NTT DOCOMO, INC.
FY2026/2Q Financial Results：Analyst Meeting Q&A

◆Analyst Briefing _ Presentation

[# : indicates slide number]

#1

Mr. Maeda : I am Maeda of NTT DOCOMO. I will briefly explain the overview of the 2Q financial results and the outlook for the future.

For the consolidated financial results, sales and profit increased for the second consecutive period. Consumer Communications continues to show improvement momentum. Smart Life is also performing well. We also took into account the impact of future price revisions. As a result, we have revised up our operating revenue and operating profit forecasts by 20 billion yen. Funds generated by the profit increase will be used mainly to strengthen network quality. This will increase customer satisfaction and lead to further business growth.

In Consumer Communications, the customer base has improved in both quantity and quality. I feel that the recovery trend is taking root. “”docomo MAX”” continues to perform well, and both the number of subscribers and ARPU have exceeded plans. In light of future price revisions, we plan to achieve revenue growth in mobile communications services one year ahead of schedule.

Sales promotion expenses for the first half of the fiscal year increased from the previous fiscal year, but were within our plan. We were able to manage with an eye toward improving efficiency throughout the year. Our sales capabilities are steadily increasing. In the second half of the fiscal year, we will continue to carefully assess the competitive environment and take flexible action where necessary, while further enhancing sales efficiency.

The construction of base stations is proceeding roughly as expected. We have also increased capital investment. We will accelerate measures to improve quality. At the same time, we will proactively address rising prices. We intend to allocate cash to network investment on a priority basis.

#2

Smart Life is growing in all areas of finance, marketing solutions, and entertainment. It is steadily becoming a pillar of earnings.

In particular, the banking, settlement, and securities sectors are growing under the leadership of the NTT DOCOMO Financial Group. In addition, we are accelerating initiatives to generate Group synergies.

At the bank, we are making use of “docomo Shops” and offering special benefits through linkages. We are listening to the opinions of customers and shop staff and making timely improvements as we work to establish operations. The number of bank accounts acquired is increasing. However, our goal is not simply to increase the number. We will provide high-quality services that customers will actually use and enhance engagement with customers.

Profits in the Enterprise Business have declined, which we see as an issue. While orders are growing in growth areas, we need to further enhance our ability to convert orders into profits. Currently, orders are piling up, mainly in AI and security. In the second half of the fiscal year, we will focus on steadily converting these orders into revenues and profits. And we aim to achieve our annual profit plan.

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That concludes my explanation.

◆Press Conference _ Presentation

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#0

Mr. Maeda: This is Maeda of NTT DOCOMO.

I would like to explain our financial results for the second quarter of FY2026.

#1

In the first half, revenues and profits increased, continuing from the first quarter.

Based on the current strong performance and the price revisions from December, we have revised upward the operating revenue and operating profit for the full year.

Even as traffic continues to increase and costs continue to rise, continued investment is essential to deliver stable telecommunications quality to our customers.

Through the rate review, we will secure revenue to support this investment.

This time, we will increase our capital investment plan to further accelerate quality improvements and respond to rising equipment prices.

On the business side, revenue from mobile communications services for individuals is expected to return to a growth path in FY2026. Revenues and profits of the Smart Life Business increased in all domains, driven mainly by finance, and Enterprise revenues also grew by capturing strong demand for security.

#2

First, I would like to talk about the financial results.

#3

Operating revenues for the first half were 3,282.1 billion yen, an increase of 249.4 billion yen from the same period of the previous fiscal year, and operating profit was 482.1 billion yen, an increase of 7.3 billion yen.

Capital expenditures increased 41.5 billion yen to 397 billion yen. In addition to expanding telecommunication quality measures, we are advancing the front-loaded procurement of necessary items.

#4

The increase in revenues was driven by an increase of 212.3 billion yen in Smart Life revenues, mainly in finance, and an increase of 31.6 billion yen in Enterprise revenues.

