



News Release

May 11, 2018

FOR IMMEDIATE RELEASE

Financial Results for Fiscal Year Ended March 31, 2018

The financial results of Nippon Telegraph and Telephone East Corporation (NTT East) for the fiscal year ended March 31, 2018 are presented in the following attachments.

(Attachments)

1. Summary of Results for the Fiscal Year Ended March 31, 2018
2. Non-Consolidated Comparative Balance Sheets
3. Non-Consolidated Comparative Statements of Income
4. Non-Consolidated Statements of Changes in Shareholders' Equity and Other Net Assets
5. Business Results (Non-Consolidated Operating Revenues)
6. Non-Consolidated Comparative Statements of Cash Flows
7. Changes in Board of Directors

For inquiries, please contact:
Public Relations Office
Nippon Telegraph and Telephone East Corporation
Tel: +81-3-5359-3711
E-Mail: houdou-gm@east.ntt.co.jp

1. Summary of Results for the Fiscal Year Ended March 31, 2018

As indispensable foundations for social and economic activities, information and telecommunications are expected to greatly contribute to improving the convenience of people's daily lives, vitalizing local economies, optimizing business process efficiency, creating new businesses and strengthening the international competitiveness of industries as a whole. In addition, the information and telecommunications market has progressed beyond its conventional framework with the advancement of broadband and globalization, the integration of fixed and mobile services, the usage of AI (*1), Big Data (*2), and IoT (*3), the advancement of cloud computing, market penetration of devices that support high-speed wireless internet and Wi-Fi, such as smartphones and tablets, the popularization of applications that enable free phone calls or messaging, and other developments.

The regional telecommunications market is also changing dramatically, with intensifying competition in services based on fiber optic access. In addition, new services that leverage a variety of wireless devices are also expanding. These in turn lead to diversification in the way that customers are using these devices and the expansion of the volume of data communications.

Amid such a difficult and volatile business environment, as a carrier with an important leadership role in the information and telecommunications industry, NTT East has endeavored to be thorough in its compliance regime and to abide by the requirements of fair competition. At the same time, NTT East has worked to secure a stable and solid foundation for its business, ensure its reliability as a component of social infrastructure and provide appropriate support for network migration, through the provision of high-quality, stable, universal services, construction of a sophisticated and resilient telecommunications network that is prepared for disasters and threats to cybersecurity and for significant increases in the volume of data communications, and initiatives for prompt restoration of services in case of large-scale natural disasters and other calamities.

In addition to these initiatives, NTT East has also endeavored to enhance the broadband network environment and further expand its user base for fiber optic services by offering new services and products that utilize next generation networks (NGN), as well as offering customer-friendly pricing options with long-term appeal.

1. Efforts to Promote Fiber-Optic and IP Services

Amid intensifying competition with respect to broadband services, NTT East has offered new services and strengthened its "Hikari Collaboration Model" initiatives to expand and continue using "FLET'S Hikari" (*4) and to meet customers' needs. NTT East has been working to create new demand and to increase efficiency of related operations by supporting its Hikari Collaboration providers.

As a result of these initiatives, the Hikari Collaboration Model is being utilized by over 560 businesses, and the number of subscribers for fiber-optic access services offered by Hikari Collaboration providers reached 6.0 million on September 6, 2017.

2. Initiatives Relating to the Solutions Business

NTT East worked on providing new ICT-utilizing services to its regional corporate customers.

- i. As part of its Wi-Fi services for corporate customers, NTT East is currently providing a simple Wi-Fi service, “GigaRaku Wi-Fi,” which includes support services. Starting on October 16, 2017, NTT East also began providing “Camera Options,” which provides camera devices, cloud services and support services as a set to companies to aid in their business efficiency and marketing activities.

In addition, starting on January 18, 2018, NTT East began providing an “IoT Support Option” for subscribers to “GigaRaku Wi-Fi,” which offers support for certain IoT devices and IoT clouds designated by NTT East.

- ii. For security services, on April 24, 2017, NTT East launched “Omakase Antivirus,” which, in addition to providing antivirus protection services for devices such as computers and tablets, enables more secure and safer security measures by offering services such as NTT East’s virus infection status monitoring, notifications and virus deletion measures in the event of a virus infection, security setting outsourcing and reports on the effectiveness of security measures.

