

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

May 9, 2025

Nippon Telegraph and Telephone East Corporation

Business Overview

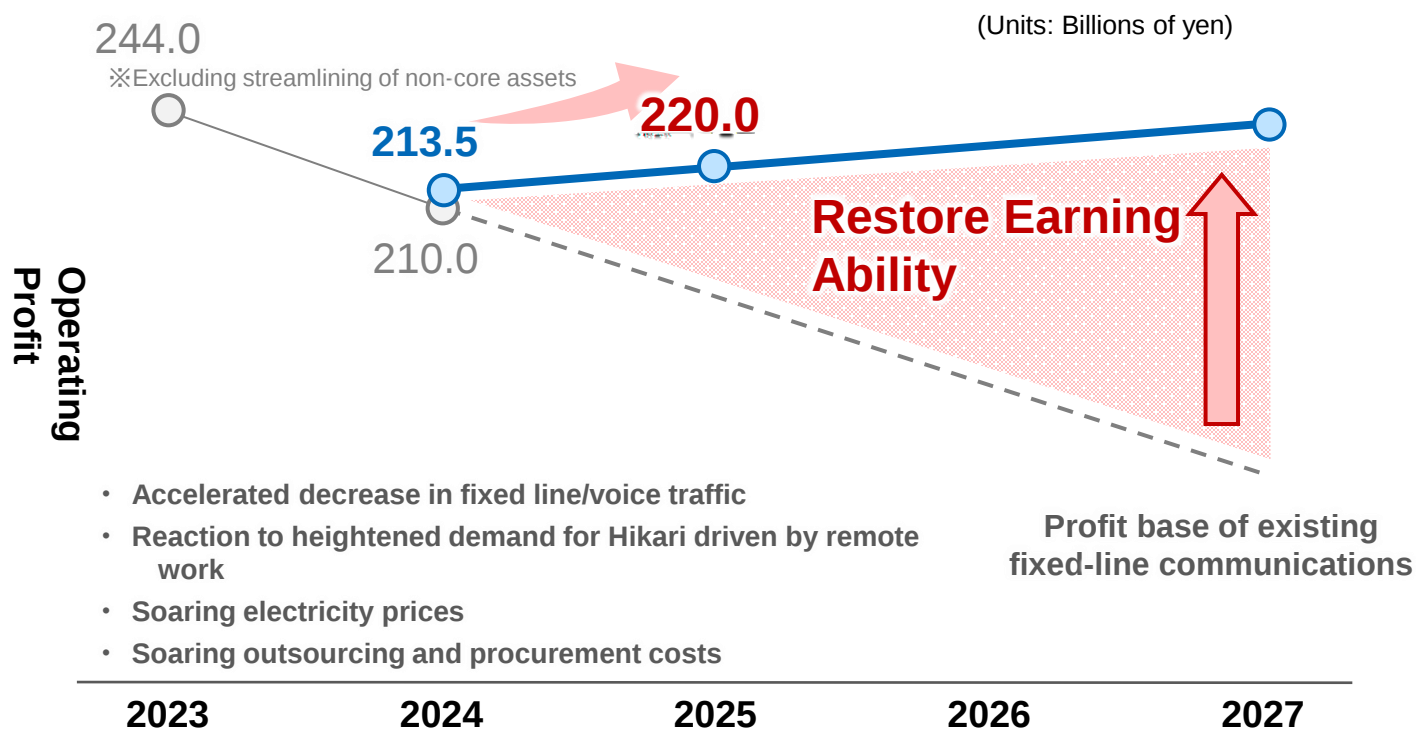
Shifting to a Management Structure that can Generate Long-Term Stable Earnings

