

Financial Results for the Fiscal Year Ended March 31, 2019 (20th Term)

Mitsuyoshi Kobayashi, President
Nippon Telegraph and Telephone West Corporation
("NTT West")

FY2018 Financial Results and FY2019 Forecast

- FY2018 operating income was 118.3 billion yen (an increase of 10.0 billion yen year-on-year)
 - FY2019 operating income is expected to increase 9.7 billion yen to 128.0 billion
- Operating revenues will steadily expand in growth areas such as SI and new areas

(Unit : Billions of yen, Ten thousand contracts)

	FY2017 Results	FY2018 Results	Year-on-year Change	FY2019 Forecast	Year-on-year Change
Operating Revenues	1,494.0	1,462.3	(31.7)	1,420.0	(42.3)
SI・New Areas, etc. *1	220.5	235.0	+14.4	250.0	+15.0
Operating Profit	119.4	118.3	(1.0)	128.0	+9.7
Profit Attributable to NTT West *2	80.0	80.7	+0.6	87.0	+6.3
Capital Investments	281.0	266.9	(14.1)	255.0	(11.9)
Fiber Optic Services Contracts	904	920	+16	940	+20

*1 Total figure of "System Integration Revenues" and "Other Operating Revenues".

*2 Represents profit attributable to NTT West (after deducting income attributable to non-controlling interests).

- NTT West Group contributes to the development of society as a **pioneer** (like vitamins for regional societies) that **uses ICT to solve various issues** brought about by changes in the environment surrounding society. We will continue to transform ourselves into a company that is **loved and trusted by local communities**, and contribute to the achievement of SDGs.



Provide services (“vitamins”) to resolve various social issues with local governments, companies and organizations

Maintenance of Social Infrastructure



Operational Reforms



Revitalize Industry



Measures for the Aging Population



...

**Regional Revitalization Solutions
(Vitamins for Regional Societies)**

• Various BPO Services
• Shared Use-Type Services

Local Companies, etc.

Universities



Chambers of Commerce,
Local Industrial Organizations

Regional Banks,
Credit Unions



Local Start-up Companies

Etc.

Talent, Assets, Finance and Technologies

Collaboration
Joint Operation
and
Commercialization

Talent, Assets, Finance and Technologies

NTTWEST

ICT Solutions

Onsite, Remote
Support

Security

Contact Centers

Back Office,
Shared Services

⋮

Community
Based Sales

Community
Based Supports

High Quality
Network
Infrastructure

Advanced
Technologies



Infrastructure Management

- ✓ Maintenance and management of aging social infrastructure



Revitalization of Local Companies

- ✓ Creation of new industries, workstyle reform, and strengthening of their financial base



Tourism

- ✓ Exploring local tourism resources and attraction of tourists



Agriculture

- ✓ Eliminating the shortage of labor and manpower due to the aging of farmers



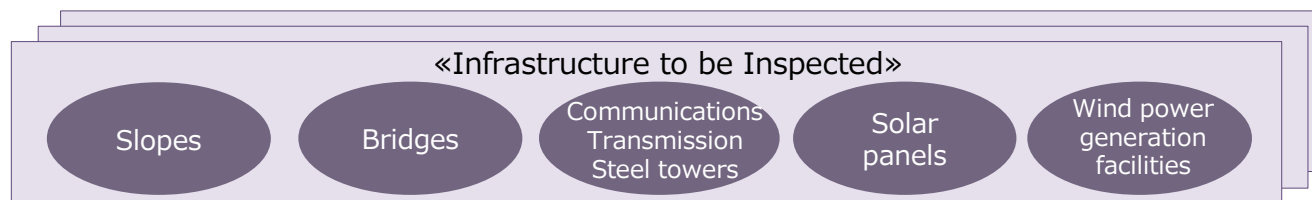
Safe and Secure Society

- ✓ Reducing fiscal burden of social security accompanying the aging population

Issues faced by regional societies



- Establish drone-based infrastructure inspection service company
- We will work together with partners and others on issues in order to maintain an efficient social infrastructure



