



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

July 30, 2015  
NTT DATA Corporation

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

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1. Results for the First Quarter of Fiscal Year Ending March 31, 2016  
and Forecasts of Earnings for Fiscal Year Ending March 31, 2016
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Regarding Forward-looking Statements**

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Good afternoon(morning), ladies and gentlemen.

My name is Masanori Shiina, Representative Director and Senior Executive Vice President of NTT DATA Corporation.

Now, I would like to explain the outline of our operating results.



## 1. Results for the First Quarter of Fiscal Year Ending March 31, 2016 and Forecasts of Earnings for Fiscal Year Ending March 31, 2016

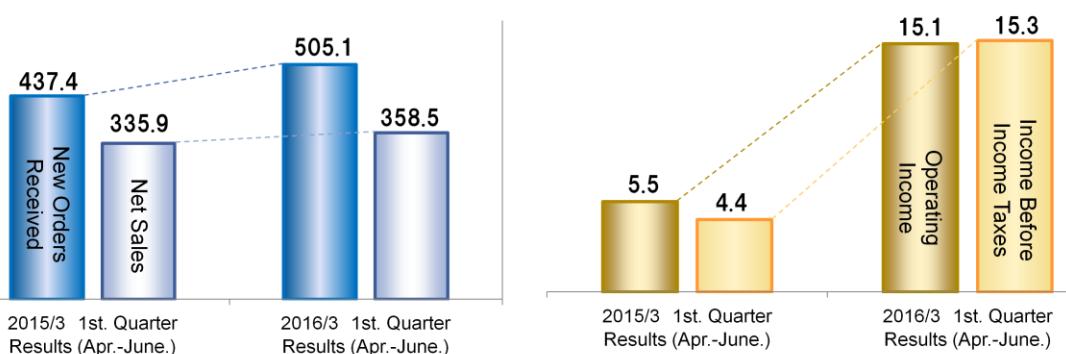
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Results for the First Quarter of Fiscal Year Ending March 31, 2016  
and Overview of year-on-year changes in earnings

NTT DATA

[Billions of yen, % ]

	2015/3 1st. Quarter Results (Apr.-June.)	2016/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	
New Orders Received	437.4	505.1	+67.6	+15.5%	↗
Net Sales	335.9	358.5	+22.6	+6.8%	↗
Operating Income	5.5	15.1	+9.6	+174.1%	↗
Income Before Income Taxes	4.4	15.3	+10.9	+248.2%	↗
Net income attributable to owners of parent	0.3	7.3	+6.9	-	↗



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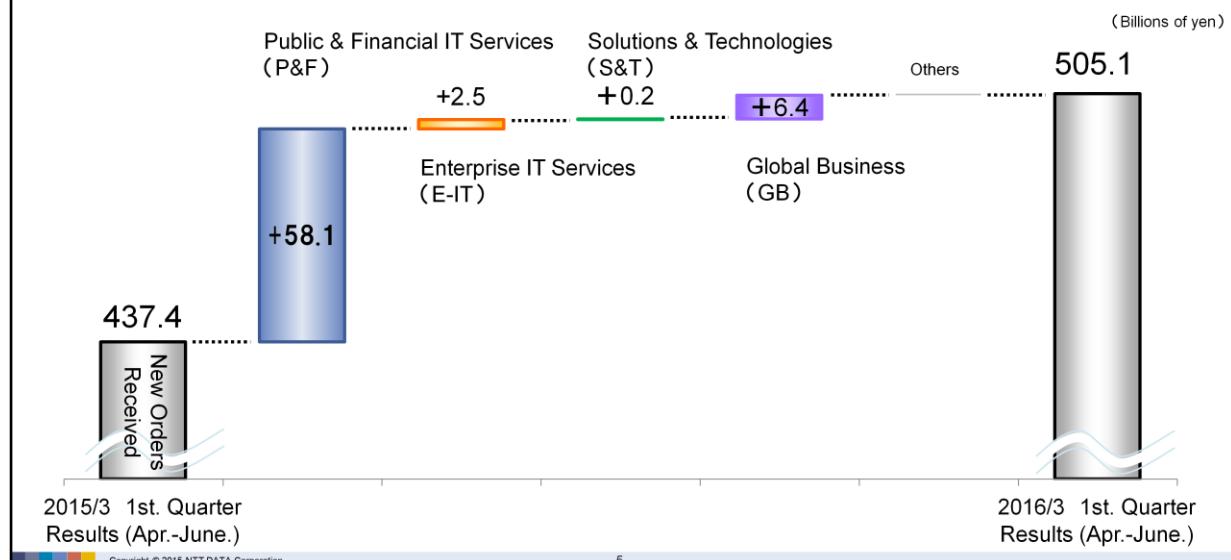
First, let me start with the explanation of the overall business results for the first quarter.

- New orders received soared by 67.6 billion yen on a year-on-year basis.
- Net sales increased 22.6 billion yen on a year-on-year basis.
- Operating income saw a growth of 9.6 billion yen on a year-on-year basis.
- Both income before income taxes and net income recorded year-on-year growth.

Details will be provided from the next page, and I am pleased to report that all items , new orders received, net sales, and operating income resulted in year-on-year growth, thereby we could make a good start towards the achievement of the full-year forecasts.

## &lt;Principal Positive/Negative Contributing Factors&gt;

- P&F :Increased based on renewal orders received of an existing large-scale project on a non-consolidated basis together with business expansion of existing subsidiaries, etc.
- GB :Increased reflecting the business expansion of overseas subsidiaries and positive effects of foreign currency fluctuations, etc.



This slide explains the status of new orders received.

All domestic and overseas business segments achieved growth, significantly in the P&F segment in particular.

Despite a reactionary drop recorded in the orders received for a large-scale project in the previous fiscal year, the P&F segment saw a significant year-on-year growth by steadily winning renewal orders of an existing project.

