

# **Financial Results for the Fiscal Year Ended March 31, 2019 and Forecasts for the Fiscal Year Ending March 31, 2020**

May 10, 2019  
NTT Communications Corporation

# NTT Com Group Financial Results

Operating Revenues increased from the previous year to 1,392.0 billion yen.  
Operating Income increased from the previous year to 132.1 billion yen.

(Billions of yen)

		FY2017 Financial Results (A)	FY2018 Financial Results (B)	Amount Change (B) - (A)	% Change %(A)→(B)
<b>NTT Com Group Operating Revenues</b>		<b>1,333.5</b>	<b>1,392.0</b>	<b>+58.5</b>	<b>+4.4%</b>
	<b>Cloud Computing Platforms</b>	<b>185.3</b>	<b>207.5</b>	<b>+22.3</b>	<b>+12.0%</b>
	<b>Data Networks</b>	<b>480.8</b>	<b>487.9</b>	<b>+7.1</b>	<b>+1.5%</b>
	<b>Voice Communications</b>	<b>276.3</b>	<b>266.6</b>	<b>(9.7)</b>	<b>(3.5%)</b>
	<b>Applications &amp; Content</b>	<b>125.8</b>	<b>134.5</b>	<b>+8.7</b>	<b>+6.9%</b>
	<b>Solution Services</b>	<b>238.0</b>	<b>266.2</b>	<b>+28.3</b>	<b>+11.9%</b>
	<b>Other</b>	<b>27.3</b>	<b>29.2</b>	<b>+1.9</b>	<b>+6.9%</b>
<b>(Included in the Above) Global Business</b>		<b>334.3</b>	<b>371.9</b>	<b>+37.6</b>	<b>+11.2%</b>
<b>NTT Com Group Operating Income</b>		<b>118.5</b>	<b>132.1</b>	<b>+13.7</b>	<b>+11.5%</b>

# NTT Com Group Forecasts

Operating Revenues will achieve 1,350.0 billion yen.  
Operating Income will increase from the previous year to 136.0 billion yen.

(Billions of yen)

		FY2018 Financial Results (A)	FY2019 Forecast (B)	Amount Change (B) - (A)
<b>NTT Com Group Operating Revenues</b>		<b>1,392.0</b>	<b>1,350.0</b>	<b>(42.0)</b>
	<b>Cloud Computing Platforms</b>	<b>207.5</b>	<b>235.0</b>	<b>+27.5</b>
	<b>Data Networks</b>	<b>487.9</b>	<b>478.0</b>	<b>(9.9)</b>
	<b>Voice Communications</b>	<b>266.6</b>	<b>257.0</b>	<b>(9.6)</b>
	<b>Applications &amp; Content</b>	<b>134.5</b>	<b>86.0</b>	<b>(48.5)</b>
	<b>Solution Services</b>	<b>266.2</b>	<b>273.0</b>	<b>+6.8</b>
	<b>Other</b>	<b>29.2</b>	<b>21.0</b>	<b>(8.2)</b>
	<b>(Included in the Above) Global Business</b>	<b>371.9</b>	<b>412.0</b>	<b>+40.1</b>
<b>NTT Com Group Operating Income</b>		<b>132.1</b>	<b>136.0</b>	<b>+3.9</b>

# Initiatives for FY2019

## Enhance our services to support data utilization

### Services to help customers achieve DX

#### COTOHA



Trans-  
lator



Chat-  
bot



Virtual  
Assistant



Audio  
mining



Meeting  
Assist

#### Services supporting subscription business



Billing  
control



Distribution  
control

#### Data management services/features



Data platform  
management



EiPaaS



Data analyzing AI/natural  
language processing AI



Data  
security



Container/  
apps delivery

### Infrastructure services to underpin data utilization

#### ICT infrastructure



Colocation



Private cloud



Public cloud



Interconnect



Wi-Fi



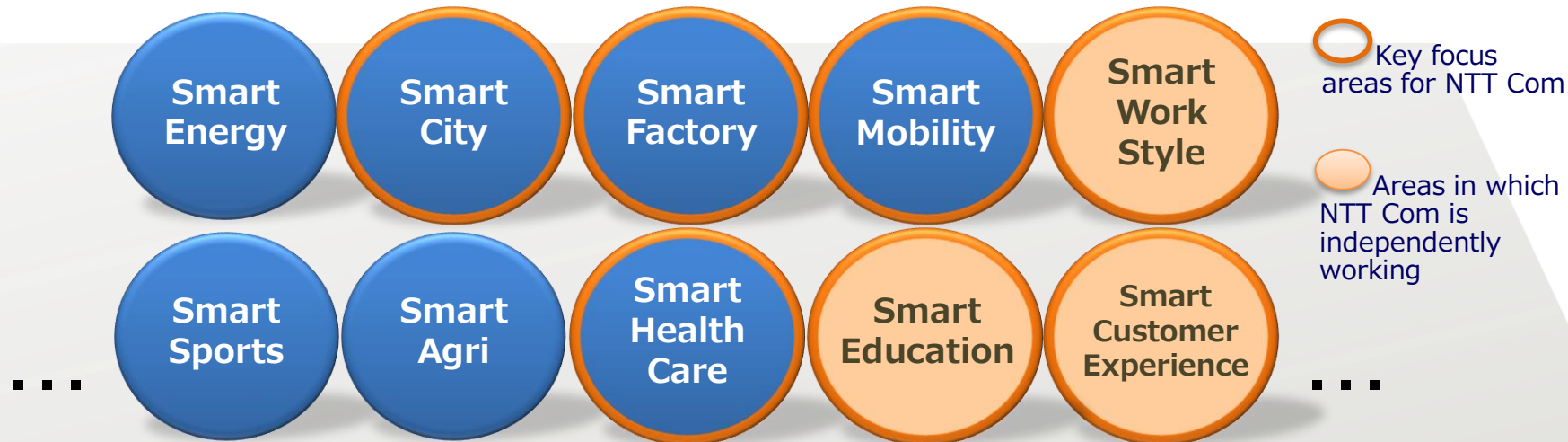
eSIM

Managed/  
Security  
services

# Initiatives for FY2019

## NTT Communications' Efforts to Realize Smart World

- Contributing to NTT Group's Smart World and development of new fields
- Contributing to Smart World Development by Utilizing NTT Group Resources



