

## 7. Medium-Term Management Strategy

## **Shift Toward Profit-Oriented Management**

 In order to ensure consistent profits, we are aiming for a "sustainable management" model through the <u>early launch of high value-added</u> <u>businesses</u> and by continuing to expand the customer base of our network business, achieving cost efficiency and improving productivity

## **Business Structure Reform**

- Shift our consumer-centered <u>business structure to a corporate sales area-and Hikari Collaboration Model-centered structure</u>
- In furtherance of reforming our business structure, <u>re-examine our existing</u> <u>framework</u>, including the development of services and systems, the allocation, placement and training of human resources, and employee confidence and awareness

## **Contribution to NTT Group's Consolidated Profits**

Promote NTT East Group's total profit expansion, and <u>contribute to NTT</u>
<u>Group's consolidated profits</u>