Company Presentation for the Third Quarter of Fiscal Year Ending March 31, 2019

February 5, 2019
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 Third Quarter of Fiscal Year Ending March 31, 2019 (The whole company basis)

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Results for the Third Quarter of Fiscal Year Ending March 31, 2019

- Robust domestic businesses and EMEA and Latin America contributed to a stable increase in new orders received and net sales.
- Operating income is expected to achieve the full-year forecast due to the companywide offsetting of the impact of unprofitable projects.

(Billions of Yen, %)

I F R S				
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	YoY (Amount)	YoY (Rate)
New Orders Received	1,384.8	1,404.8	+20.0	+1.4%
Net Sales	1,480.1	1,550.7	+70.6	+4.8%
Operating Income	87.2	94.3	+7.1	+8.2%
Net Income Attributable to Shareholders of NTT DATA	56.2	59.5	+3.3	+5.9%

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2

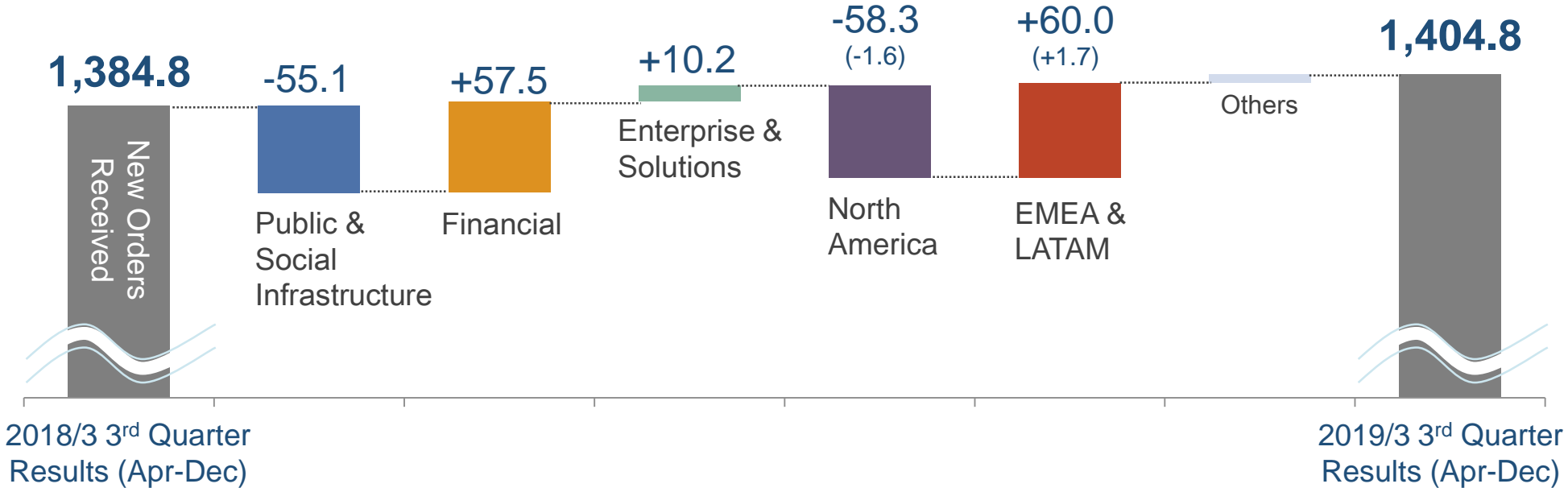Results for the Third Quarter of Fiscal Year Ending March 31, 2019 (By business segment)

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New Orders Received: YoY Changes by Business Segment (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of yen)
( ) shows an exchange rate impact included in the figure above.

1,384.8

New Orders Received

-55.1
Public & Social Infrastructure

+57.5
Financial

+10.2
Enterprise & Solutions

-58.3
(-1.6)
North America

+60.0
(+1.7)
EMEA & LATAM

Others

1,404.8

2018/3 3rd Quarter Results (Apr-Dec)

2019/3 3rd Quarter Results (Apr-Dec)

Public & Social Infrastructure	Decreased due mainly to less orders compared to the previous fiscal year such as for projects from government ministries and the telecom industry.
Financial	Increased due mainly to winning more projects from banks.
Enterprise & Solutions	Increased due mainly to the expansion in the scale of services for the manufacturing industry including M&A in the previous fiscal year.
North America	Decreased due mainly to less orders compared to the previous fiscal year such as for services for healthcare.
EMEA & LATAM	Increased due mainly to winning more projects in Europe mainly in Spain and Italy.

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Net Sales: YoY Changes by Business Segment (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of yen)
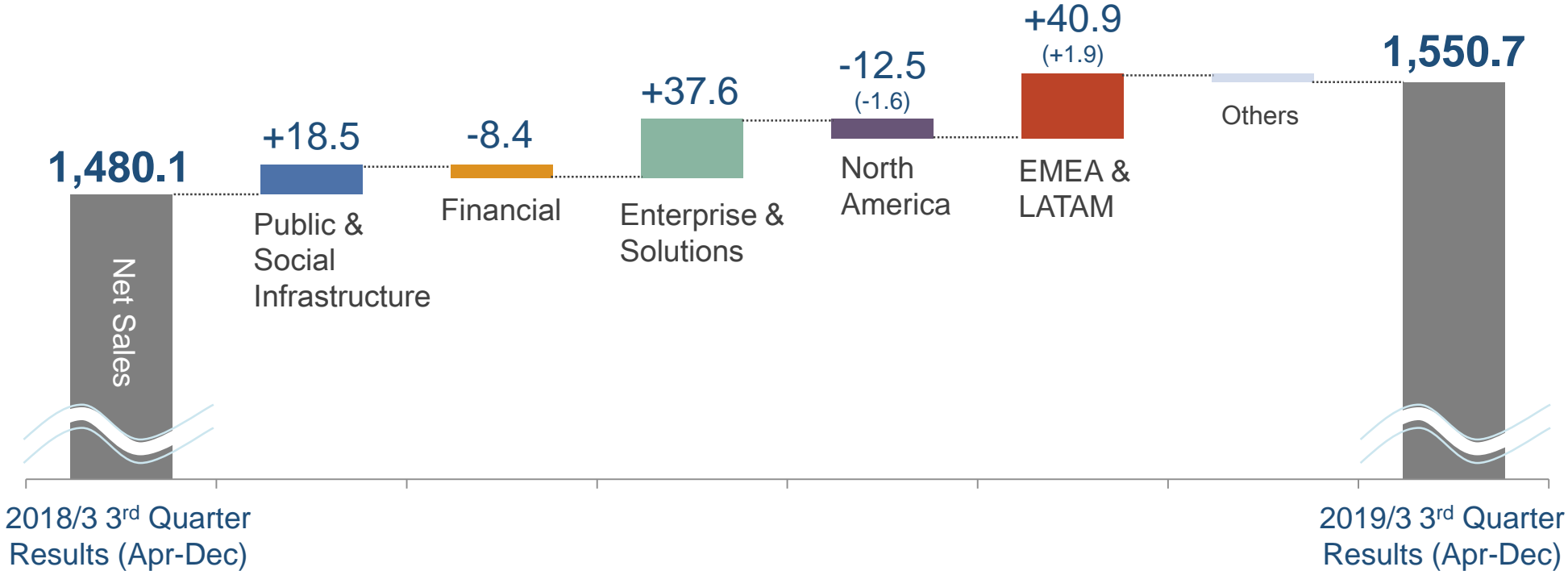( ) shows an exchange rate impact included in the figure above.

1,480.1
Net Sales

+18.5
Public & Social Infrastructure

-8.4
Financial

+37.6
Enterprise & Solutions

-12.5
(-1.6)
North America

+40.9
(+1.9)
EMEA & LATAM

Others

1,550.7

2018/3 3rd Quarter Results (Apr-Dec)

2019/3 3rd Quarter Results (Apr-Dec)

Public & Social Infrastructure	Increased due mainly to an expansion of the scale of services for the telecom industry and government ministries.
Financial	Decreased due mainly to less sales compared to the previous fiscal year such as for services for banks despite an increase mainly in services for insurance industry.
Enterprise & Solutions	Increased due mainly to the expansion in the scale of services for the manufacturing including M&A in the previous fiscal year and logistics industries.
North America	Decreased due to a decrease in services for healthcare and financial industries, despite an increase in services for public and manufacturing.
EMEA & LATAM	Increased due mainly to an expansion of businesses in Europe mainly in Spain and Italy.