In addition, on June 29, 2017, NTT East began providing “Omakase Cyber Mimamori,” a service that provides monitoring of unauthorized access attempts and recovery support in the event of emergencies through NTT East’s security support desks. NTT East also worked to strengthen network security by installing a dedicated box with unauthorized access detection and blocking functionality in customers’ offices.

- iii. For cloud services, on May 19, 2017, NTT East began offering “Cloud Gateway Server Hosting” for corporate customers, which allows customers to construct and manage cloud-based file servers and application servers easily and securely on the Internet or on closed networks.

In addition, on July 3, 2017 NTT East launched “Hikari Cloud cototoba,” an AI translation service that improves translation accuracy in the cultural tourism industry through high-volume machine learning of independently produced and collected bilingual texts, frequently used phrases and vocabulary words in that field.

- iv. For support services, on October 23, 2017, NTT East launched “Naose~ru PRO” for small- and medium-sized enterprise and SOHO customers who use “FLET’s Hikari,” offering a dedicated support center for repairs or replacements of computers and tablets that have been damaged due to customer negligence.
- v. On July 31, 2017, NTT East launched the “Office Telephone,” a business phone system for SOHO customers that can accommodate two external telephone lines and up to eight phone systems, enabling the easily construction of an office ICT environment.

3. Status of Business Operation Structure

NTT East established a “Tokyo Olympic & Paralympic Games Promotion Office” in order to contribute to the success of safe, secure and comfortable Olympic and Paralympic Games Tokyo 2020 through its provision of telecommunications services, with the objective of coordinating with related organizations and centralizing the implementation of the construction of facilities. NTT East is a Gold Partner (Telecommunications Services) for the Olympic and Paralympic Games Tokyo 2020.

Furthermore, from the perspective of being able to respond to rapid developments in the market environment, including with respect to customer needs, NTT East reviewed the sales organization that centrally manages large-scale to small- and medium-sized enterprise customers, and renamed the “Business & Office Sales Promotion Department,” which had managed sales of services and solutions, to the “Business Innovation Department.”

4. Corporate Social Responsibility Activities

NTT East considers Corporate Social Responsibility (“CSR”) activities to be one of the most important pillars of the management of the company, and recognizes that it is the social responsibility of a company to contribute to the sustainable development of society. In addition to ensuring fair competition, protecting personal information, making accurate representations in advertising and complying with various laws and regulations, NTT East has directed its efforts to resolve various social challenges as follows: (i) ensuring a high degree of stability and reliability of vital infrastructure that is indispensable to the general public; (ii) providing various services and solutions that will help to realize a richer society; and (iii) providing information and telecommunications services that contribute to the reduction of the environmental impact of society as a whole, as well as taking measures to reduce its environmental impact by reducing its consumption of energy, resources and electricity.

Having clearly defined the “Shape the NTT East Group is Aiming For,” NTT East has undertaken CSR activity initiatives befitting its position as a bearer of responsibility in information and telecommunication, such as working to widen the reach of the “NTT Group CSR Charter”

(enacted in June 2006) and striving to set up specific practices for the PDCA cycle based on “KPIs” (*5) established for each important theme of CSR activities.

For example, in order to ensure the availability of a means of communication during disasters, NTT East worked on the pre-installation of “public telephones for disasters (special public telephones)” in collaboration with local governments. The number of such facilities as the fiscal year ended March 31, 2018 reached 46,000 units, an increase of 5,000 units year on year. This enabled NTT East to build an environment that can provide its customers peace of mind and safety during the occurrence of disasters. As part of those activities, in order to convey the convenience of public telephones in the event of a disaster to elementary school students who have never used them, NTT East worked to raise awareness of public telephone use by creating easy-to-understand handouts and stickers explaining how to use them.

Furthermore, NTT East sold “Calligraphy Art Telegrams (Yume/Tsunagu)” to support the popularization and strengthening of sports for people with disabilities, sold Melody DENPO “Blooming Forest” cards to promote the “Green Revitalization through the Town Forest Project” agreed to with the city of Sendai, worked on initiatives for donations through telegraph services, and carried out the “NTT East Fukushima Forest Project,” activities to create a new disaster prevention forest, in the city of Soma in Fukushima prefecture, with an aim to make additional contributions to the recovery of the Tohoku region.