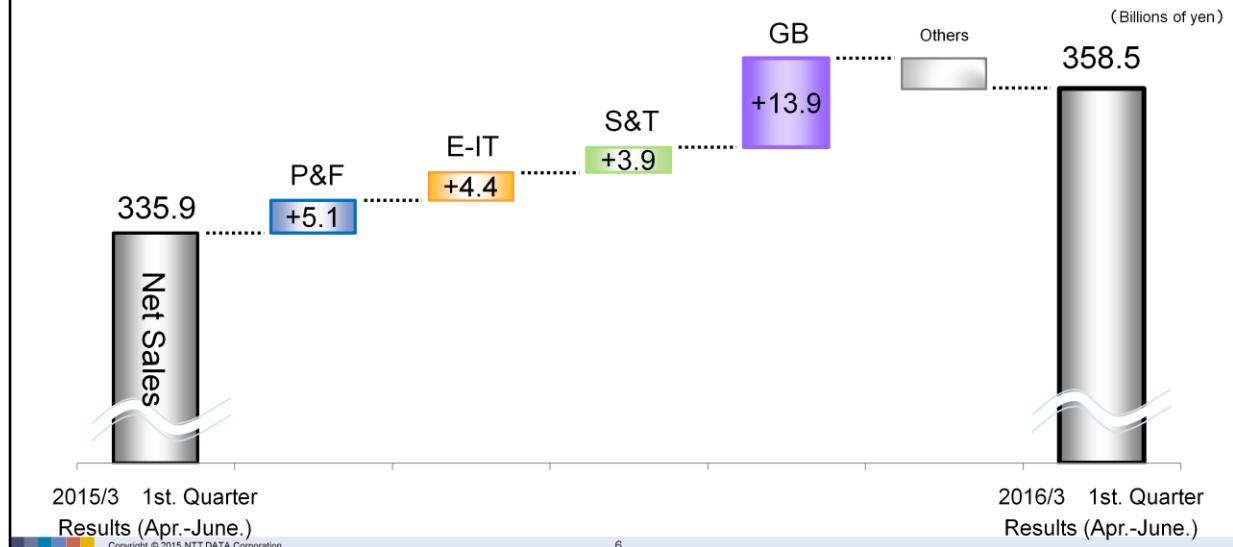
As to the Global Business (GB) segment, while the increase includes approximately 3.0 billion yen arising from the foreign exchange gain, the organic growth was also achieved steadily.

While new orders received is forecasted to increase 1.5% year on year on a full-year basis, the actual result for the first quarter made a significant growth of 15.5%. However, we basically recognize new orders received upon conclusion of the agreement with customers. Therefore, depending on the timing of the recognition, the actual result for a three-month period may swell significantly, as well as the other way around.

Most of the new orders received during the first quarter is already included in the full-year forecast. Therefore, please understand that the result has not exceeded the plan significantly.

## &lt;Principal Positive/Negative Contributing Factors&gt;

- GB : Increased reflecting the business expansion of overseas subsidiaries and positive effects of foreign currency fluctuations, etc.
- P&F : Increased owing to growth in non-consolidated sales in the financial industry, etc.
- E-IT : Increased due to growth in non-consolidated sales to utility, distribution and services industries despite a decrease in sales to telecomm industry, as well as business expansion of existing subsidiaries, etc.



Next page shows the status of net sales.

As in the new orders received, all domestic and overseas business segments recorded increases in net sales.

The largest growth was 13.9 billion yen recorded by the GB segment.

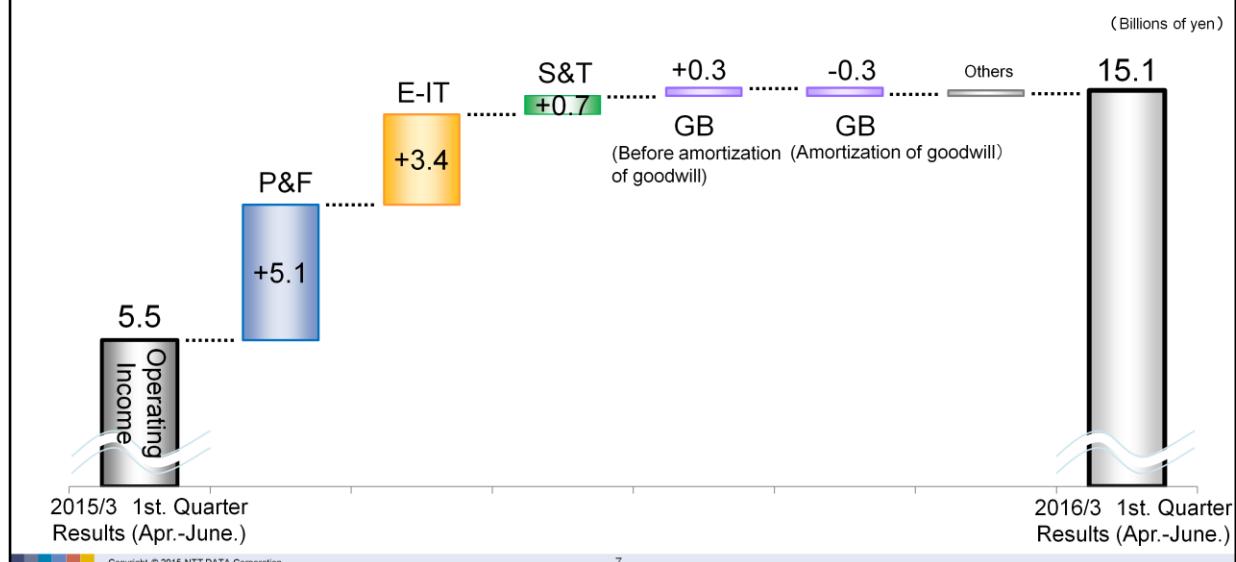
Approximately 5.0 billion yen in the effect of foreign exchange is included in this number, but mainly, the organic growth on a local currency basis in solutions, everis and EMEA contributed to the increase in net sales.