Operating Income: YoY Changes by Business Segment (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of yen)
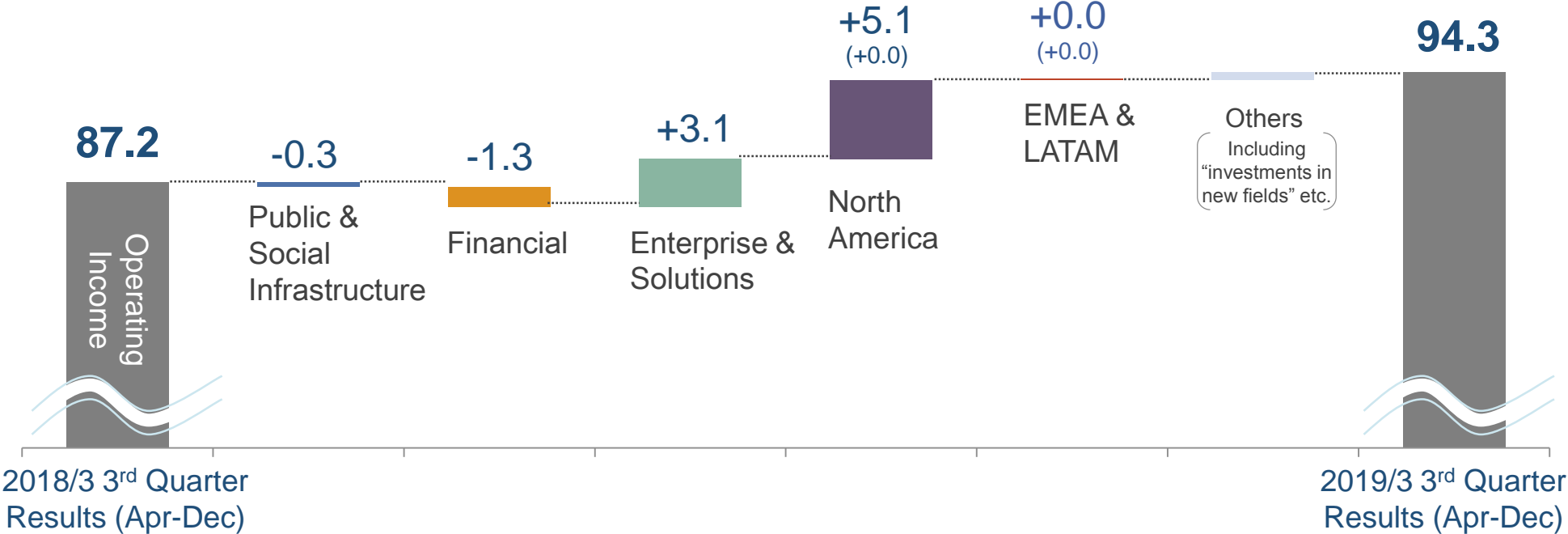( ) shows an exchange rate impact included in the figure above.

87.2
Operating Income

-0.3
Public & Social Infrastructure

-1.3
Financial

+3.1
Enterprise & Solutions

+5.1
(+0.0)
North America

+0.0
(+0.0)
EMEA & LATAM

Others
Including "investments in new fields" etc.

94.3

2018/3 3rd Quarter Results (Apr-Dec)

2019/3 3rd Quarter Results (Apr-Dec)

Public & Social Infrastructure	Decreased due mainly to the increase in the amount of loss from unprofitable projects despite an increase attributable to sales growth.
Financial	Decreased due mainly to less operating income compared to the previous fiscal year such as for services for banks despite an increase mainly in services for insurance industry.
Enterprise & Solutions	Increased due mainly to sales growth.
North America	Increased due mainly to the start of cost improvement taking effect and decrease of PMI cost, despite a decrease due to decline in sales.
EMEA & LATAM	Remained on par with the previous fiscal year due mainly to temporary factors despite an increase attributable to sales growth.

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Public & Social Infrastructure (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of Yen,%)

| | IFRS | | | |
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	YoY (Amount)	YoY (Rate)
New Orders Received	317.1	262.0	-55.1	-17.4%
Net Sales	299.0	317.4	+18.5	+6.2%
Operating Income	17.8	17.5	-0.3	-1.6%

New orders received	Decreased due mainly to less orders compared to the previous fiscal year such as for projects from government ministries and the telecom industry.
Net sales	Increased due mainly to an expansion of the scale of services for the telecom industry and government ministries.
Operating income	Decreased due mainly to the increase in the amount of loss from unprofitable projects despite an increase attributable to sales growth.

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Financial (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of Yen,%)

	IFRS		YoY (Amount)	YoY (Rate)	
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)			
New Orders Received	263.0	320.5	+57.5	+21.9%	
Net Sales	407.7	399.3	-8.4	-2.1%	
Operating Income	38.6	37.3	-1.3	-3.4%	

New orders received	Increased due mainly to winning more projects from banks.
Net sales	Decreased due mainly to less sales compared to the previous fiscal year such as for services for banks despite an increase mainly in services for insurance industry.
Operating income	Decreased due mainly to less operating income compared to the previous fiscal year such as for services for banks despite an increase mainly in services for insurance industry.

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Enterprise & Solutions (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of Yen,%)

	IFRS			
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	YoY (Amount)	YoY (Rate)
New Orders Received	206.7	216.9	+10.2	+4.9%
Net Sales	343.2	380.9	+37.6	+11.0%
Operating Income	34.7	37.8	+3.1	+9.0%

New orders received	Increased due mainly to the expansion in the scale of services for the manufacturing industry including M&A in the previous fiscal year.
Net sales	Increased due mainly to the expansion in the scale of services for the manufacturing including M&A in the previous fiscal year and logistics industries.
Operating income	Increased due mainly to sales growth.

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North America (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of Yen,%)

| | IFRS | | | |
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	YoY (Amount)	YoY (Rate)
New Orders Received	308.0	249.7	-58.3	-18.9%
Net Sales	326.4	313.9	-12.5	-3.8%
EBITA (*1)	3.8 (1.2%*2)	8.0 (2.5%*2)	+4.1	+107.6%
Operating Income	-4.5	0.5	+5.1	-

(*1) EBITA = Operating income + Amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.
(*2) EBITA margin (EBITA to net sales ratio)

New orders received	Decreased due mainly to less orders compared to the previous fiscal year such as for services for healthcare.
Net sales	Decreased due to a decrease in services for healthcare and financial industries, despite an increase in services for public and manufacturing.
EBITA	Increased due mainly to the start of cost improvement taking effect and decrease of PMI cost, despite a decrease due to decline in sales.
Operating income	Increased due mainly to the start of cost improvement taking effect and decrease of PMI cost, despite a decrease due to decline in sales.

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EMEA & LATAM (3Q FYE3/2018 and 3Q FYE3/2019)

(Billions of Yen,%)

	IFRS			
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	YoY (Amount)	YoY (Rate)
New Orders Received	271.8	331.8	+60.0	+22.1%
Net Sales	281.6	322.5	+40.9	+14.5%
EBITA (*1)	8.6 (3.0%*2)	9.1 (2.8%*2)	+0.5	+5.6%
Operating Income	3.2	3.2	+0.0	+1.0%

(*1) EBITA = Operating income + Amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.
(*2) EBITA margin (EBITA to net sales ratio)

New orders received	Increased due mainly to winning more projects in Europe mainly in Spain and Italy.
Net sales	Increased due mainly to an expansion of businesses in Europe mainly in Spain and Italy.
EBITA	Remained on par with the previous fiscal year due mainly to temporary factors despite an increase attributable to sales growth.
Operating income	Remained on par with the previous fiscal year due mainly to temporary factors despite an increase attributable to sales growth.

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3

Appendices -Business topics-

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Public & Social Infrastructure

1

Starting a Proof of Concept (PoC) of a system to optimize the operation of ambulances using emergency big data

Since February 2018, with the aim of reducing the time required to transport an emergency patient to hospital by ambulance, NTT DATA has conducted joint research of a system to optimize the operation of ambulances using emergency big data together with the National Research Institute of Fire and Disaster and Nippon Telegraph and Telephone Corporation by utilizing our long-standing achievements and know-how of the development, operation, and maintenance of emergency medical information systems. As we confirmed the effectiveness of the following three themes in cooperation with multiple fire departments in the course of the research, we started a PoC in December 2018.
- Optimal allocation of emergency squads to locations with a high probability of having a sick or an injured person based on a forecast of demands for emergency care using previous cases of ambulance transport, weather condition data, dynamic demography data, etc.
- Real-time forecast of medical institutions' possibilities to accept a patient taken by ambulance based on information analysis of records of emergency squads dispatches and medical institutions' acceptance of emergency patients.
- Provision of a suitable route for a safe ambulance service based on traffic projections using driving information of ambulances, map information, and other data.

