

Financial Results for the Fiscal Year Ended March 31, 2020 (21st Term)

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("NTT West")

FY2019 Financial Results

- FY2019 operating profit was 132.2 billion yen, an increase of 13.9 billion yen year-on-year (record profit)
- FY2019 operating revenues of SI and new areas have steadily expanded in growth, reaching 259.7 billion yen (an increase of 24.8 billion yen year-on-year)

(Unit : Billions of yen)

	FY2019 Results	Year-on-year	FY2018 Results	Year-on-year
Operating Revenues	1,434.3	(28.0)	1,462.3	(31.7)
SI・New Areas, etc.*1	259.7	+24.8	235.0	+14.4
Operating Profit	132.2	+13.9	1,18.3	(1.0)
Profit Attributable to NTT West*2	91.8	+11.1	80.7	+0.6
Capital Investments	251.5	(15.4)	266.9	(14.1)

*1 SI is the sum of "system integration revenues" and new areas are the sum of "group company / BPO revenues, etc."

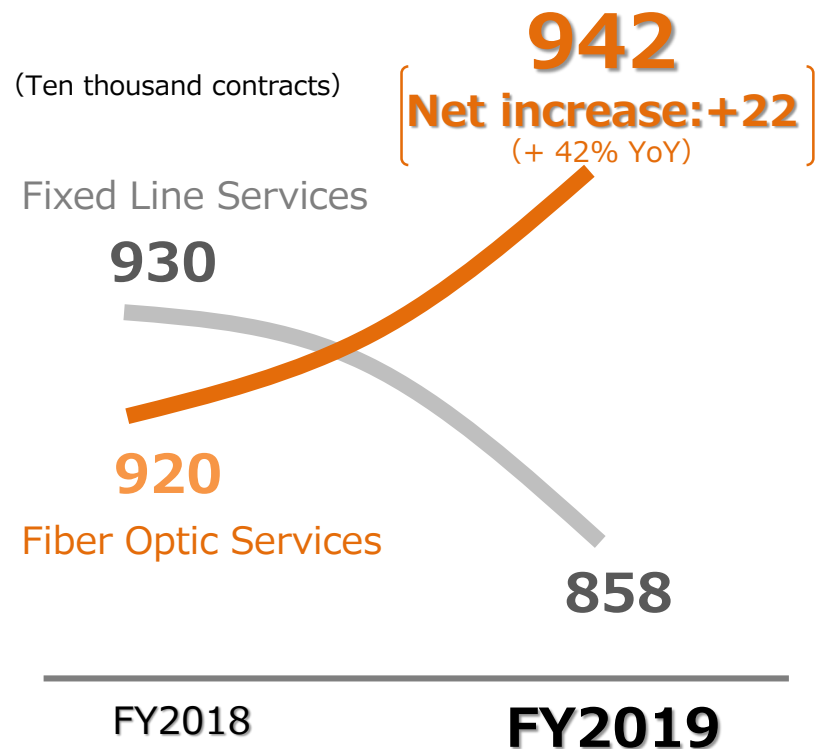
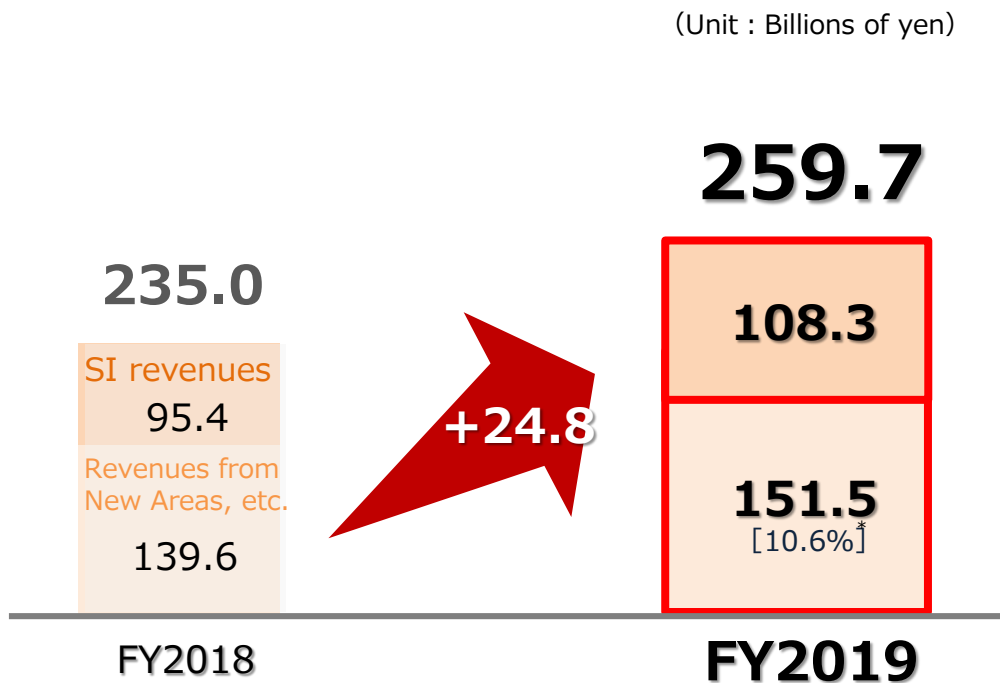
*2 Represents profit attributable to NTT West (after deducting income attributable to non-controlling interests).