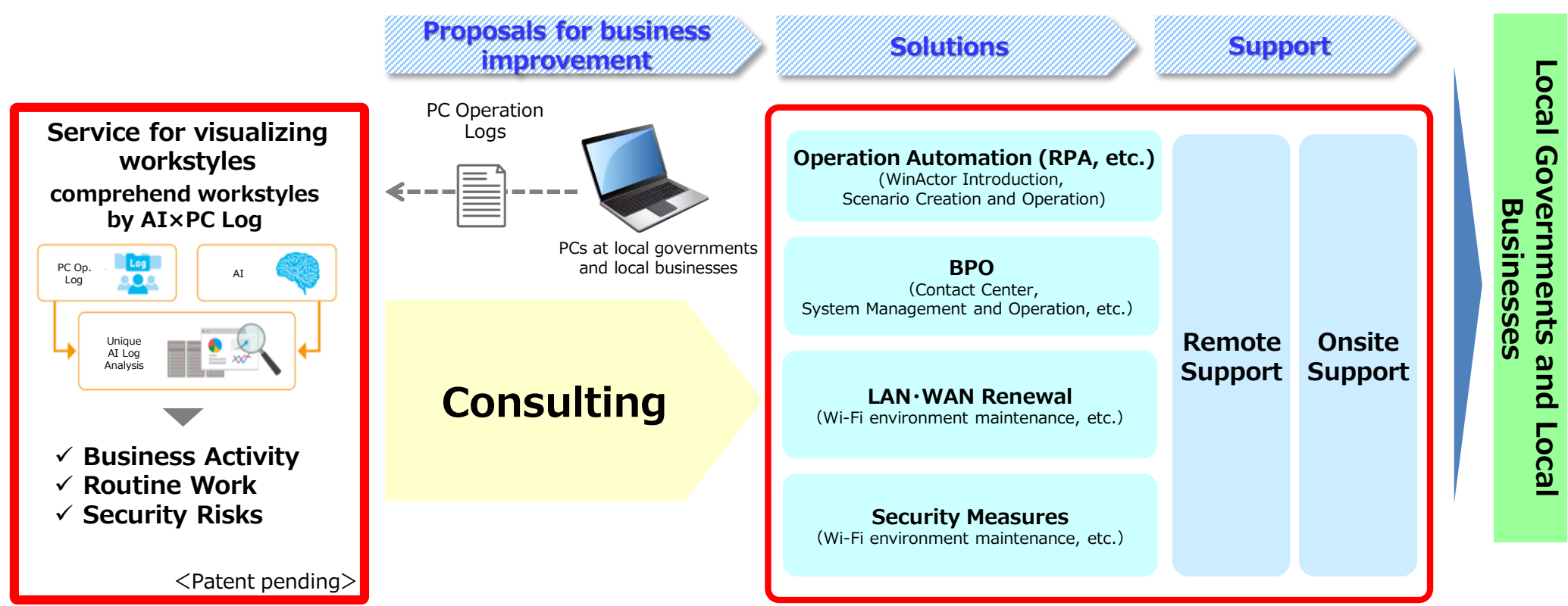


- Entry into cooperative agreements with regional financial institutions that take advantage of the characteristics of their business fields
- Contribute to the development of local economies by solving various management issues, including operational efficiency at local companies

Initiatives with Bank of Nagoya (Entry into Cooperation Agreement in Mar. 2019)

