

- NTT West made a full-scale entry into the cloud business in March 2011. Cloud business sales in the first fiscal year were 20 billion yen.
- Going forward, NTT West plans to further expand its service menu and enhance and strengthen its framework for promoting cloud business.

FY2011 Initiatives

Cloud business sales: **20 billion yen**

- ✓ Strong data center sales due to BCP needs
- ✓ Expanded private cloud networks for corporations and local governments

◆ Biz Hikari Cloud Menu

○ Provided BCP menu and community-targeted menus leveraging NTT West’s strengths in networks and data centers

 スマートストレージ (Smart Storage November 8, 2011)	 ひかり健康相談 (Hikari Health Consultation September 1, 2011)	 ひかり校務支援 (Hikari School Administration Support October 13, 2011)
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○ Launched “Smart Hikari Town Kumamoto” Project February 14, 2012

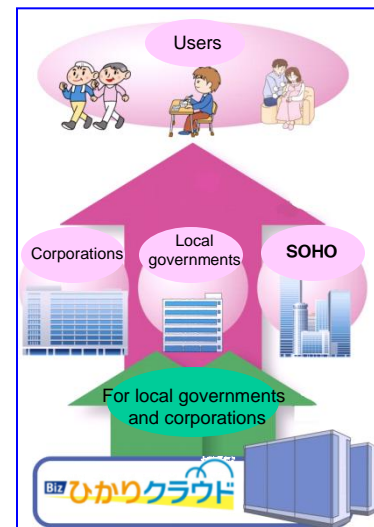
○ Enhanced alliances with corporate partners


 宗教法人 在日本南ブレスビテリアンミッション
淀川キリスト教病院
 Yodogawa Christian Hospital
 (February 21, 2012)

YOKOGAWA ◆
 横河医療ソリューションズ株式会社
 (March 15, 2012)

Future Initiatives

◆ Expansion of Biz Hikari Cloud Menu



• Develop and provide new B to G(B) to C menus and conduct trials in “Smart Hikari Town Kumamoto” through collaboration between public and private sectors.

• Expand B to G(B) menus for specific industries, such as local governments, universities, medical facilities, etc.

• Create usage models through promotion of partner alliances

• Further advance stable and safe network and data center foundations that support cloud services

◆ Strengthening framework for promoting cloud business

○ Consolidating NTT West Group’s cloud service development and strategy departments in Umekita in 2013 (planned)

✓ Total of 500 staff members in the Cloud Business Unit and NTT Smart Connect Corporation

Umekita Grandfront Osaka



(Move-in scheduled for FY2013)