■ Revenues from SI·New Areas, etc.

- FY2019 revenues from SI services were over 100 billion yen
- Revenues from New Areas, etc. for FY2019 grew to over 10% of total operating revenues

■ Fiber Optic Services Contracts

- The number of fiber optic service contracts reached 9.42 million, exceeding the number of fixed line contracts



* [] Percentage of total operating revenue

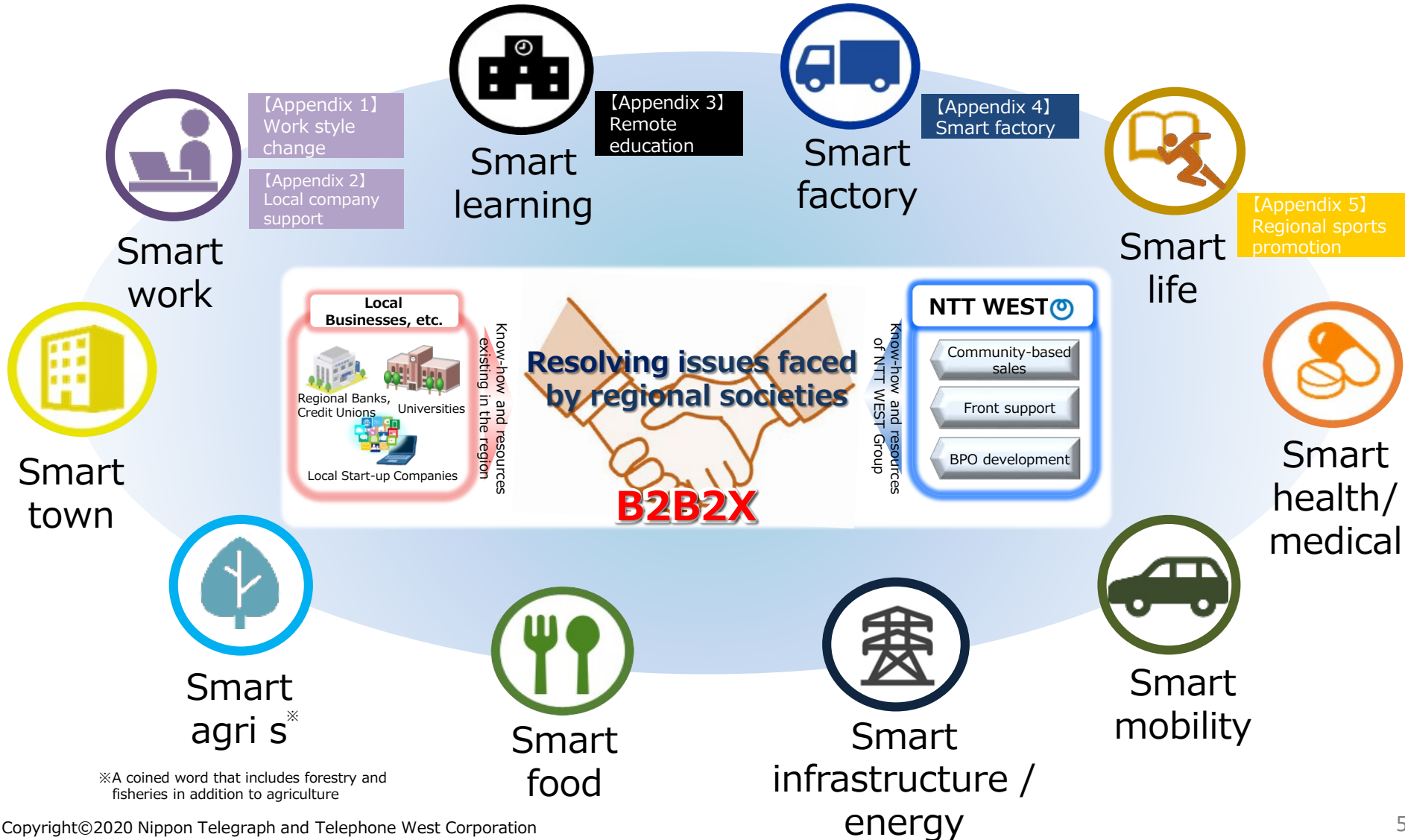
Providing Stable Communication Services

- Maintain stable network quality even while data communication traffic has increased by up to 60%* during the daytime on weekdays
*Comparison between the week of April 20, 2020 and the week of February 25, 2020
- Although there have been partial call center reductions, network operation, monitoring, and troubleshooting are continuing 24 hours a day, 365 days a year

Initiatives to Support Local Customers

- Extending payment deadlines for various service charges until the end of June 2020
- Implemented various support measures for the introduction of teleworking to meet the increasing needs of remote societies
(Established Telework Counseling Service on March 18, 2020)
- Implementation of support measures for building an environment for remote learning, etc. in collaboration with universities

