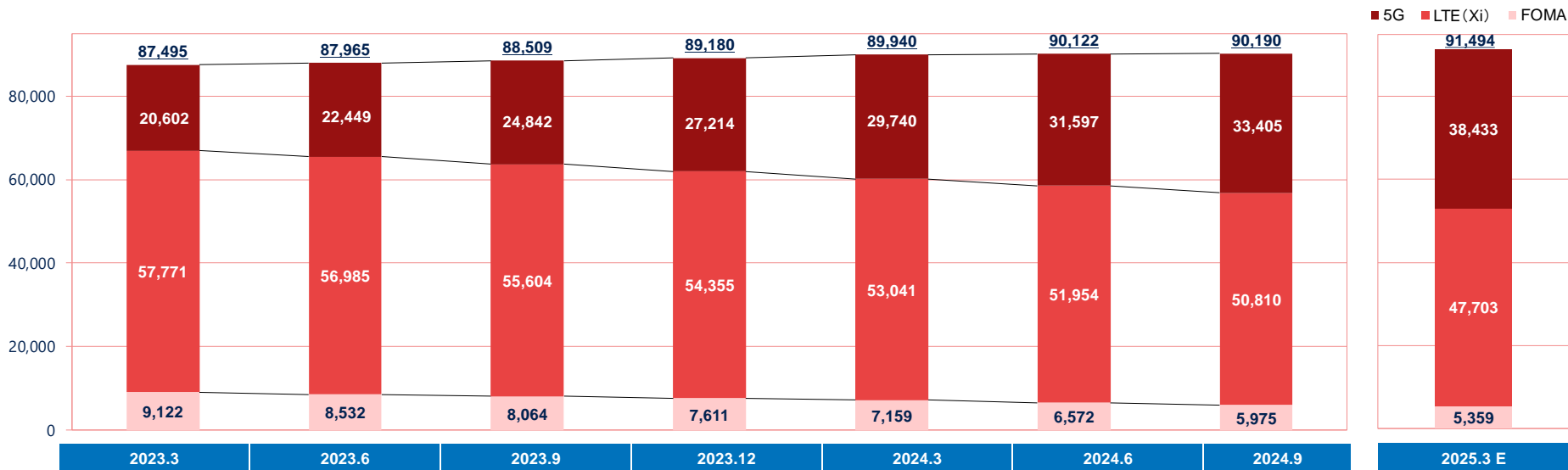
# Broadband Services



# Mobile Communications Services Subscriptions



## Number of Subscriptions



## Net Increase

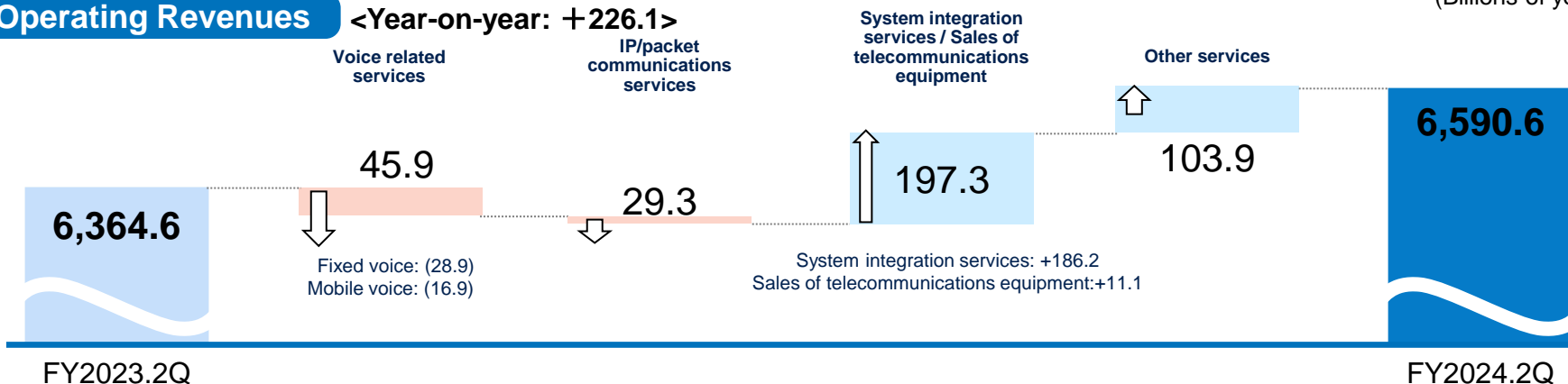
	2023 4-6	2023 7-9	2023 10-12	2024 1-3	2024 4-6	2024 7-9	2024 4 - 2025 3 E
5G+LTE(Xi)+ FOMA	+471	+544	+670	+760	+183	+68	+1,554
		+2,445			+250		

