



Company Presentation for
the Second Quarter of the Fiscal Year ending March 31, 2015

October 30, 2014
NTT DATA Corporation

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

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**Cautionary Statement
Regarding Forward-looking Statements**

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My name is Iwamoto, president and CEO of NTT Data.
Let me explain about the second quarter results.



1. Results for the Second Quarter of Fiscal Year Ending March 31, 2015

Highlights of Results for the 2nd Quarter of FY Ending March 31, 2015

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【Billions of yen (except EPS)】

| | 2015/3 2nd. Quarter YTD Results (Apr.-Sep.) | YoY | | 2015/3 2nd. Quarter Results (Jul.-Sep.) | YoY | |
|-------------------------------|--|--------------------|---|--|--------------------|---|
| New Orders Received | 724.4 | - 93.7 - 11.5% | ➔ | 286.9 | - 13.9 - 4.6% | ➔ |
| Net Sales | 695.8 | + 82.8 + 13.5% | ➔ | 359.9 | + 41.1 + 12.9% | ➔ |
| Operating Income | 22.0 | + 19.3 + 738.3% | ➔ | 16.4 | + 18.9 - % | ➔ |
| Segment Profit ^(*) | 19.5 | + 19.7 - % | ➔ | 15.1 | + 21.4 - % | ➔ |
| Net Income | 7.1 | + 10.8 - % | ➔ | 6.7 | + 12.7 - % | ➔ |
| EPS (yen) ^(*) | 25.41 yen | + 38.81 yen - % | ➔ | 24.02 yen | + 45.44 yen - % | ➔ |

(*) Segment Profit is income before income taxes.

(*) 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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First of all, I'd like to outline the overall situation of the second quarter results.

As you have seen, only the new orders received has declined from the same quarter last year, but all other items have increased from a year ago.

I'll into detail later, but we think we've had a very good climate for orders, because even the lower new orders are the backlash from the significantly large orders during the first half of last fiscal year.

New Orders Received

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P&F and E-IT: Decreased due to a reactionary drop, etc. in the existing large-scaled projects in the previous fiscal year on a non-consolidated basis.
 S&T: Decreased due to a reactionary drop, etc. in the existing projects in the previous fiscal year on a non-consolidated basis.
 GB: Increased reflecting the expansion of the scope of consolidation, etc. despite a reactionary drop in the large-scaled project in North America in the previous fiscal year.

| | 2015/3 2nd. Quarter YTD Results (Apr.-Sep.) | YoY | | 2015/3 2nd. Quarter Results (Jul.-Sep.) | YoY | |
|--|--|--------------------|---|--|-------------------|---|
| Public & Financial IT Services (P&F) | 334.0 | - 105.9 - 24.1% | ↓ | 110.9 | - 35.9 - 24.5% | ↓ |
| Enterprise IT Services (EIT) | 144.3 | - 31.2 - 17.8% | ↓ | 53.1 | - 10.9 - 17.0% | ↓ |
| Solutions & Technologies (S&T) | 23.5 | - 1.6 - 6.5% | ↓ | 6.7 | - 0.3 - 5.5% | ↓ |
| Global Business (GB) | 222.2 | + 45.2 + 25.6% | ↑ | 115.7 | + 33.2 + 40.3% | ↑ |
| Consolidated values | 724.4 | -93.7 -11.5% | ↓ | 286.9 | -13.9 -4.6% | ↓ |

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

Let's move on to individual segments.

Starting with new orders received, as I said, this item has declined significantly as a result of backlash from large scale orders in Public & Financial IT Services (P&F) and Enterprise IT Services (E-IT) during the fiscal first half last year. But we expect to achieve the level in the initial plan, or a little more, in the second fiscal half this year.

We also think the immediate business climate for Solutions & Technologies (S&T) is not bad, because the decrease is again the backlash from the projects in the previous quarter, although these were small in terms of value.

By contrast, new orders received for Global Business (GB) have increased from a year ago.

This is due to the effect of Spain's everis joining our group in January this year. In addition, weaker yen boosted the figure by some 10 billion yen

I'd also like to note that the increase was achieved amid the backlash from large-scale orders at our North American subsidiary in the fiscal first half last year, which include the Texas Department of Transportation and Yum! Brands.

Net Sales

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P&F: Increased owing to the development of new customer base and the expansion of the existing large-scaled systems on a non-consolidated basis, etc.
 E-IT: Increased in the utility and distribution and services, etc. on a non-consolidated basis.
 S&T: Decreased due to a reactionary drop, etc. in the existing projects on a non-consolidated basis.
 GB: Increased due to the impact of the expansion of the scope of consolidation and the boost in sales by the existing subsidiaries.

| | 2015/3 2nd. Quarter Results (Apr.-Sep.) | YoY | | 2015/3 2nd. Quarter Results (Jul.-Sep.) | YoY | |
|---|--|------------------|---|--|-------------------|---|
| Public & Financial IT Services (P&F) | 330.7 | + 7.0 + 2.2% | ➔ | 173.0 | + 6.5 + 3.9% | ➔ |
| Enterprise IT Services (EIT) | 131.0 | + 3.9 + 3.1% | ➔ | 68.5 | - 1.6 - 2.4% | ➔ |
| Solutions & Technologies (S&T) | 83.5 | - 1.4 - 1.7% | ➔ | 42.3 | - 2.7 - 6.1% | ➔ |
| Global Business (GB) | 221.5 | +73.2 + 49.4% | ➔ | 112.7 | + 37.6 + 50.1% | ➔ |
| Consolidated values | 695.8 | +82.8 + 13.5% | ➔ | 359.9 | + 41.1 + 12.9% | ➔ |

(*) 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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We'll now move on to sales.

Sales at both P&F and E-IT increased from a year ago.

This is largely because the contracts we won in the past few years in new areas have started to contribute to sales of the parent.

Orders on Hand have risen to about 1.34 trillion yen as at the end of the last fiscal year.

Sales associated with these orders have contributed to the result in the current fiscal year.

S&T saw lower sales compared to a year ago but the drop is small, and it's a backlash from a brisk performance in the last fiscal year, so we don't expect the decline will not affect our full-year plan.

Sales of GB increased about 73 billion yen compared to a year ago. This is due to the growth in the consolidated figure due to everis joining our group, as I explained in connection with new orders received, and about 10 billion yen boost from the weaker yen, as well as the organic growth at local operations.

P&F and E-IT: Increased reflecting a decrease in unprofitable projects and a growth in sales in a non-consolidated basis.
 S&T: Decreased due to a fall in sales on a non-consolidated basis.
 GB: Decreased reflecting the impact of amortization of goodwill as a result of the expanded scope of consolidation.

| | 2015/3 2nd. Quarter YTD Results (Apr.-Sep.) | YoY | | 2015/3 2nd. Quarter Results (Jul.-Sep.) | YoY | [Billions of yen] |
|---|--|---------------------------|---|--|----------------------|-------------------|
| Public & Financial IT Services (P&F) | 20.3 | + 9.7 + 92.0% | ➔ | 14.3 | + 13.4 -% | ➔ |
| Enterprise IT Services (EIT) | 2.2 | +11.4 -% | ➔ | 2.1 | + 6.3 -% | ➔ |
| Solutions & Technologies (S&T) | 1.7 | - 0.4 - 18.9% | ➔ | 0.2 | - 0.8 - 75.7% | ➔ |
| Global Business (GB) | (3.4) | - 1.1 - 48.2% | ➔ | (1.0) | + 0.2 + 18.0% | ➔ |
| | [3.3] | [+0.2] | | [2.3] | [+0.9] | |
| Consolidated values | 22.0 | + 19.3 +738.3% | ➔ | 16.4 | + 18.9 -% | ➔ |

(*) 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.

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Let's take a look at operating income next. This is the key area of the results announcement.

In the results announcement of the second quarter last fiscal year, we explained the situation of six unprofitable projects, and the downgrading of full-year projections.

Because of that, operating income has grown significantly in the current fiscal year compared to a year ago.

