

# Company Presentation for the Second Quarter of Fiscal Year ending March 31, 2018

November 7, 2017  
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

- ⊗ 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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Results for the Second Quarter of  
Fiscal Year Ending March 31,  
2018 (The whole company basis)

## Results for the Second Quarter of Fiscal Year Ending March 31, 2018

- Steady progress was observed in line with the full-year forecasts led by the robust domestic businesses
- The PMI of the former Dell Services showed steady progress.

((Billions of Yen,%))

	2017/3 2 <sup>nd</sup> .Quarter Results(Apr.-Sep.)	2018/3 2 <sup>nd</sup> .Quarter Results(Apr.-Sep.)	YoY (Amount)	YoY (Rate)	
New Orders Received	975.6	946.9	-28.7	-2.9%	
Net Sales	779.6	1,020.9	+241.3	+31.0%	
Operating Income w/o goodwill amortization	53.5	66.7	+13.2	+24.7%	
Operating Income	45.3	52.0	+6.7	+14.8%	
Net income attributable to owners of parent w/o goodwill amortization	37.2	36.5	-0.7	-1.9%	
Net income attributable to owners of parent	29.0	21.8	-7.2	-24.8%	

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# Revision of Business Segments

# Outline of the Revision of Business Segments

## Former Business Segments

(~June 30,2017)



Public & Social Infrastructure



Financial



Enterprise & Solutions



Global

## New Business Segments

(July 1,2017~)



Public & Social Infrastructure



Financial



Enterprise & Solutions



North America



EMEA & LATAM

China & APAC  
(Others)

Disclosure segments

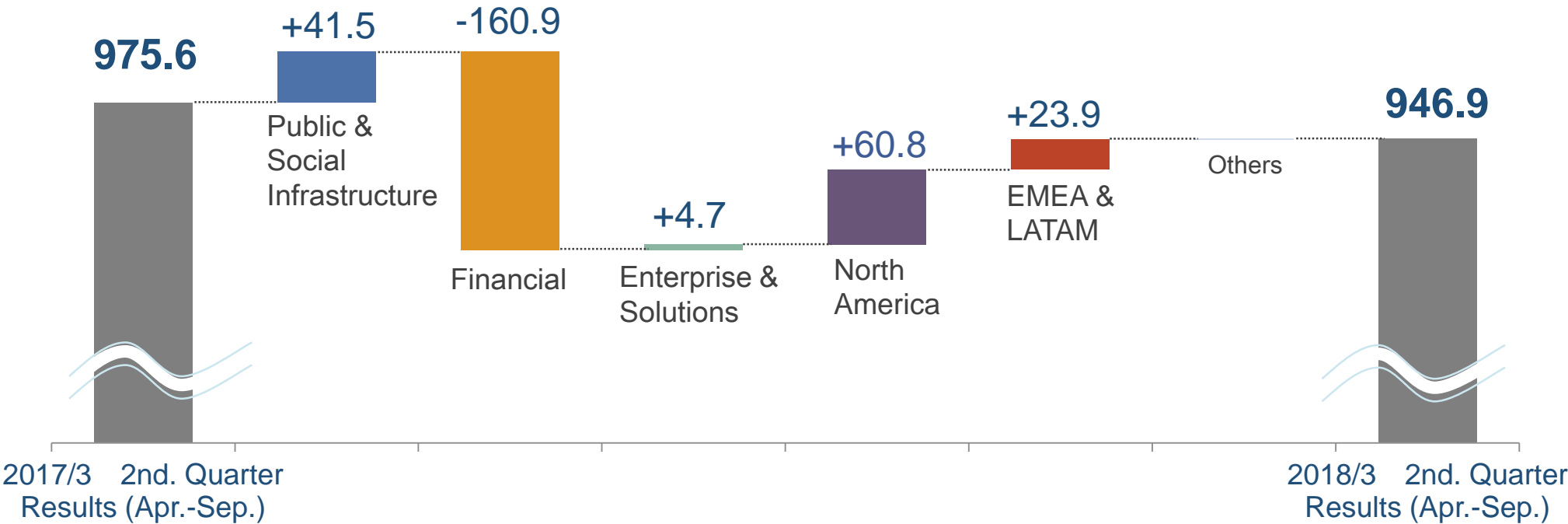
Disclosure segments

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# Results for the Second Quarter of Fiscal Year Ending March 31, 2018 (By Business Segment)

# New Orders Received: YoY Changes by Business Segment (from 2Q FYE3/2017 to 2Q FYE3/2018)

(Billions of yen)

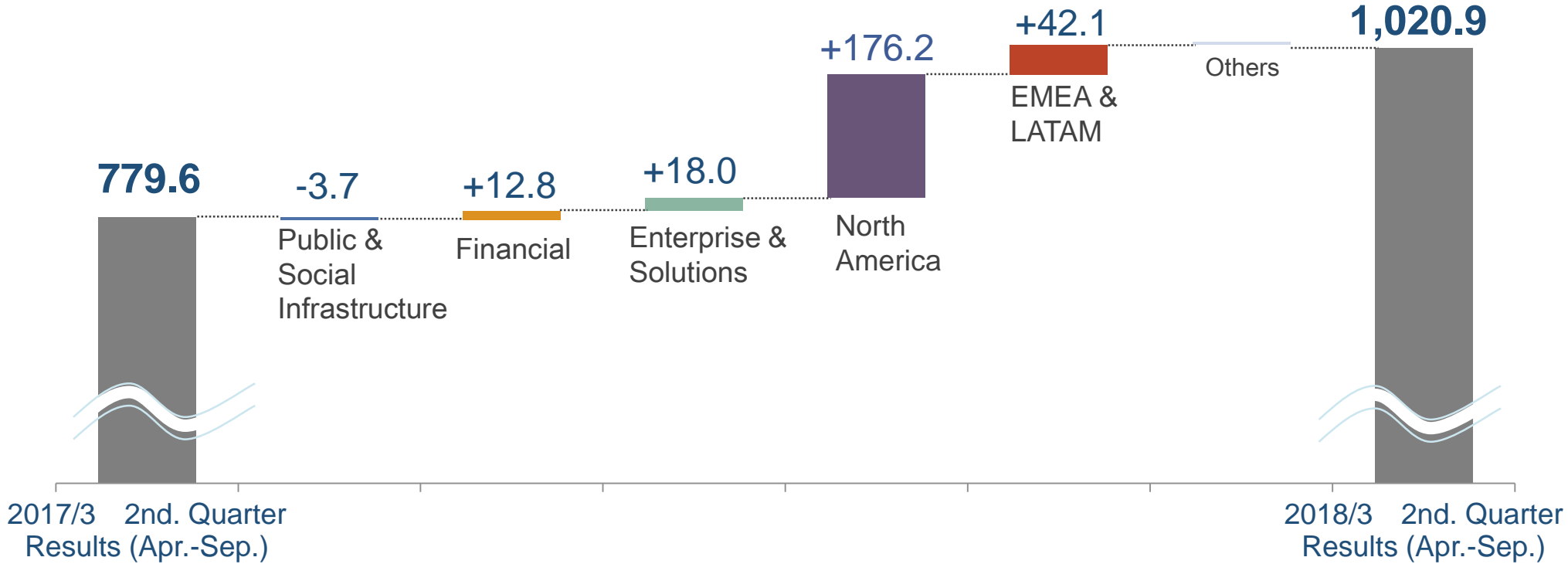


- Public & Social Infrastructure**      Increased principally as a result of winning large-scale projects for government ministries.
- Financial**      Decreased due mainly to a reactionary decline in large-scale projects for banks and cooperative financial institutions in the previous fiscal year.
- Enterprise & Solutions**      Increased due mainly to growth in the digital-related businesses including M&A in the previous fiscal year as well as SAP business.
- North America**      Increased mainly reflecting the expansion of businesses as a result of the acquisition of the former Dell Services and the temporary increase in months to be consolidated associated with the unification of accounting periods of the Group companies despite a reactionary decline in large scale projects in the previous fiscal year.
- EMEA & LATAM**      Increased due to the temporary increase in months to be consolidated associated with the unification of accounting periods of some Group companies.



# Net Sales: YoY Changes by Business Segment (from 2Q FYE3/2017 to 2Q FYE3/2018)

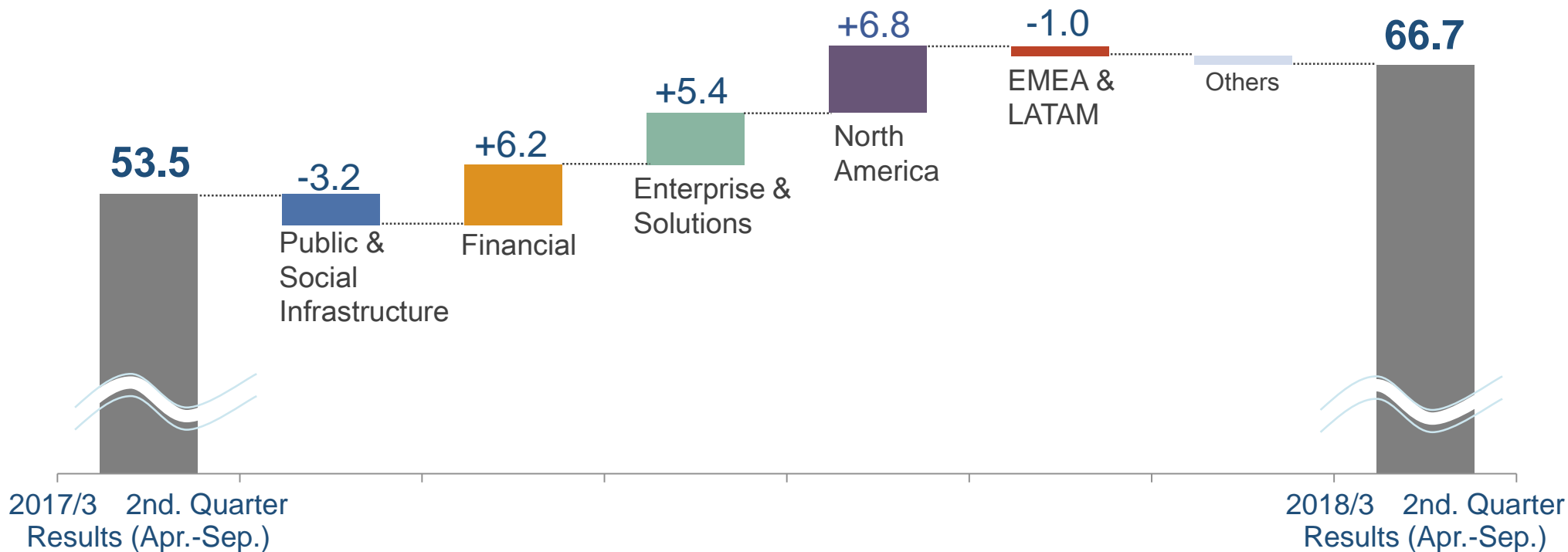
(Billions of yen)



Public & Social Infrastructure	Decreased due mainly to a reactionary decline of the services for the utility industry in the previous fiscal year.
Financial	Increased mainly reflecting the expansion of businesses for banks.
Enterprise & Solutions	Increased due mainly to growth in the businesses for the manufacturing industry in addition to the expansion of digital-related businesses including M&A in the previous fiscal year.
North America	Increased mainly reflecting the expansion of businesses as a result of the acquisition of the former Dell Services and the increase in months to be consolidated associated with the unification of accounting periods of the Group companies.
EMEA & LATAM	Increased due to the increase in months to be consolidated associated with the unification of accounting periods of some Group companies, and the growth in businesses in Spain and Germany.

# Operating Income w/o Goodwill Amortization: YoY Changes by Business Segment (from 2Q FYE3/2017 to 2Q FYE3/2018)

(Billions of yen)



Public & Social Infrastructure

Decreased due mainly to a decline of sales.

Financial

Increased reflecting growth in sales and the improvement in cost of sales ratio mainly attributable to a decrease in depreciation of some systems.

Enterprise & Solutions

Increased due mainly to growth in sales.

North America





Increased due to contribution by the acquisition of the former Dell Services, and the increase in months to be consolidated associated with the unification of accounting periods of the Group companies.

EMEA & LATAM

Decreased mainly reflecting a temporary decline in profitability despite a growth in earnings due to the increase in months to be consolidated associated with the unification of accounting periods of some Group companies.

# Public & Social Infrastructure (from 2Q FYE3/2017 to 2Q FYE3/2018)

(Billions of Yen,%)





	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY (Amount)	YoY (Rate)	
New Orders Received	178.9	220.4	+41.5	+23.2%	
Net Sales	186.7	183.0	-3.7	-2.0%	
Operating Income	14.5	11.2	-3.2	-22.5%	
Segment Profit(*)	14.8	11.5	-3.2	-21.9%	

(\*)Segment Profit is income before income taxes

- New orders received** Increased principally as a result of winning large-scale projects for government ministries.
- Net sales** Decreased due mainly to a reactionary decline of the services for the utility industry in the previous fiscal year.
- Operating income** Decreased due mainly to a decline of sales.

# Financial (from 2Q FYE3/2017 to 2Q FYE3/2018)

(Billions of Yen,%)





	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY (Amount)	YoY (Rate)	
New Orders Received	326.5	165.6	-160.9	-49.3%	
Net Sales	246.3	259.1	+12.8	+5.2%	
Operating Income	16.7	22.9	+6.2	+37.6%	
Segment Profit(*)	17.0	23.2	+6.1	+36.2%	

(\*)Segment Profit is income before income taxes

New orders received	Decreased due mainly to a reactionary decline in large-scale projects for banks and cooperative financial institutions in the previous fiscal year.
Net sales	Increased mainly reflecting the expansion of businesses for banks.
Operating income	Increased reflecting growth in sales and the improvement in cost of sales ratio mainly attributable to a decrease in depreciation of some systems.