Finally, in connection with the release of the “NTT East Group CSR Report 2017,” NTT East actively engaged in stakeholder engagement, including by publishing KPIs in accordance with the four themes listed in the “NTT Group CSR Charter” (*6) in conjunction with the SDGs (*7) adopted by the United Nations.

5. Financial Standing

As a result of these measures and cost reduction efforts, operating revenue totaled 1,646.2 billion yen (a decrease of 1.6% year on year), operating income totaled 260.0 billion yen (an increase of 37.5% year on year), ordinary income was 273.6 billion yen (an increase of 33.8% year on year), and net income totaled 152.4 billion yen (an increase of 1.9% year on year).

Notes:

- *1: An abbreviation for Artificial Intelligence. Computer software and systems that mimic intelligent tasks carried out by human brains.
- *2: A large volume of digital data that is produced with popularization of the internet and faster computer processing speeds
- *3: An abbreviation for Internet of Things. A concept in which things that were not connected to the Internet before can now be connected to the Internet.

- *4: A collective name for “FLET’S Hikari Next”, “B FLET’S”, “FLET’S Hikari Light” and “FLET’S Hikari Wi-Fi Access” (including “Hikari Collaboration Model”).
- *5: An abbreviation for Key Performance Indicator. Key indicators for evaluating performance. This is a quantitative indicator that measures the degree to which goals have been achieved.
- *6: “Secure and safe communication,” “Communication between people and society,” “Communication between people and the earth,” and “Communication within Team NTT”
- *7: An abbreviation for Sustainable Development Goals.

2. Non-Consolidated Comparative Balance Sheets

(Based on accounting principles generally accepted in Japan)

(Millions of yen)

	March 31, 2017	March 31, 2018	Increase (Decrease)
ASSETS			
Fixed assets:			
Fixed assets - telecommunications businesses			
Property, plant and equipment			
Machinery and equipment	339,631	335,097	(4,533)
Antenna facilities	3,604	3,461	(142)
Terminal equipment	22,947	20,611	(2,335)
Local line facilities	866,722	834,617	(32,104)
Long-distance line facilities	2,843	2,862	19
Engineering facilities	588,683	580,874	(7,809)
Submarine line facilities	732	586	(145)
Buildings	409,835	398,749	(11,086)
Structures	16,038	16,071	33
Other machinery and equipment	3,006	2,731	(275)
Vehicles and vessels	642	571	(71)
Tools, furniture and fixtures	48,182	47,797	(385)
Land	197,249	196,254	(995)
Lease assets	1,001	1,063	62
Construction in progress	19,988	15,821	(4,167)
Total property, plant and equipment	2,521,110	2,457,172	(63,937)
Intangible fixed assets	84,120	83,511	(608)
Total fixed assets - telecommunications businesses	2,605,230	2,540,684	(64,546)
Investments and other assets			
Investment securities	12,581	12,946	365
Investments in subsidiaries and affiliated companies	46,622	46,582	(40)
Other investments in subsidiaries and affiliated companies	3,705	3,714	9
Investment in capital	452	326	(126)
Long-term prepaid expenses	4,024	4,814	790
Prepaid pension costs	3,030	8,037	5,007
Deferred income taxes	125,254	133,469	8,215
Other investments and assets	3,441	3,936	495
Allowance for doubtful accounts	(773)	(780)	(7)
Total investments and other assets	198,338	213,048	14,709
Total fixed assets	2,803,569	2,753,732	(49,837)
Current assets:			
Cash and bank deposits	5,605	7,562	1,956
Notes receivable	-	3	3
Accounts receivable, trade	230,736	246,886	16,149
Accounts receivable, other	119,106	105,851	(13,255)
Supplies	26,005	23,173	(2,831)
Advance payments	1,513	1,352	(160)
Prepaid expenses	7,886	8,318	432
Deferred income taxes	6,674	6,931	256
Deposits	288,468	171,340	(117,127)
Other current assets	11,853	12,570	717
Allowance for doubtful accounts	(327)	(289)	37
Total current assets	697,521	583,701	(113,820)
TOTAL ASSETS	3,501,091	3,337,433	(163,657)