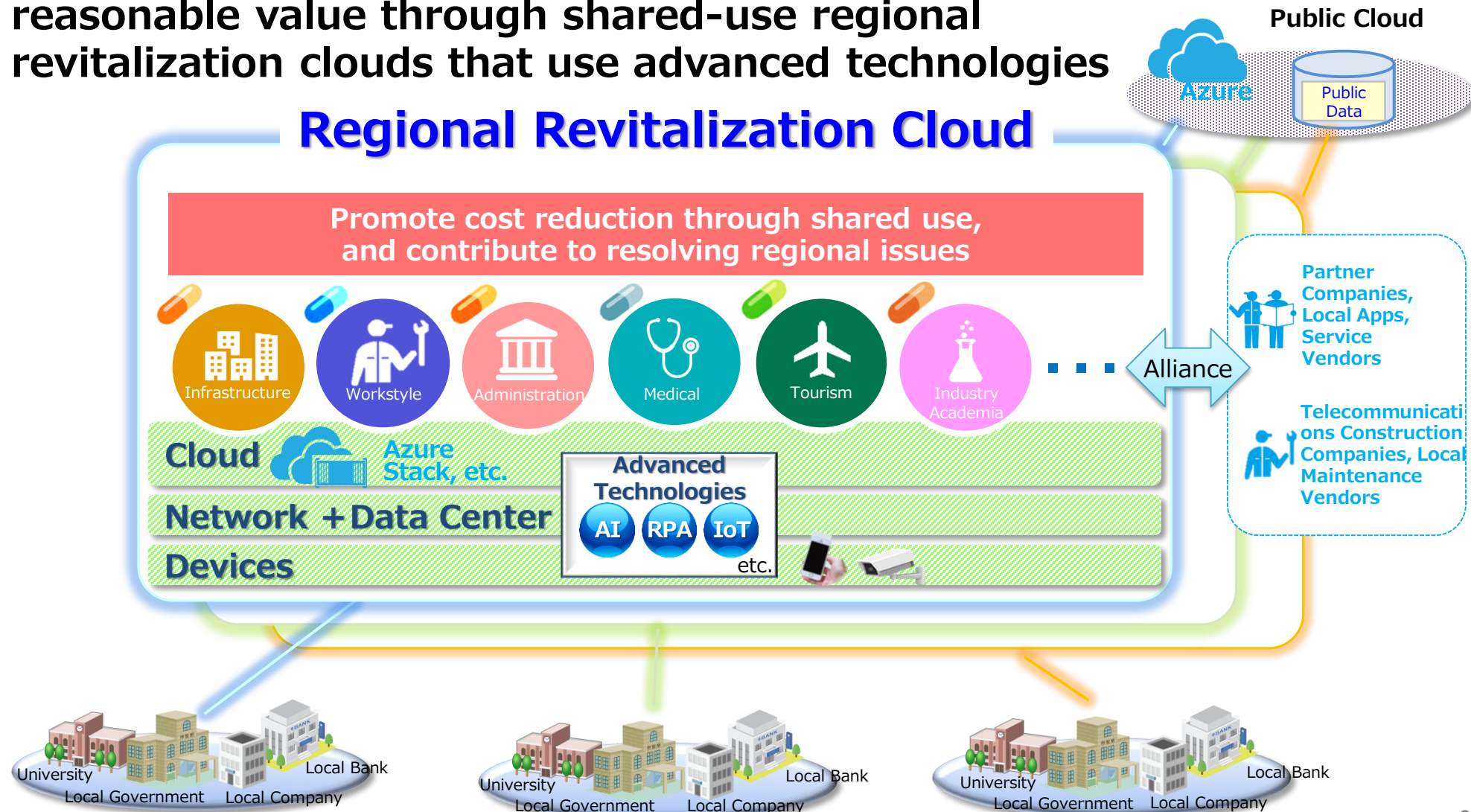


Provide services for workstyle reforms, from consulting to post-implementation support, utilizing a propriety AI analysis and work visualization service



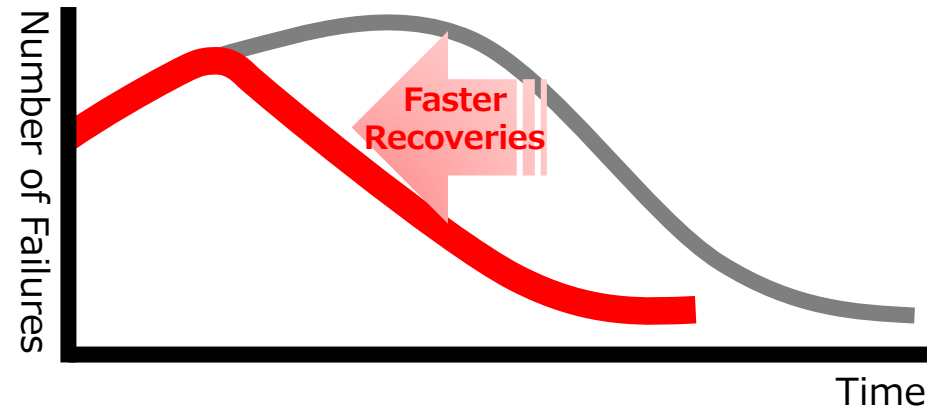
Establish services (regional vitamins) in each region together with regional partners, and offer the services safely, securely and at reasonable value through shared-use regional revitalization clouds that use advanced technologies

Regional Revitalization Cloud



Predictions of
Disaster Scale in
Each Area from
Big Data

- Rapid determination of obstructions,
and construction of framework
 - Proactive prediction of failures