Consumer communications revenues also increased 5.2 billion yen due to a smaller decline in mobile communication services revenues and an increase in revenues from handset sales and “docomo Hikari”.

#5

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The 60.6 billion yen increase in Smart Life profit offset the declines in Consumer Communications and Enterprise profit.
In Consumer Communications, sales promotion-related expenses and network reinforcement expenses increased.
We have stepped up sales promotion since the second half of the previous fiscal year, resulting in an increase of 27.6 billion yen in related expenses compared to the first half of the previous fiscal year.
At the same time, we are working to improve acquisition efficiency by reviewing handset discounts and over-the-counter measures.
Enterprise profit decreased due to development costs for group-wide systems and the recording of expenses associated with certain orders. I will explain improvement measures for the second half later.

#6

Now, I will explain the actions and results of our core businesses.

#7

First, Consumer Communications. MNP continued to have a net inflow in the second quarter, maintaining positive growth for 4 consecutive quarters.
We have seen an increase in customers signing up for new lines in addition to switching from other companies.
The number of new subscribers in the second quarter increased 33% year on year, including 63% for customers aged 15 or younger.
This was driven by younger customers through “DOCOMO Sumaho Debut Plan U15” and “DOCOMO Oyako Wari”.

#8

We are also working to expand the number of loyal users so that customers can continue to use our services.
Loyal users are those who subscribe to “docomo MAX” or “docomo Poikatsu MAX”, or customers subscribing to both DOCOMO’s mobile service and home/finance services.
In addition to the expansion of “docomo MAX” subscriptions, usage of home/finance services also increased, resulting in a year-on-year increase of 2.3 million to 15.7 million.
These customers tend to have low churn rates.
We aim to stabilize our customer base, improve the efficiency of sales promotions, and increase earnings by increasing the value, convenience, and enjoyment of our services to encourage continued use.

#9

As of October 27, “docomo MAX” subscriptions topped 5 million.
As of the end of September, there were a total of 5.89 million applications for the “Selectable benefits”.
In October, “WOWOW” content was also launched on “Lemino”.
Under these circumstances, we will revise the FY2026 annual target upward to 6 million subscriptions.
We will further enhance the experience value and develop the service into one that customers will choose for a long time.

#10

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The expansion of “docomo MAX” also led to an increase in ARPU, which is revenue per 1 contract.
In the second quarter, ARPU increased by 80 yen from the same period last year to 4,040 yen.
Based on the current strong performance and the price revisions from December, we raised our full-year forecast by 30 yen to 4,040 yen.

#11

Consumer mobile communications service revenues.
In the first half, the pace of decline in revenues slowed from 22.1 billion yen to 4.6 billion yen.
This reflects an improvement in our customer base and the expansion of “docomo MAX”, coupled with the price revisions from December.
Based on this, we raised our full-year forecast by 20 billion yen and expect to turn into an increase in sales this fiscal year.

#12

Next is the Smart Life Business. Operating revenue increased 34% year on year to 837.2 billion yen.
DOCOMO's overall growth is driven by the expansion of financial services, including the impact of bank consolidation, as well as growth in marketing solutions and entertainment.

#13

I will now explain the financial services that are driving the growth of Smart Life.
Finance/payment transactions increased by more than 1 trillion yen year on year to 9.31 trillion yen. The use of both “d barai” and “d CARD” is growing.
In particular, the number of “d CARD GOLD” and “PLATINUM” contracts increased by 860,000 to 12.47 million, further expanding our customer base, which is our strength.

#14

Combining this customer base with banks and securities companies, we will support everything from daily payments to savings and asset building.
For example, we will promote integration between services, such designating bank accounts for card payments and savings plans, and automatically transferring funds between banks and securities companies. We aim to increase the benefits of combining services and encourage customers to continue using multiple services.

