



Company Presentation for the Third Quarter of the Fiscal Year ending March 31, 2016

February 2, 2016
NTT DATA Corporation

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

NTT DATA

1. Results for the Third Quarter of Fiscal Year Ending March 31, 2016
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**Cautionary Statement
Regarding Forward-looking Statements**

- ※ Forecast figures in this document are based on current economic and market conditions. As changes in the global economy and information services market are possible, NTT DATA Group cannot guarantee their accuracy.
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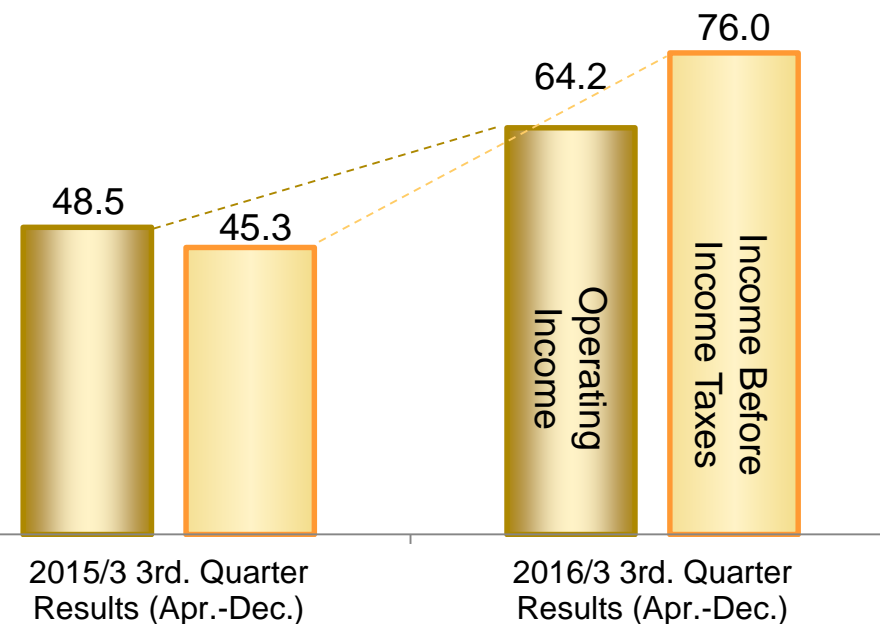
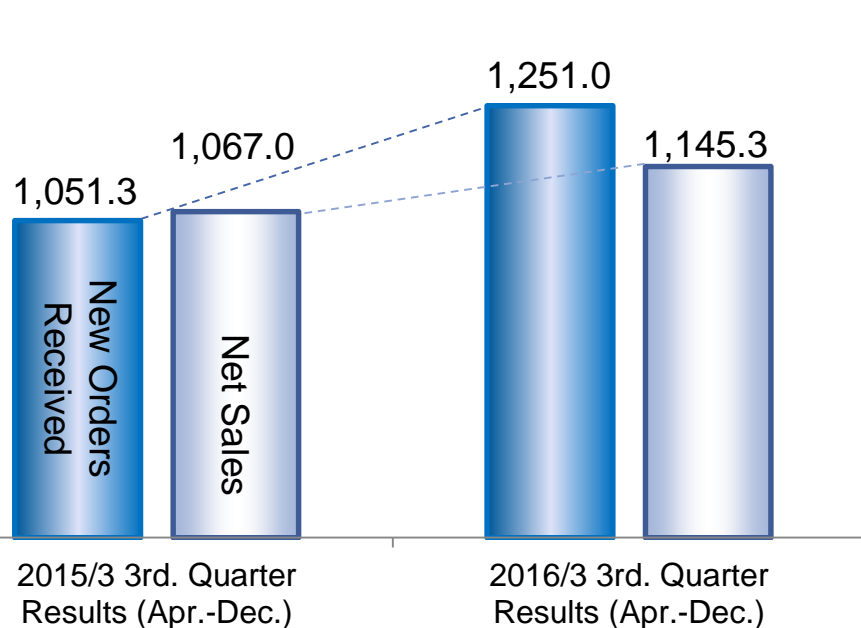


1. Results for the Third Quarter of Fiscal Year Ending March 31, 2016

Results for the Third Quarter of Fiscal Year Ending March 31, 2016 and Overview of year-on-year changes in earnings

【Billions of yen,% 】

| | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) | YoY (Amount) | YoY (Rate) | |
|---|---|---|--------------|------------|--|
| New Orders Received | 1,051.3 | 1,251.0 | +199.7 | +19.0% | |
| Net Sales | 1,067.0 | 1,145.3 | +78.2 | +7.3% | |
| Operating Income | 48.5 | 64.2 | +15.6 | +32.3% | |
| Income Before Income Taxes | 45.3 | 76.0 | +30.6 | +67.7% | |
| Net income attributable to owners of parent | 21.7 | 43.9 | +22.1 | +102.1% | |