# Enterprise & Solutions (from 2Q FYE3/2017 to 2Q FYE3/2018)

(Billions of Yen,%)







	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY (Amount)	YoY (Rate)	
New Orders Received	127.8	132.5	+4.7	+3.7%	
Net Sales	200.9	219.0	+18.0	+9.0%	
Operating Income	15.4	20.8	+5.3	+34.9%	
Segment Profit(*)	31.3	21.4	-9.8	-31.4%	

(\*)Segment Profit is income before income taxes

New orders received	Increased due mainly to growth in the digital-related businesses including M&A in the previous fiscal year as well as SAP business.
Net sales	Increased due mainly to growth in the businesses for the manufacturing industry in addition to the expansion of digital-related businesses including M&A in the previous fiscal year.
Operating income	Increased due mainly to growth in sales.
Segment Profit	Decreased due to the impact of gains on sale of investment securities in the previous fiscal year despite an increase in operating income.

# North America (from 2Q FYE3/2017 to 2Q FYE3/2018)

(Billions of Yen,%)

	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY (Amount)	YoY (Rate)	
New Orders Received	159.3	220.2	+60.8	+38.2%	
Net Sales	87.0	263.2	+176.2	+202.6%	
EBITA(*1)	5.7 (6.6%*3)	15.1 (5.8%*3)	+9.3	+162.4%	
Operating Income w/o goodwill amortization	2.9	9.7	+6.8	+234.1%	
Operating Income	-0.6	-0.8	-0.2	-40.6%	
Segment Profit(*2)	-2.7	-9.0	-6.3	-231.3%	

(\*1) EBITA = Operating income + Amortization of goodwill and intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.







(\*2) Segment profit indicates Earnings b/f income taxes

(\*3) EBITA margin (EBITA to net sales ratio)

New orders received	Increased mainly reflecting the expansion of businesses as a result of the acquisition of the former Dell Services and the temporary increase in months to be consolidated associated with the unification of accounting periods of the Group companies despite a reactionary decline in large scale projects in the previous fiscal year.
Net sales	Increased mainly reflecting the expansion of businesses as a result of the acquisition of the former Dell Services and the increase in months to be consolidated associated with the unification of accounting periods of the Group companies.
EBITA	Increased due to contribution by the acquisition of the former Dell Services, and the increase in months to be consolidated associated with the unification of accounting periods of the Group companies.
Segment Profit	Decreased due to the impact of loss on restructuring subsidiaries and affiliates arising from the acquisition of the former Dell Services.

# EMEA & LATAM (from 2Q FYE3/2017 to 2Q FYE3/2018)

(Billions of Yen,%)

	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY (Amount)	YoY (Rate)	
New Orders Received	173.1	197.1	+23.9	+13.8%	
Net Sales	170.6	212.7	+42.1	+24.7%	
EBITA(*1)	6.4 (3.8%*3)	6.5 (3.1%*3)	+0.0	+1.2%	
Operating Income w/o goodwill amortization	3.2	2.1	-1.0	-32.6%	
Operating Income	-1.2	-1.6	-0.3	-28.8%	
Segment Profit(*2)	-15.4	-2.8	+12.6	+81.6%	

(\*1) EBITA = Operating income + Amortization of goodwill and intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

(\*2) Segment profit indicates Earnings b/f income taxes

(\*3) EBITA margin (EBITA to net sales ratio)

New orders received	Increased due to the temporary increase in months to be consolidated associated with the unification of accounting periods of some Group companies.
Net sales	Increased due to the increase in months to be consolidated associated with the unification of accounting periods of some Group companies, and the growth in businesses in Spain and Germany.
EBITA	Remained flat mainly reflecting a temporary decline in profitability despite growth in earnings due to the increase in months to be consolidated associated with the unification of accounting periods of some Group companies.
Segment Profit	Increased due to the impact of acquisition-related expenses in the previous fiscal year.







# 4

## Forecasts of consolidated financial results for Fiscal Year Ending March 31, 2018 by New Business Segment



# North America (from FYE3/2017 to FYE3/2018)

(Billions of Yen,%)

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	
New Orders Received	288.0	556.0	+267.9	+93.0%	
Net Sales	246.3	513.0	+266.6	+108.2%	
EBITA <sup>(*1)</sup>	16.8 (6.8% <sup>*3</sup> )	36.0 (7.0% <sup>*3</sup> )	+19.1	+114.1%	
Operating Income w/o goodwill amortization	9.2	21.0	+11.7	+126.4%	
Operating Income	0.1	2.0	+1.8	—	
Segment Profit <sup>(*2)</sup>	-5.9	-13.0	-7.0	-119.9%	

(\*1) EBITA = Operating income + Amortization of goodwill and intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

(\*2) Segment profit indicates Earnings b/f income taxes

(\*3) EBITA margin (EBITA to net sales ratio)

New orders Received / Net sales	An increase is expected reflecting growth in business due to the acquisition of the former Dell Services and the temporary increase in months to be consolidated associated with the unification of accounting periods of the Group companies.
EBITA	An increase is expected reflecting contributions by the acquisition of the former Dell Services and the temporary increase in months to be consolidated associated with the unification of the accounting periods of the Group companies.
Segment Profit	A decrease is expected due mainly to the impact of loss on restructuring subsidiaries and affiliates arising from the acquisition of the former Dell Services.

# EMEA & LATAM (from FYE3/2017 to FYE3/2018)

(Billions of Yen,%)

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	
New Orders Received	336.5	366.0	+29.4	+8.8%	
Net Sales	330.8	362.0	+31.1	+9.4%	
EBITA <sup>(*1)</sup>	10.4 (3.2% <sup>*3</sup> )	17.0 (4.7% <sup>*3</sup> )	+6.5	+61.9%	
Operating Income w/o goodwill amortization	4.4	9.0	+4.5	+101.4%	
Operating Income	-3.2	2.0	+5.2	—	
Segment Profit <sup>(*2)</sup>	-19.2	-1.0	+18.2	+94.8%	

(\*1) EBITA = Operating income + Amortization of goodwill and intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

(\*2) Segment profit indicates Earnings b/f income taxes

(\*3) EBITA margin (EBITA to net sales ratio)

## New orders

Received / Net sales / EBITA An increase is expected due mainly to the temporary increase in months to be consolidated associated with the unification of accounting periods of some Group companies.

Segment Profit An increase is expected due mainly to the year-on-year decrease in acquisition-related expenses.

# Forecasts of consolidated financial results for Fiscal Year Ending March 31, 2018 (Partially Revised)

(Billions of Yen,%)

	2017/3 Results ①	2018/3 Initial Forecasts ②	2018/3 Revised Forecasts ③	YoY ③-①	Versus Initial Forecasts ③-②
New Orders Received	1,781.5	1,940.0	1,940.0	+158.4 +8.9%	-
Net Sales	1,732.4	2,060.0	2,060.0	+327.5 +18.9%	-
Operating Income w/o goodwill amortization	134.3	144.0	146.0	+11.6 +8.7%	+2.0 +1.4%
Operating Income	117.1	120.0	120.0	+2.8 +2.5%	-
Net income attributable to owners of parent w/o goodwill amortization	82.9	83.0	85.0	+2.0 +2.5%	+2.0 +2.4%
Net income attributable to owners of parent	65.6	59.0	59.0	-6.6 -10.2%	-

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# Progress of Mid-term Management Plan

Net Sales  
>2 trillion yen

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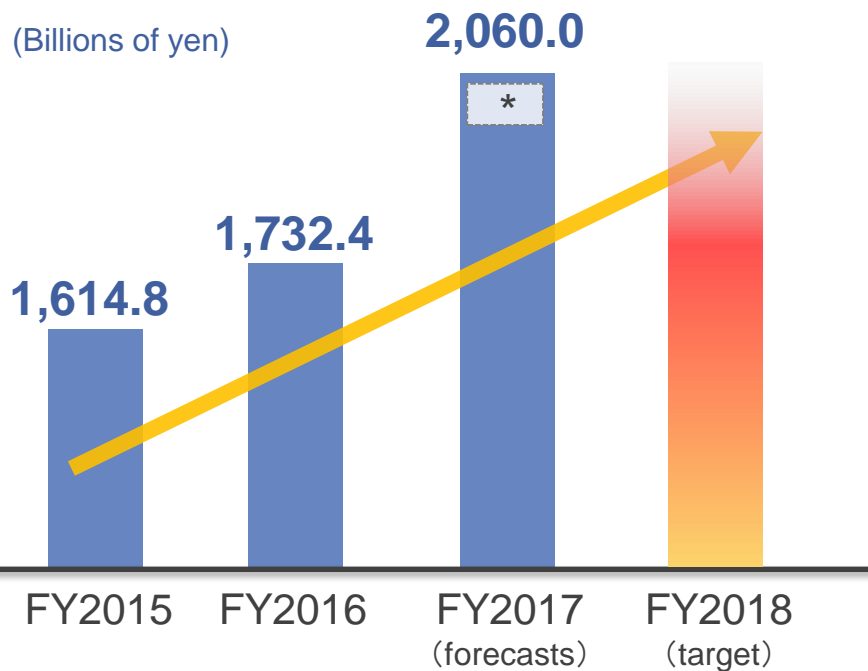
Operating Income  
+50% \*

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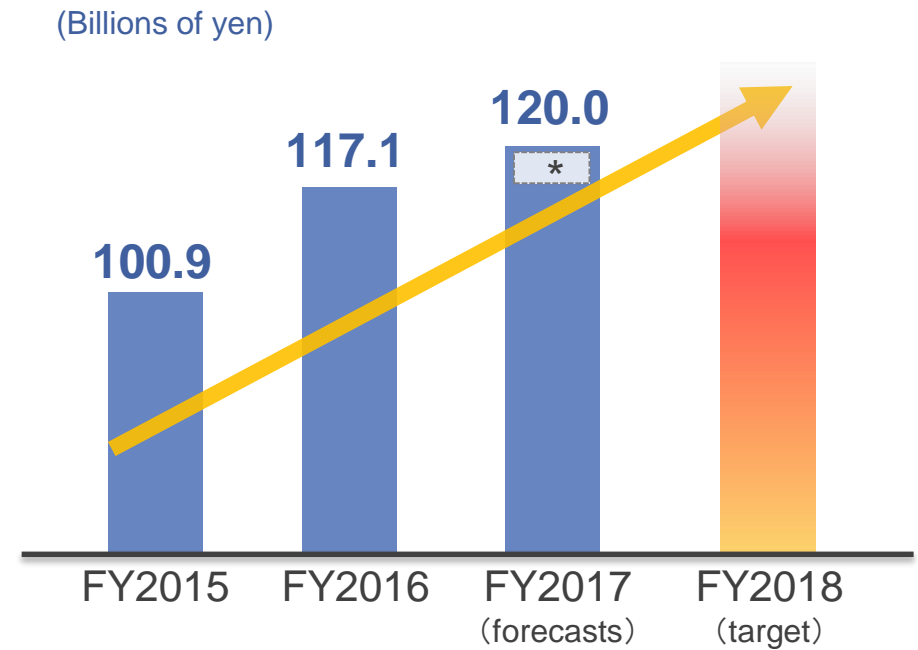
\* Compared to FY2015(After adjustment for incremental investments in new fields)

## Aim for further growth in FY2018, the final year of the mid-term management plan by growing business in Japan and abroad.

### Net sales



### Operating income



\*Including increments due to unification of fiscal year ends at some subsidiaries

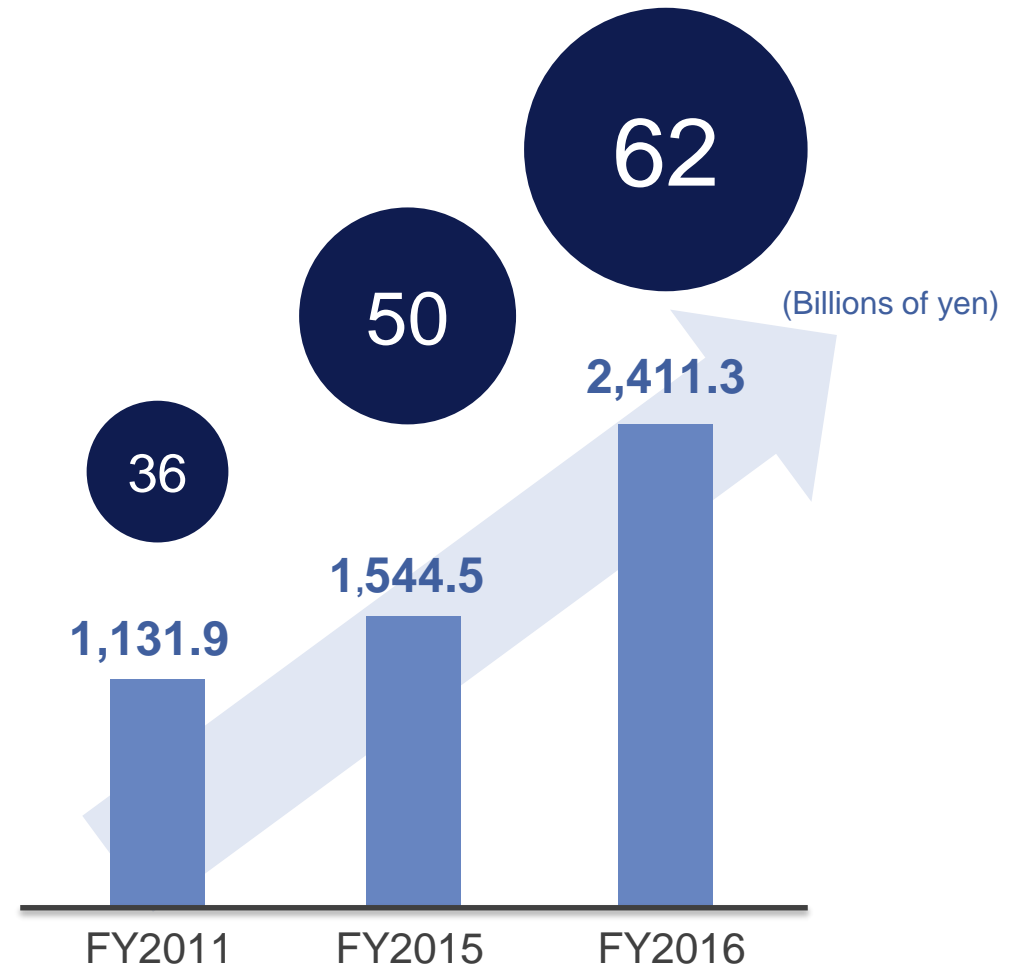
**Built a stronger client base by forging a long term relationship, while established a stable business foundation.**

