

Financial Results for the Fiscal Year Ended March 31, 2021 and Forecasts for the Fiscal Year Ending March 31, 2022

May 12, 2021

NTT Communications Corporation

NTT Com Group FY2020 Financial Results

Operating Revenues was 1,070.4 billion yen and Operating Income was 137.3 billion yen, **both exceeding forecasts**, with Operating Profit **reaching a record high**.

(Billions of yen)

	FY2020 Financial Forecasts	FY2020 Financial Results	Increase (Decrease)	Achievement rate
	(A)	(B)	(B)-(A)	%(B)/(A)
NTT Com Group Operating Revenues	1,037.0	1,070.4	+33.4	103.2%
Cloud Computing Platforms	106.0	102.8	(3.2)	97.0%
Data Networks	383.0	391.1	+8.1	102.1%
Voice Communications	216.0	221.8	+5.8	102.7%
Applications & Content	73.0	74.1	+1.1	101.5%
Solution Services	235.0	255.1	+20.1	108.6%
Other	24.0	25.4	+1.4	105.9%
NTT Com Group Operating Income	119.0	137.3	+18.3	115.4%

NTT Com Group FY2021 Forecasts

Operating Revenue is anticipated to be 1,075.0 billion yen and Operating Profit is anticipated to be 138.0 billion yen, the same levels as in FY2020.

(Billions of yen)

	FY2020 Financial	FY2021 Financial	Increase (Decrease) (B)-(A)
	Results (A)	Forecasts (B)	
NTT Com Group Operating Revenues	1,070.4	1,075.0	+4.6
Cloud Computing Platforms	102.8	106.0	+3.2
Data Networks	391.1	394.0	+2.9
Voice Communications	221.8	211.0	(10.8)
Applications & Content	74.1	78.0	+3.9
Solution Services	255.1	260.0	+4.9
Other	25.4	26.0	+0.6
NTT Com Group Operating Income	137.3	138.0	+0.7

Initiatives of FY2021 (1)

① Promotion of Smart World

Smart City

- Established “CROSS LAB for the Smart City,” an environment for Smart City PoCs (proof-of-concept) and co-creation, in Tamachi. Commenced “Digital Twin” PoCs with the University of Tokyo Green ICT Project (March 2021)
- Started providing the “Smart Data Platform for City,” a data utilization platform that contributes to solving urban issues in accordance with the “Smart City Reference Architecture” stipulated by the Cabinet Office (April 2021)

⇒ **Based on the “Smart Data Platform for City,” which has been standardized based on existing case studies, we will expand the platform to include private sector building and area development, municipal super city concepts, and global projects.**

Initiatives of FY2021 (2)

Smart Factory

-Established a new company, "DUCNET," with FANUC and Fujitsu to contribute to the DX of the manufacturing industry (January 2021), and commenced service (April 2021)

-Successfully conducted PoCs on the international distribution of manufacturing line data with "GAIA-X," a data distribution platform that is compatible with the transmission and reception of highly confidential data with European countries (April 2021). Aim to provide a commercial platform that enables interconnection with "GAIA-X" by the end of this fiscal year.

⇒ **Strengthening the provision of platforms that are shared by the industry and compatible with international standards. Contributing to the improvement of the global competitiveness of Japan's manufacturing industry**

Smart Education

-Cloud-based education platform "MANABI Pocket" reaches approximately 2 million IDs. Signed a partnership agreement with Koganei City and Tokyo Gakugei University to utilize ICT environments in line with the Ministry of Education, Culture, Sports, Science and Technology's "GIGA School Initiative" (April 2021).

⇒ **While promoting the development of the digital environment in school, we are also accumulating and developing know-how on the use of ICT in education through partnership agreements. Contributing to the DX of education in local governments and schools using "MANABI Pocket."**

Initiatives of FY2021 (3)

② Deployment of the Smart Data Platform

- Started providing “Customer Experience Quality Monitoring,” which visualizes the quality of customers’ networks and provides consulting services for building optimal IT environments (April 2021). Will contribute to the achievement of a more comfortable business environment.
 - Improve the menu system and user interface of the portal site to provide the functions necessary for data utilization in a unified manner (May 2021). Will improve customer convenience more than ever.
- ⇒ In addition to expanding functions and menus, we will provide a "Smart Data Platform" that is easier to understand and use than ever before. We will also develop platforms centered on the "Smart Data Platform" for various industries.**