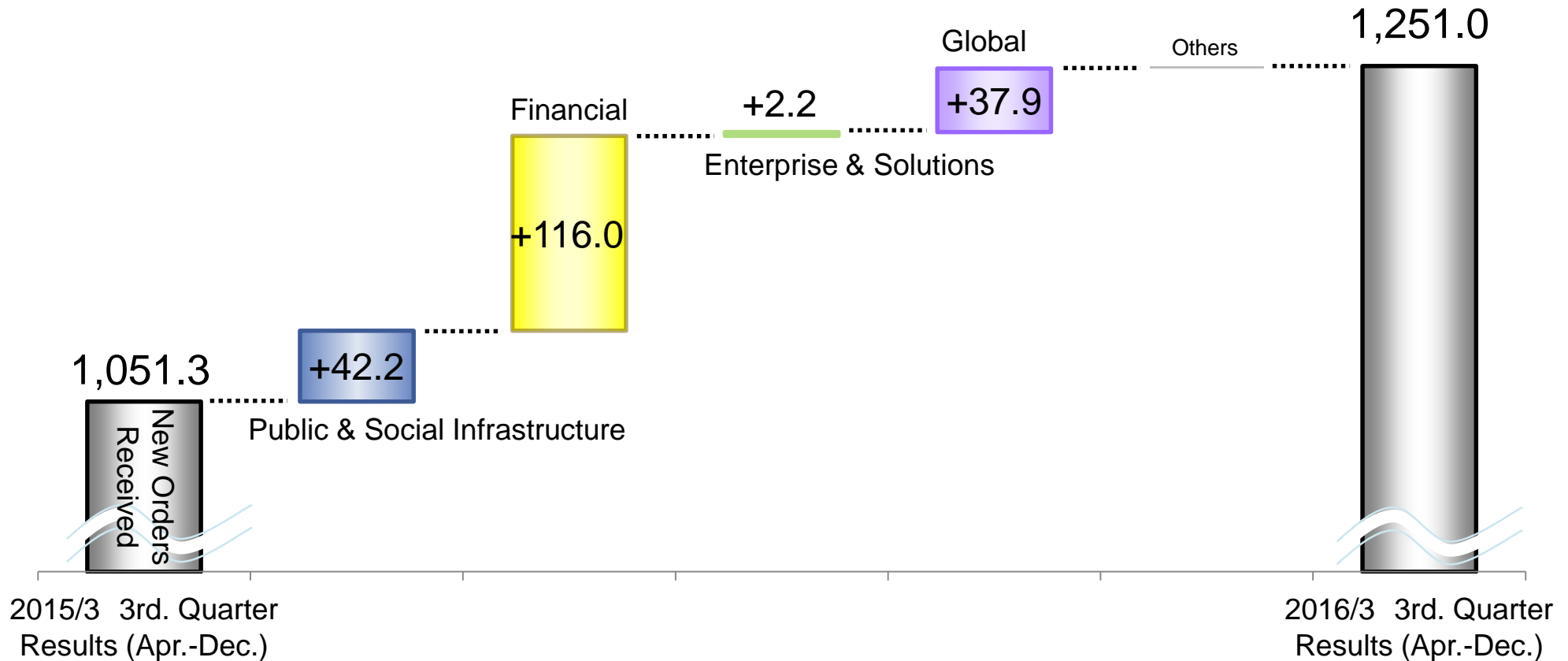
<Principal Positive/Negative Contributing Factors>

Financial: Increased mainly due to receipt of orders of large-scale projects for banks and cooperative financial institutions.

Public & Social Infrastructure: Increased mainly due to receipt of orders of large-scale projects for national government.

Global: Increased due to the expanded scale of overseas subsidiaries and the impact of foreign exchange, etc.

(Billions of yen)



Net Sales: YoY Changes by Business Segment

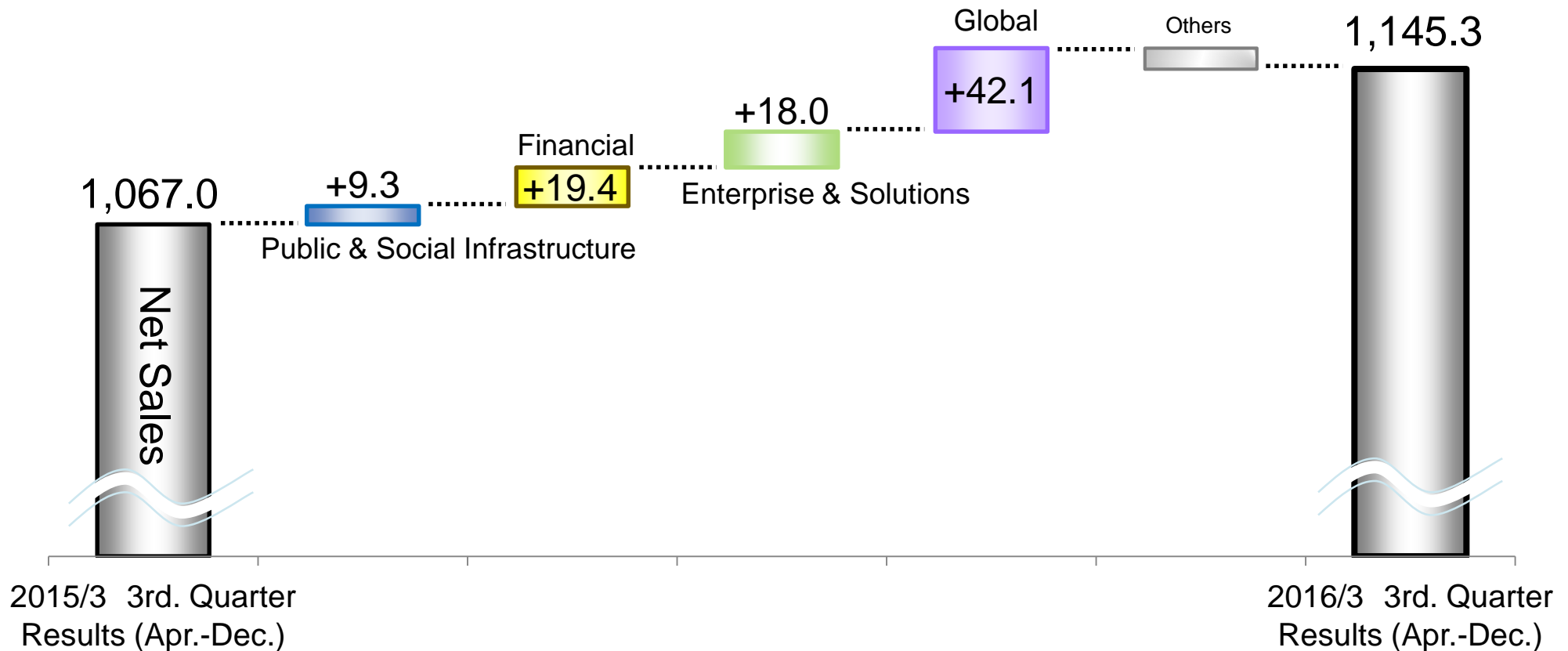
<Principal Positive/Negative Contributing Factors>

Global: Increased due to the expanded scale of overseas subsidiaries and the impact of foreign exchange, etc.

Financial: Increased reflecting the expansion of new and existing businesses for banks and cooperative financial institutions, etc.

Enterprise & Solutions: Increased mainly due to the expansion of business for retail, logistics, and manufacturing industries.