(Millions of yen)

	March 31, 2017	March 31, 2018	Increase (Decrease)
LIABILITIES			
Long-term liabilities:			
Long-term borrowings from parent company	225,220	225,220	-
Lease obligations	1,494	1,470	(24)
Liability for employees' retirement benefits	247,366	258,103	10,737
Reserve for point services	4,145	2,429	(1,715)
Reserve for unused telephone cards	8,460	8,925	465
Allowance for environmental measures	3,637	2,858	(779)
Asset retirement obligations	902	907	4
Other long-term liabilities	34,672	42,643	7,970
Total long-term liabilities	525,898	542,557	16,658
Current liabilities:			
Current portion of long-term borrowings from parent company	140,615	-	(140,615)
Accounts payable, trade	89,029	66,666	(22,362)
Lease obligations	459	496	37
Accounts payable, other	198,620	170,519	(28,101)
Accrued expenses	15,613	15,950	336
Accrued taxes on income	14,186	11,023	(3,163)
Advances received	9,185	11,192	2,007
Deposits received	215,758	225,778	10,020
Unearned revenues	91	119	28
Allowance for environmental measures	2,285	1,128	(1,156)
Asset retirement obligations	1	-	(1)
Other current liabilities	2,888	2,493	(395)
Total current liabilities	688,735	505,370	(183,365)
TOTAL LIABILITIES	1,214,633	1,047,927	(166,706)
NET ASSETS			
Shareholders' equity:			
Common stock	335,000	335,000	-
Capital surplus			
Additional paid-in capital	1,499,726	1,499,726	-
Total capital surplus	1,499,726	1,499,726	-
Earned surplus			
Other earned surplus			
Reserve for special depreciation	1,092	642	(449)
Reserve for special account for property replacement	-	2,697	2,697
Reserve for reduction entry	13,197	13,197	0
Accumulated earned surplus	433,169	433,697	528
Total earned surplus	447,459	450,235	2,776
Total shareholders' equity	2,282,186	2,284,962	2,776
Unrealized gains (losses), translation adjustments, and others:			
Net unrealized gains (losses) on securities	4,271	4,543	272
Total unrealized gains (losses), translation adjustments, and others	4,271	4,543	272
TOTAL NET ASSETS	2,286,457	2,289,506	3,048
TOTAL LIABILITIES AND NET ASSETS	3,501,091	3,337,433	(163,657)

3. Non-Consolidated Comparative Statements of Income

(Based on accounting principles generally accepted in Japan)

(Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018	Increase (Decrease)
Telecommunications businesses:			
Operating revenues	1,534,745	1,511,936	(22,809)
Operating expenses			
Business expenses	317,168	315,278	(1,889)
Operations	7,869	7,199	(670)
Maintenance expenses	383,994	375,190	(8,803)
Overhead expenses	86,274	82,601	(3,673)
Administration	86,732	85,532	(1,199)
Experiment and research	38,837	33,616	(5,220)
Depreciation and amortization	290,191	233,237	(56,953)
Retirement of fixed assets	55,725	42,123	(13,602)
Access charges	26,568	25,450	(1,117)
Miscellaneous taxes	74,241	72,761	(1,479)
Total operating expenses	1,367,603	1,272,993	(94,610)
Operating income from telecommunications businesses	167,142	238,943	71,800
Supplementary businesses:			
Operating revenues	137,497	134,333	(3,164)
Operating expenses	115,534	113,205	(2,329)
Operating income from supplementary businesses	21,962	21,128	(834)
Operating income	189,104	260,071	70,966
Non-operating revenues:			
Interest income	26	13	(12)
Dividends received	3,226	6,957	3,731
Gains on sales of fixed assets	14,363	7,750	(6,612)
Miscellaneous income	2,647	2,598	(48)
Total non-operating revenues	20,263	17,320	(2,942)
Non-operating expenses:			
Interest expenses	4,669	3,354	(1,315)
Miscellaneous expenses	260	415	154
Total non-operating expenses	4,930	3,769	(1,161)
Recurring profit	204,438	273,622	69,184
Special losses	-	60,909	60,909
Income before income taxes	204,438	212,712	8,274
Corporation, inhabitant, and enterprise taxes	67,461	68,847	1,385
Deferred tax expenses (benefits)	(12,686)	(8,568)	4,118
Net income	149,663	152,433	2,770

