

Financial Results for the Fiscal Year Ended March 31, 2025 (26th Term)

May 9, 2025

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 West 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 West in light of information currently available to it regarding NTT West 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 West 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, and other changes in circumstances that could cause actual results to differ materially from the forecasts contained or referred to herein.

* “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.

FY2024 Financial Results and FY2025 Financial Results Forecast

(Billions of yen)

| IFRS (Consolidated) | FY2023 Results | FY2024 Results | | | FY2025 Forecast | Year-over-year |
|---|----------------------------|----------------------------|----------------|-------------------------|----------------------------|----------------|
| | | | Year-over-year | Compared to Forecast | | |
| Operating Revenues | 1,497.0 | 1,468.6 | (28.3) | +23.6 | 1,472.0 | +3.4 |
| Operating Profit | 138.9 | 81.8 | (57.1) | +1.8 | 77.0 | (4.8) |
| Profit* | 98.8 | 60.8 | (38.0) | +6.8 | 50.0 | (10.8) |
| EBITDA | 328.8 | 291.8 | (37.0) | +12.8 | 287.0 | (4.8) |
| Capital Investment | 237.2 | 239.8 | +2.6 | +2.8 | 250.0 | +10.2 |
| Net Increase (Decrease) in Hikari Subscriptions (Number of Subscriptions) | +37,000 (10.29 million) | +59,000 (10.34 million) | +22,000 | +9,000 | +60,000 (10.40 million) | +1,000 |

* Represents profit attributable to NTT West, excluding noncontrolling interests.

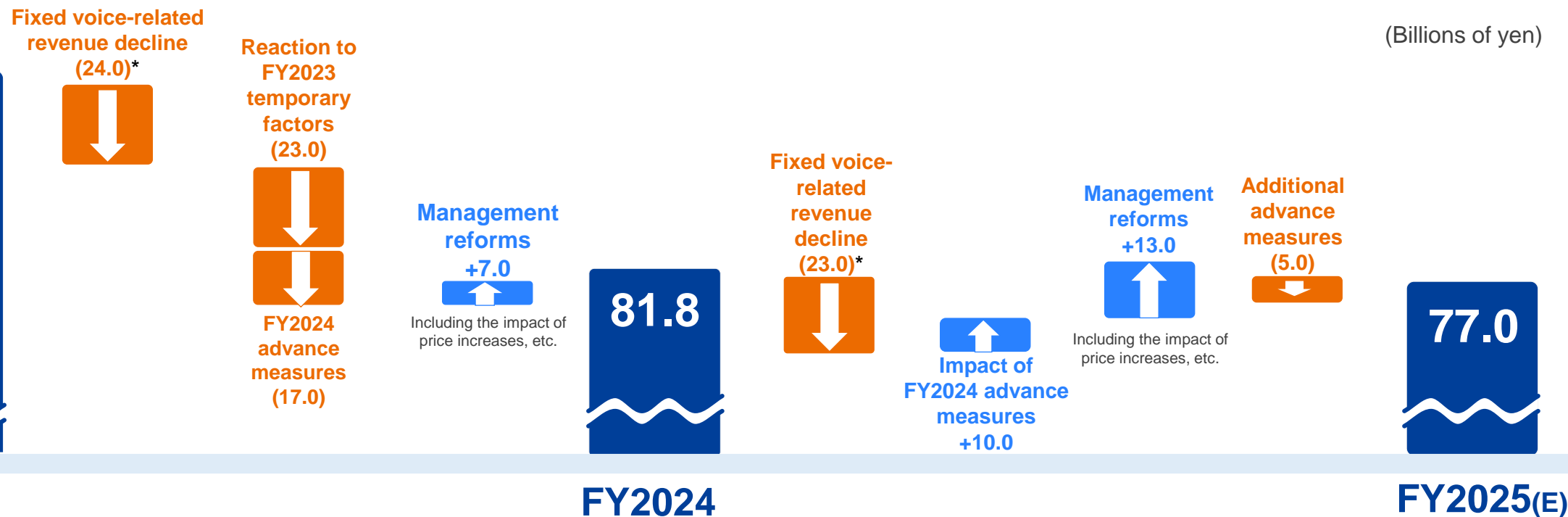
Status and Forecast of Operating Profit

● FY2024

Despite the expansion of businesses in growth areas and cost improvements, year-over-year profits decreased due the effects of declines in fixed voice-related revenues as well as the effects of reactions to FY2023 temporary factors and advance measures for continual future growth.