The P&F segment recorded an increase in non-consolidated sales in the financial industry while the E-IT segment saw increases in sales by offsetting the negative impacts on the telecom industry with products for utility and distribution and services industries.

Net sales for the first quarter topped the year-on-year growth rate as forecasted on a full-year basis, but in fact, this result is almost in line with the plan due to the negative impact of the renewal and reduction in size of existing large-scale systems having been offset by temporary sales of other project.

## &lt;Principal Positive/Negative Contributing Factors&gt;

- P&F :Increased reflecting the reduced unprofitable projects on a non-consolidated basis, etc.
- E-IT :Increased due to growth in non-consolidated sales to utility, distribution and services industries, as well as business expansion of existing subsidiaries, etc.



Operating income rose in all domestic and overseas business segments.

For the first quarter, unprofitable projects made a year-on-year decline of 6.1 billion yen to 1.2 billion yen.

Most of the positive contributing factors in the P&F segment are attributable to the decrease in unprofitable projects.

As to the existing unprofitable projects which I have been reporting since two fiscal years ago, there is only one project waiting for cutover, and the amount of deficit did not increase.

With respect to the E-IT segment, the positive contributing factors mentioned in the page of sales earlier contributed steadily to an increase in operating income.

On the other hand, the GB segment remained almost unchanged from a year earlier due to an increase in amortization of goodwill reflecting an impact of foreign exchange despite growth in operating income resulting from an increase in sales.

With the aim of achieving the initial goals of profitability on a full-year basis, we will exert our utmost efforts to further secure sales and profits.

As in net sales, it is our recognition that operating income was also nearly in line with the business plan as costs incurred as presumed in the full-year forecast.

	2015/3 1st. Quarter Results (Apr.-June.)	2016/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	(Billions of Yen,%)
New Orders Received	223.1	281.2	+58.1	+26.0%	
Net Sales	157.7	162.9	+5.1	+3.3%	
Operating Income	5.9	11.1	+5.1	+86.2%	
Segment Profit(*)	6.0	11.7	+5.6	+93.6%	
<ul style="list-style-type: none"> <li>- New orders received :Increased based on renewal orders received of an existing large-scale project on a non-consolidated basis together with business expansion of existing subsidiaries, etc.</li> <li>- Net sales :Increased owing to growth in non-consolidated sales in the financial industry, etc.</li> <li>- Operating income :Increased reflecting the reduced unprofitable projects on a non-consolidated basis, etc.</li> </ul>					

(\* )Segment Profit is income before income taxes

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From this page, I will explain the key points of business results by segment.

Firstly, let me explain the status of the P&F segment.

As to new orders received, while the year-on-year comparison shows a significant growth, the renewal orders received of an existing project account for the major portion and new orders received are not many. Therefore, this growth rate does not lead to an upward revision to the full-year forecast of net sales.

Furthermore, although operating income also grew significantly, it is attributable to the reduction of unprofitable projects and the increase in profits due to sales growth which offset the negative impact of the renewal and reduction in size of existing large-scale systems. Therefore, this is a result in line with the initial plan.

	2015/3 1st. Quarter Results (Apr.-June.)	2016/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	(Billions of Yen,%)
New Orders Received	91.2	93.7	+2.5	+2.8%	
Net Sales	62.4	66.9	+4.4	+7.2%	
Operating Income	0.1	3.5	+3.4	-	
Segment Profit(*)	0.8	4.5	+3.7	+433.9%	

• New orders received :Increased reflecting the expansion of projects for utility industries on a non-consolidated basis and business expansion of existing subsidiaries, etc.  
 • Net sales :Increased due to growth in non-consolidated sales to utility, distribution and services industries despite a decrease in sales to telecom industry, as well as business expansion of existing subsidiaries, etc.  
 • Operating income :Increased due to growth in non-consolidated sales to utility, distribution and services industries, as well as business expansion of existing subsidiaries, etc.

(\* )Segment Profit is income before income taxes

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The E-IT segment showed robust net sales and profits.

In net sales, despite a decrease in sales to telecom industry, sales growth is attributable to systems changes in the utility industry, and an increase in IT spending resulting from omni-channel strategy in the distribution and services industries.

Operating income, thanks in part to the impact of increased sales in addition to the improved profitability, was in line with the plan, although the growth was attributable to the differences of the mixed projects with various levels of profitability, and it is not certain that profitability will continue to improve toward the future.

	2015/3 1st. Quarter Results (Apr.-June.)	2016/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	(Billions of Yen,%)
New Orders Received	16.7	17.0	+0.2	+1.6%	
Net Sales	41.2	45.1	+3.9	+9.5%	
Operating Income	1.4	2.2	+0.7	+52.0%	
Segment Profit(*)	1.4	2.0	+0.6	+43.4%	

- New orders received :Remained almost unchanged from the previous fiscal year.  
 - Net sales :Increased due to growth in non-consolidated internal sales and the Group's internal sales among existing subsidiaries.  
 - Operating income :Increased due to growth in sales on a non-consolidated basis, etc.

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

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In the S&T segment, while new order received remained flat on a year-on-year basis, net sales increased due to growth in the Group's internal sales for other segments, which is attributable to enhanced cooperation with the P&F and E-IT segments.

As to operating income, please understand the result was almost in line with the plan due to the effect of sales growth as well as the improvement of profitability as in the E-IT segment.

	2015/3 1st. Quarter Results (Apr.-June.)	2016/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	(Billions of Yen,%)
New Orders Received	106.4	112.9	+6.4	+6.1%	↗
Net Sales	108.7	122.6	+13.9	+12.8%	↗
Operating income (before amortization of goodwill)	1.0	1.4	+0.3	+38.7%	↗
Operating Income	- 2.3	- 2.3	+0.0	+0.3%	↗
Segment Profit(*)	- 2.8	- 2.8	- 0.0	- 0.8%	↗

• New orders received :Increased reflecting the business expansion of overseas subsidiaries and positive effects of foreign currency fluctuations, etc.  
 • Net sales :Increased reflecting the business expansion of overseas subsidiaries and positive effects of foreign currency fluctuations, etc.  
 • Operating income :Remained almost unchanged compared with the previous fiscal year due mainly to an increase in amortization of goodwill despite a positive impact of an increase in operating income reflecting growth in sales in overseas subsidiaries, etc.