FY2024~FY2027 New Medium-Term Business Plan

A one-year downturn
before a comeback



Shifting to a management
structure that can generate long-
term stable earnings

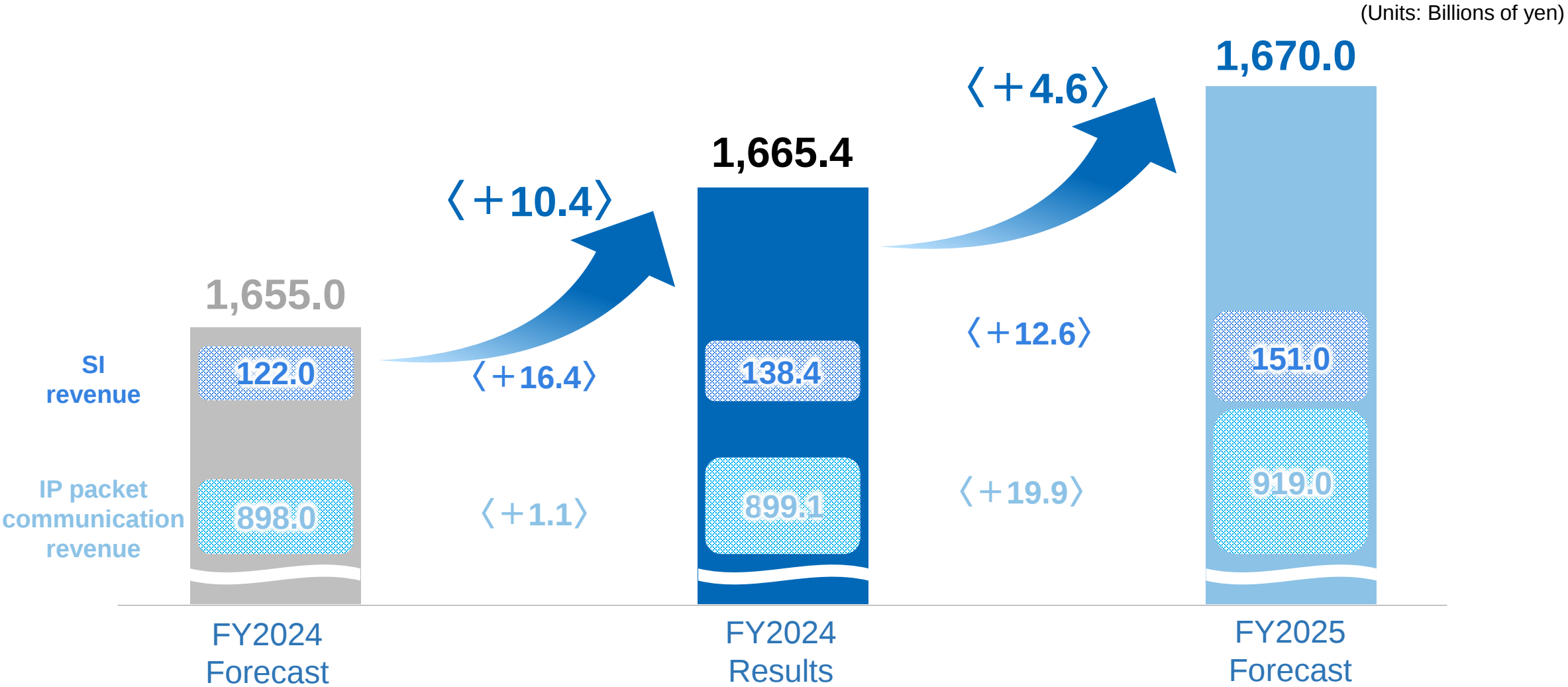


1 Recover Hikari
Services Market Share

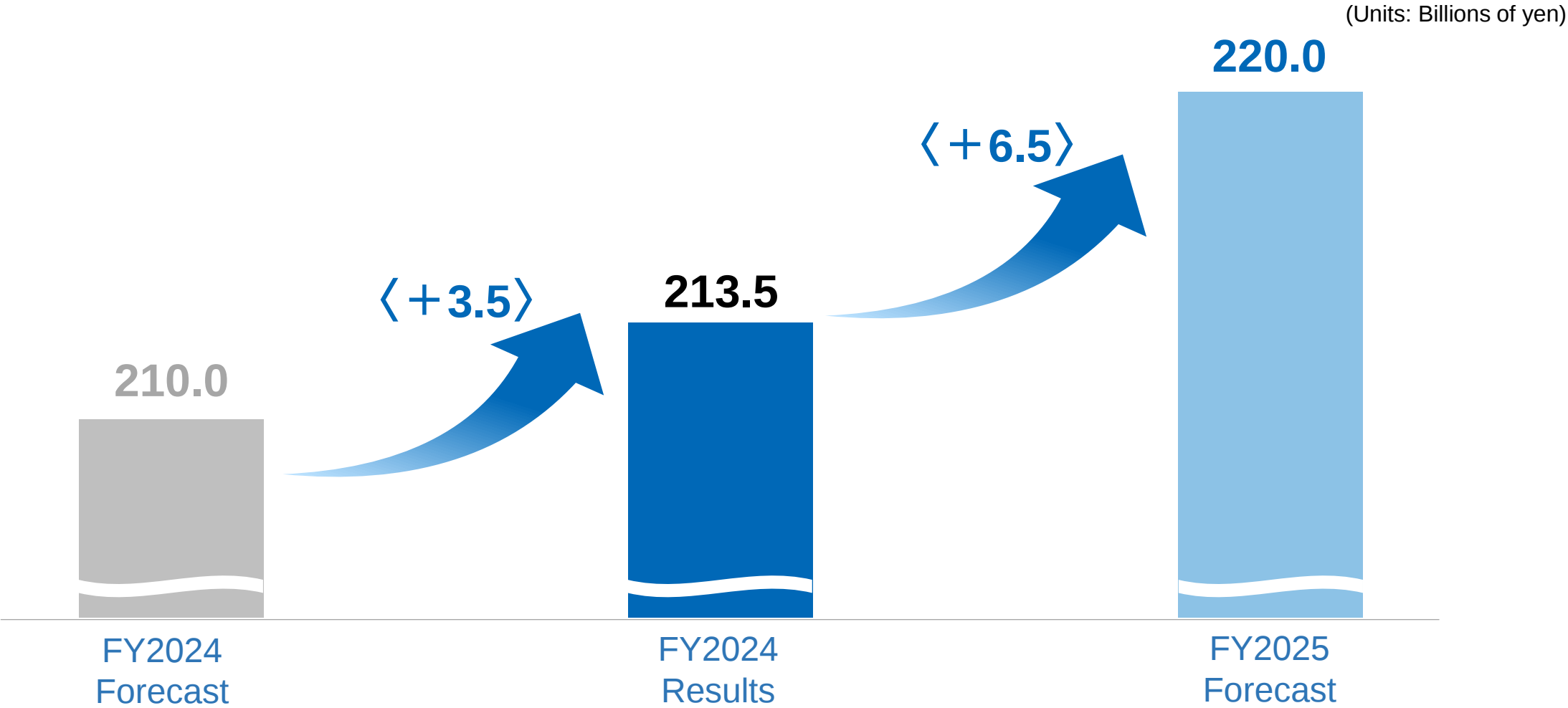
2 Grow the Enterprise Business

3 Expand New Businesses

Operating Revenues (Restore Earning Ability)



Operating Profit (Profit-Turnaround)



(Reference) FY2024 Financial Results Summary and FY2025 Earnings Forecast

(Units: Billions of yen, except Hikari Subscriptions)

IFRS (Consolidated)	FY2023 Results	FY2024 Results		FY2025 Forecast	
			Year-over-year		Year-over-year
Operating Revenues	1,710.5 〈1,655.9※2〉	1,665.4	(4.5) 〈+9.5〉	1,670.0	+4.6