(Billions of yen)

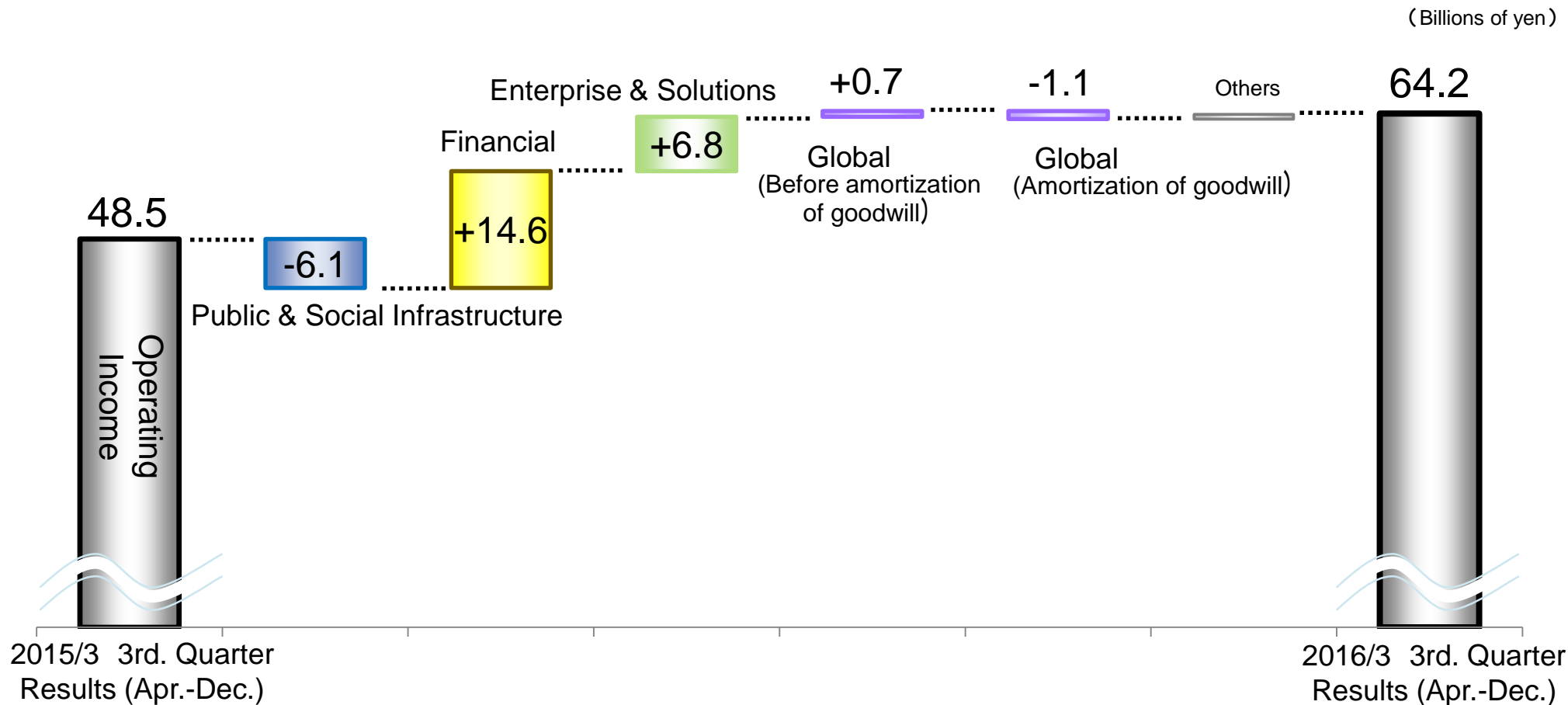


<Principal Positive/Negative Contributing Factors>





Financial: Increased reflecting a reduction of unprofitable projects, etc. in addition to the impact of the increased sales.

Enterprise & Solutions: Increased reflecting the growth of sales, etc.

Public & Social Infrastructure: Despite the sales increase, operating income decreased due to the occurrence of unprofitable projects in addition to the impact of downsizing of existing large-scale projects.







(Billions of Yen,%)

| | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) | YoY (Amount) | YoY (Rate) | |
|------------------------|--|--|-----------------|---------------|---|
| New Orders Received | 270.4 | 312.7 | +42.2 | +15.6% |  |
| Net Sales | 268.1 | 277.5 | +9.3 | +3.5% |  |
| Operating Income | 25.0 | 18.8 | - 6.1 | - 24.7% |  |
| Segment Profit(*) | 24.7 | 19.0 | - 5.6 | - 22.8% |  |

- New orders received :Increased mainly due to receipt of orders of large-scale projects for national government.
- Net sales :Increased mainly due to growth of business scale mainly for the utility industry despite a reduction in business scale for national government and the telecom industry.
- Operating income :Despite the sales increase, operating income decreased due to the occurrence of unprofitable projects in addition to the impact of downsizing of existing large-scale projects.

(*)Segment Profit is income before income taxes





(Billions of Yen,%)

| | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) | YoY (Amount) | YoY (Rate) | |
|------------------------|--|--|-----------------|---------------|---|
| New Orders Received | 256.4 | 372.4 | +116.0 | +45.2% |  |
| Net Sales | 353.3 | 372.7 | +19.4 | +5.5% |  |
| Operating Income | 9.3 | 24.0 | +14.6 | +157.1% |  |
| Segment Profit(*) | 9.6 | 24.6 | +14.9 | +155.0% |  |

- New orders received :Increased mainly due to receipt of orders of large-scale projects for banks and cooperative financial institutions.
- Net sales :Increased reflecting the expansion of new and existing businesses for banks and cooperative financial institutions, etc.
- Operating income :Increased reflecting a reduction of unprofitable projects, etc. in addition to the impact of the increased sales.






(*)Segment Profit is income before income taxes

(Billions of Yen,%)

| | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) | YoY (Amount) | YoY (Rate) | |
|------------------------|--|--|-----------------|---------------|---|
| New Orders Received | 165.9 | 168.2 | +2.2 | +1.4% |  |
| Net Sales | 262.6 | 280.6 | +18.0 | +6.9% |  |
| Operating Income | 15.4 | 22.3 | +6.8 | +44.7% |  |
| Segment Profit(*) | 16.0 | 37.7 | +21.6 | +135.4% |  |

- New orders received :Increased mainly due to the expansion of business for retail and logistics industry.
- Net sales :Increased mainly due to the expansion of business for retail, logistics, and manufacturing industries.
- Operating income :Increased reflecting the growth of sales, etc.
- Segment Profit :Increased based on the increased operating income and other factors such as extraordinary income.