As we explained in the past occasions, there are six unprofitable projects, but three of these have gone into service, and their issues have been completely solved.

As for the remaining three, one is planned to start service by next March, and two are scheduled to start service in the next fiscal year.

As no all of them have started service, it may be too early for us to say we have nailed down the level of loss, but we think we have already done an enough examination on additional costs that may turn up by the time service starts for the remaining three projects.

The six projects have booked a cumulative valuation loss totaling a little less than 8 billion yen by the end of the second quarter. Combined with about 5 billion yen on other small projects, the total valuation loss is about 13 billion yen.

We think we've booked all valuation loss for the six projects.

That said, as some of them are yet to start service, we have set aside about 2 billion yen for the six projects and 2 billion yen for the other projects in the fiscal second half in our full-year business plan.

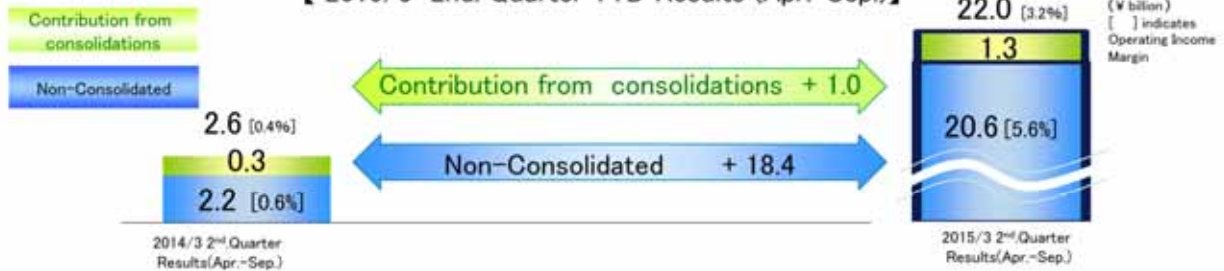
Operating income for S&T has declined somewhat from a year ago, but we expect the full-year figure will probably exceed projections.

On the other hand, GB saw its operating income decrease by 1.1 billion yen on year.

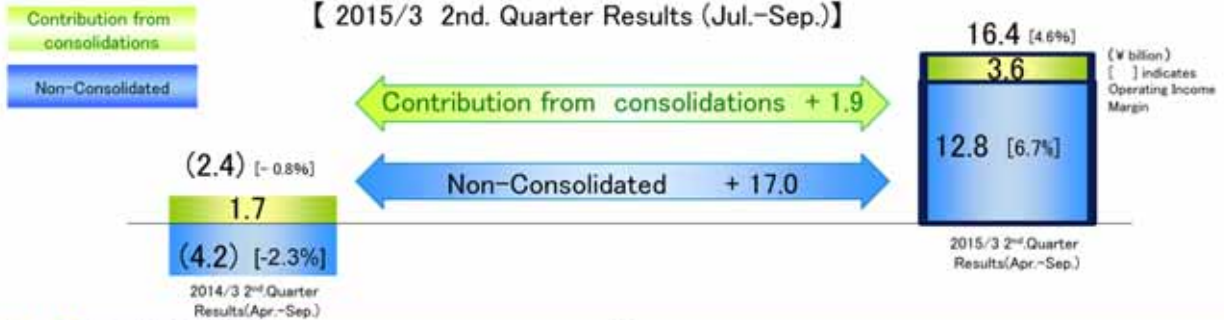
This is due to the impact of the about 1 billion yen in goodwill and PPA write-offs associated with everis joining our consolidated group.

Non-consolidated operating income grew as unprofitable projects decreased and net sales increased. As to contribution from consolidations, an increase in operating income was recorded mainly by domestic subsidiaries, etc. despite the impact of amortization of goodwill due to the expansion of the scope of consolidation.

【 2015/3 2nd. Quarter YTD Results (Apr.-Sep.)】



【 2015/3 2nd. Quarter Results (Jul.-Sep.)】



Let's now look at operating income on consolidated basis and at parent. Parent figure has greatly recovered thanks to significantly controlling the unprofitable projects.

As for the difference between the parent and consolidated figures, as I said earlier, operating income for GB declined 1.1 billion yen year-on-year. Even with this decrease, the consolidated figure rose 1 billion yen. It is remarkable that domestic subsidiaries are performing very briskly in terms of both sales and profit.

Segment Profit

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Profits in each segment increased/decreased mainly under the influence of operating income.

(Billions of yen)

| | 2015/3 2nd. Quarter Results (Apr.-Sep.) | YoY | | 2015/3 2nd. Quarter Results (Jul.-Sep.) | YoY | |
|---|--|---------------------------|----------|--|----------------------------|----------|
| Public & Financial IT Services (P&F) | 20.6 | +11.8 + 133.9% | ➔ | 14.5 | + 16.0 -% | ➔ |
| Enterprise IT Services (EIT) | 3.0 | +12.7 -% | ➔ | 2.2 | + 7.4 -% | ➔ |
| Solutions & Technologies (S&T) | 1.3 | - 0.8 - 38.1% | ➔ | (0.1) | - 1.2 -% | ➔ |
| Global Business (GB) | (4.8) | - 0.9 - 25.5% | ➔ | (1.9) | + 0.2 + 9.6% | ➔ |
| Consolidated values | 19.5 | +19.7 -% | ➔ | 15.1 | + 21.4 -% | ➔ |

(*) Segment Profit is income before income taxes.

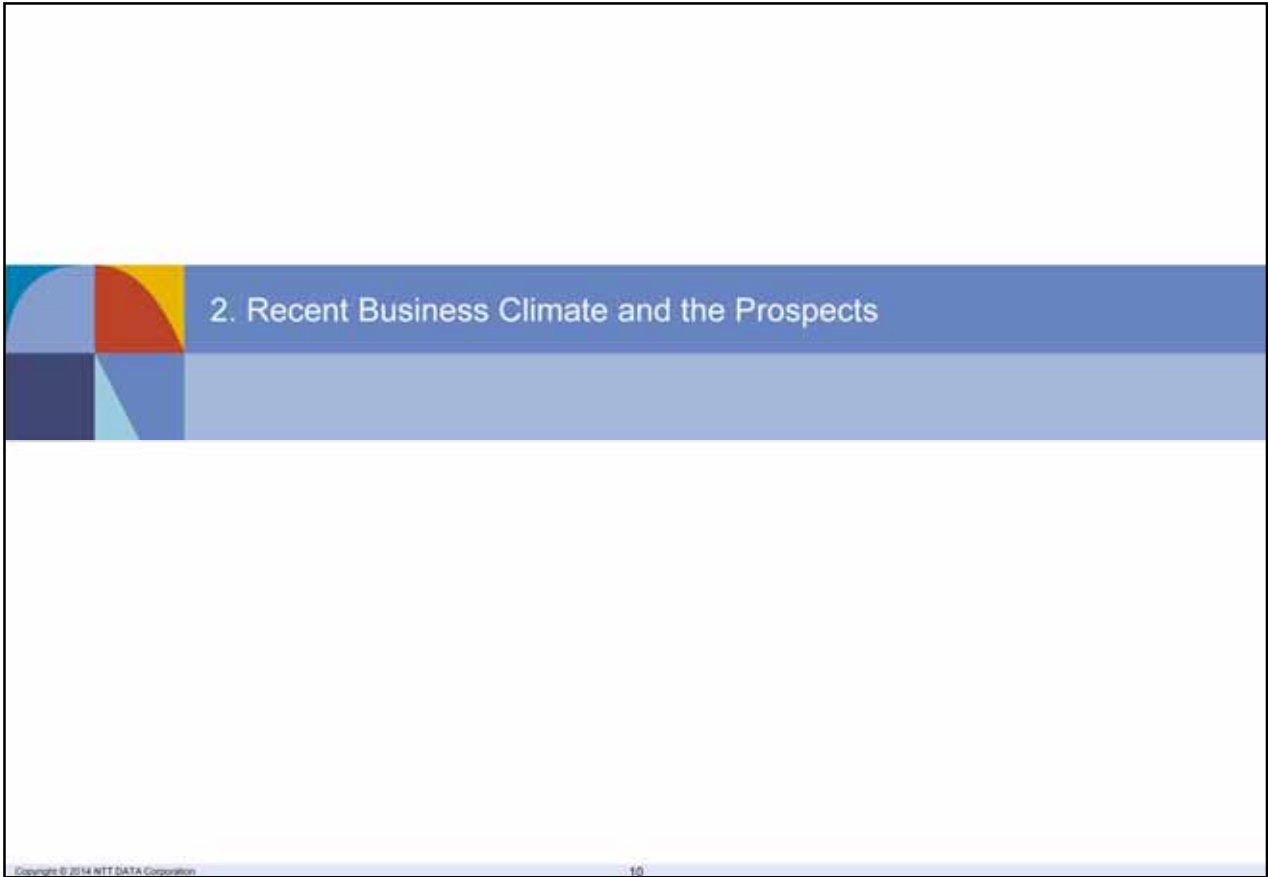
(*) Figures by segment include inter-company transactions and allocated expenses of the entire company.

