



Global IT Innovator  
—  
NTT DATA GROUP

# *Company Presentation for the Third Quarter of the Fiscal Year ending March 31, 2010*

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2010

**NTT DATA CORPORATION**  
**February 2 , 2010**

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 Japanese economy and information services market are possible, NTT DATA Group cannot guarantee their accuracy.
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# 1. Results for the Third Quarter of Fiscal Year Ending March 31, 2010

# Results for the 3rd Quarter of FY Ending March 31, 2010

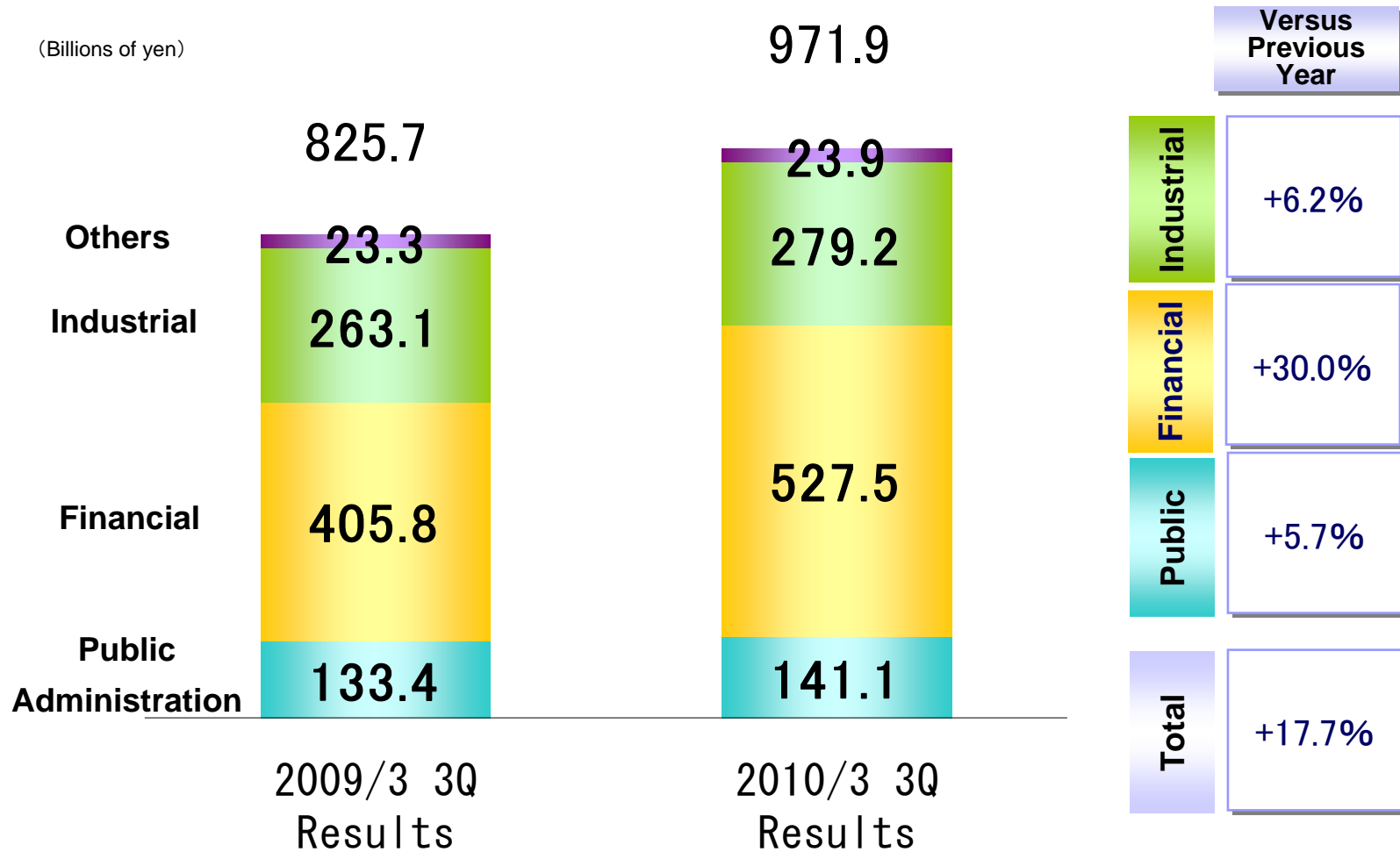


Versus  
Previous  
Year

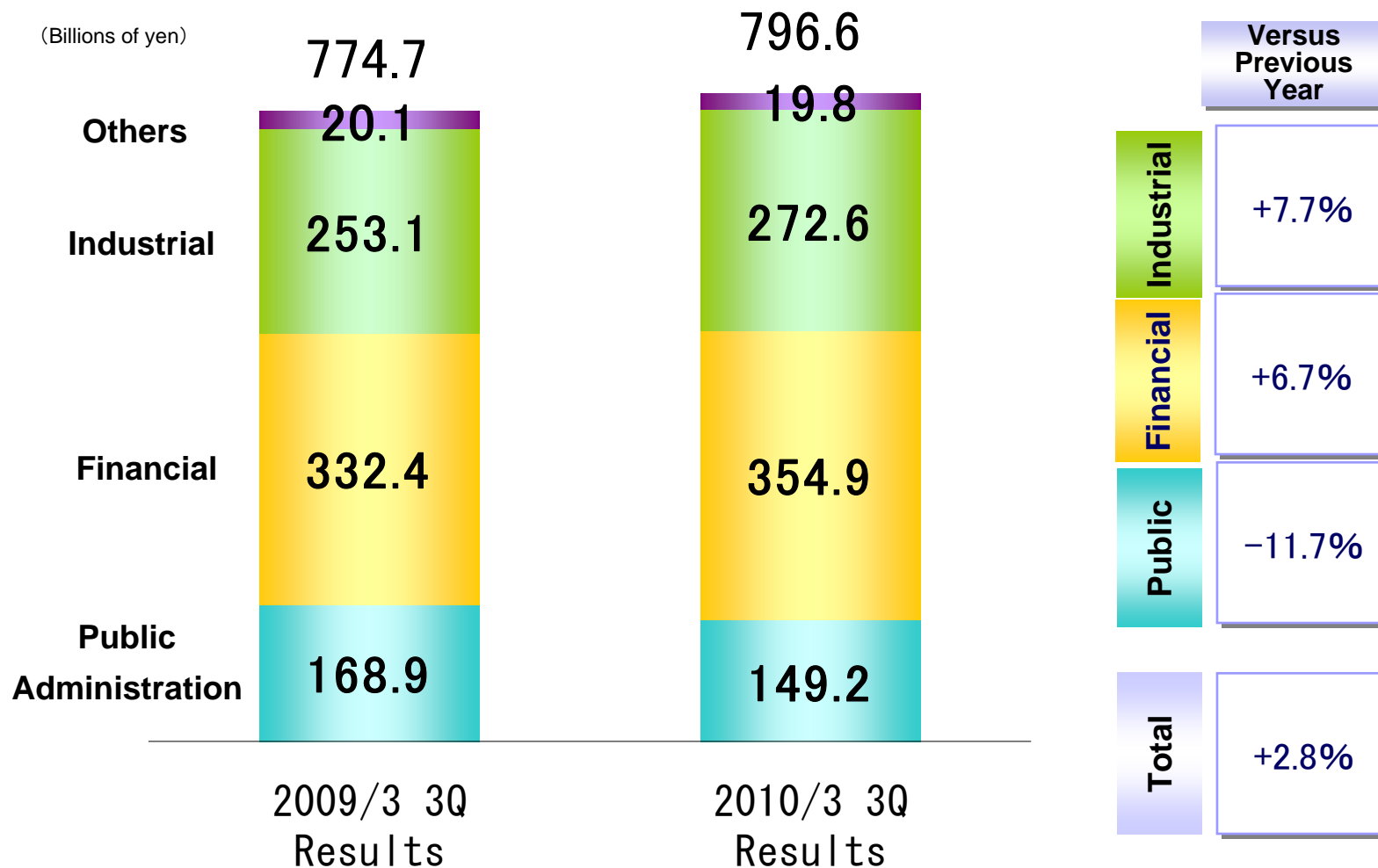
1	New Orders Received	¥971.9 billion		■ Versus Previous Year +146.1 billion yen [+17.7%]
2	Net Sales	¥796.6 billion		■ Versus Previous Year +21.9 billion yen [+2.8%]
3	Operating Income	¥50.1 billion		■ Versus Previous Year -18.1 billion yen [-26.6%]

# New Orders Received

Overall orders were up thanks to growth in projects for existing customers in the Public Administration and Financial Sectors.



■ In addition to consolidated subsidiary expansion, non-consolidated sales growth notably in the Financial Sector contributed to increased sales.