## Client Base(\*)

**Built deep trusted relationships with clients by practicing our value of Clients First**

## Orders Backlog

**Strengthened relationship with clients and ensured business stability**



\*Clients with Annual Sales of ¥5.0 Billion or More (Japan) or US\$50 Million or More (Outside Japan)

# Established NTT DATA MHI Systems Co., Ltd.

- NTT DATA Corporation and Mitsubishi Heavy Industries, Ltd. (MHI) have concluded a share transfer agreement and shareholders agreement based on their basic agreement, announced on March 30, relating to establishment of a new company to be derived from MHI Information Systems Co., Ltd. (MHIIS), a wholly owned MHI subsidiary.
- The MHI Group leverages NTT DATA's capabilities in technology and its strength as an organization in order to sophisticate IT services in building, operating and maintaining MHI's IT infrastructures and developing business related applications, while ensuring stronger global response in a faster and more efficient manner.

## Mitsubishi Heavy Industries, Ltd.

**More advanced IT services**  
**Stronger global response capability**

## NTT DATA

**Provide expertise on system optimization**  
**Gain knowledge on clients' business and new needs**



## NTT Data MHI Systems Co., Ltd.

**Sophistication of IT services**  
**Nurture and enhance talents**

Established October 1, 2017



## BPO Contract with Banco Sabadell(Spain)

- Concluded a 12-year large-scale outsourcing contract with Banco Sabadell, a leading Spanish Bank.
- Contribute to cost reductions and operational improvements by visualizing and rationalizing client operations with our BPO solutions.
- Robotic Process Automation(RPA) technology will be used to further accelerate the conversion of everis knowledge into operations with an aim to help clients grow their business.



**everis** starts to work with the subsidiary to outsource business processes for Banco Sabadell after signing a services contract for the next 12 years for 120 million euros.

## Improve business agility and reduce costs by aggressively continuing to roll out the integrated development cloud in Japan and other countries.

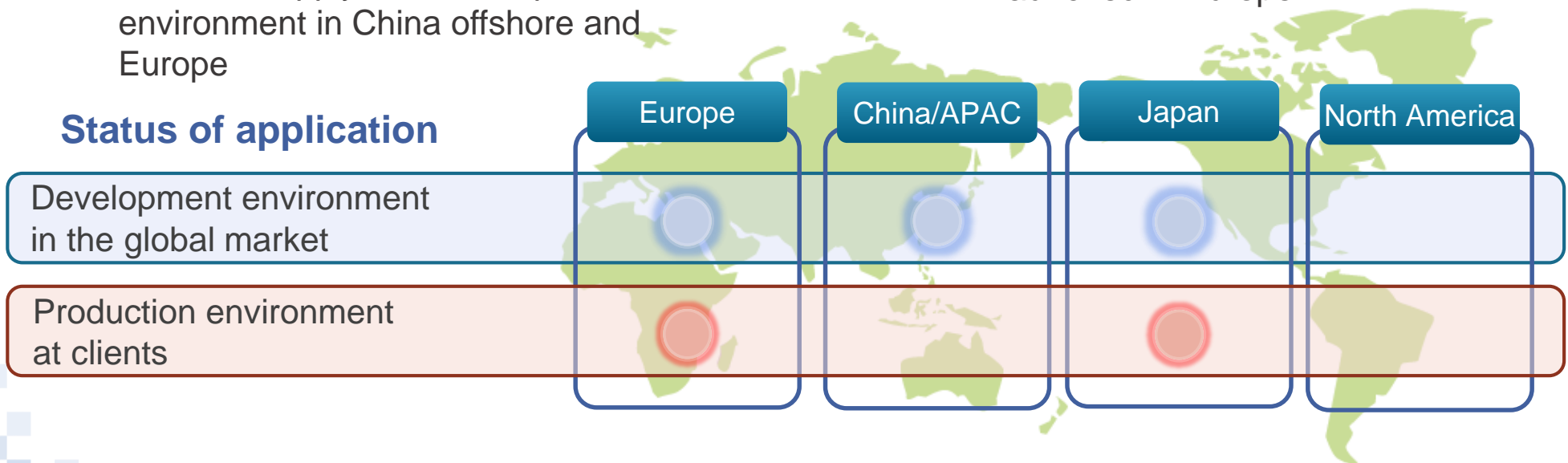
### Development environment in Japan and other markets

- Promote and accelerate initiatives for broader application of this integrated development cloud in Japan
- Started to apply it to development environment in China offshore and Europe

### Production environment at clients

- Launched services as SoE platform for OpenCanvas, cloud services for financial institutions
- Launched in Europe

### Status of application



**Strengthened our operations to leverage blockchain technology.  
Accelerate initiatives to co-innovate with clients and  
help transform business in arenas such as trade finance.**

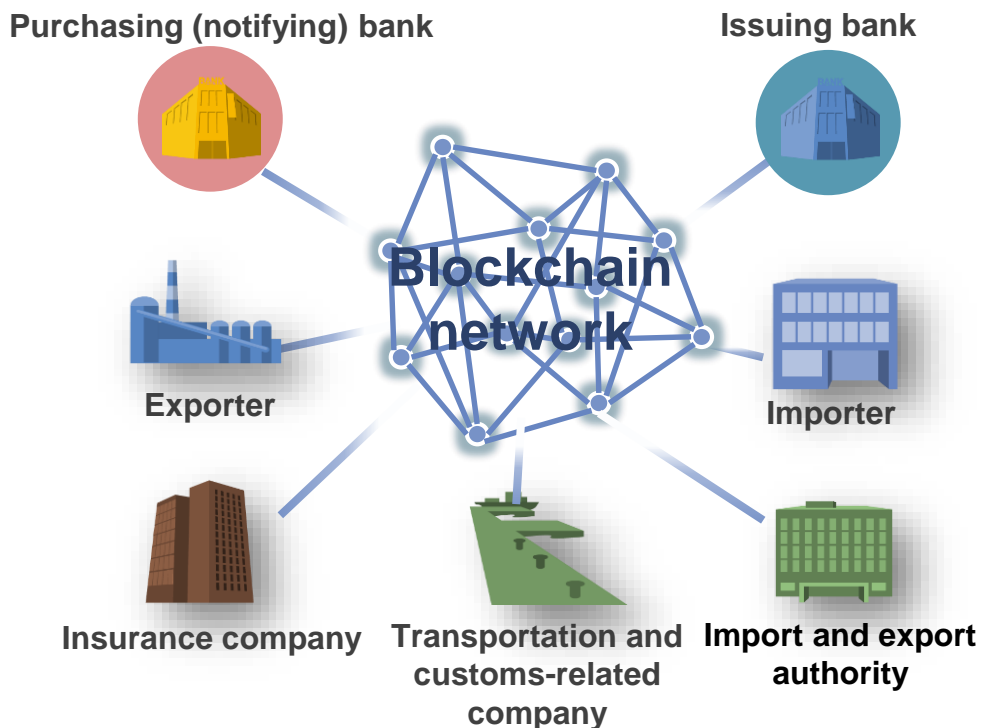
## Co-Innovation

- Promote PoCs(\*) with blockchain technology in trade finance
- Launched a consortium comprised with 13 companies which represent financial, insurance, logistics, import/export sectors and accelerated practical application

## Strengthen operations

- Established a team to promote application of blockchain with 150 members of NTT DATA Group companies

(\*) Proof of Concept



**Contribute to operational efficiency  
and faster lead time**



## Strengthened our operations to leverage AI and IoT.

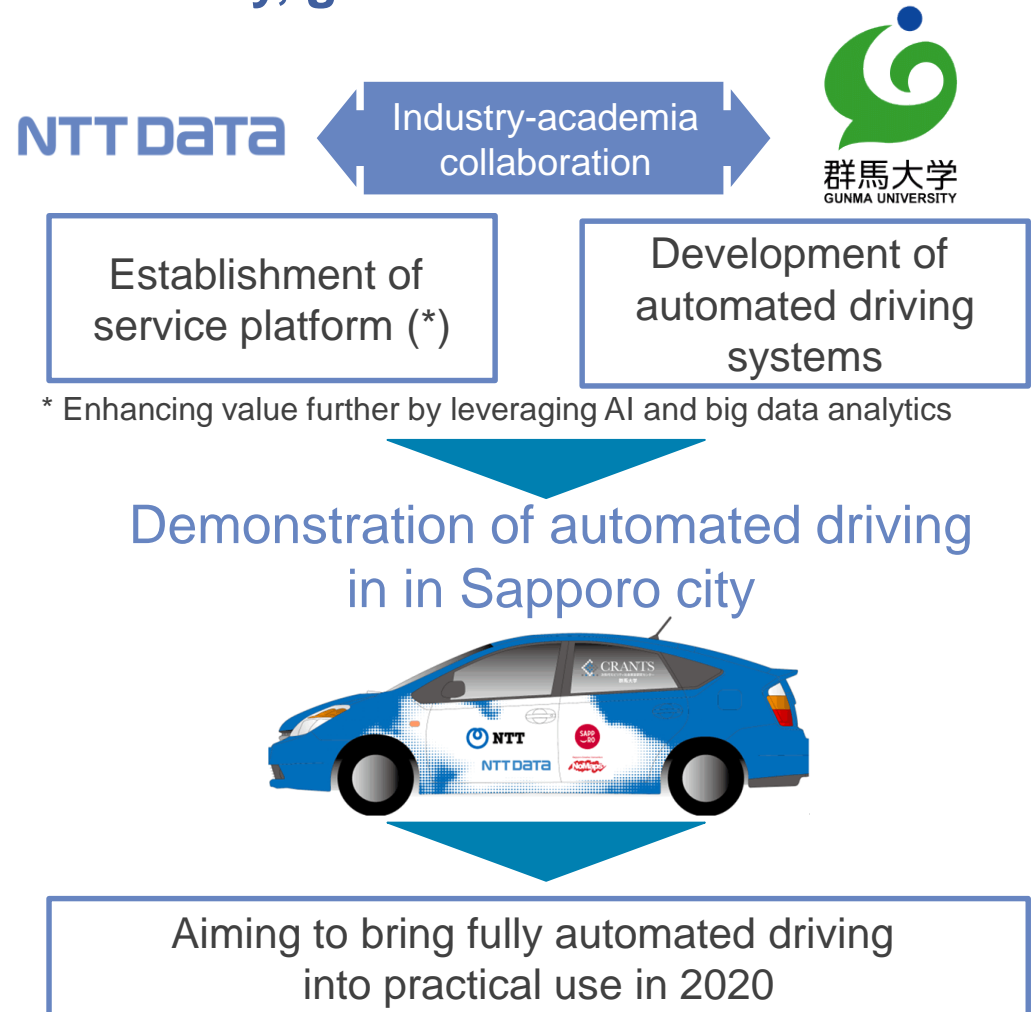
Provide new value in advanced areas such as next generation automotive by accelerating collaboration between industry, government and academia.

### Co-Innovation

- Concluded an industry-academia collaboration agreement with Gunma University to jointly research for bringing the next generation vehicles into practical use
- Cooperated with No Maps, Sapporo City and NTT and conducted the first ever demonstration of automated driving on a public road in the center of Sapporo city

### Strengthen operations

- Created the “AI & IoT Business Section” as an expert organization with deep expertise in these fields



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# Appendices

- Business topics -

# Principal Measures Taken in Fiscal Year Ending March 31, 2018(1/6)

## Commenced the provision of “WinActor financial and accounting solution” that contributes to more efficient operations of financial and accounting sections

1

NTT DATA and its subsidiary, NTT DATA MANAGEMENT SERVICE Corporation, commenced provision of the “WinActor financial and accounting solution” that supports the efforts of the financial and accounting sections to make operations more efficient and work style reform in July 2017 in cooperation with Pasona Inc. This solution helps clients in developing and sending human resources who can utilize the RPA (Robotic Process Automation) solution “WinActor” (Note 1) especially for financial and accounting operations for which automation is highly needed. We will provide enhanced support for work style reform by reducing operation volume at the financial and accounting sections of private companies, etc. and contributing to issue resolution and more efficient works on an ongoing basis.

