



# Company Presentation for the Third Quarter of Fiscal Year Ending March 31, 2023

February 9, 2023 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 Third Quarter of Fiscal Year Ending March 31, 2023

#### Results for the Third Quarter of Fiscal Year Ending March 31, 2023

For Q3, net sales and operating income increased due to the start of consolidation of NTT Ltd. from Q3 following the overseas business combination.

On the other hand, net income decreased due to higher financial and tax expenses.

- Net sales increased due to the impact of expanded consolidation, as well as the business growth in all segments and the impact of foreign exchange rates.
- Operating income increased due to the impact of expanded consolidation as well as sales growth despite increase in strategic investments and loss from unprofitable projects recorded in 2Q.
- New orders received (excl. the effect of scale expansion resulting from the consolidation of NTT Ltd.) increased due to winning of projects in overseas business and the impact of foreign exchange rates despite a reactionary decline due to fewer large-scale orders in Japan following large-scale orders won in the previous fiscal year

	Q3 FYE3/2022 Results (Apr-Dec)	Q3 FYE3/2023 Results (Apr-Dec)	YoY (Amount)	YoY (Rate)	(Billions of Yen, %)
Net sales	1,848.2	2,406.1	+557.9	+30.2%	
Operating Income (Operating income margin)	167.1 (9.0%)	183.5 (7.6%)	+16.4 (-1.4P)	+9.8%	
Net Income Attributable to Shareholders of NTT DATA	110.2	105.7	-4.5	-4.1%	<b>&gt;</b>
` ' '	. NTT 1,720.4 td.	1,870.2	+149.8	+8.7%	

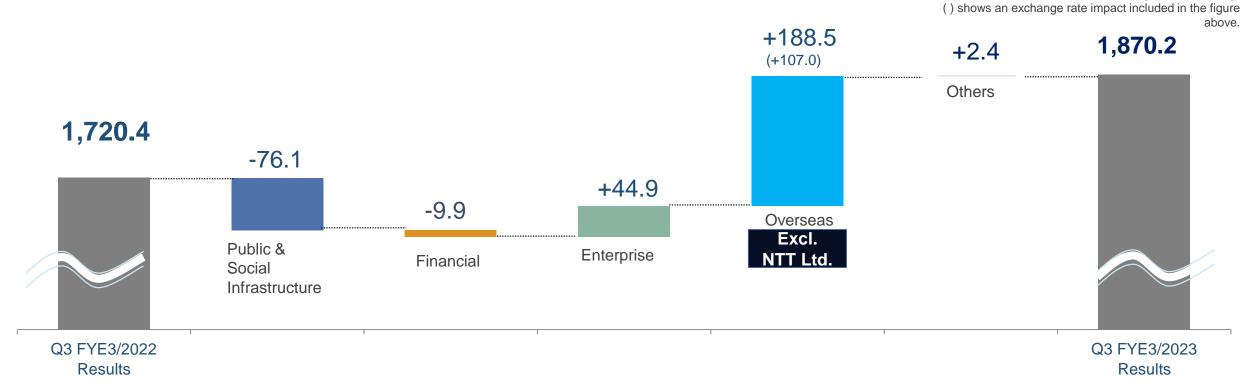
## [Reference] New Orders Received: YoY Changes by Business Segment (Q3 FYE3/2022 and Q3 FYE3/2023)

\*The Overseas segment excludes the impact of consolidated NTT Ltd.

**Financial** 

Enterprise

Overseas



Public & Social Infrastructure

Decreased mainly due to a reactionary decline as there were fewer orders of large-scale projects following the winning of large-scale orders for the central government and ministries in the previous fiscal year.

Decreased mainly due to a reactionary decline as there were fewer orders of large-scale projects following the winning of large-scale orders for banks in the previous fiscal year.

Increased mainly due to winning of projects for the distribution and service sectors and manufacturing industries.