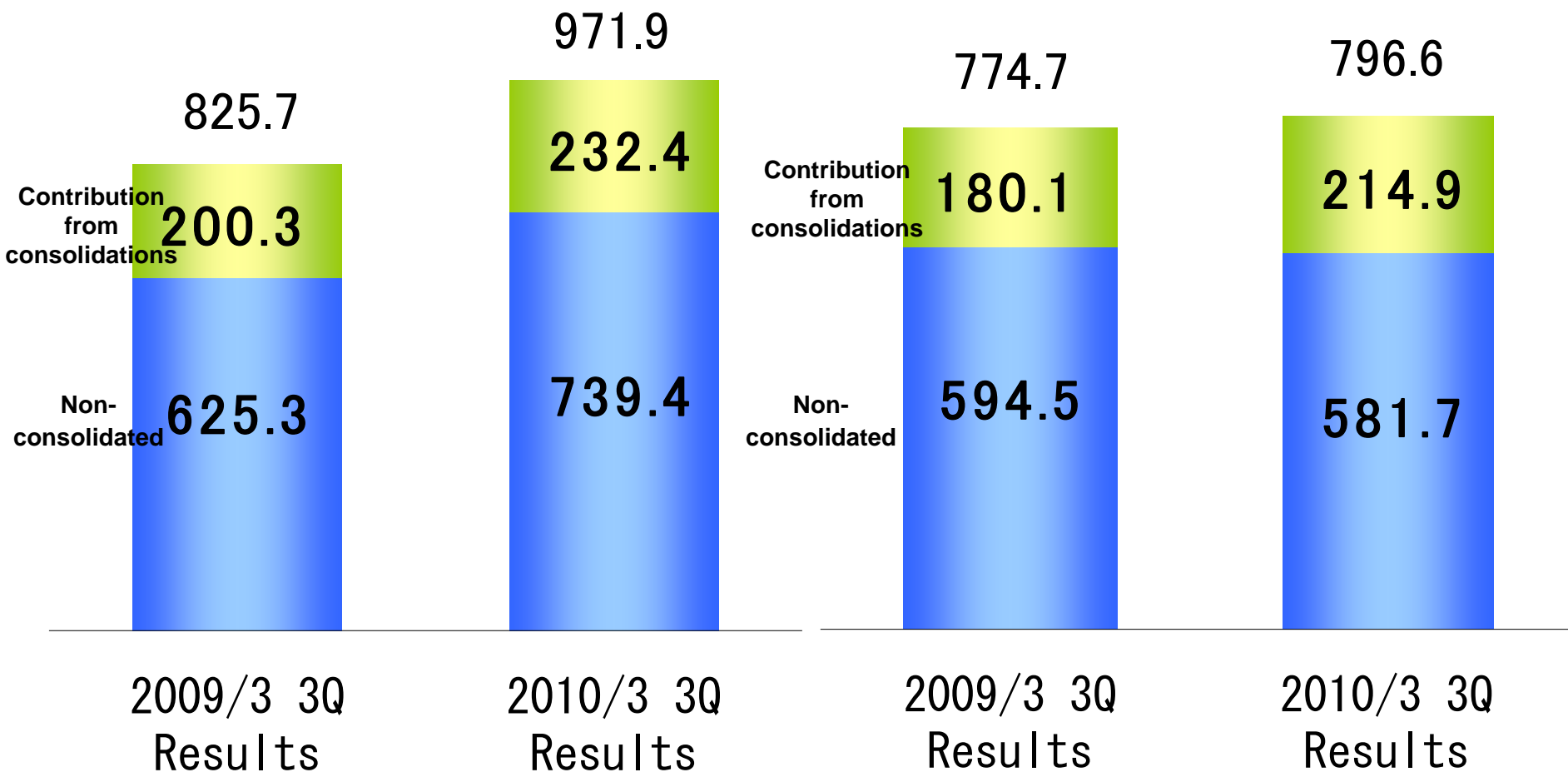


# Consolidated/Non-consolidated Results (New Orders Received/Net Sales)



(Billions of yen) **New Orders Received**

(Billions of yen) **Net Sales**



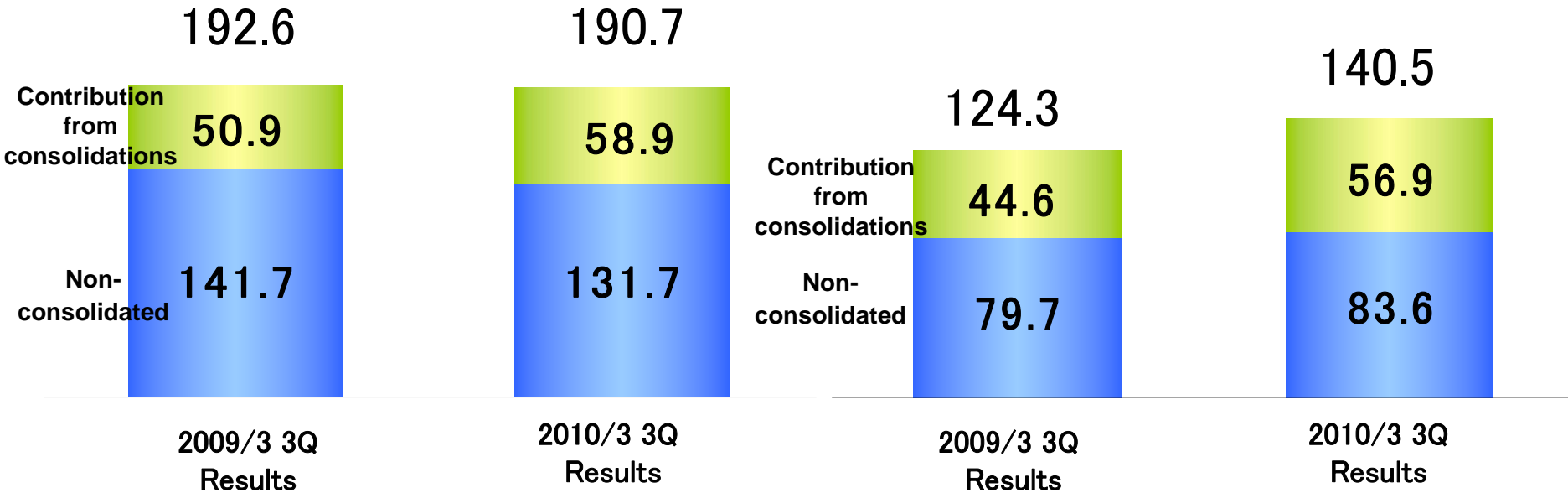
# Gross Profit and SG&A Expenses

(Billions of yen)