## Opened the “Koyasan Archive” to the public, which allows the public to see precious cultural assets related to Kobo Daishi Kukai

2

NTT DATA and its subsidiary, NTT DATA KANSAI Corporation developed a digital archive system for historically precious materials related to Buddhism and Esoteric Buddhism stored by Koyasan University, the highest educational institution on the study of Esoteric Buddhism that was established 130 years ago, and opened it to the public on the official website of the university in July 2017. This service utilizes NTT DATA’s “AMLAD” (Note 2) and we successfully won the contract because our achievements and know-how in the development of numerous digital archive systems including that of the Vatican Apostolic Library have been highly appreciated. We hope that this project will continue to lead to further exploration and rediscovery of the regional history of Koyasan and will make an effort to enhance the contents and functions and to improve the value it provides. Through the project, we will continue to aim at establishing ourselves as the leader in the field of digital archiving of historically precious materials and grow business by expanding the scope to include digital asset management for private companies, etc.

\*1.WinActor

: Purely domestic RPA solution to automate many application operations on Windows terminals that was developed by the NTT Advanced Technology Corporation with the technology of NTT Access Network Service Systems Laboratories as the core and provided by NTT DATA as the distributor.

\*2. AMLAD (Advanced Museum Library Archives Deposit)

: This refers to a solution or a digital archive system owned by NTT DATA that allows easy browsing and searching on devices, such as PCs, tablets and smartphones, of the digital content, such as images, movies, and sounds and voices owned by museums, libraries, archives and companies.

1	<p><b>Senshu Ikeda Bank's adoption of a new function of accounting software for terminals "BeSTAlinc"</b></p> <p>The Senshu Ikeda Bank, Ltd., was the first among the users to adopt the new "function of voucher and form entry via tablet terminal" of "BeSTAlinc" (Note 3), accounting software for terminals provided by NTT DATA. The function will enable the bank to promote paperless operations without voucher and form at branch offices, make complicated and cumbersome paper work more efficient, reduce the administrative burden on employees, and speed up the response to clients. In addition, in February 2018, information entered in tablet terminals will be linked to the administration concentration center, which will enable the bank to have the center conduct back office administration for branch offices and reduce the administrative burden on employees further.</p>
2	<p><b>Launched a consortium comprised of 13 companies to develop the trade data sharing platform using blockchain technology</b></p> <p>NTT DATA tested blockchain technology, one of the core FinTech technologies by completing two PoCs (Note 4) including Phase 1 and Phase 2 for letter of credit transactions and maritime cargo insurance policy respectively in order to improve the efficiency and convenience of the administrative procedures for parties involved in trading. As a result, benefits and issues of applying blockchain technology to the entire trade procedures were identified; thus, we launched the "consortium to develop the trade data sharing platform using blockchain technology" (Note 5), in August 2017, with ourselves as the headquarters with 13 major companies from various sectors involved in trade-related business including banking, insurance, integrated logistics, import and export, and others (Phase 3). Through the consortium, we will explore solutions to the challenges in trade procedures between businesses and aim to achieve the practical use of the trade data sharing platform using blockchain technology.</p>
3	<p><b>Selected as the partner vendor for the "Collaborative Blockchain Platform" of the Japanese Bankers Association</b></p> <p>NTT DATA was selected as one of the partner vendors for the "Collaborative Blockchain Platform" of the Japanese Bankers Association. The platform will be used to facilitate experiments of new financial services utilizing blockchain technology and share expertise. In order for the platform to be realized, we will contribute to the advancement of Japanese financial services by utilizing our highly reliable cloud-service for financial institutions "OpenCanvas" and using our advanced blockchain technology and expertise in financial infrastructures accumulated.</p>

\*3. BeSTAlinc : Accounting software for terminals to support financial institutions in teller operations and administration at branch offices by linking to accounting host "BeSTA."

\*4. PoC (Proof of Concept) : Brief attempt for demonstrating that a new concept, theory, principle, and the like can be realized.

\*5. Consortium to develop trade data sharing platform using blockchain technology

: The first trade-related consortium using blockchain technology in Japan. The following companies have participated in this consortium: Kawasaki Kisen Kaisha, Ltd. ("K" LINE), Mitsui O.S.K. Lines, Ltd. (MOL), Sojitz Corporation, Sompo Japan Nipponkoa Insurance Inc., Tokio Marine & Nichido Fire Insurance Co., Ltd., Toyota Tsusho Corporation, Nippon Express Co., Ltd., NYK Line, Marubeni Corporation, Mizuho Financial Group, Inc./ Mizuho Bank, Ltd., Mitsui Sumitomo Insurance Company, Limited, Sumitomo Mitsui Banking Corporation, The Bank of Tokyo-Mitsubishi UFJ, Ltd., and NTT DATA (headquarters).

# Principal Measures Taken in Fiscal Year Ending March 31, 2018(3/6)

1

## Enhanced collaboration for solution between NTT DATA and NTT Communications Corporation with the “NTT DATA Mitaka Data Center EAST” as the base

In August 2017, NTT DATA and NTT Communications Corporation (hereinafter referred to as NTT Com) announced that they would enhance collaboration for solution with the “NTT DATA Mitaka Data Center EAST” (Note 6) that will start operation in April 2018 as the base. NTT DATA will provide the highly robust and reliable data center (hereinafter referred to as DC) services and managed services (Note 7) we have developed through the building of core systems at the biggest data center in Japan, with cutting-edge equipment. NTT Com will provide high-quality and reliable global network services, cloud services for corporations, services for connection between cloud environments and other services. The combination of values provided by the two companies will enable the development of a secure hybrid cloud (Note 8) environment within a DC, provision of “full-stack services” (Note 9) for clients in an integrated manner and enhancement of a structure where we can immediately respond to complicated global system expansion with an added value of the integrated management ability of NTT DATA as a system integrator. Both companies will actively cooperate with each other, aim to increase the business volume to 100 billion yen by 2020 via their sales channel, and globally support the digital transformation of global player clients as NTT group companies.

2

## Promoted the provision of various settlement-related services to meet social needs

NTT DATA has promoted the provision of various settlement-related services to meet social needs with the “achievements,” “diversity,” “safety and security” and know-how we have gained through our engagement in CAFIS (Note 10) as the core.

- We launched a demonstration experiment of the settlement service via a smartphone by linking smartphone application to a bank account in September 2017 with the aim of commercializing it in FY2018. We will verify the potentiality of the settlement service that would allow even those who do not have a credit card to easily use the smartphone settlement service with a bank account and to feel secure with authentication using biological information.
- In addition, we started to provide a settlement service using a UnionPay card for EC site operators in cooperation with Sumitomo Mitsui Card Company, Limited in July 2017, jointly established the “Japan Payment Service CO., LTD.,” a settlement agency company that provides settlement methods for member stores in a collective manner, with The Kyushu Card Co., Ltd. in July 2017, and started to provide the service of “CAFIS Attendant” that supports marketing activities and sales promotion targeted at foreigners visiting Japan for retailers in September 2017, etc. We will aim to promote the cashless economy and create a more convenient society in Japan while meeting various needs for regional revitalization and inbound settlement for foreign visitors, etc.

\*6. NTT DATA Mitaka Data Center EAST : NTT DATA’s data center that is scheduled to start providing services in April 2018. In terms of the total floor space, number of racks and maximum capacity of power receiving, this will be one of the largest data centers in Japan. It will adopt a quake-absorbing structure designed to withstand vertical shaking caused by an earthquake occurring directly beneath the Tokyo Metropolitan Area, etc., enhance the abilities to respond to BCP including the ability to continuously run an emergency generator for 72 hours, and install state-of-the-art equipment such as a device that can withstand high electric load.

\*7. Managed service : Practice of providing outsourcing services of system infrastructure management and operation.

\*8. Hybrid cloud : A cloud computing environment which uses a mix of public cloud (a cloud computing environment widely provided for the public) and private cloud (a cloud computing environment developed for internal use).

\*9. Full-stack services : Services provided for all areas necessary for systems related to cloud computing ranging from ICT infrastructure (DC/Network) as the base to managed ICT and upper application.

\*10. CAFIS : The biggest settlement network in Japan provided by NTT DATA, which supports various settlement methods.



1

## Awarded contract extension with United States Navy

NTT DATA's U.S. subsidiary, NTT DATA Services, secured a two-year option contract extension to a previously awarded Enterprise Wide Contractor Support Services (EWCSS) contract with the U.S. Department of the Navy, Naval Sea Systems Command (NAVSEA), and Team Submarine <sup>(Note 11)</sup>. This means that the services we have provided to support the U.S. Navy's mission for about 30 years were highly evaluated; we will continue to support the acquisition and life cycle management of the submarine fleet by providing support services across a wide range of functions including business and financial management, technical and engineering, and logistics functions.

2

## Recognized as the top rank, “Leader” and “Star Performer” for Workplace Services – PEAK Matrix published by the Everest Group

The NTT DATA group was named as a top rank “Leader” and “Star Performer” especially in recognition of the dramatic improvement from the previous year on the Everest's criteria in the report “Workplace Services <sup>(Note 12)</sup> – Market Trends and PEAK Matrix Assessment: ‘End Users are no Less than Customers!’” published by a U.S. market researcher, the Everest Group, in July 2017. This means that its expansion of the scale and expertise due to the acquisition of the former Dell Services, as well as enhanced solution for automation, end-user analytics and digital transformation were highly recognized. We will support clients in strengthening their competitiveness at the global level by enhancing our readiness further.

\*11. Team Submarine

: A team comprising of organizations within the U.S. Naval Sea Systems Command and Program Executive Office Submarine (PEO SUBS) that supports the most advanced submarine fleet in the world.

\*12. Workplace Services

: An outsourcing service provided for all areas related to IT infrastructure of offices, etc. (e.g. IT infrastructure asset management, security measures, service desk and on-site support).

## itelligence AG's acquisition of vCentric Technologies Pvt Ltd. in India

1

NTT DATA's German subsidiary, itelligence AG acquired 100% of the total number of issued shares of vCentric Technologies Pvt Ltd. in India (hereinafter referred to as vCentric) in September 2017. vCentric provides SAP services in India and other countries, has an advantage especially in consulting and system building for S/4 HANA, an SAP ERP (Note 13) solution, and was among the 3 worldwide finalists in the category of S/4 HANA for SMEs (Note 14) of the SAP Pinnacle Awards that recognizes excellent partner companies in 2017. We will aim to expand business in the Indian market where SAP business is expected to grow further by obtaining resources in the focused technology fields including S/4 HANA through this acquisition and accelerate cross selling by utilizing the NTT DATA group's client base and solution.

## The everis Group's launch of full-scale business in Andorra

2

NTT DATA's Spanish subsidiary, the everis Group, inaugurated a new office in Andorra in July 2017 to launch full-scale business in the country. The everis Group has carried out projects for companies including financial institutions and the government in Andorra over the last 15 years. Through the establishment of the new office, we will aim to provide services in a wider range of fields such as consulting, business transformation, application development/maintenance and BPO to contribute to clients' innovation and increase our presence further in Andorra and other European countries.

\*13. ERP (Enterprise Resource Planning)

: Integrated business software package introduced and used to manage and allocate a company's various resources (e.g., human resources, funds, equipment, material and information) in an integrated manner to improve operational efficiency and pursue the total optimization of management.

\*14. SME (Small Medium-size Enterprise)

: Small and medium-sized companies.

## Global expansion of the NTT DATA group's development environment "Integrated Development Cloud"

1

NTT DATA has promoted the initiative of the "Integrated Development Cloud" to consolidate system development environments of each group company into a cloud environment and to improve the productivity of system development. We launched the "Integrated Development Cloud" in Japan in April 2017 and confirmed the effects caused by the introduction including acceleration and standardization, improved information security and contribution to work style reform. Also, we introduced it to our Spanish subsidiary, the everis Group, in September 2017 to increase its global competitiveness further. We will examine the introduction into the offshore development environment in China and other regions in addition to Japan and Spain and aim to improve our global competitiveness further.

## Set up a global blockchain technology utilization promotion team

2

NTT DATA set up a team to promote the utilization of blockchain across the group including overseas group companies in August 2017. The team will consolidate the know-how of blockchain technology for various industries including the financial, public and manufacturing sectors that has been accumulated by our group, and will develop a catalog for blockchain utilization by additionally taking into account the recent business technology trends. Also, it will develop a platform for efficient business examination and foster blockchain professionals. We will promote the creation of a business model utilizing blockchain and technology development with the team as the key axis to support clients in utilizing blockchain for their new business. Also, we will aim to create business from a broader perspective by combining blockchain and elemental technologies such as IoT and Big Data.

## Jointly established the Institute of Big Data Advanced Technology with Guiyang City, China

3

NTT DATA jointly established the "Guiyang Cohen Institute of Big Data Advanced Technology (hereinafter referred to as the Institute of Advanced Technology)" with Guiyang City, China and the Institute of Software, Chinese Academy of Sciences in September 2017 in order to develop and expand solutions for the utilization of Big Data including IoT in China and the APAC region. The Institute of Advanced Technology has set "next generation smart transportation" and "environmental IoT" as the key themes to expand the application scope of Big Data and IoT, and will start a joint study and technology demonstration on real-time visualization of transportation, prevention of traffic congestion by optimizing signal control and real-time measurement, projection, etc. of air environments and water resources utilizing low-energy consumption sensors. It will develop solutions that can be adopted in China and the APAC region by 2020.