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The GB segment saw year-on-year increases in new orders received and net sales due to organic growth of overseas subsidiaries in addition to the impact of foreign exchange.

With respect to operating income, while operating income after amortization of goodwill remained almost at the same level on a year-on-year basis, operating income before amortization of goodwill increased due to an increase in sales.

We are afraid that we made a slightly slow start toward the achievement of the full-year forecast to turn profitable in operating income after amortization of goodwill, taking into consideration the fact that it was 2.3 billion yen in deficit for the first quarter.

In and after the second quarter, we will concentrate our efforts in the achievement of our goals.

# Earnings Forecasts for Fiscal Year Ending March 31, 2016 and Results for Fiscal Year Ended March 31, 2015

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【Billions of yen (except EPS, Cash Dividends per share), %】

	FY ended 2015/3 Results	FY ending 2016 / 3 Forecasts	YoY	
New Orders Received	1,429.1	1,450.0	+20.8 +1.5%	↗
Net Sales	1,511.8	1,540.0	+28.1 +1.9%	↗
Operating Income	84.0	100.0	+ 15.9 +19.0%	↗
Income Before Income Taxes	73.9	95.0	+21.0 +28.4%	↗
Net income attributable to owners of parent	32.1	56.0	+23.8 +74.2%	↗
EPS (yen)	115 yen	200 yen	+85 yen +74.2%	↗
Cash Dividends per share (yen)	60 yen	70 yen	+10 yen +16.7%	↗

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Now, let me explain about the full-year earnings forecasts.

all of new orders received, net sales and income for the first quarter were almost in line with the full-year earnings forecasts.

New orders received and net sales may slightly exceed the full-year forecasts due to the impact of the acquisition of Carlisle & Gallagher Consulting Group, but we have not revised the forecasts considering other uncertain factors.

Please be noted that during the first quarter, a new unprofitable project emerged, albeit small in amount. We anticipate some uncertain factors, but we will control the situation so that the problem will not become more serious.



## 2. Operating Environment and Business

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Next, I will explain about the operating environment surrounding NTT Data, as well as main topics during the first period.

- Although we face severe market environment on the back of intensified competitions and more demands for cost reductions, the social security and tax number system 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.
- 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.
- New IT investment is expected in order to accommodate a 24-hour/365-day settlement system.

National Government	<ul style="list-style-type: none"> <li>With the "Declaration on the Creation of the World's Most Advanced IT Nation" revised in June 2015, while IT spending to fortify security are expected to continue to increase, we face severe market environment on the back of intensified competitions and more demands for cost reductions. 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 sector companies, etc. towards its introduction in January 2016.</li> </ul>
Local Government and Community-based Business	<ul style="list-style-type: none"> <li>Amid overall belt-tightening, the market environment is becoming harsher due to heightened demands for cost reduction and intensified competitions.</li> <li>In relation to the social security and tax number system, relevant demand is rising from the assignment and notification of the numbers in October 2015 toward the cooperation between the government and local public bodies in 2017. We will likely to see growth in business opportunities in relation to child care support and employment, driven by the Act on Overcoming Population Decline and Vitalizing Local Economy in Japan enacted in November 2014 for the purpose of vitalizing local economy.</li> </ul>
Healthcare	<ul style="list-style-type: none"> <li>In the "Revised Japan Revitalization Strategy 2015" as approved at the Cabinet meeting on June 30, 2015, "The improvement of environment for utilization of personal data" and "The full-scale implementation of ICT in the medical/nursing care industries" are highlighted. Given that the intensive implementations of the number system in the medical industry, the promotion of information digitalization, standardization and cooperation, the full use of data for the government policies, and the improvement of environment for full use of data in private sector companies are considered for the five-year period until 2020, it is assumed that the ICT will be accelerated in the medical industry.</li> </ul>
Major Banks	<ul style="list-style-type: none"> <li>Appetites for IT spending persists, and consistent investments are expected.</li> <li>Given deregulation, IT spending is expected to grow due to development of new services using IT and creation of subsidiaries.</li> <li>It is expected that the trend of major banks' global development for supporting the overseas expansion of the Japanese companies centering in Asia will bring an increased IT spending.</li> </ul>

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First of all, let me explain about the operating environment of the P&F segment.

In the public industry, demands are increasing towards the introduction and the start of utilization in January 2016 of the so-called "My Number System," a social security and tax number system, by the government, municipalities, financial institutions, and private sector companies, and an increase in demand in the security domain is expected.

On the other hand, from the perspectives of the operating environment of the entire public industry, it is our view that on the back of consistently intensified competitions in bidding, etc. and more demands for cost reduction, the market environment remains tough for us, thereby it will take time to grow significantly.

In the financial industry, proactive movements toward IT spending are generally observed, particularly new IT investments emerging in order to accommodate a 24-hour/365-day settlement system of financial institutions.

Furthermore, it is expected, for example, that major banks will implement IT spending triggered by deregulations and global business expansions.