Operating Profit	298.6 〈244.0※2〉	213.5	(85.1) 〈(30.5)〉	220.0	+6.5
Profit※1	206.9	153.5	(53.4)	158.0	+4.5
EBITDA	498.8	426.8	(72.0)	437.0	+10.2
Capital Investment	243.8	251.6	+7.8	277.0	+25.4
Net increase (decrease) in Hikari Subscriptions (Number of Subscriptions)	+40,000 (13.37 million subscriptions)	+70,000 (13.44 million subscriptions)	+30,000	+100,000 (13.54 million subscriptions)	+30,000

※1 Represents profit attributable to NTT East, excluding noncontrolling interests.

※2 Excludes impact of streamlining of non-core assets in FY2023.

Market Trends and Business Strategy

NW Demand and Customer Needs in the Wake of Explosive Digitization

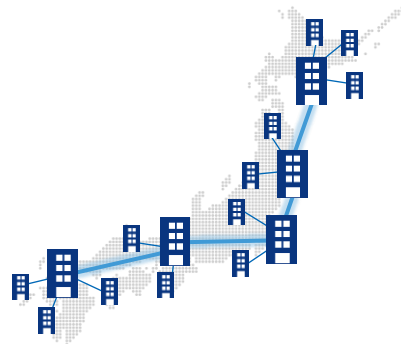
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For Consumers