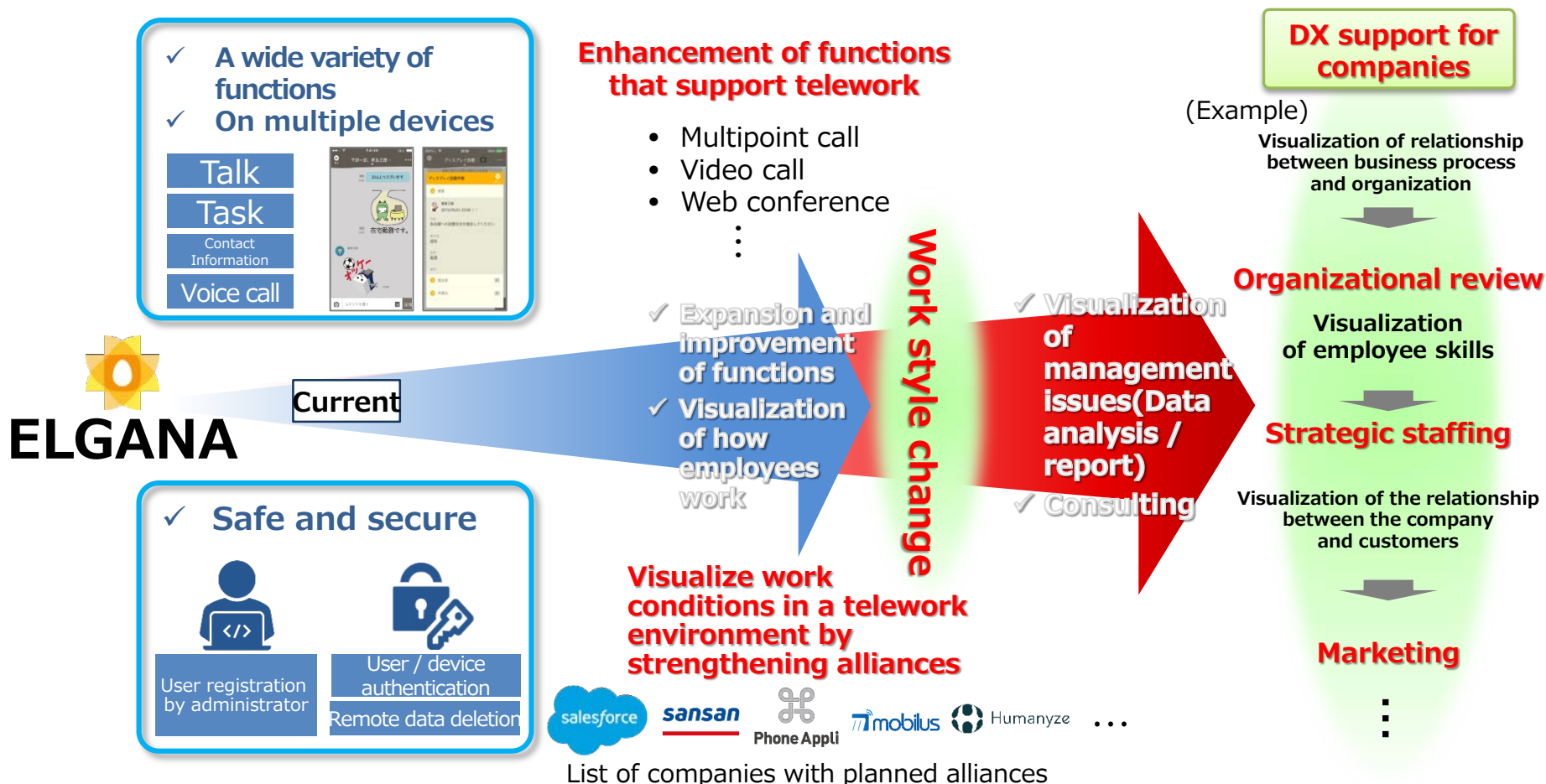
- Contributing to the smartization of local communities through B2B2X-type solutions to issues with a view to the development of remote society and changes in social activities and values for after COVID-19 (Smart 10x)