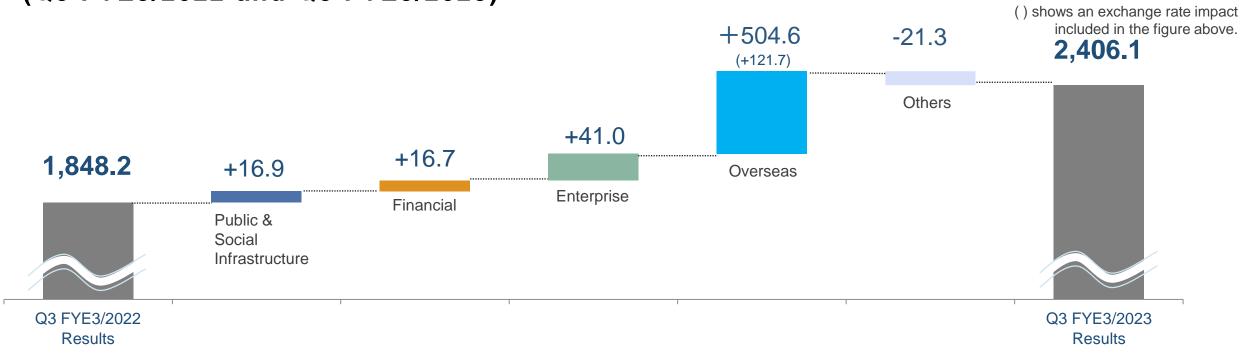
Increased mainly due to winning of projects in Europe as well as the impact of foreign exchange rates.

(Billions of Yen)

## Net Sales: YoY Changes by Business Segment (Q3 FYE3/2022 and Q3 FYE3/2023)

expansion in the scale of services in Europe.

Public & Social Infrastructure



r abile & Godar illinastructure	ministries.
Financial	Increased mainly due to the expansion in the scale of services associated with the projects for major financial institutions.
Enterprise	Increased mainly due to the expansion in the projects for the manufacturing industry and the retail and service sectors as well as the scale of services for payment business.
Overseas	Increased due to the effect of scale expansion resulting from the consolidation of NTT Ltd., the impact of foreign exchange rate, and the

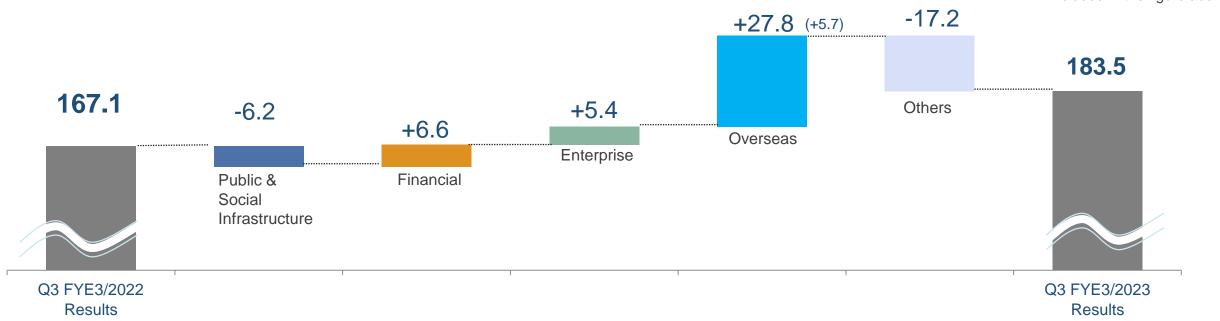
Increased mainly due to the expansion in the scale of services for the telecom and utilities industry as well as the central government and

(Billions of Yen)

### Operating Income: YoY Changes by Business Segment (Q3 FYE3/2022 and Q3 FYE3/2023)

(Billions of Yen)





Public & Social Infrastructure Decreased mainly due to occurrence of unprofitable projects recorded in 2Q despite sales growth.

Financial Increased mainly due to sales growth.

Enterprise Increased mainly due to sales growth.

Overseas Increased mainly due to the effect of scale expansion resulting from the consolidation of NTT Ltd. and sales growth.

Others Decreased mainly due to an increase in company-wide strategic investment

#### Public & Social Infrastructure (Q3 FYE3/2022 and Q3 FYE3/2023)

	Q3 FYE3/2022 Results (Apr-Dec)	Q3 FYE3/2023 Results (Apr-Dec)	YoY (Amount)	YoY (Rate)	
New Orders Received	404.7	328.6	-76.1	-18.8%	
Net Sales	406.6	423.5	+16.9	+4.2%	
Operating Income (Operating income margin)	<b>44.1</b> (10.9%)	<b>37.9</b> (9.0%)	-6.2 (-1.9P)	-14.1%	<b>&gt;</b>

New Orders Received

Decreased mainly due to a reactionary decline as there were fewer orders of large-scale projects following the winning of large-scale orders for the central government and ministries in the previous fiscal year.