6

# Appendices -Explanatory details of financial results and forecasts-

# Overview of Consolidated Earnings and New Orders Received

(Billions of Yen,%)

	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY ( % )	FY ending 2018/3 Full-Year Forecasts
New Orders Received	975.6	946.9	-2.9	1,940.0
Orders on Hand	1,793.4	2,416.0	+34.7	2,372.0
Net Sales	779.6	1,020.9	+31.0	2,060.0
Cost of Sales	581.2	767.9	+32.1	1,548.0
Gross Profit	198.3	253.0	+27.5	512.0
SG&A Expenses	153.0	200.9	+31.3	392.0
Selling Expenses	68.3	85.9	+25.6	196.0
R&D Expenses	5.5	6.2	+12.9	17.0
Other Administrative Expenses	79.0	108.7	+37.5	179.0
Operating Income	45.3	52.0	+14.8	120.0
Operating Income Margin(%)	5.8	5.1	-0.7P	5.8
Ordinary Income	45.0	50.2	+11.6	116.0
Extraordinary Income and Loss	-0.1	-7.8	-	-15.0
Income before Income Taxes	44.9	42.4	-5.6	101.0
Income Taxes and Others	15.8	20.5	+29.4	42.0
Net income attributable to owners of parent	29.0	21.8	-24.8	59.0
Capital Expenditures	67.6	102.5	+51.6	192.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles	76.0	81.1	+6.7	172.0

Note : Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes and Net income attributable to non-controlling interests.

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

(Billions of Yen)

	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	FY ending 2018/3 Full-Year Forecasts
Public & Social Infrastructure	152.8	147.9	370.0
Financial	219.3	229.9	479.0
Enterprise & Solutions	143.7	154.6	313.0
North America	84.9	261.0	509.0
EMEA & LATAM	169.2	211.3	360.0

# Consolidated New Orders Received and Orders On Hand

(Billions of Yen)

## Detail of Consolidated New Orders Received (to Clients Outside the NTT DATA Group)

		2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	FY ending 2018/3 Full-Year Forecasts
<b>Public &amp; Social Infrastructure</b>				
(Main item)	Central government and related agencies, Local Government, and Healthcare	96.3	124.9	187.0
	Telecom and Utility	43.1	50.3	95.0
<b>Financial</b>				
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	191.9	114.0	280.0
	Cooperative financial institutions and Financial Network Services	122.7	45.0	82.0
<b>Enterprise &amp; Solutions</b>				
(Main item)	Retail, Logistics, Payment and Other Service	38.5	36.8	70.0
	Manufacturing	62.8	63.4	121.0
	Network Services, Data Center Services, Cloud Services and Digital Services	22.8	28.5	56.0
North America		159.3	220.2	556.0
EMEA & LATAM		173.1	197.1	366.0

## Detail of Consolidated Orders On Hand

Orders on Hand	1,793.4	2,416.0	2,372.0
Public & Social Infrastructure	449.4	402.2	334.0
Financial	912.3	798.9	732.0
Enterprise & Solutions	103.8	102.8	85.0
North America	157.5	862.6	971.0
EMEA & LATAM	166.6	235.1	246.0

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

# Consolidated Net Sales

## Detail of Consolidated Net Sales (to Clients Outside the NTT DATA Group)

(Billions of Yen)

		2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	FY ending 2018/3 Full-Year Forecasts
<b>Public &amp; Social Infrastructure</b>				
(Main item)	Central government and related agencies, Local Government, and Healthcare	84.8	84.3	206.0
	Telecom and Utility	40.1	35.4	86.0
<b>Financial</b>				
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	156.8	167.2	341.0
	Cooperative financial institutions and Financial Network Services	57.8	58.8	121.0
<b>Enterprise &amp; Solutions</b>				
(Main item)	Retail, Logistics, Payment and Other Service	53.8	53.3	109.0
	Manufacturing	53.4	58.2	119.0
	Network Services, Data Center Services, Cloud Services and Digital Services	32.4	39.1	75.0
North America		84.9	261.0	509.0
EMEA & LATAM		169.2	211.3	360.0

## Net Sales by Products and Services (to Clients Outside the NTT DATA Group)

Integrated IT Solution	236.8	337.6	659.0
System & Software Development	191.8	215.1	485.0
Consulting & Support	322.8	434.1	857.0
Others	28.2	34.0	59.0
<b>Net Sales by Products and Services Total (to Clients Outside the NTT DATA Group)</b>	<b>779.6</b>	<b>1,020.9</b>	<b>2,060.0</b>

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



## <Appendices>Global <sup>(\*)1</sup>

### Results for the Second Quarter of Fiscal Year Ending March 31, 2018 and Forecasts of consolidated financial results for Fiscal Year Ending March 31, 2018

(Billions of Yen,%)

	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY (Amount, Rate)	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount, Rate)
New Orders Received	337.9	424.2	+86.2 (+25.5%)	639.2	943.0	+303.7 (+47.5%)
Net Sales	270.0	494.4	+224.3 (+83.1%)	607.9	908.0	+300.0 (+49.3%)
EBITA <sup>(*)2</sup>	12.3 (4.6% <sup>*4</sup> )	21.6 (4.4% <sup>*4</sup> )	+9.2 (+75.4%)	28.2 (4.6% <sup>*4</sup> )	55.0 (6.1% <sup>*4</sup> )	+26.7 (+94.6%)
Operating Income w/o goodwill amortization	5.8	11.2	+5.3 (+91.9%)	13.7	31.0 (+2.0 <sup>*5</sup> )	+17.2 (+124.8%)
Operating Income	-2.2	-3.3	-1.0 (-48.0%)	-3.2	5.0	+8.2 (-)
Segment Profit <sup>(*)3</sup>	-17.7	-12.8	+4.8 (+27.5%)	-26.0	-13.0	+13.0 (+50.1%)

(\*)1 A total of North America, EMEA and Latin America, and China and APAC segments.

(\*)2 EBITA = Operating income + Amortization of goodwill and intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

(\*)3 Segment profit indicates Earnings b/f income taxes

(\*)4 EBITA margin (EBITA to net sales ratio)

(\*)5 The impact of allocation of intangible fixed assets subject to purchase price allocation (PPA).

# <Appendices>Global <sup>(\*)1</sup> Profit Adjustment

(Billions of Yen,%)

		2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY (Amount, Rate)	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount, Rate)
EBITA	①	12.3	21.6	+9.2 (+75.4%)	28.2	55.0	+26.7 (+94.6%)
PPA intangible fixed asset amortization expenses <sup>(*)2</sup>	②	6.4	10.3	+3.9 (+60.4%)	14.4	24.0 (-2.0 <sup>*3</sup> )	+9.5 (+65.8%)
Operating income w/o goodwill amortization	③=①-②	5.8	11.2	+5.3 (+91.9%)	13.7	31.0 (+2.0 <sup>*3</sup> )	+17.2 (+124.8%)
Goodwill amortization	④	8.1	14.6	+6.4 (+79.6%)	17.0	26.0 (+2.0 <sup>*3</sup> )	+8.9 (+52.6%)
Operating income	⑤=③-④	-2.2	-3.3	-1.0 (-48.0%)	-3.2	5.0	+8.2 (-)

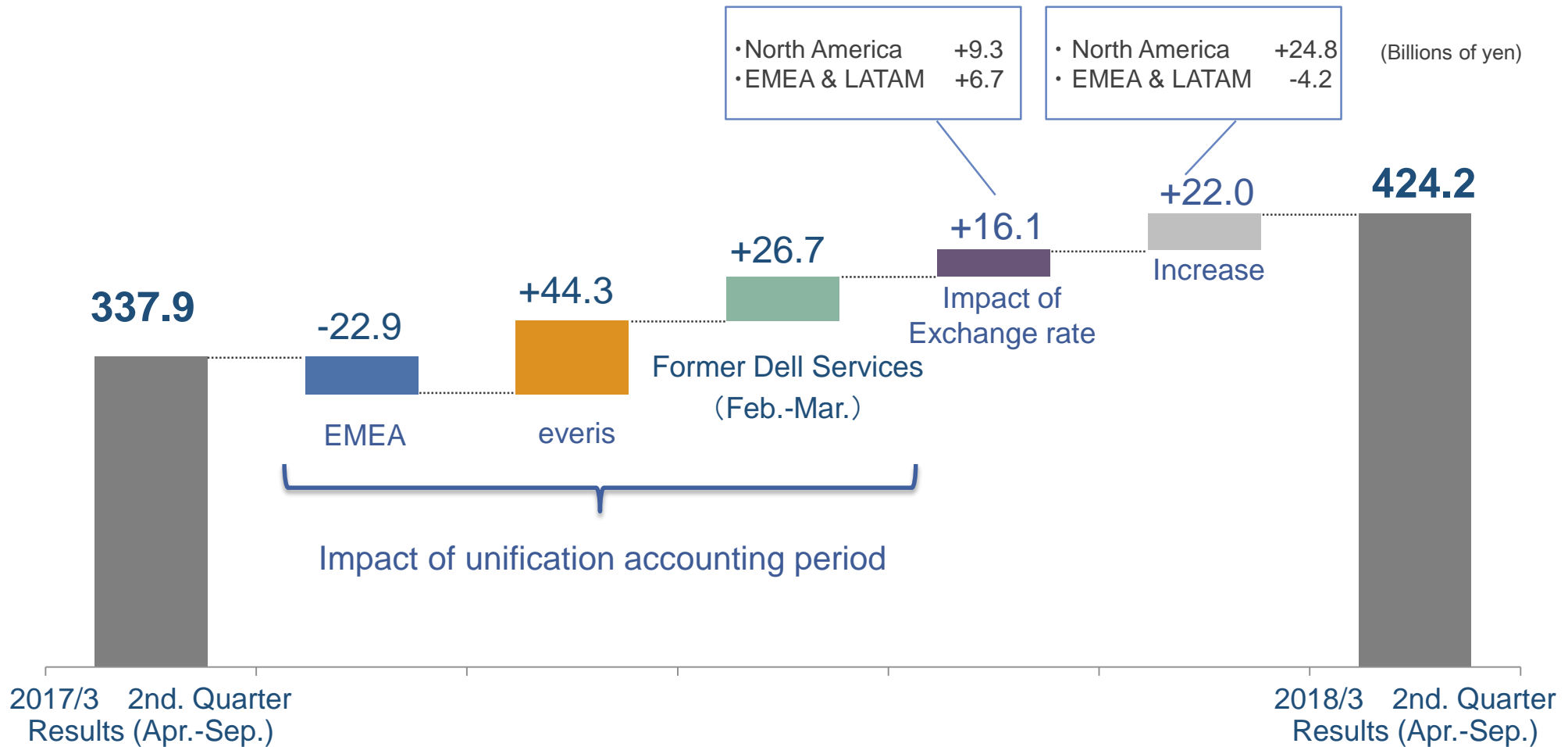
(\*1) A total of North America, EMEA and Latin America, and China and APAC segments.

(\*2) PPA amortization related to corporate acquisition and other temporary cost

(\*3) The impact of allocation of intangible fixed assets subject to purchase price allocation (PPA).

# <Appendices>Global (\*)

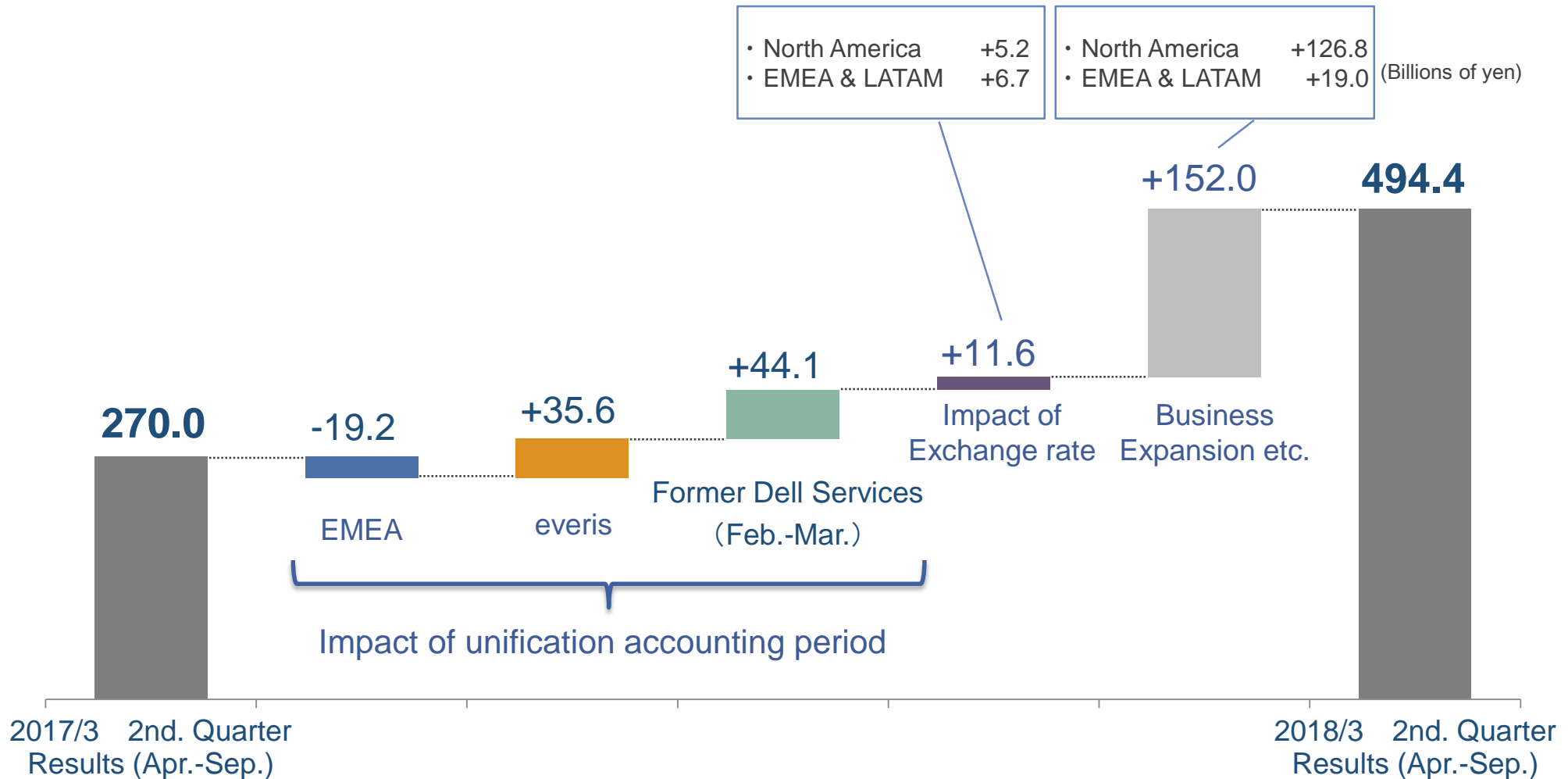
## (Factors of increase and decrease: New Orders Received)



(\*) A total of North America, EMEA and Latin America, and China and APAC segments.