Regional Banks	<ul style="list-style-type: none"> <li>Consolidation of regional banks is becoming active, as seen in the proposed merger between The Bank of Yokohama, Ltd. and The Higashi-Nippon Bank, Limited., Kyushu Financial Group (merger between The Higo Bank, Ltd. and The Kagoshima Bank, Ltd.), TOMONY Holdings, Inc. and The Taisho Bank, Ltd., and Tokyo TY Financial Group, Inc. with ShinGinko Tokyo, Limited.</li> <li>Unauthorized access to internet banking is rapidly increasing, and the need for stronger security is rising.</li> </ul>
Cooperative Financial Institutions	<ul style="list-style-type: none"> <li>The domestic economy including regions is showing weakness in recovery. While lending activities for small- and medium-sized enterprises are on an upward trend, a substantial boost in IT spending cannot be expected taking into consideration the lingering fierce business environment such as interest rate competitions with neighboring financial institutions.</li> <li>Trends of improvement of cost efficiency through reorganizations and outsourcing operations, as well as promoting investments in IT strategic domains can be observed.</li> </ul>
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】 Domestic financial markets remain active. Appetite for investing in information technology is limited to the areas of regulatory compliance and retail business but there is strong appetite for investments in businesses related to wealth accumulation.</p> <p>【Credit】 : The credit card market has been growing steadily even after the consumption tax increase. With substantially improving investment environment in the relevant industry, IT spending is expected to increase for "cost-cutting projects" in addition to the "measures to increase the top line." Cashless settlements seem to continue as seen in the NFC mobile settlements, the use of smartphones as a credit card terminal for settlement, branded prepaid cards and debit cards. Measures for further convenience, safety and security are expected to accelerate towards 2020 under the "Revised Japan Revitalization Strategy" of the Japanese government.</p>
Settlement Services	<ul style="list-style-type: none"> <li>Needs for sophisticated settlements are increasing significantly on the back of the economic globalization and the improving convenience by using IT technology. In addition, the improvement of settlement infrastructure has been considered towards 2020 following the announcement made by the Ministry of Economy, Trade and Industry to promote cashless settlement. In Japan, a movement for 24-hour/365-day operation has begun, thereby it is anticipated that financial institutions will implement IT spending to realize such operation systems.</li> </ul>

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Consolidation of regional banks is becoming active, and we find their needs for stronger security in the internet banking systems are emerging.

In addition, with respect to the credit card business and financial settlement services, needs for more sophisticated settlement systems are increasing as seen in the promotion of cashless settlements being accelerating towards 2020.

While business confidence has turned favorably mostly in large-sized companies, cautious stances have been taken in terms of domestic IT spending reflecting uncertain perspectives for the overall domestic economy. Under such environment, there are some domains in which IT spending has become active.

Communication, Broadcasting and Utility Industry	<ul style="list-style-type: none"> <li>In the utilities industry, market changes arising from system changes including electricity system reforms are expected to prompt an increase in IT spending.</li> <li>In the telecom industry, IT spending cycle in response to the increased traffic due to the rapid dissemination of smartphones ended and investment targets are shifted from infrastructure and networking facilities to new services responding to intensifying competitions. Meanwhile, further cost reduction is required in the IT spending for the existing domains.</li> </ul>
Manufacturing Industry	<ul style="list-style-type: none"> <li>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.</li> </ul>
Retail, Logistics and Other Service Industry	<ul style="list-style-type: none"> <li>Robust growth can be expected in IT investment for the advancement of customer analyses (business intelligence and demand forecasting) by using POS data and information obtained from social media.</li> <li>Demands for IT spending aiming at increasing sales by using Omni-channel strategy including sales promotion activities connecting e-commerce to real stores have been growing steadily. These investments can be also expected for businesses aiming at foreign tourists visiting Japan.</li> </ul>

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

Network	<ul style="list-style-type: none"> <li>Wired networks business continued to grow steadily due to demands for establishment of new network services such as Hikari Collaboration Model in addition to demand for the continuation of business continuity plans (network redundancy, etc.) in the financial industry.</li> <li>In the wireless network business, the introduction of public relations terminals is under way in various industries, thereby it is expected that the use of tablet terminals, lines for mobile terminals and wireless LAN will expand further.</li> </ul>
Data Center Services,etc.	<ul style="list-style-type: none"> <li>For the purpose of business continuity planning, there are solid needs for data centers that maintain high level of business continuity with quake-absorbing/ earthquake-resistant structure and private power generation equipment.</li> <li>There are increasing needs for hybrid- and multi-cloud environment whereby a variety of cloud environment, including public cloud, are linked together.</li> <li>In relation to big data, which had been limited within the scope of consulting and testing, projects have been launched with a prospect of growth in the future.</li> </ul>

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As to operating environment of the E-IT segment, there are some domains in which IT spending has become active although cautious stances have been taken in terms of IT spending reflecting uncertain perspective for the overall domestic economy.

While the telecom industry continues to face tough situations in which demands for cost reduction remain strong. In the utilities industry, market changes arising from system changes including electricity system reforms lead to robust IT spending, whereas the retail and logistics industry enjoy active IT spending as well as business for foreign tourists and for the purpose of increasing sales under the omni-channel strategy.

As to operating environment for the S&T segment, the network domain continued to grow steadily on the back of demands for BCP measures and Hikari Collaboration Model, etc.

There are increasing needs for hybrid- and multi-cloud environment whereby a variety of cloud environment are linked together as well as big data which have been materialized as projects and expected to grow as our promising domains.