Net Sales

Increased mainly due to the expansion in the scale of services for the telecom and utilities industry as well as the central government and ministries.

Operating Income

Decreased mainly due to occurrence of unprofitable projects recorded in 2Q despite sales growth.

#### **Financial (Q3 FYE3/2022 and Q3 FYE3/2023)**

	Q3 FYE3/2022 Results (Apr-Dec)	Q3 FYE3/2023 Results (Apr-Dec)	YoY (Amount)	YoY (Rate)	
New Orders Received	294.9	285.0	-9.9	-3.4%	
Net Sales	465.5	482.2	+16.7	+3.6%	
Operating Income (Operating income margin)	<b>44.0</b> (9.5%)	50.6 (10.5%)	+6.6 (+1.0P)	+14.9%	

New Orders Received

Decreased mainly due to a reactionary decline as there were fewer orders of large-scale projects following the winning of large-scale orders for banks in the previous fiscal year.

Net Sales

Increased mainly due to the expansion in the scale of services associated with the projects for major financial institutions.

Operating Income

Increased mainly due to sales growth.

#### Enterprise (Q3 FYE3/2022 and Q3 FYE3/2023)

	Q3 FYE3/2022 Results (Apr-Dec)	Q3 FYE3/2023 Results (Apr-Dec)	YoY (Amount)	YoY (Rate)	(Billions of Yen
New Orders Received	240.5	285.4	+44.9	+18.7%	
Net Sales	339.0	380.0	+41.0	+12.1%	
Operating Income (Operating income margin)	36.2 (10.7%)	<b>41.6</b> (11.0%)	+5.4 (+0.3P)	+14.9%	

Increased mainly due to winning of projects for the distribution and service sectors and manufacturing industries. **New Orders Received** Increased mainly due to the expansion in the projects for the manufacturing industry and the retail and service sectors as well as the scale of **Net Sales** services for payment business. **Operating Income** Increased mainly due to sales growth.

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#### Overseas (Q3 FYE3/2022 and Q3 FYE3/2023)

(Billions of Yen, %)

	Q3 FYE3/2022 Results (Apr-Dec)	Q3 FYE3/2023 Results (Apr-Dec)	YoY (Amount)	Impact of foreign exchange rates	YoY (Rate)	
Net Sales	760.7	1,265.3	+504.6	+121.7	+66.3%	
EBITA (*1) (EBITA margin)	38.1 (5.0%)	<b>72.3</b> (5.7%)	+34.2 (+0.7P)	+7.7	+89.8%	
Operating Income (Operating income margin)	24.7 (3.2%)	<b>52.5</b> (4.1%)	+27.8 (+0.9P)	+5.7	+112.8%	
(Ref.) New Orders Received N	Excl. 731.3	919.8	+188.5	+107.0	+25.8%	

<sup>(\*1)</sup> EBITA = operating income + amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

<sup>(\*2)</sup> Excluding the effect of scale expansion resulting from the consolidation of NTT Ltd.

Net Sales	Increased due to the effect of scale expansion resulting from the consolidation of NTT Ltd., the impact of foreign exchange rate, as well as the expansion in the scale of services in Europe.
EBITA	Increased mainly due to the effect of scale expansion resulting from the consolidation of NTT Ltd. and sales growth.
Operating Income	Increased mainly due to the effect of scale expansion resulting from the consolidation of NTT Ltd. and sales growth
(Ref.) New Orders Received	Increased mainly due to winning of projects in Europe as well as the impact of foreign exchange rates.
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#### (Reference) Breakdown of Overseas Business

(Billions of Yen, %)

