

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

May 9, 2025

Nippon Telegraph and Telephone East Corporation

Business Overview

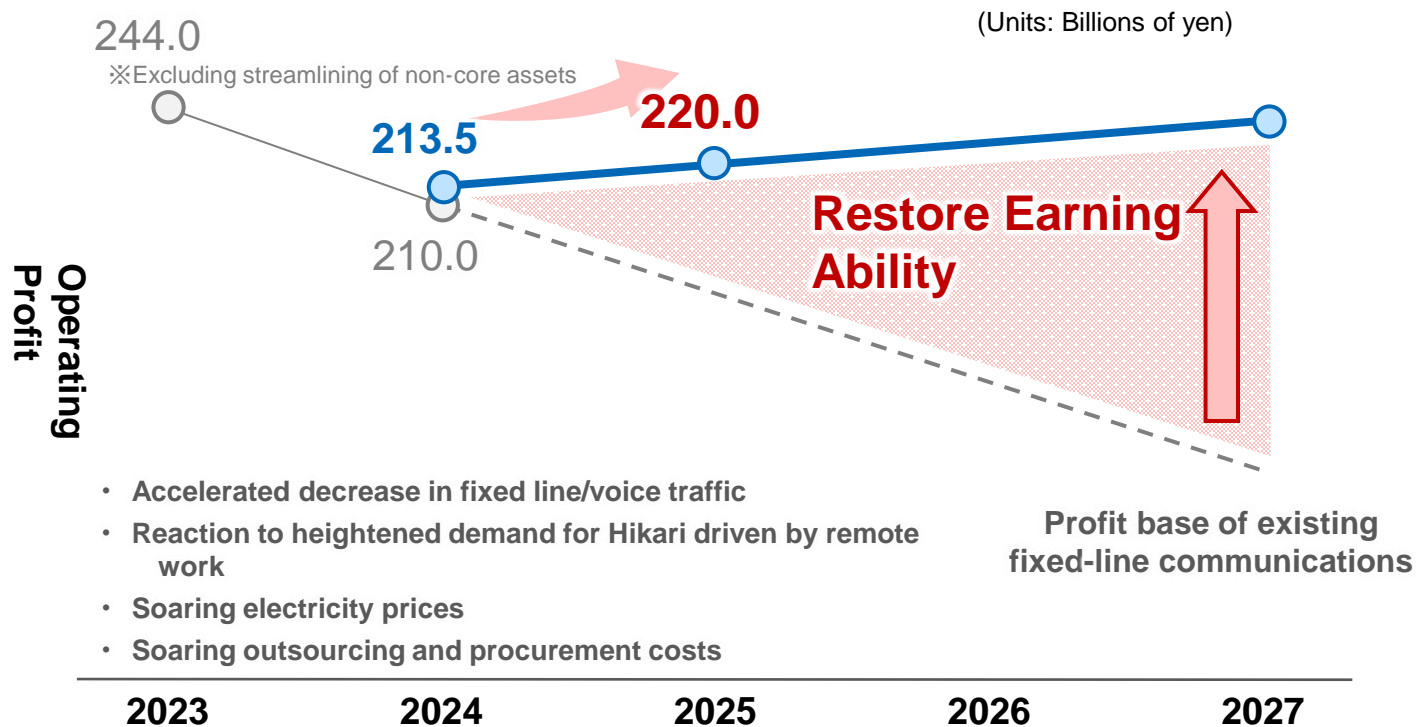
Shifting to a Management Structure that can Generate Long-Term Stable Earnings