(*)Segment Profit is income before income taxes

| | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) | YoY (Amount) | YoY (Rate) | (Billions of Yen,%) |
|--|--|--|-----------------|---------------|--|
| New Orders Received | 348.3 | 386.3 | +37.9 | +10.9% |  |
| Net Sales | 340.5 | 382.6 | +42.1 | +12.4% |  |
| Operating income (before amortization of goodwill) | 7.3 | 8.0 | +0.7 | +10.1% |  |
| Operating Income | - 3.1 | - 3.4 | - 0.3 | - 11.8% |  |
| Segment Profit(*) | - 4.9 | - 5.5 | - 0.5 | - 10.9% |  |

- New orders received :Increased due to the expanded scale of overseas subsidiaries and the impact of foreign exchange, etc.
- Net sales :Increased due to the expanded scale of overseas subsidiaries and the impact of foreign exchange, etc.
- Operating income :Increased due to the expanded sales of overseas subsidiaries.
(Before amortization of goodwill)

(*)Segment Profit is income before income taxes

Global Top 5

Net Sales: 1.5 trillion yen or more

(An increase of 250 billion yen
from FY ended 2012/3)

EPS: 200 yen

(An 85% increase
from FY ended 2012/3)



2. Operating Environment and Business

- Although we face severe market environment on the back of intensified competitions and more demands for cost reductions, the social security and tax number system under the so-called “Number Act” (the “My Number System”) was launched in January 2016, and the government, local governments, financial institutions and private-sector corporations are continuing their efforts for setting up necessary frameworks for information sharing, etc.
- In the utilities industry, market changes arising from system changes including electricity and gas systems reforms are expected to prompt an increase in IT spending.

| | |
|---|--|
| <p style="text-align: center;">National Government</p> | <ul style="list-style-type: none"> • With the “Declaration on the Creation of the World’s Most Advanced IT Nation” revised in June 2015, while IT spending to fortify security are expected to continue to increase, we face severe market environment on the back of intensified competitions and more demands for cost reductions. Further, in relation to the My Number System, relevant authorities started issuing notifications of personal ID number (the “My Number”) and accepting applications for card issuance in October 2015. The My Number has been effective for use since January 2016, and the government, local governments, financial institutions and private-sector corporations are continuing their efforts for setting up necessary frameworks for information sharing, etc. |
| <p style="text-align: center;">Local Government</p> | <ul style="list-style-type: none"> • Amid overall belt-tightening, the market environment is becoming harsher due to heightened demands for cost reduction and intensified competitions. • In relation to the social security and tax number system, relevant demand is rising from the assignment and notification of the numbers in October 2015 toward the cooperation between the government and local public bodies in 2017. We will likely to see growth in business opportunities in relation to child care support and employment, driven by the Act on Overcoming Population Decline and Vitalizing Local Economy in Japan enacted in November 2014 for the purpose of vitalizing local economy. |
| <p style="text-align: center;">Healthcare</p> | <ul style="list-style-type: none"> • In the “Revised Japan Revitalization Strategy 2015” as approved at the Cabinet meeting on June 30, 2015, “The improvement of environment for utilization of personal data” and “The full-scale implementation of ICT in the medical/nursing care industries” are highlighted. Given that the intensive implementations of the number system in the medical industry, the promotion of information digitalization, standardization and cooperation, the full use of data for the government policies, and the improvement of environment for full use of data in private sector companies are considered for the five-year period until 2020, it is assumed that the ICT will be accelerated in the medical industry. |
| <p style="text-align: center;">Telecom and Utility</p> | <ul style="list-style-type: none"> • In the utilities industry, market changes arising from system changes including electricity and gas systems reforms are expected to prompt an increase in IT spending. • In the telecom industry, investment targets are shifted from infrastructure and networking facilities to new services responding to intensifying competitions. Meanwhile, further cost reduction is required in the IT spending for the existing domains. |

• While overall IT investments remain conservative, it is expected that the investments will be made to meet the growing needs for availability of domestic inter-bank settlements 24 hours a day and 365 days a year, sophistication of settlement activities, and globalization. Additionally, driven by growing interests in Fintech, etc., there may be opportunities for new services.

Financial

| | |
|---|---|
| <p>Banks</p> | <p>【Major Banks】</p> <ul style="list-style-type: none"> • Appetites for IT spending persists, and consistent investments are expected. In particular, there are growing needs for services utilizing new technologies such as Fintech. • Given deregulation, IT spending is expected to grow due to development of new services using IT and creation of subsidiaries. • 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. <p>【Regional Banks】</p> <ul style="list-style-type: none"> • There are growing needs for Fintech-related services. • Looking ahead, we expect to see active IT investments associated with business consolidation, as well as investments in anticipation of systems reform. • There are increasing needs related to online activities, including functions to prevent unauthorized accesses to internet banking services, as well as banking services through downloadable applications. • Profitability in the main businesses (net interest margin) faces tough environment in which the need for cutting running costs will continue. |
| <p>Insurance</p> | <ul style="list-style-type: none"> • The current IT spending is sluggish across the industry despite expectations for investments in new channels, new products, streamlining of administrative works, etc. |
| <p>Security</p> | <ul style="list-style-type: none"> • While domestic markets remain unstable, appetite for investing in the areas of “regulatory compliance” and “wealth accumulation in the retail business” is observed. |
| <p>Credit Corporations</p> | <ul style="list-style-type: none"> • The credit card market has been growing steadily. With substantially improving investment environment in the relevant industry, IT spending is expected to increase for “cost-cutting projects” in addition to the “measures to increase the top line.” Cashless settlements seem to continue as seen in the NFC mobile settlements, the use of smartphones as a credit card terminal for settlement, branded prepaid cards and debit cards. Measures for further convenience, safety and security are expected to accelerate towards 2020 under the “Revised Japan Revitalization Strategy” of the Japanese government. |
| <p>Cooperative Financial Institutions</p> | <ul style="list-style-type: none"> • A moderate recovery trend of the domestic economy including regions continues despite weak recovery in some areas. While lending activities for small- and medium-sized enterprises are on an upward trend, a substantial boost in IT spending cannot be expected taking into consideration the lingering fierce business environment such as interest rate competitions with neighboring financial institutions. • Trends of improvement of cost efficiency through reorganizations and outsourcing operations, as well as promoting investments in IT strategic domains can be observed. |
| <p>Financial Infrastructure and Financial Network Services</p> | <ul style="list-style-type: none"> • Needs for sophisticated settlements are increasing on the back of the economic globalization and the improving convenience by using IT technology. The improvement of settlement infrastructure is being considered. In Japan, a movement for 24-hour/365-day operation has begun, thereby it is anticipated that financial institutions will implement IT spending to realize such operation systems. |

- On the back of the uncertain perspectives of the overall domestic economy, a cautious attitude toward domestic IT spending has continued. Under such circumstances, new IT spending such as omni-channels and IoT has been activating despite a sign of sluggish business sentiment in the manufacturing industry. Furthermore, from a perspective of BCP, demands for more reliable network and data centers remain strong.