North America	<ul style="list-style-type: none"> <li>In the U.S. economy, the growth momentum persisted supported by robust personal consumption in the automotive and retail industries as well as construction investments and the growth in the number of job openings in addition to employment stability. The market outlook for the second half of 2015 will also remain positive despite the possibilities of the appreciation of the US dollar as well as uncertainty of the prospects of China and the Eurozone becoming negative factors for the US economy.</li> <li>The IT spending has shown upward trends in almost all business sectors except for oil and gas, and demands for investments continue in the fields that contribute to the update of existing systems, streamlining of business processes and improvements of customer satisfaction and loyalty.</li> </ul>
EMEA	<ul style="list-style-type: none"> <li>The Eurozone economy has shown moderate recovery led by strong personal consumption on the back of declining oil prices. Although business sentiment among companies is also improving, it is unlikely that aggressive expansion of investments will continue on the back of the concerns over the Greek debt problems and the deceleration of the economy in emerging countries. The U.K. economy has sustained robust growth mainly with personal consumption despite a slight slowdown of growth pace.</li> <li>Given continuing customer requests for price reduction while companies maintain a cautious stance, IT spending is unlikely to recover, especially in Italy in the short run. On the other hand, Germany and the U.K. are expected to continue to see growth in the IT service market at a rate higher than their GDP growth.</li> </ul>
Spain / Latin America	<ul style="list-style-type: none"> <li>The Spanish economy has demonstrated a stable recovery from its economic crisis. With a trend for improvement of corporate business sentiment in many fields, it is expected that the IT service market will achieve a growth rate slightly exceeding that of 2014.</li> <li>Overall economy in Latin America was decelerating, negatively affected by the deteriorating economy in Brazil and Argentina despite there were several countries with robust economy like Mexico and Chile. Meanwhile, the IT service market is likely to maintain growth led by Mexico, and especially, favorable opportunities are expected to emerge following the enhanced investments by the government in the public sectors.</li> </ul>
China	<ul style="list-style-type: none"> <li>While the economic activities in the Chinese major cities such as Beijing, Shanghai and Guangzhou remained active with no significant changes, the Chinese economy has been decelerating, and a decline in the number of cars sold was also observed. Under these circumstances, the Chinese government implemented interest rate cuts and other measures in an effort to revitalize the economic activities. The effects of such policy are expected to emerge in the second half of the year, but uncertain outlook is prevailing.</li> <li>Local companies continued to be active on IT spending, and demands for IT spending associated especially with CRM and e-commerce are strong.</li> </ul>
APAC	<ul style="list-style-type: none"> <li>Although major APAC countries have the outlook of GDP growth for 2015 at a range between 5% and 8%, some countries facing a sign of economic slowdown such as influences of deceleration of economic growth in the major export destinations such as China concurrently with sluggish domestic demand. The Central Bank of Thailand made a downward revision to the outlook for the annual GDP growth. On the other hand, in India, the economic reforms and aggressive investments in the infrastructure by the Modi administration are expected to prompt the growth acceleration.</li> <li>Given upcoming inauguration of ASEAN Economic Community (AEC) in 2015, the expansion of investments by Japanese companies is assumed in the APAC region, and it is also expected that new demands will emerge in the IT service market.</li> </ul>
Solutions	<ul style="list-style-type: none"> <li>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 demands for SAP solutions and the outsourcing business have been robust, and continued stable growth is expected.</li> <li>It is expected that new markets will be expanded in the fields of HANA (High-Performance Analytic Appliance), analytics, mobile technology and cloud computing.</li> </ul>

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This slide shows operating environment of the Global Business segment.

In North America, the economic outlook is positive, and solid demands for IT spending are observed mainly in the corporate domain.

Concerning EMEA,

- Operating environment remains tough in Italy, and a recovery of IT spending is not likely in the short run.
- Meanwhile, IT service markets in Germany and the United Kingdom continued to grow.

As to Spain and Latin America,

- The Spanish economy is on a recovery trend in which the IT service market is also expected to achieve a growth rate exceeding that of the previous year.
- Overall economy in Latin America was decelerating whereas there are demands in the IT service market for investments by the government in the public sectors.

In the solutions domain, in which the NTT DATA Group companies are engaged in SAP business, the IT service market grew steadily.

That's all for the operating environment.

Lastly, I will show you some topics of the NTT DATA Group.

## Principal Measures Taken in and after April : Fiscal Year Ending March 31, 2016(1/2)

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Public & Financial IT Services

1

### Basic agreement for the development of IoT service for water and sewerage business

- We concluded a basic agreement with METAWATER Co., Ltd. to cooperate in the field of IoT<sup>(Note 1)</sup> services for water and sewerage suppliers. We will provide higher quality monitoring services by linking our IoT cloud platform and METAWATER's monitoring systems for filtration and sewage plants and monitoring systems for flow rates, water pressure, and remaining salt concentration.

2

### Launch of "STELLA CUBE" service for Kirayaka Bank, Ltd.

- In "STELLA CUBE", a shared-use center for regional and second regional banks, we started to provide Kirayaka Bank, Ltd. with services.

3

### Conclusion of "The Arrangement of Mutual Supports in the Event of Occurrence of Major Disasters" among the financial institutions participating in the NTT DATA Regional Bank Integrated Services Center.

- We signed the Mutual Support Agreement in the Time of Large-Scale Disaster with fourteen banks\* participating in "The Regional Bank Integrated Services Center" to help maintain the financial functions of the disaster-stricken banks, or mutually support each other in early recovery.

\*The Aomori Bank, Ltd., The Akita Bank, Ltd., The Bank of Iwate, Ltd., The Ashikaga Bank, Ltd., The Chiba Kogyo Bank, Ltd., The Hokutsu Bank, Ltd., The Fukui Bank, Ltd., The Bank of Kyoto, Ltd., The Senju Ikeda Bank, Ltd., THE TOTTORI BANK, LTD., The Shikoku Bank, Ltd., THE OITA BANK, LTD., THE NISHI-NIPPON CITY BANK, LTD., The Aichi Bank, Ltd. (Bank Code order)

Enterprise IT Services

4

### Started the provision of total services for new electric power retail business operators, and collaboration with other companies in demand-and-supply management as well as the establishment of the CIS services.

- We started to provide comprehensive services for the new electricity retail industry, which more businesses are expected to enter due to the electricity retail liberalization. Through the cooperation between the NTT DATA Group and other businesses such as application vendors, we deliver a variety of services: consulting services provided before the launch of an electricity retail business, cloud services that provide jointly-developed business applications, BPO such as call center and payment collection outsourcing. Furthermore, we agreed to partner with FUJI ELECTRIC CO., LTD. and KYOWA EXEO CORPORATION to provide supply and demand management services and CIS<sup>(Note 2)</sup> services for new electricity retailers.

