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

*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.

 $\star4$ 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

				Operating	Operating
Mobile C	communications Busine	SS		Revenues* (FY2019)	Profit* (FY2019)
Business Activities	Mobile communications business, sm etc.	nart life business,	Main Company NTT DOCOMO, INC.	¥ 11,899.4 billion	¥ 1,562.2 billion
Major Services	Mobile phone services, "d market" ser movie and music distribution and e-bu finance and payment services				
Competitive Advantages	A stable communication network the comfortably anytime, anywhere	at can be used			
	Top-notch research and developmer Large market share and stable custor	-			
Regiona	Communications Busin	ness	:	33.7 % (¥4,651.3 billion)	
Business Activities	Regional telecommunications operation related businesses, etc.	ons in Japan and	Main Companies Nippon Telegraph and		
Major Services	FTTH and other services		Telephone East Corporation		54.5%
Competitive Advantages	 Secure, highly reliable, stable comming Provision of and support for ICT solutions strong local ties 		Nippon Telegraph and Telephone West Corporation		(¥854.7 billion)
	Large market share and stable custo	omer base	Corporation		
Long Dis	tance and International	Communica	tions Business		
Business Activities	Long-distance telecommunications operations in Japan, international telecommunications business, solutions business, and related businesses		Main Companies NTT Ltd. (Global Operating	22.3 % (¥3,079.9 billion)	
Major Services	Cloud services, data center services, and other services	services, data center services, migration support			
Competitive Advantages	• Comprehensive solutions from application to IT infrastructure Global coverage	NTT, Inc. (Global holding company) Main businesses Governance, strategy planning, and policy	Corporation (Japan Operating Company)		
	Strong customer engagement	promotion for the global business of NTT Group			
Data Cor	nmunications Business			16.0% (¥2,205.8 billion)	
Business Activities	Network system services, system integration, etc., in Japan and overseas		Main Company NTT DATA		24.8 % (¥388.3 billion)
Major Services	ERP services, ICT outsourcing, and ot	her services	CORPORATION		
Competitive Advantages	High-level technology development a management capabilities				
	 Large market share and stable custo Powerful service delivery capabilities development bases in EMEA and in South America 	s using		16.4 % (¥2,266.8 billion)	6.6 % (¥103.6 billion)
Other Bu	isinesses				8.3%
Business	Real estate, finance, construction /		Main Companies	11.6%	(¥130.9 billion)
ACUVIUES	ctivities electric power, system development, advanced technology development, etc.		NTT Urban Solutions, Inc. NTT Anode Energy	(¥1,601.7 billion)	5.8 % (¥90.9 billion)

Corporation

				Operating Revenues*	Operating Profit*
Mobile (Communications Busine	SS		(FY2019)	(FY2019)
Business Activities	Mobile communications business, sn etc.	nart life business,	Main Company NTT DOCOMO, INC.	¥ 11,899.4 billion	¥ 1,562.2 billion
Major Services	s 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 developmer Large market share and stable custor				
Regiona	Communications Busi	ness	·	33.7 % (¥4,651.3 billion)	
Business Activities	Regional telecommunications operation related businesses, etc.	ons in Japan and	Main Companies Nippon Telegraph and		
Major Services	FTTH and other services		Telephone East		54.5%
Competitive Advantages	 Secure, highly reliable, stable comm Provision of and support for ICT solustrong local ties 		Corporation Nippon Telegraph and Telephone West Corporation		(¥854.7 billion)
	Large market share and stable custo	omer base	Corporation		
Long Dis	tance and International	Communica	tions Business		
Business Activities	Long-distance telecommunications o international telecommunications bus solutions business, and related busin	siness,	Main Companies NTT Ltd. (Global Operating	22.3 % (¥3,079.9 billion)	
Major Services	Cloud services, data center services, services, and other services		Company) NTT Communications		
Competitive Advantages	• Comprehensive solutions from application to IT infrastructure	NTT, Inc. (Global holding company) Main businesses	Corporation (Japan Operating		
	Global coverage Strong customer engagement	Governance, strategy planning, and policy promotion for the global	Company)		
Data Co	nmunications Business	business of NTT Group	_	16.0 % (¥2,205.8 billion)	04.0
Business Activities	Network system services, system interin Japan and overseas	egration, etc.,	Main Company NTT DATA	(,,	24.8 % (¥388.3 billion)
Major Services	ERP services, ICT outsourcing, and ot	her services	CORPORATION		
Competitive Advantages	High-level technology development a management capabilities				
	 Large market share and stable custo Powerful service delivery capabilities 			16.4%	
	development bases in EMEA and in South America			(¥2,266.8 billion)	6.6 % (¥103.6 billion)
Other Businesses 8.3%				8.3%	
Business	Real estate, finance, construction /		Main Companies		(¥130.9 billion)
Activities	electric power, system development,		NTT Urban Solutions,	11.6%	
	advanced technology development, e	tc.	Inc. NTT Anode Energy	(¥1,601.7 billion)	5.8 % (¥90.9 billion)

				Operating Revenues*	Operating Profit*
Mobile (Communications Busine	SS		(FY2019)	(FY2019)
Business Activities	Mobile communications business, sm etc.	nart life business,	Main Company NTT DOCOMO, INC.	¥ 11,899.4 billion	¥ 1,562.2 billion
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 				
Regiona	l Communications Busi	ness		33.7 % (¥4,651.3 billion)	
Business Activities	Regional telecommunications operations in Japan and related businesses, etc.		Main Companies Nippon Telegraph and Telephone East		
-	FTTH and other services		Corporation		54.5%
Competitive Advantages	 Secure, highly reliable, stable communication Provision of and support for ICT solutions strong local ties Large market share and stable custor 	utions with	Nippon Telegraph and Telephone West Corporation		(¥854.7 billion)
	• Large market share and stable cusic				
Long Distance and International Communications Business					
Business Activities	Long-distance telecommunications operations in Japan, international telecommunications business, solutions business, and related businesses		Main Companies NTT Ltd. (Global Operating	22.3 % (¥3,079.9 billion)	
Major Services	Cloud services, data center services, r services, and other services		Company) NTT Communications		
Competitive Advantages	• Comprehensive solutions from application to IT infrastructure	NTT, Inc. (Global holding company) Main businesses	Corporation (Japan Operating		
	Global coverage Strong customer engagement	Governance, strategy planning, and policy promotion for the global business of NLTC Crown	Company)		
Data Co	nmunications Business	business of NTT Group		16.0 % (¥2,205.8 billion)	
Business Activities	Network system services, system interin Japan and overseas	egration, etc.,	Main Company	(¥2,203.6 billion)	24.8 % (¥388.3 billion)
Major Services	ERP services, ICT outsourcing, and ot	her services	CORPORATION		
Competitive Advantages	High-level technology development a management capabilities				
 Large market share and stable customer base in Jap Powerful service delivery capabilities using development bases in EMEA and in Central and 		susing		16.4 % (¥2,266.8 billion)	6.6%
	South America				(¥103.6 billion)
Other Businesses 8.3%				8.3%	
Business	Real estate, finance, construction /		Main Companies		(¥130.9 billion)
Activities	electric power, system development,	to.	NTT Urban Solutions,	11.6 % (¥1,601.7 billion)	
	advanced technology development, et	lG.	Inc. NTT Anode Energy		5.8 % (¥90.9 billion)

usiness ctivities	Network system services, system integration, etc., in Japan and overseas
ajor Services	ERP services, ICT outsourcing, and other services
ompetitive dvantages	 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

iness vities	Real estate, finance, construction / electric power, system development, advanced technology development, etc.

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