# <Appendices>Global (\*)

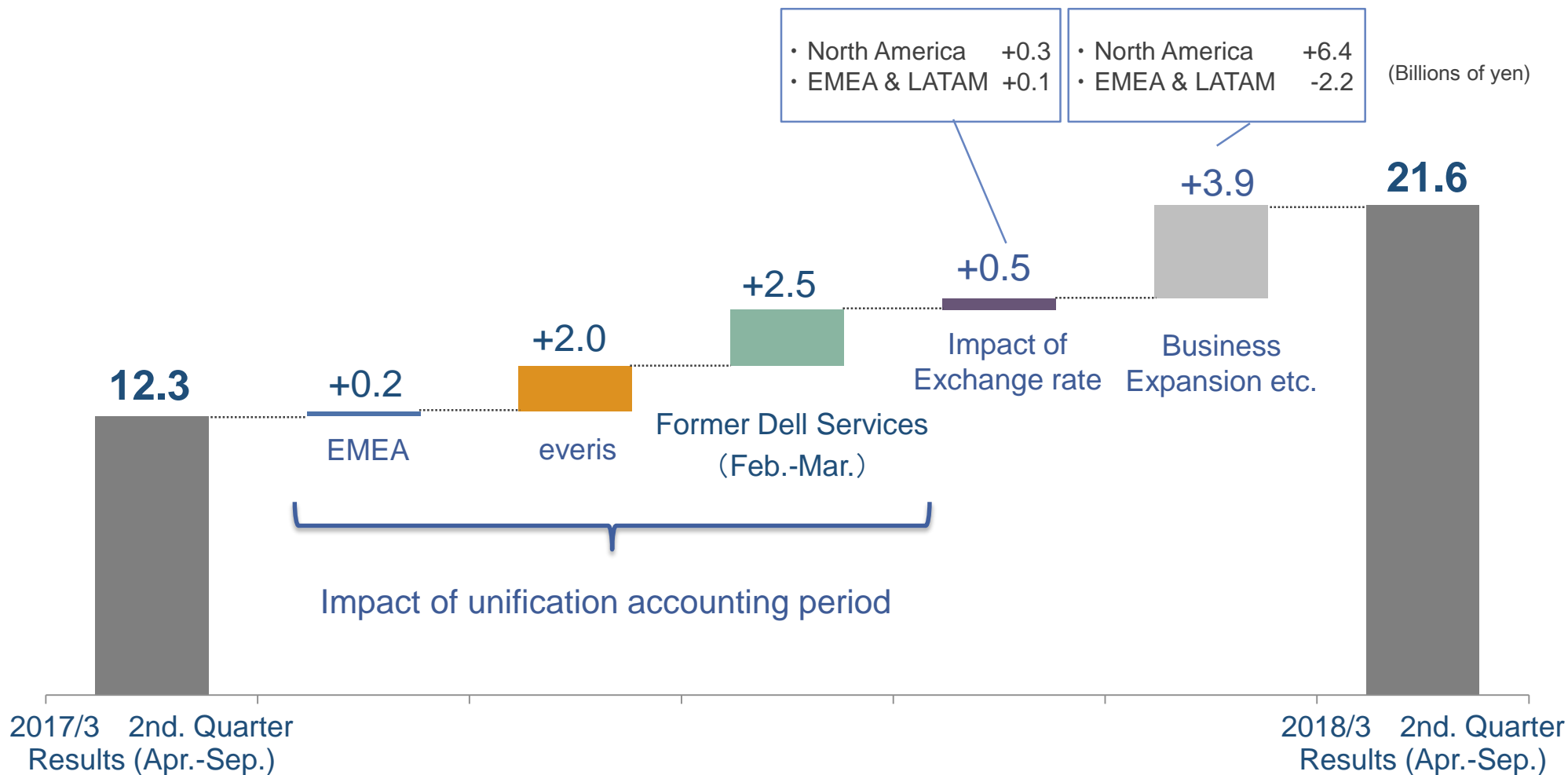
(Factors of increase and decrease: Net sales)



(\*) A total of North America, EMEA and Latin America, and China and APAC segments.

# <Appendices>Global (\*)

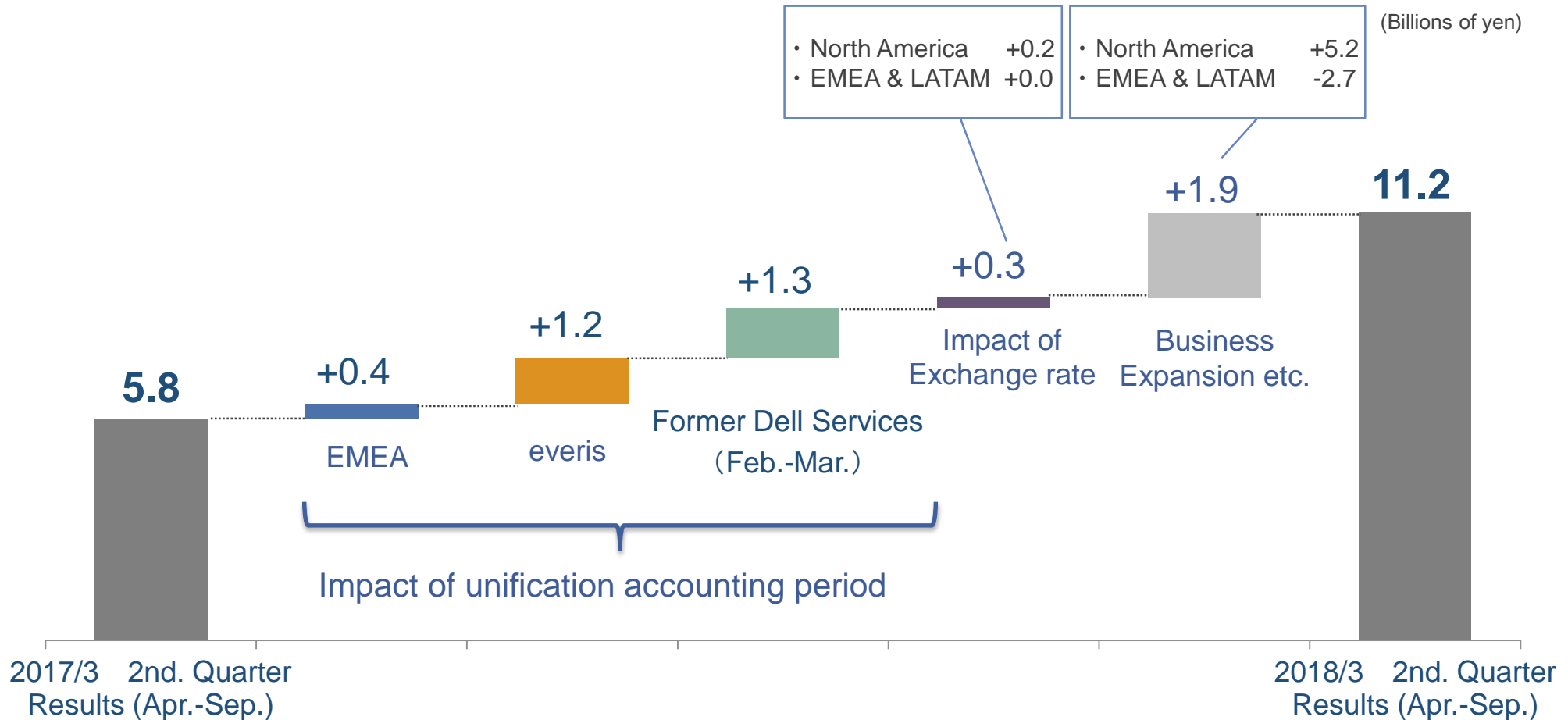
## (Factors of increase and decrease: EBITA)



(\*) A total of North America, EMEA and Latin America, and China and APAC segments.

# <Appendices>Global (\*)

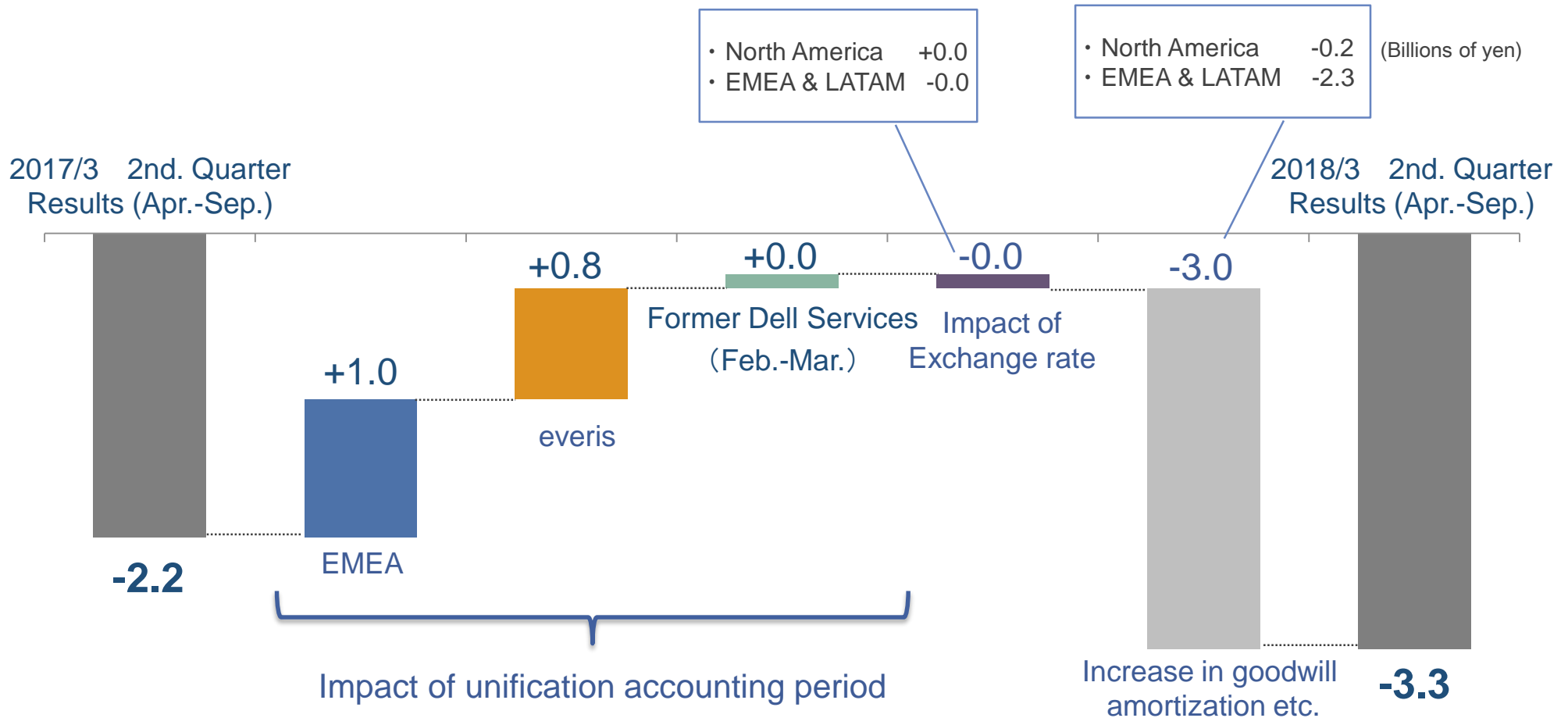
(Factors of increase and decrease: Operating income(w/o goodwill amortization))



(\*) A total of North America, EMEA and Latin America, and China and APAC segments.

# <Appendices>Global (\*)

## (Factors of increase and decrease: Operating income)



(\*) A total of North America, EMEA and Latin America, and China and APAC segments.