## Gross Profit

(Billions of yen)

## SG&A Expenses



## Cost-of-Sales Ratio (Consolidated)

## SG&A Ratio (Consolidated)

75.1%

76.1%

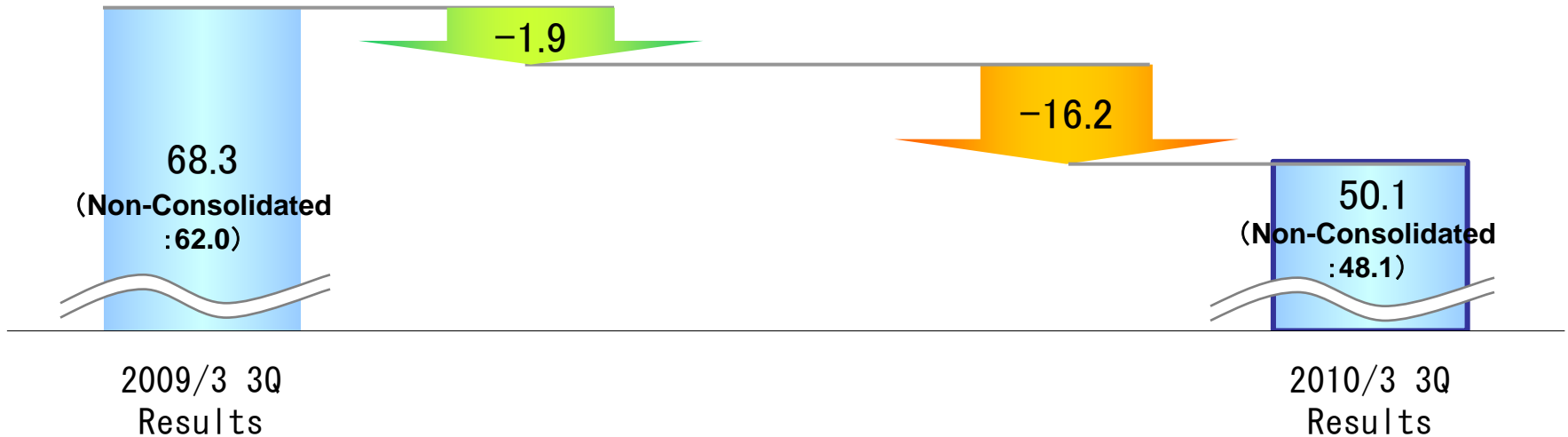
16.1%

17.6%



# Factors for Year-on-Year Change in Operating Income

(Billions of yen)