● FY2025

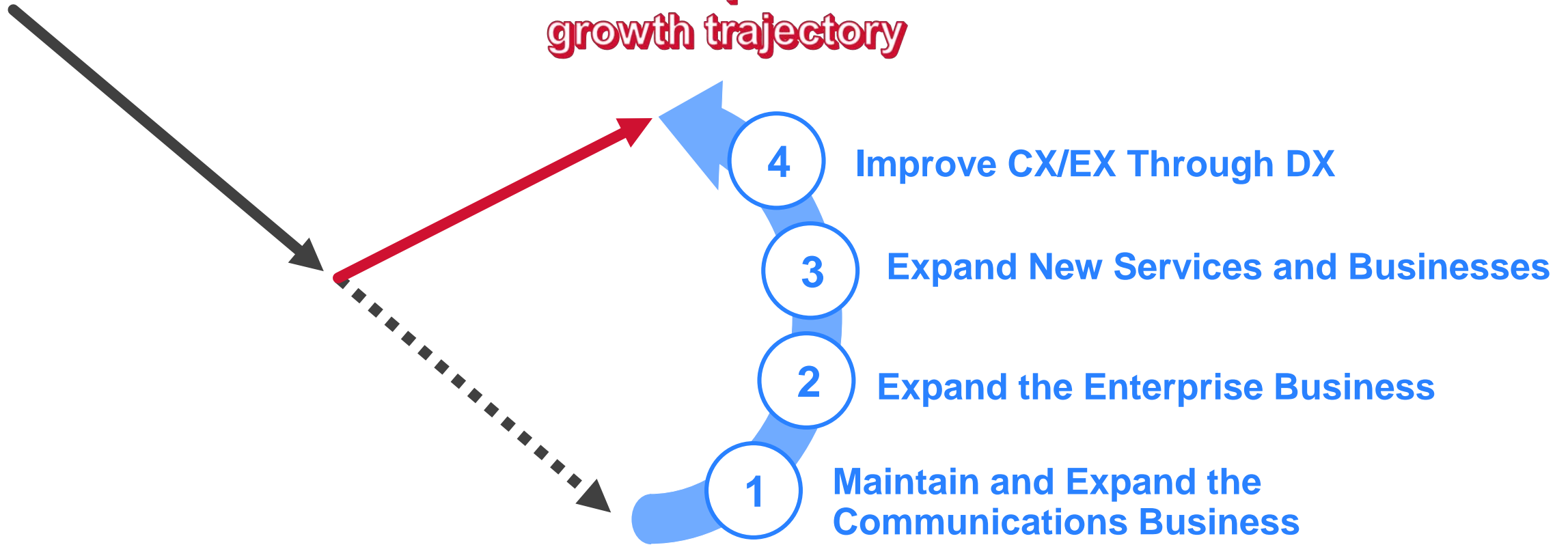
Although fixed voice-related revenues continue to decline, NTT West aims to increase year-over year profits, excluding additional advance measures, through the expansion of businesses in growth areas and constant cost improvements (We will continue to implement advance measures to ensure future growth).



*Excluding high value-added services (Wi-Fi, security, cloud services, etc.)