#15

“docomo Shops” nationwide support this use. We will combine the convenience of online banking with the security of face-to-face consultations.
We will make use of our support capabilities cultivated through smartphone classes and other services to help customers open accounts, operate smartphones, and designate bank accounts for card payments.
We plan to expand the number of branches offering banking services to 1,000 by the end of the fiscal year, expanding the use of our services to customers who are unfamiliar with online banking.

#16

The number of bank accounts increased 11% year on year to 9.61 million.

The number of new accounts acquired in the second quarter also increased 12%, with the DOCOMO channel contributing to the increase.

We will further expand this movement by making use of the unique points of contact at DOCOMO.

#17

Next is the Enterprise Business.

We position integration, which is responsible for building and installing systems, and platforms, which provide infrastructure services such as the cloud, as growth areas, supporting companies' use of AI and strengthening security.

Capturing demand for security, revenues in this growth area increased by 5.6%.

On the other hand, operating profit decreased by 5.6 billion yen to 144.1 billion yen.

This was affected by the system development expenses I mentioned earlier and the recording of expenses associated with certain orders.

#18

Orders are steadily accumulating.

Total orders for the first half of the fiscal year increased 9% year on year.

Of this, new orders in growth areas increased 29%, reflecting corporate demand for security enhancements.

By managing delivery dates and profitability for each project, we will steadily translate orders into revenues and profits, aiming to improve profits in the second half of the fiscal year and achieve our annual plan.

#19

We are developing the "AI-Centric ICT Platform" as a platform that embodies the AIOWN that the NTT Group is promoting.

It supports companies' use of AI by combining computing infrastructure with networks and security.

Related services have been introduced by approximately 2,000 companies.

Starting with network services with security, we will expand the use of AI computing infrastructure and business-specific solutions.

We will also develop "Container DC Parks" in collaboration with TEPCO Power Grid and services that enable the use of GPUs as needed to meet diverse AI demands.

#20

"docomo Business RINK" and other NaaS services that provide networks as services have won awards in Japan and abroad for their technological innovation.

We will take advantage of our strengths in providing integrated security services and expand the introduction of these services to enterprises.

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#21

Network. In the first half, we constructed 4,500 5G base stations, maintaining the pace of construction that we increased in the second half of last fiscal year.

We will continue to develop base stations and improve connectivity and communication comfort.

#22

Improving the perceived quality of railway use.

The number of major railway routes that meet the standards for comfortable video use has expanded to 30.

We aim to have 39 or more routes by the end of the fiscal year.

We are also moving forward with the introduction of 5G at underground stations, and have completed the introduction of 5G at all 98 stations on the Toei Subway.

We will improve the quality of experience both at stations and while traveling.

#23

We are also moving forward with the introduction of cutting-edge technologies.

We began introducing Nokia's new base station equipment at some events in September.

Combining it with Massive MIMO, which uses multiple antennas to improve communication efficiency, we confirmed that communication speeds improved by approximately 20% to 30%.

In addition, at the “MantaRay Son” fireworks display in October, we applied a function that automatically distributes communications to unoccupied base stations and frequency bands.

Going forward, we will continue to introduce the equipment and expand the areas and targets for which the automatic adjustment will be applied, leading to improved quality at busy locations and times.

#24

This is NTN's initiative.

The number of “docomo Starlink Direct” users has exceeded 10 million, and international roaming coverage has expanded to 5 countries.

During the Kumamoto Earthquake, usage during the one-hour period including the time of the earthquake increased approximately three times the level of the previous week and was also used during disasters.

In FY 2028, we plan to expand to voice calls, high-speed data communications, and IoT. We will enhance "connected peace of mind" in mountainous areas, at sea, and during disasters.

#25

Lastly, here is our full-year forecast. Based on the current strong performance and the price revisions from December, we will revise up operating revenue by 20 billion yen to 6,841 billion yen and operating profit by 20 billion yen to 963 billion yen.