4. Non-Consolidated Statements of Changes in Shareholders' Equity and Other Net Assets

(Based on accounting principles generally accepted in Japan)

Year ended March 31, 2017

(Millions of yen)

	Shareholders' equity								Unrealized gains (losses), translation adjustments, and others		Total net assets	
	Common stock	Capital surplus		Earned surplus				Total shareholders' equity	Net unrealized gains (losses) on securities	Total unrealized gains (losses), translation adjustments, and others		
		Additional paid-in capital	Total capital surplus	Other earned surplus								Total earned surplus
				Reserve for special depreciation	Reserve for special account for property replacement	Reserve for reduction entry	Accumulated earned surplus					
April 1, 2016	335,000	1,499,726	1,499,726	1,657	-	13,197	342,336	357,191	2,191,918	4,119	4,119	2,196,037
Net change during the annual period												
Cash dividends							(59,395)	(59,395)	(59,395)			(59,395)
Net income							149,663	149,663	149,663			149,663
Provision of reserve for special depreciation				90			(90)	-	-			-
Return of reserve for special depreciation				(655)			655	-	-			-
Return of reserve for reduction entry						(0)	0	-	-			-
Others, net										152	152	152
Total net change during the annual period	-	-	-	(565)	-	(0)	90,833	90,267	90,267	152	152	90,419
March 31, 2017	335,000	1,499,726	1,499,726	1,092	-	13,197	433,169	447,459	2,282,186	4,271	4,271	2,286,457

Year ended March 31, 2018

(Millions of yen)

	Shareholders' equity								Unrealized gains (losses), translation adjustments, and others		Total net assets	
	Common stock	Capital surplus		Earned surplus				Total shareholders' equity	Net unrealized gains (losses) on securities	Total unrealized gains (losses), translation adjustments, and others		
		Additional paid-in capital	Total capital surplus	Other earned surplus								Total earned surplus
				Reserve for special depreciation	Reserve for special account for property replacement	Reserve for reduction entry	Accumulated earned surplus					
April 1, 2017	335,000	1,499,726	1,499,726	1,092	-	13,197	433,169	447,459	2,282,186	4,271	4,271	2,286,457
Net change during the annual period												
Cash dividends							(149,657)	(149,657)	(149,657)			(149,657)
Net income							152,433	152,433	152,433			152,433
Provision of reserve for special depreciation				15			(15)	-	-			-
Return of reserve for special depreciation				(465)			465	-	-			-
Provision of reserve for special account for property replacement					2,697		(2,697)	-	-			-
Provision of reserve for reduction entry						0	(0)	-	-			-
Others, net										272	272	272
Total net change during the annual period	-	-	-	(449)	2,697	0	528	2,776	2,776	272	272	3,048
March 31, 2018	335,000	1,499,726	1,499,726	642	2,697	13,197	433,697	450,235	2,284,962	4,543	4,543	2,289,506

5. Business Results (Non-Consolidated Operating Revenues)

(Based on accounting principles generally accepted in Japan)

(Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018	Increase (Decrease)	Percent Increase (Decrease)
Voice transmission services revenues (excluding IP services revenues)	396,519	368,433	(28,085)	(7.1)
Monthly charge revenues*	299,992	279,650	(20,341)	(6.8)
Call rates revenues*	26,272	22,858	(3,414)	(13.0)
Interconnection call revenues*	45,606	42,622	(2,983)	(6.5)
IP services revenues	850,388	855,298	4,910	0.6
Leased circuit services revenues (excluding IP services revenues)	93,307	92,463	(843)	(0.9)
Telegram services revenues	11,422	10,693	(729)	(6.4)
Other telecommunications services revenues	183,107	185,047	1,939	1.1
Telecommunications total revenues	1,534,745	1,511,936	(22,809)	(1.5)
Supplementary business total revenues	137,497	134,333	(3,164)	(2.3)
Total operating revenues	1,672,243	1,646,269	(25,973)	(1.6)

*Partial listing only

6. Non-Consolidated Comparative Statements of Cash Flows

(Based on accounting principles generally accepted in Japan)

(Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018	Increase (Decrease)
Cash flows from operating activities:			
Income before income taxes	204,438	212,712	8,274
Depreciation and amortization, loss on disposal of property, plant and equipment, and others	316,617	309,634	(6,982)
Increase (decrease) in liability for employees' retirement benefits	11,446	10,737	(709)
(Increase) decrease in accounts receivable	(8,552)	2,587	11,140
(Increase) decrease in inventories	252	2,508	2,255
Increase (decrease) in accounts payable and accrued expenses	(5,419)	(33,972)	(28,553)
Increase (decrease) in accrued consumption tax	(5,229)	4,365	9,594
Other	8,147	(2,657)	(10,805)
Sub-total	521,702	505,916	(15,785)
Interest and dividends received	3,252	6,971	3,718
Interest paid	(4,705)	(3,596)	1,108
Income taxes received (paid)	(47,742)	(69,279)	(21,536)
Net cash provided by (used in) operating activities	472,506	440,012	(32,494)
Cash flows from investing activities:			
Payments for property, plant and equipment	(274,177)	(267,949)	6,227
Proceeds from sale of property, plant and equipment	15,821	4,140	(11,680)
Proceeds from sale of investment securities	847	334	(513)
Other	(86)	(857)	(770)
Net cash provided by (used in) investing activities	(257,594)	(264,331)	(6,737)
Cash flows from financing activities:			
Payments for settlement of long-term debt	(65,120)	(140,615)	(75,495)
Payments for settlement of lease obligations	(544)	(591)	(47)
Dividends paid	(59,395)	(149,657)	(90,262)
Net cash provided by (used in) financing activities	(125,059)	(290,864)	(165,804)
Net increase (decrease) in cash and cash equivalents	89,852	(115,183)	(205,036)
Cash and cash equivalents at beginning of year	207,281	297,134	89,852
Cash and cash equivalents at end of year	297,134	181,950	(115,183)

7. Changes in Board of Directors

Scheduled Appointment or Resignation Date: June 22, 2018

(1) Candidates for Senior Vice President

Takaya Kitaguchi (Executive Manager, IT Innovation Department)

Naotaka Kamiya (Executive Manager, Customer Relations Department, Business Innovation Headquarters)

Riaki Hoshino (Senior Manager, Corporate Strategy Planning Department; concurrently Executive Manager, Medium-Term Management Strategy Promotion Office)

(2) Senior Vice Presidents Scheduled to Resign from Office

President, Representative Director Masayuki Yamamura (scheduled to take office as Counselor to the President at NTT East)

Senior Executive Vice President, Representative Director Motoyuki Ii (scheduled to take office at Nippon Telegraph and Telephone Corporation)

Executive Vice President Hideo Fujimoto (scheduled to take office at NTT-ME)

Senior Vice President Masao Seki (scheduled to take office at NTT East Service Corporation)

(3) Candidates for Representative Directors and Executive Officers

① Candidate Scheduled to Take Office as President, Representative Director

Senior Executive Vice President, Representative Director Fukuzo Inoue

② Candidates Scheduled to Take Office as Senior Executive Vice President, Representative Director