**Gross Profit**

**Contribution from consolidations**

- Increased due to subsidiary growth, despite the effects of a worsening cost-of-sales ratio in existing subsidiaries, etc., in the economic downturn.

+7.9 billion yen

**Non-consolidated**

- Declined due mainly to a drop in some equipment services plus the worsening cost-of-sales ratio from increasing competition in the economic downturn.

-9.9 billion yen

**SG&A Expenses**

**Contribution from consolidations**

- Increased despite mergers and other cost-cutting measures in existing subsidiaries, due in large part to an increase in the number of consolidated subsidiaries, a rise in goodwill amortization, and temporary personnel shifts to deal with the economic downturn.

+12.3 billion yen

**Non-consolidated**

- Increased chiefly as a result of temporary personnel shifts to deal with the economic downturn.

+3.9 billion yen

1	<b>Order for next-generation Japan Post Bank system</b>	<ul style="list-style-type: none"> <li>● Won procurement order for Japan Post Bank next-generation business system and began development work.</li> </ul>
2	<b>CMMI® (*) Capability Level 5 achieved since the latest version release</b>	<ul style="list-style-type: none"> <li>● Defense Systems Group, in charge of system building and service provision in the national security field, has achieved CMMI® Capability Level 5, the highest level of attainment in the CMMI process appraisal program.</li> </ul>
3	<b>Project to verify electric vehicle (EV) charging infrastructure service</b>	<ul style="list-style-type: none"> <li>● A project involving 20 companies and local governments started Jan. 2010 to test serviceability of 24 charging stations nationwide being used by 170 EVs under various scenarios.</li> </ul>
4	<b>Integrated service supporting IFRS compliance</b>	<ul style="list-style-type: none"> <li>● Employing global best practices, offers total service from conceptualization to IFRS application, process innovation, system provisioning, and training.</li> </ul>
5	<b>Upcoming launch of cloud service “BizCloud”</b>	<ul style="list-style-type: none"> <li>● Comprehensive cloud services lineup for enterprises applies our project management strength for safe, secure, and reliable service. Ahead of full launch in April 2010, Cloud Provisioning and Administration Management services will be available from February.</li> </ul>
6	<b>Cloud business in China</b>	<ul style="list-style-type: none"> <li>● A joint-venture company was established with Yucheng Technologies Limited for cloud service provision to China’s financial institutions, looking to expand shared services in China.</li> </ul>
7	<b>Pursuing M&amp;A</b>	<ul style="list-style-type: none"> <li>● Entered into capital and business alliance agreement with NJK Corporation; to acquire shares of NJK through tender offer.</li> <li>● Agreed to acquire stocks of ABIC Co., Ltd.</li> </ul>

(\*) CMMI (Capability Maturity Model Integration) was developed at the Software Engineering Institute (SEI) of Carnegie Mellon University with funding by the US Department of Defense, as a model for expressing the maturity of an organization carrying out system development. Only the second company in Japan to have reached Level 5 since the CMMI model and appraisal methodology were upgraded to the current version in August 2006.