We will increase capital investment by 43 billion yen to 900 billion yen. This is to further accelerate quality improvements

and respond to rising equipment prices.
Even as traffic and costs increase, we will continue to invest while securing necessary profits and improving efficiency to provide stable and more comfortable communication quality to our customers.

#26
This concludes my explanation of the financial results for the second quarter of fiscal 2026.
Thank you very much.

◆Analyst Briefing _ Q&A

Mr. Kikuchi of SMBC Nikko Securities: I have two questions. The upward revision for the first time in a while was small, but it was good. Telecommunications revenues were revised upward. On the other hand, on the expense side, network reinforcement expenses have increased. I think this is a policy expense.
The first question is about capital investment. Capital investment has also increased, but how will it change toward the next fiscal year? And what will be the impact on profit and loss?
The second question is about sales promotion expenses. They increased in the second quarter, but they have increased since the second half of last year. Therefore, on a year-on-year basis, is it correct to assume that they will stop increasing from the third quarter? Also, will you be able to control promotion expenses next year?

Mr. Maeda: First, I would like to answer about network reinforcement. As you mentioned, we are increasing capital investment as a matter of policy. We are promoting several initiatives to improve quality. Among these, I think it is particularly important to shift to 5G SA (a system that uses a core network dedicated to 5G). To increase the capacity of the core network, we need to increase the speed of investment. This must be done in the future. For this reason, we will implement it quickly this fiscal year. However, the effects will not be seen until next fiscal year. In other words, we are making investments for next fiscal year and beyond ahead of schedule. At the same time, there is the impact of the surge in memory prices. We believe that the possibility of further increases in the future is a risk. For this reason, we decided that it would be better to procure the necessary equipment ahead of time, and have done so this time. The effects of this advance procurement will be seen from next fiscal year onward. In the basic plan for next fiscal year and beyond, we plan to reduce investment. However, we cannot predict how memory prices will continue to rise. Therefore, we will keep a close eye on it. We will also update our equipment overall. As a result, we believe that energy costs and operation costs will surely come down. As I have mentioned before, we plan to lower costs in the first place by procuring equipment in large quantities. I believe that we will see the effects of this from next fiscal year onward.
Next, I would like to answer about sales promotion expenses. As you pointed out, compared to the first half of last fiscal year, sales promotion expenses have increased this time, continuing the trend since the second half of last fiscal year. However, we have strengthened our sales power. We have made various efforts, including improving efficiency. We will continue these efforts in the second half of the fiscal year. As a result, we expect sales promotion expenses to decrease compared to last fiscal year.

Mr. Kikuchi: My second question is about the NTT DOCOMO Financial Group, Inc. Since Mr. Hiroi is here, I would like to ask about its impact on the consolidated results. Compared to the previous year, I think it has contributed to profit growth. Will it continue to contribute to profit growth in the second half and beyond? Please tell us about the impact on business results.
Since the bank is engaged in the housing loan business, I think there will be the impact of rising interest rates and a balance in customer acquisition in light of the loan-to-deposit ratio. Please tell us about the performance of DOCOMO SMTB Net Bank and other businesses, including whether they will contribute to profit growth in the second half. Also, what kind of synergies do you expected to emerge going forward?

Mr. Hiroi: Looking at the current business performance, banks, securities companies, and cards are all doing well. Securities, in particular, are growing at a high rate. Card and bank business revenues are growing at a healthy pace of more than 10%. Given the current financial market conditions, we believe that this growth trend can be maintained.
As for banks, as you pointed out, housing loans are our main service. Basically, they are expanding steadily, and the number of accounts and deposits are increasing. The banking business is relatively similar to the network business. Accumulation from prior fiscal years is a factor that determines earnings in the following fiscal year and beyond. Therefore, we believe that we can grow soundly to some extent.
"d CARD" and "d Barai" are also doing well, with transaction volume growing at a double-digit rate year on year.
In securities, the market was very good in the first half. From the second half onward, the market has become more volatile, and we expect to be affected by that. However, our group, together with the NTT DOCOMO Group, is working to expand NISA and expand investments in line with that. Therefore, our stable earnings base in securities is gradually increasing. We evaluate that our business performance is gradually shifting to a stable structure.

