

Financial Results for the Fiscal Year Ended March 31, 2022 (23rd Term)

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Nippon Telegraph and Telephone West Corporation (“NTT West”)

FY2021 Financial Results and FY2022 Financial Forecast

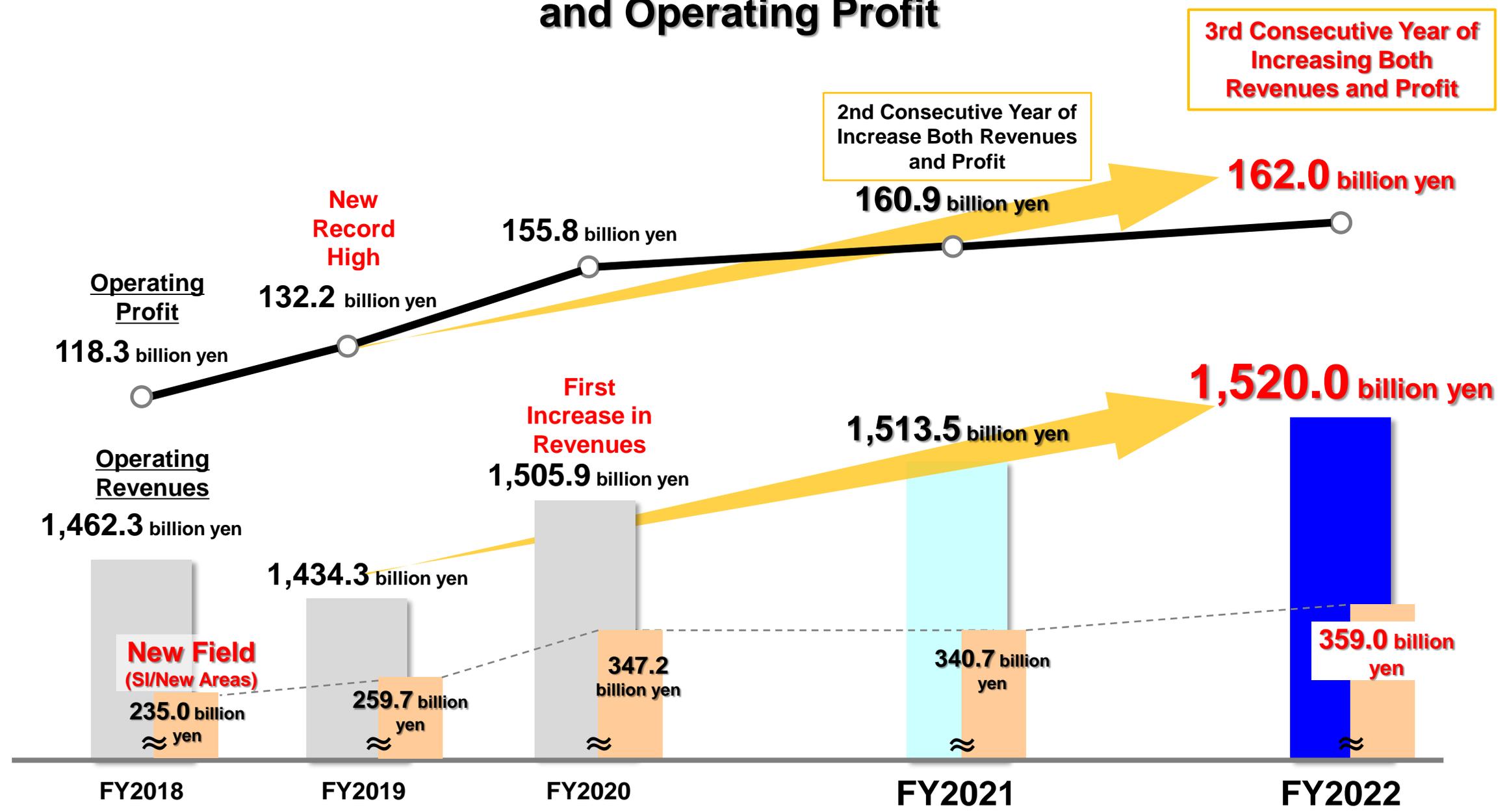
- FY2021: Achieved second consecutive year of increasing both revenues and profit, and third consecutive year of setting new record-high profits
- FY2022: Aiming for third consecutive year of increasing both revenues and profit

