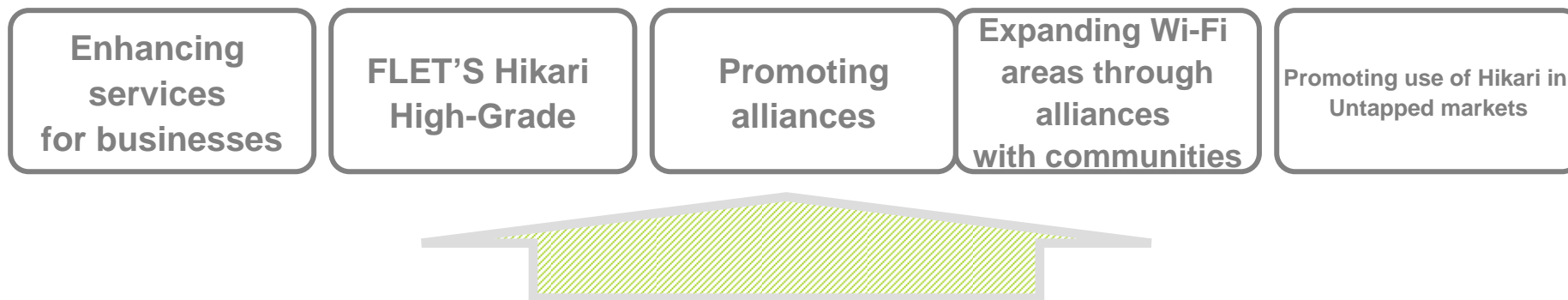


9. Establishment of New Business Development Headquarters

- In order to enhance its ability to address diversifying customer needs, NTT East plans to establish a new Business Development Headquarters in July 2013 after reviewing each of its markets' service development systems.
- NTT East will also bolster its marketing and sales-support functions in an effort to develop business-oriented products and to build and rapidly develop models that use Hikari.



Business Development Headquarters (to be established July 2013)

NTT East will strengthen the expansion of business-oriented services, the building of Hikari use models that include the products of other businesses, and will accelerate the process from service development to establishment of sales methods.

- Centralization of development system of services for consumers and businesses
- Bolstering marketing (presale) functions
- Enhancing support functions for alliance models with businesses and local communities