We will aim to increase the forecast accuracy of each theme and develop an operation system on the assumption of the actual use conditions.

2

Starting to verify the practicality of AI-OCR to improve operational efficiency together with Tsukuba City, Machida City, Yokohama City, Fukuoka City, Koriyama City, and Ichikawa City

NTT DATA started to check the readability rate of AI-OCR [Note 1] by using actual forms in December 2018 as part of a system planning and development effort to make the operations of local governments more efficient together with multiple advanced cities in the RPA field. For this verification, we have utilized DX Suite, an AI-OCR solution developed by AI inside Inc., and "WinActor" [Note 2], an RPA solution distributed by NTT DATA, and checked the readability rate of actual forms in Tsukuba City and other local governments. We will publish the verification result at around the end of FY2018 to show how useful the solution is for local governments and provide specific information that would lead to the introduction of the AI-OCR service such as measurements of how the digitalized applications would reduce operation volume.

(Note 1) AI-OCR
A technology that combines the traditional OCR technology and machine and deep learning to identify patterns based on the learning and read text. It can read a handwritten text and recognize text by item with a high degree of accuracy.

(Note 2) "WinActor"
An RPA solution made in Japan based on technology developed by NIPPON TELEGRAPH AND TELEPHONE CORPORATION's laboratories in 2010. NTT DATA as the distributor takes charge of seeking partner companies to provide the service, preparing materials for technology training, etc.

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Financial

Financial	1	**Starting to provide "A-gate", a solution that supports public cloud utilization in an integrated manner** Since October 2018, NTT DATA has provided "A-gate", a solution that supports the public cloud utilization in an integrated manner from the consideration of introduction to the operation, in order to allow financial institutions to utilize public cloud services such as AWS and Azure securely and safely. This solution enables financial institutions to enjoy the flexibility and convenience of public cloud services without developing and maintaining an organization having expertise or a secure platform necessary to utilize public cloud services by themselves. Moreover, the combination of "OpenCanvas", NTT DATA's robust cloud platform that has been used by financial institutions, and this solution provides high security at a low cost. We will roll out this solution mainly for financial institutions and aim to record net sales of 5 billion yen in total in 5 years.
	2	**Participating in a Proof of Concept (PoC) of "DPRIME (provisional name)", Mitsubishi UFJ Trust and Banking Corporation's information trust platform** NTT DATA supported the development and participated in a PoC of the beta version [Note 3] of "DPRIME (provisional name)", a platform that would work as an information trust function [Note 4] Mitsubishi UFJ Trust and Banking Corporation is planning. This platform will maximize the value a person could gain when the person voluntarily utilizes personal data [Note 5] and provides it for a company using such data. We will continue to support the effort to make "DPRIME (provisional name)" commercially available. Also, we will develop platforms of an information bank [Note 6] and a personal data store (PDS) [Note 7] in or after FY2019 and provide the services by utilizing the technologies we have acquired through the Individual Number business and Big Data business as well as know-how we learned through the PoC.
	3	**Starting to provide "Ai-Saku", a platform to support farming management** Since October 2018, NTT DATA has provided organizations including agricultural cooperatives and agricultural producers' cooperative corporations with "Ai-Saku", a platform to support farming management, which helps information sharing between a person in charge at an agricultural organization and a producer. "Ai-Saku" enables the person in charge at the agricultural organization to capture information on a farming plan and actual results the producer inputs on a smartphone or a tablet, which visualizes farming information in production areas, promotes mutual communications, and improves the quality and efficiency of farming activities. Currently, organizations including JA Group Ibaraki and JA Kagawa Prefecture are using the platform on a trial basis with an aim of introducing it on a full scale. We will aim to increase the value of the platform to support farming management by aligning with the NTT DATA Group's agricultural solutions related to cropland management, pest and disease diagnosis, growth diagnosis and others, and also to have it introduced by 100 organizations in Japan by the end of FY2020. Through these activities, we will support the entire agricultural business in various aspects.

(Note 3) Beta version
Sample software to verify a series of experiences including user contacts prior to the release of a completed version.
(Note 4) Information trust function
A function that supports individual decision-making on whether to provide personal data for a third party or a function to judge the adequacy of personal data provision on behalf of an individual upon his/her instruction.
(Note 5) Personal data
Extensive information on an individual including information that can identify a specific individual (personal information stipulated by Article 2.1 of the Act on the Protection of Personal Information) as well as information that cannot identify or sort out an individual.
(Note 6) Information bank
A company that manages personal data by utilizing systems such as PDS under an agreement on personal data utilization finalized with an individual and provides personal data for a third party (another company) after making a decision on the adequacy on behalf of the individual upon the individual's instructions or based on predetermined conditions.
(Note 7) Personal data store (PDS)
A mechanism (system) that has a control function to provide personal data for companies, etc. that want to utilize such data and allows an individual to store and manage personal data on a voluntary basis.

Enterprise & Solutions

1

Enhancing service to accept a wide variety of domestic and overseas code payments in an integrated manner

For "CAFIS", the biggest payment platform in Japan provided by NTT DATA, we decided to provide a new service that enables a retailer to accept a wide variety of domestic and overseas payment methods using various codes such as linear barcodes and QR codes with one payment terminal or interface. This service will allow retailers to accept payment services for domestic users such as Origami Pay, d-Barai , pring, PayPay, LINE Pay, and Rakuten Pay (payment using an application) and overseas code payments including Alipay and WeChatPay that are widely used in China in an integrated manner and, by utilizing our payment solutions, enable retailers to select an easy-to-connect interface or application while using an existing system infrastructure. We will start to provide this solution in the spring of 2019, continue to deepen the relationship with domestic and overseas payment service providers and consider and promote solutions to deal with all types of linear barcode and QR code payment methods.

2

Expanding the payment business into the APAC region through the acquisition of an Indian company, Atom Technologies

In November 2018, NTT DATA agreed with Atom Technologies Limited (hereafter called Atom), which provides advanced payment services for Indian e-commerce, retail stores, and other companies, that NTT DATA would acquire a majority stake in Atom and make Atom a subsidiary. Atom is a payment agency that provides omnichannel payment services for various shopping situations such as on mobile phones, on the Internet, and at brick-and-mortar shops and deals with all major advanced payment methods in India in partnership with more than 50 Indian banks. While we have promoted the payment agency business to provide comprehensive payment services for member stores in East Asia and Southeast Asia, we will aim to create business in order to meet a wider range of client needs by expanding into the Indian electronic payment market that has grown rapidly due to the promotion of digitalization through the acquisition of Atom and by combining the BPO business NTT DATA Group has rolled out in India and Atom's businesses.

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North America

1

Awarded and expanding businesses with Grupo Bimbo, a worldwide food manufacturing company, involving next generation end user automation innovation

NTT DATA Services, a subsidiary of NTT DATA Corporation, was newly awarded a managed user support services[Note 8] contract with Grupo Bimbo, a large worldwide food manufacturing company, based in middle and north America. This field services contract across 32 countries and 4 continents involving next generation end user automation provides benefits to the client such as self-heal[Note 9] and end-to-end automation of provisioning IT assets. Also we have recently expanded our business scope including the dynamic workplace and project services based on our successful transition for the initial phase of global field services.

2

NTT DATA Services has successfully closed[Note 10] the acquisition of Sierra Systems Group, Inc. in Canada

NTT DATA Services, a subsidiary of NTT DATA Corporation, announced it has successfully closed its acquisition of Sierra Systems Group, Inc., expanding its presence and capabilities in Canada.

With this acquisition, NTT DATA Services adds a significant presence in the Canadian IT services market. Sierra Systems, headquartered in Vancouver, British Columbia, is a leading IT services and management consulting firm offering a full range of IT consulting, systems integration, and application managed services. The Sierra Systems portfolio, including digital services capabilities and strengths in core areas such as Microsoft Dynamics[Note 11], Oracle and ServiceNow[Note 12], aligns with NTT DATA Services' depth and breadth of global service offerings. Together, NTT DATA Services is able to increase value for Canadian clients and expand North American delivery and operations.

(Note 8) Managed user support services
A service for answering inquiries related to internal IT infrastructure from users, managing IT assets, etc

(Note 9) Self-heal (tools)
A tool which automatically detects and repairs problems or faults of commonly used applications and systems.