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

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Changes in segment profit and income before income taxes are largely due to changes in operating income, because there were no special losses or gains in the second quarter.



Next, let me explain the recent business climate and earnings projections.

| | | |
|--------------------------------|--|---|
| Public & Financial IT Services | <ul style="list-style-type: none"> 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, we face severe market environment on the back of intensified competitions and more demands for cost reductions. 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. | |
| | National Government | <ul style="list-style-type: none"> With the "Declaration on the Creation of the World's Most Advanced IT Nation" revised in June 2014, IT investments are expected to continue to increase, but we face severe market environment on the back of intensified competitions and more demands for cost reductions. Furthermore, procurements relating to "My Number System" to be used as personal identification for social security and taxation have been started by the government, municipalities, financial institutions, private entities, etc. towards its introduction in January 2016. |
| | Local Government and Community-based Business | <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. Interest has been growing in safety and security area, especially disaster prevention systems, and smart community area. 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. |
| | Healthcare | <ul style="list-style-type: none"> 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. It is anticipated that new services and new industries will be created in response to the realization of future healthy longevity society, and IT investments by the relevant organizations are expected to increase. |
| | Major Banks | <ul style="list-style-type: none"> Appetites for IT spending persists, and consistent investments are expected. 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. 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. |
| | Regional Banks | <ul style="list-style-type: none"> 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. Demand is likely to increase for shared systems for strategic purposes (customer information management, etc.) to differentiate themselves from competitors. |
| | Cooperative Financial Institutions | <ul style="list-style-type: none"> Domestic economy including regional situations continued to show a recovering trend albeit weaker in growth. While lending activities for small- and medium-sized enterprises are also bouncing back, 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. |
| | Insurance, Security and Credit Corporations, etc. | <p>[Insurance] 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.</p> <p>[Securities] While domestic market situations leveled off compared with the brisk economy seen in the previous year, securities firms will continue IT spending reflecting the changing trend toward the investments in the asset formation amid the lingering global financial uncertainty.</p> <p>[Credit] : Shopping transactions grew 7% to 9% compared with the previous fiscal year. The impact of tax hike seemed marginal. Investment environment has been significantly on an upward trend, in which IT investments are expected to grow in "Cost reduction" and "Boost-the-topline measures."</p> |

Firstly, let me talk about the business climate of P&F.

In terms of the public sector, as you may know, procurement related to My Number is in progress. The My Number system will start January 2016, and so we have to build the system by that time, but we think we have received orders for planned projects as planned. Going forward, there'll be a phase in which tax, social security and other systems, which will use My Number, will be revised to connect to the My Number system.

At present, we expect to win significant orders in this area.

Although the system for My Number is not too large in scale, but it will connect to other systems in the public sector, as well as the private sector. We aim to take on chances especially in areas of our strength.

As for the financial sector, we have maintained certain level of performance in industries including banking and insurance, which we have already established foothold. We are now watching out for new developments, such as unified taxation on all financial income, which is a major topic recently, and the 24/7/365 transaction services, which also are reported frequently by the media to determine what strategies will be necessary for us.

These are the areas we have strength in, so we are particularly focusing on.

| | | |
|--|--|---|
| <p>In the wake of the recovery of the domestic consumption, business confidence shows a recovery trend together with an increase in IT spending coming into view. However, the strength of the growth in IT spending needs to be watched carefully for a while on the back of the risks concerned over the deceleration of growth in emerging markets and rising prices of raw materials, etc.</p> | | |
| Enterprise IT Services | <p>Communication, Broadcasting and Utility Industry</p> | <ul style="list-style-type: none"> • In the telecom industry, while IT spending cycle in response to the increased traffic due to the rapid dissemination of smartphones seems to be ending, investment in infrastructure and networking facilities continue to pose a priority issue. Further IT spending relating to new services under intensifying competitions can be expected while further cost reduction is required in the IT spending for the existing domains. • In the utilities industry, movements towards efficient energy usage (introduction of smart meters) and system changes (renovation of electric power systems), etc. are expected to prompt an increase in IT spending. |
| | <p>Manufacturing Industry</p> | <ul style="list-style-type: none"> • Business sentiment seems to be improving on the back of a recovery of domestic consumption and an increase in public investments. 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. • However, there remain downside risks such as deceleration of economic growth in emerging markets as well as rising raw material prices. Therefore, it is assumed that the IT spending decisions will continue to be made carefully in some business domains. |
| | <p>Retail, Logistics and Other Service Industry</p> | <ul style="list-style-type: none"> • As the domestic consumption recovers, a move toward the reinforcement of competitiveness is notable in the major retail business by means of aggressive opening of new stores and large-scaled capital expenditure, etc. Under these circumstances, it is expected that IT spending toward continuous system renewals will increase in such areas as investments in store-related systems and large-scaled integration of infrastructure, etc. • Demands for IT spending have become obvious toward advancement of customer analyses such as business intelligence and demand forecasting by using company-owned POS data and information obtained from social media. • 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. |
| <p>From a perspective of BCP, demand for reliable network and data centers remains strong.</p> | | |
| Solutions & Technologies | <p>Network</p> | <ul style="list-style-type: none"> • Demands from financial institutions continue to grow constantly on the back of circuit redundancy as measures for BCP. • As smart devices have become widespread recently, the introduction of wireless LAN is on the increase with respect to networks for corporate customers. Furthermore, demands for networks are expected to grow as Japanese companies expand businesses globally. |
| | <p>Data Center Services</p> | <ul style="list-style-type: none"> • 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. |

In E-IT, we see relatively strong motivation for IT-related investment, although situations vary depending on areas.

Especially in the areas we already have a presence, including power and other utilities, distribution and service, omni-channel retailing strategy has become a major topic. We think there are aggressive investments in new areas like that.