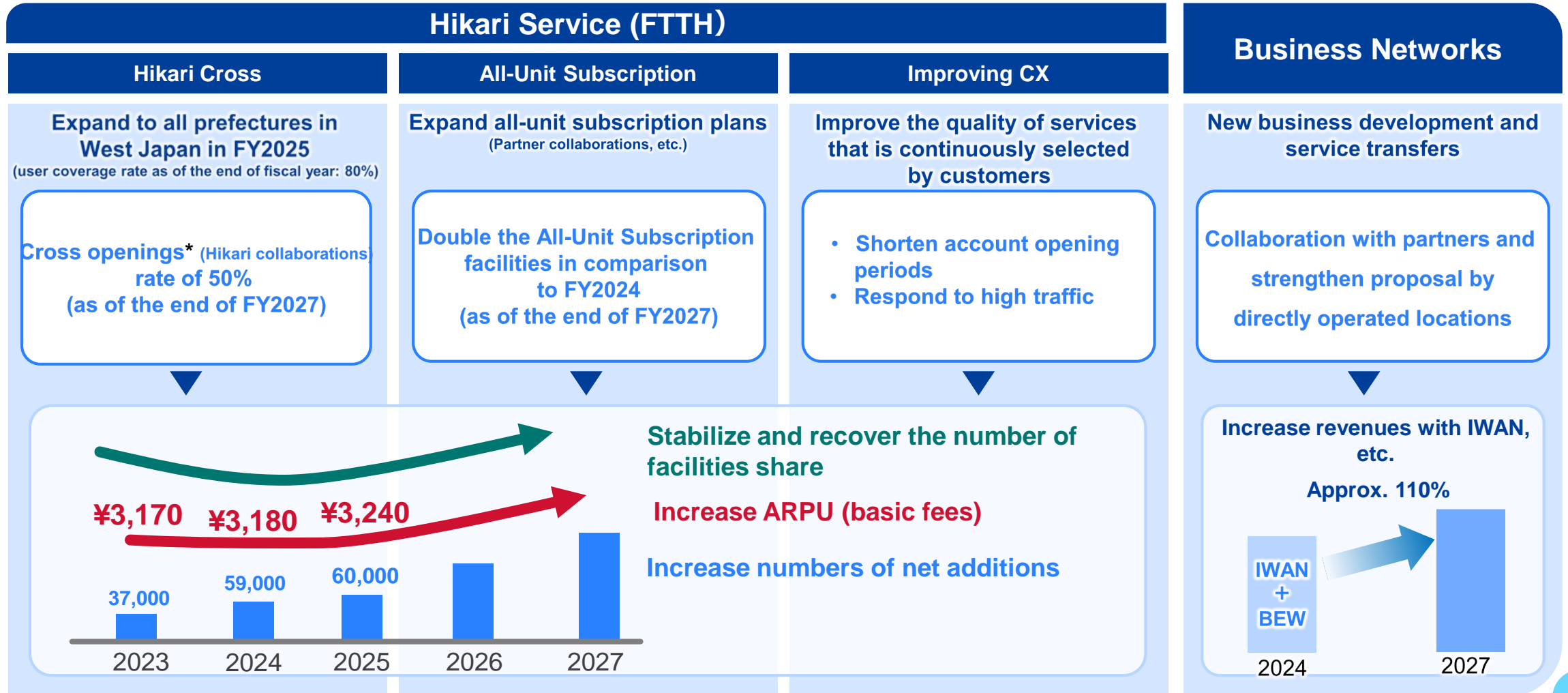
Specific Initiatives for FY2025

**Shift to a profitable
growth trajectory**



1. Maintain and Expand the Communications Business

- With respect to Hikari service, we aim to stabilize and recover facilities share by increasing the numbers of net additions and ARPU (basic fees) through expanding sales of Hikari Cross and all-unit subscription services and improving CX.
- For business networks, we aim to increase revenues with IWAN through new business development and service transfers.



*: Percentage of FLET'S Hikari Cross openings to total optical openings (within areas where FLET'S Hikari is offered)

2-1. Expand the Enterprise Business

- Provide comprehensive support from cloud computing to in-office ICT environments by expanding managed services and enhancing the operation center (MC-SOC) to solve customers' ICT issues
- Aim to increase revenue and profit in the enterprise business by approximately 10% (in FY2025; vs. previous year).

Customer ICT Issues

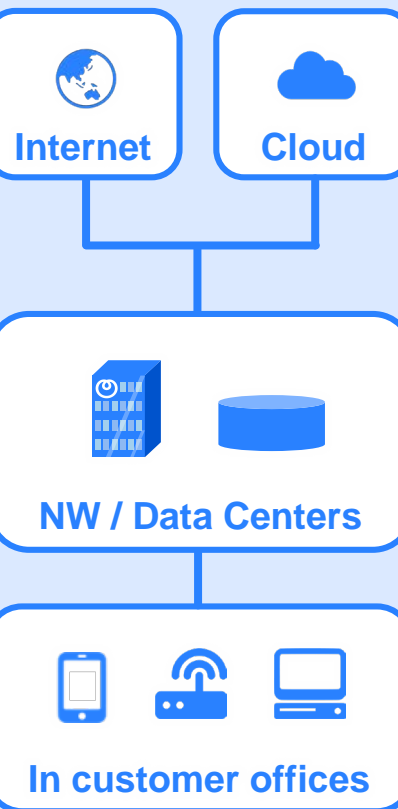


NW + Managed Services Expansion

Operations center provides system setup and operational support for customers

- NW construction, setup
- Security/equipment monitoring
- Various system setting modification
- Troubleshooting
- reporting