Retail, Logistics, Payment and Other Service Industry

- Demands for IT spending aiming at increasing sales by using Omni-channel strategy including sales promotion activities connecting e-commerce to real stores have been growing steadily. These investments can be also expected for businesses aiming at foreign tourists visiting Japan.
- Robust growth can be expected in IT investment for the advancement of customer analyses (business intelligence and demand forecasting) by using POS data and information obtained from social media.

Manufacturing Industry

- Growth in IT spending can be expected, particularly in the digital domains including signs of a possible breakdown indicated by the big data using IoT as well as digital marketing for consumer products, etc.
- As system improvement toward the enhancement of global competitiveness as well as measures for reinforcement of production facilities are consistently implemented, it is expected that the demand for visibility of supply chains and the reconstruction of logistics infrastructure will become apparent.

Network Services, Data Center Services, Cloud Services and Digital Services

【Network Services】

- Wired networks business continued to grow steadily, driven by the demand for building global operations, in addition to the BCP-related demand (network redundancy, etc.).
- In the wireless network business, the introduction of public relations terminals is under way in various industries, thereby it is expected that the use of tablet terminals, lines for mobile terminals and wireless LAN will expand further.

【Data Center Services and Cloud Services】

- For the purpose of business continuity planning, there are solid needs for data centers that maintain high level of business continuity with quake-absorbing/ earthquake-resistant structure and private power generation equipment.
- There are increasing needs for hybrid- and multi-cloud environment whereby a variety of cloud environment, including public cloud, are linked together.

【Digital Services】

- The IT spending in the sales and customer contact domains has been growing with the aim of preventing opportunity losses by diversifying sales channels and upgrading customer experience based on customer analyses. Projects associated with omni-channels, data integration, business intelligence (BI), marketing automation, etc. have been further developed.
- In the big data-related businesses which formerly consisted of consulting services and demonstration tests, needs for large-scale real time analysis and processing platforms in the IoT and marketing automation domains have surfaced, and the relevant projects are under development.

Americas

- The US economic outlook for 2016 remains modest, driven by opposing forces of solid domestic spending and cautious investment in a weak global environment. The dollar remains strong, bolstered by higher consumer spending, driven in part by strong consumer confidence, jobs growth and personal income. The industrial core of the economy remains sluggish – with weak industrial investment due to the continued drop in oil and energy prices and uncertain global demand which is expected to remain in a holding pattern through 2016.
- IT services spending grows modestly with demand focused on solutions that drive operational efficiencies and increased spending for consulting as companies look for help navigating business and technology complexities.
- The economy in Latin America is decelerating. Some countries, such as Chile and Peru, are showing signs of recovery, and Mexico is likely to achieve a moderate growth backed by the strong recovery of the U.S. economy. However, in Brazil, currency depreciations advanced as resource prices dropped and fiscal situations of the government deteriorated, and the resulting worsened business sentiment is affecting the spending budgets of the governments and companies. Meanwhile, the IT service market is likely to maintain a moderate growth, leading to demands for IT spending that contributes to the standardization, improvement of efficiency of business operations, and cost reduction.

EMEA

- The Eurozone economy has maintained a modest recovery led by consistently robust personal consumption. In particular, the Spanish economy showed strong recovery. Although business sentiment among companies is improving, active expansion of investment seems unlikely for a while, given concerns over slowdown in emerging economies like China and decreasing exports. While the U.K. economy has sustained growth mainly in personal consumption, decreasing demand in emerging countries such as China will be a concern.
- Given continuing customer requests for price reduction amid cautious stance shown by companies, the competitive environment remains severe. Meanwhile, the IT service market in Germany, the U.K. and Spain is expected to continue to see robust growth. Further, part of Italian market is showing signs of bottoming out.

Asia-Oceania

- India has maintained strong economic growth rate. The Philippines and Vietnam are also expected to maintain strong economic growth, on the back of vigorous investments from overseas. However, slowing Chinese economy has adversely impacted import industries in Singapore, Malaysia, Thailand and Indonesia, and the economy of these countries are likely to trend downward for a while. Given deteriorating business sentiment, there is a concern over a possible change in investment stance.
- The Chinese economy is on the decelerating trend under the downward pressure of weaker investments in fixed assets. While the favorable effects of the Chinese government’s financial policies are expected to become apparent, further downturn risks are also feared. Demands for IT spending remain strong, but a modest slowdown in the growth rate of the IT service market is anticipated in the short run reflecting the decelerating real economy.

Public & Social
Infrastructure**1 Received an order from the Japan Patent Office to renew the “JPO system integration services”**

We have received an order from the Japan Patent Office to renew the “JPO system integration services,” which performs development support as well as operational and management services for business-application development and hardware-foundation building on the system used by the Japan Patent Office.

2 Started to provide “ANYSENSE,” an IoT platform

We have started to provide “ANYSENSE,” an IoT^(Note 1) platform that allows reduction in the development costs and quicker adoption of an IoT system than the conventional system. METAWATER Co., Ltd. has become the first user, adopting this platform for its monitoring services targeted at water and sewerage suppliers. Centered on “ANYSENSE,” we will expand to the social infrastructure and utility industries our know-how to develop monitoring applications that we have accumulated so far and IoT total solutions including the latest technology to analyze big data.

Financial

3 Set up Fintech-related businesses, and started providing services as they become available

We have started the Digital Corporate Accelerate Program, which supports general corporations in their efforts to create new business in collaboration with venture companies, and Mizuho Bank, Ltd.—the bank that aims to create new business through the use of Fintech^(Note 2)—has decided to adopt this system as the first user. We have also started a joint verification test at the “Toyosu branch (Seven Days Plaza Toyosu),” a newly opened branch of Resona Bank, Limited, aiming at realizing “Support for Customer Service” performed by a communication robot that utilizes sensors and the cloud robotics foundation^(Note 3). The goal of this test is to accumulate know-how with a view to the utilization of communication robots at actual branches and to expand the range of support for customer service including the guidance of customers and the promotion of financial services, aiming at realizing the services performed by the robots by FY2016.