We think S&T is maintaining a good performance in areas related to big data, data centers and network integration.

| Operating Environment Surrounding NTT DATA and Business Outlook (3/3) | | NTT DATA |
|---|-----------------------|---|
| Global Business | North America | Despite the deceleration of the momentum, the U.S. economy has been on a moderate recovery trend in which corporate spending and investment plans are expanding in many industries. As to IT spending, while in the public sector, the federal government continued to reduce IT spending, it is expected that the future IT spending will be led by software for company use, IT services, particularly the related field that shows development of technological reforms as corporate business confidence picks up. |
| | EMEA | During the April-June period in 2014, the macroeconomic recovery in the entire Eurozone leveled off. While the British economy showed a robust growth, Italy and Germany ended up with contraction, specifically the latter showing a negative growth due to a transient factor. As demands for price reduction from customers continue, the recovery of IT spending in Italy is unlikely on a short-term basis. Meanwhile, it is expected that Germany and the United Kingdom will record a growth in IT service market in 2014. |
| | Spain / Latin America | In Spain and Latin America, while the economy showed a stable growth, IT spending in Spain has observed a continuous trend of budget cuts particularly in the banking and telecommunication sectors. In Latin America, the BPO, or outsourcing service industry recorded a significant growth, but the production cost was negatively affected by the inflation and the shortage of personnel with IT skills. |
| | China | Business for corporations in the Chinese market has continued to grow, and IT companies developing into the Chinese market have aggressively invested in sales and customer-related areas such as e-commerce, CRM and business intelligence. It should be noted, however, that the Chinese government has tightened the application of the antimonopoly act to companies, and there are some cases in which a huge amount of fines were imposed on European and Japanese companies. At present, the impact does not seem very serious, but this has raised concerns on a long-term basis. |
| | APAC | In the April-September period in 2014, the markets of Thailand, India and Indonesia had political impacts, but the economic situations in the overall APAC are expected to grow steadily on a medium-term basis. In the IT industry, new business opportunities are anticipated in the financial service industry, particularly in the payment area. At the same time, the growth potentials will be found in the markets led by the infrastructure industry, export-oriented industry and ODA, albeit small in market size. |
| | Solutions | In the SAP service business for SME (small- and medium-sized enterprises), while customers' attitudes toward IT investments vary depending on region and type of industry, the growths of SAP solutions and the outsourcing business have been robust. It is expected that new markets will be expanded in the fields of HANA (High-Performance Analytic Appliance), analytics, mobile technology and cloud computing. |

Situation of GB varies greatly from area to area.

Ebola and Islamic State have become a major concern in the United States and Europe, and in the U.S. there's the issue of exit strategy by the Federal Reserve. But I think the North America operation remains brisk.

As for EMEA, we are temporarily concerned about the Ukraine problem.

Recovery of the EMEA segment is a key challenge for us, and the segment is progressing fine in the second quarter according to our business plan.

That said, we think risks still remain, including the Ukraine issue, and that we need to remain vigilant.

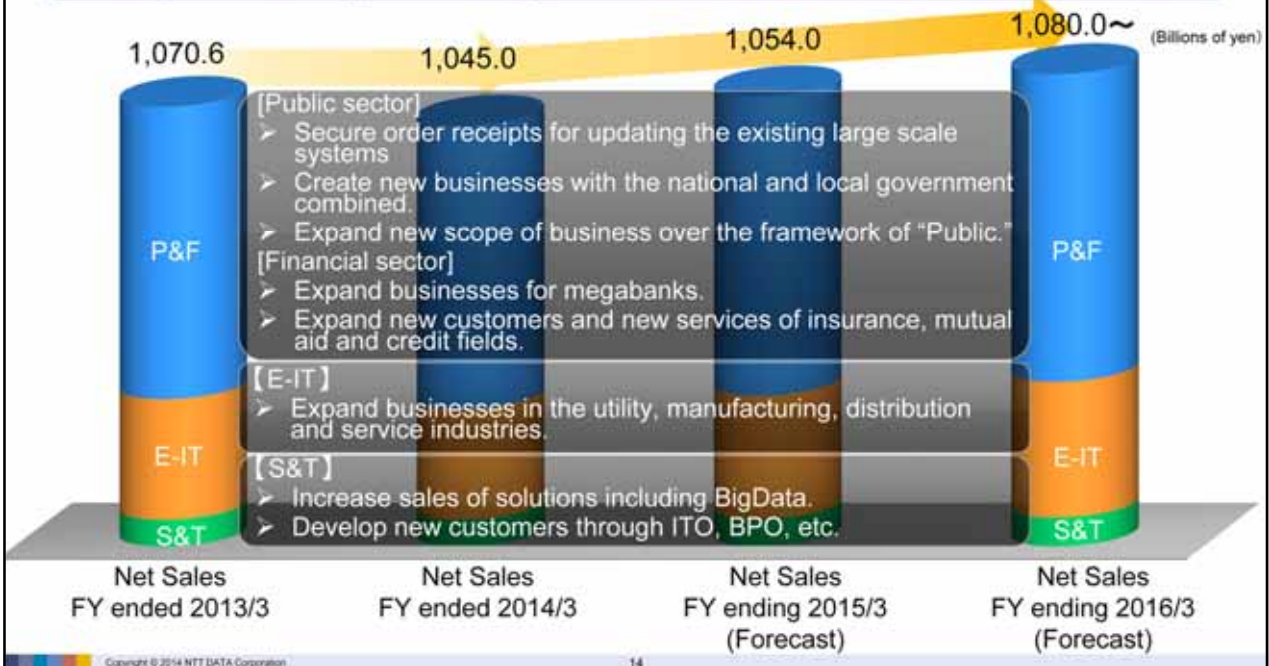
As for Spain/Latin America, we feel the need to carefully watch situations in Latin America considering especially the impact of elections.

Now for China/APAC.

There was a negative impact on offshore development projects from the weaker yen in the last fiscal year, but for the current fiscal year, we expect to be able to turn profit in Chinese offshore projects.

In APAC, situations vary from country to country. When we consider contracts using ODA, such as the project for the Central Bank of Myanmar, APAC offers significant opportunities and we consider it one of our focus areas.

For the domestic businesses, we will continue to expand our businesses by promoting specific strategies for the respective segments under the Medium-term Management Plan including "Re-Marketing" and "Strategic R&D."



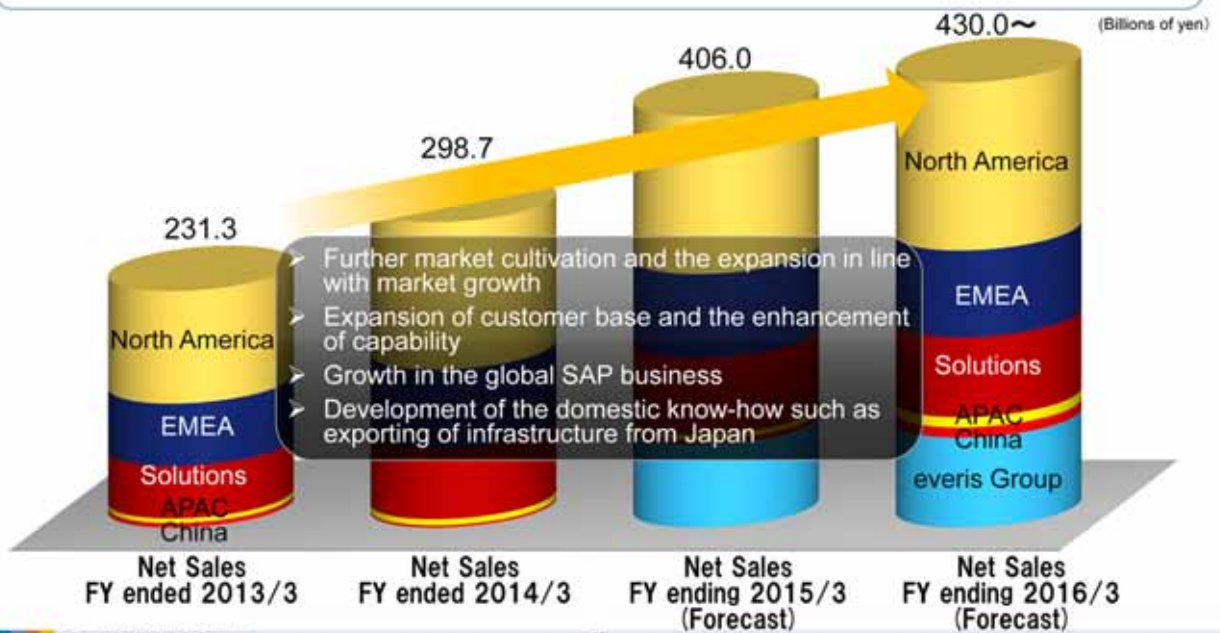
We have seen our business climate.

To summarize the situation of our domestic business, this area continued a downtrend in terms of sales, but as of this fiscal year, we expect it to turn back up and sales will increase.

