

Company Presentation for  
the Third Quarter of the Fiscal Year ending March 31, 2014

February 4, 2014  
NTT DATA Corporation

This English text is a translation of  
the Japanese original. The Japanese  
Original is authoritative.

**NTT DATA**

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1. Results for the Third Quarter of Fiscal Year Ending March 31, 2014  
and Forecasts of Earnings for Fiscal Year Ending March 31, 2014
2. Recent Business Climate and Major Initiatives
3. Appendices

**Cautionary Statement  
Regarding Forward-looking Statements**

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1. Results for the Third Quarter of Fiscal Year Ending March 31, 2014  
and Forecasts of Earnings for Fiscal Year Ending March 31, 2014

First of all, our nine-month business performance.

Please turn to page 4.

【Billions of yen (except EPS)】

	2014/3 3rd. Quarter YTD Results (Apr.-Dec.)	YoY		2014/3 3rd. Quarter Results (Oct.-Dec.)	YoY	
New Orders Received	1,099.3	+ 180.4 + 19.6%	➔	281.1	+ 42.1 + 17.6%	➔
Net Sales	942.5	+ 30.6 + 3.4%	➔	329.5	+ 22.4 + 7.3%	➔
Operating Income	25.7	- 23.1 - 47.4%	➔	23.0	+ 4.3 + 23.3%	➔
Segment Profit ( <sup>(1)</sup> )	26.3	- 15.6 - 37.3%	➔	26.5	+ 9.5 + 56.4%	➔
Net Income	10.1	- 11.9 - 54.1%	➔	13.8	+ 5.2 + 61.2%	➔
EPS (yen) ( <sup>(2)</sup> )	36.11	- 42.52 - 54.1%	➔	49.51	+ 18.79 + 61.2%	➔

(<sup>(1)</sup>) Segment Profit is income before income taxes.

(<sup>(2)</sup>) Effective October 1, 2013, a 100-to-one stock split was implemented. Above figures represent the result of a calculation using a total number of shares outstanding after the stock split.

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As to new orders received, we achieved a significant year-on-year growth of 180.4 billion yen during the nine-month period from April to December.

Also during the most recent three-month period from October to December, a robust year-on-year increase of 42.1 billion yen was recorded.

With respect to net sales, an increase of 30.6 billion yen was achieved, including a year-on-year growth of 22.4 billion yen for the most recent three-month period from October to December, showing a strong result as in new orders received.

On the other hand, profits for the same period suffered declines of 23.1 billion yen in operating income, 15.6 billion yen in segment profit and 11.9 billion yen in net income. All of these decreases were attributable to the impact of unprofitable projects that surfaced in the first half of the fiscal year under review.

However, please note that during the most recent three-month period, we achieved increases in all of these profits on a year-on-year basis, reducing the decreases in profits.

Now, let me move on to the next page to explain the details of the results by business segment as well as the present status of the unprofitable projects.

Please turn to page 5.

P&F and E-IT : Increased due to a growth in orders receipt of existing large scale systems, etc. on a non-consolidated basis.  
 S&T : Increased due to a growth in order receipt by the existing subsidiaries, etc.  
 GB : Increased reflecting the expanded orders receipt mainly in North America and Europe and the impact of foreign exchanges, etc.

	2014/3 3rd. Quarter YTD Results (Apr.-Dec.)	YoY		2014/3 3rd. Quarter Results (Oct.-Dec.)	YoY	
Public & Financial IT Services (P&F)	566.9	+ 57.4 + 11.3%	➔	126.9	+ 23.9 + 23.3%	➔
Enterprise IT Services (E-IT)	243.7	+ 32.8 + 15.6%	➔	68.1	+ 8.1 + 13.6%	➔
Solutions & Technologies (S&T)	30.6	+ 2.4 + 8.6%	➔	5.4	- 1.0 - 15.7%	➔
Global Business (GB)	257.2	+ 88.2 + 52.2%	➔	80.2	+ 11.4 + 16.7%	➔
Consolidated values	1,099.3	+ 180.4 + 19.6%	➔	281.1	+ 42.1 + 17.6%	➔

(\*) Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.

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Let me start with new orders received.

New orders received recorded year-on-year increases in all business segments during the nine-month period.

The Public & Financial (P&F) and the Enterprise IT Services (E-IT) segments recorded increases of 57.4 billion yen and 32.8 billion yen, respectively, helped by renewal orders received for the existing large-scale systems and order receipts for maintenance and operation on a non-consolidated basis.

The Solutions & Technologies (S&T) segment saw an increase of 2.4 billion yen due to a growth in order receipt by the existing subsidiaries in Japan, etc.

In the Global Business (GB) segment, new orders received grew 88.2 billion yen reflecting large-scale order receipts of application management outsourcing in North America and a rise in order receipts in Europe, etc., resulting in an increase on a local currency basis, in which an increase of over 50.0 billion yen due to an impact of foreign exchange is included.

Please move on to page 6.

P&F : Decreased due to contractions of existing large scale systems and other factors on a non-consolidated basis, etc.  
 E-IT : Decreased due to contractions of system and software development for the existing customers on a non-consolidated basis, etc.  
 S&T : Increased reflecting a growth in system and software development on a non-consolidated basis and revenue growth by the existing subsidiaries from the Group.  
 GB : Increased due to a revenue growth from existing subsidiaries mainly in North America and the impact of foreign exchange fluctuations.

