

# **Financial Results for the Fiscal Year Ended March 31, 2022 (23<sup>rd</sup> Term)**

May 12, 2022

Nippon Telegraph and Telephone East Corporation  
("NTT East")

# 1. Financial Results

(Units: Billions of yen, except FLET'S Hikari Subscriptions)

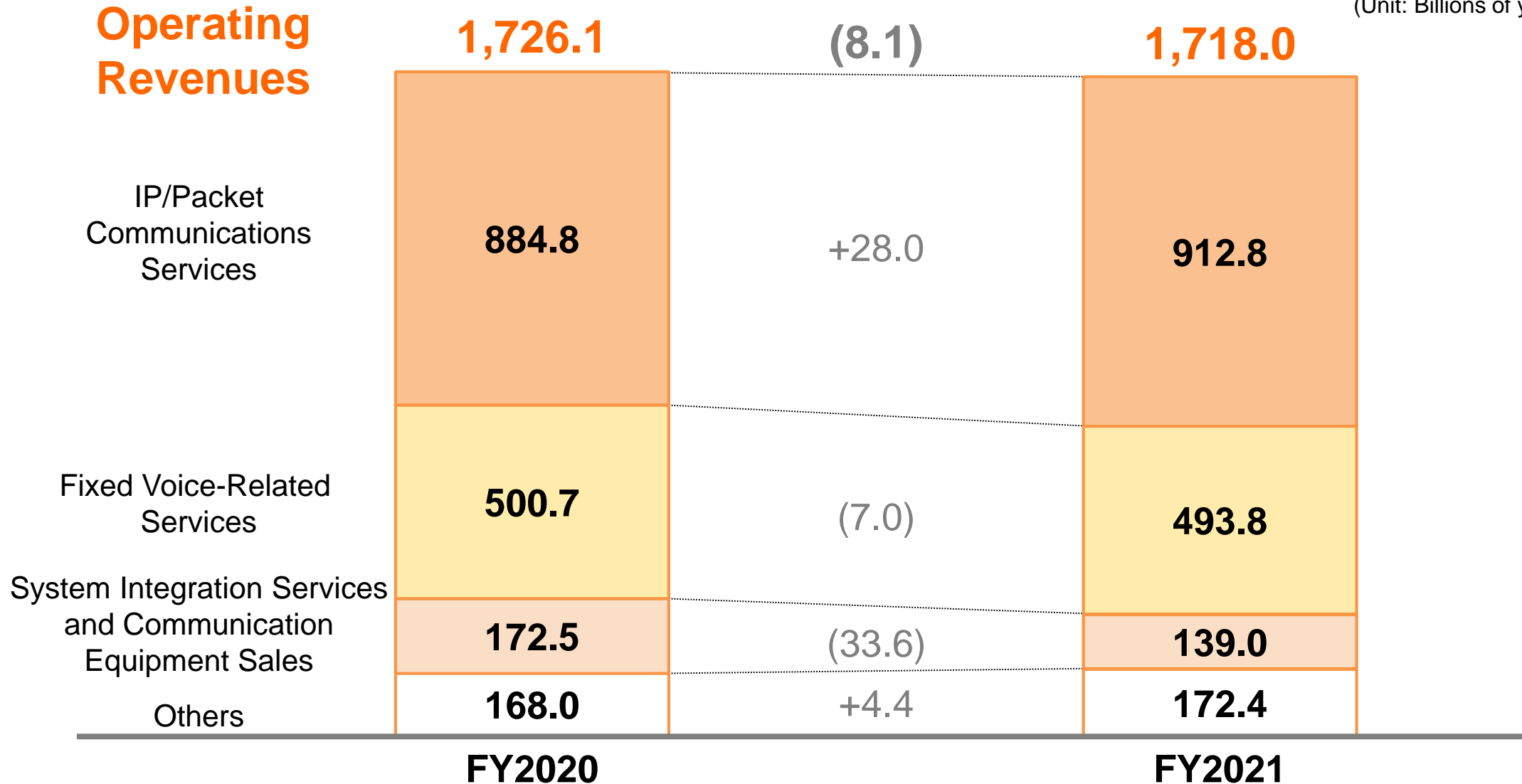
IFRS (Consolidated)	FY2020	FY2021	Year-over-Year	
			Increase (Decrease)	Change (%)
Operating Revenues	1,726.1	<b>1,718.0</b>	(8.1)	99.5%
Operating Expenses	1,462.1	<b>1,439.0</b>	(23.1)	98.4%
Operating Profit	264.0	<b>279.0</b>	+15.0	105.7%
Profit <sup>(1)</sup>	180.4	<b>196.4</b>	+16.1	108.9%
Net increase (decrease) in FLET'S Hikari Subscriptions <sup>(2)</sup>	49	<b>43</b> 〔Number of Institutions: 1,316〕	(6)	87.9%
Capital Investment	268.7	<b>251.6</b>	(17.2)	93.6%