# Non-Consolidated Earnings and New Orders Received

(Billions of Yen,%)

	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	FY ending 2018/3 Full-Year Forecasts
New Orders Received	483.6	365.8	700.0
Orders on Hand	1,318.5	1,183.6	1,075.0
Net Sales	395.9	404.7	865.0
Cost of Sales	298.0	300.3	650.0
Gross Profit	97.9	104.4	215.0
SG&A Expenses	57.7	63.9	133.0
Selling Expenses	26.3	30.2	61.0
R&D Expenses	4.7	5.4	13.0
Other Administrative Expenses	26.6	28.2	59.0
Operating Income	40.1	40.4	82.0
Operating Income Margin(%)	10.1	10.0	9.5
Ordinary Income	46.9	48.3	84.0
Extraordinary Income and Loss	15.0	-	0.0
Income before Income Taxes	61.9	48.3	84.0
Income Taxes and Others	17.5	12.8	24.0
Net Income	44.4	35.5	60.0
Capital Expenditures	56.4	78.9	146.0
Depreciation and Amortization /Loss on Disposal of Property and Equipment and Intangibles	60.7	56.4	119.0

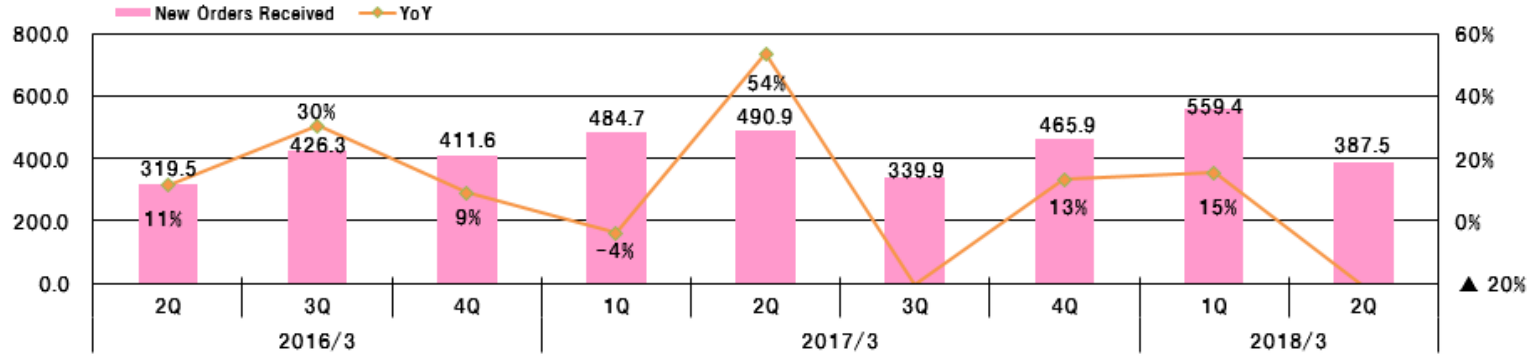
Note : Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes.



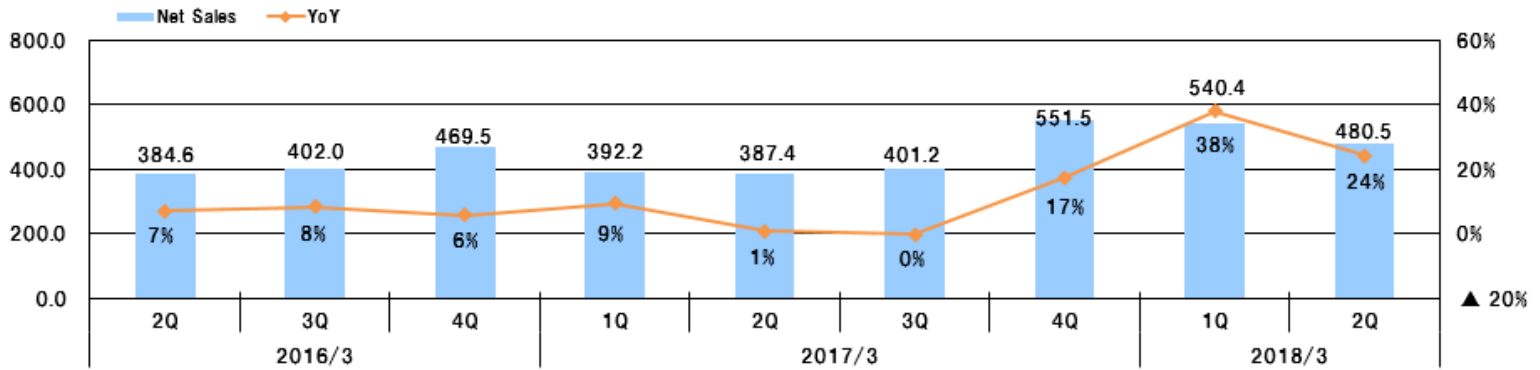
# Trends in Quarter (Consolidated)

(Billions of Yen,%)

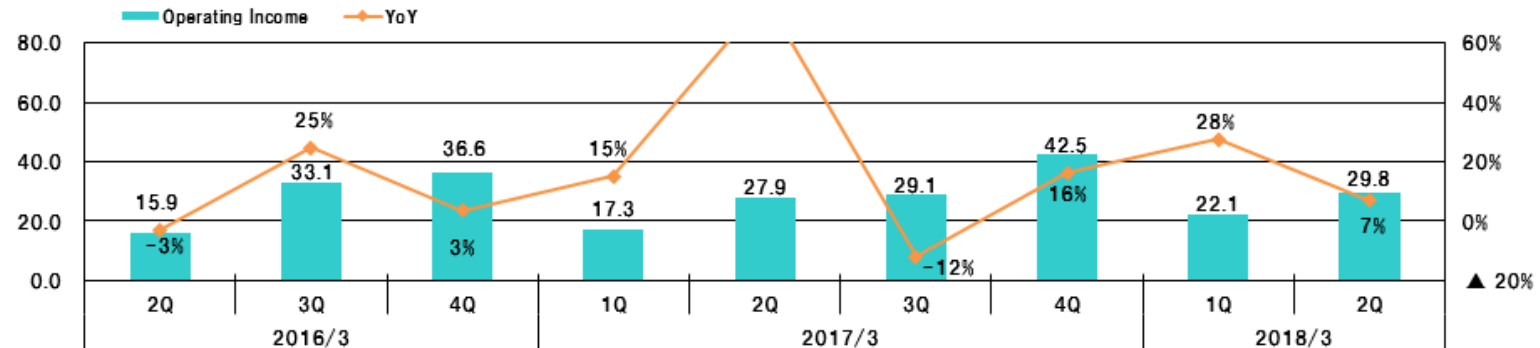
## ■ New Orders Received



## ■ Net Sales



## ■ Operating Income



# Foreign exchange rates

(used for the conversion of the amount of orders received and incomes)

(Yen,%)

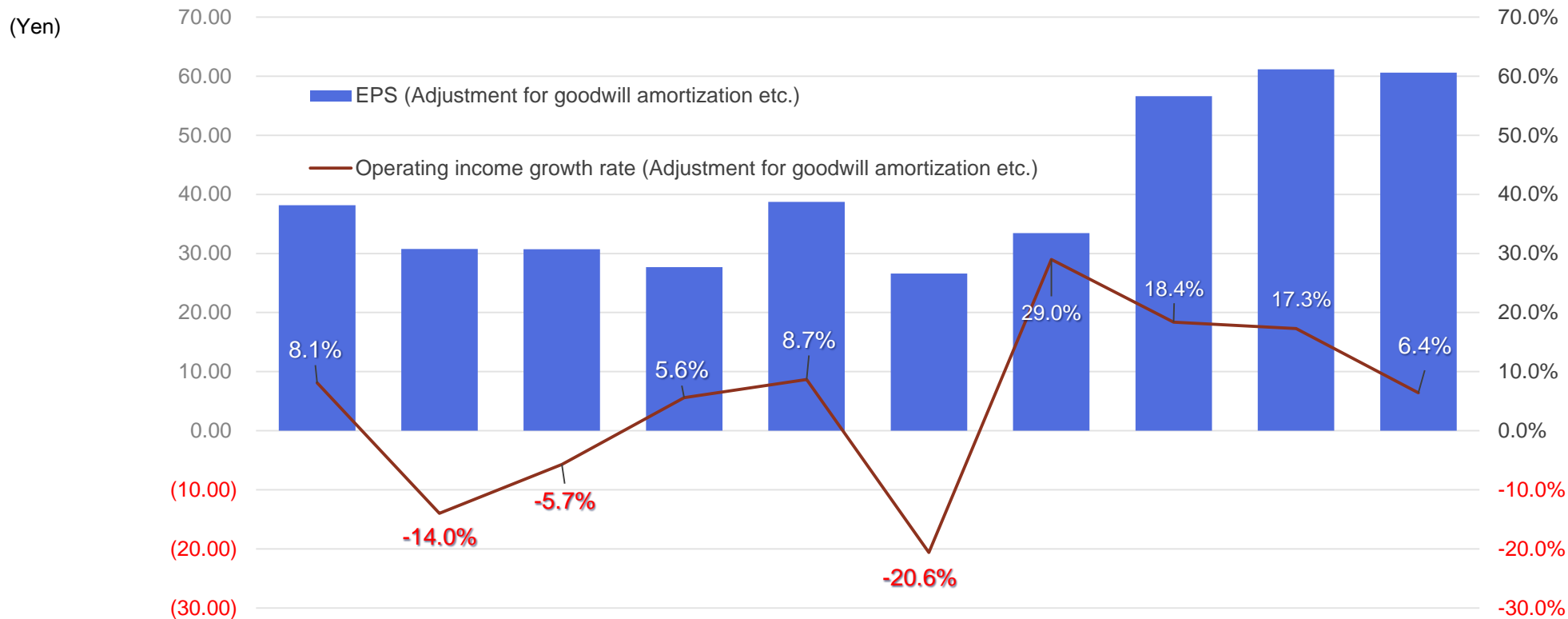
	2017/3 2nd. Quarter Results (Apr.-Sep.)	2018/3 2nd. Quarter Results (Apr.-Sep.)	YoY ( % )	FY ended 2017/3 (Results)	FY ending 2018/3 (Assumed Rates)	YoY ( % )
	①	②	( ②-① ) / ①	③	④	( ④-③ ) / ③
USD	104.91	111.04	+5.8%	108.14	110.00	+1.7%
USD (Former Dell Services)	-	112.95 (*)	-	113.36	110.00	-3.0%
EUR (For December-end companies)	124.51	121.66	-2.3%	120.28	120.00	-0.2%
EUR (For March-end companies)	118.07	126.32	+7.0%	118.76	120.00	+1.0%
RMB (Chinese Yuan Renminbi)	17.04	16.33	-4.2%	16.34	16.40	+0.4%

(\*) 2018/3 1st. Quarter Results (Feb.-Mar.)

6

# Appendices -EPS, EBITDA, ROE, etc.-

# EPS and Operating Income Growth Rate

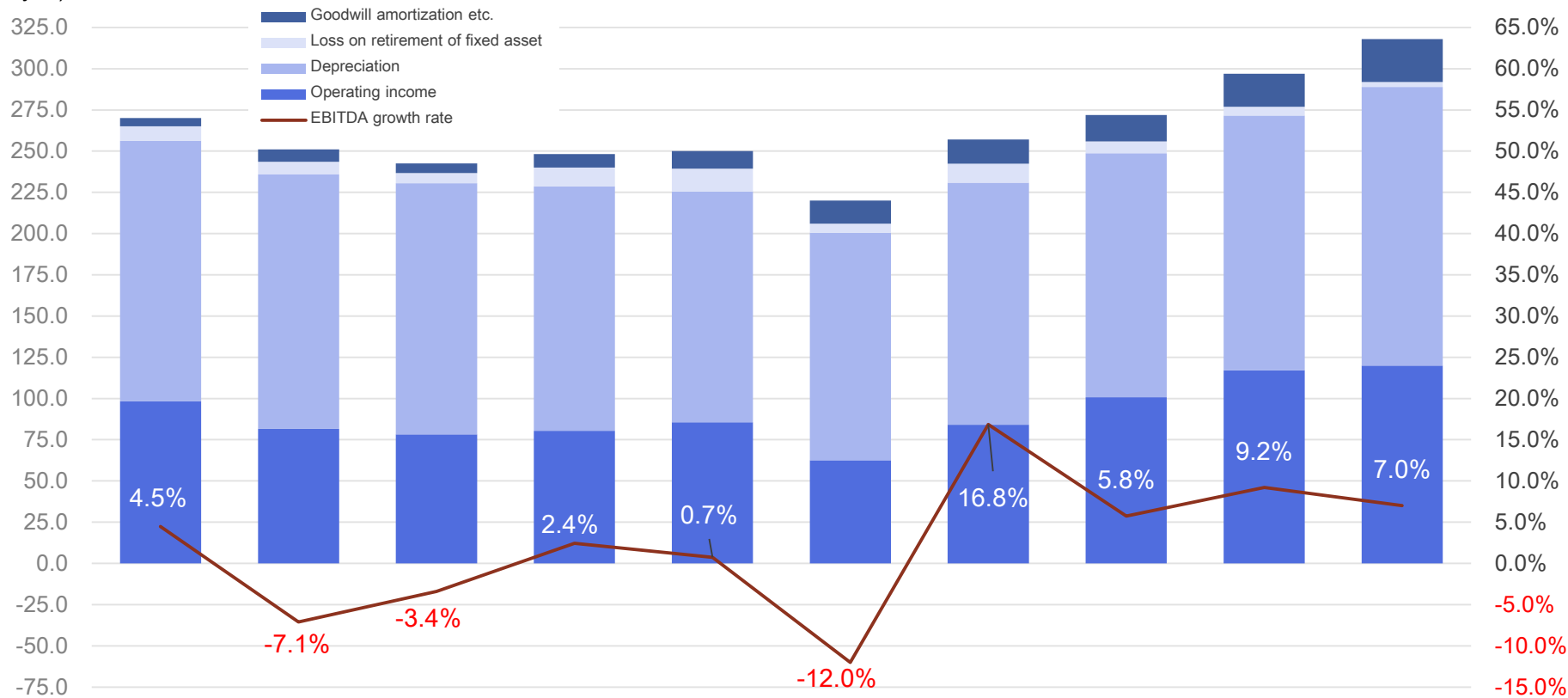


	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3 Forecasts
Net income attributable to owners of parent (JPY billions)	48.3	35.6	37.3	30.4	43.5	23.2	32.1	63.3	65.6	59.0
Goodwill amortization etc. (JPY billions)	5.1	7.5	5.7	8.3	10.7	14.0	14.7	16.0	20.0	26.0
Net income attributable to owners of parent (Adjustment for goodwill amortization etc.) (JPY billions)	53.5	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	85.0
EPS (Adjustment for goodwill amortization etc.)	38.15	30.78	30.73	27.69	38.73	26.59	33.45	56.64	61.15	60.61

(\*) Conducted stock split which shall split of common stock at a ratio of 1:5 as the effective date of July 1, 2017. EPS is referring the amount after stock split.