Initiatives of FY2021 (4)

③ ICT infrastructure transformation

-Launched “Local 5G Service,” providing support from installation to operation, utilizing NTT DOCOMO’s wireless technology and know-how (March 2021). Will promote joint PoCs, mainly with customers in the manufacturing industry

-Launched “Flexible Remote Access,” a remote access service with security features that support zero trust (April 2021). Enables secure and easy connection to internal business systems, SaaS, and other ICT services scattered on-premises and across the cloud from outside the office, at home and other locations through integration with the interconnect service “Flexible InterConnect.”

⇒ **Expand ICT services required in the new normal era, such as 5G/IoT and safe, secure and flexible services using Software Defined technologies**

Initiatives of FY2021 (5)

④ Digital Transformation and Corporate Transformation

Work Style Reform

- Maintain a remote work rate of approximately 80% by utilizing “Secured PC,” which achieves both security and convenience. Post-COVID-19, we will consolidate our major offices in Tokyo in order to create a remote-native work style premised on an average attendance rate of 30%. (from January 2022)
- Agile development of “NeWork,” a service that enables natural communication during remote work, and provide it to customers (functional enhancement in June 2021)

Strengthen the System for Providing DX Solutions

- Through the absorption of NTT Com Solutions, we will establish an integrated ICT solutions and engineering structure to enhance responsiveness and efficiency to customer needs (July 2021)

Develop Human Resources

- Strengthen the development of highly skilled human resources required for business growth, such as data scientists, engineers, and consultants, through the use of human resource development programs. (Approx. 3,000 employees in FY2024)

(Reference) Initiatives for Business Development

Re-connect X™ (Announced October 2020)

Contribute to the realization of sustainable future by redefining value in the remote world, "re-connecting" consumers, businesses, and society in a secure, safe, and flexible manner through co-creation with customers and partners.