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

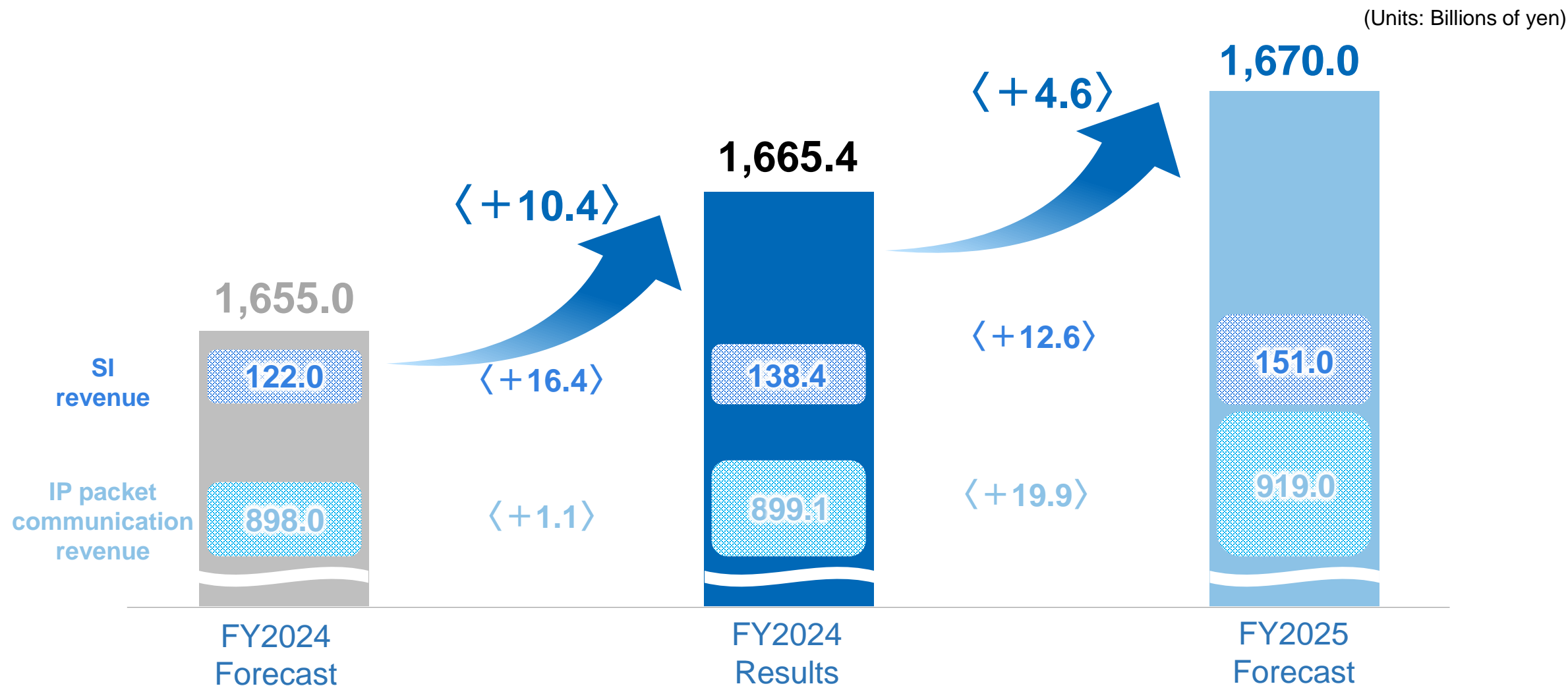


1 Recover Hikari
Services Market Share

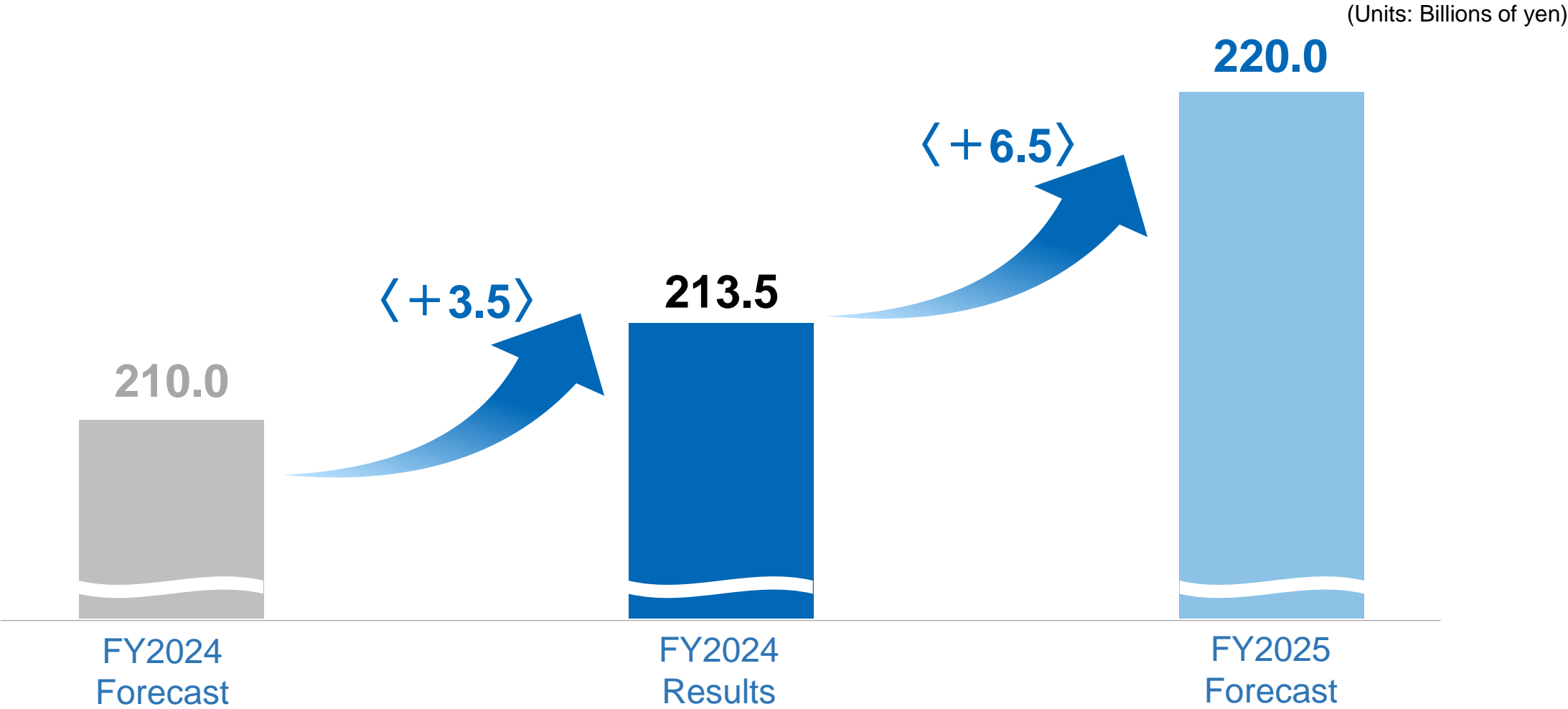
2 Grow the Enterprise Business

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

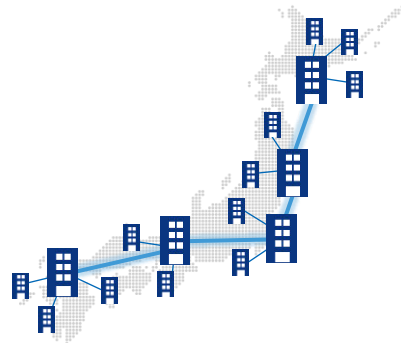
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For Consumers