(Note 10) Closed
To complete the transfer of a controlling interest of a company acquired in M&A, after a series of procedures such as stock and business transfer.

(Note 11) Microsoft Dynamics
A general term for business application product series developed by Microsoft Corporation.

(Note 12) ServiceNow
A cloud based IT service management product provided by ServiceNow, Inc. for enterprises.

EMEA & LATAM

1

Awarded a global SAP service contract for a leading Italian utilities company

A joint venture led by everis Group, a Spanish subsidiary of NTT DATA Corporation (hereafter called "everis"), was awarded a global SAP service contract for the next five years with one of the largest utilities companies in the world based in Italy. It started providing the service in October 2018. The scope of contract covers all business lines of the client, such as headquarters functions including administration, finance & controlling, procurement, etc., as well as generation, retail, and renewables. It will provide evolutionary services by globally deploying cutting edge SAP solutions and platforms representing a true flagship for this kind of solutions worldwide. The roll-out plan covers the following countries: Italy, Spain, Morocco, Greece, Romania, Russia, Australia, Canada, South Africa, US, Brazil, Argentina, Chile, Peru, Mexico, Colombia, etc. Once the program is fulfilled, the service will be used by approximately 40,000 users in over 30 countries. The contract was awarded because everis' proposal of the total solution on a global scale and its project management capability were appreciated. The company intends to contribute to the expansion of client businesses by further honing such strengths going forward.

2

Opened multiple design studios in EMEA & LATAM region to strengthen foundation for supporting clients' business innovations

NTT DATA EMEA LTD., a subsidiary of NTT DATA Corporation (hereafter called "NTT DATA EMEA"), and everis each opened a design studio in UK and Brazil respectively. NTT DATA Group designates the design studios as a place to co-create with clients and business partners, trying new technologies with innovative approach, and continues to expand the design studios. Also by using the design studios as a starting point for developing and rolling out digital solutions with the full use of the cutting-edge technologies, the Company intends to enhance digital consulting capabilities for supporting clients' business innovations.
- NTT DATA EMEA opened an innovation lab called "Ensō" in London, UK in October 2018. This is the second "Ensō" to be opened after the one in Munich, Germany in October 2017.
- everis opened a Global Digital Design Studio "CHAZZ" in São Paulo, Brazil in November 2018. This is the second "CHAZZ" opened after the one in Madrid, Spain in January 2018.

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Technology and Innovation General Headquarters

1

Establishing Open Mission-Critical Platform Promotion Office

In November 2018, NTT DATA established the Open Mission-Critical Platform Promotion Office in order to keep up with demands in the era of digital transformation epitomized by the recent shift to cloud-based mission-critical systems in the financial and public segments and Fintech. Mainly for large-scale mission-critical systems [Note 13] in operation on mainframes in the financial and public segments, the office aims to develop common functions that are necessary to make the systems open and enhance functions in anticipation of bringing such systems to the cloud in the future.

We will provide strong support for clients who want to develop an open platform for their systems by bringing together professionals having ample knowledge about open architecture [Note 14] and working with related organizations in various business areas. We will increase the number of the office staff from 140 to 350 by the end of FY2019 and aim to expand the platform lineups so that a client can select a system platform that is the most suitable for its strategy.

2

Recognized as a Leader in market research companies' reports regarding blockchain, IoT, and UX-UI

The NTT DATA Group was named as a Leader in the reports of market research companies with regard to initiatives on blockchain, IoT, and UX-UI [Note 15].
- The NTT DATA Group was named as a Leader in "Blockchain Services PEAK Matrix Assessment 2019: Race to Make Enterprise Blockchain Real" published in November 2018 by Everest Group and in "NelsonHall NEAT vendor evaluation for Blockchain in Business Process Transformation" published in December 2018 by NelsonHall. The NTT DATA Group has launched a companywide cross-sectional Global Blockchain Technology Utilization Promotion Team [Note 16]. The team, as a result of global structural enhancement since the start of its activity in August 2017, has expanded to 20 countries worldwide as of December 2018.
- The NTT DATA Group was named as a Leader in "Internet of Things (IoT) Services PEAK Matrix Assessment 2019" published in December 2018 by Everest Group.
- The NTT DATA Group was named as a Leader in "NelsonHall NEAT vendor evaluation for UX-UI Services" published in December 2018 by NelsonHall. This recognition was given to the NTT DATA Group for its efforts and achievements in maintaining global methodology for UX-UI design and development, expansion of design studio network with the center of design studios in Italy, etc.
Going forward, the NTT DATA Group will work to increase global competitiveness in the fields of blockchain, IoT, and UX-UI.

(Note 13) Large-scale mission-critical system
   A system having a significant impact on society that is required to be highly reliable and available and demonstrate high performance.
(Note 14) Open architecture
   A system structure that makes a system easy to coordinate with other systems and independent from specific hardware or environments by using designs or specifications that are open or standardized.
(Note 15) UX (User Experience) – UI (User Interface)
   UX (User Experience) is an experience and accompanying emotion that the user obtains when interacting with a product or a service. UI (User Interface) is an interface between a user and a service, and a mechanism through which information is exchanged between the two.
(Note 16) Global Blockchain Technology Utilization Promotion Team
   A companywide cross-sectional organization including overseas group companies, which plays a major role in supporting the development of business models and technologies leveraging blockchain and the usage of blockchain in client businesses.

3

Appendices -Explanatory details of financial results and forecasts-

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Overview of Consolidated Result

(Billions of Yen,%)

	IFRS			IFRS	
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	YoY (%)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
New Orders Received	1,384.8	1,404.8	+1.4	1,950.0	1,960.0
Order Backlog	2,371.6	2,358.1	-0.6	2,369.2	2,383.0
Net Sales	1,480.1	1,550.7	+4.8	2,039.7	2,100.0
Cost of Sales	1,115.2	1,168.0	+4.7	1,535.5	1,570.0
Gross Profit	364.9	382.7	+4.9	504.2	530.0
SG&A Expenses	277.7	288.3	+3.8	381.0	388.0
Selling Expenses	105.2	107.0	+1.7	145.4	155.0
R&D Expenses	9.7	9.9	+1.5	14.6	18.0
Other Administrative Expenses	162.8	171.5	+5.3	221.1	215.0
Operating Income	87.2	94.3	+8.2	123.1	142.0
Operating Income Margin(%)	5.9	6.1	+0.2P	6.0	6.8
Financial Income and Costs/Share of Profit/Loss of Entities for Using Method	-1.3	0.3	-	-0.4	-1.0
Income Before Income Taxes	85.9	94.6	+10.2	122.7	141.0
Income Taxes and Others[*1]	29.6	35.1	+18.3	40.3	51.0
Net Income Attributable to Shareholders of NTT DATA	56.2	59.5	+5.9	82.4	90.0
Capital Expenditures	139.3	123.8	-11.1	194.8	176.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles	120.0	119.0	-0.9	161.1	167.0
(Reference) PMI and Other Expenses (North America)[*2]	13.2	4.1	-69.0	19.0	5.5

(*1) Income Taxes and Others include Income Taxes and Net Income Attributable to Non-controlling Interests.
(*2) "(Reference) PMI and Other Expenses (North America)" refers to the expenses for PMI (Post Merger Integration) and restructuring associated with the acquisition of the former Dell Services.

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Consolidated New Orders Received and Order Backlog

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

		IFRS			
		2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
Public & Social Infrastructure					
(Main item)	Central Government and Related Agencies, Local Government, and Healthcare	171.0	127.4	250.2	177.0
	Telecom and Utility	85.1	74.2	111.3	85.0
Financial					
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	180.6	246.8	299.5	318.0
	Cooperative financial institutions and Financial Network Services	72.2	55.0	93.0	74.0
Enterprise & Solutions (*1)					
(Main item)	Retail, Logistics, Payment and Other Service	57.6	51.4	76.3	76.0
	Manufacturing	103.8	120.8	153.7	155.0
	Network Services, Data Center Services, Cloud Services and Digital Services	39.8	39.2	58.6	58.0
North America		308.0	249.7	386.6	440.0
EMEA & LATAM		271.8	331.8	385.9	447.0

Detail of Consolidated Order Backlog　(Billions of Yen)

	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
Order Backlog	2,371.6	2,358.1	2,369.2	2,383.0
Public & Social Infrastructure	400.5	407.0	416.8	379.0
Financial	761.9	829.9	808.3	773.0
Enterprise & Solutions	108.4	127.5	123.6	136.0
North America	824.1	703.7	740.6	781.0
EMEA & LATAM	268.5	278.1	271.0	305.0

(*1) New Orders Received of Enterprise & Solutions does not include orders taken via other segments.