### Data Utilization Services



Services to help customers achieve DX



Managed/  
Security  
services



Infrastructure services to underpin data utilization



**NTT Communications will continue to offer solutions to customers' business challenges by driving our business transformations and by leveraging advanced technologies such as "NTT Research, Inc." and "Disruptive Innovation Approach" as a DX Enabler™.**

### **①Japan Business Operations**

- **The name of the Japanese operating company will be "NTT Communications".**
- **Continue to provide support for global business, overseas expansion and other areas for Japanese MNCs.**

### **②Overseas Business Operations**

- **"NTT Ltd. " will provide detailed and integrated support for customers in overseas markets, serving as a driving force for business growth.**



May 10, 2019

## **Changes in NTT Communications Directors (Subject to Shareholders' Approval)**

### 1. Candidates scheduled to take office as Directors

Hidemune Sugahara	President & CEO of NTT Com Solutions Corporation
Tomohiro Ando	Advisor of Mitsubishi UFJ Trust and Banking Corporation
Kazuhiko Nakayama	Head of Finance
Toshio Kanai	Vice President of Technology Planning Department, NIPPON TELEGRAPH AND TELEPHONE CORPORATION
Katsushige Kojima	Deputy Senior Vice President of Fourth Sales Division
Shuji Inaba	Head of Corporate Planning
Masayuki Oikawa	Head of Systems
Kenichiro Iida	Head of Cloud Services

### 2. Candidates scheduled to take office as Statutory Auditors

Shigeru Toyoda	Vice President and Representative Director of Hibiya Engineering, Ltd.
Ikuo Izutsu	Executive Vice President of DOCOMO Technology, Inc.

### 3. Directors scheduled to resign

Eiichi Tanaka	Executive Vice President
Denji Sakurai	Executive Vice President (scheduled to transfer to NTT Com Solutions Corporation)
Kazuhiro Gomi	Senior Vice President
Ken Kusunoki	Senior Vice President (scheduled to transfer to NTT Resonant Incorporated)
Atsuhiko Fuseya	Senior Vice President

### 4. Statutory Auditors scheduled to resign

Satoshi Shinoda	Statutory Auditor
Nobuhiro Takeuchi	Statutory Auditor

### 5. Candidates scheduled to take office as Representative Directors

- i. Candidate scheduled to take office as Executive Vice President, Representative Director  
Hidemune Sugahara      President & CEO of NTT Com Solutions Corporation
- ii. Candidate scheduled to take office as Executive Vice President  
Tomohiro Ando      Advisor of Mitsubishi UFJ Trust and Banking Corporation

### 6. New Executive Positions and Organizational Responsibilities

Name	New Position(s) and Organizational Responsibilities	Current Position(s) and Organizational Responsibilities
Toru Maruoka	Senior Executive Vice President In charge of Sales In charge of Corporate In charge of Global Business In charge of 2020 Project In charge of Digital Transformation	Senior Executive Vice President In charge of Sales In charge of Corporate In charge of 2020 Project In charge of Digital Transformation

Masaaki Moribayashi	Senior Executive Vice President	Senior Executive Vice President In charge of Technology In charge of Services In charge of Operations In charge of Information Security In charge of Global Business
Hidemune Sugahara	Executive Vice President In charge of Technology In charge of Services In charge of Operations In charge of Information Security	
Tomohiro Ando	Executive Vice President In charge of CSR	
Yoichiro Takaya	Senior Vice President Head of Third Sales Division	Senior Vice President Head of Fifth Sales Division
Kazuhiko Nakayama	Senior Vice President Head of Finance	Head of Finance
Toshio Kanai	Duputy Senior Vice President of ICT Consulting Division	Vice President of Technology Planning Department, NIPPON TELEGRAPH AND TELEPHONE CORPORATION
Katsushige Kojima	Senior Vice President Head of Fourth Sales Division	Deputy Senior Vice President of Fourth Sales Division
Shuji Inaba	Senior Vice President Head of Corporate Planning	Head of Corporate Planning
Masayuki Oikawa	Senior Vice President Head of Systems	Head of Systems
Kenichiro Iida	Senior Vice President Head of Cloud Services	Head of Cloud Services

- Notes:
- Among the Directors scheduled to resign from office, Ken Kusunoki is expected to resign on June 13, 2019, Denji Sakurai is expected to resign on June 19, 2019, and Eiichi Tanaka, Kazuhiro Gomi and Atsuhiro Fuseya are expected to resign at the close of the 20th Annual General Shareholders' Meeting (to be held on June 21, 2019).
  - Yoichiro Takaya is expected to be appointed as Head of Third Sales Division on June 13, 2019.
  - Katsushige Kojima is expected to be appointed as Head of Fourth Sales Division on June 19, 2019.
  - Masaaki Moribayashi is expected to concurrently serve on the board of directors for NTT Ltd. on July 1, 2019.
  - Takanobu Maeda, Naoki Kajita and Kenichiro Iida are expected to resign on June 30, 2019 and to be scheduled to take office at NTT Ltd. on July 1, 2019.