※A coined word that includes forestry and fisheries in addition to agriculture

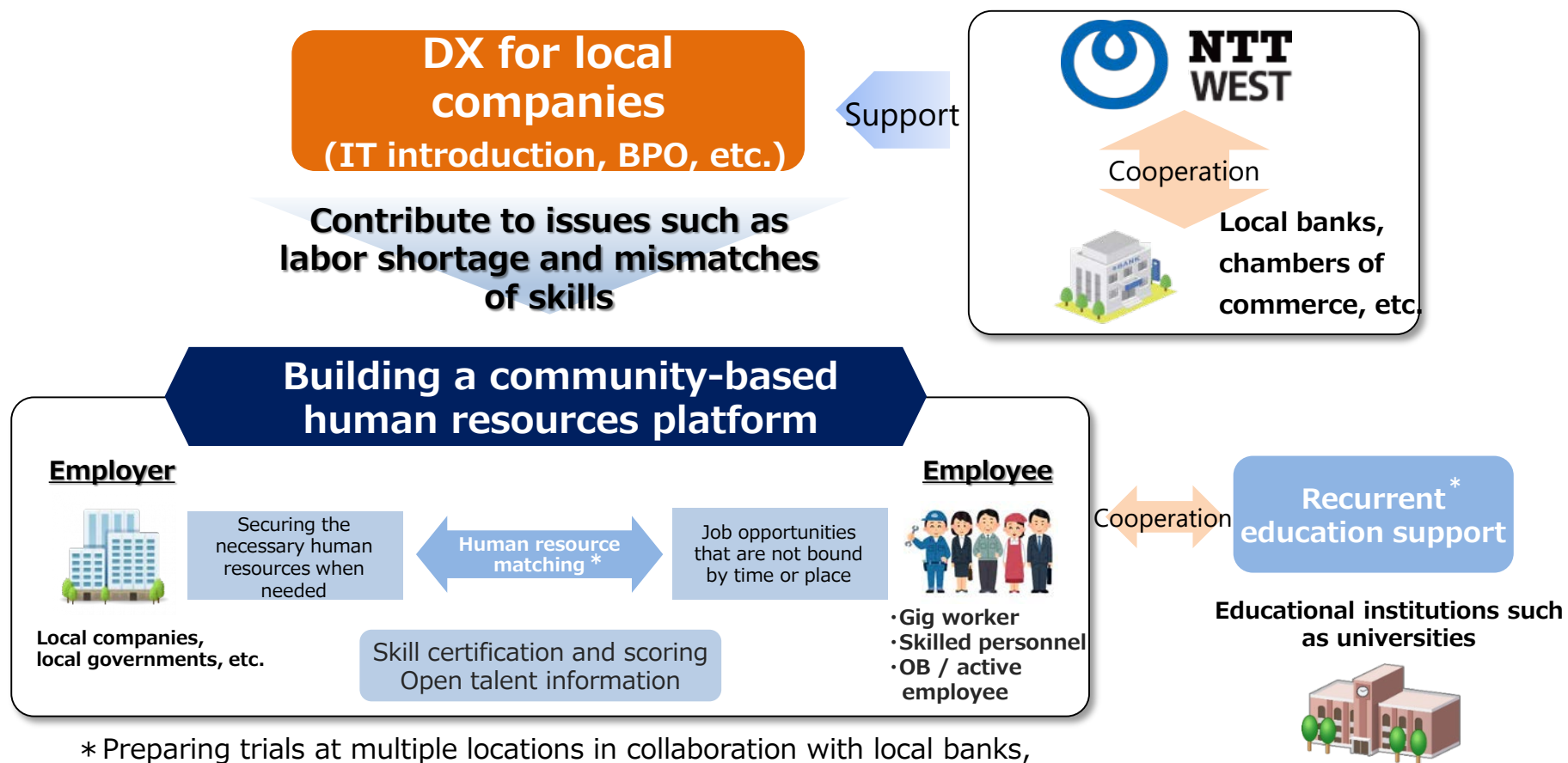


- In order to meet the demand for telework, etc., aiming at a safe, secure, and easy-to-use communication service, we started offering "ELGANA" in April 2020.
- In the future, we plan to collaborate with a wide variety of partner companies to support regional work style reforms, as well as management reforms that utilize various digital data gathered through that.