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			Q3 FYE3/2022 Results (Apr-Dec)	Q3 FYE3/2023 Results (Apr-Dec)	YoY (Amount)	Impact of foreign exchange rates	YoY (Rate)
Net Sales			760.7	1,265.3	+504.6	+121.7	+66.3%
	Re-post	North America	348.7	445.8	+97.1	+82.8	+27.9%
		EMEA&LATAM	403.9	508.3	+104.4	+36.1	+25.8%
		NTT Ltd.	_	302.4	+302.4	_	_
EBITA (*1)	EBITA (*1)		38.1 5.0%	72.3 5.7%	+34.2 +0.7P	+7.7	+89.8%
	Re-post	North America	21.1 6.0%	32.0 7.2%	+11.0 +1.1P	+5.9	+52.0%
		EMEA&LATAM	17.5 4.3%	23.6 4.6%	+6.1 +0.3P	+1.7	+34.6%
		NTT Ltd.	_	16.1 5.3%	+16.1	_	_
		, ,					
	w Orders	Received (*2)	731.3	919.8	+188.5	+107.0	+25.8%
Excl. NTT Ltd.	Damasi	North America	313.5	350.3	+36.8	+64.7	+11.7%
	Re-post	EMEA&LATAM	405.3	550.6	+145.4	+39.2	+35.9%

<sup>(\*1)</sup> EBITA = operating income + amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others

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Forecasts for Fiscal Year Ending March 31, 2023 **NTT DaTa** © 2023 NTT DATA Corporation

#### Forecasts for the Fiscal Year Ending March 31, 2023 (Figures announced on May 12, 2022)(\*1)

- Net sales increased due to the business combination with NTT Ltd. during the Fiscal Year as well as business expansion mainly in Japan and the impact of foreign exchange rates.
- Operating income increased due to higher sales, despite increase in expenses for business integration with NTT Ltd. and increased strategic investments to achieve the goals of the new medium-term management plan

					(Unit: billions of yen,%)
	FY ended 2022/3 Results	FY ending 2023/3 Forecasts(*2)	YoY (Amount)	YoY (Rate)	
Net Sales	2,551.9	3,270.0	+718.1	+28.1%	
Operating Income	212.6	236.0	+23.4	+11.0%	<u> </u>
(Operating income margin)	(8.3%)	(7.2%)	(-1.1P)		
Net Income Attributable to Shareholders of NTT DATA	143.0	136.0	-7.0	-4.9%	
Annual dividend per share (yen)	21	21	±0 <sup>(*3)</sup>	_	

<sup>(\*1)</sup> Including the effect of scale expansion resulting from the consolidation of NTT Ltd.

<sup>(\*2)</sup> Assumed exchange rate: USD/JPY 120 yen, EUR/JPY 133 yen

<sup>(\*3)</sup> Ordinary dividend: +2 yen (+10.5%) year-on-year | Results for FY2021: 19 yen / Forecast for FY2022: 21 yen

#### [Ref.] Forecast for the fiscal year ending March 31, 2023 (after reclassification) – by Segment

		FY Ended 3/2022 2022 Results	FY Ending 3/2023 Forecasts (reclassified) (*8)	YoY (amount)	(Unit: billions of yen,% YoY (%)
	New Orders Received	544.3	479.0	-65.3	-12.0%
Public & Social	Net Sales	590.2	611.0	+20.8	+3.5%
Infrastructure(*1) (*4)	Operating Income (operating income margin)	68.1 (11.5%)	74.0 (12.1%)	+5.9 (+0.6P)	+8.7%
	New Orders Received	438.1	490.0	+51.9	+11.8%
Financial(*2)(*4)	Net Sales	639.8	648.0	+8.2	+1.3%
T marroral	Operating Income (operating income margin)	60.8 (9.5%)	65.0 (10.0%)	+4.2 (+0.5P)	+6.9%
	New Orders Received	337.4	349.0	+11.6	+3.4%
Enterprise(*3) (*4)	Net Sales	466.6	485.0	+18.4	+3.9%
Emorphise	Operating Income (operating income margin)	43.4 (9.3%)	47.0 (9.7%)	+3.6 (+0.4P)	+8.4%
	Net Sales	1,039.8	1,727.0	+687.2	+66.1%
	EBITA <sup>(*6)</sup> (EBITA margin)	50.7 (4.9%)	97.5 (5.6%)	+46.8 (+0.8P)	+92.5%
Overseas <sup>(*5)</sup>	Operating Income (operating income margin)	31.1 (3.0%)	64.0 (3.7%)	+32.9 (0.7P)	+105.7%
Excl. NTT Ltd.	(Ref.) <sup>(*7)</sup> New Orders Received	1,015.3	1,048.0	+32.7	+3.2%

<sup>(\*1)</sup> Due to organizational changes within the segment on July 1, 2022, some reclassifications were made to the results for the fiscal year ended March 31, 2022.

<sup>(\*2)</sup> Due to reorganization on July 1, 2022, some group companies were reclassified to "Others". Figures for FY Ended 3/2022 Results are after reclassification.