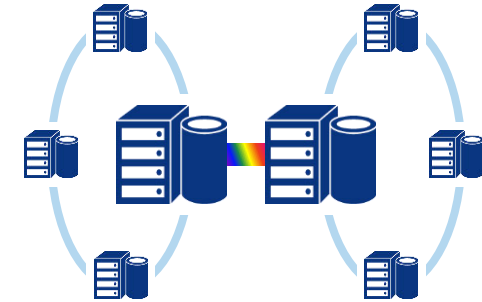
Video services, games,
remote work

For Enterprises



Cloud migration and multi-site
connectivity resilience

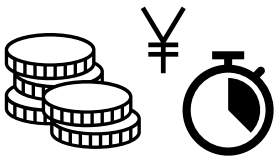
For Hyperscalers



Low latency connections for
generative AI

C
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Cost and Response Time



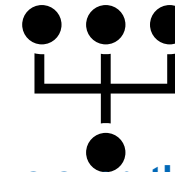
Want low-cost, timely
responses

Remoting and Security



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

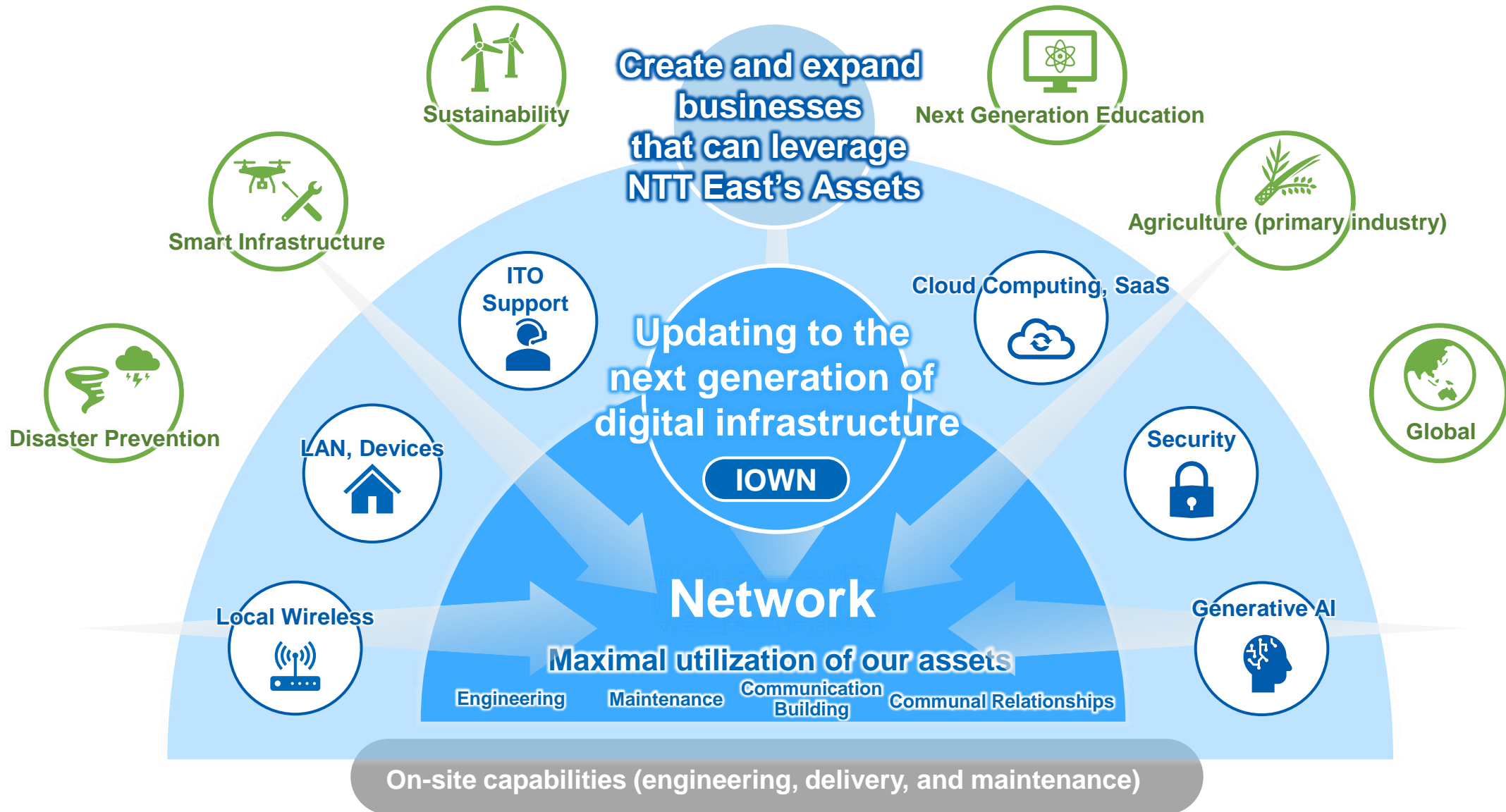
Comprehensive and Centralized Support



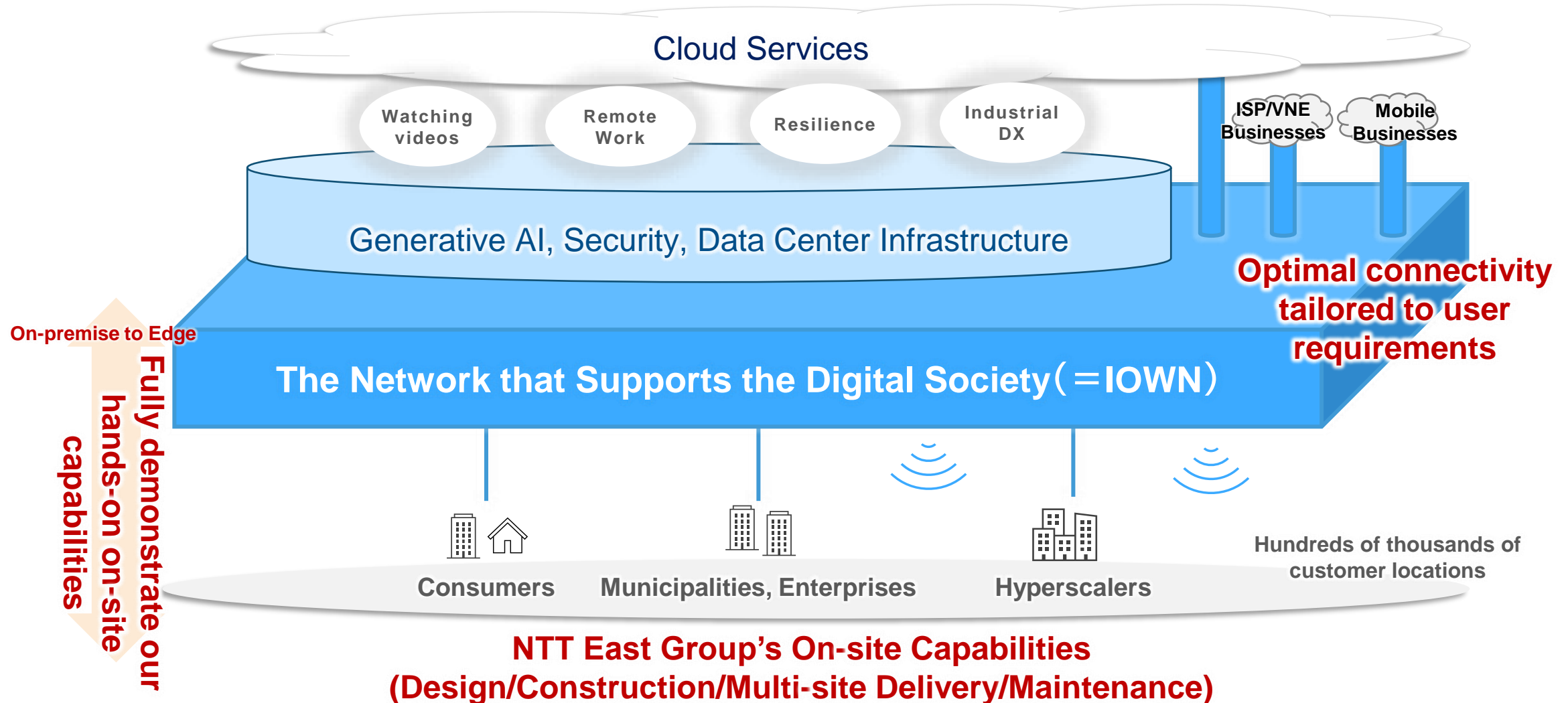
Want to leave everything from full-
site design, investigation,
construction, wiring, maintenance,
and monitoring to professionals
all at once.