- Make recovery faster through
collaborations with local governments
 - Work support for restoration of
communications facilities
 - Rapid elimination of road obstacles

Entered into a cooperation agreement with Wakayama
Prefecture, the first specific agreement in western Japan

Collaboration



Next society

Thinking

Together

With ICT

The forward-looking statements and projected figures concerning the future performance of NTT West, its parent company (NTT) and their respective subsidiaries and affiliates contained or referred to herein are based on a series of assumptions, projections, estimates, judgments and beliefs of the management of NTT West in light of information currently available to it regarding NTT West, the economy and telecommunications industry in Japan and overseas, and other factors.

These projections and estimates may be affected by the future business operations of NTT West, NTT and their respective subsidiaries and affiliates, the state of the economy in Japan and abroad, possible fluctuations in the securities markets, the pricing of services, the effects of competition, the performance of new products, services and new businesses, changes to laws and regulations affecting the telecommunications industry in Japan and elsewhere, other changes in circumstances that could cause actual results to differ materially from the forecasts contained or referred to herein, as well as other risks included in NTT's most recent Annual Securities Report and in any other materials publicly disclosed by NTT on its website.

CHANGES IN BOARD OF DIRECTORS (NTT West)

Scheduled appointment date: June 21, 2019

(1) Candidates for Member of the Board

Masaki Sumitani (Executive Manager, General Affairs Department)

Hidenori Kigami (Executive Manager, Corporate Strategy Planning Department)

Takahumi Makiuchi (Nippon Telegraph and Telephone Corporation, Vice President of General Affairs Department) (scheduled appointment date: June 27, 2019)

(2) Candidate for Audit & Supervisory Board Member

Megumi Irie (DOCOMO CS, Inc., Member of the Board, Executive Vice President)

(3) Members of the Board scheduled to resign from office

Senior Executive Vice President, Representative Director Yoshihiro Kuroda (scheduled to take office at NTT INFRASTRUCTURE NETWORK CORPORATION)

Executive Vice President Yasushi Tohtake (scheduled to take office at MIRAIT Holdings Corporation)

Member of the Board Kou Ikeda (scheduled to take office at NTT Urban Solutions, Inc.)

(4) Audit & Supervisory Board Member scheduled to resign from office

Kimiko Ohga

(5) Candidates for Executive Officer and Representative Director

Candidate scheduled to take office as Senior Executive Vice President, Representative Director

Member of the Board Ichiro Uehara (scheduled appointment date: July 1, 2019)

Candidate scheduled to take office as Executive Vice President

Member of the Board Teruyuki Kishimoto

Notes: Yoshihiro Kuroda is scheduled to resign from office as a member of the Board on June 30, 2019.

Megumi Irie is a candidate for outside Audit & Supervisory Board Member.

(6) New Executive Positions and Organizational Responsibilities

Scheduled appointment date: June 21, 2019

New Position(s) and Organizational Responsibilities	Name	Current Position(s) and Organizational Responsibilities (as of June 20, 2019)
Executive Vice President; Executive Manager, Network Department, Plant Headquarters	Teruyuki Kishimoto	Member of the Board; Senior Executive Manager, Kansai Regional Headquarters; General Manager, Osaka Branch
Member of the Board; Senior Executive Manager, Kansai Regional Headquarters; General Manager, Osaka Branch	Keiji Ueyama	Member of the Board
Member of the Board; Executive Manager, Personnel Department	Masaki Sumitani	
Member of the Board; Executive Manager, Corporate Strategy Planning Department; In charge of Information Security Department	Hidenori Kigami	

Notes: Keiji Ueyama is scheduled to resign as President and Representative Director of NTT-Neomeit on June 20, 2019.

Teruyuki Kishimoto is expected to be appointed as President and Representative Director of NTT-Neomeit.