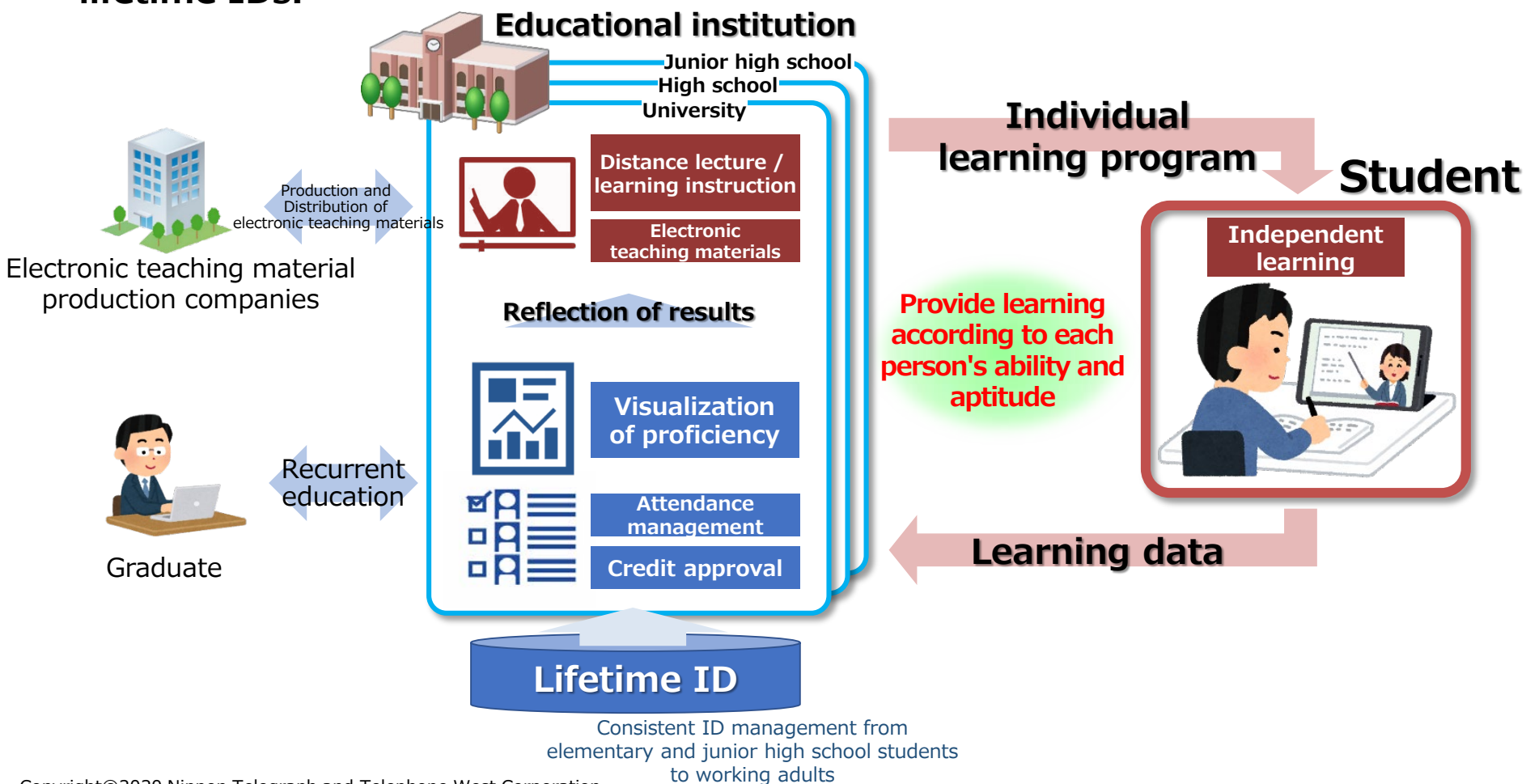
- Building a "regional collaborative human resources platform" on a regional basis for industrial revitalization and employment support, triggered by DX support from local companies
- Supporting diverse work styles that are not tied to time and place in response to the rebalancing of employment due to changes in the industrial structure and the spread of rural distribution and remote societies



* Preparing trials at multiple locations in collaboration with local banks, universities, temporary staffing companies, etc.