Consolidated Net Sales

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

(Billions of Yen)

	IFRS			
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
Public & Social Infrastructure	245.8	264.1	361.8	382.0
Financial	363.3	352.7	496.4	487.0
Enterprise & Solutions	244.4	274.1	340.2	353.0
North America	322.7	310.5	422.3	419.0
EMEA & LATAM	279.0	319.3	383.9	420.0

Overseas

(Billions of Yen)

	IFRS			
	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
Net Sales [*1]	635.8	669.5	854.7	-

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

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Consolidated Net Sales

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

(Billions of Yen)

		IFRS			
		2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
Public & Social Infrastructure					
(Main item)	Central Government and Related Agencies, Local Government, and Healthcare	138.1	143.4	205.9	215.0
	Telecom and Utility	54.1	62.8	79.1	87.0
Financial					
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	262.7	249.7	355.1	349.0
	Cooperative financial institutions and Financial Network Services	92.2	92.9	127.0	121.0
Enterprise & Solutions (*1)					
(Main item)	Retail, Logistics, Payment and Other Service	82.1	88.8	111.2	117.0
	Manufacturing	95.8	116.8	137.1	149.0
	Network Services, Data Center Services, Cloud Services and Digital Services	60.3	61.9	83.1	83.0
North America		322.7	310.5	422.3	419.0
EMEA & LATAM		279.0	319.3	383.9	420.0

Net Sales by Products and Services (to Clients Outside the NTT DATA Group) (*2)

(Billions of Yen)

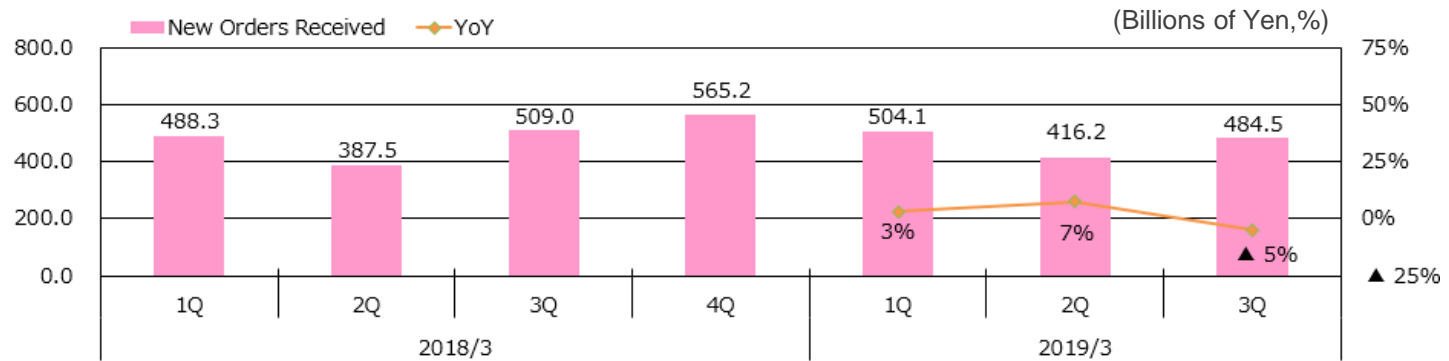|	2018/3 3rd Quarter Results (Apr-Dec)	2019/3 3rd Quarter Results (Apr-Dec)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
Integrated IT Solution	429.1	430.7	646.0	659.0
System & Software Development	386.5	403.9	502.5	515.0
Consulting & Support	607.5	653.7	823.8	858.0
Others	57.0	62.3	67.0	68.0
Net Sales by Products and Services Total	1,480.1	1,550.7	2,039.7	2,100.0

(*1) Net Sales of Enterprise & Solutions does not include sales taken via other segments.

(*2) Results of "Net Sales by Products and Services(to Clients Outside the NTT DATA Group)" based on IFRS for the fiscal year ended March 31, 2018 are indicated for reference purpose only and have not been audited. The figures are subject to change depending on the results of the accounting audit.

Trends in Quarter (Consolidated)

IFRS

■ New Orders Received

(Billions of Yen,%)

New Orders Received — ◆ YoY

	2018/3				2019/3		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
New Orders Received	488.3	387.5	509.0	565.2	504.1	416.2	484.5
YoY					3%	7%	▲ 5%

■ Net Sales

Net Sales — ◆ YoY

	2018/3				2019/3		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Net Sales	470.3	490.1	519.7	559.6	505.2	517.5	528.0
YoY					7%	6%	2%

■ Operating Income

Operating Income — ◆ YoY

	2018/3				2019/3		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Operating Income	26.3	30.0	30.8	35.9	29.1	30.9	34.2
YoY					11%	3%	11%

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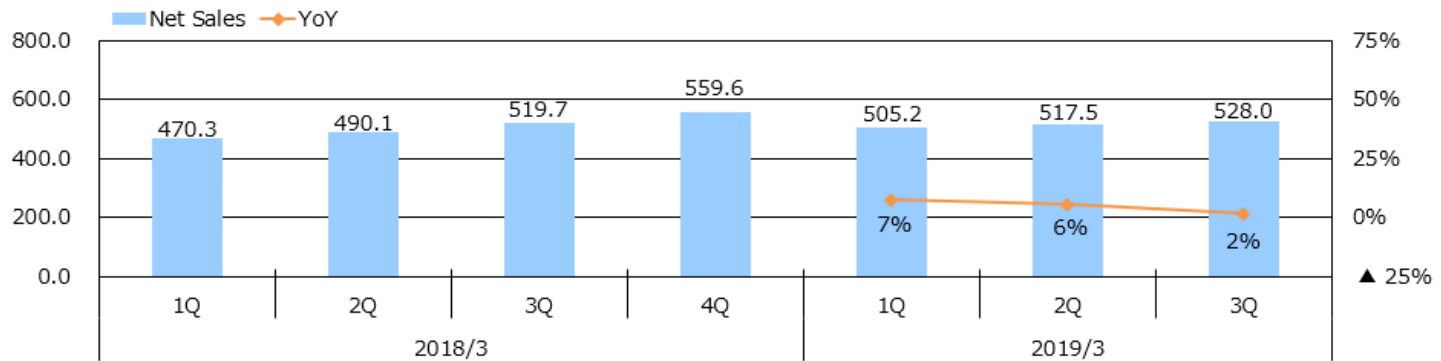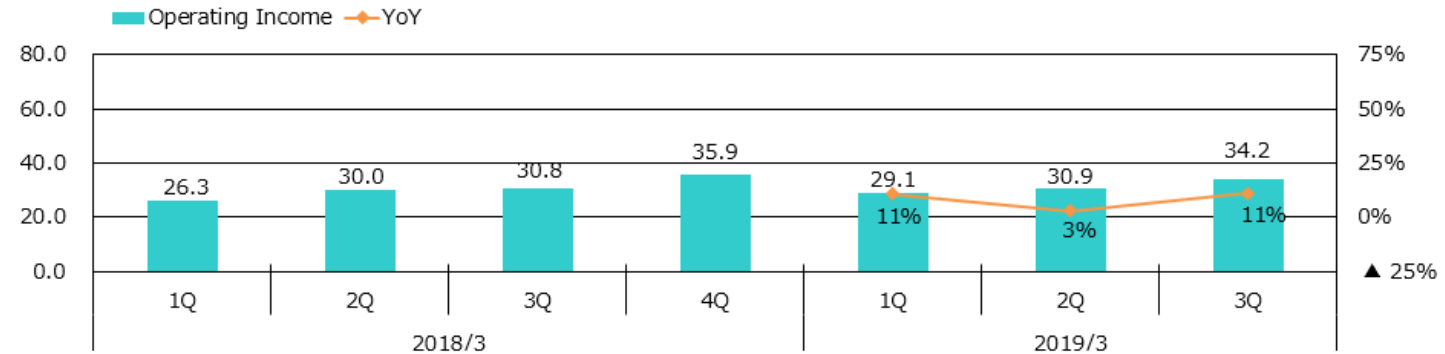
Foreign exchange rates

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

(Yen,%)

	2018/3 3rd Quarter Results (Apr-Dec) ①	2019/3 3rd Quarter Results (Apr-Dec) ②	YoY (%) (②-①)/ ①	FY Ended 2018/3 Results (Full-Year) ③	FY Ending 2019/3 Forecasts (Full-Year) ④	YoY (%) (④-③) / ③
USD	111.69	111.11	-0.5%	110.82	109.00	-1.6%
EUR	128.55	129.46	+0.7%	129.70	134.00	+3.3%
RMB[*1]	16.43	16.83	+2.4%	16.60	17.10	+3.0%

(*1) For RMB, average rates from January to September are shown.