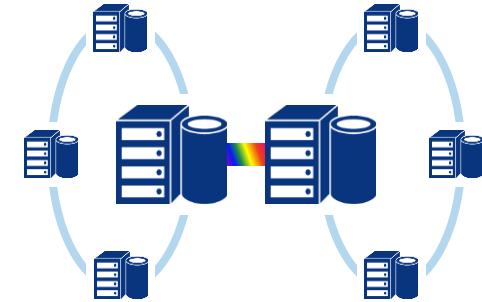
Video services, games,
remote work

For Enterprises



Cloud migration and multi-site
connectivity resilience

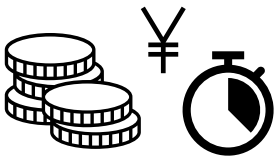
For Hyperscalers



Low latency connections for
generative AI

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Cost and Response Time



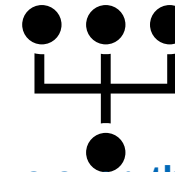
Want low-cost, timely
responses

Remoting and Security



Want to combine remote and
flexible working style with a
secure environment

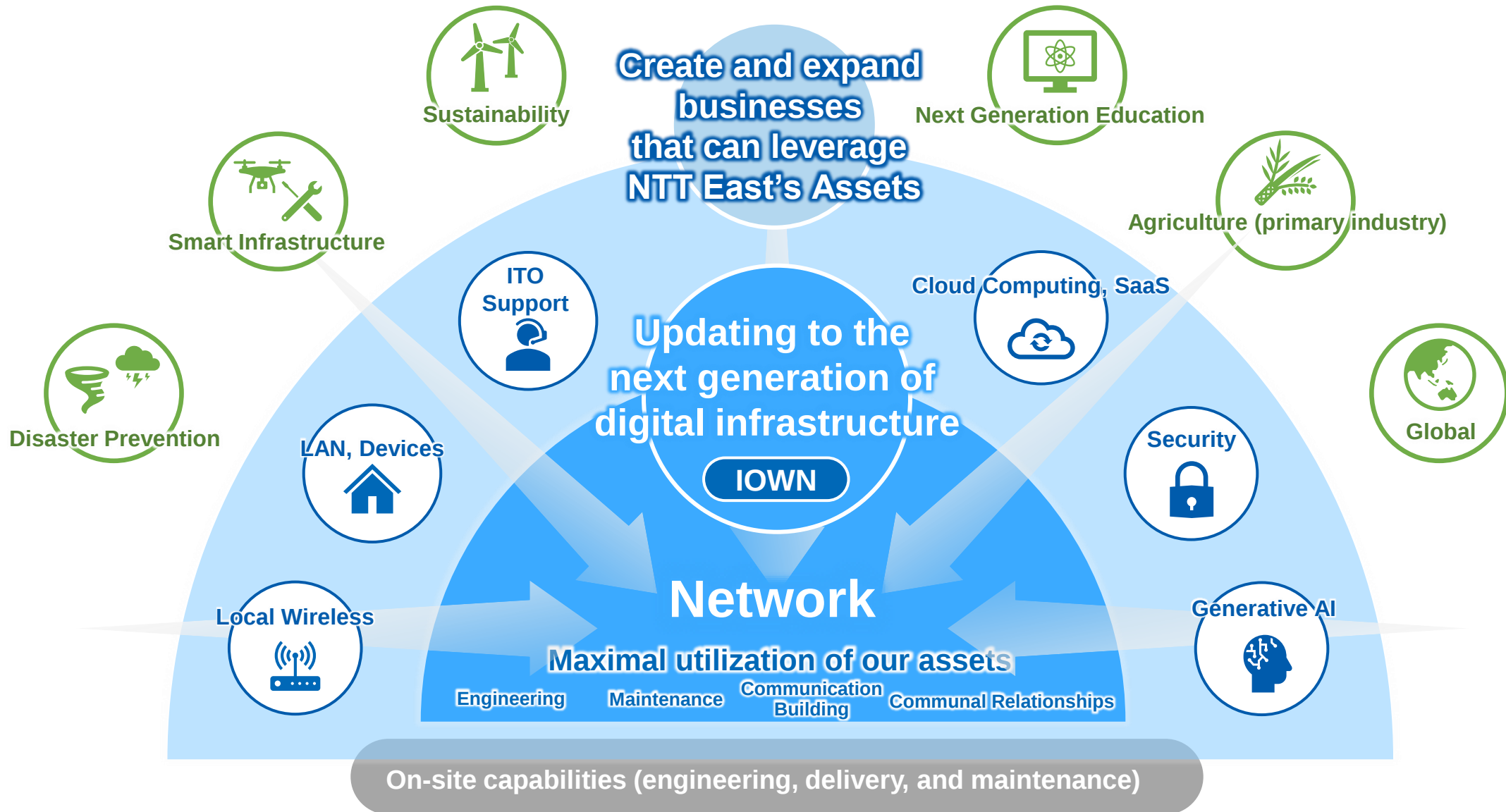
Comprehensive and Centralized Support



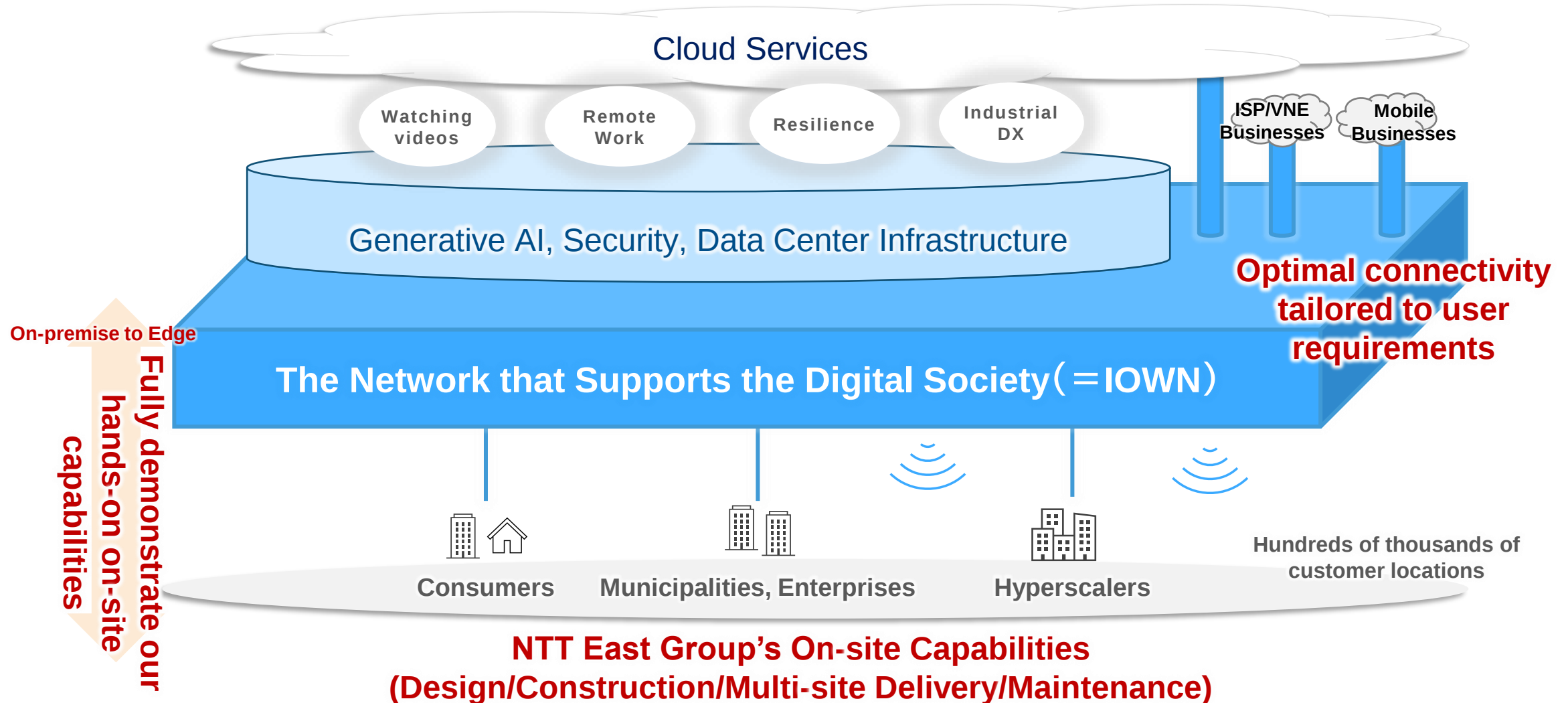
Want to leave everything from full-
site design, investigation,
construction, wiring, maintenance,
and monitoring to professionals
all at once.

Want to consult with a professional who is familiar with my business, industry, or field as a partner