4 Reorganized the joint-use forex-related internet banking services entirely as the “AnserBizForex”

We have started to provide “AnserBizForex,” a renewed version of the joint-use internet banking service for foreign exchange operations called the “Gaitame ASP Service”, with The Akita Bank, Ltd. and The Iyo Bank, Ltd. being the first users. This system enables client corporations to provide their customers with the internet banking service for foreign exchange operations characterized by great convenience and the highest standards of security in the industry that can compete with the systems used by megabanks, at a low cost and in a short period. In the future, we will expand this system to our other clients including domestic financial institutions and general corporations and will help the general corporations go abroad and develop their business there by expanding the use of the internet banking service for foreign exchange operations.

Notes:

1. IoT(Internet of Things) :Just in the same way as people exchange information and do activities on the Internet, “things” connected via the Internet also share information, provide beneficial information, and even move without anyone’s help.
2. Fintech: A coined term that combined finance and technology and refers to IT-based services in the financial field.
3. Cloud robotics foundation: A system that activates functions necessary for a robot, such as voice recognition and dialogue control, on the cloud.

5

Contributed to the Seven & i Group's launch of "omni7 service"

In response to omni-channelization by the Seven & i Group, which is aligning sales channels such as actual stores and EC sites beyond the barriers among convenience stores, supermarkets and department stores, we played a central role as a member of "Team IT," a team of leading vendors from various technical fields. We worked on the creation of a cross-sectoral EC site of the Group, "omni7," from the planning stage and contributed to the grand opening of the site in November 2015 by supporting the entire process from the upstream stage of conception to designing of operations to execution of the system and by cooperating with a great number of parties concerned including other vendors.

6

Started a full rollout of the comprehensive digital-marketing support service "BizXAAS BA for Marketing"

We have started on a full-fledged basis "BizXAAS BA for Marketing," which comprehensively supports the realization of corporate digital marketing. Utilizing our advantages including the capability to analyze data that has been developed through our record of performance in analyzing more than 300 cases of big data and the capability to develop systems to actually use the said capability to analyze data, this support system enables corporations to deduce optimum marketing measures from the information possessed by corporations about attributions and purchasing behaviors of users and about products. Through the small-start and extended-stage approach, this system can also make possible the operation of digital marketing by providing the through service from confirmation of requirements and to establishment of the PDCA cycle after the measures have been taken, depending on the business purpose, problems and budget of a corporation.

7

Enhanced our business foundation in Asia

We have established and started operation of our subsidiary in Hong Kong, an Asian hub in the financial and other industries, and will promote as our core business the payment service that provides global EC service providers with a one-stop settlement in the Asian area. In the Philippines and Taiwan, a final agreement has been reached that we will obtain by transfer 100% of the issued and outstanding shares owned by Wizardsgroup, Inc. and Taiwan Application Service Management Consulting Co., Ltd. to make them our wholly-owned subsidiaries. This agreement enables us to expand our business in the Philippines and Taiwan by integrating our group's global client foundation, solutions to each industry and R&D assets and their advantages including solutions and reliable customer foundations.

Through the abovementioned efforts, we have strengthened our business foundation in the Asian area, including our increased resources for system development and strengthened competitiveness in IT services.

itelligence AG and ArcelorMittal SA concluded a global comprehensive agreement

Our subsidiary in Germany, itelligence AG, has been selected as a managed service vendor^(Note 1) by the world's largest steel corporation, ArcelorMittal SA, and concluded a global framework agreement that will remain valid for a five-year period. This agreement includes the service utilizing the "SAP HANA"^(Note 2) platform, which allows us to contribute to making operations of ArcelorMittal SA more efficient, to improve its service quality, and to further promote and raise the profile of the "SAP HANA" business taking this opportunity.

Notes:

1. Managed service vendor : A vendor who provides a comprehensive service including the operation and management of equipment necessary for the use of IT service as well as installation and setting up of equipment necessary at the time of adoption of the IT service.
2. "SAP HANA": An in-memory database (a technology to deposit all of the data and programs that are going to be used into memory for processing) that is optimized for crunching a great deal of data to utilize big data. The use of this solution is not only in the business intelligence field (or a method to utilize a great deal of data accumulated in a corporation through operational systems, for the purpose of corporate decision making, by accumulating, analyzing and editing such data), but also in other various fields including an enterprise resource planning system (an ERP system) that requires multiple processing.

Started a verification test in Exeter, UK for the technology to alleviate traffic congestion by controlling traffic lights

We have started a verification test in Exeter, UK for the technology to alleviate traffic congestion by controlling traffic lights. Integrating a dynamic traffic-light controlling system "SCOOT," operated by Imtech Traffic & Infra UK Ltd, a leading company in the traffic-light controlling system in the UK, and our wide-area traffic light control optimization technology that utilizes traffic simulation technology, we aim at an optimum control of traffic lights in real time in a wider area. In the future, after the practical application of this solution for alleviating traffic congestion following actual uses including the verification test, we will promote the expansion of this system both at home and abroad.

Reached an agreement with Pivotal Japan K.K. ("Pivotal") to cooperate in the provision of the solutions for agile development

We have reached an agreement with Pivotal Japan K.K. ("Pivotal") to cooperate in the provision of the solutions for agile development^(Note 1). Having completed the integration of our agile development foundation and Pivotal's open cloud foundation^(Note 2), we are now able to promptly respond to growing needs for agile development both at home and abroad and to provide higher standards of agile development services. In the future, we will further improve our service menus including consultation for installation, development, operation and maintenance of this solution, aiming at the commencement of the service provision within FY2015.

Notes:

1. Agile development: A development method to divide a target for system development into a great number of small functions and develop each piece of software in a short period one after another.
2. Open cloud foundation: A cloud foundation composed by utilizing open sources. Based on an open source called Cloud Foundry, Pivotal is globally promoting the development and expansion of the Pivotal Cloud Foundry, which carries value-added functions necessary for enterprise clients.