# Financial Information

# Details of Consolidated Statement of Income

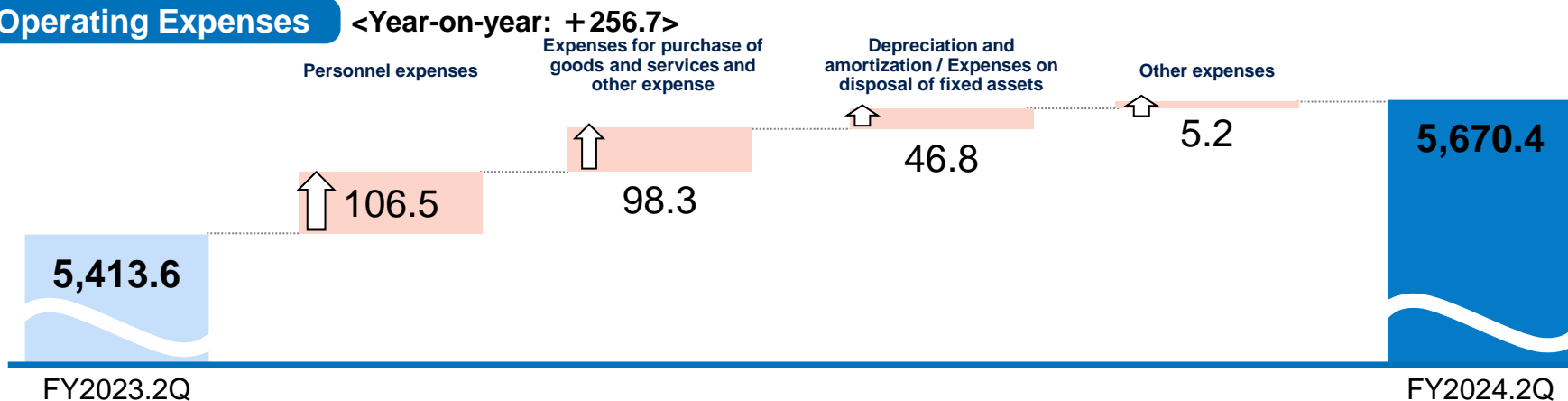
## Operating Revenues

<Year-on-year: +226.1>



## Operating Expenses

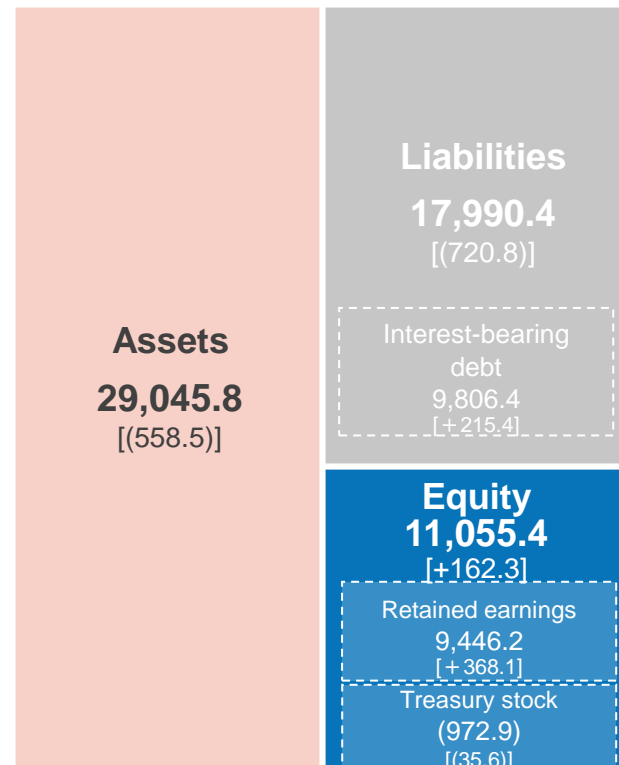
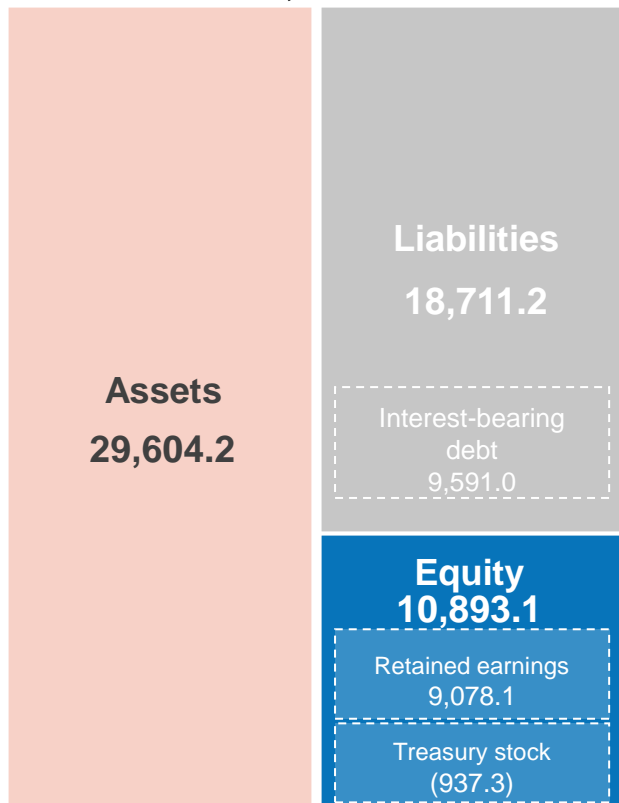
<Year-on-year: +256.7>



# Details of Consolidated Balance Sheet

29,604.2

29,045.8[(558.5)]



**March 31, 2024**

**September 30, 2024**

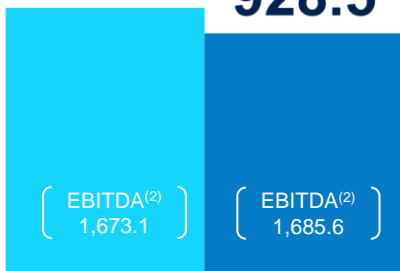
# Details of Consolidated Cash Flows



Cash Flows from Operating Activities<sup>(1)</sup>

(A)

**1,025.8** **928.5**



Cash Flows from Investing Activities

(B)

**+133.2**  
Decrease in investment:  
+179.1

Payments for acquisitions of assets<sup>(3)</sup>  
(942.2)

Payments for acquisitions of assets<sup>(3)</sup>  
(1,004.5)

**(1,076.7)** **(943.5)**

FCF<sup>(1)</sup>

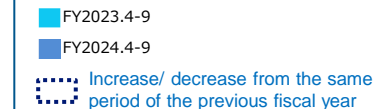
(A) + (B)

**+35.9**

**(50.9)** **(15.0)**

Cash Flows from Financing Activities

(Billions of yen)



Borrowings: 441.4  
Dividends: (216.1)