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

NTT East's Target Business Portfolio

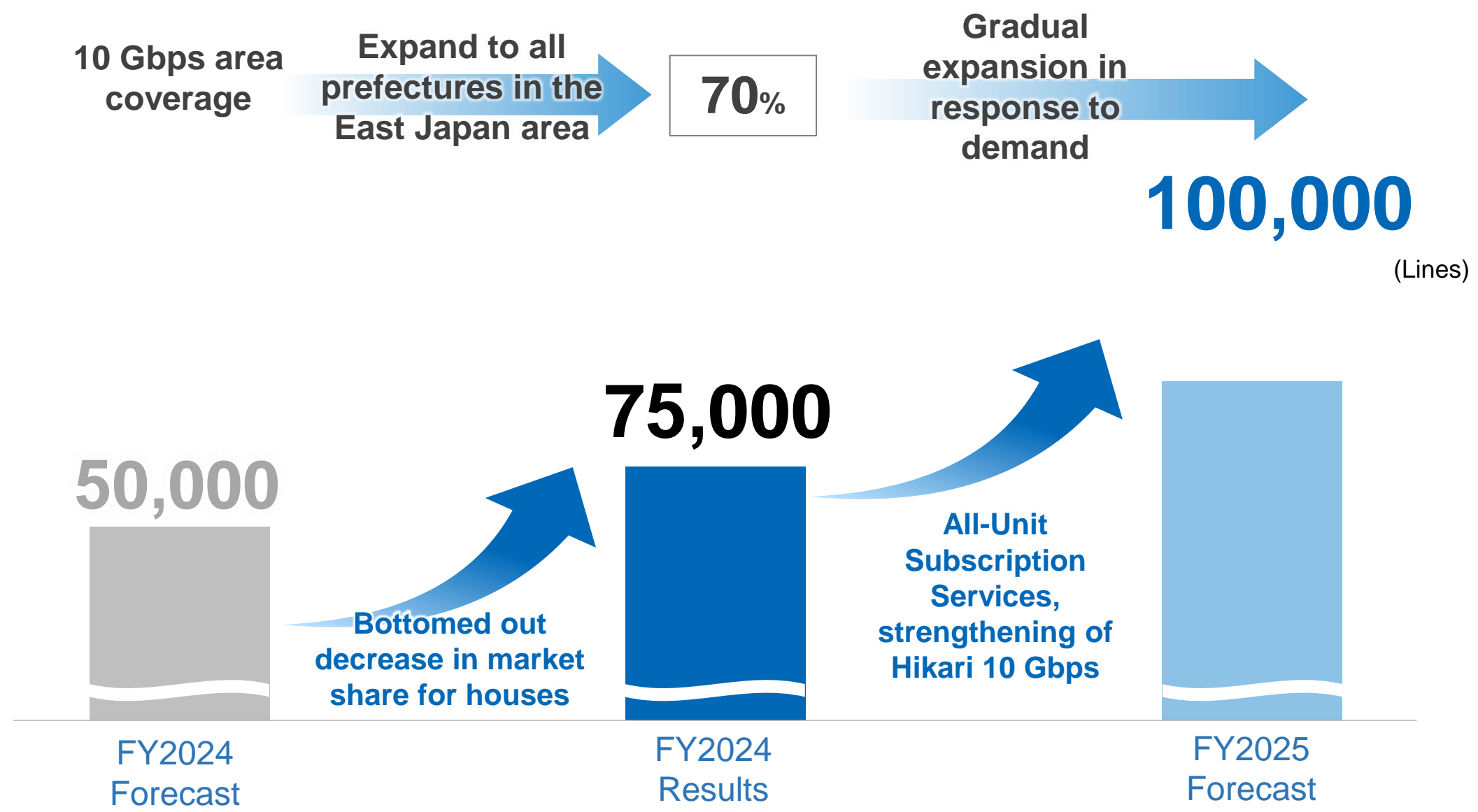


Updating Existing Assets to Next Generation Digital Infrastructure

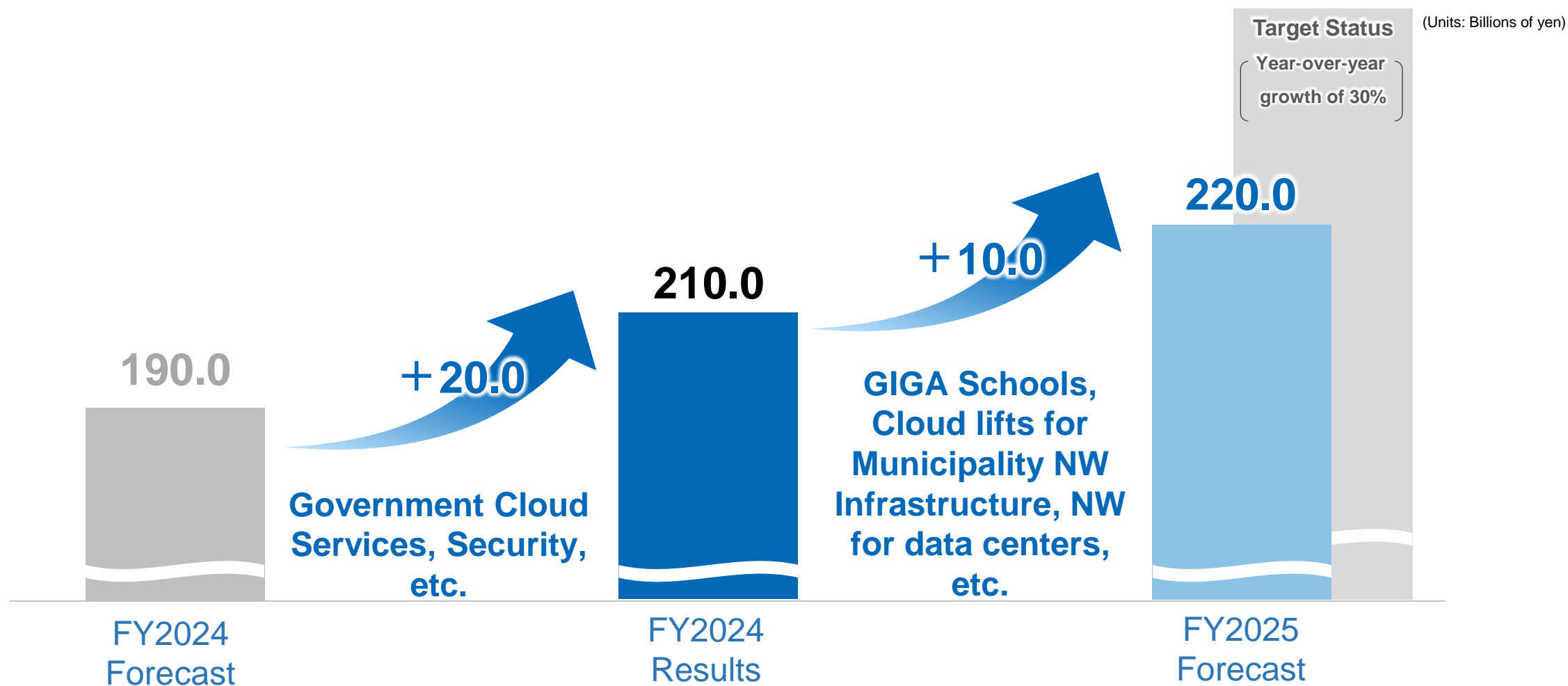


Status of Individual Businesses

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



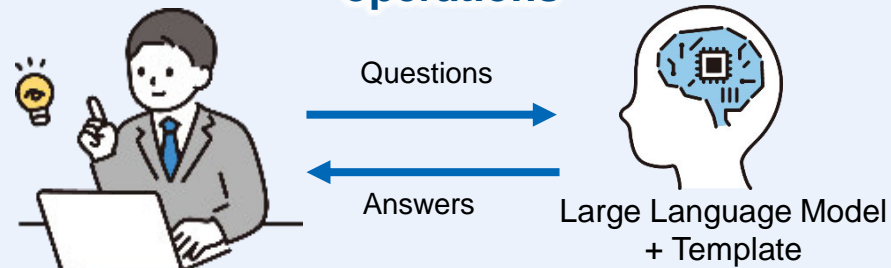
Optimal NW environment,
formulation of operational
guidelines

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”

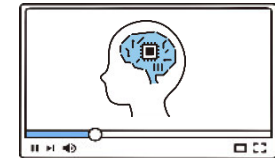
Responses are provided by following the order of
Answer⇒Interpretation⇒Citation of Article, and ensure
citation of articles is concise and clear.