NTT East's Target Business Portfolio

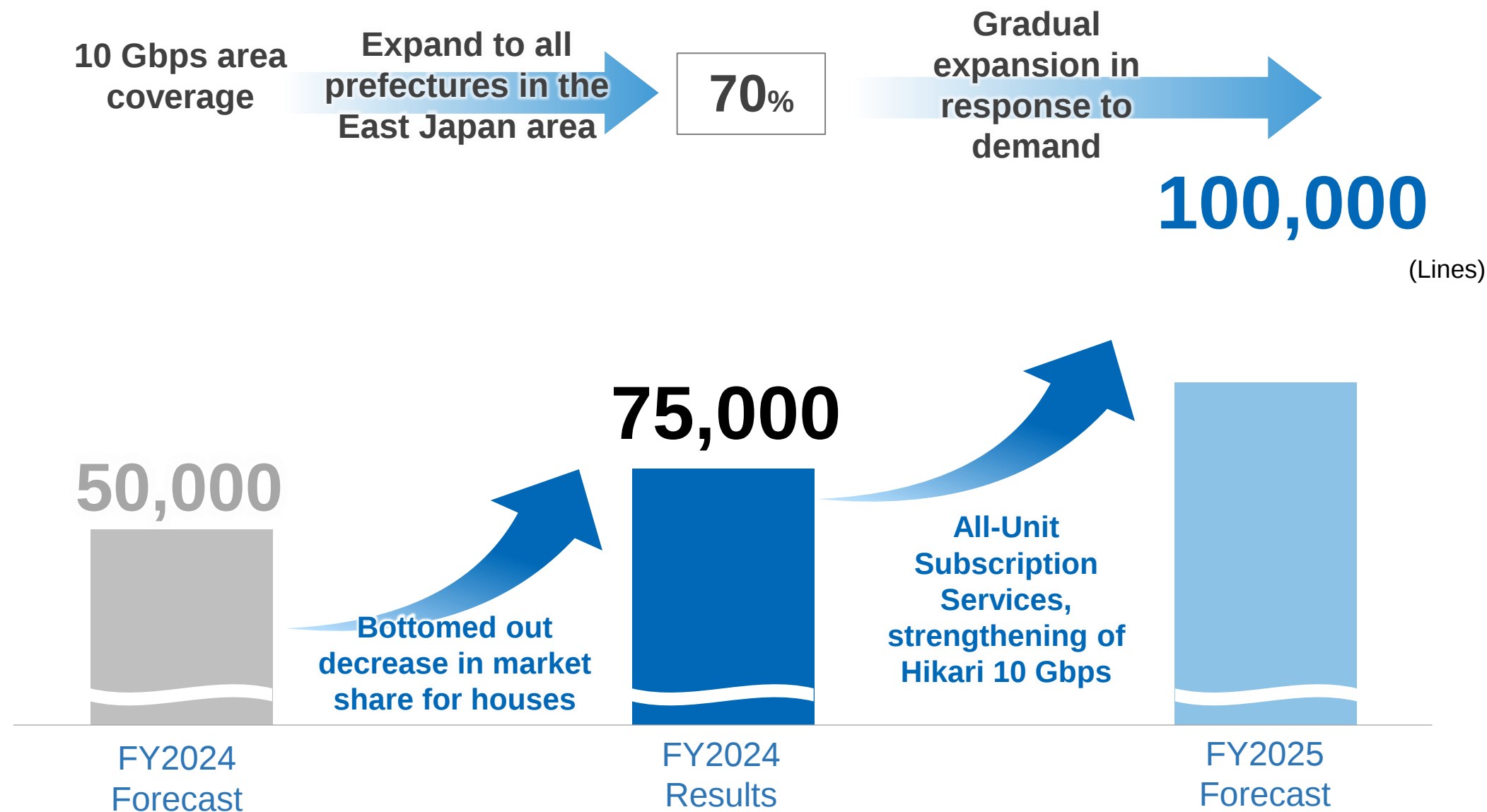


Updating Existing Assets to Next Generation Digital Infrastructure

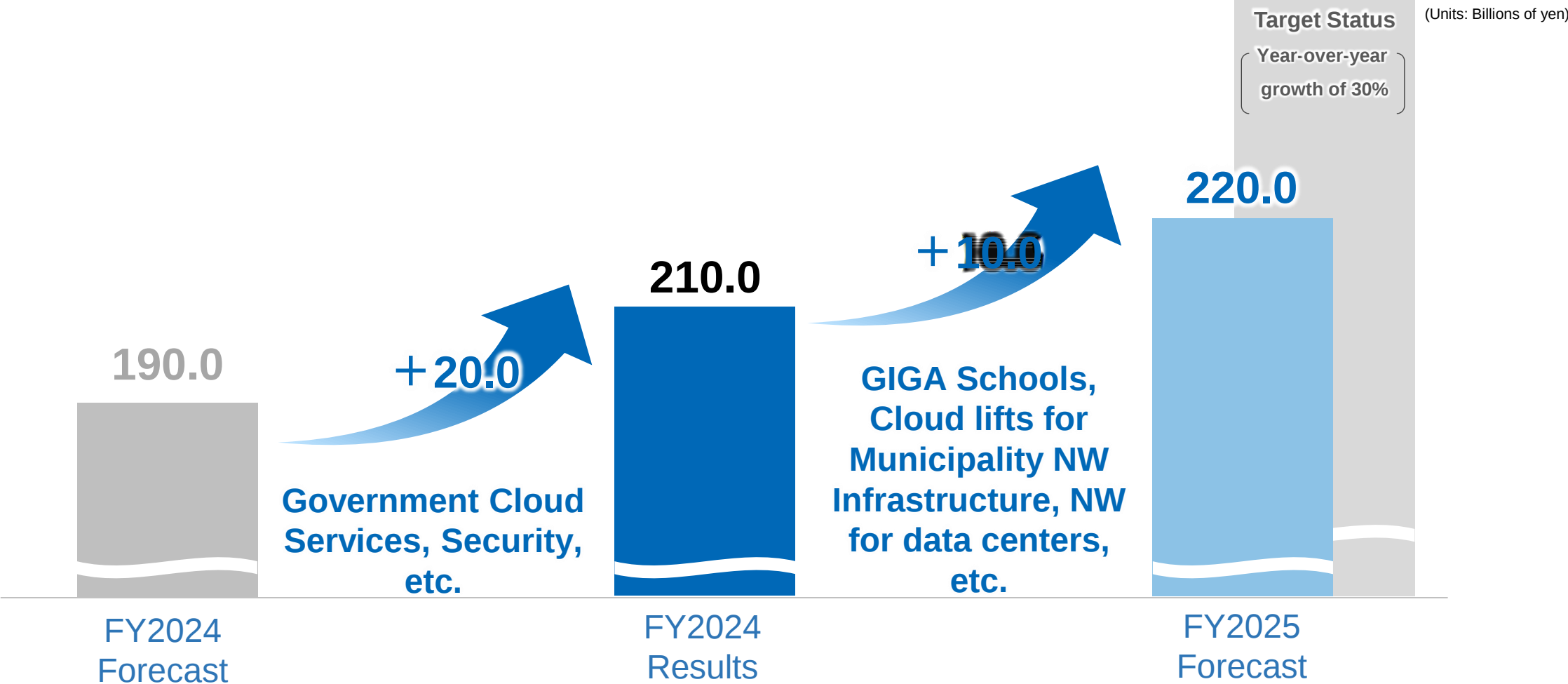


Status of Individual Businesses

Net Increase in Hikari Services



Enterprise Business Revenue



Offering FLET's Hikari Cross (10 Gbps) Service for Businesses

Plan to launch highly reliable Hikari services targeting business users

- ① Stable communications through secured bandwidth
- ② SLA (service level agreement)
- ③ Troubleshooting within 24 hours



**Highest
Standards in the
Industry!**

Generative AI Services to Promote Customers' Business DX

Launched generative AI services specialized in streamlining municipal government operations