Comprehensive offering including operational support



Government cloud connection support services

Secure connections to cloud services for regional revitalization ~ government cloud services + operational support

Managed SD-WAN

Provide secure network between locations
Centralized NW management by controller

Scheduled to launch in October 2025

New Support Service (Support for information system personnel)

IT support for small to mid-sized businesses (DX/information system operation, etc.)

Plan to gradually expand connect services and managed services from FY2025~
26

2-2. Information System Support Service (Provisional Name)

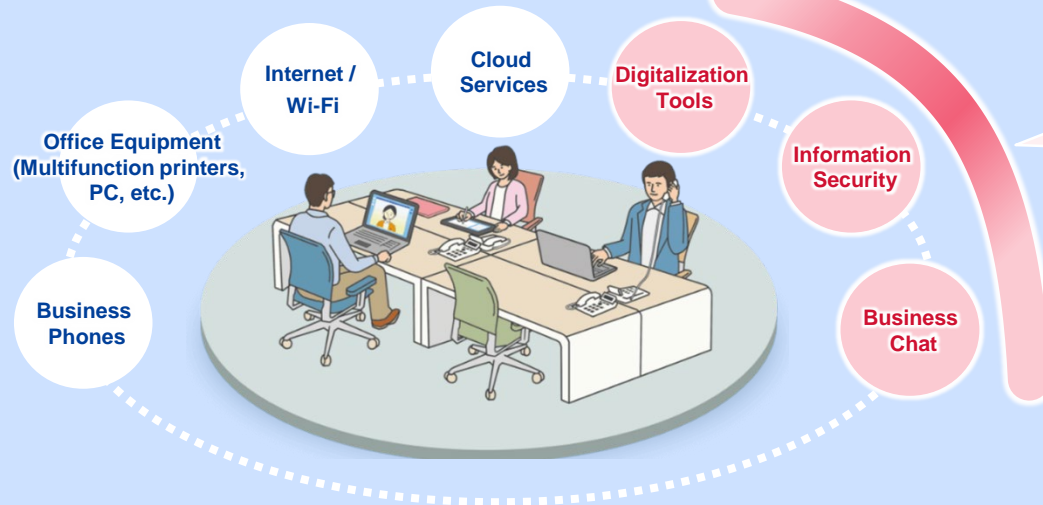
Provide services to support the resolution of a variety of issues faced by information system personnel at small to mid-sized businesses, such as “managing extensive IT assets,” “security measures and operations,” and “improving productivity through the introduction of digitalization tools”

Services launch date **October 2025 (Scheduled)** ➔ **Pre-sales to begin in June**

NTT West will fully support small to mid-sized businesses



Nにしょ。



Information System Support Service (Provisional Name)



Centralized information on services used
(Business My Page)



Centralized help desk for guidance on how to
use DX/OA apps and troubleshooting PC/NW issues



Streamlined IT asset security management



Centralized management of NW mapping to
enable quick responses to failures at each location



Business visualization to support DX initiatives



Secure business chat (elgana)

2-3. Utilize Generative AI

- Utilize generative AI services to streamline customer operations and resolve issues caused by operational capacity and labor shortages, etc. Aim to create a ¥10 billion scale generative AI related business.

Features of Generative AI Services offered by the NTT West Group

Handles everything from implementation to operations

法人向け
生成AI
サービス

Implementation

Generative AI courses,
study sessions, workshops

Generative AI talent development support

Operations

Usage log analysis,
Utilization support, etc.

Prompt engineering assistance

Enhances workflow functions

- Implement input form settings that allow you to easily specify conditions and create templates functions that match your business flow.