<sup>(\*3)</sup> Due to reorganization on July 1, 2022, some organizations were reclassified to "Other (Technology Consulting & Solutions)" and the segment name was changed from "Enterprise & Solutions" to "Enterprise"; figures for FY Ended 3/2022 Results are after reclassification.

<sup>(\*4)</sup> The reclassification has been made at the time of Q2/2022 results announcement.

<sup>(\*5) &</sup>quot;North America," "EMEA/LATAM," and ""China/APAC" which was previously included in "Others" were integrated into "Overseas." Figures include the effect of scale expansion resulting from the consolidation of NTT Ltd. except "New Orders Received."

<sup>(\*6)</sup> EBITA = operating income + amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

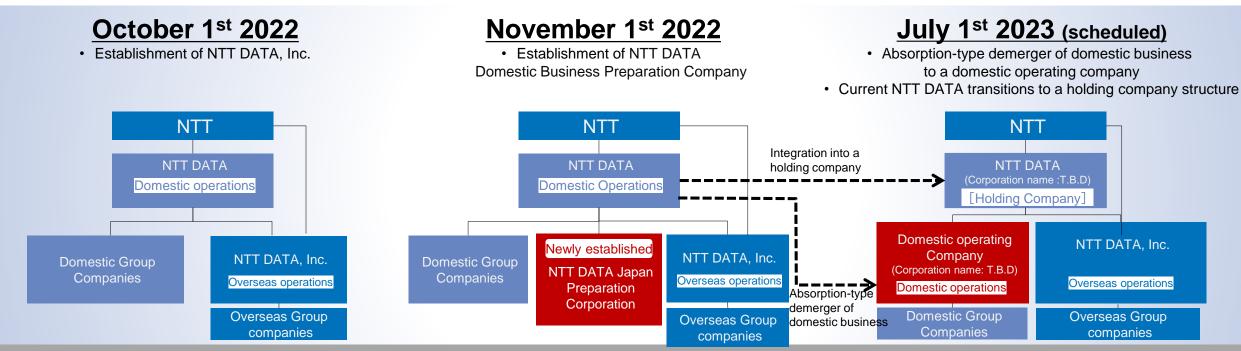
<sup>(\*7)</sup> Excluding the effect of scale expansion resulting from the consolidation of NTT Ltd..

<sup>(\*8)</sup> Assumed exchange rate: USD/JPY 120 yen, EUR/JPY 133 yen

Recent Updates on the Overseas **Business Combination NTT Data** © 2023 NTT DATA Corporation

#### **Progress in Transition to Holding Company Structure**

- NTT and NTT DATA established NTT DATA, Inc., an overseas operation company, in October, 2022.
- NTT DATA established NTT DATA Japan Preparation Corporation in November, 2022 to transition to a holding company structure in July, 2023



#### Initiatives after the establishment of NTT DATA, Inc.

Business growth through expansion

Expansion of digital businesses by combining infrastructure foundations of NTT Ltd. with System Integration capabilities of NTT DATA.

