

愛される未来へつなげよう。



Financial Results for the Fiscal Year Ended March 31, 2026 (27th Term)

May 8, 2026

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.

FY2025 Financial Results and FY2026 Financial Results Forecast

- In FY2025, NTT WEST's operating revenues increased for the first time in four quarters, and operating profit rose for the first time in two quarters.
- In FY2026, NTT WEST aims to continue increasing operating revenues and operating profit

(Billions of yen)

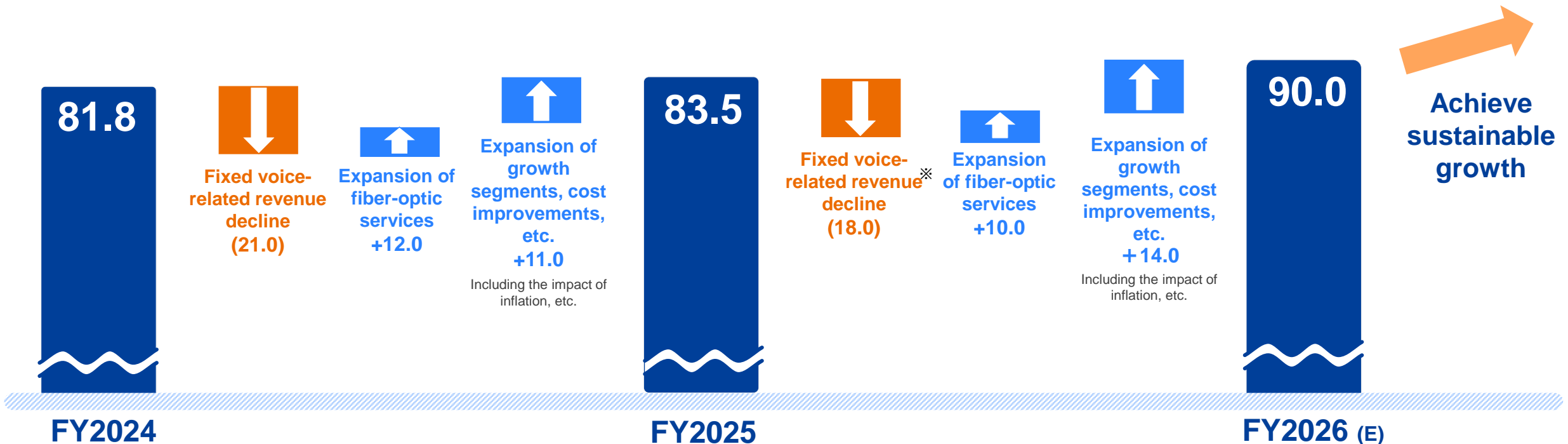
IFRS (Consolidated)	FY2024 Results	FY2025 Results	FY2025		FY2026 Forecast	FY2026
			Year-over-year	Compared to Forecast		
Operating Revenues	1,468.6	1,504.2	+35.5	+32.2	1505.0	+0.8
Operating Profit	81.8	83.5	+1.6	+6.5	90.0	+6.5
Profit*	60.8	53.2	(7.6)	+3.2	54.0	+0.8
EBITDA	291.8	289.9	(1.9)	+2.9	295.0	+5.1
Capital Investment	239.8	251.2	+11.4	+1.2	245.0	(6.2)
Net Increase (Decrease) in Hikari Subscriptions (Number of Subscriptions)	+59,000 (10.34 million)	+95,000 (10.44 million)	+37,000	+35,000	+100,000 (10.54 Million)	+5,000

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

Status and Forecast of Operating Profit

- Although there has been a decline in fixed voice-related revenue, operating profits increased in FY2025 due to the expansion of fiber-optic services and growth businesses, as well as ongoing cost improvements
- NTT WEST aims to increase operating profits in FY2026 by continuing various initiatives, and we will further accelerate these efforts to ensure sustainable growth in FY2027 and beyond

(Billions of yen)



※Excluding the impact of the rate revisions

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Specific Initiatives for FY2026