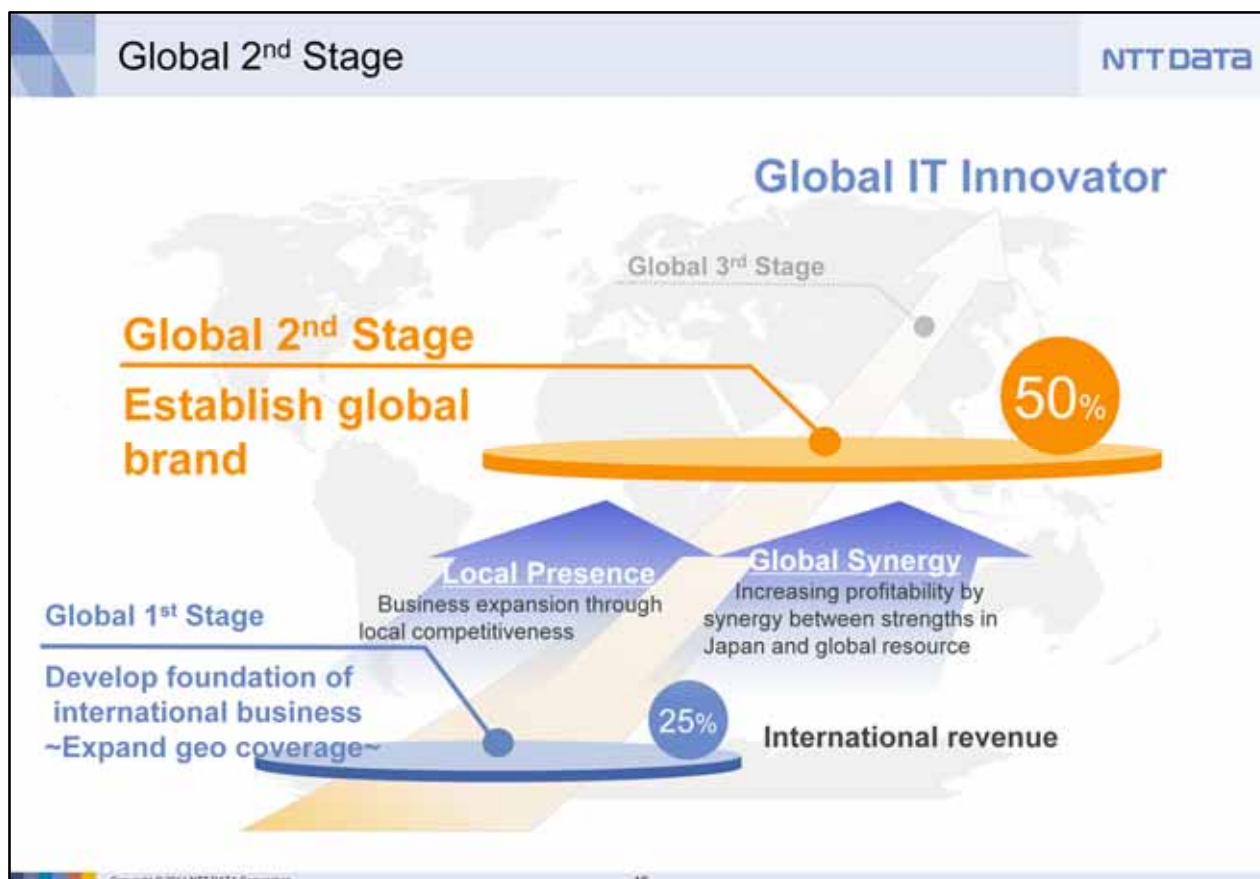
This may be because of the impact of Abenomics, of course, but we think it is the result of our remarketing efforts bearing fruit and the progress in our technological development related to improved software productivity.

So we expect our domestic business to grow as long as the Japanese economy continues to grow steadily.

We expect that the target under the Medium-term Management Plan will be achieved one year earlier thanks to a large-scaled M&A, reaching 430 billion yen in the fiscal year ending March 2016. Looking to the "Global 2nd Stage," we will endeavor to expand business by enhancing competitiveness in each business category, and reinforce profitability by making the most of the strengths of Japan and the synergies of the global resources.



To summarize our overseas business, we have aimed for overseas sales of 350 billion yen and overseas sales ratio at about 25 percent in the year ending March 2016 as medium-term goals, both of which we expect to achieve in the current fiscal year. We thus intend to aim for overseas sales over 430 billion yen for the next fiscal year.



As at the end of March 2014, our overseas business covered 175 cities in 41 countries, and had employees totaling 43,000, compared to domestic employees of 33,000. We now feel that we are at the Global 1st Stage.

The next, Global 2nd Stage is still just a vision, but we think it nonetheless represents a stage in which we aim to achieve equal sales in domestic and overseas businesses and establish NTT Data as a global brand by 2020.

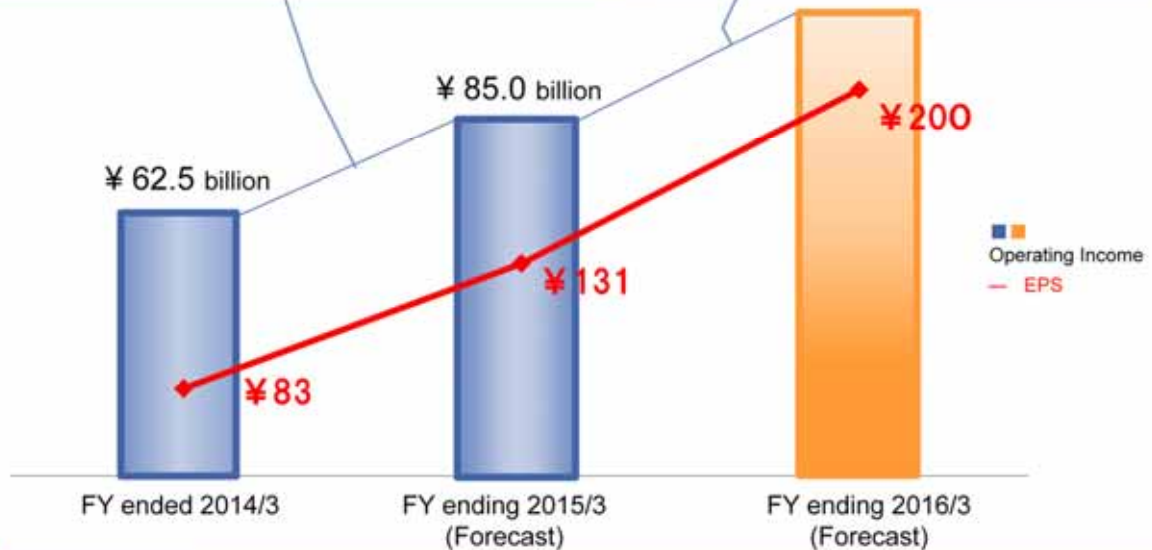
The two key words for this stage are local presence and global synergy.

Local presence, because, although NTT Data is known to most people in Japan, its brand recognition abroad remains low and we need to increase our presence further.

Global synergy, because we want to build a framework in which we can offer our services anywhere in the world to many global companies, including Japanese ones, that have significant presence worldwide.

- ✓ Elimination of unprofitable projects: +¥15.0 billion~
- ✓ Increase in profits in line with a growth in sales, cost reductions: +¥5.0 billion ~
- ✓ Improvement of overseas business: ~+¥2.0billion

- ✓ Elimination of unprofitable projects
- ✓ Increase in profits in line with a growth in sales, cost reductions
- ✓ Improvement of overseas business



I guess the 200 yen EPS target in the medium-term business plan is probably what attracts your attention most.

Last fiscal year, we booked operating income of 62.5 billion yen and loss of 31.5 billion yen from the unprofitable projects.

As I explained earlier, the unprofitable projects are expected to impact the current fiscal year to a small degree, but we think we'll be able to limit full-year loss from unprofitable projects at about 17 billion yen, and achieve the 85 billion yen in operating income in our projections.

Simple calculation will tell us that, if we didn't have the unprofitable projects, we have the potential earn operating income of about 100 billion yen by boosting the figure by 17 billion yen.