	2014/3 3rd. Quarter YTD Results (Apr.-Dec.)	YoY		2014/3 3rd. Quarter Results (Oct.-Dec.)	YoY	
Public & Financial IT Services (P&F)	497.8	- 8.7 - 1.7%	↓	174.1	+ 1.8 + 1.1%	↑
Enterprise IT Services (E-IT)	194.1	- 14.7 - 7.1%	↓	67.1	+ 0 + 0.0%	→
Solutions & Technologies (S&T)	127.1	+ 7.0 + 5.8%	↑	42.1	+ 1.3 + 3.2%	↑
Global Business (GB)	228.2	+ 52.1 + 29.6%	↑	80.0	+ 19.2 + 31.7%	↑
Consolidated values	942.5	+ 30.6 + 3.4%	↑	329.5	+ 22.4 + 7.3%	↑

(\*) Figures by segment include inter-company transactions.

(\*) Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.

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This slide shows net sales. While both segments of GB and S&T recorded year-on-year increases, the P&F and E-IT segments suffered decreases, but the results of the Group company as a whole witnessed a growth of 30.6 billion yen.

Net sales in the P&F segment fell 8.7 billion yen due to a significant contraction of the existing integrated IT solution services on a non-consolidated basis despite new projects which were launched.

However, during the most recent three-month period from October to December, net sales in this segment increased albeit slightly.

In the E-IT segment, net sales dropped 14.7 billion yen on the back of the sluggish performance of the existing businesses for the telecom industry while businesses for manufacturing industry, etc. recorded growths.

However, during the most recent three-month period, net sales was almost the same level as in the same period last year.

Net sales in the S&T segment showed an increase of 7.0 billion yen reflecting the expansion of demand for Big Data.

As to the GB segment, net sales soared by 52.1 billion yen, which included an increase of approximately 45.0 billion yen due to the impact of foreign exchange, in addition to a growth in sales in local currencies owing to the expansion of businesses of application management outsourcing in North America as well as SAP business, etc. in Europe.

Now, please turn to page 7.

P&F : Decreased due to the impact of unprofitable projects despite offsetting negative impacts of contracted sales of the existing large scale systems by new businesses on a non-consolidated basis.  
 E-IT : Decreased due to negative impacts of unprofitable projects together with contracted sales on a non-consolidated basis.  
 GB : Decreased due to a boost in the amortization of goodwill resulting from the impact of foreign exchange fluctuations.

	2014/3 3rd. Quarter YTD Results (Apr.-Dec.)	YoY		2014/3 3rd. Quarter Results (Oct.-Dec.)	YoY	
Public & Financial IT Services (P&F)	30.4	- 8.8 - 22.6%	↓	19.8	+ 3.9 + 24.8%	↑
Enterprise IT Services (E-IT)	(8.6)	- 13.6 -	↓	0.5	+ 0.4 + 506.7%	↑
Solutions & Technologies (S&T)	3.7	- 0.1 - 4.4%	↓	1.5	- 0.4 - 23.4%	↓
Global Business (GB)	(2.0)	- 1.6 - 411.2%	↓	0.2	- 0.1 - 39.1%	↓
	<b>【6.1】</b>	<b>【+ 0.1】</b>		<b>【3.0】</b>	<b>【+ 0.5】</b>	
Consolidated values	25.7	- 23.1 - 47.4%	↓	23.0	+ 4.3 + 23.3%	↑

(\*) Figures by segment include inter-company transactions and allocated expenses of the entire company.  
 (\*) Figures in the bracket under "Global Business Segment" represent operating income after reversal of amortization of goodwill.  
 (\*) Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.

As to operating income, both the P&F and E-IT segments turned profitable in the most recent three-month period, in contrast to the nine-month period where declines in profit were recorded in all segments.

In the P&F segment, operating income dropped 8.8 billion yen due to the impact of unprofitable projects although negative impacts of contracted scale of the integrated IT solutions were offset by new businesses on a non-consolidated basis.

Operating income in the E-IT segment shrank 13.6 billion yen due to the impact of the unprofitable projects in addition to a decrease in non-consolidated net sales.

A slight decrease was recorded for operating income in the S&T segment, but we understand this result is almost at the same level as in the same period last year.

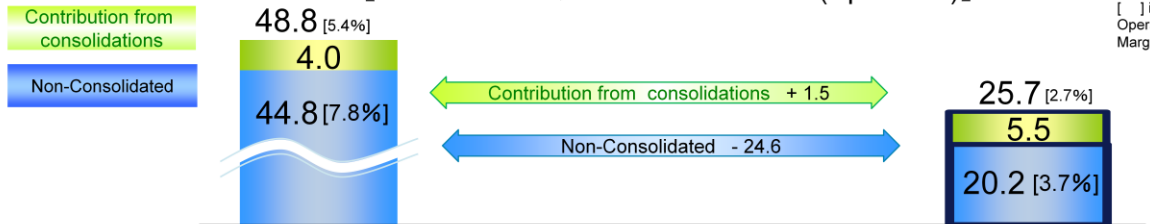
In the GB segment, operating income before amortization of goodwill grew slightly to 6.1 billion yen owing to the impact of foreign exchange. On the other hand, amortization of goodwill swelled to undermine such income reflecting the impact of foreign exchange, reducing operating income by 1.6 billion yen from the same period last year.

Now, please turn to page 8.

On a non-consolidated basis, the nine-month period of the fiscal year under review recorded a decrease in profits reflecting a drop in sales of the existing large-scale systems and negative impact of unprofitable projects despite an increase in profits in the third-quarter period due mainly to a reduction in selling, general and administrative expenses. Difference between consolidated and non-consolidated profits rose principally as a result of an increase in sales by the domestic subsidiaries, despite an increase in amortization of goodwill reflecting foreign exchange fluctuations.