(Billions of yen, other than Hikari Subscriptions)

| | FY2020 Results | FY2021 Results | Year-on-Year | FY2022 Forecast | Year-on-Year |
|---|-------------------------------|---------------------------------|------------------|---------------------------------|-----------------|
| Operating Revenues | 1,505.9 | 1,513.5 | +7.7 | 1,520.0 | +6.5 |
| Operating Profit Operating Profit Margin | 155.8 10.3% | 160.9 10.6% | +5.0 | 162.0 10.7% | +1.1 |
| Profit⁽¹⁾ | 105.2 | 110.5 | +5.4 | 111.0 | +0.5 |
| Capital Investments | 258.6 | 249.5 | (9.1) | 245.0 | (4.5) |
| Net Increases (Decreases) in Hikari Subscriptions (Final Number of Subscriptions) | +42,000 (9,840,000) | +270,000 (10,110,000) | (150,000) | +250,000 (10,360,000) | (20,000) |

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

Changes in Operating Revenue and Operating Profit



Initiatives to Expand “New Fields” (Development of Problem-Solving Solutions)

[Vision] “Be a Company that Continues to Grow as a ‘Social ICT Pioneer’”

As a pioneer that uses ICT to resolve the issues brought about by changes in the environment surrounding society, contributing to the development of society and sustainable growth (SDGs), and continuing to transform into a business that is beloved and trusted by its community



DX Support for Businesses

LINK SPARK

Customers' Business Goals



Co-Creation

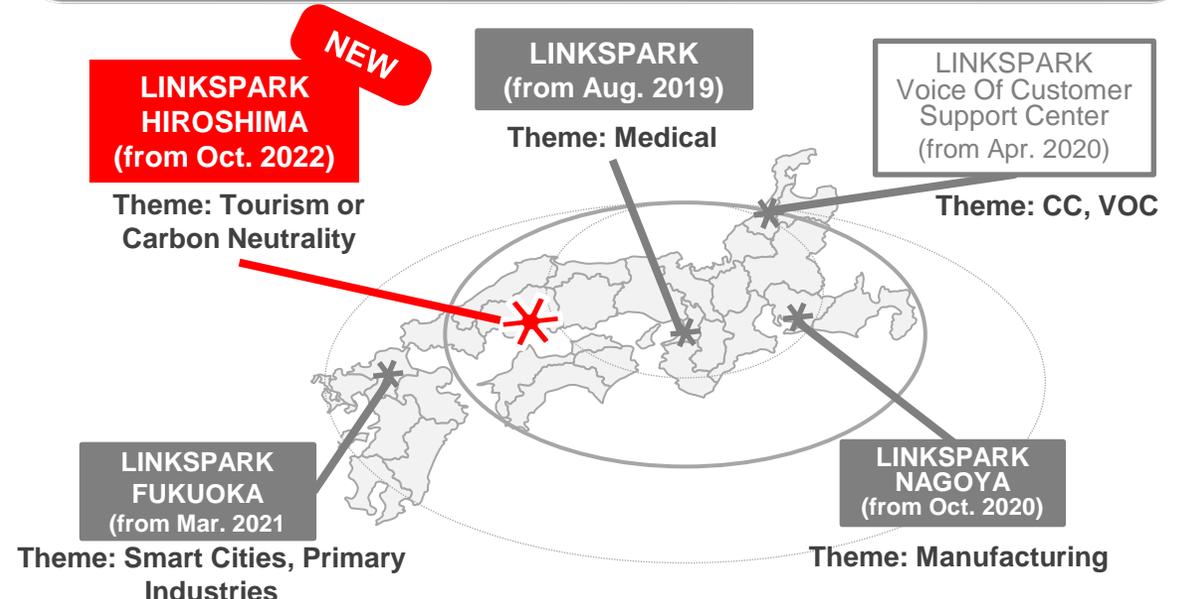
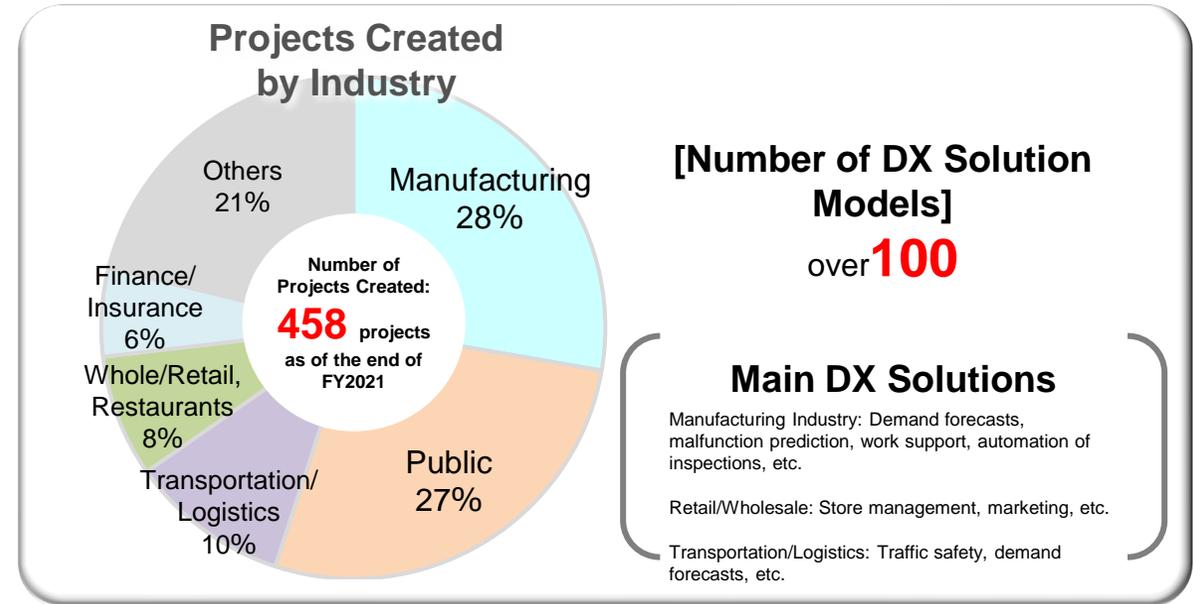
DX