01

Maintain and Expand the Communications Business

02

Expand the Enterprise Business

03

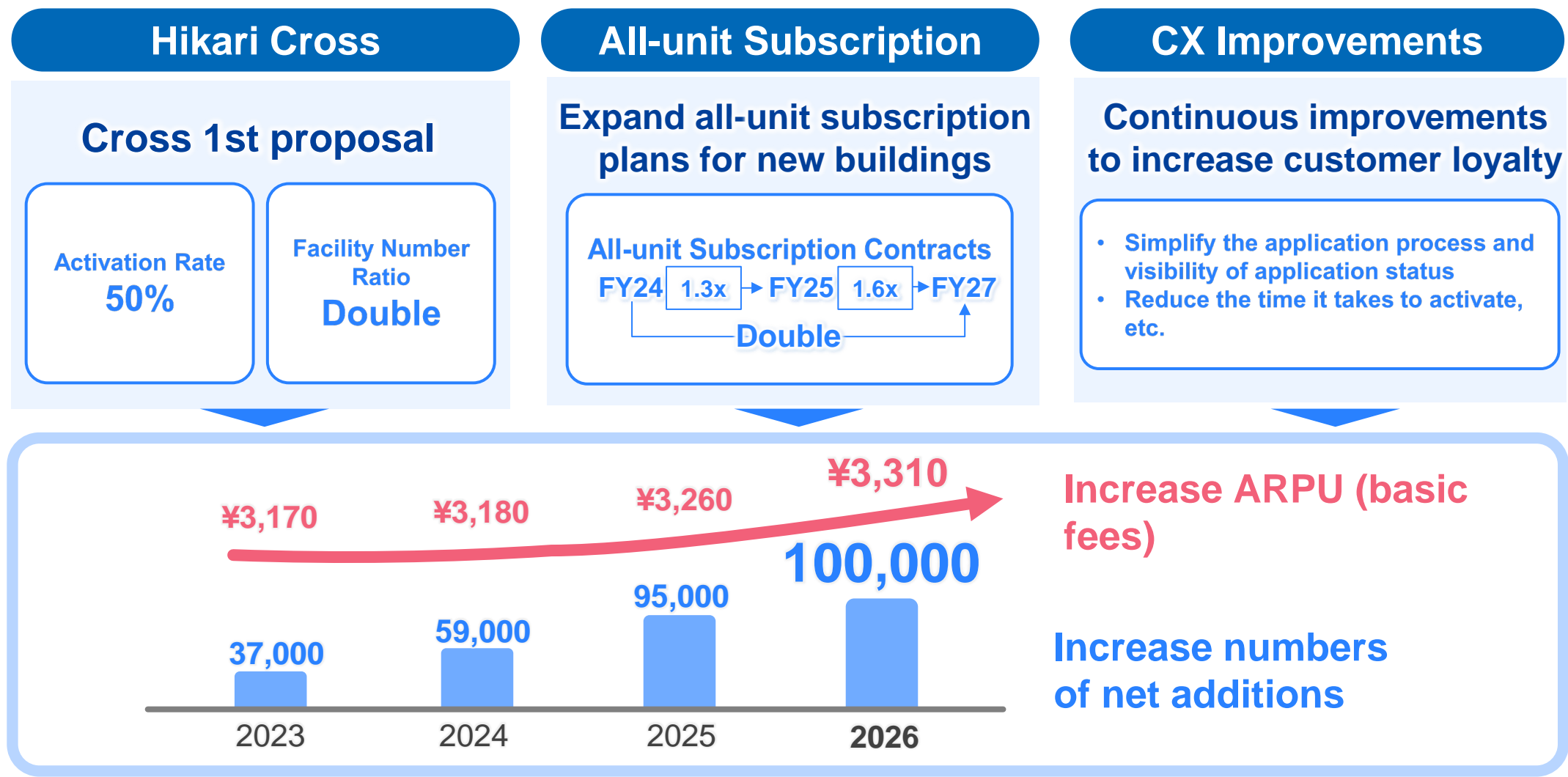
Expand New Services and Businesses

04

CX/EX Improvement / AI Implementation

1-1. Maintain and Expand the Communications Business ~Hikari Services~

- We aim to expand sales of Hikari cross and all-unit subscriptions, and improve CX to increase net subscriber numbers and ARPU (basic fees)