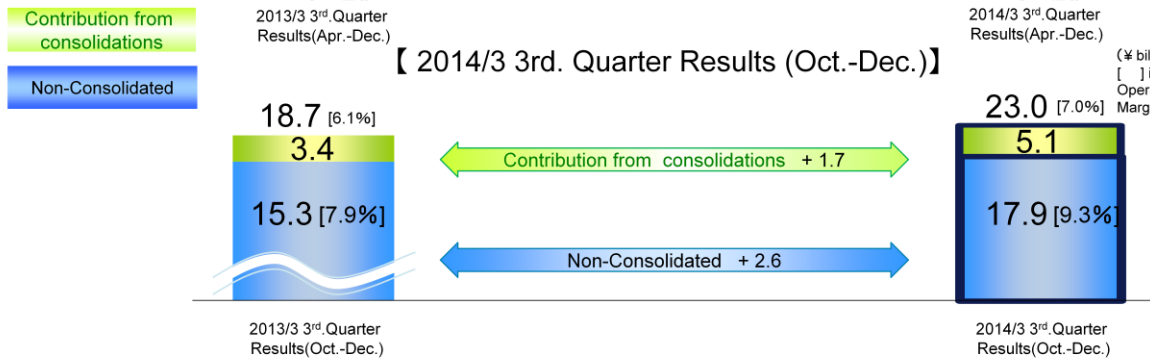
## 【 2014/3 3rd. Quarter YTD Results (Apr.-Dec.)】

(¥ billion)  
[ ] indicates Operating Income Margin



## 【 2014/3 3rd. Quarter Results (Oct.-Dec.)】

(¥ billion)  
[ ] indicates Operating Income Margin



This slide illustrates operating income on a non-consolidated and the Group companies bases.

The majority of the losses arising from unprofitable projects in the first half was attributable to our non-consolidated accounting. Therefore, operating income continued to record a significant decrease. However, for the most recent three-month period from October to December, we posted an increase of 2.6 billion yen as a result of our intensive efforts to cut selling, general and administrative expenses.

The performance of the Group companies also turned profitable by 1.5 billion yen during the nine-month period due to an increase achieved mainly by the domestic subsidiaries during the most recent three-month period.

Next, please look at page 9.



P&F, E-IT, and GB segment had an impact of increase/decrease mainly in operating income. S&T recorded increased profits due to reduced expenses arising from the revision of the office building capacity which had been accounted for in the previous fiscal year.

(Billions of yen)

	2014/3 3rd. Quarter YTD Results (Apr.-Dec.)	YoY		2014/3 3rd. Quarter Results (Oct.-Dec.)	YoY	
Public & Financial IT Services (P&F)	29.0	- 10.5 - 26.7%	➔	20.2	+ 4.2 + 26.9%	➔
Enterprise IT Services (E-IT)	(9.0)	- 13.5 - %	➔	0.6	+ 1.0 - %	➔
Solutions & Technologies (S&T)	3.9	+ 1.1 + 39.3%	➔	1.8	+ 0.7 + 65.4%	➔
Global Business (GB)	(3.9)	- 0.3 - 9.2%	➔	(0.1)	+ 0.4 + 76.1%	➔
<b>Consolidated values</b>	<b>26.3</b>	<b>- 15.6 - 37.3%</b>	<b>➔</b>	<b>26.5</b>	<b>+ 9.5 + 56.4%</b>	<b>➔</b>

(\*)Segment Profit is income before income taxes.

(\*) Figures by segment include inter-company transactions and allocated expenses of the entire company.

(\*)Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.

Now, I am going to explain the segment profits, which is so-called income before income taxes.

The segment profit is principally under the influence of the increase/decrease in operating income, but please let me provide you with a supplementary explanation just on the S&T segment.

Although the S&T segment recorded a slight decline in operating income, it turned profitable by 1.1 billion yen in the segment profit due to a contraction in non-operating expenses, etc. arising from the revision of the office building capacity which had been accounted for in the previous fiscal year.

Please move on to page 10.

【 Current Status of Unprofitable Businesses 】

Status of the main projects (6 projects) which were recognized as unprofitable in the first half.

- Losses for the current fiscal term are almost as previously forecasted for the full fiscal year, and the definitive figures are being fixed sequentially.

【 Measures to Control Unprofitable Businesses 】

Corporate (under the direct control of the President)

Project Review Committee

Judgment of order receipt

Judgment is conducted by the organization directly controlled by the President over the appropriateness of the implementation plan of the project of important businesses.

Development

Inspections are conducted by the organization directly controlled by the President until the delivery to customers. (Situations shall be recognized securely.)

- Conventional measures have been taken while the Project Review Committee has already begun screening of multiple new projects of more than a certain scale.

Total loss in all unprofitable projects amounted to approximately 29.0 billion yen in the nine-month period of the fiscal year under review.

As we had a huge amount of unprofitable projects in the first half of the current fiscal year, let me explain the status of those businesses as of the end of the third quarter.

First, with respect to the six unprofitable projects which we reported in the announcement of the business results for the second quarter, we currently continue to promote those projects while reinforcing the quality improvement, although some of them are already completed. If I may express in an accountant's way, the risks assumed in the full-year business forecasts have been recognized as expenses sequentially within a forecasted scope.

As to measures to prevent future unprofitability, we established Project Review Committee in October last year, which already inspects several projects for risk control, in addition to the conventional measures such as regular monitoring conducted by the management.