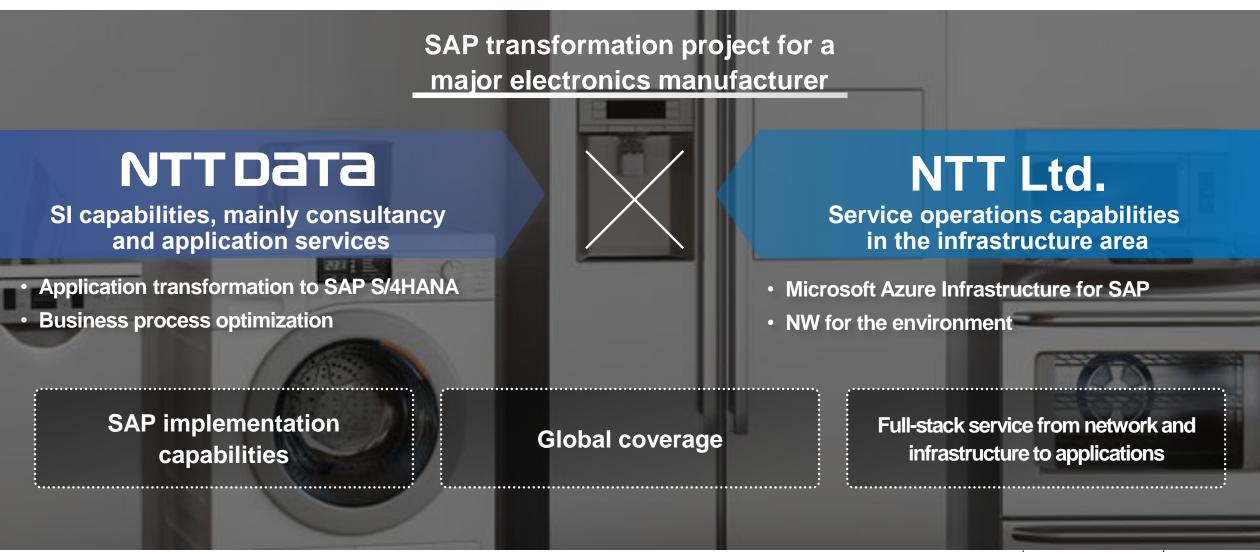
Design of optimal operating models

Design operating models focused on strengthening sales collaboration among operating companies, optimizing portfolios, creating digital assets, and increasing the efficiency of corporate functions

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#### Combination of Capabilities of NTT Ltd. and NTT DATA

Supporting client's businesses by providing total services including network, infrastructure, and application services by combining the strengths of both NTT DATA and NTT Ltd.



#### **NTT Ltd. Business Strategy & Initiatives**

## Business shift to high value-added services centered on managed IT services being implemented







#### (Reference) Foreign Exchange Rates

Due to the rapid depreciation of the yen since the end of last fiscal year, the yen weakened in 3Q more than we had expected in the full-year earnings forecast.

(Unit: yen)

Currency	(1)FYE 3/23 3Q Average Rate (April-December, 2022)	(2)FYE 3/23 Full Year Forecast Rate	(Ref.) FYE 3/22 3Q Average Rate (April-December, 2021)	(Ref.) FYE 3/22 Full Year Average Rate (April,2021-March, 2022)
USD	136.46(*1)	120.00	111.11	112.42
Difference	-	Difference from(1) +16.46	Difference from(1) +25.35	Difference from(2) +7.58
EUR	140.59	133.00	130.60	130.55
Difference	-	Difference from (1) +7.59	Difference from(1) +9.99	Difference +2.45

#### Foreign exchange sensitivity:

The impact of a 1 yen depreciation on the full-year forecast is as follows

Sales: USD Approx. + 10 billion yen EUR Approx. + 4 billion yen

EBITA: USD Approx.+0.5 billion yen EUR Approx.+0.2 billion yen

<sup>(\*1)</sup> The results of NTT Ltd. were converted to yen using the three-month average rate of 141.38 yen for the period of our consolidated period of October-December 2022.

#### **Overview of Consolidated Result**

(Billions of Yen,%)

2,430.0 2,800.0

3,270.0 2,394.0 876.0 640.0

> 236.0 7.2

> > -6.0

230.0 94.0

136.0

286.0

233.0

Ending 3/2023

						(=
		Q3 FYE3/2022 Results (Apr-Dec)	Q3 FYE3/2023 Results (Apr-Dec)	YoY (%)	FY Ended 3/2022 Results (Full Year)	FY Ending 3/202 Forecasts <sup>(*3)</sup> (Full Year)
Neν	w Orders Received (*1) Excl. NTT Ltd.	1,720.4	1,870.2	+8.7	2,400.8	2,43
Orc	ler Backlog <sup>(*1)</sup> Excl. NTT Ltd.	2,773.2	2,867.5	+3.4	2,860.6	2,80
Net	Sales	1,848.2	2,406.1	+30.2	2,551.9	3,2
Cos	st of Sales	1,358.0	1,770.9	+30.4	1,875.9	2,39
Gro	oss Profit	490.2	635.2	+29.6	676.0	87
SG	&A Expenses <sup>(*2)</sup>	323.1	451.8	+39.8	463.4	64
	Personnel Expenses	182.2	238.8	+31.1	247.8	
	Outsourcing expenses	55.7	87.1	+56.3	88.3	
	Other Expenses	85.2	125.9	+47.8	127.3	
Ope	erating Income	167.1	183.5	+9.8	212.6	23
	Operating Income Margin(%)	9.0	7.6	-1.4P	8.3	
	ancial Income and Costs/Share of fit/Loss of Entities for Using Equity hod	2.1	-10.4	-	3.3	
Inc	ome Before Income Taxes	169.2	173.1	+2.3	215.8	23
Inc	ome Taxes and Others <sup>(*3)</sup>	59.0	67.4	+14.2	72.9	(
	Income Attributable to areholders of NTT DATA	110.2	105.7	-4.1	143.0	13
Cap	oital Expenditures	125.2	196.6	+57.0	176.7	28
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles <sup>(*4)</sup>		133.9	155.0	+15.8	182.0	23