5

### Started the verification of sophisticated maintenance services using IoT for manufacturing business industries.

- In order to meet the need of the IoT business, which is expected to increase, we established a new organization on July 1 to promote business opportunities in IoT technology services for manufacturers. As part of our project, we aim to ensure stable operation of industrial 3D printers by working with our subsidiaries, NTT DATA ENGINEERING SYSTEMS CORPORATION and JSOL CORPORATION. And so we began to consider providing services where the operational information of the devices is gathered from the sensors, analyzed as Big Data, and used for error detection and preventive maintenance. In addition to adding high value to 3D printers, we make every effort to expand our services throughout the manufacturing industry, which requires maintenance services.

Notes:1.IoT(Internet of Things)

:Just in the same way as people exchange information and do activities on the Internet, "things" connected via the Internet also share information, provide beneficial information, and even move without anyone's help.

Notes:2.CIS (Customer Information System) :A system that helps customer management, fee calculation, payment collection, payment reminder, etc.

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First, the P&F segment.

In the public water and sewerage domain, we could confirm the effectiveness of utilization of IT in collecting information based on the IoT technology as well as in the domain of big data analysis, thereby we determined to establish central IoT cloud platforms and started the IoT services for the public water and sewerage business.

And in the financial domain, some of the examples of our achievements include the provision of the shared services of core banking to Kirayaka Bank, Ltd. in May, and the conclusion of "The Arrangement of Mutual Supports in the Event of Occurrence of Major Disasters" among the 14 financial institutions participating in the NTT DATA Regional Bank Integrated Services Center.

Now, let us see the EIT segment.

We started the provision of comprehensive services for new electricity retail industry ranging from consulting services before launch of electricity retail business to application platforms necessary for electricity retail business, as well as various BPO services including call center and payment collection outsourcing. Furthermore, we agreed to partner with FUJI ELECTRIC CO., LTD. and KYOWA EXEO CORPORATION to provide cloud services equipped with functions of supply-and-demand management as well as CIS operations..

Furthermore, with regard to the IoT technology that I introduced earlier, we have promoted the creation of services for manufacturing industries, and started the verification of sophisticated maintenance services by applying the IoT technology to the maintenance of industrial 3D printers.

Solutions & Technologies

6

"BIZXAAS BA Analytics Framework," a big data processing and aggregate support service, has been adopted by Kirin Company, Limited for use as its data analysis foundation.

- For their data analysis platform, Kirin Company, Limited adopted the "BIZXAAS BA Analytics Framework" (Note 3), data processing and aggregation services associated with the use of Big Data analysis. The "BIZXAAS BA Analytics Framework" has been in full-scale operation and optimized pre-analysis tasks, which used to be complicated and formidable, such as processing and aggregation of Big Data. Our services lead to a significant decrease in work load.

7

NTT DATA Smart Sourcing Corporation established "Aomori Madeni BPO Center" in Aomori City.

- One of our subsidiaries, NTT DATA Smart Sourcing Corporation, opened "Aomori Madeni BPO Center" in Aomori City. This center has 200 seats and provides a wide range of BPO from contact center outsourcing for financing institutions to back office and clerical work outsourcing. The establishment of this center also helped to revitalize Aomori City's economy by offering job opportunities. It is planned to carry out the sequential adoption of 100 people scale in accordance with the establishment.

Global Business

8

Acquisition of Carlisle & Gallagher Consulting Group, Inc. to become a wholly owned subsidiary

- Through our American subsidiary, NTT DATA, Inc., we reached a final agreement to obtain all of the shares outstanding of Carlisle & Gallagher Consulting Group, Inc. (CG), a U.S. financial IT consulting firm. The capital alliance was created on July 24 (Japan time). By combining NTT DATA, Inc.'s broad range of services and technologies and CG's professional consulting skills in the financial industry, we promote our services where our expertise is needed, such as the bank industry and asset management and investment industries.

9

everis Group provided large-scale outsourcing services to Abertis Infraestructuras, S.A.

- Our Spanish subsidiary, the everis Group, entered into a 10-year outsourcing agreement with Abertis Infraestructuras, S.A., which builds and maintains toll roads, telecom facilities and so forth in Spain and other areas like France and Latin America. Under this large-scale agreement, the everis Group is providing BPO, including finance, accounting, and human resources outsourcing, and user support services.

Notes:3. BIZXAAS BA :A big Data analysis and utilization service, ranging from introduction to full-scale utilization. This consists of three services: Big Data Consulting Service, Application Providing Service for Big Data Utilization, and Work Support Service for Big Data Utilization.

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Next slide shows the S&T segment.

"BIZXAAS BA Analytics Framework," a big data processing and aggregate support service, has been adopted by Kirin Company, Limited taking into consideration the effectiveness of reduction in work load and the operability, accompanied by cost advantage and high scalability, etc., and started operation in full swing.

In addition, we established "Aomori Madeni BPO Center" in Aomori City to provide a broader range of BPO services including contact center services for the financial industry, back office functions and clerical works.

Finally, the Global Business.

In North America, we acquired Carlisle & Gallagher Consulting Group, Inc., a financial IT consulting firm, to convert it into our wholly owned subsidiary.

Through this acquisition, we will be able to promote broader services where expertise is needed of the banking industry, asset management and investment industries.

The everis Group started to provide Abertis Infraestructuras, S.A., which builds and maintains toll roads and telecom facilities in Spain and other areas including France and Latin America, with a ten-year BPO services including finance, accounting and human resources, and user support services.