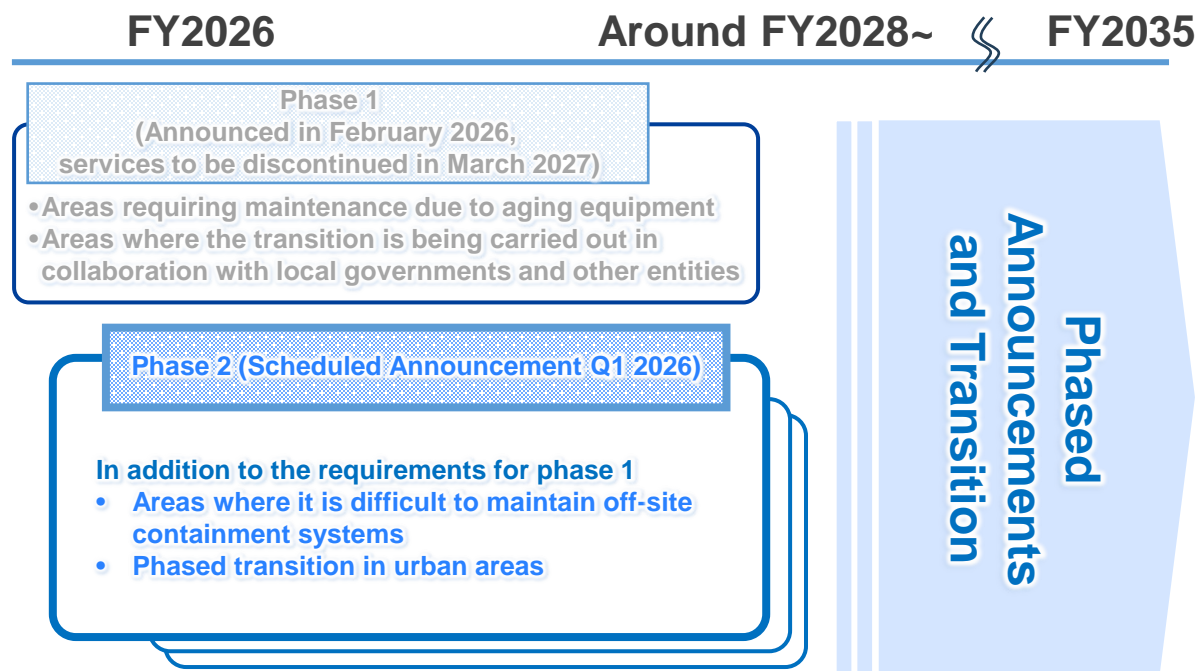
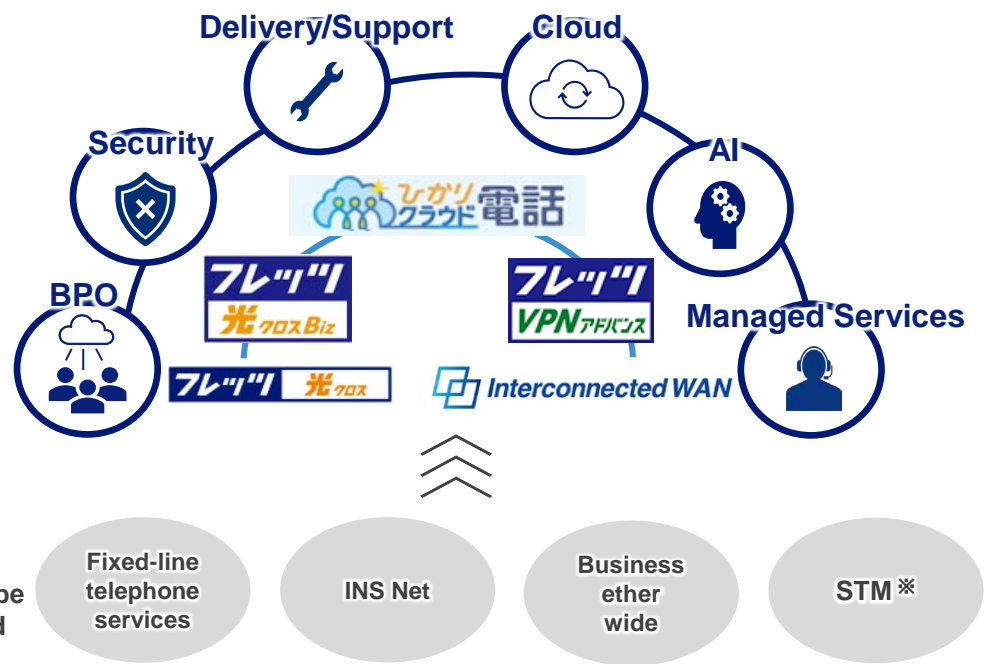