Creating a ¥10 billion scale generative AI related business

Utilization Example

Drafting answers for customer support

before

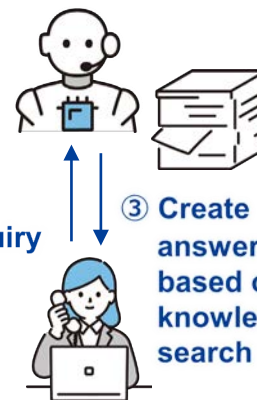


- When responding to inquiries, necessary references to policies and guidelines make it a labor-intensive and time-consuming process.
- Answers may be inconsistent depending on the person

after

① Install internal documents (manuals, etc.)

② Enter Inquiry details



③ Create answers based on knowledge search (RAG)

- Reduced operator workload
- Standardized quality of responses

3-1. Expand New Services and Businesses ①

- Expand Comic Cmoa, one of the largest e-book stores in Japan (with more than 40 million monthly users and over 1.4 million books).
- Aim to achieve company-wide sales of ¥100 billion in FY2027 by strengthening comprehensive efforts, from original comic production to licensing development, and expanding business into global markets.

Solmare Revenue Expansion

Comic Production



New Initiatives
from FY2025
onwards

Expand products such as *shonen* manga

In-house production of scenarios/plans, collaboration with editing and production companies

Acquire products through collaboration with foreign publishers

Product Sales



Licensing Development



Publications



Drama



Anime/Movies



Merchandise

Comprehensive Implementation

Revenue Target
of
¥100 Billion
for FY2027



Domestic Business Expansion



Approx. ¥95.0



Global Expansion



Approx. ¥5.0

3-2 . Expand New Services and Businesses ②

- Entered into a capital alliance with a European company for research and development of autonomous-driving EV buses in order to advance real-world implementation of autonomous vehicles.
- In FY2024, demonstrations and tests were conducted with 12 local governments. We plan to further expand such demonstrations and tests, with the aim of introducing autonomous-driving EV buses to approximately 20 local governments in FY2025.