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Appendices -EPS, EBITDA, ROE, etc.-

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EPS[*1] and Operating Income Growth Rate w/o Goodwill Amortization
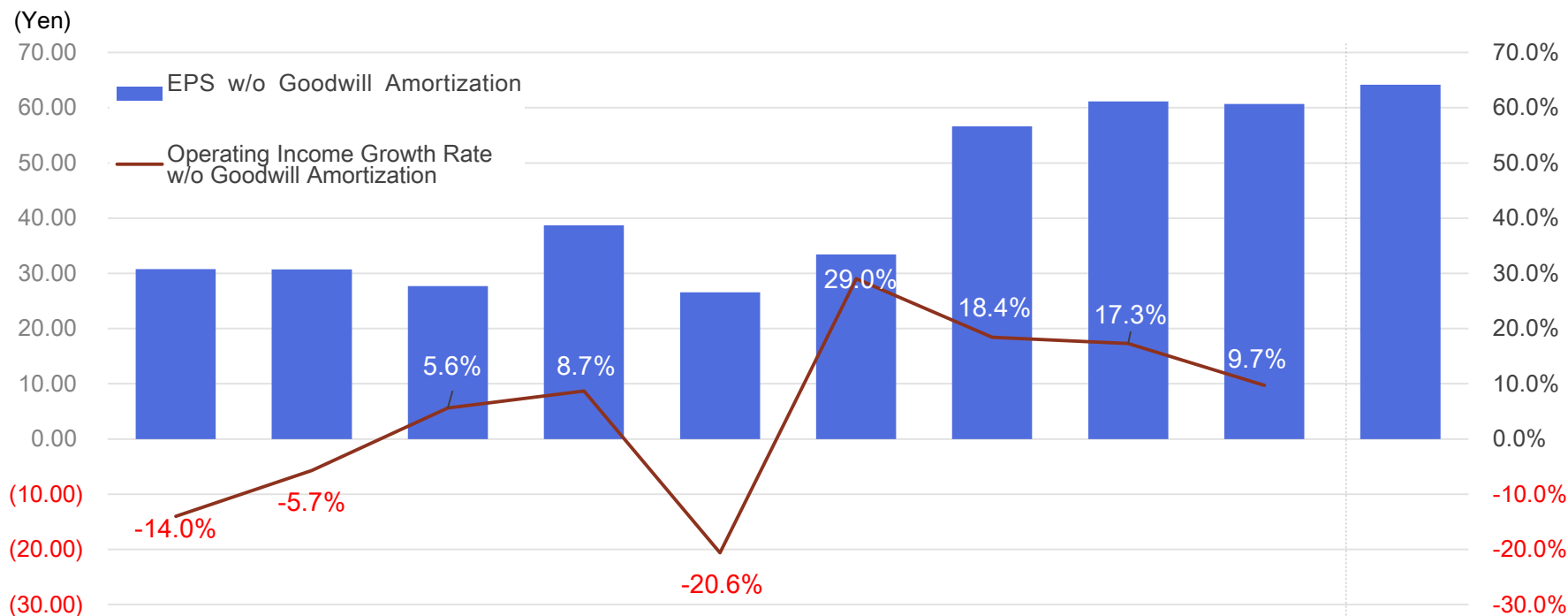
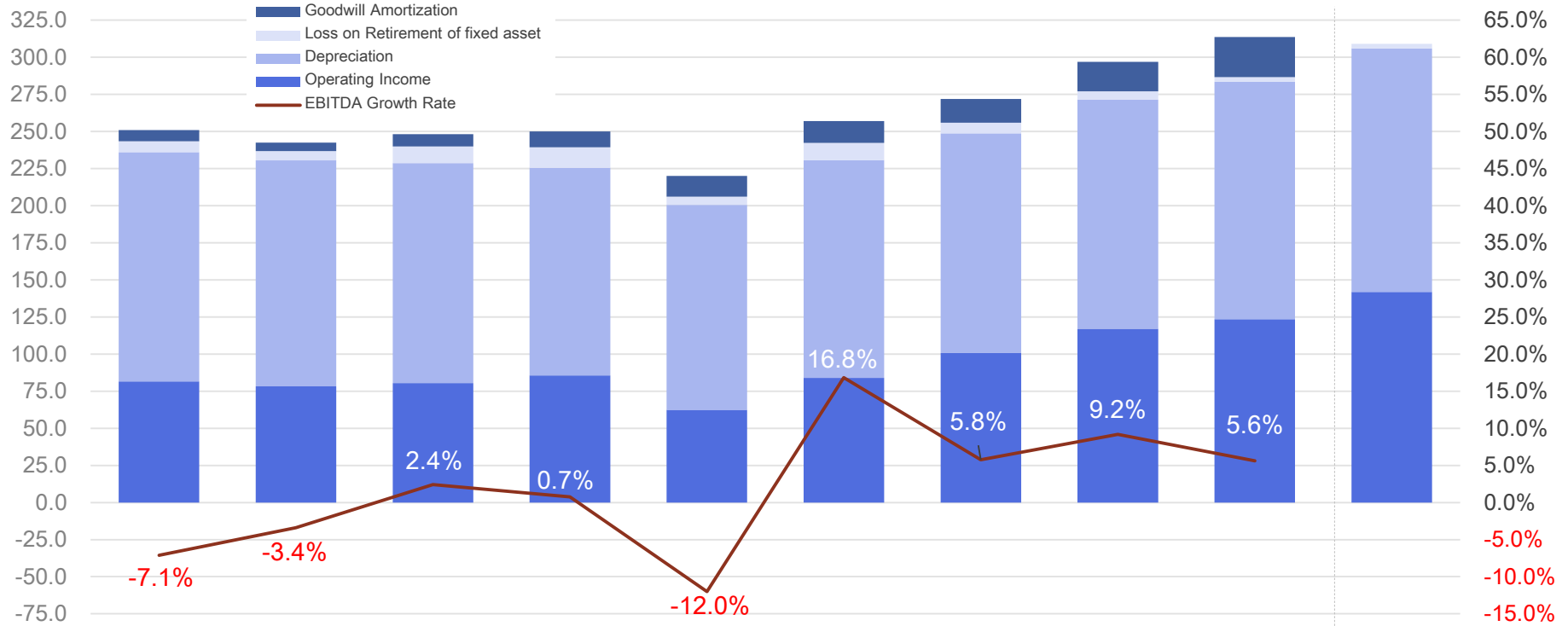|	JGAAP									IFRS
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3 Forecasts
Net Income Attributable to [*3] Owners of Parent (JPY billions)	35.6	37.3	30.4	43.5	23.2	32.1	63.3	65.6	58.1	90.0
Amortization of Goodwill [*2] (JPY billions)	7.5	5.7	8.3	10.7	14.0	14.7	16.0	20.0	26.9	-
Net Income Attributable to [*3] Owners of Parent w/o Goodwill Amortization (JPY billions)	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	85.1	90.0
EPS[*1] w/o Goodwill Amortization	30.78	30.73	27.69	38.73	26.59	33.45	56.64	61.15	60.68	64.17

(*1) 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.
(*2) Including impairment loss, etc.
(*3) "Net Income Attributable to Shareholders of NTT DATA" based on IFRS.

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EBITDA Trend

(Billions of yen)

	JGAAP									IFRS
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3 Forecasts
Operation Income	81.6	78.3	80.4	85.6	62.5	84.0	100.8	117.1	123.5	142.0
Depreciation	154.5	152.2	148.3	140.0	138.0	146.8	147.9	154.5	160.0	164.0
Loss on Retirement of Fixed Asset	7.4	6.3	11.3	13.8	5.6	11.6	7.2	5.4	3.2	3.0
Goodwill Amortization etc.(*1)	7.5	5.7	8.3	10.7	14.0	14.7	16.0	20.0	26.9	-
EBITDA	251.1	242.6	248.5	250.3	220.2	257.3	272.1	297.1	313.7	309.0

(*1) Including impairment loss, etc.