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



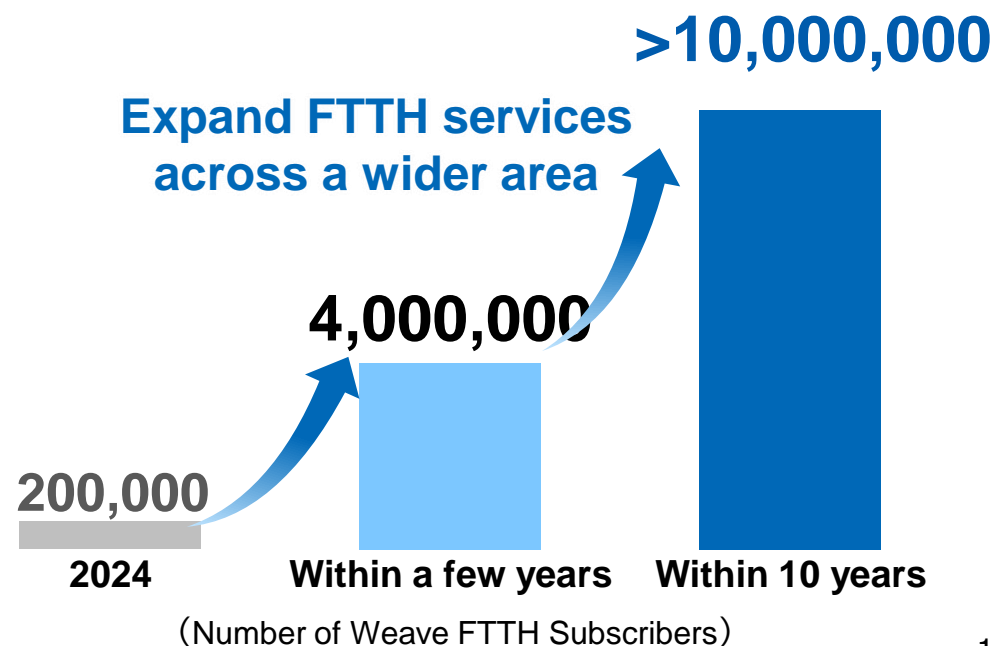
- Owns optical relay network (7,000 km) along rail lines
- Low-cost FTTH service (Approx. ¥1,000/month)



- 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		<ul style="list-style-type: none"> • 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		<ul style="list-style-type: none"> • 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		<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Began demonstrations of digital twin using local 5G at Tokyo Midtown Yaesu, in collaboration Mitsui Fudosan Co., Ltd. (January)
	Creating a Recycling-Oriented Society	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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~)

Changes in Board of Directors and Executive Officers

Nippon Telegraph and Telephone East Corporation (headquarters: Shinjuku, Tokyo, CEO: Naoki Shibutani) announced today that at the Board of Directors meeting held May 8, 2025, the following changes in board of directors and executive officers were resolved. These changes will be officially approved at the shareholders' meeting and the board of directors meeting scheduled to be held on June 16, 2025.

(1) Candidates for Senior Vice President

Kei Ikeda	(Nippon Telegraph and Telephone Corporation, Executive Vice President, Head of Technology Planning)
Shingo Ishida	(NTT East, Executive Officer, Deputy Senior Executive Manager, Network Business Headquarters, Executive Manager, Maintenance and Service Operation Department, Network Business Headquarters)
Seika Kidokoro	(Nippon Telegraph and Telephone Corporation, Vice President of Corporate Strategy Planning Department)

(2) Candidates for Audit & Supervisory Board Member

Full-Time Auditor	Yasufumi Tsubaki (Mitsubishi UFJ Trust and Banking Corporation, Full-time Counselor to the President)
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(3) Senior Vice Presidents Scheduled to Resign from Office

Senior Executive Vice President, Representative Director	Riaki Hoshino (scheduled to join Nippon Telegraph and Telephone Corporation)
Senior Vice President,	Yusaku Shima (scheduled to join EXEO Group, Inc.)

(4) Audit & Supervisory Board Member Scheduled to Resign from Office

Full-Time Auditor	Tetsuya Kitagawa
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(5) Candidates for Senior Executive Vice President, Representative Director

Kei Ikeda

(6) Candidates for Executive Officers

Senior Executive Vice President, Executive Officer	Kei Ikeda (Nippon Telegraph and Telephone Corporation, Executive Vice President, Head of Technology Planning)
Managing Executive Officer	Takashi Abe (NTT East, Executive Officer, Senior Executive Manager, Business Innovation Headquarters)
Executive Officer	Seika Kidokoro (Nippon Telegraph and Telephone Corporation, Vice President, Corporate Strategy Planning Department)

Executive Officer	Hiroko Shigeya (NTT East, General Manager, Nagano Branch, Saitama Division)
Executive Officer	Tadahiro Yonezawa (NTT East, General Manager, Tokyominami Branch, Tokyo Division)
Executive Officer	Hiroki Okuda (NTT East, Executive Manager, Government Solution Department, Business Innovation Headquarters)
Executive Officer	Tetsuya Koike (Nippon Telegraph and Telephone Corporation, Vice President, Corporate Strategy Planning Department)
Executive Officer	Takuro Hanaki (Nippon Telegraph and Telephone Corporation, Head of Investor Relations Office, Finance and Accounting Department)
Executive Officer	Tomonao Ihara (NTT East, General Manager, Gunma Branch, Saitama Division)
Executive Officer	Yumiko Takuma (NTT East, General Manager, Procurement and Supply Center, Digital Transformation Headquarters)
Executive Officer	Motoi Yamana (NTT East, Executive Manager, Digital Design Department, Digital Transformation Headquarters)

(7) Executive Officers Scheduled to Resign from Office

Senior Executive Vice President, Executive Officer	Riaki Hoshino (scheduled to join Nippon Telegraph and Telephone Corporation)
Managing Executive Officer	Takashi Ebihara (scheduled to join Nippon Telegraph and Telephone Corporation)
Executive Officer	Yasushi Shimazu (scheduled to join NTT EAST PROPERTIES, INC.)
Executive Officer	Taigo Ichikawa (scheduled to join NTT HumanEX)
Executive Officer	Katsunori Shigehara (scheduled to join NTT BUSINESS ASSOCIE EAST Co., Ltd.)
Executive Officer	Yusaku Shima (scheduled to join EXEO Group, Inc.)
Executive Officer	Sakiko Kato (scheduled to join MIRAIT ONE Corporation)
Executive Officer	Chinatsu Kataoka (scheduled to join NTT East – Minami Kanto)
Executive Officer	Shinya Momose (scheduled to join NTT DOCOMO, INC.)