(1) Represents profit attributable to NTT East.

(2) Unit: 10,000 subscriptions. Figures for FLET'S Hikari include subscriptions under the Hikari Collaboration Model.

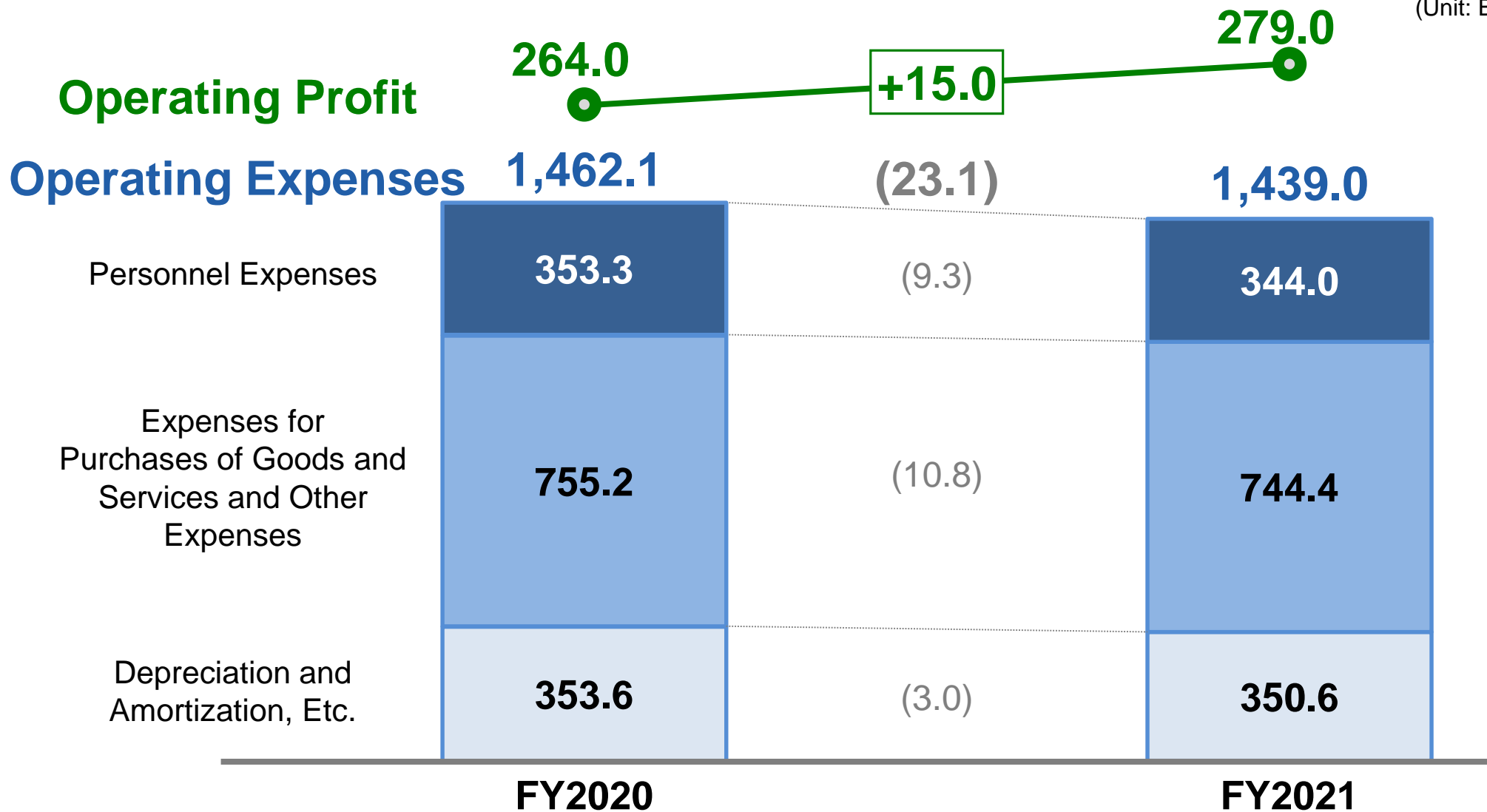
# 2. Changes in Operating Revenues

(Unit: Billions of yen)



### 3. Changes in Operating Expenses and Operating Profit

(Unit: Billions of yen)



# 4. Forecast for FY2022

(Units: Billions of yen, except FLET'S Hikari Subscriptions)

IFRS (Consolidated)	FY2021	<b>FY2022 Forecast</b>	Increase (Decrease)
Operating Revenues	1,718.0	<b>1,730.0</b>	+12.0
Operating Expenses	1,439.0	<b>1,450.0</b>	+11.0
Operating Profit	279.0	<b>280.0</b>	+1.0
Profit <sup>(1)</sup>	196.4	<b>195.0</b>	(1.4)
Net increase (decrease) in FLET'S Hikari Subscriptions <sup>(2)</sup>	43 〔Number of Institutions: 1,316〕	<b>40</b> 〔Number of Institutions: 1,356〕	(3)
Capital Investment	251.6	<b>250.0</b>	(1.6)

(1) Represents profit attributable to NTT East.

(2) Unit: 10,000 subscriptions. Figures for FLET'S Hikari include subscriptions under the Hikari Collaboration Model.

# 5. Initiatives for Regional Revitalization

## I. Building Private Networks for Regional Smartification

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### ■ Building Private Networks Based on the Purpose of Use

- Building of urban/regional smart cities that resolve specific issues faced by each local government
- Building of IoT networks utilizing local 5G within large-scale facilities, such as airports, universities and construction sites

### ■ Providing Services that Support Multi-Access Needs

- Providing “Giga-Raku 5G” in a bundled package that includes everything from preliminary procedures, such as obtaining radio wave licenses, to operational support, at an affordable price (May 2022)