Implementation
preparation and
consultation



Generative AI basic
training, use case
creation workshop



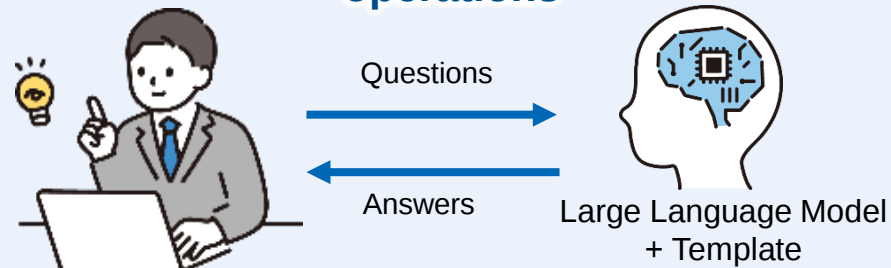
Optimal NW environment,
formulation of operational
guidelines

Implementation of Generative AI

Generative AI
Services

Launched on April 9, 2025

Began offering reasonably priced SaaS-
type “Generative AI Services” with
templates for streamlining municipal
operations



“Answers to questions on the Public Offices
Election Act”

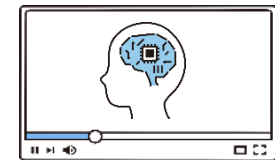
Responses are provided by following the order of
Answer⇒Interpretation⇒Citation of Article, and ensure
citation of articles is concise and clear.



End-to-end
support



User support
(Improving answer
accuracy, etc.)