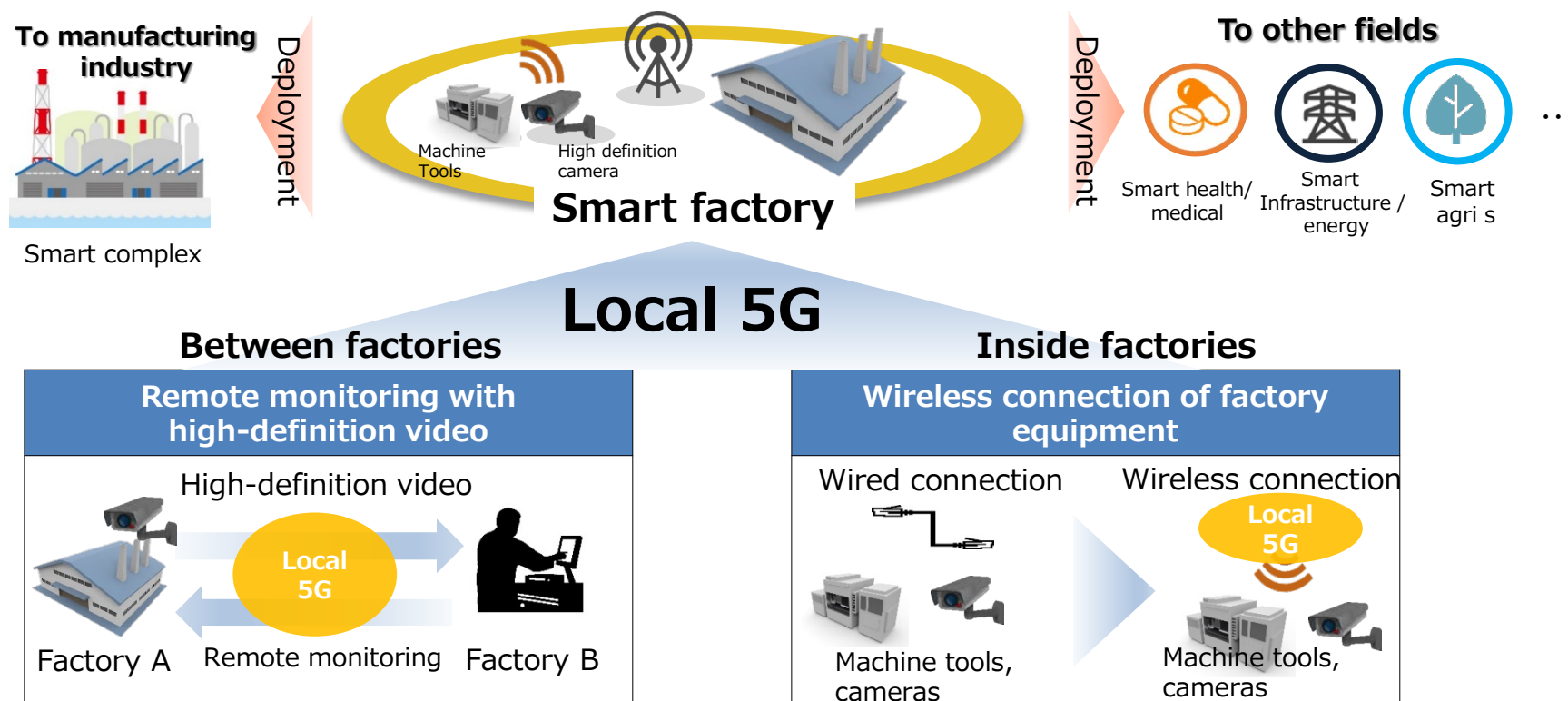


- Started providing "electronic teaching materials" for universities from April 2020
- In the future, we will aim to expand the provision of "electronic teaching materials" and aim for digital transformation of education, such as distance lectures and recurrent education, by linking with on-campus systems and lifetime IDs.





- Resolution of labor shortages and improvement of productivity by upgrading manufacturing sites through remote monitoring, etc. by utilizing local 5G (Collaboration agreement with Yamaguchi Prefecture and joint experimental agreement with Hibiki Seiki Co., Ltd., April 23, 2020)
- Going forward, we will proactively expand the use cases of smart factories such as remote control to other fields and contribute to solving social issues in a new remote society.



Providing new value by utilizing the characteristics of local 5G in a new lifestyle



- Established new company "NTT Sportict" in April, which distributes sports videos using AI cameras
- Promote sports by providing new spectator styles through remote/online such as amateur sports and improving motivation of sports groups and athletes

Sports groups / Athletes

Sports spectators (Remote/online)

Prefecture A handball tournament



- ✓ Promotion of amateur sports
- ✓ Improving athlete motivation

Prefecture B Soccer Tournament



Prefecture C Basketball tournament



Cooperation

Local companies, etc.

Each sports group ...

After-COVID-19 sports promotion event (in preparation)
(Free live streaming of 100 student sports games)

AI camera

Pixellot
AUTOMATIC PRODUCTION

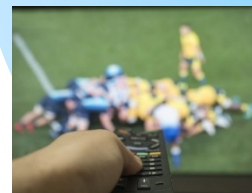


Delivery platform

Automatic shooting / video distribution



- ✓ Providing a new watching style (Supports social distancing)
- ✓ Revitalization of local communities



あしたへ – *with you, with ICT.*