Total loss in all unprofitable projects amounted to approximately 29.0 billion yen in the nine-month period, which nearly equals to the figures included in the full-year forecast. As to the main six projects, we recognize that almost all potential losses for the current fiscal year have been accounted for by the end of the third quarter.

It is our firm intention to prevent further unprofitable projects toward future.

Now, please turn to page 11.

(Billions of yen [except EPS and %])

	FY ended 2013 / 3 Full-year Results	FY ending 2014/3 Full-year Forecasts	YoY (Amount)	YoY (Rate)
New Orders Received	1,197.1	1,300.0	+ 102.8	+ 8.6%
Net Sales	1,301.9	1,330.0	+ 28.0	+ 2.2%
Operating Income	85.6	60.0	- 25.6	- 30.0%
Operating Income Margin	6.6%	4.5%	- 2.1P	-
Segment Profit (*1)	77.0	47.0	- 30.0	- 39.0%
Net Income	43.5	23.0	- 20.5	- 47.1%
EPS(yen) (*2)	155.14	82.00	- 73.14	- 47.1%

(\*1) Segment Profit is income before income taxes.

(\*2) Although 100-for-1 stock split is scheduled on October 1, 2013 as effective date, figures on this slide are calculated based on the total number of shares issued and outstanding prior to the stock split.

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Here I am going to explain our full-year forecasts.

We do not revise the full-year forecasts which we disclosed in the announcement of the business results for the second quarter, but let me to make supplementary explanations on the possibility of achievement based on the most recent situation.

As to new orders received, it is highly likely to achieve the full-year forecast of 1,300 billion yen. We understand that a possibility to reach the same level as in the previous year has been coming into view also in the three-month period of the fourth quarter.

On the other hand, as to net sales and profits, I have to admit that it is not very easy to achieve the full-year forecasts because we anticipate some factors that may cause a decrease in sales and profits in the fourth quarter. However, you may understand that net sales and profits have been in line with our forecasts up to the third quarter.

We will continue our utmost efforts to achieve the full-year forecasts.



## 2. Recent Business Climate and Major Initiatives

Next, I would like to present you the recent business climate surrounding us and our major initiatives.

Please turn to page 13.

Public & Financial IT Services	<ul style="list-style-type: none"> <li>The social security and tax number system was set forth under the so-called "Number Act," which was enforced in May 2013, and the introduction of the system toward the commencement of utilization in January 2016 is in the works by the government, local governments, financial institutions and private-sector corporations. However, they are facing severe environment of cost-cutting requirements in bidding, etc.</li> <li>On the back of the major banks' global business development for supporting the overseas expansion of the Japanese companies mainly in Asia, a growth in IT spending is expected.</li> </ul>	
	National Government	<ul style="list-style-type: none"> <li>"Declaration to be the World's Most Advanced IT Nation" was formulated in June 2013, which is expected to bring an impact on IT investments. Nevertheless, the environment has turned severer as competitive bidding has been more widespread, etc. In addition, the social security and tax number system was set forth under the so-called "Number Act," which was enforced in May 2013, and the introduction of the system toward the commencement of utilization in January 2016 is in the works by the government, local governments, financial institutions and private-sector corporations, etc.</li> </ul>
	Local Government and Community-based Business	<ul style="list-style-type: none"> <li>Amid overall belt-tightening, cost-cutting demand is increasingly for bidding, etc.</li> <li>Interest has been growing in safety and security area, especially disaster prevention systems, and smart community area.</li> <li>In relation to the social security and tax number system, it is anticipated that relevant demands will arise from the assignment and notification of the numbers in October 2015 toward the cooperation between the government and local public bodies in 2017.</li> </ul>
	Healthcare	<ul style="list-style-type: none"> <li>The growth strategies and regulatory reform implementation plan formulated by the government designate the health and medical fields as key areas, and the relevant ministries and agencies are preparing the budgets.</li> <li>Furthermore, Social Security Reform Program Bill was enacted based on the discussion of the National Council on Social Security System Reform, and the impact on IT spending by the relevant organizations will be reinforced.</li> </ul>
	Major Banks	<ul style="list-style-type: none"> <li>A sign of an increase in IT spending has been observed.</li> <li>A certain level of needs are anticipated for the fields in which streamlining of the existing operations and the effects of cost reduction can be expected.</li> <li>It is expected that the trend of major banks' global development for supporting the overseas expansion of the Japanese companies centering in Asia will bring an increased IT spending.</li> </ul>
	Regional Banks	<ul style="list-style-type: none"> <li>Despite signs of a recovery from a stagnant state in the overall category, cost-cutting intention remain strong, along with ongoing trend toward shared system use and outsourcing.</li> <li>Demand is likely to increase for shared systems for strategic purposes (customer information management, etc.) to differentiate themselves from competitors.</li> </ul>
	Cooperative Financial Institutions	<ul style="list-style-type: none"> <li>Despite an upward trend in domestic economy including regional economies, operating environment remains severe and a full-blown growth in IT spending is not expected.</li> <li>Minimum necessary spending is seen to meet legal requirement and for projects contributing to the improvement of cost efficiency.</li> </ul>
	Insurance, Security and Credit Corporations, etc.	<ul style="list-style-type: none"> <li><b>[Insurance]:</b> Although the current IT spending is sluggish across the industry, we expect that IT spending related to new channels, new products, streamlining of administrative works, etc. will increase.</li> <li><b>[Securities]:</b> While the outlook of the global financial market is uncertain, the domestic market has been booming. Further IT spending is expected as there have been changes in investment stance as a result of system reforms among other measures.</li> <li><b>[Credit]:</b> Search for new businesses after the Money Lending Business Act continues. Focuses are placed on multi-functional electronic terminals, reinforcement of franchised outlets, points, etc.</li> </ul>

First, I will explain the business climate for the P&F segment.