In terms of our immediate environment, we expect to be able to maintain over 1.3 trillion yen in orders on hand at the end of the current fiscal year. That means the EPS target of 200 yen in the next fiscal year is not an impossible figure. We do think we've set a high hurdle, but we intend to achieve it.

As regards details of the next fiscal year, we would like to explain to you when we announce our final results for the current fiscal year.

Forecasts of Earnings for Fiscal Year Ending March 31, 2015

NTT DATA

(Billions of yen [except EPS, Cash dividends per share and %])

| | FY ended 2014/3 Full-year Results | FY ending 2015 / 3 Full-year Forecasts | YoY | |
|--------------------------------|--------------------------------------|---|------------------------|---|
| New Orders Received | 1,400.2 | 1,320.0 | - 80.2 - 5.7% | ➔ |
| Net Sales | 1,343.7 | 1,460.0 | + 116.2 +8.6% | ➔ |
| Operating Income | 62.5 | 85.0 | + 22.4 + 35.8% | ➔ |
| Operating Income Margin | 4.7% | 5.8% | + 1.1P | ➔ |
| Segment Profit _(*) | 54.2 | 75.0 | + 20.7 + 38.2% | ➔ |
| Net Income | 23.2 | 37.0 | + 13.7 + 58.9% | ➔ |
| EPS(yen) | 83.02 yen | 131.90 yen | + 48.88 yen + 58.9% | ➔ |
| Cash dividends per share (yen) | 60 yen | 60 yen | ±0 yen | ➔ |

(*) Segment Profit is income before income taxes.

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Finally, I'd like to talk about our projections for the year ending March 2015.

There is no change in all of the items from the initial projections.

Only orders are expected to decline on year due to the high comparison base in the last fiscal year, but we mean to raise all the other figures.

Target figures for the Medium-term Management Plan
(FY Ending March 2016)

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)

We also maintain the medium-term target for Global Top 5 (over 1.5 trillion yen in sales) and the medium-term EPS target of 200 yen.

There's just one thing I would like to add, however. It's about the Global Top 5 target. This target was set when the yen rate was 80 yen per dollar.

We have set the Global Top 5 target because we thought it expresses the image of our growth strategy clearly. But considering the recent moves, the exchange rate seems unlikely to go back to levels at the time the goal was set. We intend to continue efforts to achieve the goals in medium-term business plan, aiming to achieve the over 1.5 trillion yen sales target in the next fiscal year.

This closes my presentation.

Thank you very much for your attention.



(Explanation of the rest omitted)

Overview of Consolidated Earnings and New Orders Received for the 2nd Quarter of FY Ending March 31, 2015

NTT DATA

(Billions of yen (except Operating Income Margin))

| | 2015/3 2nd. Quarter Results (Apr.-Sept.) | YoY (%) | 2015/3 2nd. Quarter Results (Jul.-Sept.) | YoY (%) | 2015/3 Full-Year Forecasts |
|--|---|------------|---|------------|-------------------------------|
| New Orders Received | 724.4 | -11.5 | 286.9 | -4.6 | 1,320.0 |
| Orders on Hand | 1,418.5 | +2.0 | | | 1,303.0 |
| Net Sales | 695.8 | +13.5 | 359.9 | +12.9 | 1,460.0 |
| Cost of Sales | 535.5 | +9.7 | 275.1 | +5.5 | 1,100.0 |
| Gross Profit | 160.3 | +28.4 | 84.7 | +46.3 | 360.0 |
| SG&A Expenses | 138.2 | +13.2 | 66.2 | +13.0 | 275.0 |
| Selling Expenses | 63.6 | +12.3 | 32.4 | +16.8 | 127.0 |
| R&D Expenses | 6.2 | +5.3 | 3.1 | +3.0 | 13.0 |
| Other Administrative Expenses | 68.4 | +14.8 | 32.6 | +10.4 | 135.0 |
| Operating Income | 22.0 | +738.3 | 16.4 | - | 85.0 |
| Operating Income Margin (%) | 3.2 | +2.8 | 4.6 | - | 5.8 |
| Ordinary Income | 19.5 | - | 15.1 | - | 75.0 |
| Special Gains and Losses | - | +100.0 | - | +100.0 | - |
| Income before Income Taxes | 19.5 | - | 15.1 | - | 75.0 |
| Income Taxes and Others | 12.4 | +249.5 | 8.3 | - | 38.0 |
| Net Income | 7.1 | +289.7 | 6.7 | - | 37.0 |
| Capital Expenditures | 58.1 | -19.5 | 31.9 | -29.2 | 140.0 |
| Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles | 77.0 | +10.6 | 38.7 | +14.8 | 160.0 |

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

(Billions of yen)

| | 2014/3 2nd. Quarter Results (Apr.-Sept.) | 2015/3 2nd. Quarter Results (Apr.-Sept.) | 2015/3 Full-Year Forecasts |
|--------------------------------|---|---|-------------------------------|
| Public & Financial IT Services | 315.6 | 322.3 | 714.0 |
| Enterprise IT Services | 123.7 | 128.7 | 271.0 |
| Solutions & Technologies | 32.1 | 29.7 | 68.0 |
| Global Business | 140.9 | 214.3 | 406.0 |

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

NTT DATA

(Billions of yen)

| | | 2014/3 2nd. Quarter Results (Apr.-Sep.) | 2015/3 2nd. Quarter Results (Apr.-Sep.) | 2015/3 Full-Year Forecasts |
|---|--|--|--|-------------------------------|
| Public & Financial IT Services | | | | |
| (Main item) | Central Government and Related Agencies, Overseas Public Institutions, etc. | 139.9 | 76.1 | 120.0 |
| | Local Government and Community-based Business | 61.8 | 64.2 | 105.0 |
| | Healthcare | 9.0 | 9.1 | 15.0 |
| | Banks | 103.5 | 71.4 | 150.0 |
| | Cooperative Financial Institutions | 64.0 | 53.8 | 78.0 |
| | Insurance, Security and Credit Corporations | 50.7 | 51.9 | 98.0 |
| | Settlement Services | 9.3 | 5.4 | 13.0 |
| Enterprise IT Services | | | | |
| (Main item) | Communication, Broadcasting and Utility Industry | 58.8 | 52.4 | 107.0 |
| | Manufacturing Industry | 68.3 | 54.8 | 92.0 |
| | Retail, Logistics and Other Service Industry | 26.9 | 28.8 | 48.0 |
| Solutions & Technologies | | | | |
| (Main item) | Network Services | 1.4 | 0.9 | 2.0 |
| | Data Center Services | 13.8 | 13.8 | 21.5 |

Note: 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 Customers Outside the NTT DATA Group)

NTT DATA

(Billions of yen)

| | | 2014/3 2nd. Quarter Results (Apr.-Sep.) | 2015/3 2nd. Quarter Results (Apr.-Sep.) | 2015/3 Full-Year Forecasts |
|---|---|--|--|-------------------------------|
| Public & Financial IT Services | | | | |
| (Main item) | Central Government and Related Agencies, Overseas Public Institutions, etc. | 58.2 | 62.2 | 145.0 |
| | Local Government and Community-based Business | 36.8 | 36.6 | 100.0 |
| | Healthcare | 6.5 | 6.1 | 17.0 |
| | Banks | 79.9 | 78.1 | 168.0 |
| | Cooperative Financial Institutions | 43.5 | 51.0 | 97.0 |
| | Insurance, Security and Credit Corporations | 49.1 | 45.2 | 98.0 |
| | Settlement Services | 40.0 | 39.8 | 82.0 |
| Enterprise IT Services | | | | |
| (Main item) | Communication, Broadcasting and Utility Industry | 48.9 | 48.7 | 105.0 |
| | Manufacturing Industry | 44.7 | 46.0 | 98.0 |
| | Retail, Logistics and Other Service Industry | 21.8 | 25.2 | 50.0 |
| Solutions & Technologies | | | | |
| (Main item) | Network Services | 10.9 | 9.9 | 21.0 |
| | Data Center Services | 15.1 | 14.0 | 33.0 |
| Integrated IT Solution | | | | |
| | System & Software Development | 148.6 | 170.7 | 436.0 |
| | Consulting & Support | 225.6 | 275.6 | 539.0 |
| | Others | 26.8 | 26.3 | 53.0 |
| Net Sales by Products and Services Total | | 613.0 | 695.8 | 1,460.0 |