# EBITDA Trend

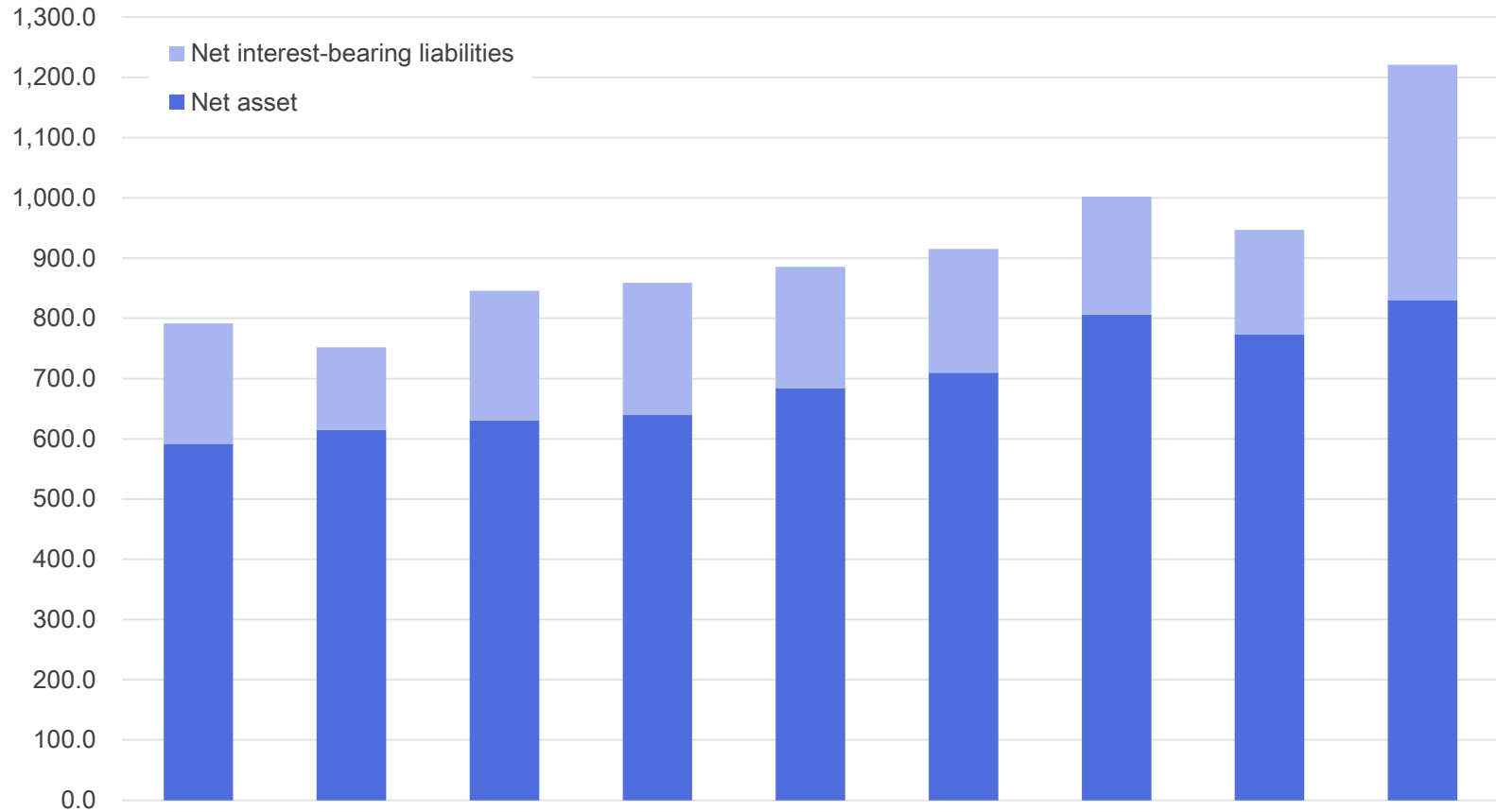
(Billions of yen)



	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3 Forecasts
Operating income	98.5	81.6	78.3	80.4	85.6	62.5	84.0	100.8	117.1	120.0
Depreciation	157.8	154.5	152.2	148.3	140.0	138.0	146.8	147.9	154.5	169.0
Loss on retirement of fixed asset	8.7	7.4	6.3	11.3	13.8	5.6	11.6	7.2	5.4	3.0
Goodwill amortization etc.	5.1	7.5	5.7	8.3	10.7	14.0	14.7	16.0	20.0	26.0
EBITDA	270.3	251.1	242.6	248.5	250.3	220.2	257.3	272.1	297.1	318.0

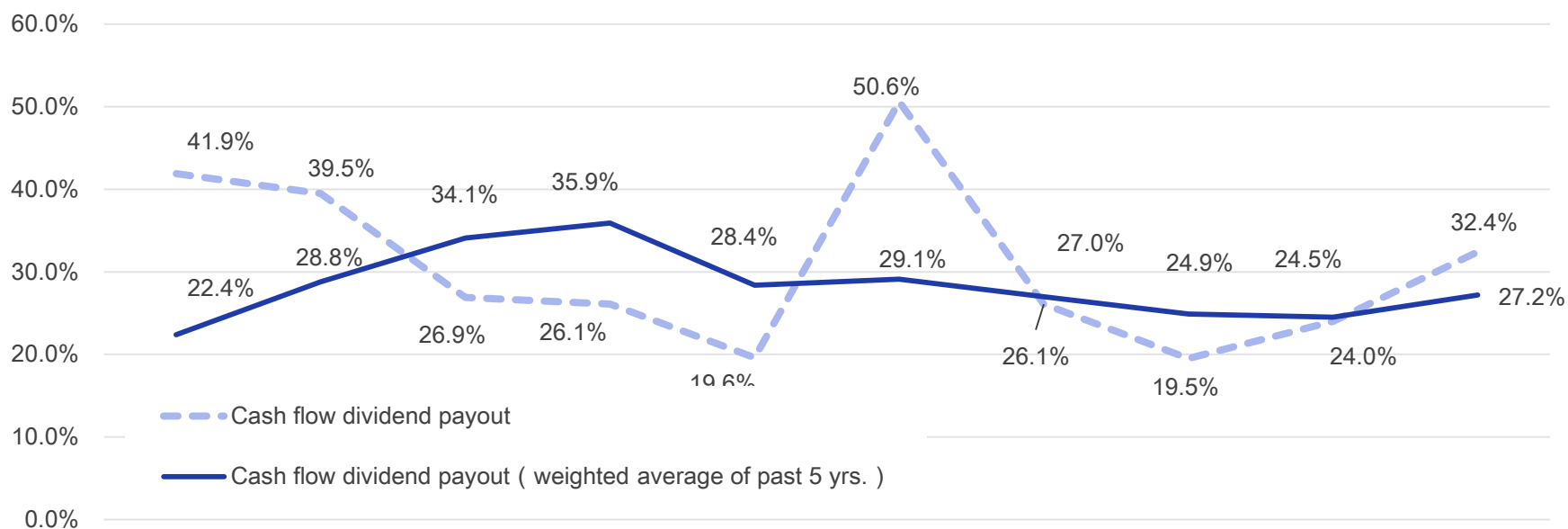
# Invested Capital Trend

(Billions of yen)



	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3
Net asset	592.0	615.1	630.3	639.7	684.2	709.8	806.2	773.6	830.2
Interest-bearing liabilities	331.5	289.1	414.4	380.2	378.3	412.9	446.9	407.0	650.8
Cash and cash equivalents	131.8	152.1	198.6	161.1	176.9	207.2	250.8	233.5	260
Invested capital	791.7	752.1	846.1	858.8	885.6	915.5	1,002.3	947.1	1,221.0

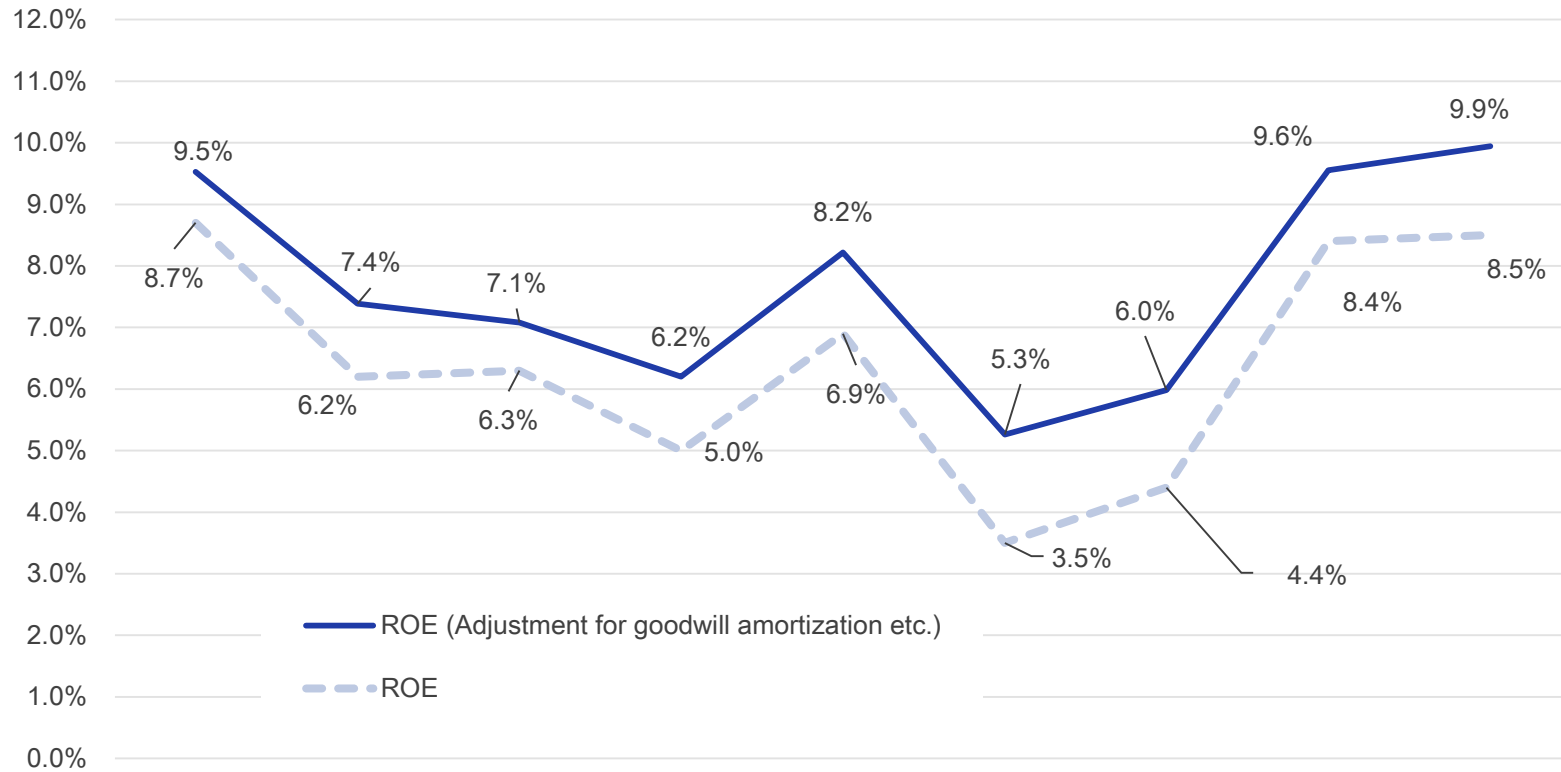
# Cash Flow Dividend Payout



(Billions of yen)	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3 Forecasts
Net income attributable to owners of parent (Adjustment for goodwill amortization etc.)	53.5	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	85.0
Depreciation	157.8	154.5	152.2	148.3	140.0	138.0	146.8	147.9	154.5	169.0
Loss on retirement of fixed asset	8.7	7.4	6.3	11.3	13.8	5.6	11.6	7.2	5.4	3.0
Capital investment	-180.0	-162.5	-139.0	-133.9	-122.1	-147.7	-140.9	-134.0	-158.1	-192.0
Ordinary cash flow	40.1	42.5	62.5	64.5	86.0	33.2	64.5	100.6	87.6	65.0
Dividends per share(JPY)	12	12	12	12	12	12	12	14	15	15
Total dividends	16.8	16.8	16.8	16.8	16.8	16.8	16.8	19.6	21.0	21.0

(\*) Conducted stock split which shall split of common stock at a ratio of 1:5 as the effective date of July 1, 2017. Dividend per share is referring the amount after stock split.

# ROE Trend



(Billions of yen)	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3
Net income attributable to owners of parent (Adjustment for goodwill amortization etc.)	53.5	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7
Net asset EOY	566.3	584.5	601.6	605.7	651.3	676.8	773.4	740.9	798.7
Accumulated goodwill amortization etc. (After 2009/3)	5.1	12.6	18.4	26.8	37.6	51.6	66.4	82.4	102.5
Net asset EOY (Adjustment for goodwill amortization etc.)	571.4	597.1	620.0	632.5	688.9	728.4	839.8	823.3	901.2





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