<sup>(\*1)</sup> Excluding the effect of scale expansion resulting from the consolidation of NTT Ltd.

<sup>(\*2) &</sup>quot;SG&A Expenses" was reclassified according to nature. For Q3/FY2022, R&D expenses cost 15.7 billion yen.

<sup>(\*3) &</sup>quot;Income Taxes and Others" includes "corporate income taxes" and "net income attributable to non-controlling interests."

<sup>(\*4)</sup> The figures for FYE 3/2020 and later are calculated excluding lease depreciation expenses.

#### **Consolidated Net Sales**

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

(Billions of Yen)

	Q3 FYE3/2022	Q3 FYE3/2023	FY Ended 3/2022	FY Ending 3/2023
	Results	Results	Results	Forecasts (*2)
	(Apr-Dec)	(Apr-Dec)	(Full-Year)	(Full-Year)
Public & Social Infrastructure	337.0	344.9	486.6	515.0
(Main Central Government and Related Agencies,	180.0	182.4	271.8	288.0
item) Local Government, and Healthcare	180.0	102.4	211.0	200.0
Telecom and Utility	84.9	90.2	116.9	125.0
Financial <sup>(*1)</sup>	391.0	405.4	533.3	545.0
(Main Major Financial Institutions	147.4	160.0	198.8	207.0
item) Regional Financial Institutions, Cooperative Financial Institutions	131.2	125.1	179.2	171.0
Financial Infrastructure/Network Services, Insurance	102.5	106.8	141.3	147.0
Enterprise (*1)	302.5	335.8	415.1	436.0
(Main Retail, Payment and Other Service	130.6	143.0	176.4	188.0
item) Manufacturing Industry, Consulting Service	171.9	192.8	238.8	248.0
Overseas	754.6	1,258.0	1,029.1	1,701.0

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

(Billions of Yen)

Consulting	253.1	328.1	357.0	380.0
Integrated IT Solution	470.8	517.5	638.1	645.0
System & Software Development	430.3	491.1	615.5	665.0
Maintenance & Support	629.0	698.8	856.6	880.0
IT Infrastructure (*2)	-	143.6	-	230.0
Telecommunications Terminal and Network Equipment (*2)	-	156.4	-	380.0
Others	65.0	70.5	84.6	90.0
Net Sales by Products and Services Total	1,848.2	2,406.1	2,551.9	3,270.0

<sup>(\*1)</sup> Financial and Enterprise segments are reclassified.(The reclassification has been made at the time of Q2/2022 results announcement.)

<sup>(\*2) &</sup>quot;IT Infrastructure" is the business operated by former NTT Ltd. and mainly consist of its managed services and data center businesses.

<sup>&</sup>quot;Telecommunications Terminal and Network Equipment" is the business operated by former NTT Ltd. and mainly consist of IT product sales and its maintenance services.

#### **Consolidated New Orders Received and Order Backlog**

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

(Billions of Yen)

	Q3 FYE3/2022	Q3 FYE3/2023	FY Ended 3/2022	FY Ending 3/2023
	Results	Results	Results	Forecasts <sup>(*2)</sup>
	(Apr-Dec)	(Apr-Dec)	(Full-Year)	(Full-Year)
Public & Social Infrastructure	404.7	328.6	544.3	479.0
(Re-post) Central Government and Related Agencies,	244.5	159.9	325.1	255.0
Local Government, and Healthcare	244.5	159.9	3∠3.1	200.0
Telecom and Utility	85.2	89.8	118.9	125.0
Financial <sup>(*1)</sup>	294.9	285.0	438.1	490.0
(Re-post) Major Financial Institutions	132.3	124.7	193.3	224.0
Regional Financial Institutions, Cooperative Financial Institutions	90.5	89.2	142.0	150.0
Financial Infrastructure/Network Services, Insurance	60.4	60.1	84.9	96.0
Enterprise <sup>(*1)</sup>	240.5	285.4	337.4	349.0
(Re-post) Retail, Payment and Other Services	68.6	97.2	91.9	95.0
Manufacturing Industry, Consulting Service	171.9	188.2	245.5	254.0
Overseas <sup>(*2)</sup> Excl. NTT Ltd.	731.3	919.8	1,015.3	1,048.0