3. Appendices

Overview of Consolidated Earnings and New Orders Received for the 3rd Quarter of FY Ending March 31, 2016

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

| | 2016/3 3rd. Quarter Results (Apr.-Dec.) | YoY (%) | 2016/3 3rd. Quarter Results (Oct.-Dec.) | YoY (%) |
|---------------------|--|------------|--|------------|
| New Orders Received | 1,251.0 | +19.0 | 426.3 | +30.4 |
| Orders on Hand | 1,543.6 | +10.4 | | |

| | | | | |
|---|---------|--------|-------|-------|
| Net Sales | 1,145.3 | +7.3 | 402.0 | +8.3 |
| Cost of Sales | 862.3 | +6.5 | 295.7 | +7.7 |
| Gross Profit | 282.9 | +10.1 | 106.3 | +10.0 |
| SG&A Expenses | 218.6 | +4.9 | 73.1 | +4.4 |
| Selling Expenses | 100.1 | +4.3 | 34.1 | +5.4 |
| R&D Expenses | 8.6 | -7.6 | 2.9 | -4.7 |
| Other Administrative Expenses | 109.8 | +6.6 | 36.0 | +4.3 |
| Operating Income | 64.2 | +32.3 | 33.1 | +24.8 |
| Operating Income Margin(%) | 5.6 | +1.0P | 8.2 | +1.0P |
| Ordinary Income | 60.9 | +34.5 | 29.7 | +15.3 |
| Extraordinary Income and Loss | 15.0 | - | 15.0 | - |
| Income before Income Taxes | 76.0 | +67.7 | 44.7 | +73.6 |
| Income Taxes and Others | 32.0 | +36.0 | 16.6 | +48.4 |
| Net income attributable to owners of parent | 43.9 | +102.1 | 28.1 | +92.9 |

| | | | | |
|--|-------|------|------|-------|
| Capital Expenditures | 88.1 | -8.1 | 29.9 | -20.4 |
| Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles | 115.8 | +1.3 | 37.8 | +1.7 |

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

(Billions of yen)

| | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) |
|--------------------------------|--|--|
| Public & Social Infrastructure | 222.4 | 227.0 |
| Financial | 315.1 | 335.9 |
| Enterprise & Solutions | 189.5 | 199.8 |
| Global | 329.2 | 371.7 |

Detail of Consolidated New Orders Received

(to Japanese Customers Outside the NTT DATA Group)

(Billions of yen)

| | | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) |
|---|---|--|--|
| Public & Social Infrastructure | | | |
| (Main item) | Central government and related agencies, Local Government, and Healthcare | 144.8 | 180.3 |
| | Telecom and Utility | 69.1 | 79.1 |
| Financial | | | |
| (Main item) | Banks, Insurance, Security, Credit Corporations and Financial Infrastructure | 164.6 | 191.3 |
| | Cooperative financial institutions and Financial Network Services | 70.1 | 163.3 |
| Enterprise & Solutions | | | |
| (Main item) | Retail, Logistics, Payment and Other Service Industry | 51.1 | 54.0 |
| | Manufacturing Industry | 84.5 | 84.7 |
| | Network Services, Data Center Services, Cloud Services and Digital Services | 25.9 | 25.5 |

Note: Net Sales and New Orders Received of Enterprise & Solutions does not include orders taken via other segments.

Detail of Consolidated Net Sales and Services Net Sales (to Customers Outside the NTT DATA Group)

(Billions of yen)

| | | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) |
|---|---|--|--|
| Public & Social Infrastructure | | | |
| (Main item) | Central government and related agencies, Local Government, and Healthcare | 121.3 | 120.7 |
| | Telecom and Utility | 60.5 | 64.2 |
| Financial | | | |
| (Main item) | Banks, Insurance, Security, Credit Corporations and Financial Infrastructure | 208.6 | 228.8 |
| | Cooperative financial institutions and Financial Network Services | 90.0 | 89.0 |
| Enterprise & Solutions | | | |
| (Main item) | Retail, Logistics, Payment and Other Service Industry | 68.8 | 77.0 |
| | Manufacturing Industry | 81.9 | 83.2 |
| | Network Services, Data Center Services, Cloud Services and Digital Services | 34.7 | 35.3 |
| Integrated IT Solution | | 336.9 | 344.2 |
| System & Software Development | | 266.0 | 291.8 |
| Consulting & Support | | 424.3 | 464.7 |
| Others | | 39.7 | 44.4 |
| Net Sales by Products and Services Total | | 1,067.0 | 1,145.3 |

Note: Net Sales and New Orders Received of Enterprise & Solutions does not include orders taken via other segments.

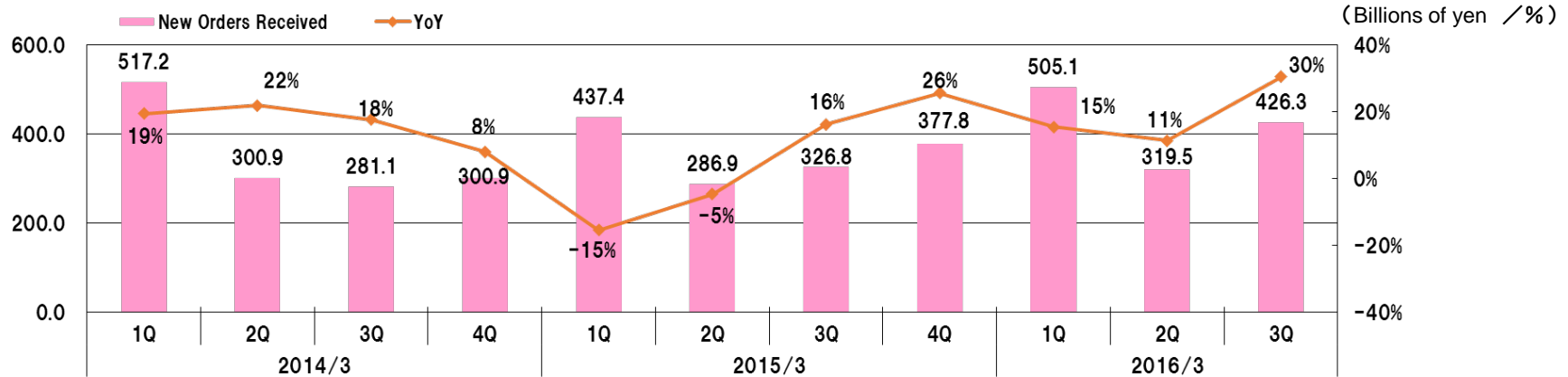
(Billions of yen)