- Expansion of the area for the “FLET’S Hikari Cross” 10G access service (September 2022)

## II. Development of New Businesses that Resolve Local Issues

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### ■ Development of Business to Support Non-Contact/Labor-Saving Needs

- Development of smart store businesses that achieve the utilization of areas’ unused spaces and the efficient operation of stores within facilities

### ■ Development of Consulting Business to Leverage Accumulated Data and Know-How

- Providing local regions (universities and companies) with DX personnel training programs that have been implemented as NTT’s in-house trainings
- Contributing to regional safety and security by developing a risk management measures business, whose importance has increased together with digitalization

### ■ Creation of New Value through Digitalization

- Digitalized the “Phoenix” main hall ceiling painting of Gansho-in (in Obuse, Nagano Prefecture), which is scheduled to be reproduced as a ceiling painting in an exhibition held at ICC

## III. Establishment of the “NTTe-City Labo” Testing Grounds for the Realization of a Regional Sound Material-Cycle Society

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# 6. Private Networks that Support Local Smartification

**R**egional **E**dge with **I**nterconnected **W**ide **A**rea Network



## Smart Cities

## Large-Scale Facilities

### Urban-Style Smart Cities



Creating a city that is easy to live in, with security measures and analysis of people flow and traffic volume through the use of videos from surveillance cameras

Local 5G

### Region-Style Smart Cities



Achieving safety and security through IoT sensing, including monitoring of infrastructure, wildlife damage countermeasures and observation