In the public sector, as you are well aware, the social security and tax number system was set forth under the so-called "Number Act," which was enforced in May 2013, and the introduction of the system toward the commencement of utilization in January 2016 is in the works by the government, local governments, financial institutions and private-sector corporations.

Of course, we have also been aggressively working on the social security and tax number system-related businesses. However, in terms of the overall business climate relating to the central government ministries and agencies, considering the situation in which cost-cutting demand is increasing for bidding, etc. on the one hand, we understand that it is too early for these businesses to grow significantly.

On the other hand, in the financial sector, we expect the demands will steadily increase at major banks and securities companies.

For instance, there is a trend in the major banks that overseas IT spending is likely to increase along with the overseas expansion of the Japanese companies that are banks' clients.

However, please note that the changes in the recent three-month period are not very significant.

Next, please look at page 14.

While there has been anticipation towards an increase in capital expenditure on the back of improving business sentiment, a cautious stance against IT spending remains in the domestic market considering the upcoming hike of consumption tax. Therefore, careful observation is needed for the time being to see if this situation will lead directly to the expansion of investments.

Enterprise IT Services

Communication, Broadcasting and Utility Industry

- In the telecom industry, while IT spending to respond to an increase in data traffic in line with the rapid expansion of smartphone usage has run its course, IT spending for new services can be expected to remain strong. Meanwhile, in the existing service field, there has been further cost-cutting demand as a result of the intensified market competition.
- In the utilities industry, movements towards efficient energy usage (introduction of smart meters) and system changes (separation of electrical power generation from power distribution and transmission), etc. are expected to prompt an increase in IT spending.

Manufacturing Industry

- Amid increasing globalization of Japanese companies, there have been increasing demands for global solution delivery.
- In spite of gradual improvement of earnings mainly among large companies, strong demand persists for the curtailment of IT spending.

Retail, Logistics and Other Service Industry

- Strong demands have remained for IT spending aimed at boosting sales through new marketing methods such as sales promotion activities connecting the Internet and brick-and-mortar stores.
- Reflecting strong appetite of overseas business expansion (especially in the APAC region) by Japanese companies, demands for overseas IT spending have come into view.

From a perspective of BCP, demand for reliable network and data centers remains strong.

Solutions & Technologies

Network

- Demand for financial institutions remains steady. Demand for corporate customers is also on an upward trend in the introduction of wireless LAN, etc. Demand for NW is also expected to grow on the back of global business expansion by the Japanese companies.
- Needs are expected in association with redundant systems from the Business Continuity Plan (BCP) and shift from wired WAN/LAN to wireless systems. Furthermore, additional investments in networks can be expected from the growth in the unified communication area including video conferencing.

Data Center Services

From a BCP perspective, we have continued to receive inquiries from customers about setting up data centers and BCP offices with quake-resistant or seismically isolated structure, in-house power generators, and a fault recovery environment. In addition, demand remains strong for energy-saving services resulting from the power shortage issue as well as global data centers and related support services in line with the globalization of business operations by our customers.

Next, this slide explains the operating environment for the E-IT segment.

While there has been anticipation towards an increase in capital expenditure and IT spending by the Japanese domestic companies, a cautious stance against such investments remains considering the upcoming hike of consumption tax. Therefore, we will have to wait until a significant growth can be seen.

Demands for IT spending by business category include, for example, the response to the introduction of smart meters and separation of electrical power generation from power distribution and transmission in the utility companies, the IT spending and online to offline, so-called O2O, at overseas branches of global manufacturers and logistic companies.

On the other hand, the telecommunication industry investing a large amount of money in IT, faces severe situations as the cost-cutting demands remain intense.

As to the S&T segment, from the perspectives of products and services, demand for reliable network and data centers remains strong on the back of preparations for Business Continuity Plan (BCP).

We consider the business activities of S&T companies extremely important in order to further expand the domestic businesses including the P&F and the E-IT segments.

Now, please turn to page 15.

Global Business	North America	<ul style="list-style-type: none"> <li>• The overall U.S. economy remains solid as observed as well as in IT services (outsourcing, etc.).</li> <li>• Uncertainty has been hovering at a high level reflecting the federal sequester measures ongoing since the beginning of 2013 and its related budget cuts.</li> </ul>
	EMEA	<p>The European business environment has generally shown an upward trend, albeit gradually, since the second quarter of the current fiscal year, after the economic crisis in 2012. By country, Germany and the United Kingdom have recorded an improvement on a consistent basis. On the other hand, the Italian GDP continued to fall in the second half of 2013, and is anticipated to remain unchanged in 2014. In the IT market, specific areas including BI (Business Intelligence) have observed a movement toward new investments whereas downward price pressures by customers and competitions among vendors have been overheated.</p>
	China	<p>No anti-Japanese movements as recorded in 2012 have occurred, causing no negative impacts on corporate businesses, but businesses relating to the Chinese government agencies have decelerated. Meanwhile, European companies are very active in IT spending at their Chinese business bases, and Chinese companies also focus on the expansion of the domestic market.</p>
	APAC	<ul style="list-style-type: none"> <li>• Overall market conditions in APAC remain robust.</li> <li>• In the market in its high-growth period (i.e. GDP per capita: from USD3,000 to less than USD15,000), there is buoyant demand for IT asset management services from financial institutions.</li> <li>• In the market in its stabilized period (i.e. GDP per capita: USD15,000 or more), there is significant demand for outsourcing services of application management.</li> </ul>
	Solutions	<p>In the SME (small and medium-sized enterprises) market, SAP solutions and outsourcing businesses have shown strong growth although customers' stance toward IT spending vary depending on regions and industries.</p> <p>Expansion of new markets is also expected in the HANA (high-speed database), BI/BA (business intelligence/business analytics) analytics, mobile technology and cloud-computing fields.</p>

Lastly, I will explain the business climate for the GB segment.