Scheduled appointment date: June 27, 2019

New Position(s) and Organizational Responsibilities	Name	Current Position(s) and Organizational Responsibilities (as of June 20, 2019)
Member of the Board; Deputy Senior Executive Manager, Corporate Business Headquarters	Takahumi Makiuchi	

Scheduled appointment date: July 1, 2019

New Position(s) and Organizational Responsibilities	Name	Current Position(s) and Organizational Responsibilities (as of June 30, 2019)
Senior Executive Vice President, Representative Director; Senior Executive Manager, Alliance Business Headquarters; In charge of: Business Design Department; Corporate Strategy Planning Department; Accounts and Finance Department; Personnel Department; General Affairs Department; Compliance and CSR	Shozo Ito	Senior Executive Vice President, Representative Director; Senior Executive Manager, Alliance Business Headquarters; In charge of: Sales Promotion Department; Corporate Strategy Planning Department; Accounts and Finance Department; Personnel Department; General Affairs Department; Compliance and CSR
Senior Executive Vice President, Representative Director; Senior Executive Manager, Corporate Business Headquarters	Ichiro Uehara	Member of the Board; Senior Executive Manager, Corporate Business Headquarters
Executive Vice President; Executive Manager, Plant Headquarters; Network Department, Plant Headquarters; In charge of: Digital Transformation Promotion Headquarters	Teruyuki Kishimoto	Executive Vice President; Executive Manager, Network Department, Plant Headquarters
Member of the Board; Executive Manager, Digital Transformation Promotion Headquarters; Digital Transformation Promotion Department	Takashi Inomata	Member of the Board

Notes: Takashi Inomata is scheduled to resign as President and Representative Director of NTT FIELDTECHNO CORPORATION on June 30, 2019.

Takafumi Sakaguchi is expected to be appointed as President and Representative Director of NTT FIELDTECHNO CORPORATION.

(Reference) Expected New Executive Positions and Organizational Responsibilities

As of July 1, 2019

New Position(s) and Organizational Responsibilities	Name
President, Representative Director	Mitsuyoshi Kobayashi
Senior Executive Vice President, Representative Director; Senior Executive Manager, Alliance Business Headquarters; In charge of: Business Design Department; Corporate Strategy Planning Department; Accounts and Finance Department; Personnel Department; General Affairs Department; Compliance and CSR	Shozo Ito
Senior Executive Vice President, Representative Director; Senior Executive Manager, Corporate Business Headquarters	Ichiro Uehara
Executive Vice President; Executive Manager, Plant Headquarters; Network Department, Plant Headquarters In charge of: Digital Transformation Promotion Headquarters	Teruyuki Kishimoto
Member of the Board; Senior Executive Manager, Tokai Business Headquarters; General Manager, Nagoya Branch	Naoki Yamamoto
Member of the Board; Executive Manager, Service Management Department, Plant Headquarters	Takafumi Sakaguchi
Member of the Board; Senior Executive Manager, Chugoku Regional Headquarters; General Manager, Hiroshima Branch	Kousuke Nagano
Member of the Board; Executive Manager, Fiber Access Collaboration Department, Alliance Business Headquarters	Kunihiro Yamada
Member of the Board; Senior Executive Manager, Kansai Regional Headquarters; General Manager, Osaka Branch	Keiji Ueyama

Member of the Board;	Masanori Ozawa
Senior Executive Manager, Kyusyu Regional Headquarters; General Manager, Fukuoka Branch	

Member of the Board;	Tsukasa Komeda
Executive Manager, Accounts and Finance Department	

Member of the Board;	Takashi Inomata
Executive Manager, Digital Transformation Promotion Headquarters; Digital Transformation Promotion Department	

Member of the Board;	Masaki Sumitani
Executive Manager, Personnel Department	

Member of the Board;	Hidenori Kigami
Executive Manager, Corporate Strategy Planning Department; In charge of Information Security Department	

Member of the Board;	Takahumi Makiuchi
Deputy Senior Executive Manager, Corporate Business Headquarters	

Member of the Board	Ryota Kitamura
---------------------	----------------

Audit & Supervisory Board Member	Mamoru Murai
----------------------------------	--------------

Audit & Supervisory Board Member	Syunichi Okazaki
----------------------------------	------------------

Audit & Supervisory Board Member	Megumi Irie
----------------------------------	-------------

Notes: Ichiro Uehara is expected to continue to execute his duties as President and Representative Director of NTT Business Solutions.

Teruyuki Kishimoto is expected to be appointed as President and Representative Director of NTT-Neomeit on June 21, 2019.

Takafumi Sakaguchi is expected to be appointed as President and Representative Director of NTT FIELDTECHNO CORPORATION on July 1, 2019.

Takashi Inomata is CDO (Chief Digital Officer).