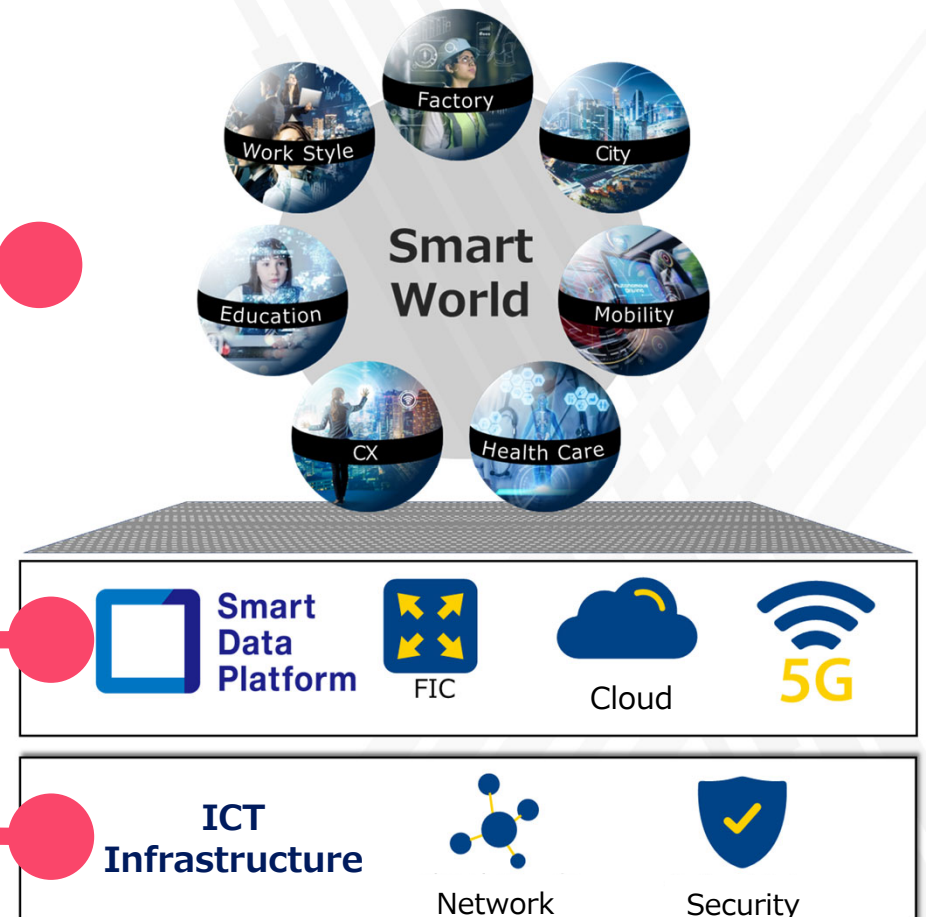
Co-creation with customers and partners

① Smart World
Connect society with future

② Smart Data Platform
Connecting data with value

③ ICT infrastructure transformation
For safe, secure, and flexible connections

Our own Digital Transformation



This document is a translation of the Japanese original. The Japanese original is authoritative.

The forward-looking statements and projected figures concerning the future performance of NTT Communications and its 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 Communications in light of information currently available to it regarding NTT Communications and its subsidiaries and affiliates, 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 Communications and its 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 Communications' most recent Annual Securities Report and in any other materials publicly disclosed by NTT Communications on its website.

*** "FY" in this material indicates the fiscal year ending March 31 of the succeeding year.**

May 12, 2021

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

1. Candidate scheduled to take office as Directors

Masaaki Shintaku Counselor, Special Olympics Nippon Foundation

2. Candidate scheduled to take office as Audit & Supervisory Board Members

Shuji Ota President and CEO, NTT TRAVEL SERVICE CO., LTD.

3. Directors scheduled to resign

Tomohiro Ando Executive Vice President, Member of the Board
(scheduled to take office as NTT Communications' Executive Vice President)

Shuichi Sasakura Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Executive Vice President)

Hiromasa Takaoka Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

Junichi Kudo Senior Vice President, Member of the Board
(scheduled to transfer to NTT PC Communications Incorporated)

Mamoru Watanabe Senior Vice President, Member of the Board
(scheduled to transfer to NTT World Engineering Marine Corporation)

Hidetaka Nishikawa Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

Katsushige Kojima Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

Shuji Inaba Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

Masayuki Oikawa Senior Vice President, Member of the Board
(Details of Masayuki Oikawa's appointment plan will be separately announced at the convenience of the scheduled employer.)

Sachiko Oonishi Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

Yoshiyuki Kobayashi Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

Hiraku Otsuchi Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

Satoshi Daimon Senior Vice President, Member of the Board
(scheduled to take office as NTT Communications' Senior Vice President)

4. Audit & Supervisory Board Member scheduled to resign

Ikuo Izutsu Audit & Supervisory Board Member

5. Candidates scheduled to take office as Executive Officers

i. Candidate scheduled to take office as Representative Member of the Board, President and CEO

Toru Maruoka President and CEO

NTTコミュニケーションズ株式会社 広報室

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ii. Candidates scheduled to take office as Representative Member of the Board, Senior Executive Vice President

Hidemune Sugahara Senior Executive Vice President
Hiroki Kuriyama Senior Executive Vice President

iii. Candidates scheduled to take office as Executive Vice President

Tomohiro Ando Executive Vice President
Shuichi Sasakura Senior Vice President

iv. Candidates scheduled to take office as Senior Vice President

Hiromasa Takaoka Senior Vice President
Hidetaka Nishikawa Senior Vice President
Toshio Kanai Senior Vice President
Katsushige Kojima Senior Vice President
Shuji Inaba Senior Vice President
Sachiko Oonishi Senior Vice President
Yoshiyuki Kobayashi Senior Vice President
Hiraku Otsuchi Senior Vice President
Satoshi Daimon Senior Vice President
Naoki Wakai NTT Singapore Pte. Ltd.
Hisashi Fujishima Vice President,
Head of Service Creation, Data Platform Services, Platform Service Division
Head of Cloud Platform, Data Platform Services, Platform Service Division
Shinsuke Mitsui Senior Vice President, Head of Business Planning, Platform Service Division
Yoshiharu Hamashima Senior Vice President,
Head of First Business Solutions, Business Solution Division
Muneharu Ura Vice President, Head of IT Strategy Office, Technology Planning Department,
NIPPON TELEGRAPH AND TELEPHONE CORPORATION
Kyoko Yamamoto Senior Vice President, Head of Human Resources