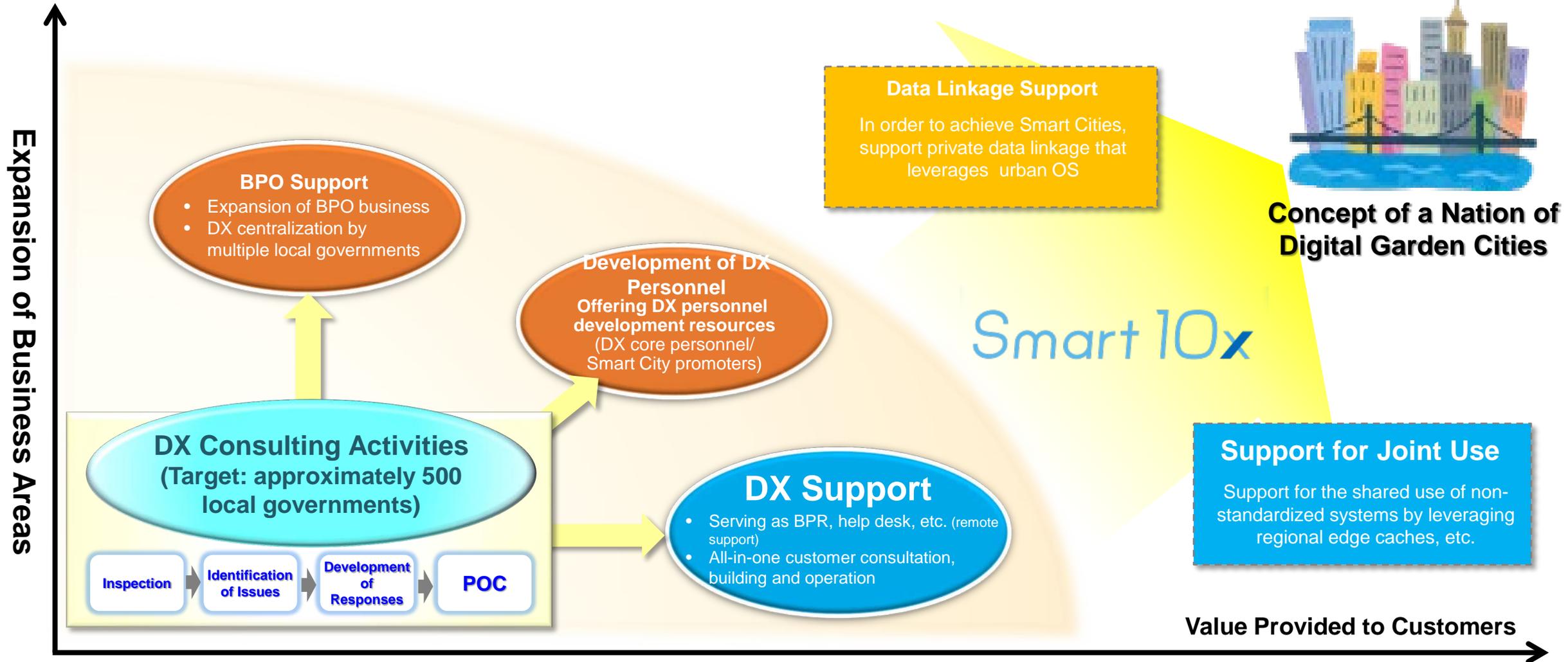
NTT West Digital Personnel

DX Consulting Activities, DX Support

-  Business Consultants
-  Data Scientists
-  System Engineers...