1-2. Maintain and Expand the Communications Business ~Service Transfers~

- ❑ We are implementing network optimization proposals for half of the services scheduled to be discontinued in FY2026
- ❑ We are implementing a preemptive transition of fixed-line telephone services (Phase 2 scheduled to be announced in Q1 2026)

Proposing Network Optimization for Approximately Half of the Services Scheduled to be Discontinued (approximately 500,000 business lines)

Implementing an Early Migration of Fixed-Line Telephone Services



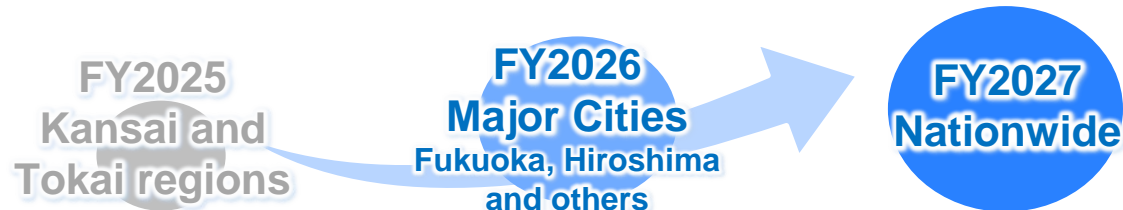
<Reference> Future Fixed-Line Telephone Services: Service Migration from Copper Lines to Fiber-Optic or Mobile Lines
<https://www.ntt-west.co.jp/denwa/2035denwa/>

1-3. Maintain and Expand the Communications Business ~IOWN (All-Photonics Connect)~

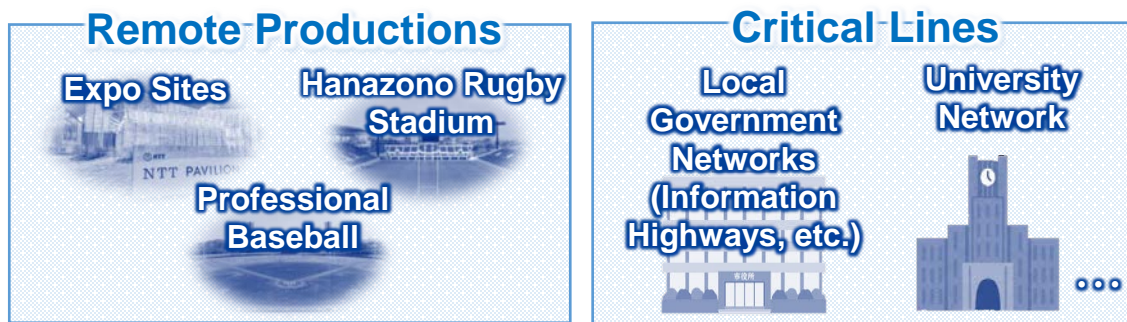
- ❑ Demand for use cases is materializing, such as Expo 2025 and rugby broadcasts
- ❑ We aim to increase the number of projects by first expanding the coverage area in major cities
- ❑ As data centers are concentrated in urban areas where land and power are in short supply, we are connecting data centers via IOWN to transition to a decentralized regional model

Expansion of Coverage Areas and Projects

FY2026 Expansion to major cities
FY2027 Nationwide Expansion



The project is currently expanding by about tenfold



From an Urban Model to a Decentralized Regional Model

Conventional Urban Model Data Centers
To ensure quality, distances of 10~30km between data centers is the norm
Growing demand for data centers is leading to a shortage of electricity and land

By connecting data centers via IOWN, challenges related to land, power, costs and quality can be addressed through regional decentralization