**Detail of Consolidated Order Backlog** 

(Billions of Yen)

Order Backlog	2,773.2	2,867.5	2,860.6	2,800.0
Public & Social Infrastructure	592.6	572.5	582.0	548.0
Financial	848.8	787.9	863.9	865.0
Enterprise	130.9	162.0	137.4	150.0
Overseas <sup>(*2)</sup> Excl. NTT Ltd.	1,169.9	1,313.1	1,248.8	1,204.0

<sup>(\*1)</sup> Financial and Enterprise segments were reclassified. (The reclassification has been made at the time of Q2/2022 results announcement.)

<sup>(\*2)</sup> Excluding the effect of scale expansion resulting from the consolidation of NTT Ltd.

#### **Trends in Quarter (Consolidated)**

(Billions of Yen,%)





Net Sales



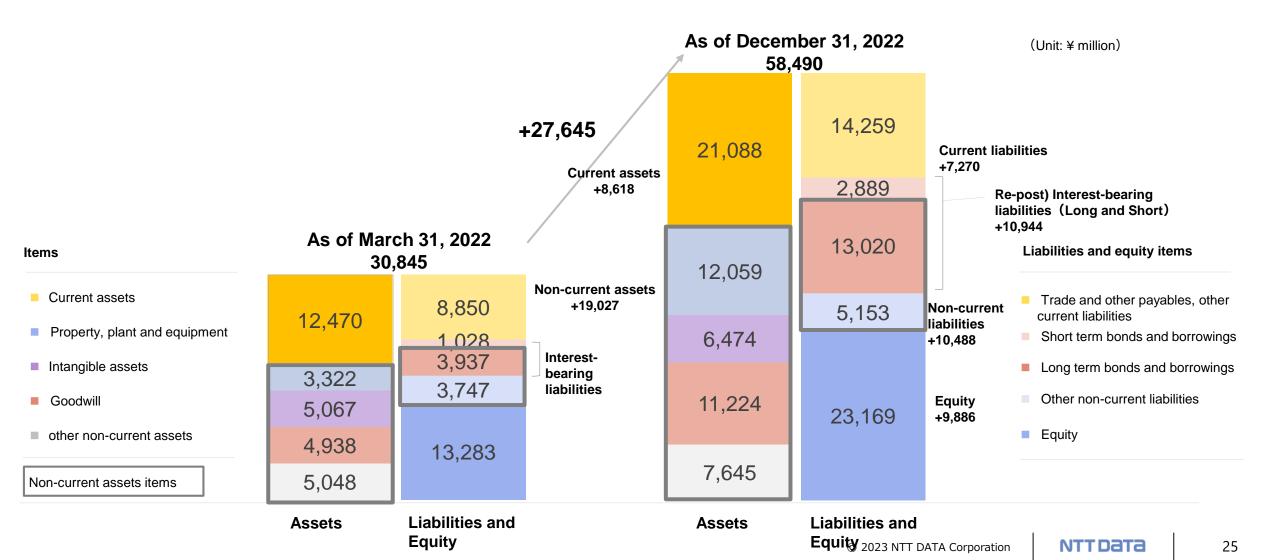
Operating Income



<sup>(\*1)</sup> Excluding the effect of scale expansion resulting from the consolidation of NTT Ltd.

#### **Quarterly Consolidated Statement of Financial Position**

- Total assets increased by approx. 2.8 trillion yen from the end of FY2021 due to the expansion of scale resulting from the integration of overseas operations.
- Assets increased by approx. 860 billion yen in current assets and approx. 1.9 trillion yen in non-current assets. Non-current assets increased mainly due to increases in property, plant and equipment, goodwill, and PPA (intangible assets).
- Liabilities increased by approx. 1.8 trillion yen from the end of FY2021, mainly due to an increase of approx. 1.1 trillion yen in interest-bearing liabilities.



## Trusted Global Innovator