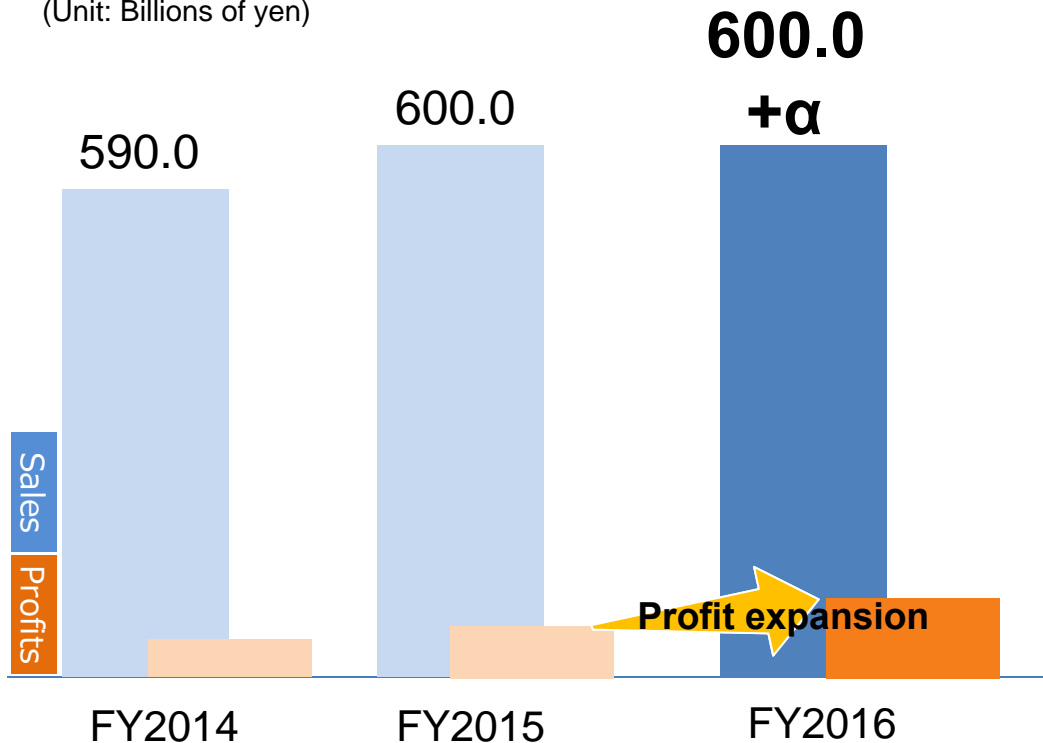


Concentrate on highly profitable businesses

Transform into a robust organization

(Unit: Billions of yen)



Secure NW income & expand cloud sales

Large scale users

- Propose private cloud services designed to meet security, BCP and other needs



多機能ビジネスフォン

Smart Netcommunity



Smart Netcommunity



Smart Netcommunity



Expand Smart Hikari solutions

Smart Hikari Life



Expand usage scenarios by strengthening alliance/IoT functionality

Smart Hikari Business

Cloud Platform/ PBX/ Network

Propose new business styles

Smart Hikari Town

Public Free Wi-Fi/ Big Data Usage

“Build communities people want to stay in forever”
“Build appealing areas for tourism”

Full-scale rollout of industry-specific sales framework

- Expand orders of highly advanced projects by promoting dynamic assignment

Strengthen collaboration with outside partners

- Strengthen sales of network services, such as Business Ether Wide, by collaborating with Sler, cloud businesses, and others

Improve equipment costs/procurement costs and quality

- Promote service migration and others