### 3. Appendices

# Overview of Consolidated Earnings and New Orders Received for the 1st Quarter of FY Ending March 31, 2016

**NTT DATA**

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

	2015/3 1st. Quarter Results (Apr.-June.)	2016/3 1st. Quarter Results (Apr.-June.)	YoY (%)	2016/3 Full-Year Forecasts
New Orders Received	437.4	505.1	+15.5	1,450.0
Orders on Hand	1,467.4	1,527.2	+4.1	1,367.0
Net Sales	335.9	358.5	+6.8	1,540.0
Cost of Sales	260.3	270.5	+3.9	1,155.0
Gross Profit	75.5	88.0	+16.5	385.0
SG&A Expenses	70.0	72.8	+4.1	285.0
Selling Expenses	31.1	33.4	+7.3	135.0
R&D Expenses	3.1	2.9	-4.8	13.0
Other Administrative Expenses	35.7	36.5	+2.1	137.0
Operating Income	5.5	15.1	+174.1	100.0
Operating Income Margin	1.6	4.2	+2.6P	6.5
Ordinary Income	4.4	15.3	+248.2	95.0
Special Gains and Losses	-	-	-	-
Income before Income Taxes	4.4	15.3	+248.2	95.0
Income Taxes and Others	4.0	7.9	+95.0	39.0
Net income attributable to owners of parent	0.3	7.3	-	56.0
Capital Expenditures	26.2	26.8	+2.4	130.0
Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles	38.2	40.3	+5.3	157.0

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

NTT DATA

(Billions of yen)

	2015/3 1st. Quarter Results (Apr.-June)	2016/3 1st. Quarter Results (Apr.-June)	2016/3 Full-Year Forecasts
Public & Financial IT Services	154.2	159.1	735.0
Enterprise IT Services	61.4	65.5	280.0
Solutions & Technologies	14.6	14.4	63.0
Global Business	105.2	119.1	461.0

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

NTT DATA

(Billions of yen)

	2015/3 1st. Quarter Results (Apr.-June)	2016/3 1st. Quarter Results (Apr.-June)	2016/3 Full-Year Forecasts
<b>Public &amp; Financial IT Services</b>			
(Main item) Central Government and Related Agencies, Overseas Public Institutions, etc.	59.5	73.1	142.0
(Main item) Local Government and Community-based Business	39.3	44.0	106.0
(Main item) Healthcare	6.1	5.3	14.0
(Main item) Banks	49.9	76.3	155.0
(Main item) Cooperative Financial Institutions	34.2	47.7	119.0
(Main item) Insurance, Security and Credit Corporations	28.9	26.7	102.0
(Main item) Settlement Services	4.2	6.3	19.0
<b>Enterprise IT Services</b>			
(Main item) Communication, Broadcasting and Utility Industry	31.5	36.1	96.0
(Main item) Manufacturing Industry	35.9	33.2	103.0
(Main item) Retail, Logistics and Other Service Industry	18.4	18.5	45.0
<b>Solutions &amp; Technologies</b>			
(Main item) Network Services	0.5	0.3	2.0
(Main item) Data Center Services	11.8	11.4	22.0

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)

		2015/3 1st. Quarter Results (Apr.-June)	2016/3 1st. Quarter Results (Apr.-June)	2016/3 Full-Year Forecasts
<b>Public &amp; Financial IT Services</b>				
(Main item)	Central Government and Related Agencies, Overseas Public Institutions, etc.	29.2	30.0	141.0
	Local Government and Community-based Business	17.4	16.2	105.0
	Healthcare	2.6	2.4	16.0
	Banks	38.3	40.3	180.0
	Cooperative Financial Institutions	24.4	26.3	100.0
	Insurance, Security and Credit Corporations	21.9	22.0	103.0
	Settlement Services	19.8	21.2	86.0
<b>Enterprise IT Services</b>				
(Main item)	Communication, Broadcasting and Utility Industry	24.5	25.0	96.0
	Manufacturing Industry	20.6	21.3	106.0
	Retail, Logistics and Other Service Industry	11.9	14.3	55.0
<b>Solutions &amp; Technologies</b>				
(Main item)	Network Services	5.2	4.3	15.0
	Data Center Services	6.8	7.3	33.0
Integrated IT Solution		110.2	114.8	461.0
System & Software Development		75.1	79.2	422.0
Consulting & Support		132.8	149.1	609.0
Others		17.5	15.4	48.0
Net Sales by Products and Services Total		335.9	358.5	1,540.0

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

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# Non-Consolidated Earnings and New Orders Received

**NTT DATA**

(Billions of yen)

	2015/3 1st. Quarter Results (Apr.-June)	2016/3 1st. Quarter Results (Apr.-June)	2016/3 Full-Year Forecasts
New Orders Received	248.2	299.1	695.0
Orders on Hand	1,121.1	1,144.3	988.0
Net Sales	179.4	186.1	815.0
Cost of Sales	144.2	141.4	623.0
Gross Profit	35.2	44.6	192.0
SG&A Expenses	27.3	27.9	115.0
Selling Expenses	12.6	13.4	55.0
R&D Expenses	2.6	2.4	11.0
Other Administrative Expenses	12.1	12.1	49.0
Operating Income	7.8	16.6	77.0
Operating Income Margin	4.4	9.0	9.4
Ordinary Income	13.5	21.1	79.0
Special Gains and Losses	-	-	-
Income before Income Taxes	13.5	21.1	79.0
Income Taxes and Others	2.2	5.1	25.0
Net Income	11.3	15.9	54.0
Capital Expenditures	21.8	20.0	105.0
Depreciation and Amortisation /Loss on Disposal of Property and Equipment and Intangibles	30.0	31.8	126.0

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

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## Trends in Quarter (Consolidated)

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(Yen / %)

	2015/3 1st. Quarter Results (Apr.-June)	2016/3 1st. Quarter Results (Apr.-June)	YoY (%)	2015/3 Results	2016/3 Full-year Assumed Rates	YoY (%)
	①	②	(②-①)/①	③	④	(④-③)/③
USD	102.13	121.44	+18.9%	109.85	118.00	+7.4%
EUR (For December-end companies)	140.75	133.97	- 4.8%	140.30	130.00	- 7.3%
EUR (For March-end companies)	140.01	134.18	- 4.2%	138.60	130.00	- 6.2%
RMB (Chinese Yuan Renminbi)	16.84	19.10	+13.4%	17.16	19.00	+10.7%



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