## 2. Forecast Revisions for Fiscal Year Ending March 31, 2010 ,etc.

# Forecasts of Earnings and New Orders Received for FY Ending March 2010



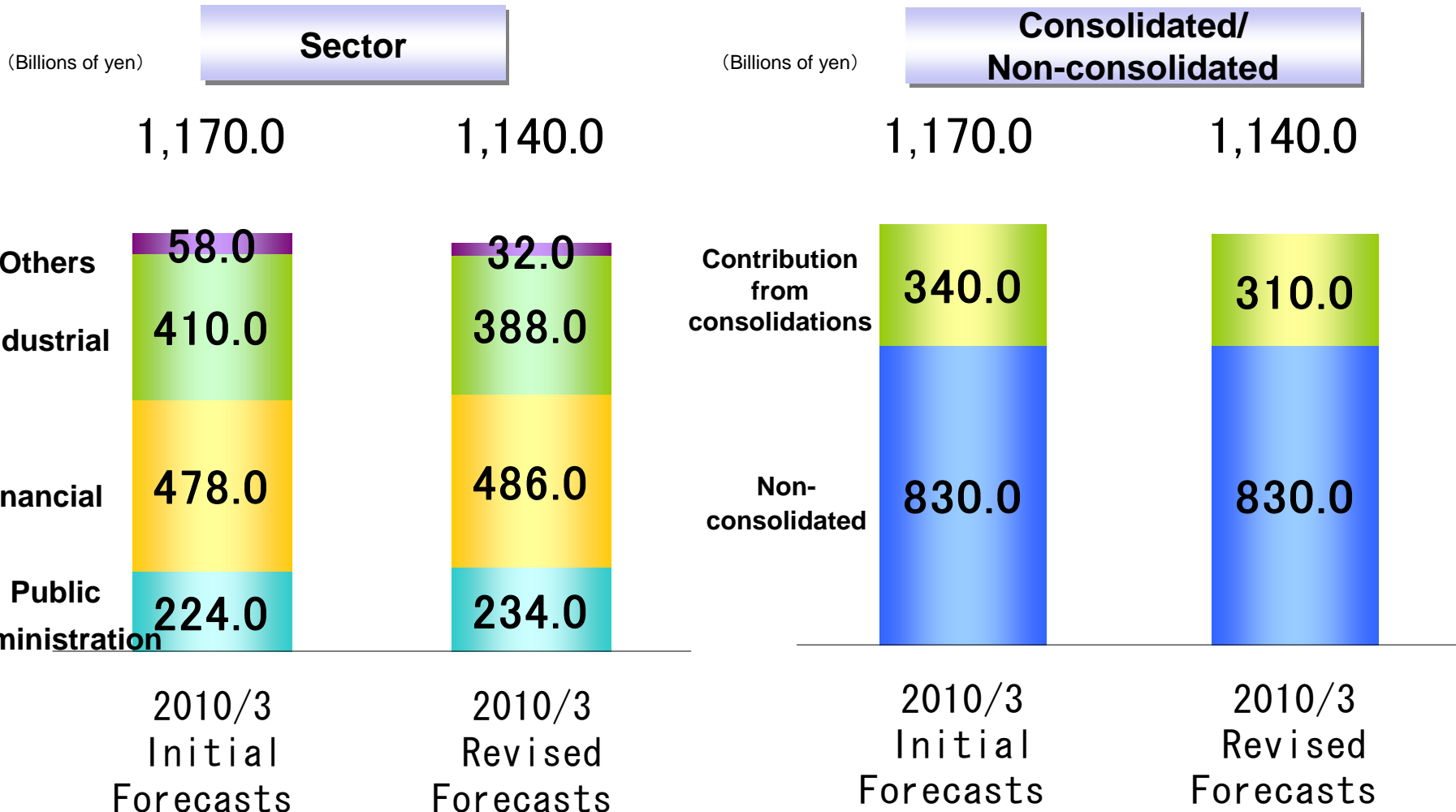
■ Revised full-year forecasts mainly due to lower than expected new M&A for an increase in global sales, and drop in sales among existing subsidiaries in economic downturn.

(Billions of yen [except cash dividends per share], %)

	2010/3 Initial Forecasts (1)	2010/3 Revised Forecasts (2)	Rate of change from Initial Forecasts (2) -(1)	2009/3 Results (3)	Change from Previous Year (2) -(3)	Rate of Change from Previous Year (2) -(3)
Net Sales	1,170.0	1,140.0	-2.6	1,139.0	+0.9	+0.1
Operating Income	90.0	75.0	-16.7	98.5	-23.5	-23.9
Operating Income Margin	7.7	6.6	-1.1	8.7	—	-2.1
Ordinary Income	86.0	70.0	-18.6	95.5	-25.5	-26.7
Net Income	47.0	34.5	-26.6	48.3	-13.8	-28.7
New Orders Received	1,100.0	1,160.0	+5.5	1,035.2	+124.7	+12.1
Cash Dividends per Share (yen)	6,000	6,000		6,000		

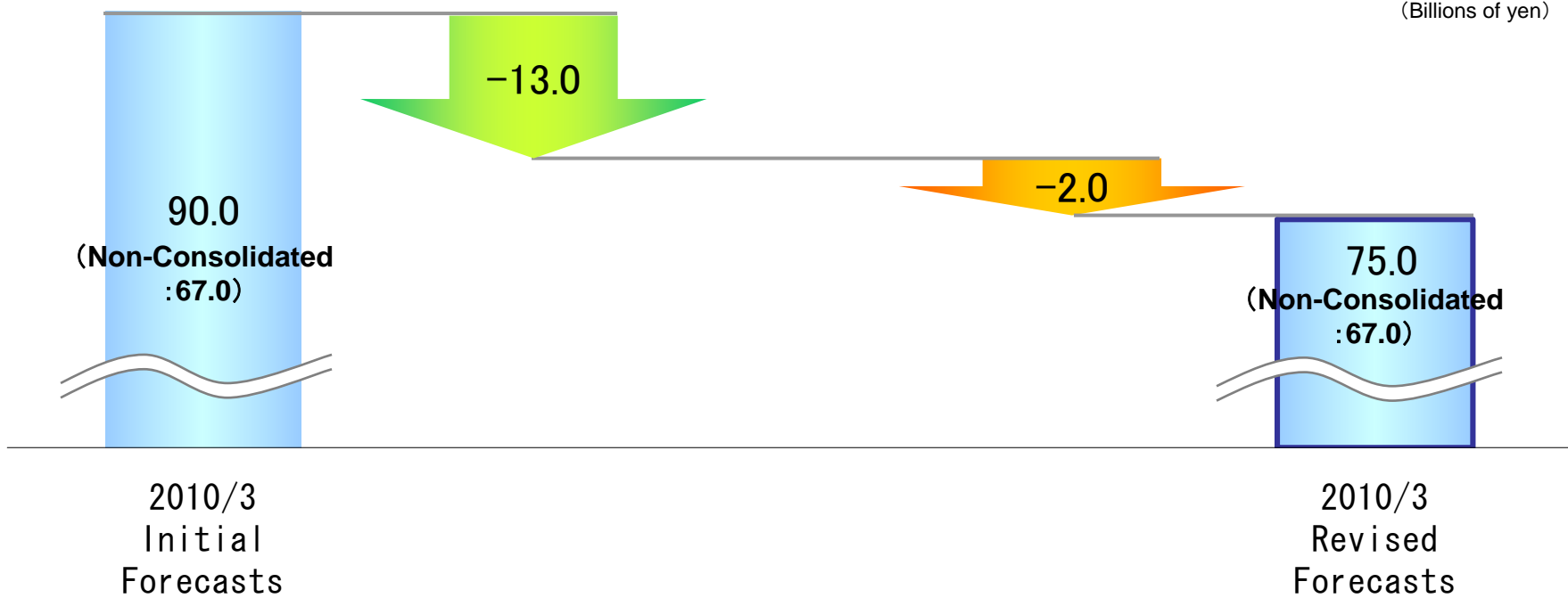
# Change in Net Sales from Initial Forecasts (Sector, Consolidated/Non-consolidated)

■ Sales growth is expected in the Public Administration and Financial Sectors, but Others will decline as a result of new M&A, and a revenue drop is forecast for the Industrial Sector due to worsening business conditions for existing subsidiaries, etc.