DX Support for Local Governments



| Local Government Trends | 2022 | 2023 | 2024 | 2025 | 2026 and after |
|--|---|---|---------------------------------------|------|--|
| Moving Administrative Processes Online | Maintenance/Adoption (31 Procedures) | Expansion of Targeted Processes (approximately 5,000 processes) | | | Full Operation/Usage |
| Government System Standardization | Formulation of Migration Plan/Budget Preparation etc. | | System Migration (20 Core Operations) | | Internal administrative work systems, etc. |

DX Support for Society

Regional Revitalization Projects

X

Community/Residents

True Problem-Solving

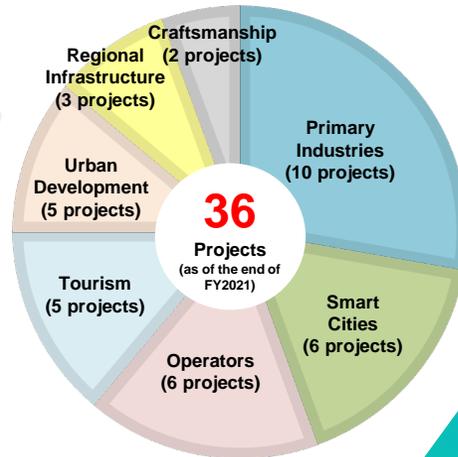
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Regional Initiatives
(Co-Create with Local Public/Private Entities)

Expansion to a Wider Area

B

NTT West + Partners
(Services, Technology and Solutions)

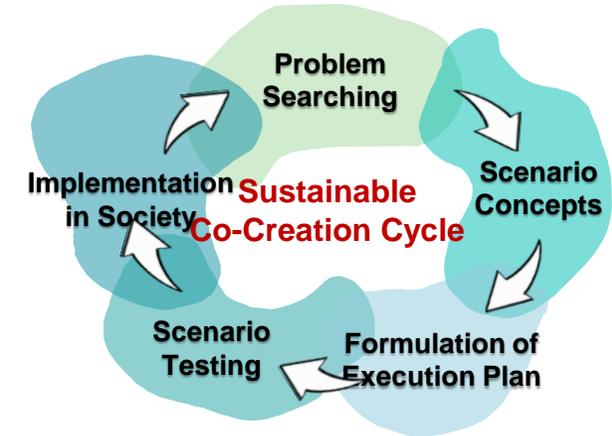


Support of Activities/ Practice

- ICT Cooperation Agreements: **51** local governments (as of the end of FY2021)
- Number of Field Tests: **31** tests (as of the end of FY2021)

Regional Revitalization Co-Design Lab 地域創生Coデザイン研究所

(from July 2021)



NEW

Scheduled to Start **Fall 2022**
Regional Revitalization Personnel Training Program

- Regional Revitalization Co-Design College
- Methods to offer practical regional revitalization know-how to local agents and to bring about regional revitalization together

from **April 2022**
Forum for the Promotion of Regional Revitalization

- Regularly disseminate results of activities and other information, with a focus on the consortium (hosted first session; scheduled to be held regularly in the future)

Open Innovation

NEW

QUINTBRIDGE

Grand Opening on
March 24, 2022



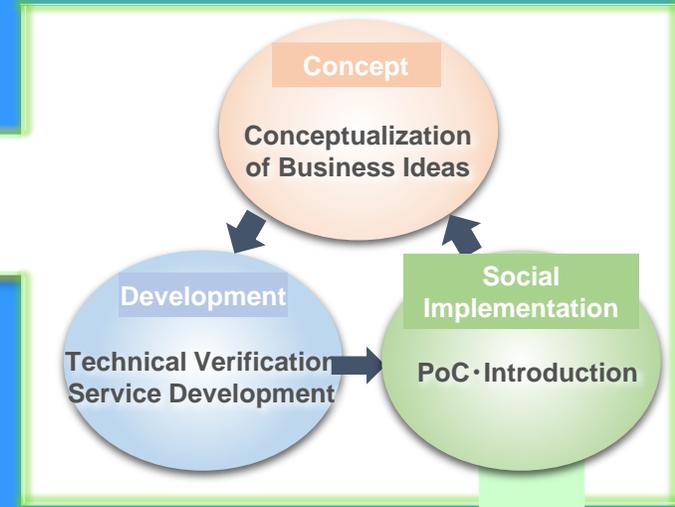
- Number of Corporate Members: **150** companies
- Number of Individual Members: **2,200** people (as of the end of April 2022)

Co-Create Pitch Program/Accelerator Program

- Commercialization of products and tech of start-up companies
- Co-creation of future businesses

Learn Offering of Training Programs

Connect Matching



Creation of 100 projects by FY2025

LINK SPARK



地域創生
Coデザイン
研究所
Regional
Revitalization
Co-Design Lab



**DX for
Businesses**

**DX for
Local Governments**

**DX for
Society**

**Creating a Future
Society**

「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。



あしたへ - with you, with ICT.