

# Who we are

NTT Group is a leading company in the telecommunications business. We operate in a wide range of domestic and overseas markets by utilizing the customer base and expertise in communication networks and ICT that we have cultivated over our history.

# What we do

As “Your Value Partner”, we aim to work together with our partners to solve social issues through our business activities. We work to make the world a place where all people can enjoy the benefits of ICT so that they may be able to live and work more comfortably and happily.

## Financial Highlights (IFRS)

Billions of yen

	FY2017	FY2018	FY2019
Operating revenues	11,782.1	11,879.8	<b>11,899.4</b>
Operating profit	1,641.1	1,693.8	<b>1,562.2</b>
Profit attributable to NTT	897.9	854.6	<b>855.3</b>
Total assets	21,541.4	22,295.1	<b>23,014.1</b>
NTT shareholders' equity*1	9,050.4	9,264.9	<b>9,061.1</b>
Earnings per share (EPS) (yen)*2*3	224.93	220.13	<b>231.21</b>
Book-value per share (BPS) (yen)*2*3	2,295.79	2,416.01	<b>2,492.60</b>
Ratio of profit attributable to NTT (ROE) (%)	10.2%	9.3%	<b>9.3%</b>
Cash flows from operating activities*4*5	2,773.2	2,397.9	<b>2,602.5</b>
Cash flows from investing activities	(1,746.2)	(1,774.1)	<b>(1,852.7)</b>
Free cash flows*4 (Cash flows from operating activities - Cash flows from investing activities)	1,027.0	623.8	<b>749.8</b>
Cash flows from financing activities*5	(968.3)	(584.3)	<b>(872.3)</b>

\*1 NTT shareholders' equity does not include the portion attributable to non-controlling interests.

\*2 EPS is calculated based on the average number of shares outstanding during the fiscal year, excluding treasury stock, and BPS is calculated based on the number of shares outstanding at the end of the fiscal year, excluding treasury stock.

\*3 NTT conducted a two-for-one stock split of its common stock with an effective date of January 1, 2020. The figures reflect the impact of this stock split.

\*4 Amount excluding the impact of the last day of the previous fiscal years having been a non-business day

\*5 Excludes the impact on cash flows from operating and financing activities caused by the adoption of IFRS 16 (Leases)



Nippon Telegraph and Telephone Corporation (Holding Company)

Main Businesses  
Formulate management strategies for NTT Group and promote basic research and development

### Mobile Communications Business

**Business Activities** Mobile communications business, smart life business, etc.  
**Major Services** Mobile phone services, "d market" services such as movie and music distribution and e-book services, and finance and payment services  
**Competitive Advantages**

- A stable communication network that can be used comfortably anytime, anywhere
- Top-notch research and development capabilities
- Large market share and stable customer base

Main Company  
NTT DOCOMO, INC.

### Regional Communications Business

**Business Activities** Regional telecommunications operations in Japan and related businesses, etc.  
**Major Services** FTTH and other services  
**Competitive Advantages**

- Secure, highly reliable, stable communication network
- Provision of and support for ICT solutions with strong local ties
- Large market share and stable customer base

Main Companies  
Nippon Telegraph and Telephone East Corporation  
Nippon Telegraph and Telephone West Corporation

### Long Distance and International Communications Business

**Business Activities** Long-distance telecommunications operations in Japan, international telecommunications business, solutions business, and related businesses  
**Major Services** Cloud services, data center services, migration support services, and other services  
**Competitive Advantages**

- Comprehensive solutions from application to IT infrastructure
- Global coverage
- Strong customer engagement

**NTT, Inc.**  
(Global holding company)  
**Main businesses**  
Governance, strategy planning, and policy promotion for the global business of NTT Group

Main Companies  
NTT Ltd. (Global Operating Company)  
NTT Communications Corporation (Japan Operating Company)

### Data Communications Business

**Business Activities** Network system services, system integration, etc., in Japan and overseas  
**Major Services** ERP services, ICT outsourcing, and other services  
**Competitive Advantages**

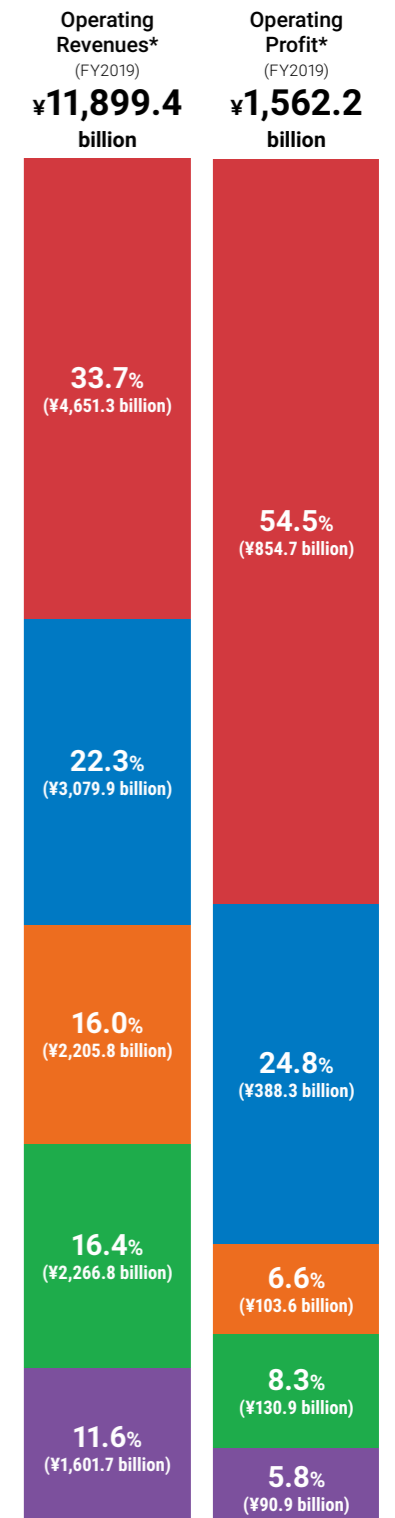
- High-level technology development and project management capabilities
- Large market share and stable customer base in Japan
- Powerful service delivery capabilities using development bases in EMEA and in Central and South America

Main Company  
NTT DATA CORPORATION

### Other Businesses

**Business Activities** Real estate, finance, construction / electric power, system development, advanced technology development, etc.

Main Companies  
NTT Urban Solutions, Inc.  
NTT Anode Energy Corporation



\* The percentage of each segment's simple total (including inter-segment transactions)