North America, which accounts for the largest share of our net sales among our overseas businesses, continues to show a robust growth in the IT services market.

Furthermore, in Europe, both the German and the British markets have been recovering.

In the Solutions shown at the bottom of the slide, operating environment for the SAP business is described. We expect the market will expand thanks to new solutions including high-speed data base and business intelligence. We consider that Europe and the United States will remain as promising markets from the viewpoint of the two axes of these areas and solutions.

On the other hand, in China and other emerging countries in Southeast Asia, customer needs vary depending on the countries' business environment and the growth phases. You may find the details of these situations later. We recognize that such needs are the source of our medium- to long-term growth, and have been watching the markets carefully while promoting our businesses.

Please turn to page 16.



Public & Financial IT Services

1

### Launch of first tourist information delivery service in Japan

•Yamanashi Prefecture and NTT DATA jointly commenced the provision of the Japan's first website for tourist information delivery, "Fuji-sun! Fuji-san Sekai Bunka Isan Otenki Shuyu Guide." This website enables tourists to enjoy to a maximum degree the appreciation of Mr. Fuji, the World Heritage as well as experience unique to the area regardless of the weather.

2

### Launch of a cloud service for detecting unauthorized use of online settlement

•We developed a new "Fraud Detection Service" for "CAFIS," an integrated network service for credit card settlement, to detect fraud transactions in the online payment settlement on the internet. The first phase will be aimed at e-commerce companies, and will launch in April 2014.

Enterprise IT Services

3

### Development of a Smart Meter Operation Management System for Tokyo Electric Power Company, Incorporated ("TEPCO")

•Following the execution of the basic agreement as integrator, with respect to the development of a Smart Meter Operation Management System for TEPCO, we have been structuring the relevant system. It is an operation management system of the smart meter to be introduced into approx. 27 million households. The system will be developed as a platform of the new service.

4

### Expansion of analysis and application services of social data such as Twitter

•In relation to "the Twitter Data Distribution Service" launched in last fiscal year, we launched a report service delivery with Bellsystem24, Inc., and collaborated with Oracle Corporation Japan in the data analysis and application areas.  
•In addition, we have begun a study with INTAGE Inc. and DOCOMO InsightMarketing Inc. to understand the relation between the reception/transmission of information conducted through Twitter by residents, and their buying behaviors.

Our main measures taken after October 2013 are shown in pages 16 and 17.

The NTT DATA Group has been promoting its medium-term management plan in pursuit of "Global Top 5" and "EPS: 200 yen" for the fiscal year ending March 2016. Please understand that the items shown in this slide are the achievements of those medium-term plans.

In the P&F segment, we launched two services as an achievement of our target of "Expansion of new business field and enhancement of product capability." For example, the first one is a website offering combined weather forecasts and tourism information. If you look at this website, you will see the weather forecast up to 24 hours ahead as well as sightseeing spots that suit such weather. We developed this service jointly with Yamanashi Prefectural Government with the aim of enhancing visitor satisfaction on the back of the increase in tourists subsequent to the registration of Mr. Fuji as the World Heritage. Toward future, we plan to develop this service to O2O service and Big Data business by combining data of tourists' action history, etc.

Also in the E-IT segment, we have been exerting efforts to expand services in the Big Data business field. For example, the fourth measure taken relate to the Twitter Data Distribution Service already in service in which we started service and research activities for the purpose of data analysis and application. We will further develop services that can contribute to an expansion of sales in addition to the cost reduction for customers by making the most of Big Data.



Solutions & Technologies	5	<b>Launch of a Cloud Services Brokerage</b> <ul style="list-style-type: none"><li>• As part of a Cloud Services Brokerage, we launched “Multiple Clouds Infrastructure Offering Service” that selects and provides the optimum cloud bases, as well as “Multiple Clouds Control Service” that conducts integrated management of multiple clouds combined. Further, “Hinemos,” our open source software (OSS), enables a unified monitoring of multi-cloud environment that requires sophisticated management.</li></ul>
	6	<b>Enhancement of services for Data Warehouse/Business Intelligence Laboratory</b> <ul style="list-style-type: none"><li>• In Big Data Business, “Data Warehouse / Business Intelligence Laboratory”, which provides support for introducing optimal Business Intelligence systems while conducting data analysis and diagnosis, etc., has extended its services with a new function of consulting, in which a professional data consultant works with customers to help them create businesses by using big data.</li></ul>
Global Business	7	<b>Acquisition of a 100% ownership of everis Group of Spain</b> <ul style="list-style-type: none"><li>• We acquired a 100% ownership of everis Group of Spain, an IT service company providing a wide variety of services including consulting, system integration and outsourcing mainly in Spain and Latin America.</li></ul>
	8	<b>Acquisition of a 100% ownership of Optimal Solution Integration, Inc. in the United States</b> <ul style="list-style-type: none"><li>• NTT DATA, Inc., our North American operation, has acquired Optimal Solutions Integration, Inc., which is a service provider specializing in SAP. Optimal provides services in North America ranging from developing strategies to consulting, evaluation, introduction, customization and maintenance and management relating to SAP products.</li></ul>

Lastly, I will introduce our activities in the S&T and GB segments on page 17.

