Path of NTT Group’s Self-Transformation

With a constant eye to the future, NTT Group undergoes dynamic self-transformation to maintain its standing as a partner supporting industry and society. Customer input is the guiding force behind our activities, constantly propelling us forward to support the transformations of customers with our accumulated experience and cutting-edge technologies in our quest to create a better society.

We commit ourselves to shaping a more fulfilling future for Japan and the world founded on reliability and innovation.

Historic Transformations

Transition from Telephones to Broadband and Mobile Services
- Contracts for fixed-line communications service contracts peaked at 63 million on March 31, 1998, declining thereafter to reach 19.87 million on March 31, 2018, due in part to the spread of mobile communications services
- Fixed-line broadband service contracts stood at 21.31 million on March 31, 2018, following steady growth each year since the launch of household optical fiber services in 2001

Change in Earnings Structure Focus from Voice to System Integration and IP
- Earnings initially consisted of mainly telephony services (voice revenues) after privatization
- Earnings now consist of mainly system integration and IP services revenues due to transformation of business structure in line with market changes

Transition from Operations CENTERED ON Voice Services to Operations CENTERED ON SI / IP Services
- Operating revenues ¥5.1 trillion
- Operating income ¥0.76 trillion

Future Transformations

Shift in Focus from Domestic to Global Businesses
- Enhancement of service provision capabilities of Group companies and coordinated up-selling and cross-selling efforts contributing to steady growth in operating revenues and operating income
- Further enhancement of Groupwide service provision capabilities to boost competitiveness and profitability in global market

Overseas Sales / Operating Income
- Overseas sales
  - USD15.6 billion
- Operating Income
  - USD0.67 billion

Reversal in Role from Main Player to Catalyst for Service Providers Falling under the Second B
- For the acceleration of new value creation, NTT Group drives collaboration with various service providers
- Contribute to service providers’ digital transformations for lifestyle change and social issue resolution as a valuable supporting player