# Factors for Change in Operating Income (from Initial Forecasts)

(Billions of yen)



**Gross Profit**

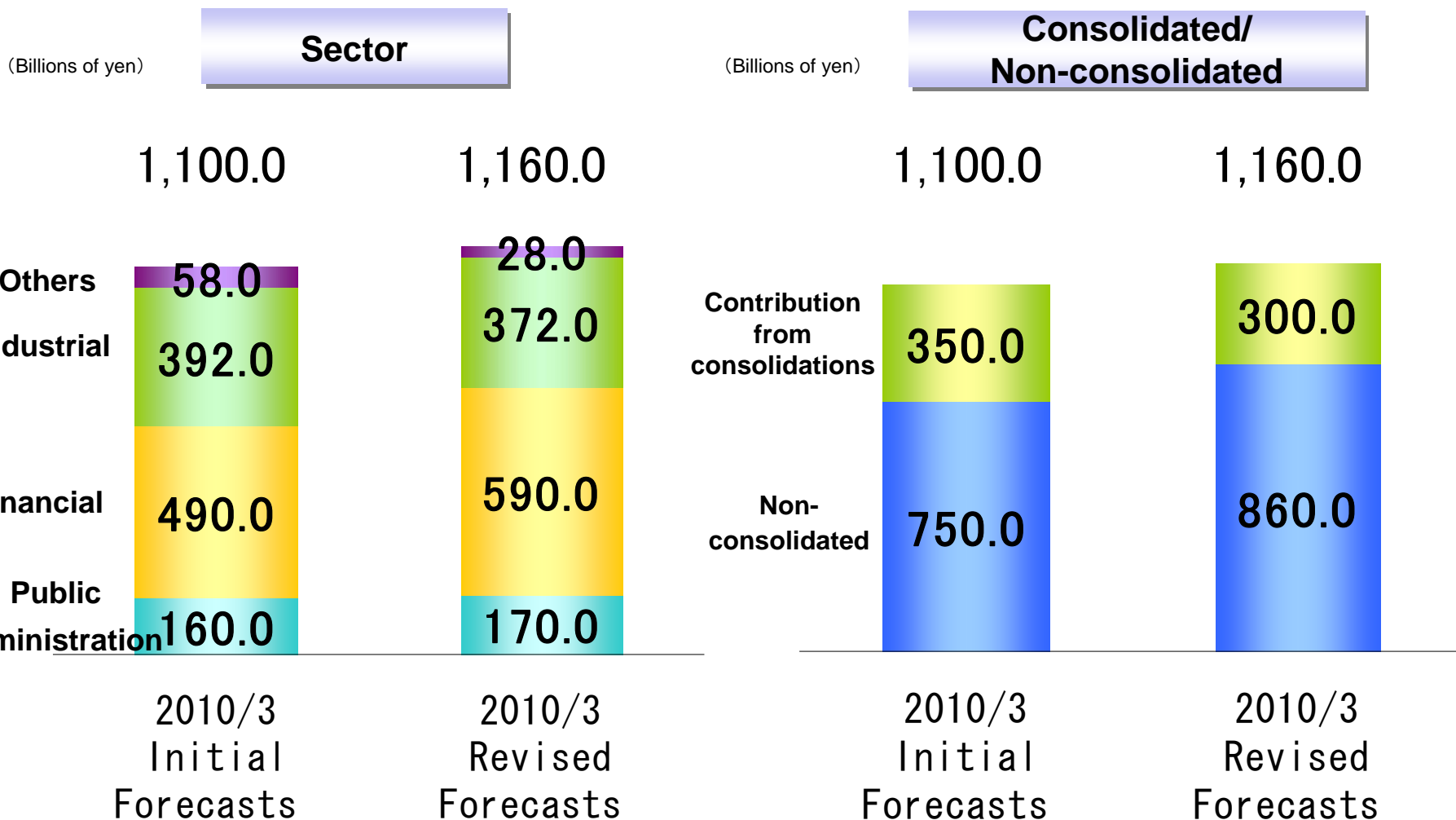
- Decline due to a decrease in new M&A and a drop in revenue among existing subsidiaries because of the economic downturn.   
 -11.0 billion yen
- Decline with the worsening of cost-of-sales ratio for some systems and other developments.   
 -2.0 billion yen

**SG&A Expenses**

- Lower due primarily to a decrease in new M&A.   
 -4.0 billion yen
- Increased chiefly as a result of temporary personnel shifts to deal with the economic downturn.   
 +6.0 billion yen

# Change in New Orders Received from Initial Forecasts (Sector, Consolidated/Non-consolidated)

■ Growth is expected due to increased orders mainly from existing customers in the Financial Sector.



# Recent Business Environment and Outlook



- IT spending continues to be depressed in the market as a whole.
- In NTT DATA we are beginning to see new business opportunities as orders firm up.