Autonomous-Driving EV Bus Solutions

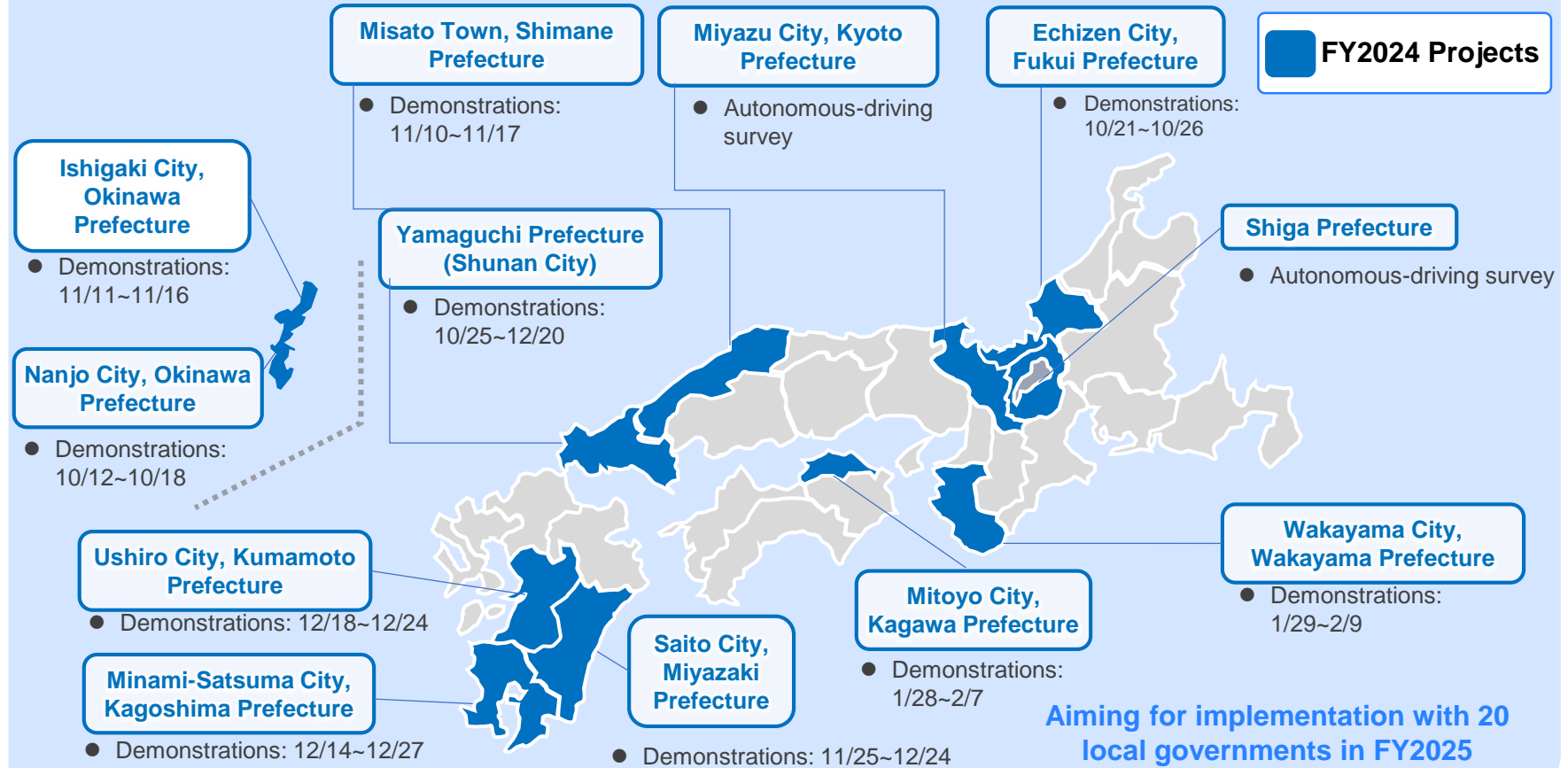


August 2023

Entered into a strategic alliance with Macnica, a domestic leader in autonomous-driving EV buses

August 2024

Invested in Navya Mobility, a French company that researches, develops and manufactures autonomous-driving EV buses, with a proven track record in over 26 countries worldwide