| | 2015/3 3rd. Quarter Results (Apr.-Dec.) | 2016/3 3rd. Quarter Results (Apr.-Dec.) |
|---|--|--|
| New Orders Received | 503.2 | 660.8 |
| Orders on Hand | 1,038.8 | 1,147.7 |
| Net Sales | 564.8 | 593.4 |
| Cost of Sales | 439.7 | 456.9 |
| Gross Profit | 125.0 | 136.5 |
| SG&A Expenses | 83.1 | 83.3 |
| Selling Expenses | 39.0 | 40.3 |
| R&D Expenses | 7.9 | 7.2 |
| Other Administrative Expenses | 36.0 | 35.7 |
| Operating Income | 41.9 | 53.1 |
| Operating Income Margin(%) | 7.4 | 9.0 |
| Ordinary Income | 47.6 | 56.4 |
| Extraordinary Income and Loss | - | 15.0 |
| Income before Income Taxes | 47.6 | 71.4 |
| Income Taxes and Others | 13.9 | 20.8 |
| Net Income | 33.7 | 50.6 |
| Capital Expenditures | 75.6 | 68.8 |
| Depreciation and Amortisation /Loss on Disposal of Property and Equipment and Intangibles | 89.8 | 91.3 |

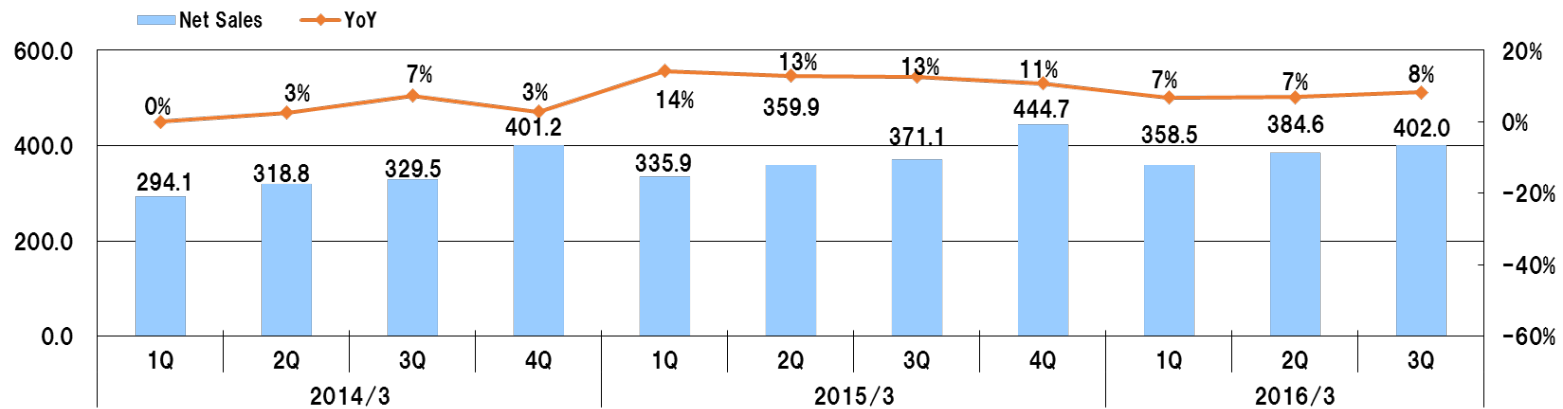
Note: Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes.

Trends in Quarter (Consolidated)

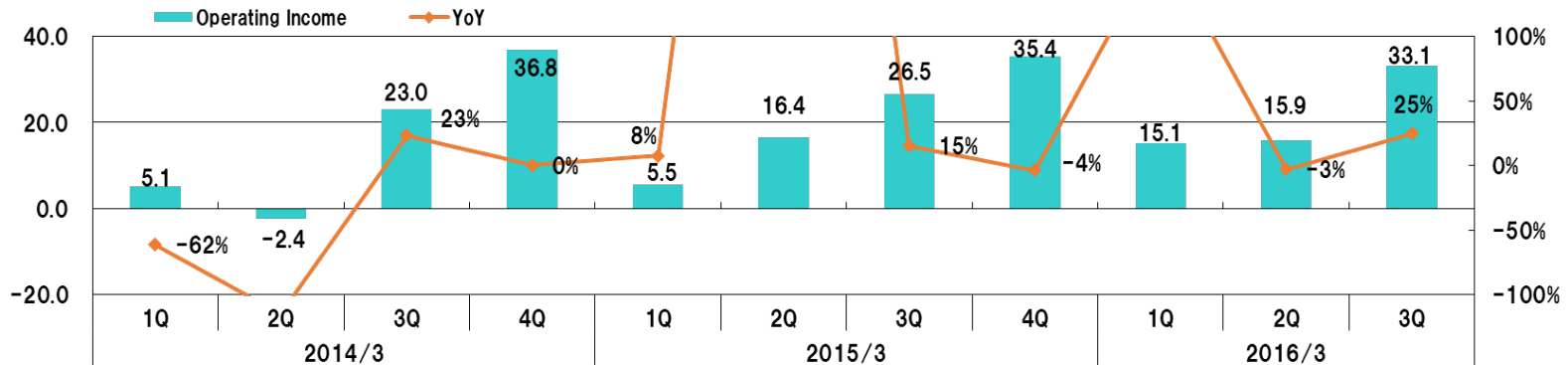
New Orders Received



Net Sales



Operating Income



Foreign exchange rates (used for the conversion of the amount of orders received and incomes of the overseas group companies)

(Yen / %)

| | 2015/3 (Apr.-Dec.) Results | 2016/3 (Apr.-Dec.) Results | YoY (%) | 2015/3 Results | 2016/3 Full-year Assumed Rates | YoY (%) |
|---|----------------------------------|----------------------------------|------------|-------------------|--------------------------------------|------------|
| | ① | ② | (②-①)/① | | ③ | ④ |
| USD | 106.75 | 121.66 | +14.0% | 109.85 | 118.00 | +7.4% |
| EUR (For December- end companies) | 139.46 | 134.71 | - 3.4% | 140.30 | 130.00 | - 7.3% |
| EUR (For March-end companies) | 140.14 | 134.39 | - 4.1% | 138.60 | 130.00 | - 6.2% |
| RMB (Chinese Yuan Renminbi) | 16.69 | 19.36 | +16.0% | 17.16 | 19.00 | +10.7% |



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