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Invested Capital Trend

(Billions of yen)
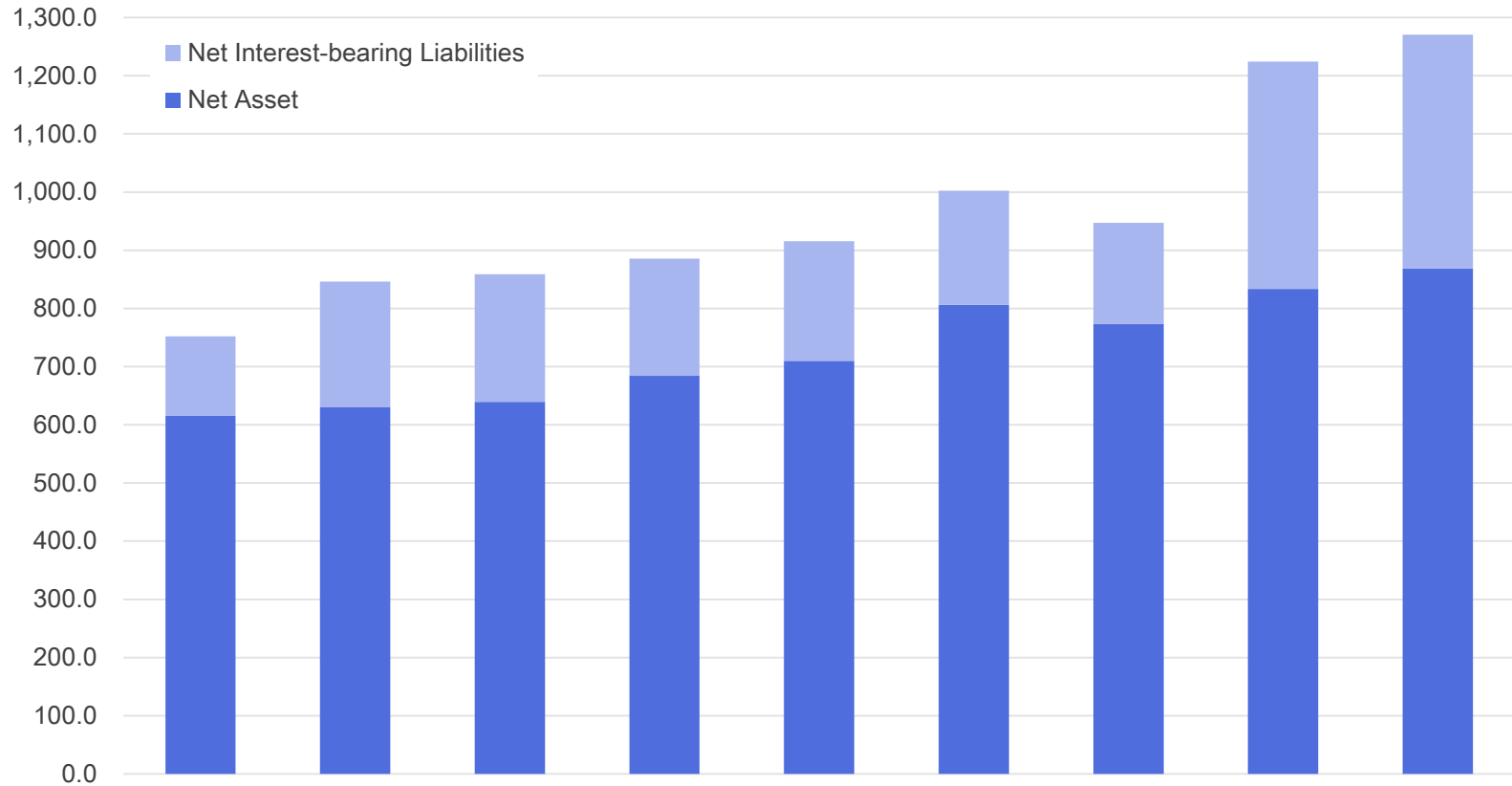
	JGAAP								
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3
Net Asset	615.1	630.3	639.7	684.2	709.8	806.2	773.6	833.7	868.8
Interest-bearing Liabilities	289.1	414.4	380.2	378.3	412.9	446.9	407.0	650.8	592.0
Cash and Cash Equivalents	152.1	198.6	161.1	176.9	207.2	250.8	233.5	260.0	190.0
Invested Capital	752.1	846.1	858.8	885.6	915.5	1,002.3	947.1	1,224.5	1,270.8

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Cash Flow Dividend Payout
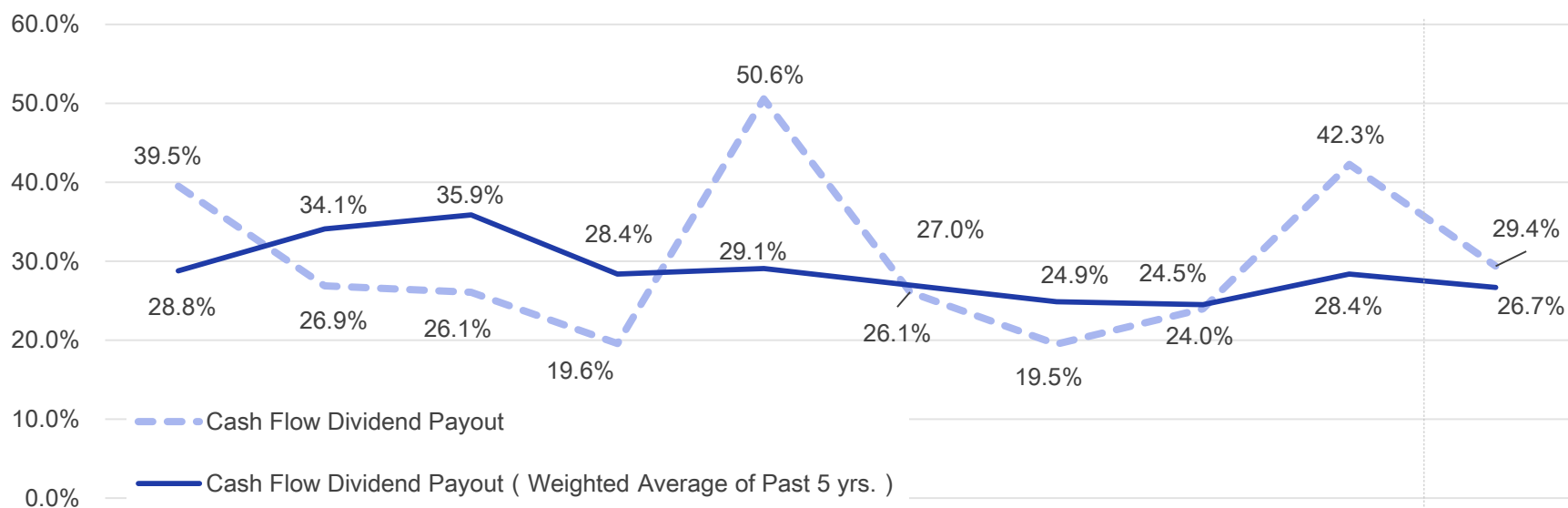
(Billions of yen)	JGAAP									IFRS
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3 Forecasts
Net Income Attributable to Owners of Parent w/o Goodwill Amortization[*2]	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	85.1	90.0
Depreciation	154.5	152.2	148.3	140.0	138.0	146.8	147.9	154.5	160.0	164.0
Loss on Retirement of Fixed Asset	7.4	6.3	11.3	13.8	5.6	11.6	7.2	5.4	3.2	3.0
Capital Investment	-162.5	-139.0	-133.9	-122.1	-147.7	-140.9	-134.0	-158.1	-198.6	-176.0
Ordinary Cash Flow	42.5	62.5	64.5	86.0	33.2	64.5	100.6	87.6	49.6	81.0
Dividends per Share(JPY)[*1]	12	12	12	12	12	12	14	15	15	17
Total Dividends	16.8	16.8	16.8	16.8	16.8	16.8	19.6	21.0	21.0	23.8