2. Expand the Enterprise Business ~Zero Trust Managed Service (Tentative Name)~

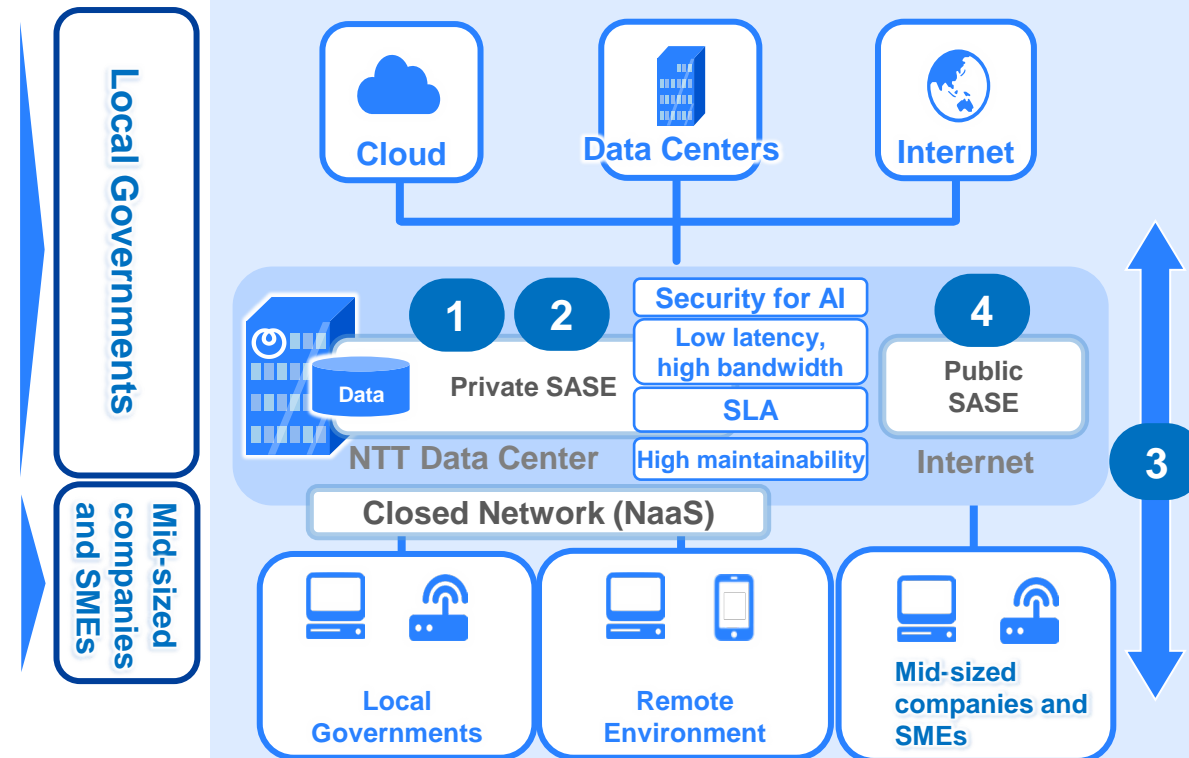
- We plan to launch a managed service offering a Zero Trust environment tailored to the scale and industry of our enterprise customers in October 2026 (with options for a public SASE model or a private SASE model)

Features Offered

- 1** A sovereign environment will be achieved by handling security measures and storing logs within NTT's domestic data centers*
- 2** A robust Zero Trust environment with closed networks and private SASE**
- 3** Comprehensive managed services covering everything from customer devices to various Zero Trust features
- 4** Security features tailored to mid-sized and small businesses at a low cost to enable a Zero Trust environment

*Some functions will be processed outside of Japan.

**Secure Access Service Edge: A new network security concept that integrates network and security functions and delivers them through a unified platform.