Also in the S&T segment, we launched consulting service for the use of data towards the expansion of Big Data business. Further, we started Cloud Service Brokerage in the Clouds business.

In many cases, cloud computing environment for use by business entities is not a single one but comprises multiple cloud infrastructures, and the management is extremely heavy-loaded and complex business. Cloud Services Brokerage is a service aimed at solving problems of customers, and we expect that this service will be advantageous also in the cloud computing business market.

Lastly, I would like to report two achievements of M&A in the GB segment. One is a merger of everis, which we disclosed at the earnings announcement for the second quarter, and we completed the closing of the transaction in late January. everis is expected to become one of our extremely important business bases toward the expansion of business in Spain and Central and South Americas.

Furthermore, in North America, we acquired a 100% ownership of Optimal to enhance our capabilities of SAP business for large companies. Achievement of 350 billion yen in overseas net sales, which is one of the targets in the medium-term management plan, is coming into view, but we will continue to aggressively implement our plans with the aim of expanding our global businesses.

This wraps up my explanation.

The entire NTT DATA Group will combine its power to achieve the target for the fiscal year under review as well as the medium-term management plan for fiscal 2015.

Thank you very much for your attention.



### 3. Appendices

# Overview of Consolidated Earnings and New Orders Received for the 3rd Quarter of FY Ending March 31, 2014

NTT DATA

(Billions of yen [except Operating Income Margin and %])

	2014/3 3rd. Quarter Results (Apr.-Dec.)	YoY (%)	2014/3 3rd. Quarter Results (Oct.-Dec.)	YoY (%)	2014/3 Full-Year Forecasts
New Orders Received	1,099.3	+19.6	281.1	+17.6	1,300.0
Orders on Hand	1,365.8	+11.3			1,208.0
Net Sales	942.5	+3.4	329.5	+7.3	1,330.0
Cost of Sales	733.8	+6.3	245.6	+6.5	1,029.0
Gross Profit	208.7	-5.9	83.8	+9.9	301.0
SG&A Expenses	182.9	+5.9	60.8	+5.5	241.0
Selling Expenses	85.0	+7.9	28.4	+6.5	111.0
R&D Expenses	9.0	+0.3	3.1	+5.3	13.0
Other Administrative Expenses	88.8	+4.6	29.2	+4.6	117.0
Operating Income	25.7	-47.4	23.0	+23.3	60.0
Operating Income Margin	2.7	-2.6	7.0	+0.9	4.5
Ordinary Income	28.4	-36.5	27.0	+50.7	49.0
Special Gains and Losses	(2.0)	-25.5	(0.4)	-49.2	(2.0)
Income before Income Taxes	26.3	-37.3	26.5	+56.4	47.0
Income Taxes and Others	16.2	-18.7	12.7	+51.6	24.0
Net Income	10.1	-54.1	13.8	+61.2	23.0
Capital Expenditures	109.2	+31.7	36.9	+26.3	148.0
Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles	104.7	-5.1	35.0	-3.4	147.0

Note: Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes and Minority Interests.

(Unit: ¥ Billions / %)

	2013/3 3rd. Quarter Results (Apr.-Dec.)	2014/3 3rd. Quarter Results (Apr.-Dec.)	2014/3 Full-Year Forecasts
Public & Financial IT Services	495.5	485.9	707.0
Enterprise IT Services	203.9	189.5	278.0
Solutions & Technologies	45.1	48.1	68.0
Global Business	166.0	217.9	275.0

Consolidated New Orders Received by Customer Sector and Service  
(to Japanese Customers Outside the NTT DATA Group)

NTT DATA

(Unit: ¥ Billions)

		2013/3 3rd. Quarter Results (Apr.-Dec.)	2014/3 3rd. Quarter Results (Apr.-Dec.)	2014/3 Full-Year Forecasts
<b>Public &amp; Financial IT Services</b>				
(Main item)	Central Government and Related Agencies, Overseas Public Institutions, etc.	103.8	181.1	221.0
	Local Government and Community-based Business	74.3	81.9	105.0
	Healthcare	13.4	12.3	16.0
	Banks	152.7	132.3	149.0
	Cooperative Financial Institutions	78.9	72.3	78.0
	Insurance, Security and Credit Corporations	72.6	73.0	96.0
	Settlement Services	11.4	11.4	13.0
<b>Enterprise IT Services</b>				
(Main item)	Communication, Broadcasting and Utility Industry	100.1	89.8	114.0
	Manufacturing Industry	67.1	89.5	104.0
	Retail, Logistics and Other Service Industry	30.7	39.0	42.0
<b>Solutions &amp; Technologies</b>				
(Main item)	Network Services	1.6	1.6	2.0
	Data Center Services	15.5	15.2	17.0

Note1: Net Sales and New Orders Received of Solutions & Technologies Company does not include orders taken via other companies.