General Trends		Trends by Main Sectors	
Public	No change	<b>Customers are showing some interest in proposals on implementing new policies, but overall IT spending is down</b>	
		<b>National government</b>	<ul style="list-style-type: none"> <li>• Hopes for new service/system optimization projects and for increased business chances with new policy measures.</li> <li>• However, the new government has revised the 2009 supplementary budget, cutting some IT spending.</li> </ul>
		<b>Local governments</b>	<ul style="list-style-type: none"> <li>• Even in difficult economy, increased opportunities seen in IT consulting, operation streamlining, joint outsourcing, etc.</li> <li>• Safety/security market growth expected, e.g., disaster prevention, facilities management.</li> <li>• With severe cost-cutting demands in tenders, etc., overall trend expected to remain unchanged.</li> </ul>
	<b>Health care-related field</b>	<ul style="list-style-type: none"> <li>• Hopes for growth with spending on regional health care revitalization plan.</li> <li>• IT spending on online medical insurance billing likely depressed as a result of new government's budgetary revisions.</li> </ul>	
Financial	Spotty	<b>Many business categories recovering, but IT spending other than on meeting legal requirements still depressed</b>	
		<b>Major financial institutions</b>	<ul style="list-style-type: none"> <li>• Stricter capital adequacy requirements are likely to make banks even more cautious about IT spending, limiting it to mandatory items such as meeting legal requirements for electronically recorded monetary claims, etc., and system upgrades.</li> </ul>
		<b>Regional banks etc.</b>	<ul style="list-style-type: none"> <li>• Though business is recovering, IT spending is affected by cost-cutting demands, with continued needs for shared systems and outsourcing. In some cases cost savings are being diverted to strategic IT spending. For the business category as a whole, total IT spending will be unchanged or down slightly.</li> </ul>
	<b>Securities, life/non-life insurers, etc.</b>	<ul style="list-style-type: none"> <li>• Securities: Large-scale spending related to TSE upgrade, etc., winding down. Big brokerages not likely to spend; focus on IT spending resulting from M&amp;A.</li> <li>• Insurance: Slight decline overall despite spending on efficiency, compliance, and system integration from mergers.</li> </ul>	
Industrial	Decline	<b>Slowdown still impacting IT spending especially by manufacturing industry; other industries vary with business category and company</b>	
		<b>Telecom</b>	<ul style="list-style-type: none"> <li>• Relatively strong IT spending despite severe business climate. Mobile carriers' spending shifting toward better customer service.</li> <li>• Faster mobile networks are fueling increased interest in spending on diverse cloud-based services, etc.</li> </ul>
		<b>Manufacturing</b>	<ul style="list-style-type: none"> <li>• Business climate continues to have a major dampening effect on IT spending desire. Strong IT cost-cutting demands whether for new or existing projects.</li> <li>• Worldwide recovery on the horizon; signs of upturn in IT spending in Asian manufacturing industry around autumn.</li> </ul>
		<b>Distribution</b>	<ul style="list-style-type: none"> <li>• Some IT demand seen relating to corporate mergers and tie-ups, but IT spending remains sluggish.</li> <li>• IT demand expected as convenience stores and other retailers expand overseas.</li> </ul>
	<b>Service, media transport, construction</b>	<ul style="list-style-type: none"> <li>• Economic slowdown strongly impacting service and media, where IT spending is likely to remain depressed.</li> <li>• IT spending in transport industry cautious as industry sees fewer travelers and non-transport divisions continue doing poorly.</li> </ul>	



## 3. Appendices

# Overview of Earnings and New Orders Received for the 3rd Quarter



(Billions of yen, %)

	2009/3 3rd Quarter (1)	2010/3 3rd Quarter (2)	Change (2) -(1)	Rate of change (2) -(1)
Net Sales	774.7	796.6	+21.9	+2.8
Cost of Sales	582.0	605.9	+23.8	+4.1
Gross Profit	192.6	190.7	-1.9	-1.0
SG&A Expenses	124.3	140.5	+16.2	+13.1
Operating Income	68.3	50.1	-18.1	-26.6
Operating Income Margin	8.8	6.3	—	-2.5
Non-Operating Income and Expenses	-1.0	-4.9	-3.9	-373.7
Ordinary Income	67.3	45.2	-22.0	-32.8
Net Income	36.1	21.8	-14.2	-39.5
New Orders Received	825.7	971.9	+146.1	+17.7

# Overview of Capital Expenditures, Cash Flows, and B/S, etc. for the 3rd Quarter



(Billions of yen, %)

	2009/3 3rd Quarter (1)	2010/3 3rd Quarter (2)	Change (2) -(1)	Rate of change (2) -(1)
Capital Expenditures	127.4	116.1	-11.3	-8.9
Operating Cash Flows	123.1	166.6	+43.5	+35.3
Incl. Depreciation and Amortization/Loss on Disposal of Fixed Assets	123.3	119.1	-4.1	-3.4
Investment Cash Flows	-159.9	-124.9	+35.0	+21.9
Free Cash Flows	-36.8	41.7	+78.5	-
Financial Cash Flows	22.5	-36.7	-59.2	-

	As of March 31,2009 (1)	As of December 31,2009(2)	Change (2) -(1)	Rate of change (2) -(1)
Total Assets	1,275.0	1,231.1	-43.9	-3.4
Incl. Tangible, Intangible Fixed Assets	716.8	715.2	-1.5	-0.2
Interest-Bearing Debt	304.7	294.4	-10.2	-3.4
Shareholders' Equity etc.*	566.3	571.5	+5.2	+0.9