Mr. Masuno of Nomura Securities: I have 3 questions, one for each segment. First, I would like to talk about Consumer Communications. As you mentioned at the press briefing, the number of handset subscriptions decreased by 1.14 million from the end of June. Is it correct to understand that the was due to the impact of cancellations by large corporate customers? You explained that the number of general consumer subscriptions decreased slightly, but is it correct to understand that the decrease was not in the hundreds of thousands and that there was no significant impact on revenues? Please confirm.

Mr. Maeda: You are right. The net decrease in consumer subscriptions was approximately 100,000. However, this figure includes the impact of the 3G service termination. Excluding 3G, it will be about 50,000 ~ 60,000. This is the situation on the consumer side.
Of course, this figures also include the impact of MNP. Other factors are basically attributable to the Enterprise side.

Mr. Masuno: I would like to ask about your thinking on the price revisions. The effect for the next fiscal year is likely to be in the upper range of tens of billions of yen. Compared to other companies, your company has the largest number of subscribers. However, the “docomo MAX” is not included in the price increase. “docomo mini” is also, on the surface, not subject to the price increase, and I understand that this will be addressed with “docomo mini2”. On a per-subscription

basis, the impact is about half that of other companies. It may be that other companies have a bigger impact, but does your company think that the price increase is balanced? It is a question of how much the price revisions will be, but I think it is the most modest price revisions in the industry. What do you think?

Mr. Maeda: I think there are various views on whether it is considered modest or not. As I have explained, our company needs to continue to make various investments. That is why we are revising our prices this time. At the same time, we need to ensure our competitiveness. Our company originally offered the “docomo MAX”, “docomo mini”, and “ahamo” as current plans, and we are gaining new customers with these plans. First, we need to ensure the competitiveness of these plans. Then, we will revise the prices. As a result, some of our plans may seem more modest than those of other companies. However, this will increase our company's competitiveness, and our plans will be chosen by customers as attractive options. Our customer base will be strengthened without being eroded. On top of that, we will build up a variety of revenues, not just telecommunications. We believe that we are steadily strengthening our business in this way.

Mr. Masuno: I would like to ask about the remaining two segments. First, Enterprise Business operating profit. It says that there is a temporary impact, but the growth seems to be still low. Next, I would like to talk about the breakdown of segment operating profit. I understand that there was an internal management reorganization. I think that the financial promotion expenses previously held by the mobile phone division were transferred to the operating holding company. Does that mean that the financial promotion expenses were actually transferred to the financial business? Should we view this as actual profits and make future forecasts? How should we view the financial business promotion expenses in terms of management? I would like to ask you these two questions.

Mr. Kojima: I would like to answer the question about Enterprise Business. Before that, I would like to explain about the cancellation of large corporate contracts that Maeda was asked about earlier. I am sorry to have caused you concern. This was due to our customers terminating the services they provided to end users. About 1.2 million lines were cancelled. Please understand that the contracts were not taken by another company, but were cancelled due to the termination of the services.

Next, I am sorry to have caused you concern about profits as well. There are 2 main factors. First, the year-on-year change. This fiscal year, the upfront investment cost burden of NTT DOCOMO SOLUTIONS, Inc., which is involved in the development of systems for the NTT Group, has had a significant impact. In addition, the decrease in profit due to the termination of 3G last year was also significant. In addition, the cost of dismantling Otemachi was quite significant in the first half. This is within the plan, and the business plan includes a negative impact of about 6 billion yen.

Next, there are factors outside the plan. As I may have explained before, there are upfront costs to strategically acquire large projects. In addition, there was a problem with a project. With these, there is a negative impact of about 4 billion yen. These are having a significant effect.