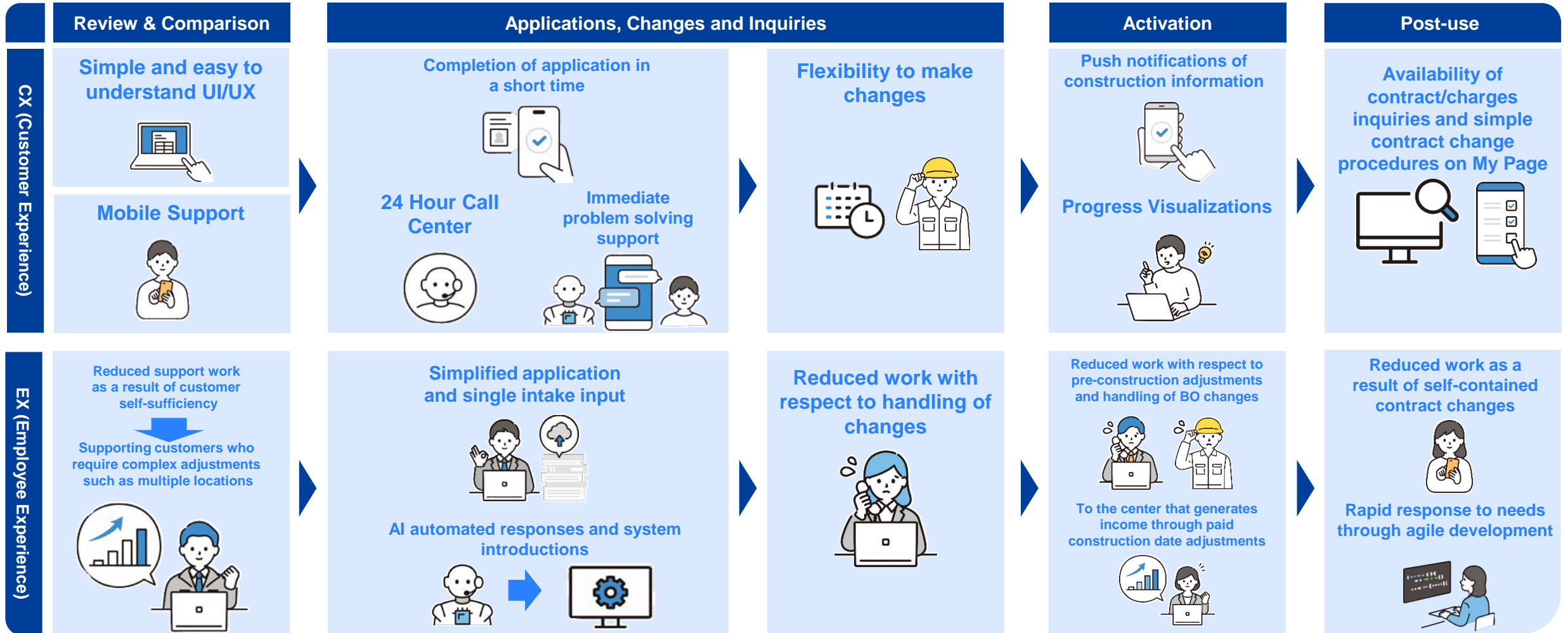
4. Improve CX/EX Through DX

➤ Advance communications operations reform to achieve “speedy processing any time and place.”

Web order
ratio of 60%

Complete applications
within 10 minutes

Flow-through
rate of 60%



Initiatives at The Expo 2025

- Providing various use cases of IOWN that combines low power consumption, high quality, large capacity, and low latency transmission inside and outside the venue.