Case study sharing
meetings

FTTH Service Businesses Overseas

Expand Indonesia's FTTH services by leveraging our engineering capabilities

SURGE Group (Weave) and NTT East's Capabilities



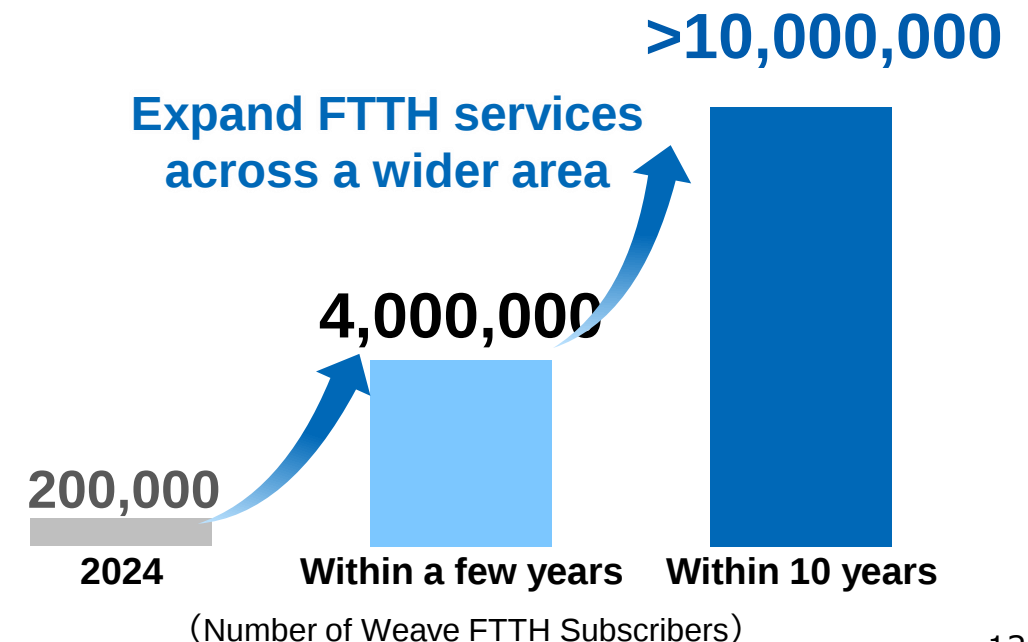
- Owns optical relay network (7,000 km) along rail lines
- Low-cost FTTH service (Approx. ¥1,000/month)



- Engineering capabilities for construction, operation, and maintenance of FTTH facilities
- Operational capabilities for the operation and management of large-scale infrastructure facilities

Future Developments

- ✓ Efficient installation and expansion of FTTH facilities
- ✓ Improved operational efficiency and maintenance quality



(Reference) Major Topics and Collaborations

IOWN		• Launched “All-Photonics Connect,” the world's highest level of guaranteed bandwidth communication service between user locations of up to 800 Gbps (December) • Successfully demonstrated first live audio remote production utilizing IOWN APN in the year-end music program titled “The Japan Record Awards” with TBS Television, etc. (December) • Successfully demonstrated remote analysis and viewing of 3D point cloud data using IOWN, aimed at improving the efficiency of infrastructure inspections in collaboration with Mitsubishi Electric Corporation (January) • Successfully demonstrated first telesurgery support between two distant hospitals using IOWN APN connection in collaboration with Hirosaki University, MEDICALOID Corporation, Kajima Corporation, etc. (February)
AI		• Launched “Virtual Product Mall,” a generative AI service that produces new product ideas by combining the technological capabilities of businesses with customer feedback (December) • Launched a cloud-based anomaly detection AI service to prevent incidents and accidents at commercial facilities based on the business alliance with Asilla, Inc. (March) • Launched NTT East's first generative AI service, leveraging its in-house know-how and strengths in utilization support (April 2025)
Smart Infrastructure for Disaster Prevention		• Launched “Regional Disaster Prevention Support System powered by EYE-BOUSAI” for small and medium-sized municipalities (July) • Launched an underground cavity detection project using sensing technology which utilized optical fibers for communications (February) • Established the “Disaster Prevention Research Institute,” which focuses exclusively on research and social implementation of regional disaster prevention models (April 2025) • Entered into a collaboration agreement with the National Research Institute for Earth Science and Disaster Resilience for the realization of a sustainable society resilient to natural disasters (April 2025)
Other	Local 5G	• Began demonstrations of digital twin using local 5G at Tokyo Midtown Yaesu, in collaboration Mitsui Fudosan Co., Ltd. (January)
	Creating a Recycling-Oriented Society	• Entered into an Industry-Academia-Government Collaboration Agreement with the University of Tokyo and Obuse Town, Nagano Prefecture (August) • Established “NTT Landscape,” a new company in the field DX business categories of camping and urban development (November)
	Agriculture	• NTT Agri-Technology and Nousouken entered into a capital and business alliance agreement (September) • Began demonstrations of a remote farming support system by NTT Agri-Technology, Taiwan National Ilan University and ThroughTek Co., Ltd. (April 2025)
	Education	• Opened “NTTe-Sports High School,” a correspondence support school in Chiba City, Chiba Prefecture, that nurtures the ability to thrive in society through e-sports (April 2025)
	Global	• Announced a strategic investment in Weave, which aims to expand the low-cost FTTH service business in Indonesia (April 2025)



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