Therefore, organic growth is not weak at all. We are growing at almost the same level as the top line. I think it is fair to say that the growth rate is higher than that. I hope you will appreciate this point.

Mr. Hiroi: Could you explain the purpose of your question?

Mr. Masuno: I am sorry. My question is simply as follows. In your press conference earlier, you explained that you rebalanced the profits of Smart Life and Consumer Communications. What was the reason for that?

Mr. Hiroi: Frankly speaking, up until now, part of the costs were borne by DOCOMO itself. This time, we broke out the company and clarified the costs that should be borne by the financial side. As a result, the burden of the Smart Life Business (financial business) has increased. Please understand that this is reflected in profits.

Mr. Masuno: The company's overall profits have not changed, but the allocation of the cost burden has changed. In the future, should we assume the current allocation of the burden?

Ms. Fujiki: I would like to add some additional information. I think Mr. Masuno's question was whether the Consumer Communications business was bearing expenses that should have been borne by the financial business. This includes expenses such as Stepped up sales promotion. I will explain the breakdown separately.
First of all, there is a large gap between the results of the previous financial business and the Financial Group's financial results. This is true. There are several factors.
The first is the services left behind at DOCOMO. Some services originally classified as financial services were left behind at DOCOMO due to the nature of the business. These have not been transferred to the Financial Group. Therefore, it appears that profits have decreased.
The second is the reallocation of expenses. Expenses such as DOCOMO's company-wide common expenses used to be borne by the Consumer Communications segment. With this spin-off, some of them have been reallocated to the Financial Group. This may be controversial. However, these expenses are not sales promotional expenses. Specifically, these are costs related to debt collection outsourced to NTT Finance. These costs were originally borne by Consumer Communications, but we have decided to ask the Financial Group to bear some of these costs.
The third is financing costs. These were originally treated as non-operating expenses in DOCOMO’s consolidated results. With the establishment of the new company, they were reclassified as operating expenses of the Financial Group, which is responsible for the financial services business. These are the reasons for this gap.

Mr. Masuno: Thank you. If possible, I would appreciate it if you could explain this in the materials.

Mr. Tokunaga of Daiwa Securities: I would like to confirm the numbers. This is my first question. Based on the data sheet, I believe that the upward revision this time is due to an improvement of about 20 billion yen in mobile communications services revenues directly reflected in earnings. On the other hand, I had assumed that the tariff for existing rates and other factors would increase revenues by about 40 billion yen this fiscal year. In addition to today's stock price movements, I think many people had high expectations based on the tariff. On the other hand, in the press conference earlier, you mentioned that the cancellation situation will become a little clearer when we see the results for the third quarter. You also mentioned that the competitive environment in the second half will be quite severe. Now, I would like to ask you a question. Is the risk of cancellations factored into this upward revision of 20 billion yen? Or was part of it already included in the

guidance? Could you explain a little more about the background and premise of this upward revision of 20 billion yen? Could you also tell us about the competitive environment and the extent to which it was originally included in the company plan?

Mr. Maeda: Ms. Fujiki will follow up on the details later. Basically, it is as you just said. Our company also factored this into its original plan to a certain extent. In addition to that, the impact of the revision has become clear this time. Therefore, we have factored this into our plan again, and reflected it in the Consumer Communications revenues, assuming that the impact will be at this level. The breakdown is not disclosed, but I hope you understand it that way.

Mr. Tokunaga: The second question is about the medium-term plan. Looking at the EBITDA of the medium-term plan, the Consumer Communications business is at a level that can be achieved even if it remains flat over the next 5 years. However, it has already exceeded the plan by 20 billion yen this fiscal year. If this is effective for the full year next fiscal year, the effect will be about 60 billion yen, three times as much. If there is no increase in expenses, I think the effect of the revision would be sufficient to raise the EBITDA target in the medium-term plan. Could you tell us about the progress against the medium-term plan? Could you also tell us how much your outlook and confidence in FY2030 have changed?