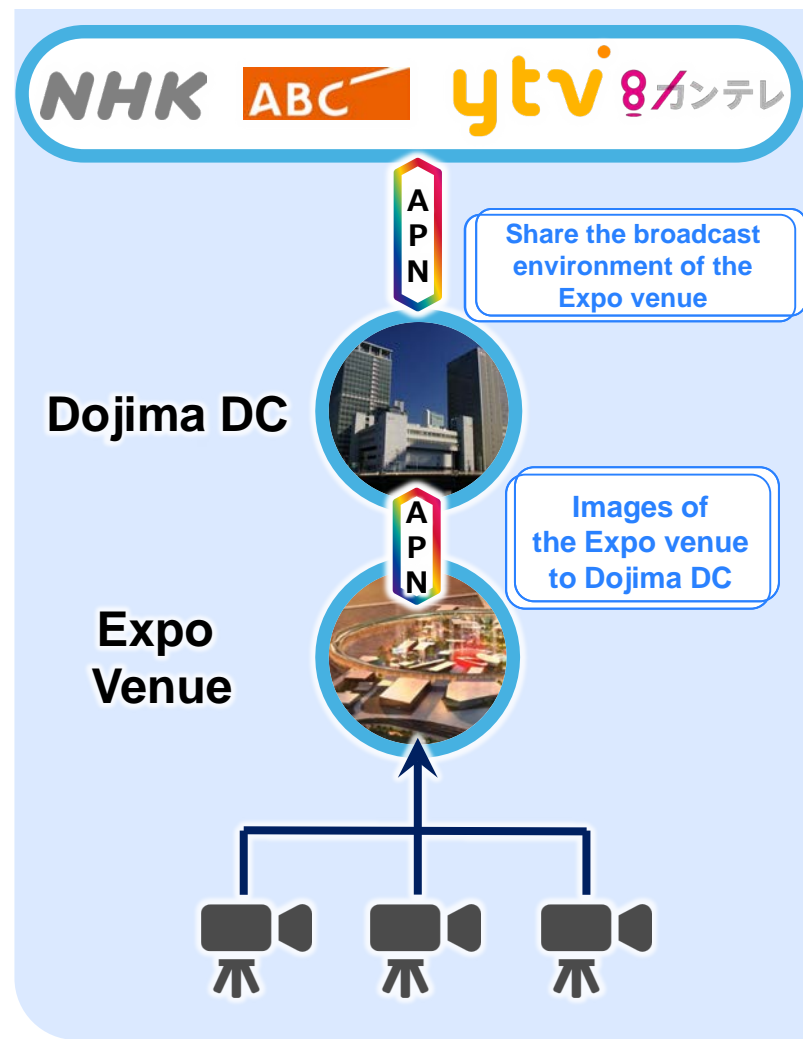
NTT Pavilion Video



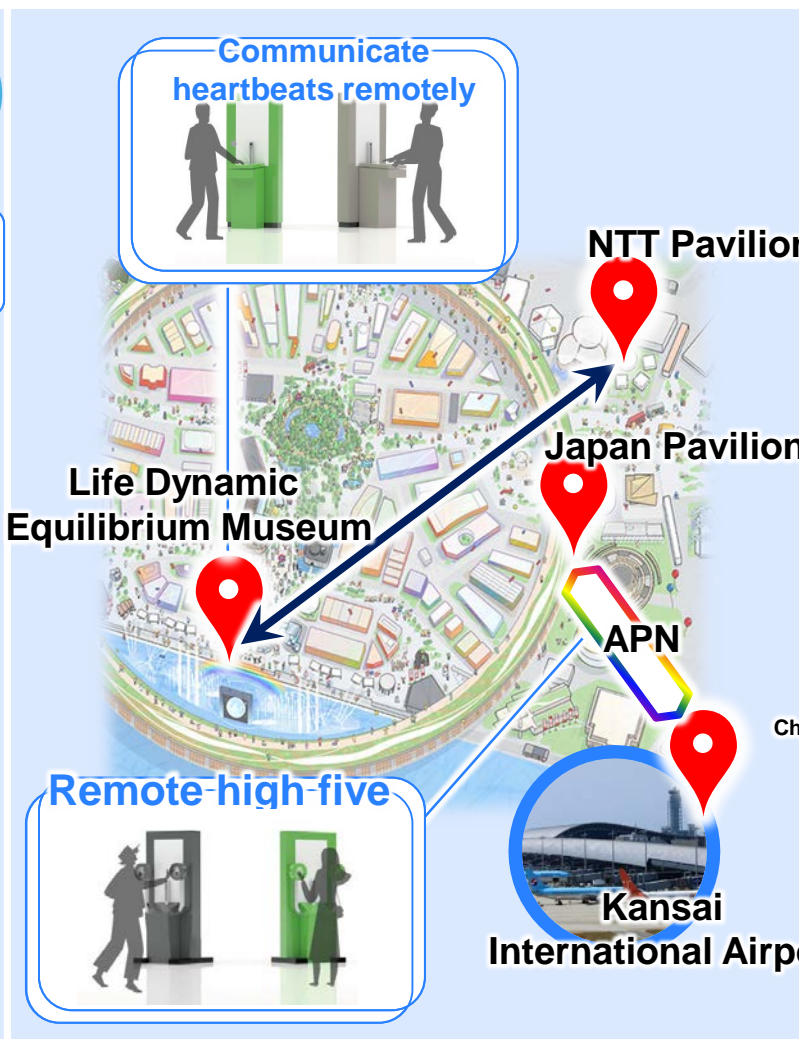
NTT PAVILION EXPO 2025

PARALLEL TRAVEL

Remote Production



Interactive Communications



Super Kabuki 5/24,25



Progress of Initiatives to Strengthen Information Security

| Item | March 31, 2025 Announcements |
|---|---|
| Visualization of Risk | <ul style="list-style-type: none">• Conducted second-line inspections of systems containing important information (March 2025)• Began SDLC governance operations (a process of checking if necessary functions are provided before each system construction, modification/renewal, and disposal) (October 2024) |
| Minimization of Risk Points | <ul style="list-style-type: none">• Began implementing file relay gateways to ban the use of USB in principle (January 2025)• Expanded introduction of Secure FAT, which has excellent security, to group companies (February 2025)• Strengthened management policy for long-term employees with privileged accounts (February 2025)• Completed development and operation environment construction for VDI conversion of business terminals in preparation for implementation in FY2025 (March 2025) |
| Sophistication of Monitoring and Thorough Inspections | <ul style="list-style-type: none">• Expanded the use of alert detection mechanisms using log analysis PF to group companies (February 2025)• Expanded the implementation of behavior detection target system (EDR) (March 2025) |
| Strengthening of Information Security Promotion Systems | <ul style="list-style-type: none">• Held an advisory board meeting and deepened awareness of the direction of future security measures through discussions with external experts (October 2024)• Held a Security & Trust Committee meeting to confirm the progress of each project development and discuss new measures (February 2025)• Issued messages from management executives (January 2025), and completed training for all presidents and executives (January and February 2025) |

Reference (For further information on the progress of NTT West Group's efforts to strengthen information security in light of the illegal access of customer information)*
<https://www.ntt-west.co.jp/corporate/security/>

*Japanese only



New Company Name: NTT WEST, Inc. (July 1, 2025~)

「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。