(Yamanashi, Yamanashi Prefecture; Kisarazu, Chiba Prefecture; Nagai, Yamagata Prefecture)

LPWA x Carrier Mobile

### Airports



Solving for driver shortages by remote monitoring of inter-terminal connection buses (Narita International Airport and others)

Local 5G x Carrier Mobile

### Universities



Achievement of face-to-face x online classes, campus Wi-Fi and joint research across multiple universities

(Tokyo Metropolitan University and others)

Local 5G x Wi-Fi

### Construction Sites/ Factories



Improvement of productivity through on-site DX, and worker health management and safety protection

Portable Local 5G x Wi-Fi

## Multi-Access Network Combining Fixed and Wireless, Optimized for Each Purpose of Use

IEEE802.11ah  
EnOcean

LPWA

ギガらくWi-Fi

Wi-Fi6

Local 5G

Gigaraku 5G

1/5 of Usual Price

Diverse Lineup

Carrier-Grade

Total Support

FLET'S

Fiber Optic Access

NTTBP

Multi-Carrier Mobile

# 7. Development of Businesses that Resolve Local Issues

## Support for Local Shortages of Personnel and for Non-Contact and Online Systematization Needs

### Next-Generation Facility Horticulture



Agriculture that cannot fail because of IoT/AI, and own-farm production (Veggie-AI City, Yamanashi Chuo)

**NTTアグリテクノロジー**

### Remote Farming Support



Support for new farmers by using remote farming guidance (Tokyo, JA Zen-Noh)

### Rice Cultivation (Rice Paddies)



Water level monitoring and water supply/drainage control in rice fields, utilizing IoT (Iwanuma, Miyagi Prefecture)

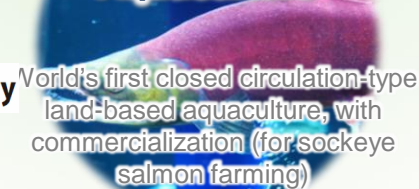


### Drones

Drone deployment with pilots for pesticide spraying

**NTT e-Drone Technology**

### Land-Based Aquaculture



World's first closed circulation-type land-based aquaculture, with commercialization (for sockeye salmon farming) (Ichii K.K., Okayama University of Science)

### Smart Stores



Introduced in city halls and roadside shops, solving for labor shortages and improving convenience (Nagai, Yamagata Prefecture and others)

**Biostock**

### Green Energy



Plan to build Japan's largest biogas plant (Yubetsu, Hokkaido)

## Safe and Secure Urban Development Resilience Improvement



Improvement of regional resilience through collaborations that transcend industry boundaries (Hokkaido Electric Power Co., Inc., Tohoku Electric Power Co., Inc., AEON Co., Ltd. and others)

### Disaster Prevention/Mitigation



Evacuation drills that use an auto-caller solution (Kamisato, Saitama Prefecture and others)

## New Value Creation through Digitalization



### Digitalization of Culture and Art

Digitalized the "Phoenix" main hall ceiling painting of Gansho-in, which is scheduled to be reproduced as a ceiling painting in an exhibition

**NTT Art Technology**

### DX Consulting

Support the business transformations of local companies and governments by utilizing accumulated data

**NTTDXパートナー**

### Total Risk Management



Consulting for obtaining security certifications, for internal audits and others

### Training of Digital Personnel



Provided in-house DX personnel development program to local educational institutions (Shinshu University, Nagano Prefectural Institute of Technology and others)



**eSports**  
Established the "B2eLEAGUE" eSports league for adults (co-founded with Dai Nippon Printing Co., Ltd.)

**NTT e-Sports**

**nextmode**

## Various Issues Faced by Local Societies

Non-Contact  
Decreasing Birthrate and Aging Population  
Labor Shortages

Carbon Neutrality

Natural Disasters

Industrial Decline

Related Population Decline

Depopulation

Work-Style Reforms



# 8. NTTe-City Labo

## Testing Grounds for the Realization of a Regional Sound Material-Cycle Society



つぎのミライは、  
あなたの街から  
はじまる。

NTT東日本グループ