6. New Executive Positions and Organizational Responsibilities

Effective as of June 18, 2021

Board of Directors

Position(s)	Name	Organizational Responsibilities
President and CEO Representative Member of the Board of the Company	Toru Maruoka	
Senior Executive Vice President Representative Member of the Board of the Company	Hidemune Sugahara	Head of Platform Service Division In charge of Technology & Innovation In charge of Information Security In charge of Digital Transformation
Senior Executive Vice President Representative Member of the Board of the Company	Hiroki Kuriyama	Head of Business Solution Division In charge of Corporate In charge of Global Business In charge of 2020 Project
Senior Vice President Member of the Board	Toshio Kanai	Head of Corporate Planning
Member of the Board	Masaaki Shintaku	

Member of the Board	Takashi Ohira	
Audit & Supervisory Board Members	Kazuhiko Aramoto	
Audit & Supervisory Board Members	Sakuo Sakamoto	
Audit & Supervisory Board Members	Shuji Ota	

Executive Officers

Position(s)	Name	Organizational Responsibilities
Representative Member of the Board President and CEO	Toru Maruoka	
Representative Member of the Board Senior Executive Vice President	Hidemune Sugahara	Head of Platform Service Division In charge of Technology & Innovation In charge of Information Security In charge of Digital Transformation
Representative Member of the Board Senior Executive Vice President	Hiroki Kuriyama	Head of Business Solution Division In charge of Corporate In charge of Global Business In charge of 2020 Project
Executive Vice President	Tomohiro Ando	In charge of CSR
Executive Vice President	Shuichi Sasakura	Head of Data Platform Services, Platform Service Division
Senior Vice President	Hiromasa Takaoka	Head of Managed & Security Services, Platform Service Division
Senior Vice President	Hidetaka Nishikawa	Head of Tokyo 2020 Taskforce, Business Solution Division
Member of the Board Senior Vice President	Toshio Kanai	Head of Corporate Planning
Senior Vice President	Katsushige Kojima	Head of Fourth Business Solutions, Business Solution Division
Senior Vice President	Shuji Inaba	Head of Innovation Center
Senior Vice President	Sachiko Oonishi	Head of Third Business Solutions, Business Solution Division
Senior Vice President	Yoshiyuki Kobayashi	Head of Second Business Solutions, Business Solution Division
Senior Vice President	Hiraku Otsuchi	Head of Solution Services, Business Solution Division
Senior Vice President	Satoshi Daimon	Head of Sales & Marketing, Platform Service Division
Senior Vice President	Naoki Wakai	In charge of Global Business in Business Solution Division

Senior Vice President	Hisashi Fujishima	Head of Application Services, Platform Service Division
Senior Vice President	Shinsuke Mitsui	Head of Business Planning, Platform Service Division
Senior Vice President	Yoshiharu Hamashima	Head of First Business Solutions, Business Solution Division
Senior Vice President	Muneharu Ura	Head of Digital Transformation
Senior Vice President	Kyoko Yamamoto	Head of Human Resources

Note:

- Masaaki Shintaku is a candidate scheduled to take office as Outside Member of the Board of Directors.
- Among the Directors scheduled to resign from office, Junichi Kudo is expected to resign on June 17, 2021, and Mamoru Watanabe and Masayuki Oikawa are expected to resign at the close of the 22nd Annual General Shareholders' Meeting (to be held on June 18, 2021).
- Audit & Supervisory Board Members scheduled to resign from office is expected to resign on June 18, 2021.
- Hidetaka Nishikawa is expected to concurrently serve as President and CEO of NTT Com Marketing Corporation on June 17, 2021.
- Hisashi Fujishima is expected to be appointed as Head of Application Services, Platform Service Division on June 17, 2021.

About NTT Communications Corporation

NTT Communications solves the world's technology challenges by helping enterprises overcome complexity and risk in their ICT environments with managed IT infrastructure solutions. These solutions are backed by our worldwide infrastructure, including industry leading, global tier-1 public and private networks reaching over 190 countries/regions, and more than 500,000m² of the world's most advanced data center facilities. Our global professional services teams provide consultation and architecture for the resiliency and security required for your business success, and our scale and global capabilities in technology world are unsurpassed. Combined with NTT Ltd., NTT Data, and NTT DOCOMO, we are NTT Group.

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