(8) Officer Structure

Date of Appointment: June 16, 2025

Position Title	Name	Appointment/ Responsibilities
President, Executive Director President, Executive Officer CEO*1	Naoki Shibutani	

Senior Executive Vice President, Representative Director Senior Executive Vice President, Executive Officer CDAIO* ² CISO* ³	Kei Ikeda	
Senior Executive Vice President, Representative Director Senior Executive Vice President, Executive Officer CCO* ⁴ CCXO* ⁵	Toshimasa Kumagai	Executive Manager, Internal Audit Department
Senior Vice President, Executive Officer	Shingo Ishida	Senior Executive Manager, Network Business Headquarters Head of Plant pursuant to Ordinance for Enforcement of the Telecommunications Business Act; and Responsible for Information Management pursuant to Ordinance for Enforcement of the Telecommunications Business Act
Senior Vice President, Executive Officer	Seika Kidokoro	Executive Manager, Corporate Strategy Planning Department
Senior Vice President	Yoshinori Kanehana	
Senior Vice President	Makiko Sekine	
Audit & Supervisory Board Member	Kosuke Nagano	
Audit & Supervisory Board Member	Machiko Sakai	
Audit & Supervisory Board Member	Yasufumi Tsubaki	
Managing Executive Officer	Takashi Abe	Senior Executive Manager, Business Innovation Headquarters
Executive Officer	Tomoko Aihara	General Manager, Kanagawa Division General Manager, Kanagawa Branch, Kanagawa Division
Executive Officer	Hirofumi Suto	General Manager, Miyagi Division

		General Manager, Miyagi Branch, Miyagi Division
Executive Officer	Akinobu Matsui	Senior Executive Manager, Sales Promotion Headquarters
Executive Officer	Koichi Suzuki	General Manager, Tokyo Division
Executive Officer	Takaharu Kitajima	Deputy Senior Executive Manager, Business Innovation Headquarters Executive Manager, Core Business Development Department, Business Innovation Headquarters
Executive Officer CTO ^{*6}	Tadayuki Yamaguchi	Senior Executive Manager, New Business Development Headquarters
Executive Officer	Hiroko Shigeya	General Manager, Hokkaido Division General Manager, Hokkaido Branch, Hokkaido Division
Executive Officer	Tadahiro Yonezawa	Deputy Senior Executive Manager, Network Business Headquarters Executive Manager, Maintenance and Service Operation Department, Network Business Headquarters
Executive Officer	Hiroki Okuda	Deputy Senior Executive Manager, Business Innovation Headquarters Executive Manager, Social Innovation Department, Business Innovation Headquarters General Manager, International Horticultural Expo 2027 Promotion Office
Executive Officer	Tetsuya Koike	General Manager, Saitama Division General Manager, Saitama Branch, Saitama Division
Executive Officer CFO ^{*7}	Takuro Hanaki	Executive Manager, Accounts and Finance Department
Executive Officer CHRO ^{*8}	Tomonao Ihara	Executive Manager, General Affairs and Personnel Department

Executive Officer	Yumiko Takuma	Executive Manager, Maintenance and Service Operation Department, Network Business Headquarters
Executive Officer CIO ^{*9}	Motoi Yamana	Senior Executive Manager, Digital Transformation Headquarters Executive Manager, Digital Design Department, Digital Transformation Headquarters

Notes:

- * Kei Ikeda is in charge of the Interconnection Promotion Department, Innovation and Technology Department, New Business Development Headquarters, Network Business Headquarters and Digital Transformation Headquarters.
- * Toshimasa Kumagai is in charge of the Corporate Strategy Planning Department, General Affairs and Personnel Department, Accounting and Finance Department, Information Security Department, Sales Promotion Headquarters, Business Innovation Headquarters and International Horticultural Expo 2027 Promotion Office.
- * Yasufumi Tsubaki is a candidate for an Outside Audit & Supervisory Board Member.
- * Takuro Hanaki is scheduled to take office on June 20, 2025.

*1 CEO: Chief Executive Officer

*2 CDAIO: Chief Digital and AI Officer

*3 CISO: Chief Information Security Officer

*4 CCO: Chief Compliance Officer

*5 CCXO: Chief Customer Experience Officer

*6 CTO: Chief Technology Officer

*7 CFO: Chief Financial Officer

*8 CHRO: Chief Human Resource Officer

*9 CIO: Chief Information Officer