Senior Vice President Shinji Yano

Senior Vice President Naoki Shibutani

③ Candidate Scheduled to Take Office as Executive Vice President

Senior Vice President Hiroshi Tanabe

(4) New Executive Positions and Organizational Responsibilities

Scheduled Appointment Date: June 22, 2018

New Position(s) and Organizational Responsibilities	Name	Current Position(s) and Organizational Responsibilities
President, Representative Director	Fukuzo Inoue	Senior Executive Vice President, Representative Director; Senior Executive Manager, New Business Development Headquarters In charge of: Risk Management; Corporate Strategy Planning; General Affairs and Personnel; Accounts and Finance; Information Security
Senior Executive Vice President, Representative Director; Senior Executive Manager, Business Innovation Headquarters; In charge of: General Affairs and Personnel; Accounts and Finance	Shinji Yano	Senior Vice President; Deputy Senior Executive Manager, Business Innovation Headquarters
Senior Executive Vice President, Representative Director; Senior Executive Manager, New Business Development Headquarters; In charge of: Risk Management; Corporate Strategy Planning; Information Security; IT Innovation	Naoki Shibutani	Senior Vice President; Executive Manager, Plant Planning Department, Network Business Headquarters; Executive Manager, Tokyo Olympic & Paralympic Promotion Office
Executive Vice President; Senior Executive Manager, Network Business Headquarters; Executive Manager, Engineering Department, Network Business Headquarters; In charge of: Interconnection Promotion; Procurement and Supply; Tohoku Future Network Design and Reconstruction Head of Plant pursuant to Ordinance for Enforcement of the Telecommunications Business Act; Responsible for Information Management pursuant to Ordinance for Enforcement of the Telecommunications Business Act	Hiroshi Tanabe	Senior Vice President; Executive Manager, Service Operation Department, Network Business Headquarters; Executive Manager, Engineering Department, Network Business Headquarters

Senior Vice President; Deputy Senior Executive Manager, Business Innovation Headquarters; Executive Manager, Value Create Department, Business Innovation Headquarters	Kiyoshi Harada	Senior Vice President; Deputy Senior Executive Manager, Business Innovation Headquarters; Executive Manager, Value Create Department, Business Innovation Headquarters
Senior Vice President; General Manager, Miyagi Division; General Manager, Miyagi Branch, Miyagi Division; Executive Manager, Tohoku Future Network Design and Reconstruction Office	Hiroshi Nakamura	Senior Vice President; General Manager, Miyagi Division; General Manager, Miyagi Branch, Miyagi Division; Executive Manager, Tohoku Future Network Design and Reconstruction Office
Senior Vice President; General Manager, Saitama Division; General Manager, Saitama Branch, Saitama Division	Akira Sakakibara	Senior Vice President; General Manager, Saitama Division; General Manager, Saitama Branch, Saitama Division
Senior Vice President; General Manager, Tokyo Division	Hideyuki Noike	Senior Vice President; General Manager, Tokyo Division; Executive Manager, Tokyo Olympic & Paralympic Promotion Office, Tokyo Division
Senior Vice President; General Manager, Kanagawa Division; General Manager, Kanagawa Branch, Kanagawa Division	Kanae Takahashi	Senior Vice President; General Manager, Kanagawa Division; General Manager, Kanagawa Branch, Kanagawa Division
Senior Vice President; Deputy Senior Executive Manager, Business Innovation Headquarters	Koji Nakae	Senior Vice President; Executive Manager, General Affairs and Personnel Department; General Manager, Medical and Health Administration Center
Senior Vice President; Senior Executive Manager, Sales Promotion Headquarters; Executive Manager, Sales Planning Department, Sales Promotion Headquarters; Executive Manager, Business Promotion Department, Sales Promotion Headquarters	Takashi Torigoe	Senior Vice President; Executive Manager, Sales Planning Department, Sales Promotion Headquarters; Executive Manager, Business Promotion Department, Sales Promotion Headquarters
Senior Vice President; Executive Manager, Corporate Strategy Planning Department	Koichi Takami	Senior Vice President; Executive Manager, Corporate Strategy Planning Department
Senior Vice President; Executive Manager, IT Innovation Department	Takaya Kitaguchi	
Senior Vice President; Executive Manager, Customer Relations Department, Business Innovation Headquarters	Naotaka Kamiya	

Senior Vice President; Executive Manager, Plant Planning Department, Network Business Headquarters; Executive Manager, Service Operation Department, Network Business Headquarters; Executive Manager, Tokyo Olympic & Paralympic Promotion Office; In charge of 2020 Preparation	Riaki Hoshino	
Senior Vice President	Eiichi Sakamoto	Senior Vice President

Scheduled Appointment Date: July 1, 2018

New Position(s) and Organizational Responsibilities	Name	Current Position(s) and Organizational Responsibilities
Senior Vice President; Executive Manager, Plant Planning Department, Network Business Headquarters; Executive Manager, Service Operation Department, Network Business Headquarters; In charge of 2020 Preparation	Riaki Hoshino	Senior Vice President; Executive Manager, Plant Planning Department, Network Business Headquarters; Executive Manager, Service Operation Department, Network Business Headquarters; Executive Manager, Tokyo Olympic & Paralympic Promotion Office; In charge of 2020 Preparation