# Consolidated Net Sales by Customer Sector and Service (to Japanese Customers Outside the NTT DATA Group)

NTT DATA

(Unit: ¥ Billions)

		2013/3 Results (Apr.-Dec.)	2014/3 Results (Apr.-Dec.)	2014/3 Full-Year Forecasts
<b>Public &amp; Financial IT Services</b>				
(Main item)	Central Government and Related Agencies, Overseas Public Institutions, etc.	95.2	91.8	139.0
	Local Government and Community-based Business	54.1	58.8	102.0
	Healthcare	12.7	10.2	18.0
	Banks	132.3	120.8	159.0
	Cooperative Financial Institutions	65.5	68.4	100.0
	Insurance, Security and Credit Corporations	77.2	73.5	104.0
	Settlement Services	56.1	60.3	85.0
<b>Enterprise IT Services</b>				
(Main item)	Communication, Broadcasting and Utility Industry	97.9	76.1	122.0
	Manufacturing Industry	64.1	67.1	95.0
	Retail, Logistics and Other Service Industry	31.1	33.6	45.0
<b>Solutions &amp; Technologies</b>				
(Main item)	Network Services	15.8	16.4	22.0
	Data Center Services	21.1	22.4	32.0
Integrated IT Solution		321.9	319.7	420.0
System & Software Development		234.5	236.8	376.0
Consulting & Support		317.8	345.2	476.0
Others		37.5	40.7	58.0
<b>Net Sales by Products and Services Total</b>		<b>911.8</b>	<b>942.5</b>	<b>1,330.0</b>

Note1: Net Sales and New Orders Received of Solutions & Technologies Company does not include orders taken via other companies.

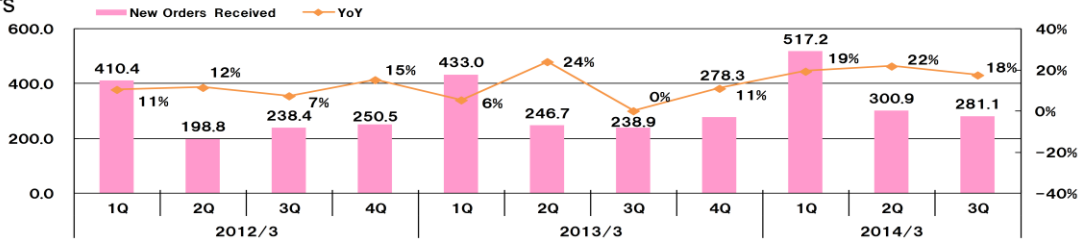
(Unit: ¥ Billions)

	2013/3 3rd. Quarter Results (Apr.-Dec.)	2014/3 3rd. Quarter Results (Apr.-Dec.)	2014/3 Full-Year Forecasts
New Orders Received	559.6	638.6	737.0
Orders on Hand	992.8	1,070.6	947.0
Net Sales	575.4	553.5	800.0
Cost of Sales	443.0	448.8	640.0
Gross Profit	132.4	104.7	160.0
SG&A Expenses	87.6	84.4	115.0
Selling Expenses	39.4	38.6	53.0
R&D Expenses	8.2	7.5	11.0
Other Administrative Expenses	39.9	38.2	51.0
Operating Income	44.8	20.2	45.0
Operating Income Margin	7.8	3.7	5.6
Ordinary Income	45.0	30.6	46.0
Special Gains and Losses	-	(1.3)	(1.0)
Income before Income Taxes	45.0	29.3	45.0
Income Taxes and Others	15.7	8.3	15.0
Net Income	29.3	21.0	30.0
Capital Expenditures	72.6	96.5	139.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles	93.7	85.9	122.0

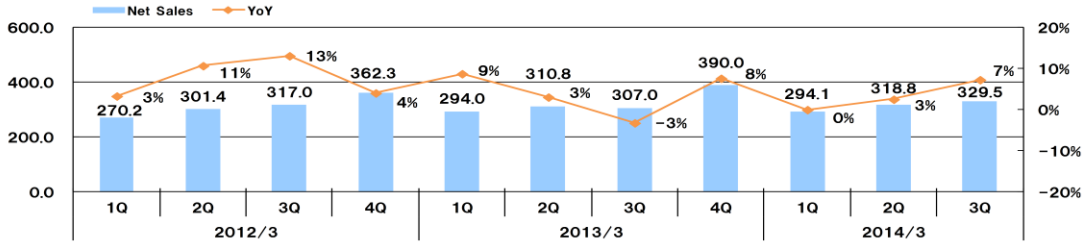
Note: Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes.

(Billions of yen / %)

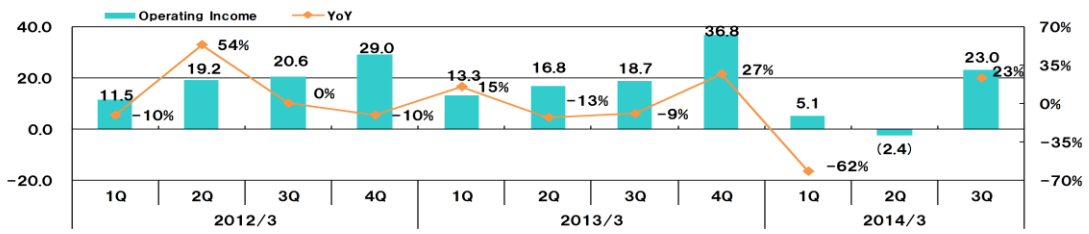
**■ New Orders Received**



**■ Net Sales**



**■ Operating Income**





(Unit: yen, %)

	2013/3 3rd. Quarter YTD Results (Apr.-Dec.)	2014/3 3rd. Quarter YTD Results (Apr.-Dec.)	YoY (%)	FY ended 2013 / 3 Full-year Results (Apr.-Mar.)	FY ending 2014/3 Full-year Assumed Rates	YoY (%)
USD	79.94	99.24	+24.1	83.08	95.00	+14.3
EUR (For December-end companies)	101.62	127.27	+25.2	102.47	125.00	+22.0
EUR (For March-end companies)	101.94	132.10	+29.6	106.97	125.00	+16.9
RMB (Chinese Yuan Renminbi)	12.55	15.67	+24.9	12.65	15.70	+24.1



# NTT Data

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