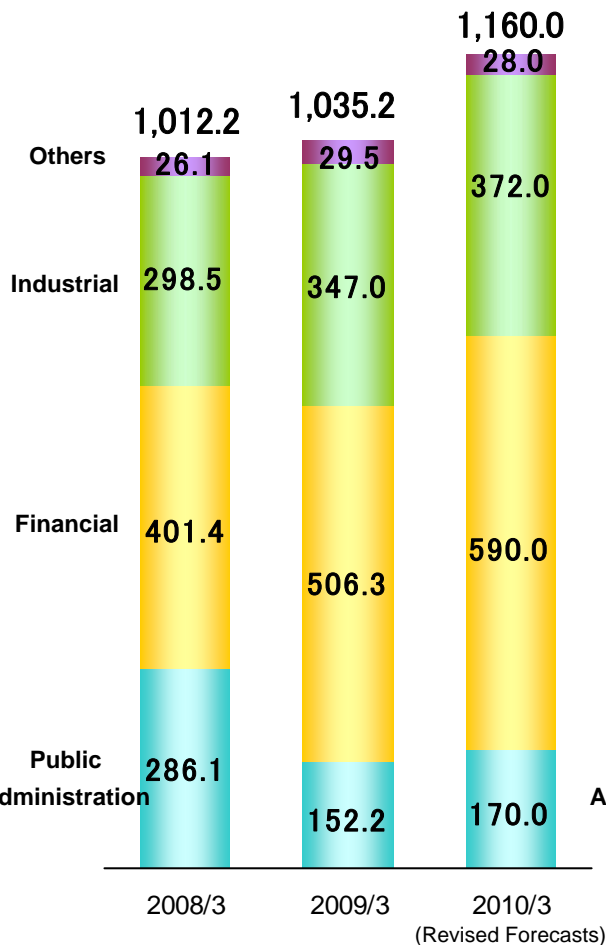
\* Sum of shareholders' equity and unrealized gains/losses on investment securities

# Trend in New Orders Received, Net Sales, and Operating Income (Full Year)



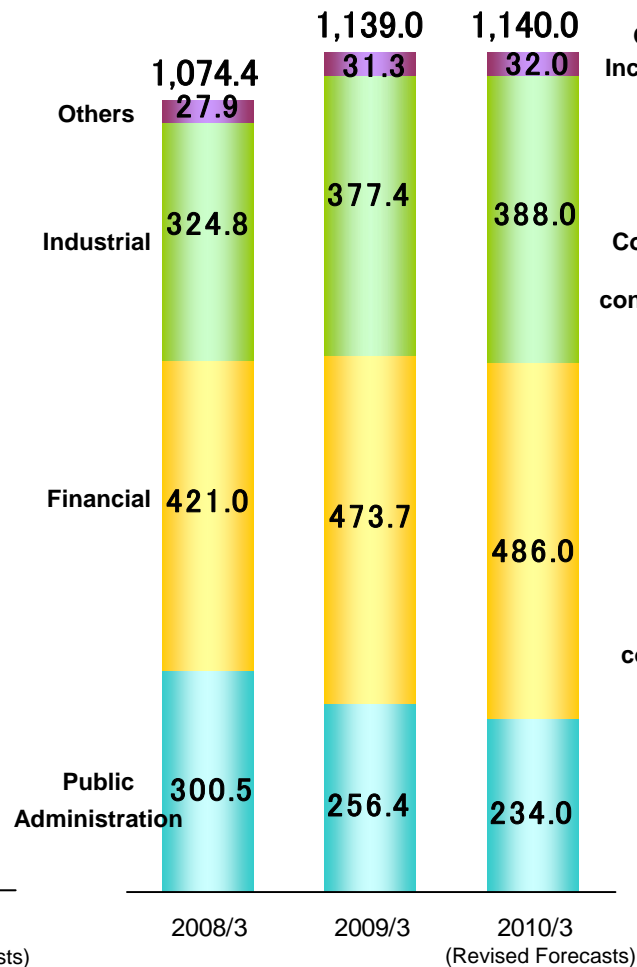
## New Orders Received

(Billions of yen)



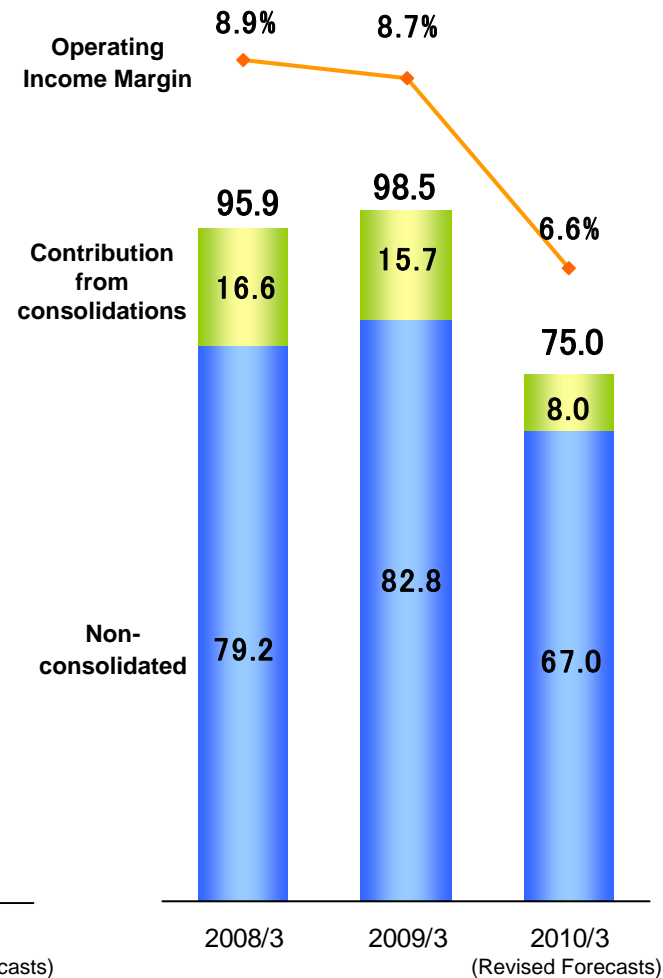
## Net Sales

(Billions of yen)



## Operating Income

(Billions of yen)



\*Values for FY ended March 31, 2008, and after reflect category review in accord with customer type.