**137.9** **63.6**

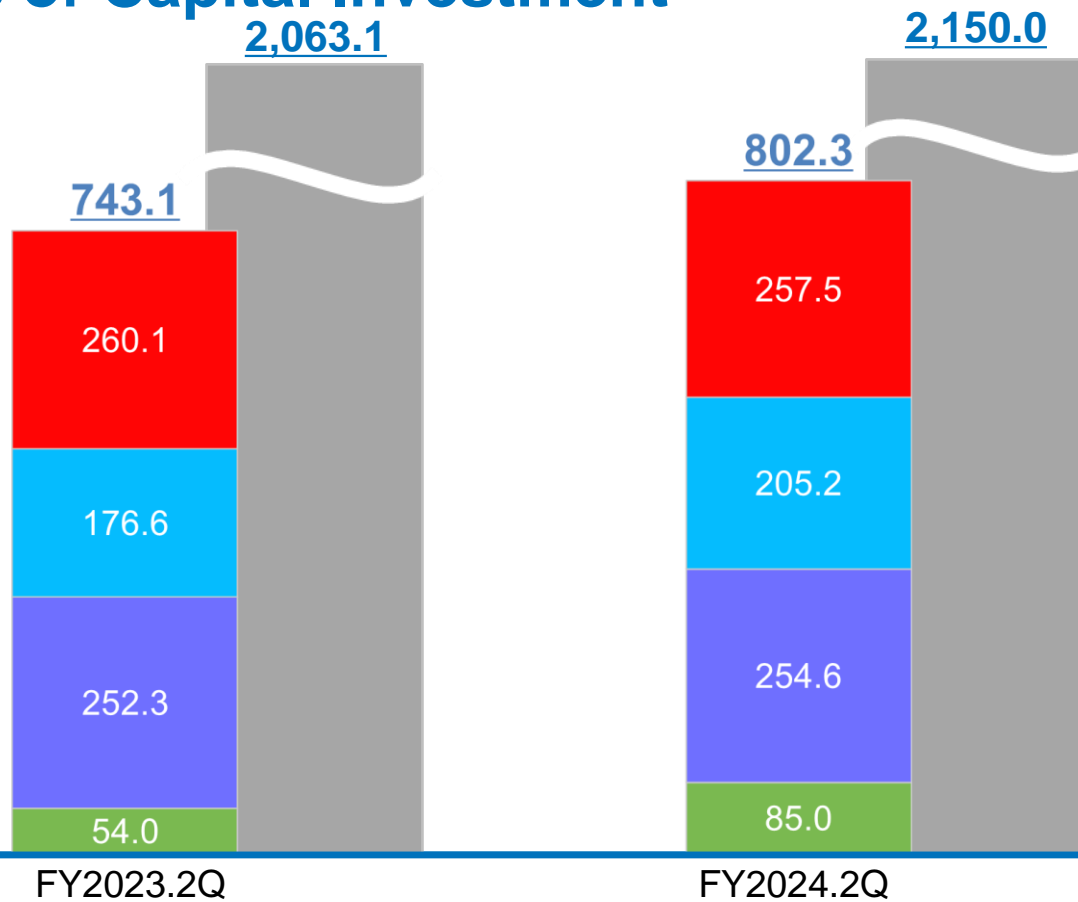
**(74.2)**

Borrowings: 451.2  
Dividends: (231.8)

**(97.3)**  
EBITDA: +12.5  
Decrease in payments of income taxes: +140.6  
Changes in working capital and other items: (240.6)

- (1) Excludes the impact of the last day of FY2023.2Q and the last day FY2023.4Q having been non-business days, resulting in certain accounts receivable being set to the first day of the following month (For FY2023.2Q and FY2023.4Q, Operating CF including the impact of non-business days was ¥825.9 billion and ¥1,121.4 billion, respectively, and FCF including the impact of non-business days was ¥(250.8) billion and ¥177.8 billion, respectively).
- (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) Payments for acquisitions of property, plant and equipment, intangible assets and investment properties.

# Details of Capital Investment





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