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

Non-Consolidated Earnings and New Orders Received

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(Billions of yen (except Operating Income Margin))

| | 2014/3 2nd. Quarter Results (Apr.-Sept.) | 2015/3 2nd. Quarter Results (Apr.-Sept.) | 2015/3 Full-Year Forecasts |
|---|---|---|-------------------------------|
| New Orders Received | 496.1 | 355.5 | 623.0 |
| Orders on Hand | 1,096.1 | 1,062.4 | 958.0 |
| Net Sales | 361.6 | 369.3 | 795.0 |
| Cost of Sales | 302.7 | 293.6 | 610.0 |
| Gross Profit | 58.8 | 75.6 | 185.0 |
| SG&A Expenses | 56.6 | 55.0 | 117.0 |
| Selling Expenses | 25.7 | 26.0 | 56.0 |
| R&D Expenses | 4.8 | 5.3 | 11.0 |
| Other Administrative Expenses | 25.9 | 23.6 | 50.0 |
| Operating Income | 2.2 | 20.6 | 68.0 |
| Operating Income Margin(%) | 0.6 | 5.6 | 8.6 |
| Ordinary Income | 9.0 | 26.4 | 65.0 |
| Special Gains and Losses | (1.3) | - | - |
| Income before Income Taxes | 7.7 | 26.4 | 65.0 |
| Income Taxes and Others | 0.1 | 7.1 | 21.0 |
| Net Income | 7.6 | 19.2 | 44.0 |
| Capital Expenditures | 63.4 | 44.7 | 115.0 |
| Depreciation and Amortisation /Loss on Disposal of Property and Equipment and Intangibles | 57.1 | 60.1 | 132.0 |

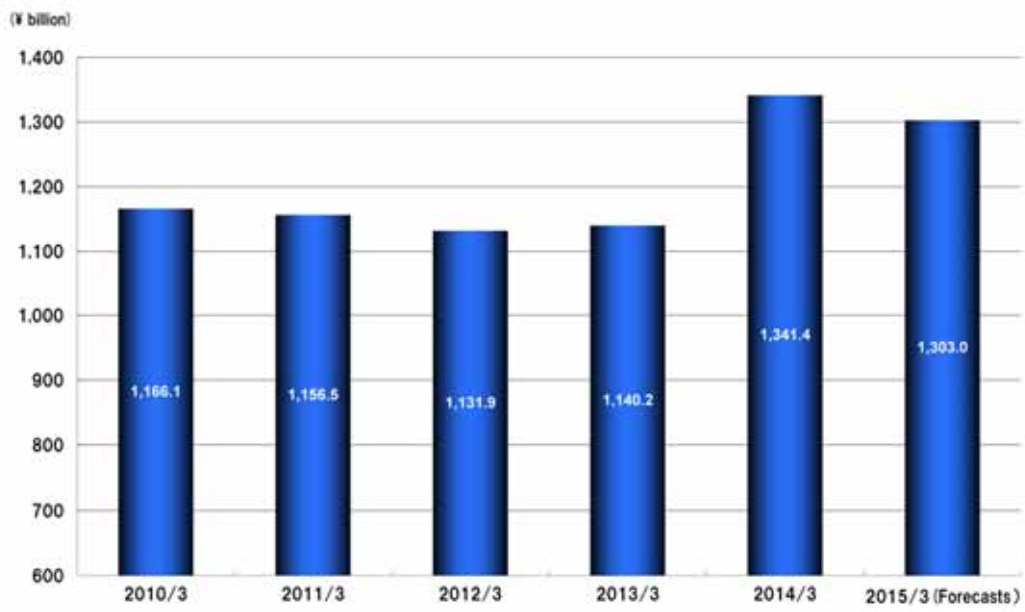
Note: Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes.

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Orders On Hand

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Trends in Quarter (Consolidated)

(Billions of yen / ¥)

■ New Orders Received



■ Net Sales



■ Operating Income

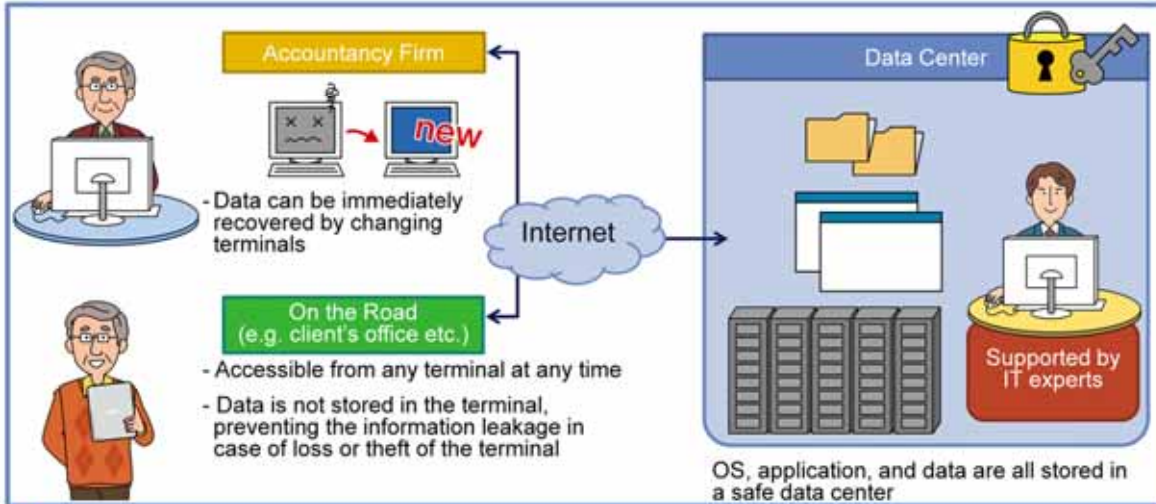


(Unit: yen, %)

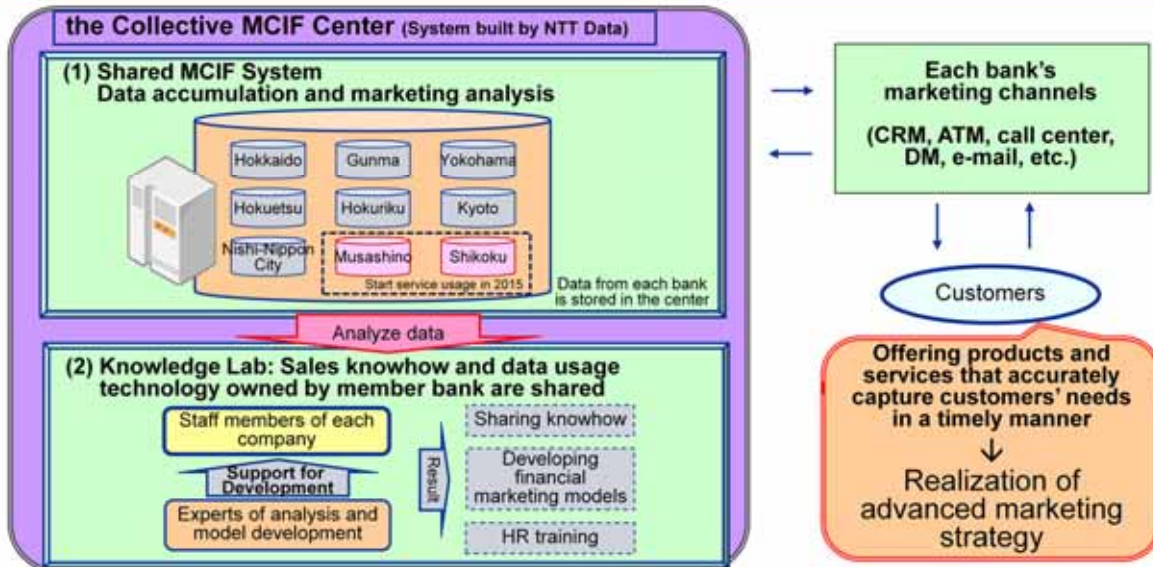
| | 2014/3 (Apr.-Sep.) Results | 2015/3 (Apr.-Sep.) Results | YoY (%) | 2014/3 Results | 2015/3 Full-year Assumed Rates | YoY (%) |
|--|----------------------------------|----------------------------------|------------|-------------------|--------------------------------------|------------|
| | ① | ② | (②-①)/① | ③ | ④ | (④-③)/③ |
| USD | 98.70 | 102.96 | +4.3 | 100.11 | 102.00 | +1.9 |
| EUR (For December-end companies) | 125.50 | 140.38 | +11.9 | 129.58 | 137.00 | +5.7 |
| EUR (For March-end companies) | 129.89 | 138.82 | +6.9 | 134.26 | 137.00 | +2.0 |
| RMB (Chinese Yuan Renminbi) | 15.44 | 16.61 | +7.6 | 15.87 | 17.10 | +7.8 |