3-1. Expand New Services and Businesses ~Solmare~

- ❑ Expand of Comic C'moA, one of Japan's largest e-bookstores
- ❑ Strengthen comprehensive initiatives ranging from the production of original comics to licensing for anime and film adaptations
- ❑ Aim to grow revenue to over ¥100 billion by acquiring capabilities in areas such as print publishing and animation in the global market

FY2025

FY2026

FY2027~



Inhouse Original Works



Screened:
October - December 2025

Global Expansion

ただいま、おじゃまされます！



Screening:
April 2026~



Aim to grow revenue
to more than
¥100 billion

Revenue of approx. **¥87.0 billion**

3-2. Expand New Services and Businesses ~VOICENCE~



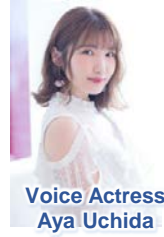
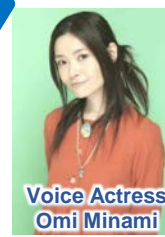
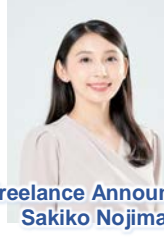
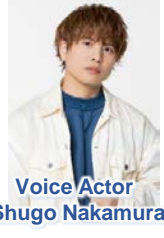
- We launched "VOICENCE," a voice AI business dedicated to protecting "the right to one's voice" and enhancing "the value of one's voice" (October 2025)
- We are continuing to expand our network of partners and corporate clients, and our Trust technology was awarded first place in the "GENIAC-PRIZE".

Expanding the Corporate Use of VOICENCE Partners

In-house Developed Trust technology was Recognized and Awarded First Place in NEDO's "GENIAC-PRIZE"

(Titles omitted) 4 People as of October 2025

9 people and 1 company as of March 2026



amuleto

amuleto

<VOICENCE Case Studies>

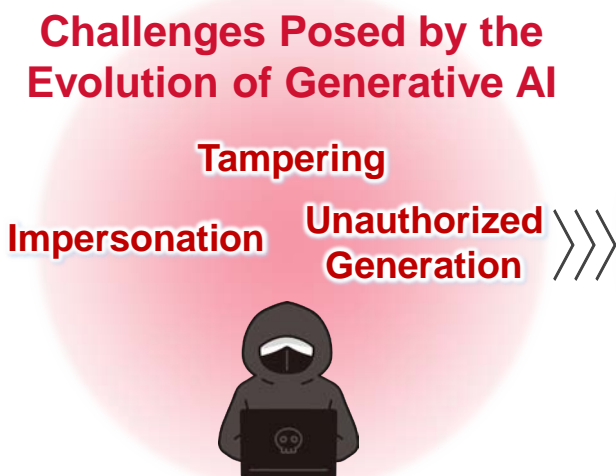
Tabio Corporation

Pre-event social media announcements and in-store radio broadcasts for the birthday celebration campaign



Mizkan Holdings Co., Ltd.

Audio for business presentations
Audio for in-store promotions



* A prize-based program (contest) organized by the Ministry of Economy, Trade and Industry and NEDO aimed at the societal implementation of generative AI
* NEDO: National Research and Development Agency New Energy and Industrial Technology Development Organization

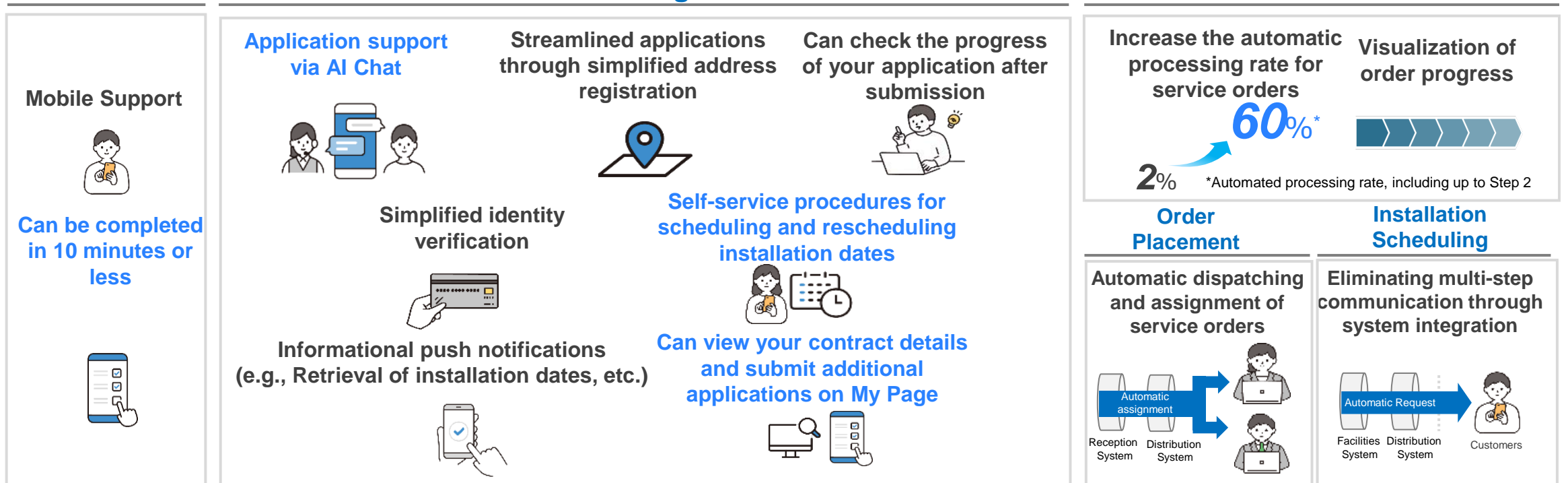
4-1. CX/EX Improvement ~Telecommunications Operations Reform~