(*1) Conducted stock split which shall split of common stock at a ratio of 1:5 as the effective date of July 1, 2017. DPS is referring the amount after stock split.
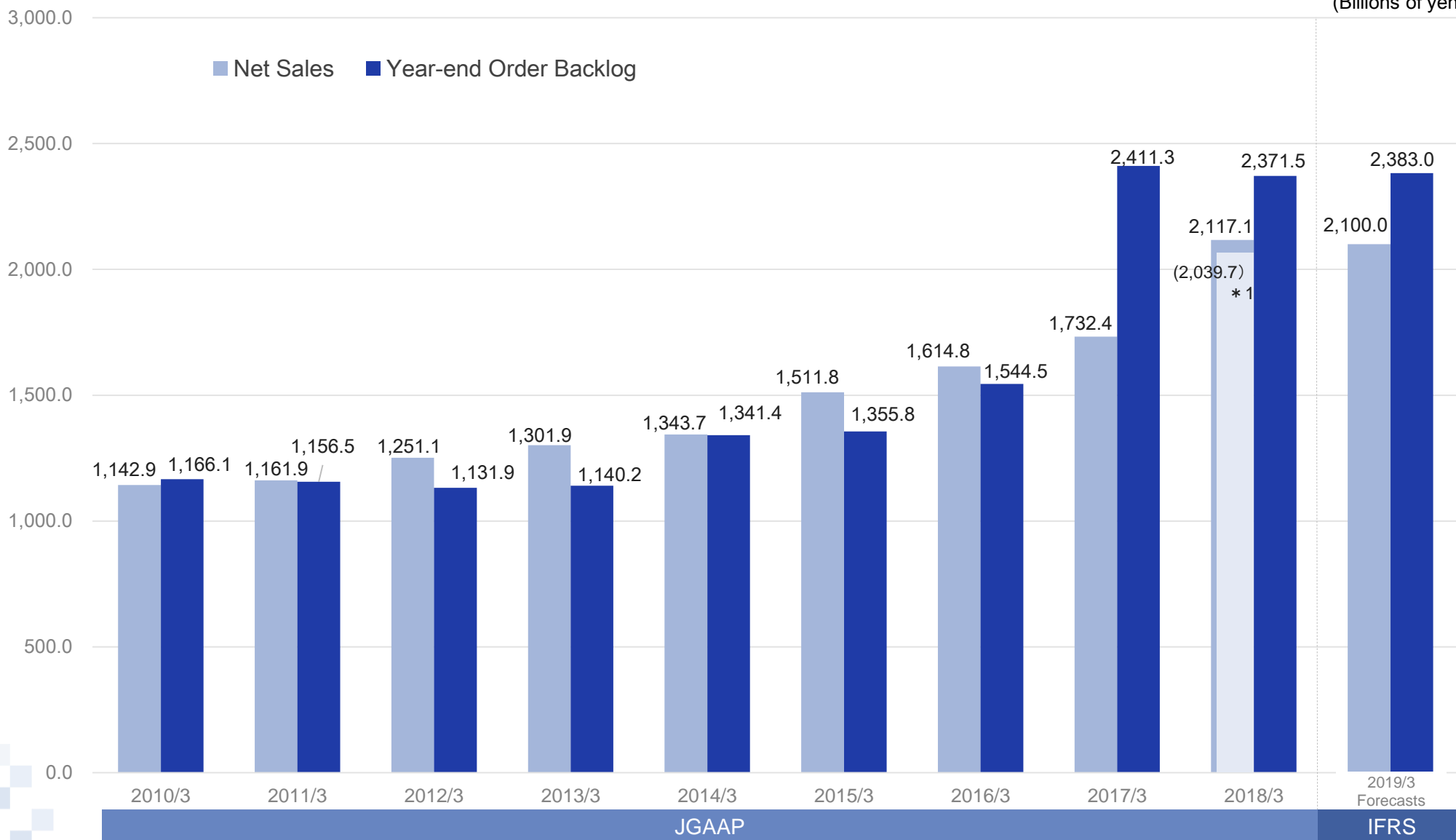(*2) "Net Income Attributable to Shareholders of NTT DATA" based on IFRS.

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ROE Trend
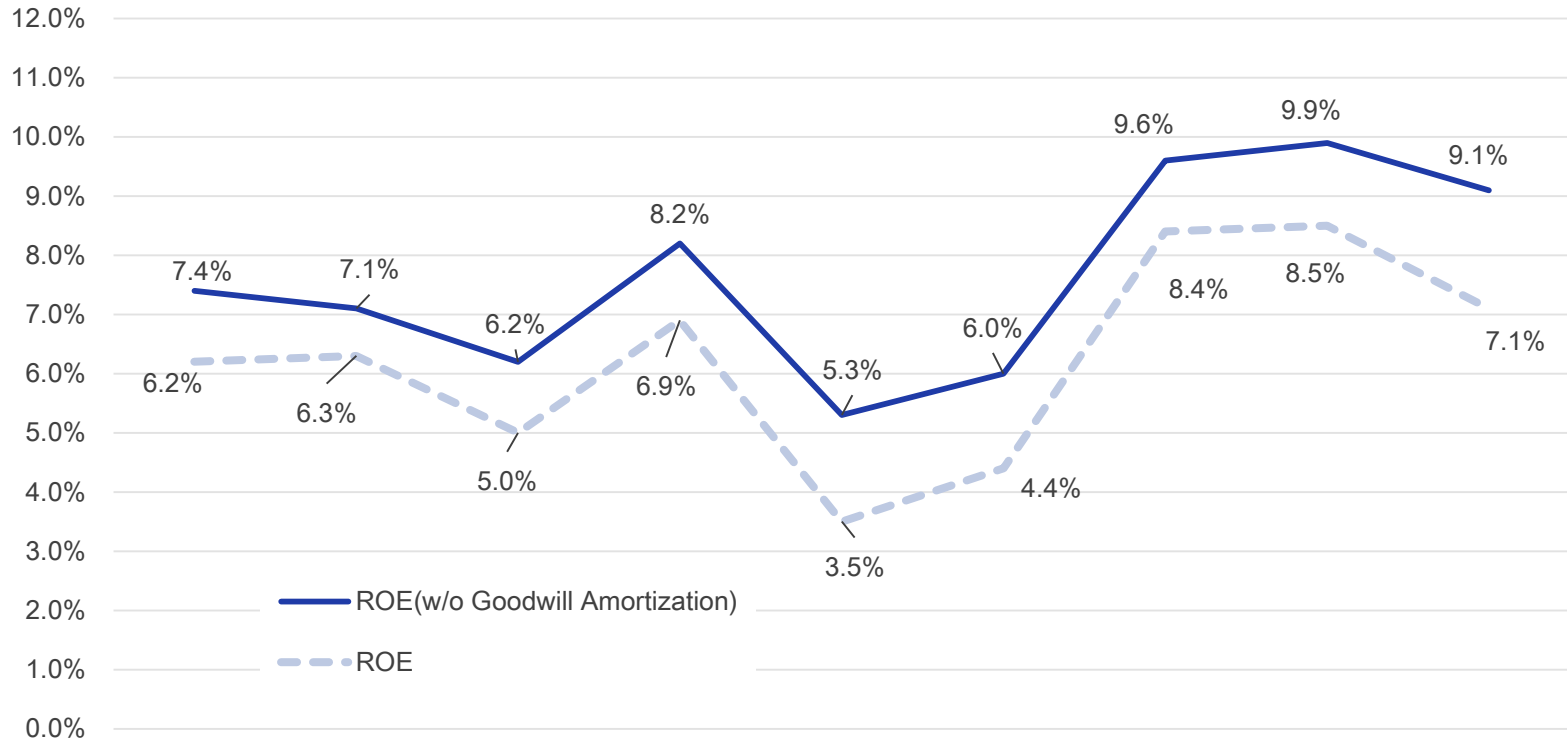
(Billions of yen)	JGAAP								
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3
Net Income Attributable to Owners of Parent w/o Goodwill Amortization	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	85.1
Equity EOY	584.5	601.6	605.7	651.3	676.8	773.4	740.9	802.1	833.8
Accumulated Amortization of Goodwill (After 2009/3)	12.6	18.4	26.8	37.6	51.6	66.4	82.4	102.5	129.4
Equity EOY w/o Goodwill Amortization	597.1	620.0	632.5	688.9	728.4	839.8	823.3	904.6	963.3

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Trend of Order Backlog and Net Sales

(Billions of yen)

■ Net Sales ■ Year-end Order Backlog

	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3 Forecasts
Net Sales	1,142.9	1,161.9	1,251.1	1,301.9	1,343.7	1,511.8	1,614.8	1,732.4	2,117.1 (2,039.7) *1	2,100.0
Year-end Order Backlog	1,166.1	1,156.5	1,131.9	1,140.2	1,341.4	1,355.8	1,544.5	2,411.3	2,371.5	2,383.0

JGAAP | IFRS

(*1) Results based on IFRS

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