"Tatsujin series" is a range of software packages to support tax accounting. Newly introduced "Tatsujin cloud" stores "Tatsujin series" along with the other software packages, and the personal Windows Desktop environment on a data center server enabling users to access them from a terminal of their choice connected to the Internet.

Through a terminal such as a notebook PC and tablet, users can continue their accountancy work wherever they are, in the same environment as those they use in their offices.

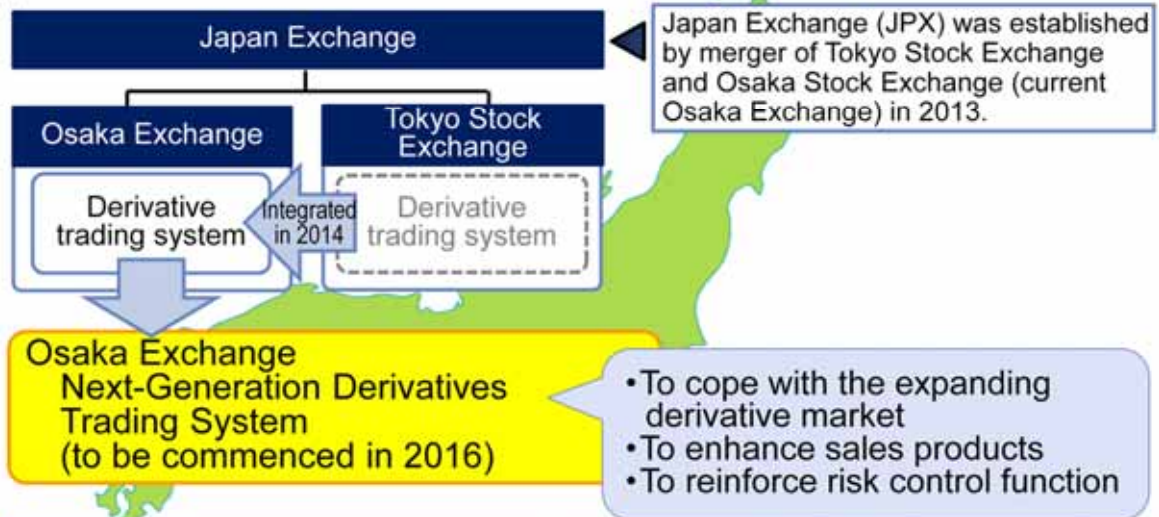


The Musashino Bank, Ltd. and The Shikoku Bank, Ltd. decided to join "the Collective MCIF Center", a shared marketing service for local financial institutions. A member organization of the Center can benefit from utilizing the MCIF service at a low cost compared to installing their own MCIF system. The banks can develop more precise marketing models and review their effectiveness by sharing sales know-how and data usage technology.



(*) Participation to the Regional Financial Marketing Workshop is mandatory to join the Collective MCIF Center.

- Osaka Exchange, Inc. appoints NTT Data as a developer of a Next-Generation Derivatives Trading System, following the last appointment as an integrator of a derivative trading system.
- A Next-Generation Derivatives Trading System is an important infrastructure to support "expansion of the derivative market," which is one of the key strategies in the Japan Exchange Group's medium-term management plan.
- NTT Data commences development of the system in August 2014, with the aim of starting the operation within 2016.



- Shinagawa Data Center equipped with high business continuity opened. The center offers the private cloud services for large-scale companies to streamline their IT infrastructure operation and management, with the aim of expanding NTT Data's ITO business. IT Outsourcing Operation Center is incorporated within Shinagawa Data Center, as a site to integrate domestic and overseas data center services offered by NTT Data.
- The IT Outsourcing Operation Center offers the integrated operation of network, data center, cloud, facility, and security to provide prompt services.



Shinagawa Data Center

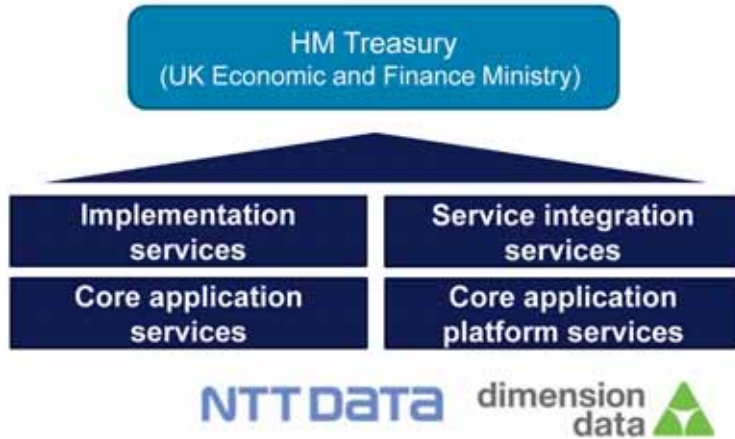


IT Outsourcing Operation Center



Experts in different technical fields, who used to be resided multiple locations, are on standby in the Center. They promptly address the customer's system problems under the close communication.

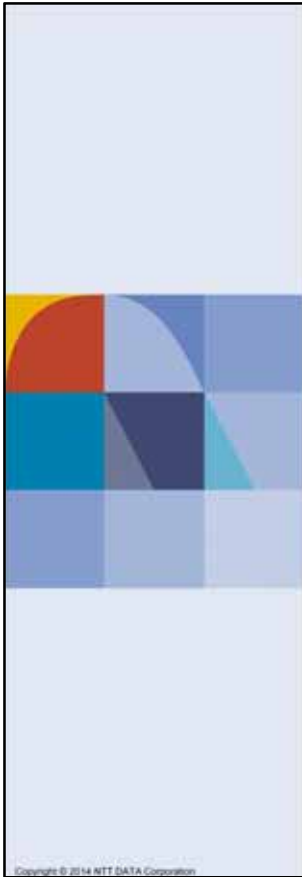
NTT Data UK Limited, our UK subsidiary, concluded a three-year contract with HM Treasury (the UK economic and finance ministry) to provide the IT services as a part of the Core ICT 2015 programme(*) conducted by the ministry. NTT Data will be responsible for coordinating the suppliers of the Core ICT 2015 services and providing cloud hosting, application management, and other services.



- Building a new IT infrastructure
- Providing the service desk
- Program management including coordinating the other suppliers
- Providing management application for desktop, LAN, mobile devices, etc.
- Providing cloud hosting and remote access environment
- Close Collaboration with Dimension Data

(*) Core ICT 2015 programme

Core ICT 2015 programme is an activity for IT infrastructure, services and application renewal promoted by HM Treasury. The purpose of this activity is to promote the participation of new small and medium-sized suppliers to provide efficient services through competition.



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Global IT Innovator

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