- By the Q4 FY2026, we will implement a simplified application process, flexible modification support, and progress visualization
- Enhancing CX by making the standard a “web experience that is actually easier”
 - In STEP 1 (Q4 2026), we will implement “customer self-service/automated order fulfillment” for key products, primarily FLET’S Hikari
 - In STEP 2 (Q4 2027), we will streamline the service ordering process for our partner companies

Pre-Order

Application, Changes, and Other Procedures ~ Installation ~ During Service Use

Application ~ Coordination ~ Installation



4-2. AI Implementation

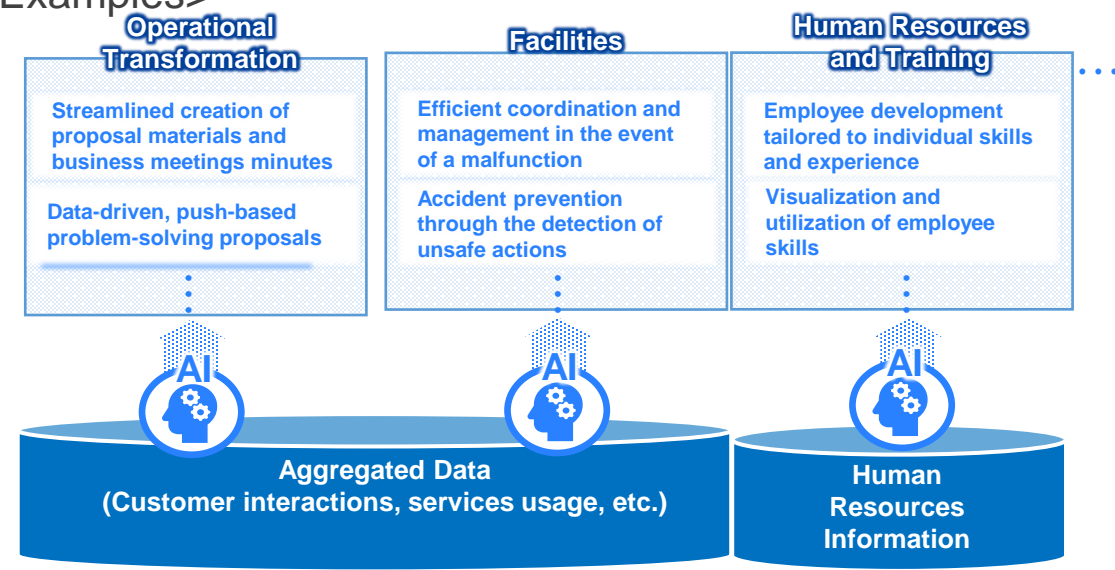
- Including the effects of initiatives to reform telecommunications operations, we aim to achieve cost savings of ¥14 billion by FY2030
- The AI business is expected to generate projects worth ¥50 billion by FY2030