Mr. Maeda: We recognize that there is a gap between this upward revision and the medium-term plan that we have previously announced. First of all, we will actually implement it in the second half of this fiscal year and carefully see what the results will be. After that, we will reflect it in our plans for next fiscal year and beyond. We want to announce a profit plan at as high a level as possible.

Mr. Yoneshima of Citigroup Securities: This may overlap with the previous question, but this is my first question. This time, you made an upward revision of 20 billion yen. As for the KPI review, looking at the explanatory material and data sheet, it seems that only ARPU was raised slightly. Did you intentionally leave the other items unchanged? Or do you believe that the number of subscriptions and other items can be achieved as planned at this point? Please tell us.

Mr. Maeda: As I mentioned in the presentation, the customer base is moving at a pace that is in line with or slightly better than planned. However, we do not know how the price revisions will change customer behavior.
In addition, as the cost of parts and materials is rising, we do not know how each company will offer handsets or set prices. Therefore, we cannot predict the extent of the increase at this point. Therefore, the KPI plan remains unchanged.

Mr. Yoneshima: I understand. The second question is rather vague. At the holding company briefing earlier, DOCOMO's AI strategy was mentioned a little bit. How will your company develop its AI initiatives for corporate and individual customers? I think there will be aspects related to costs, as well as revenues and services. Please tell us if you have any current policies. If you have anything you would like to do or any direction in which you would like to advance your business, please tell us.

Mr. Maeda: Mr. Kojima will also talk about services for corporate customers. I will talk about services for individuals. I

think it is particularly important to combine data and AI for individuals. We combine data from customers' use of our services with AI. By doing this, we will provide agents as services that deeply understand customers and proactively support their lives. "SyncMe" is currently in a trial period, but we are developing "SyncMe" based on this concept. During the trial period, we received a variety of requests. Our company identified some areas for improvement. Therefore, we decided to significantly enhance the service. We hope to announce the details around the end of November.
This platform, which combines data and AI, will be used not only for "SyncMe", but also in various fields such as finance and entertainment. We understand our customers and proactively provide them with various information. In the future, we hope to evolve it into an application that can perform various tasks on their behalf. We also hope to provide the platform to third-party companies. We will also collaborate with Mr. Kojima's team. The NTT Group also plans to collaborate with NTT DATA. We will let you know the details when the time comes.

Mr. Kojima: At the holding company press conference earlier, Mr. Sasaki mentioned that we are reworking our AI strategy. There were three topics in it. The first is that we will provide data centers and undersea cables. The second is that we will provide them as solutions. The third is that of AI infrastructure.
Let me start with the last, AI infrastructure. Last year, our company announced the concept of "AI-Centric ICT Platform ®." In early spring, Mr. Shimada announced the concept of "AIOWN." I think "AI-Centric ICT Platform ®" is the core concept to realize that. This vision includes the following. The first is computing. Specifically, GPUs and data centers. The second is networking. It's called NaaS, and it's a network that can flexibly change bandwidth to match the AI era. The third is AI managed security. We implement these by incorporating them into the network. Currently, the provision of these services to customers is progressing at a very fast pace. I think this fiscal year is the year to promote social implementation in various forms.
Our company intends to provide AI solutions to customers based on this. The details are as follows. We will provide corporate customers with the mechanism behind "SyncMe", which Mr. Maeda mentioned earlier. We will also provide it in partnership with AI companies. For example, we are providing it in partnership with ExaWizards. In this way, we will provide it in various ways.
When doing so, there is often discussion about how we will divide roles with NTT DATA. I think we often work together with many major companies. Our company's strength is that we have offices and employees nationwide. I believe that it is our company's role to provide this service to medium-sized and small companies as well. I mentioned the other day that there are 5,000 "FDE-lites" in addition to so-called FDEs. We want to provide it in a way that is closely aligned with each region.
We think that the strategy will be to finally bring together all the elements I just talked about as a whole. That's what our company thinks.