AI for Internal Company Use

AI Based Business-Transformation

Improved customer experience and fundamental streamlining of business processes through the utilization of AI

<Examples>

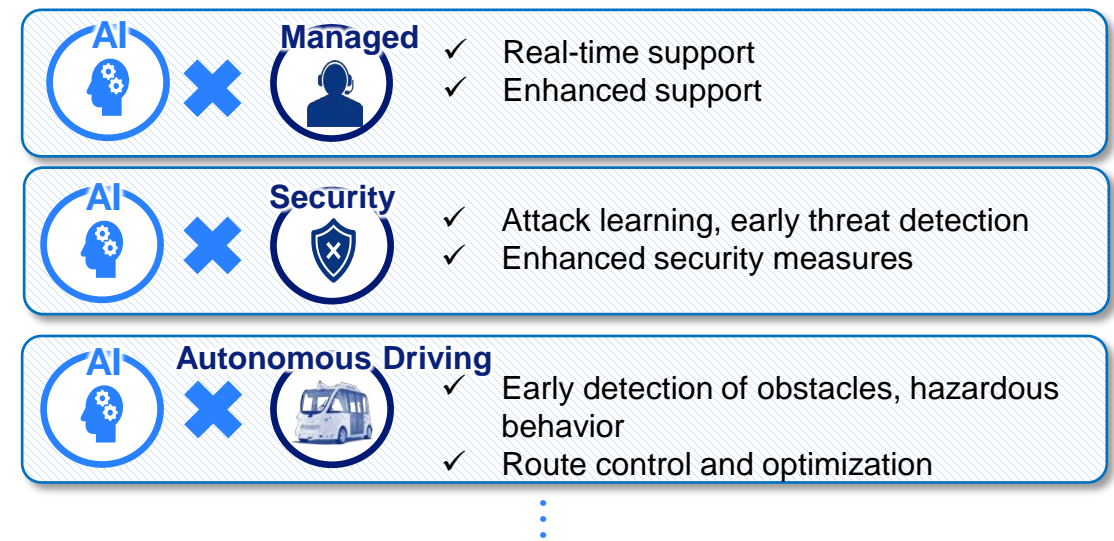


AI for Customers

Expansion of the AI Business

Delivering new value to our customers through the advancement of AI-driven services

<Examples>



Status of the Progress Towards Strengthening Information Security (Announced on March 31, 2026)

- ❑ Measures to combat internal misconduct are scheduled to be completed by the end of FY2026 as planned
- ❑ As a security-first company, we will continue to strengthen our information security measures without letting past incidents or the countermeasures taken fade from memory

Measures to Combat Internal Misconduct	Specific Measures
<p style="text-align: center;">Visualization of Risk</p>	<ul style="list-style-type: none"> ■ On-site inspections and risk mitigation measures for systems containing critical information ■ Identifying and managing risks using the “IT Asset Risk Management Database”
<p style="text-align: center;">Minimization of Risk Points</p>	<ul style="list-style-type: none"> ■ Policy of phasing out external storage devices such as USB drives ■ Expansion of Zero Trust and layered defense to group companies, and strengthening of account management
<p style="text-align: center;">Sophistication of Monitoring and Thorough Inspections</p>	<ul style="list-style-type: none"> ■ Operating a system that uses AI and correlation analysis to detect unauthorized operations, suspicious access, and other such activities ■ Operating a system for centralized monitoring and response to logs and detected data
<p style="text-align: center;">Strengthening of Information Security Promotion Systems</p>	<ul style="list-style-type: none"> ■ Preventing regulations and manuals from becoming mere formalities through simplification ■ Embedding awareness through layered training and workplace discussions

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



愛される未来って、
どんな未来だろう？

それが、ひとや想いをつないできた
NTT西日本の次の挑戦です。

先進の技術が、
日常の当たり前になるように。
技術とアイデアで、次の量かさを創れるように。
一人ひとりの笑顔や幸せを、もっとつなぎたい。
そんな想いを原動力に。

地域の皆さんの、
いちばん近くにいる存在として、
さまざまな課題にともに向き合い、ともに解決し、
まだ見ぬ未来を切り拓いていきます。
さあ、つなぐのその先へ。

愛される未来へつなげよう。

